Decca Unveils New Phonos at Meeting

NEW YORK — Decca introduced nine new phonograph models to its line at a special managers’ meeting last week. With the new additions the 1965 line of Decca phonographs now consists of 10 portables ranging in list price from $19.95 to $119.95, a Demonstrator, an automatic component system, and two consoles. All the new models are now in stock at Decca branches and ready for delivery.

(Continued on page 40)

Cinevision Launches Sales Drive; Will Bypass Distsributors

By AARON STERNFIELD

NEW YORK — The Cinevision Corporation of America, U.S. distributor of the Italian-made cinema juke box, has launched a major sales drive with advertisements in the Wall Street Journal, the New York Times, and Barron’s, a financial weekly.

This effort will bypass the traditional coin machine distribution pattern and sell directly to users. The deal is a minimum of 10 units, together

with a film library of 220 color and black-and-white filmstrips, back issues, and a training program for $50,000.

According to Henry Schwartz, Cinevision vice-president, “The cash is required, with the balance financed. The Cinevision Corporation of America was formerly a division of Estey Electronics, Hicksville, N. Y.

While the two firms now share the same premises, Estey is aochond company. Schwartz said that while Estey...
The RITA PAVONE album
LPM/LSP-2900

RITA PAVONE

The International Teenage Sensation

is here!
on RCA VICTOR
U.S. Diskeries Target: England's Radio Formats

NEW YORK—England's radio programming system has now become a target of local record manufacturers in the heated battle between Yankee and British record promoters. The American squawk is based on the fact that in the past several months U.S. radio stations have been "breaking" new English product, while English stations are bypassing old American disks but "cover" American product with their own disk artists. According to local record manufacturer sources, the free enterprise system allows for wide radio advertising in the local areas for disks of all nations, whereas NBC radio limits its time to English artists.

Examples Cited

As examples cited, the free-wheeling play given by U.S. disk jockeys to such British-based artists as the Beatles, the Dave Clark Five, the Searchers, Gerry and the Pacemakers, and Chad Stuart and Jeremy Clyde, etc., that such programs are being called the "Liverpool Sound" to the "Oxford Sound." On the other hand, in England, where record companies make disks are being bypassed in favor of "covers" by local artists, as reported by British radio's virtual by-pass of the Village Stompers' versions, the so-called "home grown" version of Kenny Ball's "cover" version. Now some independent U.S. record manufacturers, looking for a way out, have a plan they refer to as "recognition with representation." Some of them have already arranged with British stations in a simulcast release—America and England—of new English product. It's an example of reducing exposure which will offer for the first time an opportunity to prove that a disk will break a new release first when both countries simultaneously release the record.

NEW BUDGET LINE O/BOW: CAMAY LABEL

NEW YORK—At press time the trade was buzzing with reports and discussions about the new budget line, Camay Records, whose initial release would include releases with sides by Capitol artists Nat King Cole and Peggy Lee and other sides by Lawrence Welk and Bing Crosby. There was considerable speculation as to what the new label would take off, as Camay Records came from Camay's office stating it would provide the materials, but none was forthcoming. The idea was learned that Camay's legal department was looking into the matter—in the event the product would be marketed would be kept confidential. It was also learned that Capitol of Columbia had the same situation.

Traders were of the opinion that the Camay masters of Cole and Peggy Lee probably would be diverted to the new label within a year when Louis Snider produced a series of TV film shows.

An interesting aspect of the speculation was the question of piracy and licensing. The Smiler licenses were synchronization rather than mechanical, and it was questioned whether performances owned and synchronization license could be transferred to disk without authorization.

now's the Time: Come To Aid of the CMA

The Country Music Association's opening gambit to raise funds for the projected CMA national headquarters and museum in Nashville was a roaring success. Under the guidance of the late Bob Burton, immediate pledges totalling $350,000 were obtained from various record companies, publishers and talent agencies (see separate story).

The projected CMA building will have, of course, a cultural value: The physical property, the CMA activities, the memorabilia in the museum and the American musical heritage. But, as Burton noted, the CMA headquarters will have another raison d'être. It is located in the heart of the industry, hence economically a meeting place for all fields in that field—labels, artists, promoters and writers.

Thus from the standpoint of both ethics and business sense, it behoves everybody with sufficient means to support the CMA fund-raising drive.

During tradecraft will freely admit that the CMA is (and had been), an outstanding trade organization. It works unceasingly to better the condition of its members. On the whole, they might overlook this fact.

The others—and they are in the majority—should stand up at this time and be counted.

Mercury Launches Limelight Campaign

CHICAGO—Mercury Records is launching a full-scale ad program in its Limelight label with plans of turning it into a full-scale " behemoth" to Mercury, Philips and Smash.

First step was the promotion last week of the first Limelight product manager, a post which puts him in a position similar to Allen Freeman,即 "cover" and "British" items, Phillips', Lou Simon and Smash's Charles Fuchs.

Irvin Karp, Mercury executive vice-president, said Mercury was encouraged to go with the Limelight principle because of the extreme success enjoyed by the diskery since it started the idea two years ago. Including Columbia, Mercury, the new company, has already appeared in a single, which was pushed for by the new company, Mercury, and now has a stable of labels which tops the number of those in the national sales behind RCA, Columbia and Victor.

Limelight has been previously under the direction of Eddie Mascari, who was also director of Mercury's publishing interests. Steinberg noted that figures compiled by Record Market Research, an independent division of the Billboard Publishing Company, show that the Mercury stable of labels tops ranks fourth in national sales behind RCA, Columbia and Victor.

Mascari is also in charge of publishing activities now required Mascari's full efforts. In addition to supervising Mercury's own companies, Mascari is also in charge of publishing activities.

Dick Bruce was formerly national sales manager in charge (Continued on page 10)

World's Fair Show Cut B-Diskeries

NEW YORK—The record company executive at the World's Fair attractions continued last week with the growing of "To Broadway With Love," a Columbia diskery. Already out is "Les Iles de la Sirène" on the RCA Victor label.

"To Broadway With Love," which is being presented at the Texas Pavilion, highlights the music of such composers as George M. Cohan, Stephen Foster, Jerome Kern, Kurt Weill, Irving Berlin, Bert, Irving Berlin, Bob, old Rome and Richard Rodgers and Oscar Hammerstein. Also included are several original songs of the title song. The orchestrations are the work of the London. The conductor is conducted by Franz Alters.

DEPARTMENTS & FEATURES

Hot 100 Chart ... Page 24
Top LP's Chart ... Page 30
> Other Music Pop Charts
Bareback Albums ... 34
Hot Country Singles ... 26
Country Music -- 34
Hits of the World ... 6
> Record Reviews
LP Reviews ... 52
> Other Music Pop Charts
Music & Record News
Talent ... 18
Country Music ... 34
Music Record News
> Other Music Pop Charts
Radio-TV Programming ... 4
Fonc-Musical Merchandising ...
> Other Music Pop Charts
Cable Machine Operating ... 45
Bulk Vending ...
> Other Music Pop Charts
Buyers & Sellers
Classified Mark ... 42
ARMADA to Begin Exhibit Space Sale

NEW YORK—Exhibit space for the annual convention of the American Flea Market and Consignment Brokers Association (ARMA) is available at the Eden Roc Hotel, Miami Beach, Fla., June 25-July 1, on sale now.

According to Edgar Jones, ARMADA executive secretary, some spaces are available in the Marco Polo lounge adjoining the central lobby and facing the reception desk.

ARMADA booths are eight feet wide and a minimum of 20 feet long, divided by metal tubing from adjoining booths. ARMADA will furnish tables, and use a two-part, flameproof colored fabric backdrop and will furnish a nine-by-eight foot 10-pound display that identifies the firm and booth number.

Booths go for $200 each, with a 25 per cent discount for associate members. Exhibit space inquiries are being handled by Jones at ARMADA’s New Rochelle office. His telephone number is PL 2-9660.

Exhibits must be open for business and operate during the week that Jones said that provisions for eight manufacturers and distributors sales meetings have been made for the convention. These meetings are scheduled for June 25-July 1. Only associate members are eligible for these meetings. ARMADA

Lawyer Takes Steps Against Capitol Label

SAN FRANCISCO—Ben Parkinson, attorney for Dave Watson’s Pie-A-Tune and Westers, said sales meetings from trashters for his suit against Capitol.

Parkinson told a reporter that the Capitol label and its distributing corporation, alleging violation of an exclusive sales agreement. Trust act after the company elected to cease selling it production.

Jim Costello, sales manager for RCA at A. H. Meyer, and Paul B. Pastore, Columbia manager at H. R. Saxford, are among the first persons giving Parkerson depositions regarding business practices, prices and discounts.

Watson, who again emphasized that his suit was very much alive, said "depositions obtained has been very advantageous." Parkinson noted that depositions had commenced on Stan Getz, CRDC’s general manager and vice-president, and Bill Tal- lant, A. H. Meyer’s sales manager, but had been postponed until completion of a future date.

WEISER EXITS 20TH FOX

NEW YORK—Norman Weiser’s contract as vice-president of 20th-Fox, Inc., was terminated Friday (22). The announcement was made by Seymour Poe, vice-president of the parent film corporation.

Furthermore, it was reported that Weiser, who has been received offers from various labels but at press time his new affiliation was not known.

fee for the facilities is $300 for each, and associate members will be entitled to displays of their company logos.

In addition, 15-inch displays will be available at the Eden Roc lobby during the convention. These panels may be size up to 24 by 30 inches.

All exhibitors may mount and return the displays to the associate members. Charge for the first display is $25 for the first display and $20 for each additional one.

So far, the complete business program has not yet been set. Jones announced that the first speaker will be Rep. James Roosevelt (D., Calif.), chairman of the subcommittee of the House Small Business Committee. His topic will be "Small Business or New Life for Independent Distributors?"

The Roosevelt subcommittee held public hearings on the phonograph record industry in December 1963.

PHILADELPHIA—Irv Perlman has resigned as president of ROSA (Record One Stop Association) and has returned to his other business. A successor has not yet been named.

Capitol Files Suit Vs. Firm

HOLLYWOOD—Capitol Records filed suit in New York Superior Court last week charging Greater Records, Inc., a firm, with counterfeiting selections from its albums for its LP "The Original Greatest Hits".

Capitol claims selection in question were taken from its "Meet the Beatles" and "The Beatles in Color" records in its black market, according to the single, "Can’t Buy Me Love."

Judge Joseph Sarafite ordered Greater Records to answer Friday (22) why its album should not be removed from sales.

EMI Reported in Red For Interest in NEM

LONDON—Sir Joseph Lockwood, chairman of EMI, said the loss of NEM Enterprises would be of "considerable interest to NEM's shareholders and employees." His statement came during a meeting about the current economic conditions of the EMI Group.

In June album release, the LP was recorded by the World's Fair Symphony Orchestra conducted by Paul LaValle. It was taped at Manhattan Center and has been released as the official recording in the publication of London's golden jubilee.

Fair Suite Recorded by RCA Victor

NEW YORK—Ferdie Grofe’s "World’s Fair Suite" has been recorded by RCA Victor.

The album is released by the World’s Fair Symphony Orchestra conducted by Paul LaValle. It was taped at Manhattan Center and has been released as the official recording in the publication of London’s golden jubilee.

The composition contents four movements: "Fun at the Fair," "Fair," and "Pavilions of Industry." It is written in traditional "American" style and is scored for a large orchestra.

BTL Names 14 Composers in Grants

NEW YORK—Broadcast Music, Inc. (BMI) has named 14 composers to share $11,600 in grants. The awards were given in recognition of their contributions to American music.

The recipients range from young composers to established artists. Two of them are Canadian, marking the first grant ever to be offered to Canadian composers. The grants will be divided among the composers to help them continue their work.

The compositions include works in various styles and formats, ranging from classical to folk music. Many of the composers will use the money to support their creative endeavors, from buying instruments to attending seminars and workshops. The recipients will be presented with BMI award plaques at the annual BMI Awards ceremony.

The BMI Awards are presented to BMI composers, songwriters, and music publishers for their contributions to the music industry. The recipients are chosen by a panel of judges who evaluate the compositions based on their musical merit, originality, and potential impact on the music industry. The BMI Awards are considered one of the highest honors a composer can receive in the music industry.
THE SKY'S THE LIMIT
WITH THESE SEVEN FAST-CLIMBING SINGLES!

THE WORLD OF LONELY PEOPLE
4-43037
ANITA BRYANT

ANGELITO
4-43045
RENE & RENE

EVERYBODY KNOWS
4-43047
STEVE LAWRENCE

SHRIMP BOATS
4-43056
JERRY JACKSON

NOMAD
4-43052
LOUIS ARMSTRONG & DAVE BRUBECK

THE COWBOY IN THE CONTINENTAL SUIT
4-43049
MARTY ROBBINS

WHIP OUT YOUR UKULELE
4-43053
MITCH MILLER

COLUMBIA RECORDS
**Formation of GEMA Near**

NEW YORK—The formation of the Gospel Music Association is coming close to reality, Cecil Scaife, ASCAP’s executive director, stated last week that a very strong affirmative response has been received to the plan. It is hoped to attend the organizational meeting of the GEMA on June 3 at the Andrew Jackson Hotel in Nashville. Pledges to attend have been received from Gov. David Davis, Louisiana; Gov. Frank Clement, Tennessee; J. G. Whitfield, the publisher of the Freeman; John T. Benson and his son, Bob, gospel music publishers; Marlene Browne, Sing Record & Publishing Company; Roy Horun, another gospel music executive; Jack Herr, who recently organized the Impressals from the fields of publishing, recording, and radio.

Scaife, meanwhile, is here to secure a number of guest shots for country gospel talent on the Jimmy Dean show, the "Tonight Show" and other programs—all part of the campaign to focus national attention on the country gospel field.

The projected Gospel Music Association seeks to do for the country gospel field what the Country Music Association has done for the country field—provide it nationally and internationally, and through its awards and prize, and general music assistance the way to the prominence of those whose talents they do not interchange without it.

**Phonographic Industries Hold Meeting in London**

LONDON—a World-wide meeting of the record industry is being held here, the annual meeting of the International Phonographic Industries. One of the issues to be settled is the price that must be paid for an increase in the 28-hour needle time to the maximum amount of time to record play in any one week. The Federation has referred this request to a performing rights tribunal for decision.

Another topic for the meeting is the result of GEMA in Germany, and similar contracts for Scandinavia, Italy and Belgium.

Other general issues include relations with publishers and importers, and the recording of promotional material by broadcasting companies.

At the meetings will be the president of American Copyright Society, and David Kapp, president of Kapp Records.

**EMI Top Brass Attend Classical Repertoire Parley**

LONDON—Top EMI brass came from all over the world to meet today (May 20-27) with company chairman Sir Joseph Lockwood.

This is the International Classical Repertoire Committee's annual meeting with representatives from the firm's overseas companies and associated publishers.

Among the participants are Australian chairman, Eric Parley; and company directors Jack Wynew (New Zealand) and Bill Morris (Brazil); Capital President Alan Livingston and Lynn Dunn, vice-president of Capital's international division; Dr. Verger, managing director of EMI's German subsidiary; Ted Cross, managing director of Pathé-Marconi in France, and François Mischen of Voce del Padrone in Italy.

The meetings were introduced by Richard Daws, EMI's director of legal and financial matters, and were chaired by Ron White, manager of the international commercial division.

**Baez Attorneys Take Action**

CHICAGO—Attorneys for Joan Baez, a folk singer, have raised a new battle against the label. Miss Baez has been under contract to Vanguard since 1959.

A temporary restraining order was obtained by the attorney Monday (11), enjoining Fantasy and others from selling any Baez recordings.

On Friday (13) Baez obtained a preliminary injunction in Cook County Circuit Court against a label, prohibiting the firm from selling her disks on fantasy.

The Chicago ruling was obtained in Judge Walker's court against Leonard Levin, who said that similar injunctions were sought around the country in any area where the Fantasy disks were being handled.

The material out on Fantasy was originally cut by Miss Baez in 1958, after making her debut as an attorney for her attorneys as "experimental material, for which she was not paid."

The sides were cut for Richard Wright, a Cornfield, Calif., record deal.

Last January Miss Baez was informed by Fantasy that these sides would be released. The artists immediately responded through their attorney.

Miss Baez contends that Fantasy, without a sale contract, filed its first shipment of Miss Baez records on May 7. She obtained a temporary order against Fantasy for the 7th. Miss Baez.

The Chicago ruling was obtained in Judge Walker's court against Miss Baez.

**Records Ready By Mail Order**

TOKYO—Japan Direct Mail, a newly established record mail order firm, has had its first release of 8 LP's on the West Coast of Japan. The label is issued on the United Kingdom label. The disks are all from EMI and pressed by the Republic of Ireland, with EMS travel fiscile. The second and third release, of about 10 LP's each, will be available in July and November.

The firm does not have club memberships, but any company that buys records, paying in four instalments. There is no obligation beyond the number of disks. This set is apart from the others, it is said, for the new Japanese market. The most successful of these are concert Hall Society and Japan Music Service, of Radio Kanse. These, and a number of smaller companies, pick a strong upturn in the mail order business.

**New Album Releases On Page 38**

**BILLYBOURNE**

**MTA BACKS RESALE PRICE MAINTENANCE**

LONDON—Britain's Music Trades Association is solidly behind the record industry's efforts to keep resale price maintenance for this country. The "scope of price cutting" was condemned in a speech by President Sydney Webb at the Association's annual conference. After the meeting was over, he warned: "Hand in hand with this welcome growth of EMI's anti-purchase tax and over-all boom, there is the possibility of the abolition of r.p.m. and the scouring of price cutting.

He said that he felt the best way to give a good service to the customers was to ensure that dealers and "and to do that resale price maintenance is absolutely essential."

**D. C. NEWSMEN HONOR ASCAP**

WASHINGTON—The White House Correspondents' Association paid tribute to the American Society of Authors and Publishers (ASCAP) at its annual black-tie dinner to the Press (April 33). The ASCAP tribute was on occasion, Stanley Adams, ASCAP president, headed a contingent of the Society, who, included writers Richard Adler, Paul Cremer, Jimmy McHugh, Ned Washington, Jack Yellen and publisher-director Edwin H. Morris. Among the ASCAP members featured on the program were Ab Burrows, Harald Arlen, Duke Ellington, Jerry Herman, George Gershwin and Lalo Schifrin.
Reprise Singles Are Happening!

MY KIND OF TOWN 0279
FRANK SINATRA

DON'T BE A DO-BADDER 0283
BING CROSBY

BEE BOM/CHOOSE 0278
SAMMY DAVIS, JR.

EVERYBODY LOVES SOMEBODY 0281
DEAN MARTIN

WHAT HAVE I GOT OF MY OWN 0276
TRINI LOPEZ

HELLO, DOLLY! (ITALIAN STYLE) 0284
LOU MONTE

GOTTA LOTTAS LOVE 0280
JIMMY GRIFFIN

SUMMER SKIES & GOLDEN SAND 0282
MIKE ST. SHAW
Decca's Put Out

Meyerson has duplicated the arrangements, tempo and sound of the original for his LP. The dozen songs in the LP are set up to be played without a break. Even though the disk is hushed, the music plays continuously.

Meyerson feels that the wide range of songs, which also includes "Yesterday," "Desafinado," "Mack the Knife," "Roll Over Beethoven" and "Hot Pastftrani With Washed Potatoes," "has everything for everybody," and is "the first real answer to the need for a dance album."

Discotheque Drive

Meantime, the discotheque drive is branching into other areas of the country, initially being launched in New York after its import from France. In addition to Shepheard's, probably the most widely publicized of the U.S. discotheques, New York has such similar spinning spots as Le Club, L'Interdit and Il Mio. They're now beginning to spring up in Miami and Los Angeles. It's expected that other key cities will follow when problems with the local musicians' unions are ironed out.

The discotheques already in operation have been beating the union's squawk about playing disks in public places by hiring a small combo to stand by while the "disquaire" takes over.

Counts on Discotheque

Decca is counting on the discotheque spread around the country as a key selling point for the LP and the company feels that it will go over with the hoofer-dipped debonairies as well as the blue-jeaned teenagers. The fact that it includes such widely diversified and currently popular dancers as the Frog, the Surf, the Watusi, the Twist, the Mashed Potato, the Woodpecker and the Delft-hitcher will lure buyers from the champagne crowd as well as the Coke set.

Another selling point is Decca's favor is the simultaneous break of a feature on discotheques in the current issue of Life Magazine (May 22) and the release of the album.

Producing Satires Serious Business

(Continued from page 1)

Produced on his own in this Miami home. Another problem confronting the production of comedy album these days is "security." Because of the competition, the creators of comedy ideas try to operate under maximum secrecy. In the case of "The Royal Family," it was noted by Hal Neely, King's general manager, that the disk company, even though it has its own manufacturing and printing facilities, produced the album in bits and pieces. It even printed the album in an outside shop to provide maximum security to eliminate any possible leaks to rival manufacturers.

The original press order, says Neely, was 50,000 albums and a merchandising plan was formulated to break the album simultaneously in all national markets. This entailed booking orders "blind," setting up inside promotions and window displays, setting up plays with copywriting and sound quality. To assume that single engineering and sound quality is beyond the public awareness is incorrect; a great percentage of the buyers of LP records are more concerned with the greatest possible imprint without divulging the album's content or subject matter.

In all, it now appears that the material on the comedy album has become a matter of avoiding the courts as well as the clack-and-daggler dinkers.

Slickers Dig Stars

(Continued from page 4)

sold to out-of-town country music fans and to radio stations and advertising agencies.

The Saturday night performance was filmed for release as a TV spectacular. The distribution will be handled by International Talent Associates.

Vic Lewis stated that the Garden date proves conclusively that there is a big audience for country in New York City.

The acts included Bill Monroe, Hank Snow, Webb Pierce, Carl Smith, Bill Anderson, Fleta and Padma, Bobby Smith, Darrell McCall, Norma Jean, Stonewall Jackson, Ernest Tubbs, Buck Owens, Kitty Wells, George Jones, Lonzo and Oscar, Carl and Pearl Butler, Grandpa Jones, Skeeter Davis and many others.

Future Bright: Light

(Continued from page 1)

key disk jockeys and ensuring scions of quality from the record manufacturers.

Light stated that the advances in recording technique in the past several years have brought the quality of records to the point where the disk more nearly matches the quality of good phonograph equipment. It's very long ago, it was felt that the potential of the equipment was reached by the record. "But we have finally approached such a position of equipment," Light stated. He added that in his opinion it was still necessary, for the "natural" sound rather than a sound marked by reverberation or echo. "Basically, the public enjoys a natural sound."

Much progress in sound reproduction will be made in the TV and film fields, Light added.

Hit Single

Commenting on phases of the current record business scene and Command's growing interest in the single record field, Light stated that the importance of singles far transcended the mere counting of the singles business. "A hit single often accounts for an additional 200 per cent sales of the album associated with the single. Too, the hit single adds "corner" to increase the catalog sale of an artist by as much as 25 per cent. "The Ray Charles album is an example quoted by Light. Their current hit single, "I've Got a Tiger By the Tail," No. 3 this week on the Hot 100, has revived Charles' album sales, including "Something Wonderful," "Paradise Island," "Rome Revisited" and "Something Special for Young Lovers." The single's sale, incidentally, has gone over 100,000, adding to Light. Command will have its next single out shortly. The label's schedule anticipates a release of 15-20 annually, each one getting strong promotion. It's ridiculous to produce excessively—either singles or albums," Light concluded.

Selecta Imports

Italian Disks

LONDON—English Decca's distributing subsidiary, Selecta, has begun every program of importing Italian disks. There are now many items from the RCA Italiana catalog available at Selecta's British depot.

The Italian records are pressed in Italy and packed in brightly colored sleeves printed in Italy.

Selecta's general manager, A. W. Green, who planned the move, is examining the possibility of setting up a similar deal in Spain.

New Album Releases

On Page 38
more bloomin' hits from philips

I MUSICI
A DECADE OF ELOCUENCE

THE MANY SIDES OF THE SERENDIPITY SINGERS

CAPTAIN FROM CASTILE
and other great solo troubadours
Robert Farnon and his orchestra

NINA SIMONE
IN CONCERT

BRIAN HYLAND
HERES TO OUR LOVE

DIZZY GILLESPIE

AFRICAN CONCERT

THE MANY SIDES OF THE SERENDIPITY SINGERS

CAPTAIN FROM CASTILE
and other great solo troubadours
Robert Farnon and his orchestra

NINA SIMONE IN CONCERT

BRIAN HYLAND
HERES TO OUR LOVE

DIZZY GILLESPIE

AFRICAN CONCERT

25% discount on all Classical LPS—New releases and catalog. Plus 10% discount on all Jazz, Pop and Concertgoer series albums. $1.00 off consumer promotion on all Classical LPS—New releases and catalog.

PHILIPS RECORDS
ONE WORLD OF MUSIC
ON ONE GREAT LABEL
JAMAICANA TO PERFORM SKA

NEW YORK—Following advance action on SKA (Billboard, May 23), the Jamaican government has sent six disc jockeys here to demonstrate and promote the native sound.

In cooperation with Atlantic Records, the six will perform in several clubs here and present-ers on the outdoor stage at Paissades Amusement Park in New Jersey. For three performances (June 24, 29-30), the Jamaicans will dance along with available Jamaica SKA records and offer a free hour of instruction for show.

Clark KO's King Rumor

NEW YORK — Sam Clark, ABC-Paramount president, this week answered trade rumors that B.B. King, recording artist who signed an exclusive contract with the label, is negotiating with another label.

Clark said that King's contract has more than two years to go and that he has received no word from either King or his agent about negotiations with any other label.

It is understood that any contract negotiations with another label prior to the expiration of the ABC-Paramount contract would be a violation of contract.

King's latest ABC-Paramount release is "Help the Poor."

G. Norman Signs Touzet

Hollywood—Rene Touzet has been signed by GNP Crescendo as director of Latin American operations, as George Norman aims toward expansion in the Latin countries. Touzet has been an artist on Crescendo for 10 years and has recorded Latin hit records which will acquire material and even record it in its native habitat, Norman said.

The executive noted he has completely revamped his thoughts toward the Latin market after attending the recent Latin American Federation of Record Producers convention in Mexico City. Norman said the only American he knew were from Seeco and Tico Records and he believes he can make a strong American representation through this conference held every two years.

Norman said he would soon begin promoting products in Mexico City with Tico and is negotiating for representation in several Central and South American countries.

As a result of this meeting,ﱭ(1132,0),(1189,0) and a side trip to visit distributors in Venezuela and Peru, he now has a better conception of selling Latin American product.

Norman added he is now better equipped to know in which markets Latin material can be strongly sold here and which radio stations offer air play.

His Latin catalog features Touzet, Tito Puente, Machito and Joe Llorente among others.

Cities which are good Latin markets are New York, Chicago, Miami, Los Angeles and the border area from San Francisco to San Antonio, Norman said.

Later he was national director of promotion and has supervised advertising and album packaging.

Colpix Signs Baker, Tharpe

NEW YORK — Colpix Records has added the artist's roster last week with the signing of Chet Baker and Sister Rosetta Tharpe.

Chet Baker, who has been absent from the American jazz scene for several years, is known as one of the top trumpeters. Sister Rosetta Tharpe is considered a gospel artist in the field. Colpix has already recorded an album by the former and an LP by Miss Tharpe is in preparation.

Mercury Campaign

Immediate action in:

- Philadelphia
- Hartford
- Cleveland
- Pittsburgh
- Washington
- New Haven
- Miami

World Artists Records, Inc.

550 Grant Street
Pittsburgh, Pa.

412-281-1110

THE ANSWER TO OUR PROBLEM IS RIGHT HERE IN . . . Billboard

VARIETY CLUB GIVES OUT GOLD DISKS

LONDON—Gold disks were presented to Anne Shelton, Bob Pratt of the Mechanical Copies Service and several other publishing companies for their work in connection with the United Nation's album, "All Star Festival at a special luncheon hosted by the Variety Club of Great Britain, and attended by several record company heads. Publishers who received disks for their companies were Sid Green (Chappell), Cyril Baker (Aberbach) and Bob Kingston (Southern).

Radio Luxembourg chief Geoffrey Johnson, and the song searchers and their recording manager (Tony Hatch) with miniature gold disks for sales of their "Needles and Pins" single.

Wiltwyck School Honors Belafonte, Harry Brandt

NEW YORK — Harry Belafonte, American troubadour, and Harry Brandt have special buildings named for them in New York. The performing arts building on the new Eleanor Roosevelt campus will be named for Belafonte. The theater in the building will be named for Brandt.

Belafonte was honored because of the gifts made in his honor by Mrs. Belafonte. Brandt has raised nearly $52,000 from the school for a series of benefit concerts at Carnegie Hall. Brandt was honored because of a major gift made to the building and development fund campaign for the school and because of the many years of dedication to the work of the school.

THE SHEVELLES

WA 1023

IMMEDIATE ACTION IN:

- Philadelphia
- Hartford
- Cleveland
- Pittsburgh
- Washington
- New Haven
- Miami

The Shevelles

THE 1st R&B & POP RECORDING TO HIT THE SHORES OF AMERICA!

"OK POOP PATOOO DOO"

by THE SHEVELLES

Mercury Campaign

- Concluded from page 3

of regional sales for Mercury. His current release is being taken by Dick Sherman, formerly operations manager for Mercury in Texas and Oklahoma.

Tom Colly, veteran Mercury salesman and one-time branch manager in Texas, replaces Sherman.

Steinberg noted that Limelight would work with its usual line-up of independent distributors.

Groundh Prince, national promotion manager with the label for some months, remains in his post.

Limelight's original single was "My Special Angel" by the Chantels, but has since been released by the Spinners. Its current releases are "Bride and Groom" by the Parkland Singers and "Don't Misjudge Me" by Mary Martin.
Many, many thanks to all the DJ’s and Programming Directors who have made our version of “Yesterday’s Gone” THE HIT!

Over 200,000 copies sold.

CHAD STUART and JEREMY CLYDE

“YESTERDAY’S GONE”

To be seen on the Hollywood Palace Show April 18 and the Steve Allen Show on May 7.

PROGRAMMING INFO: Jeremy is the grandson of the Duke of Wellington. Chad is the writer of this song hit.

A NEW 14-YEAR-OLD SENSATION

Over 125,000 copies sold.

CHRISTINE QUALITE

“TELL ME MAMMA”

WA 1022

BREAKING BIG ALL THROUGHOUT THE COUNTRY!

EAST COAST PROMOTION: Jerry Simon—RSVP

World Artists Records, Inc.

550 GRANT STREET, PITTSBURGH, PA. PHONE: 412-281-1110
Sailor's Legacy

The World of Kurt Weill in Song

The World of Kurt Weill in Song is a fascinating and growing world, indeed. It is a world of bitterness and human suffering; yet it is also a world of satire and spirit. And as presented by producer spotlighted by Martha Schlamme and Will Holt, Weill's world has charm and tenderness as well.

During the course of the evening we are swept into the world of Weill's operas, and into the lives of his protégés, lovers and their wives and African-all sung superbly, with exacting precision.

The program is rendered in German and English with English surtitles. Miss Schlamme presages each song with an explanation which weaves ntidio into the program.

The show begins with "Alabama," from "The Rise and Fall of the City of Mahagonny," the first Weill-Bertolt Brecht collaboration, and ends with "Eeny, the Beloved Country.

Miss Schlamme's Viennese soprano voice is wonderfully rich and she delivers Weill's songs with simplicity and complete understanding. Especially impressive are "Billboard Song" and "Song for a New World," whose production and direction give the program continuity and pace, presents a fine 'Mark the Knife' and the lesser known "Sailor's Tango." As a duet number, their duet "Take Me" is rendered with high quality and taste. Abraham Soloman excellently supported them at the piano.

Unfortunately, Weill died in 1950. But he left a wonderful legacy of songs that will long endure.

An original cast album of the production, originally presented in Greenwich Village last summer, is on the Music Sales label.

BOB SOBEL

TALENT

Sahl Back at Old Stand, Ready to Puncture Politics

HOLLYWOOD—After spending the past two years "cooking it and just listening," political pundit Mort Sahl is emerging into the record world to cut his first political LP, "The Sara Morgan Memorial Album" of and "Sara's World of Satire Has a Good Effect on Foreign Country," "It shows we have something going here which we can all joke about.

Sahl laments the lack of other political humorists and feels that there is no "political probability" in the acts of some comics taking a look at the political and sociological revolutions of the times.

Ella is Just the Greatest—What Else?

NEW YORK—Ella Fitzgerald opened a three-week engagement at Basin Street East on May 14. She is excellent as always in the range of singing.

After one asks Ella, what more need be said? The name is synonymous with the highest in jazz, and it is exceptional by any standards. She is one of the most versatile of performers and the business. One wonders if she ever has an off night.

Ella has the gift of communicating. She closes her eyes, occasionally cupping her hand to her ear as though listening to herself, and talks to the audience through song.

Seligman tells us she may be one of the greatest singers, but that Ella makes all material her own. She has the gift of making the song's intent always foremost, bringing new values to it by the utter simplicity of her delivery.

The voice has often been described as a vocal complement to her instrument backing, but in fact is it? And it is certainly that—what is it called—a "Perdido"—where she is so frequently in a series of runs or roulades that are awesome.

She feels so everything was an incredible comment which punctuated the evening. And after some 15 or so numbers ranging from the uptempo song to the slow ballad from the blue and green, and in the latter it seemed to be the consensus.

JAN HAYS

Revue to Help Leukemia Fund

NEW YORK—Vincent Triola's Thunder Productions and talent coordinator Bob Sheppard produced and revue Carnegie Hall in June as a tribute to the world for the benefit of the Leukemia Society's Research Fund. Earl Wilson is the director and chairman of the affair and William B. Williams, WNEW DJ, hosts the show.

Already lined up for the production are Diana Carroll, Evonne G networking, Johnnie Ray, Lou Monte, Julie Wilson, Julia Butters, Benny Young, Manypolice. Negotiations are now going on for about a dozen others to appear. Special material will be written by Eli Byke and staged to include 20 Playbys, "Bunburys.

Tickets are sold from $5 to $100.

Seeger Near End of Tour

NEW YORK—Pete Seeger is on his third world tour and is due back in New York sometime in June. On March 14 Seeger and his father left the Soviet Union, after a one-man show, for engagements in London.

He gave a concert at Oxford University, and Madame Tussaud's wax museum will appear on the Sunday Night on the Palladium TV show.

This was followed by sold-out performances in Glasgow and Newcastle. The family is now winding up a two-week stay in Ireland where they attended the Festival of Irish folk and dance festival held in Clithers. Before reappearing to New York Seeger is due to take another trip to London for an appearance on the TV "Tempo" show.

Injunction Bars Fantasy From Release of Baez Disk

SAN FRANCISCO—A temporary injunction in San Francisco Superior Court last week stopped Fantasy Records from releasing "Pauline" a record made by folk singer Joan Baez. Judge Walter Carpeneti granted the injunction after Miss Baez's attorney, Benjamin Dreyfuss, filed a complaint saying that the recordings were made in 1958 when she was an immature and inexperienced singer and guitarist and they do not represent her present ability.

The suit stated that no contract had been made between Miss Baez and Fantasy or Richard Tognazzi, owner of a Corning, Calif., record shop, where the record was sold in 1958. Judge Carpeneti set the case for hearing in Judge Joseph Karasek's court on May 26.

PEOPLE AND PLACES

By MIKE GROSS

Marty Thau, former Billboard ad salesman, is now in personal management, handling Tony Orlando, the Joe Bologna Caution Quartet and Bobby Blue Breeze. . . . Mal Braverman has been set to handle the new press for the Jamaica Ska, new dance craze . . . Larry Utter, general manager of Amy-Mals Records, is in Kingston, Jamaica, to record some Ska disks . . . Ed Solomon has signed a personal management deal with Harold Leventhal . . . Lesley Gore will be the star attraction at Freedman's May 26 party. . . . Fabio Mathews signed a personal management deal with Al Kasha who produces disk for West Berlin.

Lenny Welch will play weekend engagements while he's putting in four months active duty with the National Guard at Fort Dix, N.J., the 4 Seasons are set for a date at Atlantic City's Steel Pier, July 15-28. . . . Richard Rodgers has toured over the official stock arrangements for "The Boy from Syracuse" and "No Strings" to Larry Wilcox who will orchestrate them for touring productions this summer. . . . "The Boy from Syracuse" and Capitol's cast album of the musical. . . . Larry Kert's new nightclub act was written and staged by Martin Charnin. The songs were arranged by Luther Henderson. . . . Jan Wallman is back managing the Upstairs at the Duplex in Greenwich Village . . . Donna Lynn, 14-year-old Capitol artist, has signed with General Artists Corporation. . . . Dick Clark is set for his fifth consecutive year at Atlantic City's Steel Pier on Aug. 28-29 and the New Jersey State Fair on Sept. 25-26.

Rich Little, Capitol artist from Canada, is set for his first nightclub appearance in the U.S. at Harrah's, in Lake Tahoe, starting Sept. 1. . . . Nancy Ames, Liberty artist currently on NBC-TV's "That Was the Week That Was" at the Tenessee Theatre in Highland Park, Ill., starting Aug. 25. . . . Jack Carter from Jamaica Stevens will do a larger tour of the musical "Little Me." . . . Joey Dee will open his own nightclub called the Starliner on West 46 Street, in New York. . . . Singlet Bernadette "Mambo" is to be featured in a gold plaque from his homepage of Paruns on June 5 at the Stuck Pit in Paruns, N.J. . . . Vladimir Aaron Rosand will make an album for Vox, from producer Antonio de Almeida currently on tour in France . . . Dramatic soprano Leoysian Rynesal, who appeared here during last season at the Metropolitan Opera, returns for the 1954-1955 season.

SOCIAL NOTES: Anita Bryant gave birth to a daughter May 15 in Miami Beach. . . . Steve Morris, world-wide marketing director for 20th Century-Fox Records, became the father of a son on May 11.

Shelly Mannie puts his signature on a long-term Capitol contract as Tom Morgan (left), Capitol's A&R director, and executive producer Dave Cavanaugh (right) see that everything's in order. Mannie and Cavanaugh will work together on the recording of the drummer's upcoming single and LP album.
The new 3D StereoDisk Recording system from Westrex cuts a record with greater fidelity, higher volume, 25% greater cutting efficiency, more sensitivity!

We never leave well enough alone... we like to go one better. Taking a technical look at existing systems, we noted the need for improved response, increased efficiency, greater stability and better power handling capability. So we redesigned. The result offers a material improvement over previous equipment for recording two channels of sound in a single groove.

All Westrex 3C Systems can be converted to the new and improved 3D Systems! Get more dimension... go Westrex 3D. To discover Westrex quality, send for complete information on Westrex Recording Systems by contacting Mr. F. Pontius, Sales Manager, 1136 North Las Palmas Avenue, Hollywood, California. Telephone Hollywood 6-7795.

Westrex Division of Litton Industries

The new, improved Westrex 3D StereoDisk System features:

+ 25% greater sensitivity.
+ Quick-change, self-aligning stylus holder.
+ Large diameter stylus.
+ Reduced resonances.
+ Quick-change heater wire clips.
+ Up-front controls and adjustments.
+ Special high-temperature drive coil wire and insulation.
+ Consistent response characteristics, cutter-to-cutter.
+ Individual channel feedback stabilization.
+ Compatibility with all Westrex disk cutters.
+ Plug-in record and monitor equalization individually matched to cutter.

This seal on your releases assures your customer of Westrex quality sound. All stereophonic phonograph records mastered on a Westrex 3D system earn the Westrex Seal of Quality Sound. The seal, once awarded, may be used in your promotional material to help sell the quality of your recordings.

+ The Westrex 3D System for Improved Response.
+ The Westrex 3D System for Greater Stability.
+ The Westrex 3D System for Better Power Handling.
Radio-IV Programming

WBBM's New Format Clicks

By NICK BIRO

CHICAGO — A littlenoticed deep shift at WBBM, the big Columbia Broadcasting System owned and operated outlet, is likely to have been more of a departure than a year of program juggling with some interesting results.

The station's policy has been slowly updated from "conservative to pop-standard." The emphasis is on "a bright, lively sound." Sings, once taboo, are now blended freely with pop albums.

* Ratings have slowly increased in all time segments.
* The 45-year age group is forming WBBM's station major market.

The latest program shift moves WBBM's top air-programming slot into the 10-11 morning shift; its former morning man, Pat Sheridan, to 7-11 shift; staffer Bud Kelly to an evening 8-10 slot.

As WBBM program director Len Schlesser put it, "we're viewing the entire format as a package to form with the needs of modern radio, we're in a solid battle for ratings."

WBBM has always done well at the cash register, but its ratings have declined to the point where they are likely to advocate commercial radio in their elections.

Meanwhile there are rumors that Caroline and Atlantic may merge to strengthen their resources. And wealthy sources are believed behind a scheme to launch another station somewhere in Southeast. After a meeting in Strasbourg (13), that government radio under the guise of buying advertising time with, or supplying such ships.

In a recent issue of Billboard it was reported, stating that Alan Crawford was the managing director of Radio Caroline. Roman Marsden, the managing director of Planet Productions (Eire) which sells air time for Station Caroline.

KRLA GIVEN MONTH'S STAY

WASHINGTON—KRLA, the Pasadena, Calif., station up for grabs by some 20 applicants, now has a new business, was given another month's lease on life by the FCC last week—to June 19. The station, forfeited by Donald Cocke's Eleven Ten Broadcasting Company, when FCC refused license renewal, is the subject of five special pleas for interim operation. The FCC will hear these interim pleas at an oral talkathon June 19.

The five would-be interim operators for KRLA are Oak Knoll Broadcasting, a nonprofit educational entity believed to have a good chance; Goodson-Todman Broadcasting; "Dimension," a new TV programing fame; California Regional; Crown City Broadcasting, and Radio Eleven Ten, Inc., the last-named a group which would offer the station a position with an expanded board. Horace Heidt at the center of the effort.

ARTISTS' BIOGRAPHIES

For your programming use here are pertinent facts about hit disk artists. If clipped and pasted into your file, these biographies will help you build a complete file of such data.

GERRY AND THE PACEMAKERS

(Laurie)

P.M.U. Brian Epstein

Gerry (Gerry Marsden, 21) and the Pacemakers (Freddy Marsden, 23; Les Maguire, 22; Les Chadwick, 22) are one of the newest of the Liverpool groups to hit the U.S. Gerry and his brother Freddy, worked together for six years in various "rock" groups before being signed by Brian Epstein. They remain a trio until 1961 when Maguire joined them as pianist.

In 1962 the group was signed to an exclusive management contract with Brian Epstein who served in the same capacity for the Beatles and the Monkees. They were a popular recording date and their debut disk, "How Do You Do It?" went straight to the top of the British pop charts. They are now firmly established as one of the most popular groups performing in Britain.

LATEST SINGLE: "Don't Let the Sun Catch You Crying" No. 47 in this second week on Billboard's Hot 100.

NEW YORK—Two key New York radio directors were involved in major moves last week.

Lee Hanna, WNEW's assistant director of News, left the station, joining WABC as assistant director of News. She will continue to work with the "100% News Roundup," "The World Ten Night," "Invitation to Learning," and "Church of the Air".

Hanna, who from 1956 to 1959 wrote and produced more than 150 documentaries for WABC-TV, served as managing editor on WABC's "This Is New York." In 1959 he left to join WNEW as assistant director of News.

Battle of Chumps Contest Gets Some Kiddings

LEE HANNA

Philadelphia—Radio stations here are participating in an ultimate of the Camden Tercentenary Exposition which got underway recently for an 11-day run just across the Delaware, at the Camden Athletic Field.

Wednesday (20) WIP's wake-up, Joe McCauley, weekdays by Atlantic "Go Patrol" helicopter to the fairgrounds to emcee the Miss Camden Tercentenary Contest. Red Powers, WIP, followed the next day to emcee the contest finals.

WIP's Jack Gregor did his 2-p.m. (21), and left the fair (24). Thursday, Jerry (Gret) of the Fairground, Blavat's WHAT deejay, will present an all-star show from the theater terminal.

They take over Friday, Saturday and Sunday.
THE DAVE CLARK FIVE ARE BACK IN THE U.S.-WITH THEIR SECOND SENSATIONAL ALBUM!

THE DAVE CLARK FIVE RETURN!

Can't You See That She's Mine
I Need You, I Love You
I Love You No More
Rumble
Forever and a Day
On Broadway
Zip-a-Dee-Doo-Dah
Can I Trust You
Funky Theme Without a Name

EPIC
DENVER

DENVER AREA: 24th largest radio market. 16 AM; 6 FM. 3 contemporary; 1 classical; 1 Spanish; 3 standard-pop; 3 pop-standard; 4 standard; 1 c&w.

TOP STATIONS

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<td><strong>For CLASSICAL</strong></td>
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TOP DISK JOCKEYS

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STATIONS BY FORMAT

DENVER: 24th largest radio market. 16 AM: 6 FM. 3 contemporary: 1 classical: 1 Spanish: 3 standard-pop: 3 pop-standard: 4 standard: 1 C&W.

KDEN: 1,000 watts day. Independent. Music format: Contemporary.

KCB: 5,000 watts. Mullins Broadcasting & ABC and International Network affiliate.


KOA: 50,000 watts. Independent. NBC affiliate.


THE RADIO RESPONSE RATINGS OF stations and individual air personalities have not been determined by bug. Local and national record promotion personnel, distributors and record manufacturers. Not a popularity poll, the ratings are based on the comparative ability of the listener to influence their stations to purchase the singles and albums played on the air. The ratings likewise point to the marketplace potential of a record.

FORMAT GLOSSARY: "Contemporary"—Stations that play primarily singles and LPs of a "rock-n-roll" and rhythm and blues nature. "Pop Contemporary"—Stations that play primarily singles and LPs of a "rock-n-roll" and rhythm and blues nature, as well as current singles and LPs of a non-rock nature. "Pop Standard"—Stations that play primarily singles and LPs of a "rock-n-roll" and rhythm and blues nature, as well as current singles and LPs of a non-rock nature.


Favorite Dances and Marches. A musical mosaic that runs the gamut from Khachaturian's fiery "Sabre Dance" to the stately "Pomp and Circumstance March No. I." Also included are dances from Falla's "The Three-Cornered Hat" and Leroy Anderson's happy "Bugler's Holiday." A delightful study in contrasts of mood, music, and tempo.

Rhapsody. Fiedler and the Boston Pops catch all the Gypsy fire and flavor of such numbers as Liszt's "Hungarian Rhapsody No. 6" and "Roumanian Rhapsody No. 1," then turn their impressive talents to "Rhapsody in Blue" and "España Rapsodie." A rich tapestry of sound, full of the soaring melodies that have made the rhapsody such a popular musical form.

Profit-Packed Promotion for June:
The many sides of Fiedler and the Boston Pops Orchestra

Here's Arthur Fiedler and the Boston Pops Orchestra featured in four new albums—beautifully packaged new editions of their best-selling repertoire—timed just right to boost your June sales. It's a varied offering, with selections that pack plenty of appeal for the legion of Fiedler/Boston Pops fans. Order big on these—they're sure to be a fast-moving foursome. Contact your RCA distributor today!

Music America Loves Best.
Tried and true favorites performed with flair and freshness. Fiedler puts the Boston Pops through its paces on selections like "Dance Macabre," the "William Tell Overture" and compositions by Wagner, Strauss, Brahms, Grieg and Handel. A "must" for every Fiedler fan!
VOX JOX
By GIL FAGGEN

“Hey You Get Well” are the signs being held up by WFBR deejay Mike James, Columbia jazz pianist, Danny Zeitlin, his wife Carol, and Columbia promotion director for Baltimore.

Zim Zemarel. Denny, whose new Columbia LP is entitled “Catholic,” is a medical student at Johns Hopkins Medical School. The get-well sign is directed at Zeitlin’s benefactor, John Hammond, currently recuperating in New York City’s Lenox Hill Hospital.

Seems like old times to hear the name of George (Skinnie Minnie) Costello in conjunction with WPEN (Philadelphia). George, former producer of the “950 Club” and the “Grady and Hurst Show” (Channel 3)—before yours truly took over in 1954—has done promotion work for Kitty Kallen, Teresa Brewer, Debbie Reynolds, etc., before rejoining WPEN as music programmer. As I reported several months ago, former “950 Club” co-host Joe Grady has been upped to program director.

WFIA radio’s Dick Harp went to prison recently, but for only a short stay! Harp produced a five-hour jazz concert for the inmates at the Seagoville Correctional Institute, a federal prison farm located near Dallas. Cool sounds in the cooler, ya might say.

William B. Williams, best vivant, raconteur, judge of good wines and WNEW (New York) air personality, will receive the Department of New York, Jewish War Veterans of the U. S. A., 19th annual Americanism Award Thursday at Madison Square Garden.

Herman Amis and George of WNJR (Newark, N. J.) are producing a weekly series of Gospel music programs at the New Jersey Tercentenary Pavilion of the New York World’s Fair.

Buck Matthews and Buck Barry, WOOD (Grand Rapids) deejays will co-host the 10th annual WOODland Antique Auto Tour “Kick-Off” show Saturday, June 6.

WGIC (Xenia, Ohio) morning man Dave Richley got a rude awakening recently when he heard muffled thumps and coming from the second floor of the station. After summoning the police Dave and his escorts investigated. Found sound asleep were deejays Nick Powers and Mike Royal, who had been up all night emceeing an after-prom party for Xenia students.

SEGUE

Bob Elliot, one of Kansas City’s top-rated deejays, exits WHB. Bob may be reached at 5816 W, 101st Street, Leawood, Kan., Spencer Allen now associated with WFRA (Franklin, Pa.), Jim Lounsbury, former Chicago air personality, joins announcing staff of ABC Radio and TV., Joe Jeffrey, formerly of WJAB (Westbrook, Me.) and WMEX (Boston), returns to WMEX as the outlet’s

Wrap, Rack it and Roll... to fantastic Self-Service Sales!
And fantastic is just the word for the spectacular increase in self-service record retailing. Self-service L.P. sales have skyrocketed from 15 million in 1957 to an estimated 89 million in 1963. Cryovac's Y-Film Overwrapping Concept helped make this market possible. Strong, tight-fitting, Y-Film not only protects albums better, but actually extends the package life as well because it does not turn brittle, or yellow. And Y-Film's clarity, high gloss, and skin tight fit actually increase the 'impulse sales' appeal of your albums. So look into Cryovac Y-Film soon! It is economical to use, and fast becoming known as the surest way to wrap up self-service sales.
NASHVILLE — Direction of the Nashville chapter of the NARAS was officially turned over to the newly elected board of directors last week. Elected to serve until June 1, 1966, were Owen Bradley, Bobby Moore, Fred Foster, Ford Bleustein, Hank Porter, Jan Howard, Bill Justis, Bill Foster and Grandpa Jones. Those chosen to serve until June 1, 1965, were Ray Acuff, Bob Wilkins, Boobs Randolph, Bob Ferguson, Marvin Hughes, Charlie Lamb, Hubert Long, Glen Snoddy, Bill Purcell, Wesley Rose and Gordon Stoker.

Officers elected by the board as follows: President, Harold Bradley; vice-president, Anita Kerr; executive vice-president, Frances Preston; assistant executive vice-president, Mark Clark Bates; secretary, Bill Denny; and treasurer, Lester Rose. Fred Foster and Wesley Rose will represent the Nashville Chapter on the National Academy.

Bobby Moore heads the membership committee composed of the following: Hank Cochran, Harlan Howard, Ray Edenton, Harding Hill, Howie Forster, Juanita Jones, Don Light, Roy Drusky, Eddie Arnold, Lou Shimwell, and Curley Kendall. Other committees are scheduled to be appointed at later board meetings.

At the sixth annual Grammy Award event last week in New York, Nashville shared in three of the top five votes in the voting to the recording industry's outstanding artists, writers, producers, engineers, photographers, etc. Nashvilleers receiving recognition included Harlan Howard, writer of "Rustled," for best rhythm and blues recording, and "I Can't Stop Loving You," for best instrumental arrangement, recorded by Ray Charles on ABC-Paramount and published by Pumper Music. Don Gibson, Acuff-Rose writer of "I Can't Stop Loving You," for best instrumental arrangement, recorded by Count Basie and arranged by Quincy Jones on Reprise. The same song was included in the best performance by an orchestra for dancing category. "This Time by Basie! Hits of the '50s & '60s." Cadet Wood, writer Mary Dell, and Danny Dell shared writing honors for best country and western recording for the RCA Victor-Bobby Bare recording of "Detroit City.

NASHVILLE SCENE

By PAUL CARDEN

RCA Victor is formulating plans to send a package show to Japan as a display of the recording talents of Victor country artists in Europe last month. Bob Ferguson, assistant executive from Nashville operations, reports that Hank Snow will probably headline the tour. The show recently completed successful jaunts through Poland, where a Monument artist; Roy Orbison returned to Nashville Monday (18) after a tour through Europe. He left immediately for a week's swing through the Midwest; after which he'll return to Nashville for recording sessions.

Faron Young has moved his offices and the offices of The Music City News from 728 16th Avenue, South, to a brand-new recording building at 1314 Pine Street. Ken Nelson, Capitol's ad executive from the East Coast, flew into Nashville to oversee Wanda Jackson's recording sessions. Miss Jackson came in from personal appearances in Oklahoma to cut an album. Another visitor to Nashville last week was Harold Moon, manager of Broadcast Music, Inc. of Nashville, and a Country Music Association board member. Moon is working on a resolution to present to the CMA board, asking that American promoters and bookers use more Canadian country and western talent.

A newsletter devoted to country music and aimed at the country music disk jockey, is being published by Chuck Chellman, national promotion and sales director, CMA division, for Mercury, Smash and Philips records. The letter, published twice a month, is titled "Chuck Chellman's Country Corner" and contains news of deejays, job information and ad lib material. Chellman says, "Bobby Bare, whose CMA, "Detroit City," was picked as the best country and western recording of 1963 at the recent NARAS convention, is due here this week for sessions at the RCA Victor studios. The CMA board chairman, Frances Williams Preston and CMA President Tex Ritter traveled to New York last week for the Madison Square Garden show, where a CMA fund-raising luncheon Thursday (21).

The Wilburn Brothers, Don Helms and Harold Morrison are scheduled for Spring Lake Park, N.J., and a Country Music Association board member. Moon is working on a resolution to present to the CMA board, asking that American promoters and bookers use more Canadian country and western talent.

HOT COUNTRY SINGLES

Billboard Special Survey

For Week Ending 5/30/64

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<th>Chart No.</th>
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<th>Title</th>
<th>Artist &amp; Label</th>
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<td>MY HEART SKIPS A BEAT</td>
<td>Carl Wayne, Capitol 5036</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>BURNING MEMORIES: (Col. 27 50)</td>
<td>Don Gibson, RCA Victor 3210</td>
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<tr>
<td>3</td>
<td>3</td>
<td>UNDERSTAND YOUR MAN</td>
<td>Roy Castle, Columbia 32415</td>
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<td>4</td>
<td>4</td>
<td>TOGETHER AGAIN</td>
<td>Carl Wayne, Capitol 5036</td>
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<td>5</td>
<td>WELCOME TO MY WORLD</td>
<td>Jen Reeves, RCA Victor 28591</td>
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<td>BALTIMORE</td>
<td>Billy Rose, Columbia 25129</td>
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<td>7</td>
<td>7</td>
<td>LOVE IS NO EXCUSE</td>
<td>Sonny &amp; Cher, RCA Victor 3215</td>
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<td>8</td>
<td>8</td>
<td>WINE, WOMAN AND SONG</td>
<td>Loretta Lynn, Decca 31098</td>
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<td>9</td>
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<td>KEEPING UP WITH THE JONESES</td>
<td>Margaret Singleton &amp; Farrah Young, Mercury 70227</td>
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<td>10</td>
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<td>THIS WHITE CIRCLE ON MY FINGER</td>
<td>Roy Drusky, Decca 31300</td>
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<td>SORROW ON THE ROCKS</td>
<td>Red Carl, Capitol 5036</td>
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<td>BREAKFAST WITH THE BLUES</td>
<td>Hank Snow, RCA Victor 3244</td>
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<td>LONG GONE LONESOME BLUES</td>
<td>Mark Williams, MGM 1098</td>
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<td>KEEP THOSE CARDS AND LETTER COMING IN</td>
<td>Jimmy Dean, RCA Victor 3246</td>
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<td>PICK OF THE WEEK</td>
<td>Roy Drusky, Mercury 7225</td>
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<td>A WEEK IN THE COUNTRY</td>
<td>Ernest Ashworth, Hickory 1273</td>
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<td>CIRCUMSTANCES</td>
<td>Maxine &amp; Frank, RCA Victor 3247</td>
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<td>18</td>
<td>18</td>
<td>NOT MY KIND OF PEOPLE</td>
<td>Paula Prager, Columbia 40017</td>
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<td>19</td>
<td>MEMORY #1</td>
<td>Webb Pierce, Decca 31477</td>
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<td>20</td>
<td>20</td>
<td>HEY COME EASY</td>
<td>Bill Anderson, Decca 31577</td>
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<td>21</td>
<td>21</td>
<td>I'M A ROCKABILLY</td>
<td>Billy Rose, RCA Victor 3289</td>
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<td>22</td>
<td>22</td>
<td>WALKIN', TALKIN', CRYIN', RARELY BEATIN' BROKEN HEART</td>
<td>Johnny Cash, Capitol 51509</td>
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<td>23</td>
<td>23</td>
<td>WHEN THE WORLD'S ON FIRE</td>
<td>Bill Phillips, Decca 31484</td>
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<td>24</td>
<td>YOU ARE MY FLOWER</td>
<td>Sonny &amp; Cher, Decca 32144</td>
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<td>25</td>
<td>25</td>
<td>I'M YOUR BABY</td>
<td>Sonny &amp; Cher, Decca 31584</td>
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<td>26</td>
<td>KEEP ON MING OFF MY HANDS</td>
<td>Sonny &amp; Cher, Decca 31577</td>
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<td>I'M YOUR LITTLE ROSE</td>
<td>Sonny &amp; Cher, Decca 31577</td>
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<td>28</td>
<td>28</td>
<td>THE FIRST STEP DOWN</td>
<td>Bill Anderson, Decca 31577</td>
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<td>29</td>
<td>THEN ILL STOP LOVING YOU</td>
<td>Sonny &amp; Cher, Decca 31577</td>
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<td>CAN I STAND IT</td>
<td>Sonny &amp; Cher, Decca 31577</td>
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<td>ANGEL ON LEAVE</td>
<td>Sonny &amp; Cher, Decca 31577</td>
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<td>BE BETTER TO YOUR BABY</td>
<td>Sonny &amp; Cher, Decca 31577</td>
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<td>SUMMER SKIES AND GOLDEN SANDS</td>
<td>Sonny &amp; Cher, Decca 31577</td>
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<td>UNDERSTAND YOUR SADNESS</td>
<td>Sonny &amp; Cher, Decca 31577</td>
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<td>THAT'S ALL THAT MATTERS</td>
<td>Ray Price, Columbia 4927</td>
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<td>THE VIOLET AND A ROSE</td>
<td>Sonny &amp; Cher, Decca 31577</td>
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<td>37</td>
<td>37</td>
<td>PASSWORD</td>
<td>Sonny &amp; Cher, Decca 31577</td>
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<td>38</td>
<td>SLIPPING AROUND</td>
<td>Sonny &amp; Cher, Decca 31577</td>
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<td>39</td>
<td>39</td>
<td>EIGHT YEARS (And Two Children Later)</td>
<td>Sonny &amp; Cher, Decca 31577</td>
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<td>40</td>
<td>40</td>
<td>I'M A WALKIN' ADVERTISEMENT (For The Blues)</td>
<td>Sonny &amp; Cher, Decca 31577</td>
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<td>41</td>
<td>41</td>
<td>MILLER'S CAGE</td>
<td>Sonny &amp; Cher, Decca 31577</td>
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<td>42</td>
<td>42</td>
<td>IT'S LONESOME</td>
<td>Sonny &amp; Cher, Decca 31577</td>
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</tbody>
</table>

Long Ago, the Dixie Chicks

Billboard, May 30, 1964

520
To all of the composers, writers and publishers whose performing rights we license and who have received this year's distinguished NARAS AWARDS

a warm and proud salute

- Best Instrumental Theme
  MORE
  from the film "Mondo Cane"
  Composer: Riz Ortolani,
  Nino Oliviero and Norman Newell
  Publisher: E. B. Marks Music Corp.

- Best Original Jazz Composition
  GRAVY WALTZ
  Composer: Ray Brown
  Publisher: Ray Brown Music

- Best Original Score from a Motion Picture or Television Show
  For TOM JONES
  Composer: John Addison
  Publisher: Unart Music, Inc.

- Best Score from an Original Cast Show Album
  SHE LOVES ME
  Composer: Jerry Bock
  and Sheldon Harnick
  Publisher: Sunbeam Music Corp.

- Best Instrumental Jazz Performance — Small Group
  CONVERSATIONS WITH MYSELF — An Album By Bill Evans
  Composer: Bill Evans
  Publisher: Blue Note Records

- Best Classical Performance — Chamber Music
  AN EVENING OF ELIZABETHAN MUSIC, by Julian Bream Consort
  Composer: Julian Bream
  Publisher: Decca Records

- Best Jazz Arrangement
  FOR I CAN'T STOP LOVING YOU
  Composer: Ray Evans
  Publisher: Acuff-Rose Music Corp.

- Best Instrumental Jazz Performance — Large Group
  ENCORE: WOODY HERMAN 1963 — An Album Including These
  BMI-Licensed Compositions:
  WATERMELON MAN
  Composer: Marlin Evans
  Publisher: Hancock Music Co.
  JAZZ ME BLUES
  Composer: Tom Delaney
  Publisher: E. B. Marks Music Corp.
  BETTER GIT IT IN YOUR SOUL
  Composer: Charlie Mingus
  Publisher: Jazz Workshop, Inc.
  CALDONIA
  Composer: Fleetwood Moore
  Publisher: Sherwood Music

- Best Performance by an Orchestra — for Dancing
  THIS TIME BY BASIE!
  Composer: Anthony Newley and Leslie Bricusse
  Publisher: Ludlow Music, Inc.

- Best Performance by a Soloist
  ONE MINT JULEP
  Composer: Rudy Toombs
  Publisher: Progress Music Publishing Co., Inc.; Regent Music Corp.
  WALK, DON'T RUN
  Composer: Johnny Smith
  Publisher: Forshay Music, Inc.
  SWINGING SHEPHERD BLUES
  Composer: Moe Koffman
  Publisher: Nom Music, Inc.
  I CAN'T STOP LOVING YOU
  Composer: Don Gibson
  Publisher: Acuff-Rose Publications, Inc.

- Best Performance by an Orchestra or Instrumentalist with Orchestra — Primarily Not Jazz or For Dancing
  JAVA, as recorded by Al Hirt
  Composer: Friday
  Publisher: Tideland Music Publishing Corp.

- Best Rhythm and Blues Recording
  BUSTED
  Composer: Harlan Howard
  Recorded by: Ray Charles
  Publisher: Pamper Music, Inc.
BRENDA LEE—MY DREAMS (Fame, BMI) (2:33)—ALONE WITH YOU (Metric, BMI) (2:33)—First side is a top-rate ballad, beautifully sung by Brenda, with chorus and organ backing to mambo-type beat. Flip is traditional Lee romantic ballad featuring a brief recitation. Decca 31628

MITCHELL MILLER AND THE GANG—WHIP OUT YOUR UKULELE (HERE COMES THE SUMMER)—1920 style vocalizing with 1960's feel. Sing along interrupted by a Dixie instrumental break. Summery all the way. Flip: "Sing for a Summer Night" (Cromwell, ASCAP). Ideal program fare for pop standard and standard formatted stations. Columbia 43053

CHUBBY CHECKER—LAZY ELSE MOLLY (Evanson-Picurean, BMI) (2:19)—Calypso treatment in the new Checker folk genre. Tune and beat are infectious and chorus rides with him all the way. Flip: "Roxy" (Wyncote, C.C., ASCAP) (2:57). Parkway 920

FOUR SEASONS—ALONE (Selma, BMI) — Old standard up-tempo, up-dated and up-rooted with this swingin' rendition. There's a lot of high-voice, foot stomping and whistling to keep things stirring. Flip: "Long, Lonely Nights" (Arc-4&H, BMI). Vee Jay 597

SAM COOKE—GOOD TIMES (Kags, BMI) (2:25)—Medium tempo take-off on the old rocker, done in the same style as Sam's past hit. "Good News." A winning sound all the way. Flip: "Tennessee Waltz" (Acuff-Rose, BMI) (3:10). RCA Victor 3868

THE ROCKY FELLERS—EVERYBODY WANTS TO BE A TIGER (Scream-Gems-Columbia BMI) (2:26)—Catchy ditty with great dance beat. Group has sound that should go big with teen set. Trumpet support and calypso instrumentation add to winning sound. Flip: "Jeanie Menah" (Premier, BMI) (2:33). Warner Bros. 5440

JOJO MILLER—THE FEVER (Central Songs, BMI) (1:59)—New dance theme with a wild, driving sound and powerful delivery of gal. This side really moves. Flip: "In My Room" (Sea of Tunes, BMI) (2:28). Capitol 5192

JELLY BEANS—I WANNA LOVE HIM SO BAD (Trio, BMI) (2:50)—Modern reading of boy next door type done in medium tempo, Detroit style. Flip: "So Long" (Trio, BMI) (2:00). Red Bird 10-003

REVIEWED THIS WEEK, 125—LAST WEEK, 137

THE COASTERS—BAD DETECTIVE (Coriolis, BMI) (2:25)—The boys take an uptempo tongue-flicked swipe at Charlie Chan. Approach is similar to "Alley Oop." Flip: "Lovey Dovey" (Progressive, BMI) (2:44). Fine sound could be a smash but lyrics unsuitable for airplay. Alco 6300

PIIXIES THREE—THE HOOTCH (Merjoda, BMI) (2:22) — IT'S SUMMER TIME U.S.A. (Merjoda, BMI) (2:17)—First is a great, driving rock dance number sung to the applause of a cast of thousands. Flip is right for the younger set ready for summer vacation. Gals run the gamut of major cities in lyric. Mercury 72288

THE SKA KINGS—JAMAICA Ska (Benders, BMI) (2:50)—Kings give a singing lesson on top of a great beat. It should be a big hit at hops. Flip: "Oil in My Lamp" (Benders, BMI) (2:32). Atlantic 2232

THE COASTERS—BAD DETECTIVE (Coriolis, BMI) (2:25)—The boys take an uptempo tongue-flicked swipe at Charlie Chan. Approach is similar to "Alley Oop." Flip: "Lovey Dovey" (Progressive, BMI) (2:44). Fine sound could be a smash but lyrics unsuitable for airplay. Alco 6300


DAVID CARROLL—FOR YOU (Whitmark, ASCAP) (2:12)—Strings, harmonica, organ and a modern bright beat treatment to the standard into a fine instrumental. Flip: "N提高了ide" (Joy, ASCAP) (2:52). Mercury 72286

JOHNNY MATHEWS—THAT'S TEARS OF TASTE (Price-Elm Drive, ASCAP) (2:46)—Warm and interesting ballad sung to full string backing in Johnny's usual adult tones. Flip: "White Roses from a Blue Valentine" (Elm Drive, ASCAP) (2:43). Mercury 72287

COUNTRY MUSIC SPOTLIGHTS

DON GIBSON—FIREBALL MAIL (Milenio, ASCAP) (1:47)—OH SUCH A STRANGER (Acuff-Rose, BMI) (2:30)—Sure is a swingin' up-tempo saga song sung with gusto by Gibson. Could go pop, too. Flip is heart-rending tale of love lost as laments in true country style. Chorus and mandolin provide backing. RCA Victor 3867

RUSTY DRAFER—MY BABY'S NOT HERE IN TOWN TONIGHT (Four Star, BMI) (2:36)—A snappy tune with effective Tex-Mex instrumental backing. Chords lend support. Flip: "Puppeteer" (Combine, BMI) (2:35). Monument 843

JIMMY MARTIN AND THE SUNNY MOUNTAIN BOYS—I'D RATHER HAVE AMERICA (Four Star, BMI) (3:10)—A soulful ballad praising the value of freedom. Effective banjo-instrumental backing by the boys. Flip: "Leavin' Town" (Chamber, BMI) (2:10). Decca 31629

THEA KILGORE—He's Coming Back to Me (Kags, BMI) (2:13)—Will Keep Trying (Kags, BMI) (2:13). K T 541

JERRY BUTLER—I Don't Want To Hear Anymore (Meric, BMI) (2:25)

CAREFREE—The Paddy Whack (Chappell, ASCAP) (2:25). LON- DON 1015

DAVE CLARK—You're My Heart (Maurice, ASCAP) (1:45)

JUBILEE 527

ERNIE BURROWS—Looking Into the Future (Don & Shirl, BMI) (2:10)—My Mother's Law (In My Hair Again) (Don & Shirl, BMI) (2:10). DUKE 379

BOBBY RAND—After I've Too Late (Don, BMI) (2:21)—Share Your Love With Me (Don, BMI) (2:35). DUKE 377

FREDDY KING—Driving Sideways (Bulletfidd, BMI) (2:44). FED-ERAL 1215

SECRET—You're So Complete (Merjoda, BMI) (2:17)—Oh Dottie (He Ain't Got No Money) (Merjoda, BMI) (2:50). PHILIPS 40149

JAMES CRAWFORD—When Lonesome Knocks At Your Door (Don, BMI) (2:35). VIRGINIA 3124

THE DILLS—Hey Girl, Hey (Central, BMI) VEE JAY 185

HILLY JOE ROYAL— Mama's Didn't Raise No Fools (Lo-Mich, BMI) (2:35). TOLLIE 9519

THE OTHER BROTHERS—Be a Good Little Girl (Slim-Dawg, BMI)—Just For Keeps (Two-Low-Low, BMI) TOLLIE 9519


JOHNNY HASPER—Come and Walk With Me (Melodisc, BMI) (2:32)—Promises (Pamper, BMI) (2:38). SOUNDS OF 7 1212

(Continued on page 24)

HOT POP SPOTLIGHTS

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HOT POP SPOTLIGHTS

THE WAILERS "FRENZY" (2:09)—From LP: "Tall Cool One" Imperial 9263

JOHNNY RIVERS All tracks highly recommended. LP: Johnny Rivers at the Whiskey A Go Go (Imperial 9264)

POP STANDARD SPOTLIGHTS

THE ROBERT DE CORMIER SINGERS "Dance Gal-Gimmie the Banjo" (2:08)—From LP: "Dance Gal-Gimmie the Banjo" (Command RS 865 SD).

COUNTRY MUSIC SPOTLIGHTS

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TRACK RECORDS

A selection of the best tracks and relations of singles from the biggest LP spotlights.

BILBOBRAIN, May 30, 1964
WATCH THIS RIVERS' RISE!

JOHNNY RIVERS
A NEW ARTIST, OVERFLOWING WITH TALENT

His first single
“MEMPHIS”
AN ALL-OUT SMASH TODAY!

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His first album

His first album

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LP-9264/LP-12264
AN ALL-OUT SMASH TOMORROW (MAYBE SOONER)!

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KETN, Bakersfield
KLYD, Bakersfield
KPMC, Bakersfield
Kiot, Barstow
KWML, Bakersfield
KBLA, Burbank
KRM, Carmel
KPAY, Chico
KOWM, Escondido
KDAN, Eureka
KLIP, Fowler
KBIF, Fresno
KFRE, Fresno
KMAC, Fresno
KPER, Gilroy
KLAN, Hanford
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KGGG, Los Angeles
KGCI, Los Angeles
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KLAC, Los Angeles
KMLA, Los Angeles
KMPA, Los Angeles
KNBO, Los Angeles
KNX, Los Angeles
KPCO, Los Angeles
KNRM, Los Angeles
KRDQ, Los Angeles
KRLA, Los Angeles
KXLU, Los Angeles
KHOT, Madera
KUBB, Marysville
KWIP, Merced
KYOS, Merced
KTIV, Modesto
KTRD, Modesto
KMBS, Monterey
KVON, Napa
KEWB, Oakdale
KXDE, Oceanside
KAOR, Orovile
KPPC, Pasadena
KTOP, Petaluma
KIS, Pittsburg
KBLF, Red Bluff
KQMS, Redding
KRDG, Redding
KCVY, Redding
KAPP, Redondo Beach
KPRI, Riverside
KCRH, Riverside
KJAY, Sacramento
KROY, Sacramento
KXOA, Sacramento
KCTY, Salinas
KSBS, Salinas
KCKC, San Bernardino
KFKM, San Bernardino
KSM, San Bernardino
KXON, San Bernardino
KXCB, San Diego
KDFM, San Diego
KMB, San Diego
KGB, San Diego
KOGO, San Diego
KPR, San Diego
KGB, San Diego
KXON, San Diego
KZMM, Santa Barbara
KGBA, Santa Clara
KSC, Santa Cruz
KXH, Santa Rosa
KPLS, Santa Rosa
KCSO, Santa Rosa
KSDO, Santa Rosa
KPSO, Santa Rosa
KMBY, Santa Rosa
KCY, Turlock
KMSL, Ukiah
KUKI, Ukiah
KNUA, Vallejo
KUDU, Ventura
KVEN, Ventura
KOMT, Visalia
KOMY, Watsonville
KXGB, West Covina
KQIS, Willows
COLORADO
KZAB, Arvada
KBOL, Boulder
KSSS, Colorado Springs
KBRF, Denver
KFMU, Denver
KIMN, Denver
KOA, Denver
KOSI, Denver
KRT, Denver
KGM, Englishwood
CONNECTICUT
WCC, Bridgeport
WNAB, Bridgeport
WBS, Bristol
WDEE, Hamden
WCC, Hartford
WADC, Hartford
WXST, Hartford
WINE, Hartford
WPOP, Hartford
WTIC, Hartford
WOF, Manchester
WWMR, Meriden
WHBY, New Britain
WTYM, New Britain
WAY, New Haven
WHIC, New Haven
WLOL, New Haven
WLIS, Old Saybrook
WSTC, Stamford
WTHR, Torrington
WCTR, Waterbury
WBFY, Waterbury
WBGH, Waterbury
DELTA
WHQL, Burlington
DISTRICT OF COLUMBIA
WMAL, Washington
WJZ, Washington
WOF, Washington
WBGH, Washington
WJZ, Washington
WSTOP, Washington
WUST, Washington
WQDC, Washington
FLORIDA
WBET, Bradenton
WEY, Cocoa
WKRO, Cocoa
WMFM, Daytona Beach
WROD, Daytona Beach
WOO, Deland
WMYR, Fort Myers
WARM, Fort Pierce
WUJW, Gainesville
WDHA, Gainesville
WAPC, Jacksonville
WPDQ, Jacksonville
WMBR, Jacksonville
WBL, Lakeland
WONW, Lakeland
WFUM, Miami
WIZX, Miami
WIOD, Miami
WAT, Miami
WQAM, Miami
WHO, Orlando
WLCF, Orlando
WBSR, Pensacola
WPLA, Plant City
WFTL, Riviera Beach
WTRR, Sanford
WXYX, Sarasota
WLCY, St. Petersburg
WTAH, Tallahassee
WFLA, Tampa
WNOG, Tampa
WALT, Tampa
WIRK, Palm Beach
GEORGIA
WHA, Atlanta
WGST, Atlanta
WIN, Atlanta
WPLK, Atlanta
WQXI, Atlanta
WSB, Atlanta
WGOM, Atlanta
WITH, Atlanta
HAWAII
KAIM, Honolulu
KGMB, Honolulu
KGL, Honolulu
KHAI, Honolulu
KHVB, Honolulu
KISI, Honolulu
KND, Honolulu
KORI, Honolulu
KPOL, Honolulu
KPOI, Honolulu
KTRG, Honolulu
KULA, Honolulu
KUMU, Honolulu
KCLI, Kailua
KAHU, Waipahu
IDAHO
KVIC, Coeur D' Alene
KLER, Orofino
KWAL, Wallace
ILLINOIS
WCF, Chicago
WAF, Chicago
WAT, Chicago
WBBM, Chicago
WGL, Chicago
WGN, Chicago
WJJ, Chicago
WLS, Chicago
WMAQ, Chicago
WJZ, Des Moines
WQRA, Moline
WURL, Peoria
WGEM, Quincy
WTAD, Quincy
WROK, Rockford
WCVS, Springfield
WWAY, Springfield
INDIANA
WGI, Fort Wayne
WIRL, Fort Wayne
WFBM, Indianapolis
WIBB, Indianapolis
WJE, Indianapolis
WIRE, Indianapolis
IOWA
WMT, Cedar Rapids
WHO, Des Moines
KXRT, Des Moines
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KEW, Topeka
KTOP, Topeka
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KLEO, Wichita
KWBB, Wichita
KENTUCKY
WAKU, Lexington
WBGL, Lexington
WLAP, Lexington
WVLK, Lexington
WIN, Louisville
LOUISIANA
KARE, Westwego
WSMB, New Orleans
WJBO, Baton Rouge
WIBR, Baton Rouge
WDJU, New Orleans
WWM, New Orleans
MAINE
WABI, Bangor
WGQY, Bangor
WLAN, Lewiston
WCSH, Portland
WGAN, Portland
WJAB, Portland
WLOB, Portland
WPOR, Portland
MARYLAND
WANN, Annapolis
WNAV, Annapolis
WYRE, Annapolis
WAVE, Baltimore
WBAL, Baltimore
WCAO, Baltimore
WCBM, Baltimore
WEBB, Baltimore
WBFR, Baltimore
WITH, Baltimore
WJZ, Baltimore
WWIN, Baltimore
WCUM, Cumberland
WZQ, Cumberland
WARK, Frederic
WYES, Glen Burnie
WHAG, Hagerstown
WJET, Hagerstown
WASA, Harve De Grace
WPTX, Lexington Park
WXJ, Rockville
WBOC, Salisbury
WJTY, Salisbury
WQMR, Silver Springs
WAGE, Towson
WDON, Wheaton
MASSACHUSETTS
WBOX, Boston
WCOI, Boston
WIZ, Boston
WHDH, Boston
WILD, Boston
WNEZ, Boston
WNAK, Boston
WORL, Boston
WACE, Chicopee
WTRY, East Longmeadow
WAVE, Fall River
WSAR, Fall River
WFX, Falmouth
WSBS, Great Barrington
WHAI, Greenfield
TOGETHER!!

May 30th, 1964...

Play Tribute by Reprise!!

WREB, Holyoke
WHIL, Medford
WNBH, New Bedford
WHMP, Northampton
WBEC, Pittsfield
WBRC, Pittsfield
WHYN, Springfield
WNAS, Springfield
WAAB, Worcester
WNEB, Worcester
WORC, Worcester

MICHIGAN
WEEL, Battle Creek
WCHR, Detroit
WHLS, Detroit
WJKB, Detroit
WJR, Detroit
WKNR, Detroit
WWJ, Detroit
WXYZ, Detroit
WIOE, Escanaba
WFDF, Flint
WATC, Flint
WTRX, Flint
WGRD, Grand Rapids
WOOD, Grand Rapids
WJL, Ishpeming
WKMZ, Jackson
WKIZ, Kalamazoo
WKML, Kalamazoo
WLS, Lansing
WJLM, Lansing
WMRT, Lansing
WBBR, Mt. Clemens

MINNESOTA
KDAL, Duluth
WEBE, Duluth
KRSI, Minneapolis
WCDO, Minneapolis
WDCY, Minneapolis
WLOL, Minneapolis
WTCN, Minneapolis
KVOX, Moorhead
KDFW, St. Paul
KSTP, St. Paul

MISOURI
KDKO, Kansas City
KCMO, Kansas City
KMBZ, Kansas City
KUDL, Kansas City
WDAF, Kansas City
WBZ, Kansas City
KCFM, St. Louis
KMOX, St. Louis
KSD, St. Louis
JKX, St. Louis

KOKD, St. Louis
WEV, St. Louis
WIL, St. Louis
KGBX, Springfield

MONTANA
KGNF, Billings
KBMU, Bozeman
KOPR, Butte
KARR, Great Falls
KMAR, Great Falls
KATL, Miles City
KGVO, Missoula

NEBRASKA
KLMS, Lincoln
KBQI, Omaha
KFB, Omaha
WOW, Omaha

NEVADA
KVLY, Fallon
KENO, Las Vegas
KLAS, Las Vegas
KLUC, Las Vegas
KNTS, Las Vegas
KOR, Las Vegas
KRAM, Las Vegas
KROQ, Reno
KONE, Reno

NEW HAMPSHIRE
WGR, Manchester
WKGR, Manchester

NEW JERSEY
WLCB, Auburn
WBAB, Babylon
WGBI, Babylon
WABC, Bayshore
WBEN, Buffalo
WEBR, Buffalo
WBAI, Buffalo
WONE, Dunkirk
WELM, Elmira
WGBB, Freeport
WGTI, Garden City
WHLI, Hempstead
WLYR, Herkimer
WLEA, Hornell
WTKO, Ithaca
WKSN, Jamestown
WJMJ, Lockport
WACK, Newark

WABC, New York City
WBFC, New York City
WGBS, New York City
WMCA, New York City
WNBC, New York City
WNED, New York City
WNYC, New York City
WOR, New York City
WTFM, New York City
WJNI, Niagara Falls
WSGO, Oswego
WALK, Patchogue
WPAC, Patchogue
WPDM, Potsdam
WRV, Riverhead
WSAY, Rochester
WRNY, Rome
WRFN, Syracuse
WSYR, Syracuse
WRUT, Utica

NORTH CAROLINA
WBT, Charlotte
WSSB, Durham
WFNC, Fayetteville
WBIG, Greensboro
WKIX, Raleigh
WTGO, Salisbury-Salem

NORTH DAKOTA
WDAY, Fargo

OHIO
WAKR, Akron
WJCU, Akron
WHLO, Akron
WHOQ, Canton
WCKY, Cincinnati
WCPO, Cincinnati
WKRC, Cincinnati
WLW, Cincinnati
WSAI, Cincinnati
KYW, Cleveland
WERE, Cleveland
WGAR, Cleveland
WXK, Cleveland
WBN, Columbus
WCCO, Columbus
WCNI, Columbus
WTVN, Columbus

RHODE ISLAND
WXTR, Pawtucket
WEAN, Providence
WHHM, Providence
WIC, Providence
WJR, Providence
WRIB, Providence

SOUTH CAROLINA
WTMA, Charleston
WFBG, Greenville

TENNESSEE
WMPS, Memphis
WKDA, Knoxville
WMAK, Nashville
WSX, Nashville
WSM, Nashville

TEXAS
KASE Austin
KNOW, Austin
KTBC, Austin
KAVX, Beaumont

OKLAHOMA
WK, Oklahoma City

OREGON
KBKR, Baker
KUGN, Eugene
KAGO, Klamath Falls
KOKJ, Lakeview
KSBH, Medford
KEX, Portland
KGW, Portland
WJJJ, Portland

WJR, Redmond
KRFM, Reedsport

PENNSYLVANIA
WSAN, Allentown
WPQ, McKeesport
WNAR, Norristown
WOR, Norristown
WCAC, Philadelphia
WQAL, Philadelphia
WDAS, Philadelphia
WIL, Philadelphia
WBTG, Philadelphia
WIP, Philadelphia
WHT, Philadelphia
WVEN, Philadelphia
KDKA, Pittsburgh
KOV, Pittsburgh
WEPR, Pittsburgh
WWSW, Pittsburgh
WQCD, Pittsburgh

ETE, York

UTAH
KUAT, Blanding
KUJA, Moab
KLO, Ogden
KOAL, Price
KALL, Salt Lake City
KCMJ, Salt Lake City

VIRGINIA
WPKY, Alexandria
WVA, Arlington
WEAM, Arlington
WEEL, Fairfax
WFAX, Fairfax
WVEC, Hampton
WGH, Newport News
WTID, Newport News
WAVY, Norfolk
WRAP, Norfolk
WHRN, Norfolk
WTRF, Norfolk
WKEZ, Richmond
WENZ, Richmond
WLEE, Richmond
WLRN, Richmond
WWW, Richmond

WXL, Richmond
WROV, Roanoke
WSLS, Roanoke

WASHINGTON
WAGT, Anacortes
KWW, Moses Lake
KOMW, Omak
KAPA, Raymond
KALE, Richland
KBCD, Seaside
KIRO, Seattle
KJJI, Seattle
KJQ, Seattle
KJSL, Seattle
KOL, Seattle
KOMO, Seattle
KXCA, Seattle
KMAS, Shelton
KQH, Spokane
KNT, Tacoma
KIT, Yakima

WEST VIRGINIA
WXVA, Charles Town
WCAW, Charleston
WHHM, Charleston
WHMS, Charleston
WKAZ, Charleston
WCHM, Huntington
WKEI, Huntington
WTRC, Huntington
WWHY, Huntington
WBL, St. Albans

WISCONSIN
WGEZ, Beloit
WBAY, Green Bay
WDUZ, Green Bay
WBZB, La Crosse
WIBA, Madison
WSIM, Madison
WCUB, Manitowoc
WMAM, Marinette
WDLB, Marshfield
WAWA, Milwaukee
WEMP, Milwaukee
WMM, Milwaukee
WRL, Milwaukee
WTMJ, Milwaukee
WGN, Milwaukee
WNNM, Neenah
WWSH, Oshkosh
WPLY, Plymouth
WHBL, Sheboygan
WSPT, Stevens Point
WSD, Watertown
WBKV, West Bend

WYOMING
KRAE, Cheyenne
a grammy for "gravy"

OUR SINCERE THANKS TO NARAS FOR THE "GRAMMY AWARD" FOR "GRAVY WALTZ"

may we proudly announce another hit by the same winning team . . .

CHAPPELL'S GET BACK ON FEET AFTER BIG FIRE

LONDON — Chappell's, one of the most important publishing houses in Britain, is restoring order after a fire in which one man, William Hastings, was killed and the company's entire premises on New Bond Street were destroyed recently. It was the worst fire disaster in London's West End for several years.

Teddy Holmes, the firm's chief, fell to the street from a parapet. He was taken to Middlesex Hospital with serious back and leg injuries.

Jimmy Heany, professional manager of Chappell's and subsidiary companies, has taken charge while Holmes is hospitalized. The firm has squeezed into its other London premises.

Levy Mum on Merger Rumor

LONDON — When he returned from New York, managing director Maurice Levy refused to say whether Chappell Records would merge with CBS to form a new British-based company.

Levy had been in the U.S. and had discussions at CBS, which is believed, took the form of negotiations for CBS purchase of Orfeo. The merger would give the U.S. dinkery a complete British company with its own pressing and distribution services.

Wolfson Named By Golden Crest

HUNTINGTON STATION, N. Y. — Mack Wolfson, music business veteran, has been named national sales and promotion head of Golden Crest Records here.

Clark MacGillhouse, Golden Crest president, said that Wolfson will also head the sales and promotion effort for the label's subsidiary, Shelley Records.

Powertree Inks

NEW YORK — Powertree Records this week signed Joe Lee Wilson and Edmond (Little Brownie) Dunn. Wilson's first release is "Solo Suzy," backed with "Over the Rainbow." Dunn is a 14-year-old artist.

Another Powertree artist, Lou Gossett, appeared Friday (15) in Mike Todd's Jr.'s "America Be Seated at the World's Fair." Gossett's single, "Red Rose Bush," backed with "See See Rider," was released last week.

Krainis inked

CHICAGO — Bernard Krainis, a virtuoso on the flute-like recorder, has been signed by Mercury Records. His debut album is "Music in Shakespeare's England" and will be released in July in celebration of the Shakespeare Year.

BILBOARD, May 30, 1964
CONVERSATION BETWEEN TWO HITS!

CHESS
#1898
Chuck Berry

"NO PARTICULAR PLACE-TO-GO"

...so, like I wuz sayin' pal; I'm getting fantastic response! Those distributors are ordering me like the presses are about to break down or something...

ARGO
#5471
Johnny Nash

"LOVE AIN'T NOTHING"
(BUT A MONKEY...ON YOUR BACK)
B/W
"TALK TO ME"

"Gee, that's great! I'm pretty excited, too. Ev'ryone is talkin' about my sound, and sales indicate that I'm also a hit! And I'm getting action on both sides..."
# Billboard Top LP's

**For Week Ending May 30, 1964**

<table>
<thead>
<tr>
<th>No.</th>
<th>Title, Artist, Label</th>
<th>Sales, Wks.</th>
<th>Title, Artist, Label</th>
<th>Sales, Wks.</th>
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<th>Sales, Wks.</th>
<th>Title, Artist, Label</th>
<th>Sales, Wks.</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>THE BEATLES’ SECOND ALBUM</td>
<td>6</td>
<td>THE SINGING NUN</td>
<td>43</td>
<td>THE NORTHWEST CORNERS</td>
<td>100</td>
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<td>2</td>
<td>HELLO, DOLLY!</td>
<td>15</td>
<td>LIVING A LIE</td>
<td>54</td>
<td>THE SINGING NUN</td>
<td>43</td>
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<td>3</td>
<td>HELLO, DOLLY!</td>
<td>1</td>
<td>DAYS OF WINE AND ROSES</td>
<td>59</td>
<td>THE SONG OF THE RIVER</td>
<td>54</td>
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<td>4</td>
<td>COOL</td>
<td>5</td>
<td>WHAT MAKES SAMMY RUN</td>
<td>28</td>
<td>I'LL BE WITH THE BUCKS</td>
<td>100</td>
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<td>5</td>
<td>MEET THE BEATLES</td>
<td>18</td>
<td>I LEFT MY HEART IN SAN FRANCISCO</td>
<td>100</td>
<td>THE ELFON</td>
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<td>HONEY IN THE HORN</td>
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<td>TILL ELLIE</td>
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<td>YOURS</td>
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<td>GLAD ALL OVER</td>
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<td>RING OF FIRE—THE BEST OF JOHNNY CASH</td>
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<td>BARBRA STREISAND/THIRD ALBUM</td>
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<td>RAMBLIN’</td>
<td>63</td>
<td>THE ITALIAN AL MARTINO</td>
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<td>INTRODUCING THE BEATLES</td>
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<td>TRINI LOPEZ AT PJ’S</td>
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<td>KISSIN’ COUSINS</td>
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<td>THERE! I’VE SAID IT AGAIN</td>
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<td>TODAY</td>
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<td>OLIVER</td>
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<td>SHUT DOWN, VOL. 2</td>
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<td>AIN’T THAT GOOD NEWS</td>
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<td>THE SERENDIPITY SINGERS</td>
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<td>THE PINK PANTHER</td>
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<td>YESTERDAY'S LOVE SONGS—TODAY'S BLUES</td>
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<td>DAWN (Go Away) AND 11 OTHER GREAT SONGS</td>
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<td>BELAFONTE AT THE CREEK</td>
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<td>DAYS OF ROSES—MOON RIVER AND OTHER ACADEMY AWARD WINNERS</td>
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<td>LOUIE LOUIE</td>
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<td>WHO’S AFRAID OF VIRGINIA WOOLF</td>
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<td>THE SECOND BARBRA STREISAND ALBUM</td>
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<td>TENDER IS THE NIGHT</td>
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<td>WEST SIDE STORY</td>
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<td>MOON RIVER &amp; OTHER GREAT MOVIE THEMES</td>
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<td>JACK RIVER AND LOVERS</td>
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<td>SWEET &amp; SOUR TEARS</td>
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<td>GLORIA, MARTY &amp; STRINGS</td>
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<td>THE SHELTER OF YOUR ARMS</td>
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<td>SOMETHING SPECIAL FOR YOUNG LOVERS</td>
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<td>LAWRENCE OF ARABIA</td>
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<td>CATCH A RISING STAR</td>
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<td>HOLLYWOOD—MY WAY</td>
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<td>44</td>
<td>THE MANY Moods of TONY BENNETT</td>
<td>26</td>
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<td>TRINI LOPEZ ON THE MOVE</td>
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<td>47</td>
<td>MEET THE SEARCHERS/NEEDLES AND PINS</td>
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Compiled from national retail sales and radio station dails by the Music Popularity Dept. of Record Market Research, Billboard.
Thanks NARAS Members
GRAMMY AWARD
BEST PERFORMANCE BY AN INSTRUMENTALIST "Java"

Thanks DJ's
BILLBOARD'S 1964 DISK JOCKEY POLL
MOST PLAYED SOLO INSTRUMENTALIST
MOST PROMISING SOLO INSTRUMENTALIST
FAVORITE SOLO INSTRUMENTALIST

Thanks Collegians
BILLBOARD'S MUSIC ON CAMPUS
FAVORITE SOLO INSTRUMENTALIST—JAZZ

Al Hirt

PERSONAL MANAGEMENT:
GERARD W. PURCELL ASSOCIATES, LTD.
NEW YORK
Hollywood

RCA VICTOR
WCNW on All Country

CINCINNATI — Station WCNW, AM daytimer located at Fairfield, Ohio, Monday (18) instituted an all-country music policy, according to Niet Buckel, WCNW assistant general manager. Only two in the full-time country policy is from 10 a.m. to 12 noon daily, when Urelle Teddy Richardson, billed as the Women's Home Companion, takes over.

Ray Pennington holds down the 5:30 a.m. to 10 a.m. slot, with the afternoon show monitored by Jim Young and Pappy Tipton. The station went on the air for the first time in September, 1962, as WOLF-FM. It shifted to WFLF-AM February 4 last, and took on its new call letters, WCNW, Monday (18).

The station covers the Middletown and Hamilton, Ohio, areas and the northern fringe of Cincinnati. A bid for increase in power will be made soon, Buckley says.

The station's transmitter and studios are in Fairfield. A sales office is maintained at 915 Terrace Hilton Building here. Walter L. Follmer, of Hamilton, is station owner and general manager.

COUNTRY DJ OF THE WEEK

Eightheen-year-old Paul Caldwell, who makes the air venturals at WCNF, Cumberland, Ky., will appear at WSM Radio's "Water Dair, D.J.A.S." May 29. Young Caldwell got his start in radio work from John SF. WENN, Madison, Texas, while working part time as a senior in high school. Last summer he filled in at WHN, Galilea, Texas, filled in at WHIN, Gallatin, Tenn., while the staff was working off vacation. A native of Nashville, Caldwell was virtually raised backstage at "Grand Ole Opry" and thus is personally ac-

COUNTRY MUSIC CORNER

By BILL SACHS

United Artists' canary, Kathy Dee, working under the guidance of Quentin (Reed) Well, head of B-W Music, Inc., Wooster, Ohio, spent early May on one-nighters in Ohio and Pennsylvania, before heading west for a two-week tour of New Mexico, Colorado, Wyoming and Montana, starting May 18. Chuck Hamard (Columbia) and Chuck Howard (Fraenrety) have joined the talent stable at the Ohio Artists Productions, Nashville. The Kadets, featuring Judy Kaye, conclude a six-week stand at West Yellowstone National Park, Montana, May 26. Combo is booked by the Gibb Bros. Agency, Wichita Falls, Tex.

Bobby Dyson, newly named promotion director for Newkeys Music, Circle Dot Publishing and Circle Music, Nashville, visited his family in Dalhart, Texas, last week, while on a promotion trip plugging Jimmy Newman's release of "Angel on Leave" on Decca and Dave Dudley's new Mercury single, "If I Had One." Dudley is currently on tour in Colorado, Texas and New Mexico. While New-

THE DYNAMIC JACK MC DUFF

The BROTHER JACK McDUFF

quartet with the big band of BENNY GOLSON.

Includes the new version of the theme from the "CARPETBACKERS"

7323

new and exciting

JACK McDUFF

and the big band

2,000 at Olney Sing

Under Kiwanis Auspices

OLNEY, I11.—RCA Victor's gospel quartets, James Blackwood and the Blackwood Brothers and Hoyie Lister and the Statemen, under well-publicized Kiwanian auspices pulled more than 2,000 payees to Olney's East Richland High School Gymnasium Thursday night. May 14. Audience came from as far away as St. Louis, Louisville, and Evanston, Ill. Olney Kiwanis Club has already made plans to return the gospel units for another sing under club sponsorship next May.

"INVISIBLE TEARS"

Ned Miller Fabor 128

still being sought by the consumer

in all Markets!

3rd Smash Single in a row

The Loneliest Night

I'm Not Free

Dale and GRACE

MONTRE 928

PRESTIGE RECORDS PRESTIGE

PRESTIGE RECORDS PRESTIGE

PRESTIGE RECORDS PRESTIGE

PRESTIGE RECORDS PRESTIGE

PRESTIGE RECORDS PRESTIGE

PRESTIGE RECORDS PRESTIGE

PRESTIGE RECORDS PRESTIGE
An Exclusive In-Depth Report By Billboard On

The fast-paced, highly competitive world of the independent record distributor . . .

and

His conscientious, fast-growing trade association.

"The Independent Record Distributor"

A Profile of the Industry

- To be published exclusively in Billboard as Section II of the June 27, 1964, issue
- The first complete documentation of ARMADA ever published
- The first complete 8½x11 reference supplement ever devoted exclusively to ARMADA

Full World-Wide Distribution

This important reference supplement devoted exclusively to the independent record distributing industry will have full distribution to all of Billboard's more than 20,000 industry influencers throughout the world . . . PLUS bonus distribution at the ARMADA Convention, Miami Beach, June 25-July 1.

Year-Round Reference Value

Important feature articles by top distributors and manufacturers on:

- promotion
- methods of operation
- economics
- diversification

PLUS . . .

- Billboard's Annual ARMADA Survey
- Pictorial Distributor Directory . . . (photo of top executive, capsule history of the firm, name, address and lines
- Biography and photo Gallery of ARMADA officers

Exceptional Advertising Opportunity

A rare first time opportunity to deliver a dominant message about your firm, its service or product in a publication designed specifically as a year-round handbook of distributing services . . . for convenient, repeated reference by dealers and manufacturers for months to come.

Special high-impact, low-cost rates for maximum participation . . . PLUS "Double-Header Discount" for distributors taking space in both this edition and the 1964 Buyers Guide.

ACT NOW! ADVERTISING DEADLINE: JUNE 10, 1964 . . . Final! Final!

Contact your nearest Billboard Office

New York Chicago Hollywood Nashville
PETER PERFECT CALLS HARRY HEARTLESS

"Good mornin'; Chess Records. Harry Heartless. "Who's callin', please?" • "Peter Perfect from Billboard." • "Hello, Harry, Pete. Whaddaya wanna run this week?" • "Nothing, Pete." • "Harry, this is Perfect ... Billboard." • "I know yer voice, Pete. Got nothin' for ya' this week." • "Jeez, biz-nis that bad, Harry?" • "Bad! It's GREAT!" • "So, take an ad." • "Pete, ya' don't understand. We've got FIVE records jumpin'." 

CHUCK BERRY'S NO PARTICULAR PLACE TO GO has taken off in six markets. JOHNNY NASH'S first release, LOVE AIN'T NOTHIN' is big. The CARLTONS—CAN'T YOU HEAR THE BEAT broke out in D. C. The CLARENCE ASHE side, TROUBLE I'VE HAD, is a giant, and THE MUDDY WATERS—THE SAME THING looks like a smash! • "Beautiful, Harry. Now ya' take an ad to let 'em know." • "Let who know, Pete?" • "The, the... well the jockeys... the trade." • "Pete, the jockeys are playin' all the records, my distributors are sellin' hell out of 'em. Let 'who know, Pete?" • "Yeah, but how about the record numbers for your distributors?" • "Oh sure, now ya' want me to take an ad sayin' that, The CHUCK BERRY is CHESS 1898, The JOHNNY NASH is ARG0 5471, The CARLTONS is ARG0 5470, The MUDDY WATERS is CHESS 1895 & The CLARENCE ASHE is J & S 1466. You must think I've got a bunch of dum-dums for Distributors. These are sharp guys, Pete, they know the numbers!" • "Goodbye, Harry. Talk to ya' next week." • "Bye, Pete. Go sell an ad to a cold company."

See album reviews on back cover.
Three Kapp albums; four awards; same Jack Jones.

Jack Jones VIVES AND LOVERS

Grammy for 1963
Best Male Vocal Performance

Call Me Irresponsible and the Jack Jones Hits

Oscar song for 1963
(Jack sings the award-winning song)

Lollipops and Roses

Grammy for 1961
Best Male Vocal Performance

Billboard Award and Cash Box Award for 1963
Most Promising Male Vocalist

Now watch this new one!

Jack Jones Bewitched

Exclusively on KAPP RECORDS

www.americanradiohistory.com
BREAKING BIG!
All Country Markets

THE ORIGINAL
"HILLBILLIES ON MARS VS. THE GREAT OLE OPRY"

AND
"WOULD YOU SLIP AROUND ON ME"

by CHUCK ROGERS
FR-4100

FROLIC RECORDS,
4515 Venerable Way
Dayton, 39

GOING TO THE TOP!!!
"RINGO DID IT!!!"

by 13-year-old
VERONICA LEE
CENTAUR 106

Just Released!
"SUMMER'S COMIN'"

INTRODUCING
BOB ZIMMERMAN
CENTAUR 107

SPECIAL LIMITED OFFER
10 or More, 50c Each
Cath 3 M.O. No C.O.D.'s.
Free Ships to 50.

D.P.'S, SEND FOR YOUR COPIES
CENTAUR RECORDS
122 State Street
Baltimore 19, New York
(716) 85-4517

SMASH BREAKOUT
"DIAL 101"

John Fred & the Playboys
Jewel 730

"I HOPE"
Bobby Charles
Jewel 729

DJ's, write for free copies.

JEWEL RECORDS
P. O. BOX 1832
Shreveport, La.

36

BILLBOARD, May 30, 1964

HITS OF THE WORLD

AUSTRALIA
(Courtesy Music Maker, Sydney)
(Denotes local origin)
This Last Week
Week Age
1. "CUT ME OUT LOVE"
Beau Yee (Parlophone) - Leeds
2. "MAMA'S IN THE BARN"
Richard O'Keefe (RCA) - Melbourne
3. "RHYTHM OF THE HIGHLANDER"
Ronnie James (Parlophone) - Sydney
4. "YOU DON'T KNOW HOW"
Don Ellis (Parlophone) - Sydney
5. "I'M A MONSTER"
Wes Montgomery (Parlophone) - Melbourne
6. "MY SCRATCHIN'"
Bilbo Library (Parlophone) - Sydney
7. "WHERE HAVE ALL THE FLOWERS GONE"
K. Zappa (RCA) - Melbourne
8. "JUST WRITE AROUND MY POISON"
Jerry Lee Lewis (Capitol) - Melbourne
9. "SURELY DAN"
K. Zappa (RCA) - Melbourne
10. "BE MY BABY"
Larry Lee (Parlophone) - Sydney

HOLLYWOOD—Reprise has developed an extensive promotion campaign to herald the original soundtrack of "Robin and the Seven Hoods," one of a minute number of musicals being filmed in Hollywood these days.

The album is set for release Friday (29), well in advance of the film's national release. Joel Friedman, firm's marketing director, in explaining how a custom-tailored campaign was prepared for this LP, revealed that disk efforts were being tightly co-ordinated with the parent film company, The Sammy Cahn-Jimmy Van Heusen musical stars Frank Sinatra, Bing Crosby, Dean Martin, Sammy Davis Jr. and Peter Falk.

A promotional kit containing sunny items has been provided film exhibitors, explaining how important the music exploitation in the success of the film. Copies of the LP will be shipped to all Warner offices. Pictures field exploitation personnel, with additional copies available at the Warner Bros. Blow-out, offering the LP the cover and special discs will be provided for theater lobby exposure. The LP will be included in all film advertising.

Reprise's art department under Merle Shore has prepared window displays for distributors and special promotional order forms. It is planned for distributors and dealers to arrange window displays for the product. A cover letter signed by several of the principals in the film will be mailed to dealers, one-stops and disk jockeys.

On the broadcasting front, Reprise has already released the single, "My Home Town," by Sinatra, and launched the disk with Western Union messengers hand-carrying the single to disk jockeys and representatives in New York, Chicago and the major cities. The single which exists Chicago was released in three days before national issuance.

A second single from the LP, "Do Buddy," by Bing Crosby, was released nationally May 13. Reprise is distributing the LP to all AM, FM, FM multiplex and college stations for complete air coverage.

TV spot ads open with a picture of the LP jacket, and all radio spots feature music from under the narrator's voice.

According to marketing man Friedman, Reprise will ship the LP plus the recently released "America, I Hear You Singing," are the two most important.

Reprise LP projects this summer.

ONLY THE YOUNG
(Champs, Challenge 59294, Four Star BMG (Los Angeles)

TELL ME WHEN
(Applejack, London 9565, Southern ASCAP, Miami, Atlanta)

SIE LIEBT DICH (She Loves You)
Die Beatles, Swon 4182 (GF, BMI) (Boston)

GOTTA GET AWAY
Billy Butler & the Endurants, Okah 7192 (Jolynne-
lyrics, BMI) (Los Angeles)

MY MAN
(Imperial, Swon 4180 (Henry) (Baltimore)

I'M INTO SOMETHIN' GOOD
Earl Jones, Capitol 729 (Screen Gems Columbia, BMI) (Boston)

SOMETHING YOU GOT
Alice Robinson, Tiger 104 (Tune Kelt, BMI) (St. Louis)

PHILIPPINES

Two This Week Age
1. "I HEAR THE BIRDS"...Tanfone
2. "I HEAR THE BIRDS"
Tanfone
3. "FALL IN LOVE WITH ME"
BB唱片 (Hong Kong)
4. "FALL IN LOVE"
BB唱片 (Hong Kong)
5. "GOOD COTTON MISS"
Manila Blue (Philippine) - Manila
6. "GOOD COTTON MISS"
Manila Blue (Philippine) - Manila
7. "GIANT"
Chuck Berry (Parlophone)
8. "IN THE NIGHT"
Chuck Berry (Parlophone)
9. "YOU DON'T KNOW"
Chuck Berry (Parlophone)
10. "GIANT"
Chuck Berry (Parlophone)

ITALY
(Courtesy Music dire, Milano)
This Last Week Age
1. "L'ETTO"
Massimo (Parlophone) - Milan
2. "FOUR MUSICALS"
Marie St-Ay, Les Jeunes, Festival Music
3. "GIANT"
Chuck Berry (Parlophone) - Milan
4. "YOU DON'T KNOW"
Chuck Berry (Parlophone) - Milan
5. "GIANT"
Chuck Berry (Parlophone) - Milan
6. "GIANT"
Chuck Berry (Parlophone) - Milan
7. "YOU DON'T KNOW"
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9. "YOU DON'T KNOW"
Chuck Berry (Parlophone) - Milan
10. "GIANT"
Chuck Berry (Parlophone) - Milan

SPAIN
(Courtesy Discosat)
EVERYONE SEES AND USES IT

BILLBOARD'S BUYER'S GUIDE

COMING AUGUST 1. ADVERTISING DEADLINE JUNE 20

THE ONLY SEPARATE BUYER'S GUIDE IN THE MUSIC INDUSTRY

COMPLETE INTERNATIONAL INFORMATION ABOUT RECORD MANUFACTURERS • MUSIC PUBLISHERS • RECORD DISTRIBUTORS • ONE-STOPS • RACK JOBBERS • RECORD IMPORTERS AND EXPORTERS • DEALER ACCESSORIES AND SUPPLIES • PRINTERS OF RECORD JACKETS • PROCESSING PLANTS • SLEEVES • LABEL MANUFACTURERS • MACHINE SHOPS • MATERIALS MILLING PLANTS • TRADE ORGANIZATIONS • MUSIC LICENSING ORGANIZATIONS • PRESSING PLANTS • POLYETHYLENE BAGS • PROMOTION AND PUBLICITY • RECORDING STUDIOS • TAPE MANUFACTURERS • TAPE DUPLICATION • SHIPPING SERVICES • PRINTERS AND LITHOGRAPHERS • ENVELOPES AND MAILERS • DIRECT MAIL SERVICES • DESIGN AND ARTWORK • THE PEOPLE, THE COMPANIES, THEIR ADDRESS AND TELEPHONE NUMBERS • INTERNATIONAL STATISTICAL SURVEY • THE TIME IS NOW • THE PLACE IS BILLBOARD'S INTERNATIONAL BUYERS' GUIDE • END OF MESSAGE
Wagon before the network came in with Art Godfrey, Art Linkletter and George Burns. Today Mal Bellars has a solid-time block down with his "Love is a Many-Splendored Thing" and "Fade Out—Fade In."
**Record Preview**

**JULY 1964 • 20 CENTS**

**OVER 300 NEW and BEST-SELLER LP's**

**POP • FOLK • SHOWS • COUNTRY • CLASSICAL • JAZZ**

**BRENDA IS BACK!**

(See Page 10)

Plus Features on:

**TONY BENNETT**

**RITA PAYONE**

**HERBERT VON KARAJAN**

This Year's "GRAMMY" AWARDS

OUT NEXT WEEK!

---

**THE NEW JULY ISSUE OF**

...Billboard's hot new consumer digest of top LP product...planned, written and produced by Billboard's stuff of publishing professionals, and designed specifically to help YOU merchandise and sell more and more LPs throughout the next 3 months.

Over 200,000 copies of the May debut issue of RECORD PREVIEW have now been distributed to record buying consumers via record dealers, rack jobbers and one-stops.

---

**NOW... NEW, EXCITING FEATURES AND LISTINGS FOR PEAK SUMMER LP SALES IN THE JULY EDITION OF "RECORD PREVIEW"**

- over 300 listings, reviews and illustrations of new and best seller albums (many in full color) ... covering every category of musical taste

- exciting consumer-interest feature articles on the world's top recording talent, current trends in music, news briefs from around the world, and favorite recipes of the recording "greats"

**PLUS... IMPORTANT DEALER MERCHANDISING AIDS**

- Catalog is colorfully designed for in-store counter use—to sell or give away

- Or... use it as a self-mailer promotion piece to stimulate old and new customers

- Handy, bound-in order card for customer convenience

- FREE "RECORD PREVIEW" display holder on all orders of 1,000 copies or more

- Store name and address imprints on cover and order card available on orders of 500* or more copies of a single issue

**DEALERS SAVE $$$$ — ORDER NOW!**

 Dealers can save substantially by combining all their needs for the 3 remaining 1964 issues of RECORD PREVIEW into a single order...and pay the price on the total quantity instead of the higher single issue rate. (Savings of up to 30%)

*This minimum practical quantity for imprinting. If dealer desires imprinting on orders of less than 500 copies, we suggest use of rubber stamp or gummed labels which can be purchased locally by dealer.

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

---

**SCHEDULE OF PRICES**

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**SPECIAL BONUS!**

This handsome Record Preview display carton is available to you free with your first shipment on orders that total 1,000 copies or more

---

**RECORD PREVIEW**

Billboard Publishing Co., 165 W. 44th Street (at Times Square), New York, N.Y. 10036

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

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I wish to have copies imprinted with my store name and address on both the cover and the order form. (Min. order for imprint: 500 copies PER ISSUE)

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Trends in Sound Equipment

By DAVID LACHENBRUCH
Contributing Editor

CHICAGO—The annual Electronic Parts Distributors Show here is a strange hybrid. In among tubes, transistors and industrial electronic parts, a substantial amount of component and packaged equipment items normally seen in the show are not displayed. This, of course, is because the majority of electronic parts distributors are also in the retail business — hi-fi retailers.

However, the show, which just concluded here, is, therefore, the first stereo equipment show in nearly a year. Although most of the major packaged equipment manufacturers do not exhibit here, there are representatives put together a few trends for the upcoming season. Here, then, are some of our impressions of what the manufacturers think is banking on to bring in the sales in 1964-1965:

The UPGRADED PORTABLE. The May issue of High Fidelity magazine in a survey entitled "Stereo in a Suitcase" took note of what may well be the years most important phonograph trend. The trend was started last year by KLH in a move which realigned its portable stereo line for the first time.

The "component-type" portable is in evidence here, quite contrary to the more "hi-fi" oriented spring introduction season progress. Though versions are being offered by old-line component manufacturers such as Stagg and KLH, it's obvious that the packaged goods manufacturer has found it a field with a vengeance.

Made possible by transistorization, we have already seen the improved sound-portable introduced in recent weeks by RCA, by Symphonics in the form of Proportional Portable, and by Admiral last week. There is more on the way.

"MODULAR MUSICAL SYSTEMS." This is a phrase which means "non-audophile components"—for example, the really avoid components. V-M and Wecon has used this approach for some time. Magnavox adopted it last year, modified by a high-priced version by GE.

In recent weeks, the new ones have been coming in at the audio store. Generally, the system is now in the field, selling a series of comparatively high-priced components through its regular dealers—sold as a package at ($99.95) speakers ($59.95) automatic turntable ($99.95) available separately.

Symphonics, on the other hand, or "modular systems" showed up at the Parts Show. Phonola has a system, which can be wall-mounted or placed on a shelf. Each component—two speakers and drop-down phonograph (in separate cabinets) for $399.95, available without the turntable for $299.95.

Slow-Speed Recording. More and more manufacturers are now offering the same type of equipment. The trend is to go toward a 3-speed machine. Many manufacturers have used the same approach as the days when the "new" record was 78's.

SLOW-SPEED RECORDING. More and more manufacturers are now offering the same type of equipment. The trend is to go toward a 3-speed machine. Many manufacturers have used the same approach as the days when the "new" record was 78's.

EQUIPMENT

The most recent development in equipment is the "modular" approach. The different parts are sold separately, allowing customers to choose the components that best suit their needs.

One such system, the Symphonics Proportional Portable, is a good example of this trend. It consists of a turntable, two speakers, and a drop-down phonograph, all sold as a package at $399.95. The turntable alone is available for $299.95.

Another recent development is the "modular" approach in turntables. Instead of offering a complete turntable, manufacturers are now offering separate components for customers to choose from.

For example, the Magnavox model features a detachable tone arm and cartridge, allowing customers to upgrade the system as needed. This approach is also used by other manufacturers, such as Stagg and KLH.

The trend towards higher-priced, high-quality equipment continues, with manufacturers offering a wide range of options to suit individual preferences. This includes not only turntables and speakers, but also amplifiers and other components.

Conclusion

The trend towards higher-priced, high-quality equipment continues, with manufacturers offering a wide range of options to suit individual preferences. This includes not only turntables and speakers, but also amplifiers and other components.

Business Going Strong

Juddkins Puts on Happy Face After Phonola Sale

GARDEN GROVE, Calif.—Juddkins Music is shooting to top $500,000 in annual sales after conducting a record-breaking Magnavox sale here. Howard Juddkins Jr. is all smiles.

Business has been quite good the last three years, but this has been the first time the company has seen a decline. However, the manager is not overly concerned.

Juddkins has additional reasons for happiness. He appears to have overcome the threat from "at least four or five" dealers in the Los Angeles area within a five-mile radius. Business had taken a dip when the first of the Magnavox sales was conducted last year. Juddkins admitted, but sales are now far above the previous months. Even some of the competitors have been selling $3.98 items for $2.79 and $2.98, while my price remained $2.98 for a "$3.98 item," he remarked.

If business continues at its healthy pace, Juddkins estimates his year-end sales will be 25 per cent over last year, and that he will have the best year in his company's history.

New Decca Phonos

• Continued from page 40

Decca's portable phonograph. It lists at $89.95.

The Shelldrake IV (DP 664) and the Ashland I (DP 250) are also among the more successful transistORIZED units that feature high fidelity and full stereo. The Shelldrake lists at $119.95. Although there are sound trends and standards, especially by Magnavox.

In the singles field, Garden Grove deals toward country music, Juddkins explained, but in the pop LP field, his customers go for the current hits items.

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Attitude Is Root of Malady

By BILL GAVIN (Contributing Editor)

LAST WEEK'S NEWSLETTER suggested that the existing relationship between radio and the record business poses serious problems, for which only management can provide solutions through airplay. The NAB, I suggested, could—and should—take the initiative in correcting the mistakes. Let's look more closely at the problems.

PAYOLA IS NOT the problem. There probably are and always will be a few chancers in our business, offering different dollars from the record business. It is unfortunate, but inexplicable that public disclosure of this kind of bribery tends to elicit and discredit radio generally and all who make an honest living in it.

promotion is NOT the problem. Without skilled record promotion to provide opportunities for new artists and new musical ideas, the record business would lose much of its vitality and growth. The promotion fraternity provides invaluable aid in keeping radio people informed.

THE PROBLEM IS NOT that a record man picks up a tab for a DJ's lunch, or finds show tickets for his road VP or helps line up a star for a hop. The problem is that he is expected to do many and many of such services. Radio people appreciate and are willing to be everlasting benefactors of such favorites, simply because they control the destinies of record sales through airplay. The problem is a promotion attitude that radio people must be constantly warned to avoid completely for the promotion's own records.

among promotion men, the prevailing attitudes seem to be that a judicious distribution of their attentions, plus the beguiling appeal of their personalities, will produce the favorable consideration for an artist or for airplay. Such an attitude is natural enough, since it is well substantiated in practice. The fact that the practice of competitive favor-giving is condemned—and even encouraged—by most radio people is a pervading malady in our business. The fact that programming selections can be influenced by personal and social relationships, rather than by the intrinsic merit of the records themselves, is a denial of the public expectation that radio programming should be objective.

Social relationships and personal friendships are common among men who meet in business. They lend human warmth to an otherwise coldly competitive world of salaries, commissions, contacts, credits, and dividends. Other things being equal, we would all prefer to favor our friends in business dealings.

But, in radio, other things are not equal. Radio stations are licensed by the government. As such, they are responsible to the people for the best programming that experience and ability can provide.

MANAGEMENT has a big stake in assuring fairness in record programming. Favoritism inevitably admits weak records to the playlist, and makes a station that is much more valuable than the market.

The essence of management is that the station manager should be familiar enough with the local record picture so that he can be aware of the merits of the records that are favored, in favor of any particular labels or distributors. Unfortunately, a large majority of radio managers hold themselves aloof from the record business. They don't know the promotion people or what lines they represent. In management, incredibly, are blind to the source of 75 percent or more of their program content. In any other business than radio, such an information gap would be unheard of.

A change in management's attitude is not apt to occur overnight. It could be speeded greatly were the NAB to encourage favor and closer contacts with the record business. A good beginning was made via the RIAA presentation at the last NAB convention. It is to be hoped that such productive contacts will be continued, aimed at the establishment of a closer mutual understanding and communication.

LaVong and Jack Ratigan will present a bonnertty.
W KD 5, Camden, will originate broadcasts from the daily major Art Miller. Bob Councill, John Antos, Jack Harvey, Dave Vassie and Bill Camerson do the mike chores.
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Bulk Vending Trade Rallies To Combat Anti-Charm Bill

CHICAGO—The bulk vending industry has risen as one against a House bill (H.R. 4731) which would prohibit the mingling of confections and charms, thereby reversing a longstanding practice. 

Bill Petron, who bought the Bob Lienendenberger operation, is looking forward to a fishing trip in the High Sierras. Lienendenberger, a long-time operator in the Los Angeles area and once president of the Western Vending Machine Operators Association, is now living in Paradise, Calif. Operator Ramon Nova, Tijuana, Baja California, Mexico, operator is back in that city from Mexico City. He is expected to visit Los Angeles where supplies and equipment are

MEYER ABelson, Osk Sales of Florida, was host to bulk vending operators, distributors and manufacturers and their wives during a recent weekend at the Nassau Beach Hotel, Nassau, Bahamas. The cruise followed the close of the National Vendors Association convention, which was held at Miami Beach, Fla.

City Council Is Asked to Amend Rule

BUFFALO — Harold Folz, officer of the Folz Vending Company, Oceanside, N. Y., has requested the Buffalo City Council to consider an amendment to its recent per-machine vending licensing ordinance.

In a letter to the Council, Folz said the body had acted wisely in excluding the penny machines from the ordinance, but added that the $10 per-machine levy on 10-cent capsule dispensers was prohibitive. According to a Billboard survey, the average profit in a bulk vending machine is about $4 a year. He suggested that the ordinance be amended to exclude all machines which could be classified as bulk units.

Folz added that unless such an amendment were enacted, the company would remove all its 10-cent capsule machines from Buffalo.

The Navigator 50

Try it! You'll quickly agree! The Navigator 50 dispenses all small products from Spanish peanuts to capsules and gum balls.

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URGE BULK TRADESTERS TO OPPOSE H.R. 4731

CHICAGO—Operators, distributors and manufacturers are urging contact members of the House Interstate and Foreign Commerce Committee and voice opposition to a bill (H. R. 4731) which would prohibit the mingling of charms and confetti unless the charges were separately wrapped.


NVA Seeks Federal Bill On 10% Tax on Trinkets

CHICAGO—National Vendors Association is seeking a ruling from the Treasury Department excluding trinkets in capsules from the 10 per cent retailer excise which is applicable to jewelry.

NVA has asked for a conference with the chief of the excise tax bureau Bernard Fischgrund. The association is hoping for a meeting in early June.

The jewelry question came to a head last year when the department of revenue issued a ruling that toy jewelry sets such as are sold in dime stores are not exempt from the 10 per cent tax.

Don Mitchell, NVA legal counsel, said at that time the association received an indication that the Treasury Department intended to enforce the same 10 per cent excise against operators vending trinkets in capsules.

Mitchell noted that NVA's position is that the excise tax would continue through the year. The association bases its case on the point that toys are not considered to be adornment, whereas capsule trinkets are used by children to play with, to entertain themselves.

Mitchell said that there is a precedent for the exemption of trinkets in a ruling on binoculars. There, the exemption was in effect up to the 10 per cent levy. However, toy binoculars, which are a comparatively small and specialized product, are exempt.

NVA has furthered the Treasury department's sampling of various types of capsules and merchandise which are vended.

Northwestern Corp. Names Sales Agent

The announcement was made last week by Ray Greiner, Northwestern's sales head. Greiner said he is confident Abelson will do an excellent marketing job.

Northwestern is in what are increasingly important areas for the Morris, Ill., manufacturing concern.

G&K Names 3 As Subdistributors

OCEANSIDE, N. Y.—The G&K Sales Company, New York, Northern New Jersey and Connecticut distributor for the Harby bulk vending machine line, has named three subdistributors. They are Pioneer Vending, Brooklyn, headed by Sid Rubenstein, Wonderland Products, New Haven, headed by Phil Skolnick, and Uptown Vending, headed by Joel Zorc. G&K, a partnership of Bern Hard Greenberg and Mary Krenkel, works with Manny Greenberg, in charge of all Harby sales east of the Mississippi.

Canteen Dividend

CHICAGO—Automatic Canteen Company of America last week voted to resume its quarterly dividend and declared an initial payment of 5 cents, payable July 1, to stockholders of record June 15. The announcement came last week from Patrick L. O'Malley, president.

Penny King Items

PITTSBURGH—A new series of little painted figures of cowboys and Indians has been added to the Penny King Company's line of school charms for boys. These complement the Supermarket Series, intended to appeal to girls. The company will ship 500 of these items together in its 1-cent machine bag.

Charm Output Stays High; Selling Bullish

NEW YORK—Charm manufacturers are reporting that their high output and are still behind their orders. But there are signs on the horizon that the eaze for the little dolls may be slowing.

Bob Guggenheim, Karl Guggenheim, Inc., says his firm has delivered 120,000 TG Krzy Trolls in six weeks and is running about three weeks behind on orders.

George Eppy, Eppy, Charms, Inc., finds the Lucky Trolls produced by W. H. Haupt, W. H. Haupt and Son, Inc., are going well; they have emptied two to five days.

Arthur Bianco, operator, for A. B. Vending, Brooklyn, agrees that the trolls were one of the hottest items in many years. At the height of the vogue, his machines were delivering the entire troll capsule, some were emptied in two to five days. The past two weeks, however, have seen a drop in the movement of the charms, Bianco says.

Roger Fog, Folz Vending Company, Inc., Oceanside, N.Y., says that the sale of the troll charms is still going strong, although some drop has been noticeable in the number of slacking, however, the continuing turnover is emptying machines at a faster clip than Fog can remember for some years.

Paul Price, Reslyn, N. Y., manufacturer, echoes the bullish tones of other producers and of most operators. His factory is going full blast on the charms and he sees no immediate sign of a slowdown.

URIK'S—Manufacturers of "Rite-Tag" and many other types of labels, tags, paper weights, counters, and souvenirs. Write for a complete catalog of products.

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VICTOR HEADQUARTERS for VICTOR

44

Navy

BILBOARDS

May 30, 1964
Nebraska Operators To Hear MOA Officer

CHICAGO — Fred Granger, Music Operators of America managing director, will be the featured speaker at the big seven-State meeting hosted in Omaha, June 6-7, by the Coin Operated Pinball Association of Nebraska.

The convention will include exhibits by some two dozen manufacturers and distributors, business sessions, and a full social program.

The new-traditional meeting regularly attracts several hundred operators and guests from Nebraska, Iowa, North Dakota, South Dakota, Minnesota, Kansas and Missouri.

Exhibitors signed to date are: Lieberman One Stop, W. B. Music, Rowe AC, American Shuffleboard, Coin-A-Matic, H. Z. Vending, Sales Unlimited, Rock-Ola, Foosball, Fischer Sales, Gottlieb, J. F. Frantz, Seeburg, Phil Moss Distributing, Central Distributing and Wurlitzer.

Chicago Coin’s New Pinball Geared for High Scoring

CHICAGO — Bronco, Chicago Coin’s new two-player pinball game, has a corral kick-out feature in the center of the playfield where the ball is constantly bounced against a rapid-action bumper for high scoring.

The ball can enter the corral from all four sides, but leave only from the top and bottom. Bronco also has a novel Slide Roll-Over, adjustable for the first, third or fifth ball.

Bronco also has two scoring targets and two action kicker holes. The cabinet is trimmed with stainless steel in front. Front handrails on the cabinet are made of Cycloplast, the same material used in telephones.

The playfield is scored by an exclusive Chicago Coin Lift-Out self-locking mechanism. The unit has no screws or levers. Tilt feature can also be adjusted to

(Continued on page 50)

Seeburg Corporation Hires M. A. Lefebvre

CHICAGO — Marc A. Lefebvre was last week named senior vice-president in charge of field operations for the Seeburg Corporation.

The appointment was announced by C. Cameron, president, who said Lefebvre will report to the Seeburg distributing organization in the areas of sales and merchandising for all Seeburg vending and music products.

Lefebvre was formerly vice-president in charge of field operations for the Pepsi-Cola Company and before that, manager of the Pepsi-Cola Eastern division in Washington. At one time he was manager of the Woonsocket, R. I., Coca-Cola Bottling Company, having started his career as a part-time job.

He has been with Pepsi-Cola since 1953, starting as a market manager, moving progressively to regional manager, vice-president and division manager (Central division) and finally division manager of the Eastern division, where he was in charge of the Pepsi-Cola manufacturing facilities in a 16-State area.

(Continued on page 50)

VDAI Maps Plan of European Game Industry’s Integration

COLOGNE — Verband der deutschen Spielautomaten-Industrie (VDAI), the organization of West German coin machine manufacturers, is drafting a comprehensive program of the coin machine industry’s European integration.

The VDAI intends pressing for a central European Common Market coin machine organization. What the VDAI has in mind is similar to the long-discussed “Eurocent” undertaking. However, VDAI proposes building on existing national trade organizations, and not erecting an entirely new institution.

VDAI would form an international organization by amalgamating the six national trade groups in the European Common Market countries. This could be done swiftly, and such a procedure could eliminate debate over the procedural and structural questions connected with building a brand-new parliamentary-type body.

Dr. Friedrich Jutz, VDAI’s chairman, emphasizes the urgency of action to build a Common Market coin machine trade organization. “It is of the utmost necessity,” he said, “to establish close cooperation between the individual coin machine industries of the Common Market countries with a view toward solving common problems involving exporting trade regulations, and the various coinage systems.

Coin-Op: A Necessity

Dr. Heinz Kummer, VDAI’s business manager, pointed out that trade realization of the Common Market is no longer a matter of academia or theoretical importance, but a practical necessity. “Exporters of phonographs, of games, of pay-outs, of vending machines in fact, the full spectrum of equipment is increasing steadily.”

The economic and political integration...

(Continued on page 50)

William Bows Two Pinballs

CHICAGO — Palooka, a new adjustable table game, and San Francisco, a new two-player pinball adjustable for three or five ball play, were unveiled here last week by Williams.

Palooka is built around the prize-fighting theme, with a pair of shooters at the bottom of the playfield kicking the pinball for extra and higher earnings.

Jack Mittel, Williams sales manager, said there are a variety of ways to earn extra balls. Palooka has five drop targets, three jet bumpers and two flippers on the playfield.

The cabinet is trimmed with stainless steel and the lightbox.

(Continued on page 50)
Mondial Contract
BREMEN—Walter Triefenbach, proprietor of Triefenbach Apparatebau K.G., announced that his firm has signed a contract with Mondial International, Inc., whereby the Bremen firm will represent the full line of Mondial interests in West Germany and Austria.

Triefenbach Apparatebau K.G. will take over Chicago Coin’s pinball, shuffleboard, bowling, target games and miscellaneous coin games and kiddie games.

Westav Anniversary
KASSEL, West Germany—Heinz Kaestner and his wife, Eleonore, are celebrating the 15th anniversary of the founding of their Westdeutscher Automatenvertrieb (Westav).

Pounded while Germany was recovering from an atomic war, Westav was one of the first major German coin machines in the post-war era.

Today the firm employs 70 and operates a large complex plant, which has brought about a startlingly fast growth inasmuch as the company was the first to introduce a completely automatic coin operated machine in the German Federal Republic.


BRENNER—Heinrich Luetje has been re-elected president of the Northwest German Coin Machine Service Company, and Willard Hatfield, president of Other Wurlitzer men are A. D. Palmer Jr. (standing), Hank Petzet (seated left) and Karl Johnson.

Re-Elect Luetje
BRENNER—Heinrich Luetje has been re-elected president of the Northwest German Coin Machine Service Company, Detroit, and receives his diploma from C. B. Ross, Wurlitzer service manager. Other Wurlitzer men are A. D. Palmer Jr. (standing), Hank Petzet (seated left) and Karl Johnson.

Re-Elect Luetje
BRENNER—Heinrich Luetje has been re-elected president of the Northwest German Coin Machine Service Company. Luetje is from Bremen. Other officers elected at the association’s annual meeting included: G. K. Gietten, Verden, vice-president; Alfred Peppert, Bremen, treasurer; and Heinrich Horn, Bremen, and Fritz Kirchner, Hillsask, secretaries.

Germans Fight Tax
DUSELDELDORF—West German manufacturers are preparing a campaign against a proposal by the state government of North Rhine-Westphalia to re-impose the present amusement tax with a tax on coin machines.

Under the proposal, all amusement enterprises and devices would be exempt from the present tax except coin machines. Ironically, coin machine operators have been battling the amusement tax in North Rhine-Westphalia for years and far more strenuously than in other places.

The operators’ campaign continues until the change is made in the way of discrimination, and, hence, in violation of the constitution.

MONEY to Hold Dinner Meeting
NEW YORK—The Manufacturers of New York will hold a dinner meeting June 14 at the Waldorf-Astoria, 30th Street. The event is scheduled to begin at 6:30 p.m. It will be open to members and non-members, and MONEY will send reminders to both well in advance.

BILBOARD, May 31, 1964
OPPORTUNITIES FOR PROFIT IN CUSTOMUSIC

If you want to get into the background music business...
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then you should know about the profit you can make in Customusic

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And you are backed by one of the nation’s largest vending and music companies—by hard-hitting national advertising—by promotional programs tailored for your own use.

For further information, write CUSTOMUSIC DIVISION.

ROWE MANUFACTURING
The Merchandise Mart
Chicago 34, Illinois
Cinevision Corp. Launches Sales Drive; Will Bypass Distributors

- Continued from page 1

Test Locations

According to Schwartz, the firm is operating 80 Cineboxes in the New York area to develop statistics on film preferences and maintenance problems. He said these locations will be sold to operators.

Programming is entirely standards, with some numbers geared for the teen-agers and the balance for adults. Schwartz designed a $60,000 budget has been allocated for film production in the coming year.

The screen area of the Cinebox has recently been doubled. It now has a 26-inch screen. Schwartz said the firm will continue to buy machines from Milan during 1964, but that it is looking for production in this country sometime next year.

Another European-made cinema juke box, the French Seprino, is announced plans for a domestic manufacture. Seprino, too, will produce films in the U.S.

Both manufacturers indicated that they would not only take in the class locations—the type which generally would provide live entertainment rather than the juke box music.

The importance of both units will depend largely on the quality of film product available and the frequency of film changes.

At any rate, informed trade sources are predicting juke box development as a supplement, rather than as a threat, to the traditional music machine operation.

Seeburg Corp. Bows New Line at Sales Convention

CHICAGO—Seeburg unveiled its new music and vending line to a record gathering of distributors at its annual sales convention held at Chicago's Merchandise Mart Hotel May 22-23.

Both the music and vending equipment will be unveiled to operators in a series of distributor showings to be held around the country.

The convention was the largest in Seeburg history.

Delbert W. Coleman, chairman, and J. Cameron Gordon, newly elected president, outlined the firm's plans for the remainder of the year.

CINEMEN IN THE NEWS

Tennessee Topics

Memphis memo: George Sansom, executive secretary of the Memphis-Pettingill Company, spent a week in Nashville reviewing a closing out the fiscal year. He reports Manager Ronald H. Thomas is working very hard. They look very bright in Nash- ville. Thomas, Gov. Frank Clement recently appointed Sansom's father, restaurateur owner L. C. Sansom, an honorary colonel on the governor's staff.

Drew J. Canfield, Canfield Enterprises, Inc., didn't get to the Kentucky Derby this year. His route kept him busy. Canfield is a avid racing fan, even has a thoroughbred race horse at tracks throughout the country.

Guy Canipe, Canipe Music Company manager, is adding some new pin games to his route, bringing it up to date.

Jack Emery, Central Amusement Company, bought two new coin-operated juke boxes for his route.

Robert Harbin Sr., Harbin Amusement Company, who has been ill the past year, turned operation of the route over to his sons, Ronald Jr. and William, Y. E. T. Lockett, Lockett Amusement Company, also augments his club recently and is remodeling it.

John Novak, Poplar Tunes Music Service, just added his 25th console-type phonograph to his route. Novak, a partner in Poplar Tunes Record Shop, largest one-stop in the Mid- West, says the little machines are "here to stay."

Charles T. chairman, Tri-State Amusement Company, and owner of the Oasis Lounge, one of the top locations in the city, is remodeling the lounge.

Around the territory: R. L. Snow, Snow Amusement Company, Collierville, bought a juke box near Collierville recently and is remodeling.

Robert Smith, Smith Amusement Company, Dyersburg, is working hard for his father's release from the coming sheriff's election.

Alvin Jenkins, Jenkins Music Company, Dyersburg, is busy establishing his furniture company in a new location. His store burned down three months ago.

Paul Brown, Sinfield Music Company, Halls, has some fancy farm land on the side on his 600-acres. He had a big hay crop last year, has been slowed in planting this year by heavy rains. H. A. Walker, Ideal Amusement Company, Jackson, a recent bridegroom, is spending his honeymoon on the Ohio River near Madison. Earl McDaniel, McDaniel Amusement Company, Jackson, another recent bridegroom, is spending his honeymoon working on the Tennessee River with his father.

Tino Hinkins, Jackson Amusement Company, Jackson, reports he and his daughter Sherryn, 21, secretary of the director of the State Department of Conservation in attending an August wedding to a Nashville businessman.

Paul Essary, Essary Music Company, Lexington, is showing his first flight by sporting goods company owner on the side in fishery and his route these days.

Neal Conder, Conder Amusement Company, Lexington, added a very little LP albums to his route last week at a top location. H. R. Hard, Hard Amusement Company, Milan, reports his business is booming because his juke box is primitive behind the other juke boxes. The areas nearest the largest strawberry- producing spots in the nation.

William V. Forsythe, Forsythe Amusement Company, Millington, is seriously considering being a candidate for mayor. He wants to be his city alderman for several years.

Gotham Gleanings

New York operators who attended the annual convention of the National Automatic Vending Association were loud in their praise of Tiny Weintraub, executive secretary. Also, Nash Gordon, managing director, for the smooth manner with which they handled the arrangements.

While the convention at the Stevensville Lake Hotel, Swan Lake, N. Y., primarily was for vending operators, a contingent of music machine and game people turned out.

Finley Company's vice-president was on hand with two Seeburg distributor representatives. Murray Kaye represented Atlantic, New York, and Roland Smith

(Continued on page 50)

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The Billboard Publishing Co.

188 W. Randolph St.

Chicago, Illinois.
2 New Devices Give Bally Pinball Wide Acceptance

CHICAGO—Two engineering innovations are credited by Bally President Bill O'Donnell for what he termed "unprecedented acceptance" of Mad World, the firm's latest two-player pinball game.

First of these is a new E-Z Latch front rail, which eliminates the old bolt and wingnut method of securing the rail to the cabinet.

"The quick, easy removal of top glass permitted by the E-Z Latch system encourages routine cleaning of arch and playfield and speeds up maintenance and repair of the play area," O'Donnell said.

Second, O'Donnell cited Mad

Wurlitzer Conducts 1-Day Clinic in North Carolina

Wurlitzer's new E-Z Latch playfield panel, which also operates without screws or levers, O'Donnell noted too, is an exclusively Bally innovation.

It holds the panel rigidly flat, providing all convenience of a hinged panel without the hump.

ATLANTIC'S LP TRADE-IN IS POLICY THAT SWINGS

NEW YORK—Atlantic-New York's Little LP trade-in policy, in operation for one year, is still going strong, according to Murray Kaye, sales manager for the local Seeburg outlet.

For the seven-inch stereo album, is $5.00. However, an operator turning in a used album complete with cover and title strip is allowed 50 cents credit toward the purchase of a new disk.

Atlantic, in turn, sells the traded-in records for 50 to 60 cents.

As most of the albums are standard material, the used records don't sell for very long.

According to Kaye, about 70 percent of the LP consoles on location in the New York area have 20 Little LP sides programmed, and the remainder 10 to 15 Little LP sides.

Grunger noted too that attendance for the four-day conclave will be well over the previous year's figure.

For the second round in a row, MOA will have all four juke box manufacturers exhibiting at the show, and last week the association received a strong vote of confidence from manufacturers, with virtually every major firm agreeing to show its wares (Bllboard, May 23).

Latest additions to the exhibitor list are Wico, Inc., and Coin Machine Parts Business, headed by Sam Berger. Both are suppliers of coin machine parts and accessories.

New Seal Made By Inter-County

READING, Pa.—A new type of seal for coin boxes of coin machines has been announced by Inter-County Industries here.

The seal can be inserted without tools and is designed to prevent loss in the event of a coin box falling into unauthorized hands.

Made of patented alloy, the seals are easily ready into position by hand, but break if an attempt is made to straighten them out. Models that lack the coin box into the machine may also be protected by this sealing arrangement, the company says.

PRE-PARLEY MEETING IS SET BY MOA

CHICAGO—Music Operators of America will gather here in mid-June for a pre-convention planning session. Scheduled to arrive from Albuquerque, N.M., is J. Harry Snodgrass, board chairman. Snodgrass will meet with Lou Casola, president; Clint Pierce, vice-president; and Fred Granner, managing director. The four will hold a series of meetings at the Sherman House, site of the MOA convention next fall. Initial date for the pre-convention meetings is June 10.


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Indianapolis, Ind.

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MAY 30, 1964, BILLBOARD

49
**Bally Sets Up Integration Plan**

- Continued from page 45

The German trade is especially concerned about the Common Market attitude toward wages. West Germany has a nominal wage that is prohibitive and so wages are now regulated and less regulated, which has been termed by export-minded persons a thing to a license to print your own money.

The coin machine industry is facing, as the Common Market translates from theory to fact, critical decisions influencing the establishment of sound competitive trade principles.

**Trade Rallies**

- Continued from page 43

Mitchell noted the public is not informed in advance when an executive session of the committee is to take place, but he said that NVA has been assured by Rep. Robert J. Klenger (D.-Ark.) committee chairman, that the bulk vending industry position will be considered.

Mitchell said that Harris has already queried the Food and Drug Administration about why the provision about mangleing was added.

The anti-rioting provision is part of a bill known as the National Confectioners Association which will permit the use of new non-nutritive substances in confections. The use of such non-nutritive substances has long been allowed in other foods, but not in confections.

Why a measure which would allow the use of such non-nutritive substances in confections would at the same time prohibit the use of such substances in confections (unless the latter are separately wrapped) remains a mystery.

Mitchell noted that there has never been a single instance of a health problem arising from the non-mangling of the two items. He said that it is a matter of record that the confectionery is as sanitary as the confections.

**Williams Bows**

- Continued from page 45

is covered. Other innovations include a latch-lock playback, newer and larger cashbox, plasticized plates and drum-type scoring units.

San Francisco has a moving arrow, in the backglass, showing the scoring is built. The arrow can be moved to the left or right, by the ball hitting any of six bumpers, two targets or two eject holes, on the left or right side of the playfield.

As the arrow moves in either direction, it shows up corresponding buttons on the playfield. These buttons (when lit) then count 100 points each time the button is pressed. Each point is worth $1, the value of the center hole increasing with the number of points scored.

If the player succeeds in getting the point counter to hit the center hole becomes 500 points.

Players can earn replays for high score or number match. The top roll-over button scores 100 points, followed by the next highest button scores 50 points when lit, a pair of left bumpers, and a pair of right bumpers, and the pair of target buttons each score 10 points when lit.

San Francisco hasingers, two flippers, Plastilite, target tables, and a high-liter lock-button, aimed at creating a high-liter lock-button, for the High-versus-Left side of the playfield.

**Distributing to Operators: Local Talent Means $**

NEWARK, N. J. — While the new juke box operator plan is a major step in the direction of rationalizing the national market, the plan is so mutually lucrative and so regulated that it has been termed by prominent operators in the following way: "Could this be a new machine?"

There are an estimated 120,000 pagers sited in West Germany. By law, each payment is licensed for a period of one year, after which it must be paid with a new machine. This provides an automatic market for some 30,000 new machines.

The German manufacturers hope to have the German payment law and the legislation for the entire Common Market area. Admittedly, this will not be an easy operation, but the committee is assured by Rep. Robert J. Klenger (D.-Ark.) committee chairman, that the bulk vending industry position will be considered.

**COINMEN IN THE NEWS**

- Continued from page 48

represented the Davis Distributing Company. . . . Kaye drew the operators' applause Saturday night right after the players at the floor mentioned that he would be coming back to Flower. Harry Brodsky was a ringside spectator at the show. . . . Another juke box operation in which the convention was Larry Serlin. . . .

**Up Your Alley**

WASHINGTON — According to information received by the U. S. Department of Commerce indicates that the availability of manufactured goods in Aleppo, Syria, an opportunity exists for sale of competitive bowling alleys in that city.

Victor Assouad, P.O. Box 151, 1600 Government St., Aleppo, wishes to purchase or become agent for four of the type of competitive bowling alleys, widths 42 inches, length to 40 feet and a self-contained, with electronic scoreboard for up to six bowlers simultaneously.

The Consulate adds that Assouad would be very interested in the cities of Damascus and Latakia.

**Macke Acquires N. Philly Plant**

PHILADELPHIA — Macke Variety Vending Company, a wholly owned subsidiary of Macke Vending Company, has acquired the large equipment for the two-arcade site in North Philadelphia at a cost of $700,000. Macke Variety is headed by Al Rodstein, veteran coin machine merchant, and the move will double the firm's working space and quadruple its fleet accommodations.
YOU HAVEN'T HEARD THE HALF OF IT!

The full story of the extra earning power of the Wurlitzer Ten Top Tunes for Fifty Cents feature is still being told... in thousands of locations... to hundreds of music operators... on collection days.

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THERE'S MONEY IN IT FOR YOU

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BILLBOARD SPOTLIGHT PICK

JANOS BAEZ IN SAN FRANCISCO
Fantasy 5015
These are three previously released Baez tracks, recorded in 1958. They stand out as good folk music by themselves, but their special quality lies in what they show of her then already developing artistic powers. Everything is there, but still in the making, and this is a strong album on the charts, if only because of the name.

LUCIANI LUSCH LADY
Morten Gould & His Orch
RCA Victor LM 2732 (M)
LSC 2732 (S)
Lush, gentle and soothing are the arrangements and interpretations of Morten Gould's music. The sound is more classical at times than Latin, but the results are nevertheless most beautiful. Selections include "Melody," "Dodalina," "Dance of the Sea," and "Never on Sunday" and "Adios."

ROY DRUSKY
Invitation to the Dance
Mercury MGW 14045 (M); SWR 18045 (S)
Four very well-known and popular classical compositions are presented for Parry and the Detroit Symphony. The price is indeed inviting. The price is the low price, Classical LP buyers will find this a fine low price opportunity.

BEETHOVEN: SONATAS FOR VIOLIN AND PIANO
Zino Francescatti and Robert Cavestany
Columbia ML 5972 (M); MS 6572 (S)
Mozart, Francescatti and Casadesus add another 3, 2 and 1 to the groups recorded and released. 1, 2, 3, 4, 5. These remain only too many to be done by the duo to complete the 10 written by Beethoven. Both artists are superb musicians and do great credit to the composer, Beethoven's recording repertoire.

A CHOPIN RECITAL
Alexander Brailowsky
Columbia ML 5969 (M); MS 6569 (S)
One of the most typically articulate etudes of Chopin's repertoire, characteristic of the artist, is admirably presented Chopin in all of his moods and characteristics. It is an excellent addition to his series of Columbia recordings, demonstrating further of Chopin's other works.

BILLBOARD SPOTLIGHT PICK

EARLY ELLA
Ella Fitzgerald
Decca DL 4447 (M); DL 74447 (S)
Music as represented in this package is appropriately labeled "Early." Ella, as expected, ranges greatly over her well known sound. The greats included are "West End Blues," "On the Sunny Side of the Street," and "Honeymoon." Anyone? Anyone?" Topgrade recording.

LOW PRICE CLASSICAL SPOTLIGHT

ROTH APOLLO
Alfredo Casadesus
Columbia ML 7566 (M); MS 6566 (S)
There is again the air of non-replicability of "rhapsodies, мену, or seven, of "Trip." Casadesus, London and Paris give a memorable performance. Alfredo Casadesus and the Mariinski Festival Orchestra ably support the solo. A fine addition to any library of classics.

KLEMPNER CONDUCTS GERMAN OPERA OVERTURES
Philharmonia Orchestra
Klempner, Allied 3 60175 (S)
German Romantic Opera overtures are explored by Otto Klempner and the Philharmonica Orchester. Represented are the works of Meyerbeer, Gotterdammerung, Die Meistersinger and Dern Damp, Fantasien, Don Juan, Hector and "Eurydice," by Weber.

RHAPSODY
Cleveland Pops Orchestra
Epic LC 3879 (M); BS 1279 (S)
The Cleveland Pops Orchestra under the baton of Louis Lane in truly an outstanding musical organization. Although dealing in the realm of the commercial, they have achieved a prominence of their own. This in turn and enthralling collection of popular international choralades.