U. S. Rocks & Reels From Beatles' Invasion

Chicago Flips Wig; Beatles And Otherwise

CHICAGO - The usually staid and conservative Midwest has virtually flipped its wig over the mop-headed Beatles from Liverpool.

Dealers describe Beatlemania as the most virulent form of record fever since the heyday of such artists as Elvis Presley and the Everly Brothers.

Even then, neither Presley nor the Everlys had more than one

(Continued on page 8)

Beatle Binge In Los Angeles

By Eliot Tiegel

HOLLYWOOD-The Southern California market has gone on a Beatle binge, according to a Billhoard survey here. Retailers and broadcasters alike report that Beatle fare is getting top attention from buyers and listeners.

Music City Vice-President (Continued on page 8)

DEPARTMENTS & FEATURES

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NARM Conclave Open to Non-Members; George Marek to Be Keynote Speaker

PHILADELPHIA-The National Association of Record Merchandisers, for the first time in its history, will open its upcoming convention (April 19-23, Miami) to all rack jobbers, including non-NARM members. George R. Marek, executive vice-president of the RCA Victor Record Division, will be the keynote speaker at what promises to be the biggest conclave NARM has held to date.

NARM, heretofore, had restricted attendance at its conventions to its membership. This time, Jules Malamud, the

Remo, Acts, Tix Are Sold Up

SAN REMO, Italy-Approximately \$48,000 worth of talent paraded across the platform of the casino here each evening. Entrance to the three evenings were priced at \$32 for each of the first two evenings and \$48 for the finale.

For the first two evenings the phonograph houses bought 270 tickets for each evening as part of their right of participation. equal to 25 per singer. In addition each bought 25 for the final evening for each participant. In the past these tickets had considerable value for the disk houses since numbers were drawn by lot for voting among the audience but this year all of the ballots were cast by external juries and those in the house

(Continued on page 8)

association's executive director, will send invitations to all established record merchandisers, whether or not they belong to NARM. The purpose of throwing open the convention to all rack jobbers is to provide nonmembers with an idea of what the association achieves at its conventions, and to show what the organization strives to accomplish.

The technique of occasionally opening a trade association convention to non-members is a device that has been used successfully by other trade organizations (such as Supermarket Institute) in an effort to attract a wider representation of an industry to its fold. Malamud told Billboard, "If NARM is going to be an even greater representative factor in the industry, it should speak for an even greater number of members engaged in record merchandising." It will be the only time the convention will be opened to nonmembers.

As a result of inviting all established rack jobbers to the convention, NARM seems certain to have its biggest attendance in the six years it has conducted these events.

The theme of the convention will be "Reaffirmation of faith in the record industry." Inasmuch as Marek will be the keynote speaker, the choice of the convention theme is most appropriate. It stems from an exclusive statement given by the RCA Victor top executive to Billboard on the future of the record business during 1964 (see January 4 issue). The thought captured NARM's attention and was adopted as its convention theme.

In addition to attracting a record turnout, it now appears, (Continued on page 8)

New York City Crawling With Beatlemania

By GIL FAGGEN

NEW YORK - In the New York City and New Jersey areas record dealers and one-stops are reporting sales in large volume on the Beatles.

New York's Colony Record store reports that Beatles sales are "real big" on the Capitol, Swan and Vee Jay versions. The store also noted increasing sales on these records throughout the

Stedman I-Stop, Mount Vernon, N. J., said that sales on the Beatles "started out like an explosion, settled down to consistent and steady sales." The outlet is expecting "another big blast" this week as a result of the group's New York visit and appearance on "The Ed Sulli-

(Continued on page 8)

Teen Singer Cinquetti Old Enough to Win San Remo Prize

By SAMUEL STEINMAN

SAN REMO-A new teenage star was born here when Gigliola Cinquetti, 15 years old and one of the two new artists in the program, won the San Remo Song Festival with the song "Non Ho L'eta per Amarti." The song is published

by Tiber (an affiliate of Messaggerie Musicali).

Freely translated into English the title means "I'm Not Old Enough to Love You." It was written by Panzeri and Nisa and a French version of the lyric was sung by Belgium's Patricia Carli. The victory of this song, as sung by these two artists, made a double win for the CGD record label which distributes disks for both artists

in Italy. The winning song was the only one sung by the distaff side in the finals. Lyricist Panzeri repeats his victory of the first San Remo Festival in 1951

(Continued on page 4)

West Germany Record Industry Sees a Year Of Reshuffling in Wildly Shifting Markets

By OMER ANDERSON

COLOGNE—West Germany's phonograph industry is facing a year of sweeping readjustment to the rapidly changing economic situation in Europe created by the European Common Market.

The forecast is for a series of mergers, consolidations, and corporate reorganization putting the German diskeries in better shape to compete for-not the German-but the European

Thinking big has become a

matter of sheer survival in the economic reshuffling ushered in by the trading community. The forecast is for fewer but bigger and more viable German diskeries at the end of 1964.

The German industry's problem is capsuled and dramatized

by the 1963 output. Analysis of the 1963 figures shows that the character of the solely German as well as European market is changing fast — the emphasis shifting from singles to LP. It reveals, too, that there is such (Continued on page 6)

(already moving on the international scene)

Jim Reeves: "Welcome to My World" '/w "Good Morning Self"

#8289 RCA VICTOR

#B289 RT VICTOR



ROSA BEGINS DISCUSSIONS WITH NARM FOR MERGER

NEW YORK-Irv Perlman, president of Record One-Stop Association (ROSA), and several of his key associates, including Manny Wells, have initiated discussions with the National Association of Record Merchandisers (NARM), with a view toward ROSA becoming an integral part of the record merchandisers' trade org.

Perlman stated: "We have discussed the matter . . . I feel that both organizations seek some of the same aims; that is, certain reforms and a bigger and better record business. I think there are advantages both to our members and to NARM if we could successfully conclude these talks and bring ROSA into NARM." Perlman said that he and other ROSA members were also members of NARM. He added: "We will be at the NARM convention April 19 and we will present our ideas on the matter."

Jules Malamud, NARM executive director, noted that exploratory talks had been held. "There are certain difficulties at the moment which rule out a quick decision," Malamud said. The NARM board, he stated, would not agree to the projected move without an affirmative vote by a large majority of the NARM membership. Malamud also noted that present bylaws would have to be amended if ROSA were to become an integral part of NARM. Thirdly, Malamud pointed out that the upcoming trade practice conference, scheduled for March, precluded the possibility of a quick decision ... because speculation exists at this point as to what definitions may be forthcoming with regard to record merchandisers and one-stops.

Malamud indicated that the NARM would very likely discuss the ROSA proposal fully at the April meeting.

Talmadge Resigns From UA: Picker In

NEW YORK-Art Talmadge, president of United Artists Records, has resigned his post as of March 1 in order to enter business for himself.

Talmadge, president of the label for nearly four years, came to the firm from Mercury Records. Talmadge has also been one of the leading spokesmen in the recording industry and served as president of ARMADA in 1962.

Stepping into Talmadge's slot will be David V. Picker, a vice-president of the parent United Artists Corporation. Michael Stewart, at present executive vice-president of the company's publishing firms, has been upped to executive vicepresident of the diskery, and will add these duties to his present ones. Si Mael, vicepresident, becomes general manager of UA Records, director of business affairs, with responsibility for day-to-day activities of the company.

The reorganization will re-



ARNOLD HONORED: Honorable Frank G. Clement, governor of Tennessee, has proclaimed February as "Eddy Arnold Month" for his State, marking the RCA Victor country artist's 20th anniversary as a recording star. Arnold is a colonel on Clement's staff and is busy spreading good will for Tennessee and his RCA Victor product currently on a promotion tour.

sult in additional duties for all department heads. Lloyd Leipzig, director of creative services, will supervise the activities of the publicity and advertising departments, serve as liaison to the parent firm company, and be directly concerned with artists' relations and the creative talent on the label's roster. National sales manager, Joe Berger, is assuming complete control of the sales of album product for U. A. and its subsidiary labels, while Andy Miele will be in charge of singles for all labels.

Artist and repertoire direc-

Italian Musical 'Rugantino' Gets Mixed Reviews

NEW YORK-"Rugantino," billed as a Roman musical spectacle, opened last night at the Mark Hellinger to mixed reviews, ranging from good to middling to poor. The Italian musical horrows from the cinema to use of substitutes to get its message across with the exception that one reads from the top instead of the bottom.

The New York daily papers had this to say:

Times: "Mixed into it like a rich sauce for a tasty pasta are impudent and bawdy comedy, maudlin melodrama, songs with soft, swaying Latin rhythms . . . and a laughing, brooding affection for the spirit of old Rome."

Post: "It has the bad luck of being resolutely and resoundingly dull."

Journal American: "... a quite magnificent creation in many aspects, constantly pleasing to the eye, but it doesn't do anything that we don't do better in the way of music, mounting and, certainly, choreogra-

Herald Tribune: "It's all too much and, except for the fun we have watching the principal rascal ... too much of it is much too tame."

Daily News: "... it's a whopper ... interesting and differ-

World Telegram: "... the music is a Roman equivalent of the old Lucky Strike Hit Parade, and the voices are never more than indifferent."

tor, Jack Gold, will creatively supervise the singles product, and Leroy Holmes, musical director, will continue under the aegis of Sidney Shemel, and Ron Nackman continues in charge of all phases of produc-

NARM Members Cast Votes for 1963 Bests

PHILADELPHIA - Nation Association of Record Merchandisers, Inc. members are currently voting for the best selling artists and product released ing the past year. The results of the balloting will be announced at the awards banquet April 22 in the Pompeii Room of the Eden Roc Hotel, Miami Beach, Fla.

In addition to the 13 categories listed on the ballot, NARM members are voting for the record manufacturing company which has demonstrated sustained co-operation with rack jobbers throughout the years, and for the record company which has demonstrated in the past year the greatest progress in its relationships with the rack jobbers.

Categories included on the NARM ballot are: best selling single record, album, movie track album, male vocalist, female vocalist, vocal group, comedy recording artist, children's line, orchestra, economy price product (under \$1 retail). economy price product (over \$1 retail) and most promising male and female vocalist.

The banquet, which will be a highlight of the sixth annual NARM convention meeting this year April 19, will also feature the outstanding recording artists in the country.

Nominees for "Best Selling

Hit Single Record" are: "Blue Velvet," Bobby Vinton-Epic; "Dominique," Soeur Sourire-Philips; "End of the World," Skeeter Davis - RCA Victor: "Fingertips," Little Stevie Wonder-Tamla; "Puff the Magic Dragon," Peter, Paul and Mary-Warner Bros.; "Surfin' U.S.A.," the Beach Boys-Capitol.

Contestants for "Best Selling Album": "Days of Wine and Roses," Andy Williams-Columbia; "Joan Baez in Concert," Joan Baez-Vanguard; "Movin," Peter, Paul and Mary-Warner Bros.; "Peter, Paul and Mary," Peter, Paul and Mary,"-Warner Bros., and "The Singing Nun," Soeur Sourire-Philips.

Vying for "Best Selling Movie

Sound Track Album" are "Bye, Bye, Birdie"-RCA Victor, "Cleopatra"-20th Century-Fox; "How the West Was Won"-MGM; "Lawrence of Arabia"-Colpix, and "West Side Story"-Co-"Best Selling Male Vocalist" contenders are: Andy Williams,

Columbia; Elvis Presley, RCA Victor; Frank Sinatra, Reprise-Capitol; Ray Charles, ABC-Paramount-Atlantic, and Tony Bennett, Columbia. Nomines for "Best Selling Female Vocalist" are: Barbra

Streisand, Columbia: Brenda Lee, Decca; Connie Francis, MGM; Joan Baez, Vanguard, and Nancy Wilson, Capitol. "Most Promising Male Vocal-

ist" candidates are: Frank Fontaine, ABC - Paramount; John Gary, RCA Victor; Richard

(Continued on page 6)

'Journey to Bethany' First Disk on Life of Christ

spoken word presentation, "Journey to Bethany," presenting the life of Christ until the Ascension, has been developed by LOR Productions, newly formed diskery. The educational package which took three years to research, three weeks to record and will cost approximately \$500,000 when completed, is believed to be the first recorded project devoted to the life of

Christ, with a complete cast of outstanding radio and television actors dramatizing an original script based on biblical and research sources.

LOR executive Walt Boeckley. who is in partnership with Thomas Wood, a Midwestern businessman, revealed that he is editing the tapes to decide how many albums will comprise

(Continued on page 4)



KENNEDY MEMORIAL: Sen. Edward Kennedy (left) accepts the first copy of a recording of the Boston Symphony's Memorial Tribute to the late President John F. Kennedy from George R. Marek, vice-president and general manager of RCA Victor. The memorial consists of a Solemn Pontifical Mass celebrated in Holy Cross Cathedral, Boston, and a performance of the Mozart Requiem by the orchestra. The Boston Symphony was augmented by a 180-voice chorus for the recording, under the direction of Eric Leinsdorf. Proceeds from the two-album package will go to the John F. Kennedy Library, Boston.

ARMADA Hopes FCC Adopts Its Proposals

NEW YORK-The American Record Merchants & Distributors Association has sent to its membership copies of the organization's proposed trade practice rules (The Billboard, February 8), and has notified its members that other trade groups within the industry will draw up similar recommendations for the Federal Trade Commission.

ARMADA President Amos Heilicher stated to the ARMADA membership his belief that the rules suggested in

the ARMADA draft are the best that can be drawn up at this time. He expressed the hope that all or a major part of the ARMADA proposals will be incorporated in the FTC's Trade Practice Rules when the latter are issued.

In the forefront in the matter of drawing up the ARMADA proposals have been, in addition to Heilicher, attorney Earl Kintner and ARMADA secretary Jim Schwartz.

Heilicher has requested the membership to participate actively in the open conference which is expected in March. Heilicher also asked the membership to read the ARMADA proposals carefully and notify the organization whether specific proposed rules are, in their view, desirable or undesirable.

The Sixth Annual ARMADA Convention, set from June 24 through July 1 at the Eden Roc Hotel, Miami Beach, will devote a major part of its program to the Trade Practice Rules. ARMADA intends to have experts on hand who will explain what the rules mean to all segments of the trade, and the means for obtaining compliance with the rules.

MAYOR HONORS ASCAP'S 50TH

NEW YORK-On Thursday (13) a proclamation marking the 50th anniversary of ASCAP will be given to the performing rights organization's President Stanley Adams by Mayor Robert F. Wagner. Adams will present the Mayor with a framed autograph and caricature of the late Victor Herbert to commemorate the occasion. Herbert and a group of his fellow songwriters founded ASCAP five decades ago. Original charter membership was 192.

Billboard will salute ASCAP on the occasion of the 50th anniversary in a special issue February 29.

Ben Finn Spells Out Some NARRD Purposes

and allied products; show will

include retail sales manage-

ment clinics; (3) open the trade

shows to the public, and pro-

mote the occasion with a

"Dealer Day," live recording

artists, etc.; (4) establish an

industry liaison committee to

meet with manufacturers, dis-

tributors and other segments

of the industry and exchange

ideas for industry betterment;

(5) establish a government li-

aison committee to represent the

retailer on a national level and

make known his needs and

thinking on dual distribution,

quality stabilization, tax bills,

unfair trade practices, etc.;

(6) group insurance: The

NARRD insurance trust fund

committee will submit a low-

cost group life and group acci-

dent insurance program for

owners, managers, clerks, their

wives and families; (7) distrib-

ute a monthly newsletter; (8)

open an associate membership

category within NARRD, to in-

clude manufacturers and dis-

tributors of records and allied

NEW YORK-The National Association of Retail Record Dealers (NARRD), formerly SORD), is taking steps to bring the retailer more in line with present industry conditions. An important step in this direction has been the appointment of Ben Finn a executive director. Finn, a professional management consultant, is kicking off a membership drive and has drawn up, with the aid of the NARRD board, a statement of purpose for retailers.

The statement contains the following points: (1) I believe in my business and my ability to conduct it honorably and with the respect of my fellow men . . . that it provides a needed service to my community and that it deserves my community's support; (2) I believe that I am entitled to a fair profit, an honest return on the capital I have invested . . . and I should receive a reasonable income for services rendered; (3) I believe that voluntary, close co-operation between retailers, distributors and manufacturers can result in better records and allied products merchandising . . . can create new business and increase the market potential in our industry; (4) I believe in action . . . that indifference and inertia have ruined more business than mistakes in going forward.

Stronger Position

In order to strengthen the retailer's position, NARRD intends to: (1) Distribute a monthly series of dealer-aid manuals on merchandising, advertising, promotion, stock control, store and lighting arrangements, banking and finance; (2) run trade shows geared specifically to products used by record retailers only, where they may concentrate on disks

First Disk on

· Continued from page 3

the completed story. He estimated the package would run from 10 to 15 records for an approximate total of eight hours of biblical history.

187 Speaking Parts

The complete package will boast 187 individual speaking parts with full sound affects and original music in mono and stereo versions Boeckley is currently negotiating with several religious composers for an original score for the package. Exec anticipates having the finished package ready within three months.

Albums comprised of biblical material are not new to the industry, Capitol and Audio Books having issued LP's in the past, but this is believed to be the first time that a cast has been assembled to dramatize the life of Christ, much in the manner the story would be told in a full-length radio spectacular.

Price May Exceed \$50 Boeckley said it was too premature to officially state a price for the package, but estimates are known to exceed \$50.

It is understood the story will be available in single LP form in addition to the complete series. There are approximately 7,000 stores in the country carrying some form of religious product, with 3,800 stores specializing in religious products only.

NOONAN TO GIVE NARAS CHALK TALK

CHICAGO - Thomas E. Noonan, Billboard's director of research, will discuss the magazine's entire chart operation at the February 18 meeting of the National Academy of Recording Arts & Sciences here.

John Scott Trotter, national president of NARAS, will also be in town for the meeting. The Chicago chapter has been growing steadly since its inception two years ago and now has over 100 members on its roles.

Noonan will detail operation of both Billboard's singles and LP charts as well as other sales figures published by the magazine. He'll discuss specifically how a record hits the charts, how it moves up or down, and what this movement means to an artist or record company.

Noonan will be joined on the podium by Dick Wilson, Midwest music sales manager, discussing Billboard's advertising program, and Nick Biro, Midwest editor, discussing the magazine's editorial policies.

LATE SINGLE SPOTLIGHTS

- Pop

RAY CHARLES

products.

BABY, DON'T YOU CRY (Leeds, ASCAP) (2:32)-MY HEART CRIES FOR YOU (Ross-Jungnickel-Gladys-Massey, ASCAP) (2:46) -Side I features a swingin' bossa nova-type beat called Swing Nova. Zap backing could bring back the big bands. Charles performs this one with great wit and excitement. ABC-Paramount 10530

LAWRENCE WELK

STOCKHOLM (Von Tilzer, ASCAP) (1:58)-Here's one done in the "Calcutta" vein that has been so successful for Welk in the past. Prominent is the harpsichord supported by strings a la pizzicato and chorus. Continental tempo is the order. Flip is "The Girl From Barbados" (Vogue, BMI) (2:15). Dot 16582

THE MURMAIDS

HEARTBREAK AHEAD (Dragonwyck, BMI) (2:27)-Follow-up of the gals' hit "Popsicles and Icicles" is in the same groove. The smooth ballad is done with a shuffle beat and spotlights smart harmonizing by the gals. Should be another big one. Flip is "He's Good to Me" (Screen Gems-Columbia, BMI) (2:15).

Chattahoochee 636

Teen Singer Cinquetti Wins San Remo Prize

Continued from page 1

while composer Nisa hit the magic circle for the first time after many also-rans in other

Surprise result, however, left music people wondering how and where it happened and by what margin. Under the new rules no figures were announced and all other finalists were automatically ranked second. In an effort at complete impartiality, no winners were announced after the first night and the top 12, five from the first and seven from the second were named in alphabetical order. Voting in each case was by 19 different juries in 19 different Italian

While this style of selection was considered by most to be justifiably impartial, it did take a good deal of the excitement out of the casino.

Greatest surprise after the two preliminary runs was the elimination of three-time winner Claudio Villa and star Milva. Only Italian in the finals not of the younger set was Domenico Modugno, also a three-time winner.

The other songs, with their singers and publishers, are ranked second and are listed alphabetically as follows: "Che Ne No Importa a Me," by Domenico Modugno, sung by Modugno (Fonit) and Frankie Laine (CBS), Curchi, Milan. "Come Poteri Dimenticarti," sung by Tony Dallara (Music-SAAR) and Ben E. King (Atlantic-SAAR), Flaminia, Milan. "Ieri Ho Incontrate Mia Madre," sung by Gino Paoli (RCA) and Antonio Prieto (RCA), RCA, Rome, "La Prima Che Incontro," sung by Fabrizio Ferretti (Ri Fi) and the Fraternity Brothers (Derby-CGD), Southern, Milan.

"Motivo D' Amore," sung by Pino Donaggio (Columbia) and Frankie Avalon (Chancellor-Bluebell), Accordo (Curci), Milan. "Ogni Volta," sung by Ferrante (RCA) and Paul Anka (RCA) RCA, Rome.

"Quando Vedrai La Mia Ragazza," sung by Little Tony (Durium) and Gene Pitney (UA-CGD), Durium, Milan. "Sabata Sera," sung by Bruno Filippini (MRC) and Fraternity Brothers (Derby-CGD), SouthLIVERPOOL WAVES

Beatles Begin New British Artist Push

By JACK MAHER

NEW YORK - Great Britain hasn't been as influential in American affairs since 1775. The sensational impact of the Beatles on England's former colonies has had the explosive effect of sending major and independent firms here scrambling for more and more British product.

The bidding has been hard and heavy for hit English product, with the greatest emphasis going on the Liverpool sound trend, of course, but a good many other artists who have been in the upper end of the English charts have also come in for their share of attention.

The Beatles' success has been significant on two levels. U. S. manufacturers note, with satisfaction, that not only is the current British Beatles hit, "I Want to Hold Your Hand" selling, but earlier material leased to other labels than Capitol, on Vee Jay and Swan, is selling at a torrid rate as well. The single and album on MGM are a different case because that material was cut in Germany by DGG for its Polydor pop label.

The fact that the Swan and Vee Jay records are selling now, after having been released with little or not impact on the market some months ago, indicates to many industry observers that Liverpool is ready to break as a full-fledged trend.

For this reason, labels that had been unsuccessful originally with Liverpool material are ready to go again with newer material, hoping that the public is ready now to accept that sound. They are also hoping that the same retroactive Beatles effect sets in, and that records that originally bombed by these artists will become hits once the artists are established here.

A quick check of the British charts shows that a large percentage of hit British material has been picked up and issued here. Besides the Beatles on Capitol, Gerri and the Pacemakers have been issued on the Laurie label, the Dave Clark Five has appeared on Epic and the Searchers' hit "Needles and Pins" came out this past week on Kapp. The Fourmost's new one, "I'm in Love," also came out last week on the Atco label. The Shadows have appeared on the Atlantic label and Billy J. Kramer and Dakotas have popped up on the Liberty label. Liberty is also preparing to release another big British hit, "Hippy Hippy Shake," by the Swinging Blue Jeans. Other hit British artists like Cliff Richard (Epic), Kathy Kirby (London), Dusty Springfield (Philips), the Caravelles (Philips), Frank Ifield (Capitol and Vee Jay) and many more have been issued in this country. Freddie and the Dreamers have been issued on

But the accent is on Liverpool

ern, Milan. "Stasera No No No." sung by Remo Germani (Jolly-SAAR) and Nino Tempo and April Stevens (Atlantic-SAAR), Lotus (Leonardi), Milan. "Una Lacrima Sul Viso," sung by Bobby Solo (Ricordi) and Frankie Laine (CBS), FAMA (Ricordi) Milan. "Un Bacio Piccolissimo," sung by Robertino (Carosello) and Bobby Rydell (Cameo-CGD), Curci, Milan.

sound, and there are some new British climbers that have not yet been issued here. Some of these are the Hollies (who record for EMI's Parlophone), the Rolling Stones (who record for British Decca), and the Merseybeats (who record for the Philips subsid, Fontana),

Chairman Chairborne

LONDON-Sir Joseph Lockwood, EMI chairman of the board, has had to postpone his trip to the United States, due to take place this week, to a future date, Pressing business on the home front is the reason the EMI topper has had to reschedule his tour-

Billboard

Published Weekly by The Billboard Publishing Company 2160 Patterson St., Cincinnati, O., 45214 Tel.: 381-6450

Publisher

Hal B. Cook New York Office

Editorial Office

165 W. 46th St., New York, N. Y., 10036 Area Code 212, PL 7-2800 Cable: BILLBOARD NEWYORK

Editor-in-Chief Lee Zhito Editors P. Ackerman, A. Sternfield

Department Editors, New York Music News Paul Ackerman Radio-TV Programming Gil Faggen International News Jack Mahar Coin Machines Aaron Sternfield Editorial Assistant John Hays

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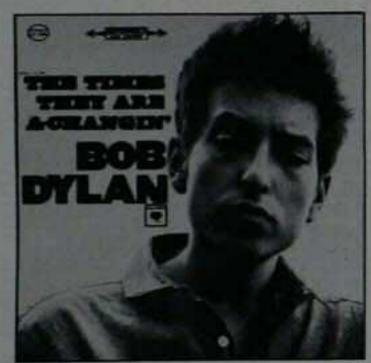
Subscription rates payable in advance One year, \$15 in U. S. A. except Alaska. Hawaii and Puerto Rico in other foreign countries on request. Subscribers when requesting change of address should give old as well as new address. Published week-by. Second-class by. Second-class postage paid at



Published seek by. Second class costage paid at Cincinnati and at additional entry office. Copyright 1954 by The Hillboard Publishes Vend, the semi-monthly masseine of antomatic vending one year, I in U. S. A. and Canada; Amusement Business, the weekly magazine of amusement management; one year, I in the magazine for muste flateners one year, I American Artist une year, IT; Modern Photography, IS, and the Carnegie Hall Program. Postmaster, please seed Form 2579 to Hillboard, 1160 Pattersun St., Cincinnati, O., 45214.



TALL SALES FOR A SHORT MONTH ... II BIG FEBRUARY RELEASES FROM COLUMBIA RECORDS



CL 2105/CS 8905









CL 2125/CS 8925



CL 2126/CS 8926



CL 2128/CS 8928



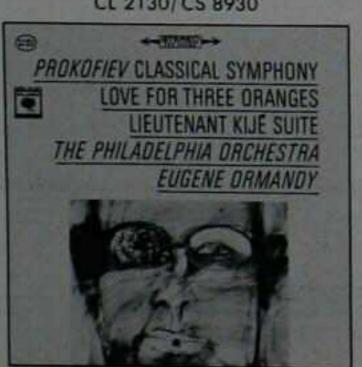
CL 2130/CS 8930



CL 2136/CS 8936



CL 2147/CS 8947



ML 5945/MS 6545/MQ 615*



ML 5939/MS 6539



ALBUM RELEASES

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

ANGEL

The Baroque Concerte; Virtuosi di Rome (Renato Faseno): 36153, 536153
BEETHOVEN: Concerto No. 2; Schnabel: COLH 3
BEETHOVEN: Concerto No. 4; Schnabel: COLH 4

FRANCK: Four Symphonic Poems, Les Étailes, Le Chasseur Les Djinns, Orch. National De Belgique (Chrytens): 36151, 536151

MOZART: Concerts No. 4, Concerto No. 6, Menuhiny Bach Festival Orch (Menuhin): 36152, \$36152 SCHUBERT: Richter Plays Schubert: 36150, \$36150 SMETANA: The Bartered Bride; EIAS Chorus, Lorengar, Wonderlich, Mercker, Frich and Bamberg Symphony Orch. (Kempe): 3642 (36159-60-61), 53642 C/L (536159-

VERDI: Quattre Pezzi Sacri; Philhermonia Orch. & Chorus

ASCOT

VARIOUS ARTISTS Divisions and Honkey Tonk Flano: ALS VARIOUS ARTISTS - Selections from Sound Tracks and Film Scores: UM 13504-05 (2-12")

AVOCA

WILLIE BRADY A Bit of Irish Humoor: 33-AV-147 Dances: 33-AV-146

BLUE NOTE

DONALD STRD SAND & VOICES-A New Perspective: 4124

COLUMBIA

TONY BENNETT-The Many Moods of Tony: Ct. 2141, C5 8941

The Brothers Four Sing of Our Times: C12128, C5 8928
CARL BUTLER & PEARL-Loving Arms: C1 2125, C5 8925
BOB OYLAN-The Times They Are A-Changin's C1 2105, MAMALIA JACKSON (and HARPO MARX)-Let's Pray Together: Ct 2137, CS 8930

JOSE ALFREDO JIMENEZ-Cancion Del Corezon EX 5112 LOTTE LENYA-Brecht/Weill, Happy End: OL 5630, 03 2032 CHICO D'FARRILL & HIS ORX-Torrid Zone: EX 5113,

ORIGINAL CAST -- In White America: KOL 6030, KOS 7430 ANDRE PREVIN -- Soft & Swinging -- The Music of Jimmy McMugh: CL 2114, CS 8914

THE RIP CHORDS-Hey Little Coors & Other Hot Rod Hitts THE JEREMY STEIG QUARTET-Fluts Fevers CL 2136.

BABRA STREISAND-The Third Albums CL 2154, CS 8954 JERRY VALE-Till the End of Times CL 2116, CS 8916 LARRY WILCOX & HIS ONK-Hot Rod Jazz-Tuff Sases &

Twancy Guitars, Ct. 2147, CS 8947
VARIOUS ARTISTS—Jazz Critics Choice—Great Jazz Critics Choose Mistoric Performances CL 2126, C5 8726 VARIOUS ARTISTS-Jazz Odyssey Vol. 1-The Sound of New

Orleans: C3130 (3-12") BACH: Easter Oratorio: Raskin, Forrester, Lawis, Beattle & Temple University Chair, Philadelphia Orch. (Eugene Ormandy), M1 5939, MS 6539 BACH: The Well Tempered Clavier Vol. 1-Book I; Glan

Govid: MI 593R M3 653R

BEITHOVEN: Pathetique Soneta/ CHOPIN: Revolutionary
Etude, Etude in C-Sharp, Scherze #1/ DEBUSSY: 3
Prejudes: Viadimir Horowitz: ML 5941, MS 6541
MANLER: Symphony No. 5; New York Philharmonic
(Leonard Bernstein)/ "Kindertotenlieder"; Jennie Taurel;

PROKOFIEV: "Classical" Symphony, "Lieutenant Kije"
Soite, "The Love of Three Granges" Suite; Philadelphia Strine, (Expense Grandy): ML 5945, MS 6345
SCHUBERT String Quintet in C Major, Op. 163; Eudapest String Quartet & Bernar Heifetz: ML 5936, MS 6536 SIBELIUS: Symptiony No. 11; New York Philhermonic (Thomas Schippers): Mt. 5935, MS 6535

DECCA

Bill Anderson Sings: DL 4499, DL 74490 The Nest of Count Basie: DXB 170, DXSB 7170 (2-127) The Best of Jessie Crawford: DXB 171, DX58 7171 JIMMIE DAVIS Highway to Heaven: DL 4432, DL 74432 The Red Feley Stery: DXB 177, DXSB 7177 BILLY GRAMMER-Golden Gospel Favorites: DL 4460.

GOLDIE HILL-Country Hit Parade: DL 4492, DL 74492 WERE PIERCE-Send: of Gold: DL 4436, DL 74436 Red Souvine: DL 4445, DL 74445 Ernest Tubb Sings Just Call Me Lanesame: OL 4385,

Ernest Tubb Presents the Texas Troubadours: DL 4459. DR 74450 The Best of the Weavers: DXB 173, DXSB 7173 (2-12") KITTY WELLS-Especially for You: DL 4493, DL 74493 WILBURN BROTHERS-Take Up Thy Cross DL 4464.

DL 74464 VARIOUS ARTISTS On Stage at the Grande Ole Oprys 01 4393, Di. 74393

DESIGN

PERCY FAITH, DAVID ROSE, RUSS CASE Three of a Kind-Romantic Mood: DLP-901, SDLP-901 LANI MEINTYRE, JOHNNY PINEAPPLE, JOHNNY POI-Three of a Kind-Hawalish: DIP 902, SDLP-902 JOSH WHITE, LEADBELLY, BILL BROOMZY-Three of a Kind

-Folk Singers: DLP-903, SDLP-903

F. YANKOVIC, V. ZAMBRUSKI, STOSH & POLKA TONES—
Three of a Kind-Polka: DLP-904, SDLP-904

THREE SUNS, ART VAN DAMME, LES PAUL-Three of a Kind-instrumentals: DLP-905, SDLP-905

LAWRENCE WELK, CLAUDE THORNHILL, AL DONAHUE—
Three of a Kind-Big Bands: DLP-906, SDLP-906

D. ELLINGTON, W. HERMAN, B. BERIGAN—Three of a KindJast Dance Bands: DLP-907, SDLP-907

TEDDY WILSON, ANDRE PREVIN, BARCLAY ALLEN-Three of e Kind-Piano: DLF-908, SDLF-908 IVORY JOE HUNTER, RAY CHARLES, JIMMY RUSHING WEBB PIERCE, PASTY CLIME, T. T. TYLER-Three of a Kind -Country & Western: DLP-910, SDLP-910

DEUTSCHE GRAMMOPHON

BARTOK-DAVID: Konzert Fur Violo: Pal Lukacs, Staatlisches
Konzert Orchestra (Ferenesik) SLPM 138 874
BEETHOVEN: Symphony =1 and = 7
BEETHOVEN: Symphony No. 1 in C Major, Symphony No. 2
in D Major: Berlin Philharmonic (Herbert Von Karajan)
LPM 18 802, SLPM 138 866
BEETHOVEN: Symphony No. 3 in E Flat "Eroica": Berlin
Philharmonic (Herbert von Karajan)
MARTIN: 6 Monologues from "Everyman," 3 Excerpts from
"The Tempest", Dietrich Fischer-Dieskau, Berlin
Philharmonic (Martin) SLPM 138 866
SCHUBERT: Plano Sonata in B Major; Geza Anda: SLPM

SCHUBERT: Plano Sonata in 8 Major; Geza Anda: SLPM

STRAUSS: Festive Prejude, Till Eulenspiegel, Don Juan, Salome's Dance, Berlin Philharmonic (Karl Bohm): SLPM

WAGNER: Meistersinger, Lohengrin, Walkure, Rheingold, Rienzi, Parsifol; Jess Thomas, Berlin Philharmonic (Walter Borni: SIPM 136-387

EPIC

Bobby Hackett Plays the Music of Bert Keempfert: 1N 74080, BN 26080

KING

VARIOUS ARTISTS-Turning Back the Clock: 17 859 VARIOUS ARTISTS-The Other Side of Grandpa Jones

LONDON'

JOHNNY KEATING & HIS BAND-Swing Revisited: SP 44034

LONDON INTERNATIONAL"

CAMILLO - Musical Memories of Love From Paris TW 91316
SALVOTORE IDA - Musical Memories of Calabria TW 91317
VARIOUS ARTISTS - Musical Memories of Naples TW 91313
VARIOUS ARTISTS - Musical Memories of Sicily: TW 91318 VARIOUS ARTISTS - Musical Memories of London: TW 91312 VARIOUS ARTISTS - 1964 Sen Remo Festival: Twelve Great Songs: TW 91337, AHS-1367-1368

PRESTIGE/BLUESVILLE

J. T. ADAMS & SHIRLEY GRIFFITH Indiana Ave. Blues: SHIRLEY GRIFFITH-Seturden Blues: BV. 1087 LIGHTNIN' HOPKINS Got to Maye Your Baby: BV 1091 Lightnin' Hopkins His Genatest Hits: BV 1084 ALEC SEWAND Creepin' Blues: BV 1076 BIG JOE WILLIAMS Studio Blues: BV 1083

RCA VICTOR

ORIGINAL CAST ... Helle Dolly": EPRM-0014, RPRS-0016 MILHAUD: A Frenchman in New York Suite; Boston Papa Orch. (Arthur Fredier)/ GERSHWIN: American in Paris, Boston Paps Orch (Arthur Fiedler)
MOZART: Pontifical Regulem Mass-John F. Kennedy:
Boston Symphony Orch. (Leinsdorf) LM/15C-7030 (2-12-)

REALM

BAROQUE JAZZ ENSEMBLE-Jazz for Bach Buffs: 8924, 8-9245

RECINA

JIM HALL-A Jacz Portrait of Roger Kellaway: E 298

SYMCO

GEORGE MANSFIELD L'Ecole Est Finie EX CIT Ette: Symca Co

UNITED ARTISTS

AL CAIOLA & HIS ORK-50 Fabulous Guitar Favorites: GEES SAU OFFEE LAN Sing Along With Chipper and His Playmates: UAC 11022 FERRANTE & TEICHER: 50 Februlous Plano Favorites: UAL 2343, UAS 6343 GREENHILL SINGERS-50 Fabulous Folk Favorites

THE HIGHWATMEN-One More Times UAL 3323, UAS 6323 FRANK LUTHER-The Emperor's New Clothes, UAC 11021 RALPH MARTERIE & ORK-50 Fabolous Dance Favorites VAL 3340, UAS 6349

KEN MEINTTRE - Way Way Dut: UAL 3336, UAS 6336
TITO RODRIGUEZ & HIS ORK-50 Fabulous Latin Favorites
UAL 3345, UAS 6345
VARIOUS ARTISTS - Voices of History: UAL 3351
VARIOUS ARTISTS: Folk and Jacz Wing Ding: UAL 3329,

VARIOUS ARTISTS - Guilliver in Lilliput: UAC 11024
VARIOUS ARTISTS - The Jazz Greats of Modern Times:
UA1 3233, UA5 6333
VARIOUS ARTISTS - All Babs and the 40 Thieves: UAC 11018 WARIOUS ARTISTS Row, Row, Row Your Boat and Other Mother Goose Rhymes, UAC 11035

WARNER BROS

Dead Ringer-Sound Track: W 1536, WS 1536 DICK & DEEDEE-Turn Around: W 1536, WS 1536

WESTMINSTER

ZACH: The Great Organ Charales (3 Vol.); Carl Weinrich: XWM 190AR-19050, WST 170AR-17050
CHOPIN: Scherzi Op. 20, 31, 39, 54, Berceuse Op. 57, Barcarolle Op. 60, Fantazie in F Minor; Paul Badura-Skoda: XWN 19053, WST 17053
CHAVEZ: Plano Concerto; Vianna State Opera Orch. (Chavez); Eirgene List: XWN 19030, WST 17030
SRIEG: Sonata No. 3 in C Minor; FRANCK: Violin Sonata in A Major; Andre Gertier & Edith Farnadi: XWN 19054, WST 17054
MILHAUD: Secred Secret for The Schlade M.

MILHAUD: Secred Service for the Sabbath Morning, Heinz Rehfuss, Chorus of the Radiodiffusion-Television Francaise, Orch, of the National Opera Theater (Darious

Milhaud: VWN 19052, WST 17052 MOZART: Posthorn Serenade K. 220, Serenata Notturna K. 239 Chamber Drch. of Lausanne (Victor Desarzens):

SCHOENEERG: Verklarte Nacht/ ELGAR: Introduction and Allegror BRITTEN: Prelude and Fugue; Chamber Orch. of Lausanne (Victor Desarrens): XWN 1903), WST 17047
STRAUSS: Metamorphotan, Le Bourgeois Gentilhomme; Chamber Orch. of Lausanne. Stephan Romascano, victor; Chamber Orch. of Lausanne. (Victor Desarrens): XWN 1903)

TELEMANN: Concerto for 3 Trumpets and Orch./ STOELZEL: Concerto Grosso for 6 Trumpets/ CORELLI Concerting for 2 Trumpets/ MANFREDINI: Concerto for 7 Trumpets / L. MOZART: Concerto for Trumpet: Roger Delmotte & Arthur Haneuse (Trumpets). Vienna State Opera Orch. (H. Scheichen) XWN 19047, WST 17047

WAGNER: Rienzi Overture, The Flying Dutchman Overtures, Siefried Idyll, Lohengrim Prelude; Munich Philharmonic Orch, (Hans Knappertsbusch) XWN 19055, WST 17055

WORD

The Janz Brothers - W-3198 MRS MIGGSY - Under a Musical Mushroom: W-3254 PHIL & LOUIS PALERMO - Traveling Together: W-3279

"See Disk Deals for Dealers.

W. German Record Industry Sees a Year of Reshuffling

Continued from page I

M 15

a proliferation of German diskeries as to be patently uneconomic.

Twenty - three labels accounted for 1963 output of 2,307 singles, 838 EP's and 1,178 LP's. The breakdown:

ing Philips and Deutsche Grammophon. The latter management has just denied what it calls "irresponsible gossip" that Philips - Gloelampen - Fabrieken Eindhoven (Philips Lamp

	Singles	EP	LP
AMADEO	39	22	26
ARIOLA	246	126	189
AUSTROTON	67	38	32
BELLA MUSICA			_
CBS	317	119	271
DEUTSCHE GRAMMOPHON		60	260
DEUTSCHE VOGUE	281	97	103
ELECTROLA	277	35	111
FUNK-RECORD	7		
HOHNER			-
JUPITER RECORD	13	1	2
MARINO RECORDS	4	-	
METRONOME	137	32	174
OSTINATI	2		
PHILIPS	184	83	361
POLARIS	12	1	-
RECO	22	-	-
SCHALLPLATTENDIENST		12	5
777			
TELDEC	362	190	138
TELETON	15		-
TEMPO	26	16	3
UKELA	5	-	-

Of 2,307 singles, German production supplied 1,178 and international production 1,129; of the 838 EP. German production 405; and of the 1,676 LP, German production 651.

Continues Strong

International production, thus, supplied nearly half of German singles titles, about half of EP, and about two-thirds of the LP. The forecast is for a continued big market in Germany for international production.

About 20 per cent fewer singles were produced last year than in 1962, but the singles drop off was more than offset by the boom in LP's. The Federal Statistical Office reports that total disk production for 11 months of 1963 amounted to 52.9 million records compared with 60 million in the 1962 comparable period. This is significant only as indicating the decline of singles, since the total value of disk sales was boosted appreciably by the increase in LP's.

Common Market

All of the major German record companies have plans for the European Common Market. The plans involve reorganization and expansion of individual firms, mergers and acquisitions, and revamping of production and distribution.

Already, the rumors are flying, and typical is that involv-Plant of Eindhoven) would take over Deutsche Grammophon. Grammophon, the statement

underlined, will continue to remain in the unchanged ownership of Siemens, the giant German electrical concern. The statement continued, however: "The firms of Siemens and Philips merged their phonograph record interests in 1962 to strengthen and expand their competitive position on the world market. On the basis of this agreement, Siemens and Philips now each hold 50 per cent of the capital of Deutsche Grammophon-Gesellschaft mbH and the N. V. Philips Phonograph Industry."

Grammophon said there has been no change in their proprietory arrangement and none is contemplated. The fusion is proving highly rewarding, the statement said, and sales of both concerns, especially abroad, have increased substantially.

Grammophon concluded that

in view of the rapid postwar expansion of its world trade, the diskery is reorganizing and decentralizing. The German trade is to be split off and placed in a "Germany department," which later on will be converted into a full subsidiary of Grammophon. Europe-Minded

The German trade's European orientation is reflected in the rechristening of Ariola to "Ariola-Eurodisc," and in the redesigning and recasting of the firms' trade mark, packaging and public relations image. For example, Polydor is undergoing such an image face-lifting.

NARM Votes

Continued from page 3

Chamberlain, MGM: Trini Lopez, Reprise, and Wayne Newton, Capitol.

"Most Promising Female Vocalist" nominees are: Lesley Gore, Mercury; Nancy Wilson, Capitol; Peggy March, RCA Victor, and Skeeter Davis, RCA Victor.

In the election for "Best Selling Vocal Group" are: Peter, Paul and Mary, Warner Bros.; the Beach Boys, Capitol; the 4 Seasons, Vee Jay; the Kingston Trio, Capitol, and the New Christy Minstrels, Colum-

Contestants for "Best Selling Comedy Recording Artists" are: Allan Sherman, Warner Bros; Bill Dana (Jose Jimenez), Kapp; Rusty Warren, Jubilee; the Smothers Brothers, Mercury, and Vaughn Meader, MGM - Ca-

Best Selling Children's Line" nominees are: Colpix, Disneyland, Golden, Pickwick International, and United Artists.

Nominees for "Best Selling Orchestra" are: Billy Vaughn. Dot; Henry Mancini, RCA Victor; Joe Harnell, Kapp; Lawrence Welk, Dot, and Mantovani London.

"Best Selling Economy Price Product (under \$1 retail) contestants are: Ambassador Record Corporation, Crown Records, Pickwick International, Premier Albums, and Somerset

Stereo-Fidelity. Vying for "Best Selling Economy Price Product" (over \$1 retail) are: RCA Camden, Richmond-London, and Wing-Mer-

cury.

My True Carrie, Love b/w A Rag, A Bone and A Hank of Hair #5125

Capitol

New York City Crawls With 'Beatlemania'

Continued from page 1

van Show" Sunday night. The Capitol and Swan diskings have been selling "almost in equal volume" at the Mount Vernon outlet, with little or no sales on the Vec Jay or MGM disks.

E. J. Korvette in downtown Manhattan completely sold out all of its Beatles product by the end of last week. The large discount store is gearing for a rush on Monday as a result of activities over the weekend.

The Al Levine Record store in New York City reports the Beatles' offering on Swan as their leading seller with the Capitol version trailing not far behind. The store reports no sales for the group on Vee Jay or MGM.

A somewhat different picture is painted by the Record Shack here, which described the sales of Beatles records as steady throughout the weeks with the Capitol Record "far in the lead" and followed by the Swan outing. The outlet also reported no sales response to the Vee Jay or MGM waxings. The store is also preparing for an onslaught of Beatles record buyers this week as a direct result of their appearance on the "Ed Sullivan Show."

WWDC-Radio has proclaimed February II as "Beatles Day" in the Nation's Carital and in honor of the special occasion

NEW BOOK ON PROGRAMMING

MIAMI - Billboard's Record Source International has concluded arrangements with Dick Starr) Stambaugh of WFUN, Miami, and associate Bob Harris to publish and distribute their 62-page soft-bound book "Professional Programming Vol. I" for air personalities and program directors.

Copies may be obtained from Billboard Publishing Company, RSI Division, 165 West 46th Street, New York, N. Y., 10036. \$5.95 postpaid. The book provides the details on contests, rotation games, comedy production techniques, station comedy promos, exotic commercials, promos, station breaks and weather.

Plans are under way for a second volume which will be published in the not too distant future.

deejay Carroll James will do his afternoon show from the site of the Beatles' first "live" appearance in the United States-The Washington Coliseum.

When the now famous Beatles arrive in Washington an unusual "art" exhibit demonstrating a facet of U. S. culture will greet the vocal group. The station, believing the Beatles have had a profound influence on our culture, has asked its listeners to send any picture from magazines, newspapers or whatever, with a Beatle haircut drawn on the subject.

The grand winner, that is, the entrant judged to be most original, will receive \$100, with all others judged unusual enough to display, \$12.60 each. WWDC will display the winners' "art" at the Coliseum tomorrow (11), the night of the concert.

New York's WINS is pulsating with Beatlemania. The station reports that for the first time Beatles recording occupy first, second, and third place on their musical play list. In first place is their Capitol recording of "Let Me Hold Your Hand," followed closely by "She Loves You" on Swan, and, finally, the Vec Jay waxing, "Please Please

The Group W station has upstaged CBS-TV by taping exclusive interviews with the Beatles which were aired once an hour on Thursday (6) and Friday (7). On Sunday, at 7 p.m., one hour before their scheduled debut on the "Ed Sullivan Show," the Beatles were heard on WINS in a 30-minute special:

The in-person interviews were obtained for WINS through the action of the station's European correspondents Rod MacLeish and Jim Anderson in London and Bernard Redmont in Paris. The bureau also provided its New York outlet with Beatle wigs which have been awarded to listeners via an on-the-air contest. Also awarded were tickets to the Beatles' February 12 Carnegie Hall concert.

Brad Philips revived his old 1956 program "Battle of the Baritones" Sunday (9) from 8 a.m. to p.m. on WINS. This time, however, Philips is labeling the action "Battle of the Groups," The winner, to be determined by votes sent in by listeners, will battle it out again next Sunday and in ensuing weeks.

WMCA, New York, has been

Are Sold Up

Continued from page 1

could contribute little more than loud applause.

Biggest outlay for the festival was for music. Two orchestras, conducted by 22 different directors, played. This, too, was an innovation because in the past the singers had a choice of one of two directors. This year each was able to choose his own.

The two American RCA artists, Paul Anka and Little Peggy March, for instance, relied on the baton of an American. Robert Bageloff. Individual expenses by the phonograph houses included advertising of disks, sales of which began two days before the competition, and posters which bedecked every free inch of wall space in San Remo. Special choreography for each singer to assure his stage presence was another factor introduced by some companies.

Although the long-standing dispute between RAI-TV and the festival seemed to be settled in December, there remained a doubt until the last minute whether the first evening would go on the air in toto because official program releases by RAI spoke only of a summary for the first evening and complete services on the next two. Most newspapers protested that this would be unfair to half the singers who were called upon the first night. A series of conferences was immediately called to work out a solution.

running a Beatles wig contest. The "Good Guys" are seeking listeners to take photos of their friends or from newspapers and paint Beatles wigs on them. The station is awarding \$57 to the first two most original entries, with another 998 winners receiving a 45-r.p.m. disk featuring photos of the group and the "Good Guys" on specially made record jackets.

NARM Conclave

· Continued from page 1

according to Malamud, that the convention will also draw a stellar attendance by the top executives of all the leading labels. Malamud said symposiums will be conducted with the industry leaders participating. NARM's special legal-counsel on Federal Trade Commission matters, Albert A. Carretta, a former FTC commissioner, will be one of the convention speakers.

Remo, Acts, Tix Chicago Flips Its Wig; Beatles and Otherwise

Continued from page 1

record going for them at a time. Currently, the Beatles have no less than four singles and three albums.

Record stores are filled with different forms of Beatles promotion material that often defy the imagination. Even the discount houses, traditionally slow to use point-of-sale material from any one diskery, have gotten on the bandwagon.

Radio Promotions

Radio stations likewise are running promotions, and in all cases, playing the records like

WLS, the big singles-selling powerhouse, has had a pair of promos by its two evening deejays, Art Roberts and Ron Riley, and is in the throes of starting a Beatles' fan club.

WYNR, the big McLendon Corporation rocker, has been pushing Beatles' records despite a recent station policy switch to an otherwise r.&b. format.

Even WIND, the middle-ofthe-road Westinghouse outlet. last Friday (7) decided to add a Beatles' record to its list ("She Loves You" on Swan).

The university radio station at nearby Notre Dame played "I Want to Hold Your Hand" (Capitol) for one hour straight last week and students responded by storming the studio en mass (though whether in approval or protest, no one was able to figure out).

Jim Lounsberry, king of the teen-age hop specialists here, planned a Beatles Dance for his

Beatle Binge In Los Angeles

· Continued from page I

Ethan Caston said the Beatles' Capitol single and LP are No. 1 sellers. "The Beatles as an act are the biggest attraction to hit the business since Presley. Their Capitol LP is the biggest album we've had since 'First Family."

The May Company Department stores are seeking to become the area's "Beatles Centers," selling disks as well as various Beatles - licensed merchandise.

California Music's Buddy Robinson reported the Beatle tide rising, but that it won't hit the full crest until after the group's appearance on the Ed Sullivan show. Top sales, he said, were being enjoyed by the Capitol single and LP, and the Swan single and the MGM releases were also enjoying a brisk business.

Wally Peters, sales manager at Sight and Sound, Van Nuys, said that the biggest effect of the Beatles has been to move "Beatles-type" product. In addition to their own releases, he said 90 Capitol LP's, 700 Capitol singles and 300 Swan singles were sold. Generally he classified business as being "hot."

At Westchester Music, Al Spaulding said the Beatles were moving well. He said he had sold over 100 of the Capitol single and LP. At headquarters for the 12-store White Front chain, disk buyer Charlie Sims said their Capitol items had been moving well but the only other merchandise which has held up strongly is allied product; namely, surfing and hot rod LP's

Sunday (9) hop in Elgin, Ill., and was placing television sets around the hall so the kids could see the Beatles during their history-making appearance on the Ed Sullivan show.

Only the so-called "good music stations were turning a deaf ear to the Four Charmers From England but with the way the Beatles' records were selling. nobody really seemed to care.

Capitol branch manager Tom Beckwith said he had moved over 100,000 Beatles' LP's and over 150,000 Beatles' singles. He said in the 10 years he's been in the record business, the Beatles are the hottest recording artists he's ever seen.

Beatles Suit in State of Limbo, City of Chicago

By NICK BIRO

CHICAGO - The Capitol-Vee Jay lawsuit over Beatles product was in what one attorney described as a "state of limbo," with counsel for both sides due in Appelate Court last Friday (7) afternoon for further hearings.

Last Wednesday (5), the Appelate Court granted Vee Jay a stay on Capitol's injunction prohibiting Vee Jay from selling

Beatles records. The stay was issued pending Vee Jay's appeal and on the condition that Vee Jay post a \$30, 000 bond. The bond was posted, but, meanwhile, Capitol attor-

neys filed a petition for rehearing.

The rehearing was scheduled for Friday (7), and the court held off approval of the Vee Jay bond pending the outcome of the hearing. Vee Jay thus continued to be prohibited from shipping or manufacturing Beatles records, though the situation could conceivably be different as this issue comes off the press.

LBJ Ignored As N.Y. Crowds Chase Beatles

NEW YORK-President Lyndon B. Johnson visited here late last week, but his arrival was overshadowed by the Beatles' invasion. Few were aware of the President's presence in their midst, but no one could miss the fact that Britain's Beatles had descended upon the town. Radio. TV and all other communication media were filled with Beatle clamor. At Kennedy Airport here. Beatle greeters began lining up at 4 a.m. Friday to await the group's arrival that afternoon.

For the first time in disk history, a single attraction had five sides on the Hot 100 chart-all going up-plus three albums on the Top LP's chart. RIAA already has certified the Capitol single has a million seller, and the Capitol album as having sold more than 500,000 copies. The group, which was first introduced to U. S. TV audiences on the Jack Paar show via film a month ago, arrived here for its live TV debut on Ed Sullivan's show (9).



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billy b/w under age

Fox 468

Betty Madigan

finders keepers
've got'a secret

Fox 468 The Shepherd Sisters A Bob Crewe Production

no matter what the people say i wish that he would call me

TCF -10

Martine Dalton & Bennie Bunn

the glory of love i need you so

TCF -12

Dean Barlow



WATCH FOR THEM!



O'SEAS REVIEW

Ella Wins Hong Kong

HONG KONG - There has never been a concert quite like it in Hong Kong before. Ella Fitzgerald, tired after an exhausting tour of Japan, came on stage at Hong Kong's City Hall and completely captivated her audience with one of those really great performances. Much has been said, and as much written about Hong Kong's tough-asnails concert audiences that have often left performers either in tears or vowing never to return again. Jazz does not really have a following of any dimension

Certainly she worked hard Friday (January 24) and the response brought tears to her eyes. Ella received an ovation before she had sung a note, and from the moment drummer Gus Johnson picked up the beat on her opening number, "Cheek to Cheek," the applause rose to a crescendo. Ella's fatigue-which caused her to miss a dinner in her honor and for Harvey Shein, CBS vice-president-seemed to drop off her like a cloak, and the great artist, buoyed along by the enthusiasm she had succeeded in generating, gave one of her greatest performances.

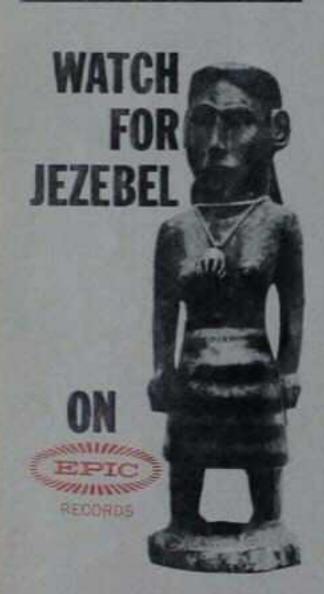
At the show's end, Ella took four curtain calls after being on stage for all of two hours. Even then the audience would not let her go. She sang a couple of encores, took more curtain calls then walked gracefully into the CARL MYATT wings.

MOVIE REVIEW

Alert Dealers on 'Sunday'

NEW YORK-The hip record dealers on the Loew's "Showcase" circuit will find added promotional bonus for record sales in the new Seven Arts comedy, "Sunday in New York." The picture is loaded with obvious dealer, rack and distrib tie-ins for disks by Mel Torme and Peter Nero

Torme sings the vocal version





of the title song behind the titles and his version is already available on the Atlantic label. An LP which gives the tune top billing is already in the works. Pianist Nero, who wrote the score for the picture, is plugged liberally and two of his RCA Victor LP's are actually shown in scenes. The artist is also shown playing the piano with rhythm section in a club which is named after him. Victor has also released an LP which features Nero playing tunes from the picture.

The flick is a genuinely amusing feature based on the perennial question (which seems to be getting more attention than ever), "Should she? or Shouldn't she?"

The MGM release is a slick confection done in the Playboy magazine style-that is, a never, never land of bachelor apart-

Basie & Bennett At Carnegie Hall

NEW YORK-Tony Bennett returns to Carnegie Hall February 21, accompanied by the Count Basie orchestra. SRO was the order-of-the-day at his two previous appearances. Included in the concert will be many of the songs which have become identified with the singer over the years along with a concert arrangement of his current Columbia disk "Little Boy." Bennett won the record industry's 1963 Grammy award in a nationwide poll which named him outstanding male vocalist of the year.

BOSTON REVIEW

Thatcher Has the Style

It is heartening to run into a lad of 21 who exhibits sound musicianship, presence, command and a delivery to his bag of musical tricks. While he may not have all these attributes presently under complete control, it is not an unreasonable prediction to say that Mark Thatcher, who has just made his first 45-r.p.m. for Columbia, is a performer of more promise than most.

The Montreal-born lad did not appear at the Monticello in Framingham as the star. He was in the middle of bill. Nor did he sing his Columbia recording, "One Good Solid 24-Karat Reason" b.-w. "I'm Lonely." He preferred to stick to standards. Perhaps his notable number of the evening was his reading of "What Kind of Fool Am I?" It gave scope to Thatcher's unusual range which is in a mellow baritone and rises full-bodied into a ringing tenor range.

His style, which propels, yet does not drive, could easily fall prey to run of the mill rock and (Continued on page 45)

ments and sports cars. Unlike some of the other films of this type, "Sunday in New York" has some believeable people. Cliff Robertson is one, Rod Taylor another, and Jim Bachus a third. Jane Fonda plays the young lady who has to make the ultimate moral decision.

JACK MAHER

It's Always Fair April Despite the Weather

NEW YORK-What's in a name? Miss April Stevens, one of the hit making team of Nino Tempo and April Stevens on Atco Records, makes a pretty Cogent point in a new special deejay disk. On the disk she gives 11 capsule weather spots geared to fit any inclemency. The brainchild of Atco promo director Jack Fine, the 45 r.p.m. disks bearing April's insouciant voice are being sent to deejays across the land and the firm is guaranteeing her fervent, maleflattering weather remarks will warm the cockles of iron-bound hearts.

CBC Picks Winners

TORONTO - The Fifth Annual CBC Talent Festival finals for the 1963-1964 season will be broadcast on the CBC network Sunday, February 16. Sir Ernest MacMillian has traveled across Canada to host this series for the CBC and the finals will also see him acting as host with the orchestra under his direction

TALENT ON TOUR

(Top record talent in top record towns this week)

EAST

Miles Davis will play a benefit concert at Philharmonic Hall (12).... Thelma Carpenter returns to the Bon Soir for a four-week engagement (11). . . . Sharing the bill at the Bon Soir will be Isobel Robbins and the Three Flames. . . . Count Basie plays Brunswick, Me. (13-14) and Orono, Me. (15). ... Joseph Krips will begin his second guest conducting engagement of the season with the New York Philharmonic (13). ... Henryk Szeryng will be

heard in concert in Philadelphia (10) and Rochester, N. Y. (13).

SOUTH

Peter, Paul and Mary continue their tour of the South with engagements in Memphis (11), Knoxville (13) and Raleigh, N. C. (14). . . . Dave Brubeck plays Orlando, Fla. (14) and New Orleans (15).

MIDWEST

Dates in Kenosha, Wis. (10) and Aurora, N. Y. (15) for

TV GUEST APPEARANCES BY RECORD TALENT

FEBRUARY 10-15

(All Times Eastern Standard)

MONDAY 10-LESLIE UGGAMS, BOB McGRATH, THE QUINTO SISTERS, DOMINICK CORTESE, DICK HYMAN All join hands on the Sing Alony with Mitch show (NBC-TV, 10-11 p.m.).

MONDAY 10-KATHY KEEGAN

This talented girl takes the singing spotlight on the Steven Allen Show.

TUESDAY 11-GENE AUTRY, WOODY HERMAN, ROBERTA LYNN A diversified program for the Steve Allen Show

TUESDAY 11-JOHNNY NASH

This vocalist shows up on the Tonight Show (NBC-TV, 11:15 p.m.-1 a.m.)

TUESDAY 11-JOAN SUTHERLAND, AL HIRT, THE BROTHERS FOUR
All join in a salute to Lincoln's birthday and other anniversaries of the month on the Bell Telephone Hour (HBC-TV, 10-11 p.m.).

WEDNESDAY 12-ALLAN SHERMAN The cemic quests the Tanight Show (11:15 p.m.-1 a.m.).

WEDNESDAY 12-LOU RAWLS The blues sincer is featured on the Steve Allen Show.

WEDNESDAY 12-RICK NELSON Rick joins his parents on the Adventures of Ozzie & Harriet (ABC-TV, 7-20-

WEDNESDAY 12-PETE FOUNTAIN, JOHNNY MANN The jazz musician and Mann come together on the Danny Kaye Show (CBS-TV, 10-11 p.m.)

THURSDAY 13-EYDIE GORME, GEORGE JONES Pap meets country on the Jimmy Dean Show (ABC-TV, 9-10 p.m.).

THURSDAY 13-LENA HORNE, DEAN MARTIN Lens and Dean join Perry in a Valentine show on the Perry Come Music Hall (NBC-TV, 10-11 p.m.).

THURSDAY 13-BILL HAYES, THE HIGHWAYMEN Bill and the Highwaymen visit Johnny Carson on the Tonight Show (HBC-TV, 11:15 p.m.-1 a.m.).

FRIDAY 14-JULIE LONDON AND SERGIO FRANCHI Julie and Sergio guest the Bob Hope Comedy Special (MBC-TV, 8:30-9:30

FRIDAY 14-MARGUERITE PIAZZA, BOB NEWHART, JOHNNY PULEO'S HARMONICA Jack Paar plays host to the above talent on the Jack Paar program (NBC-TV 10-11 p.m.).

SATURDAY 15-WILD BILL DAVIDSON AND HIS SALT LAKE CITY SIX, MIKE SETTLE, THE BRANDYWINE SINGERS, ORRIEL SMITH, SERENDIPITY SINGERS, HERBIE MANN MODERN JAZZ SEPTET All visit the famous winter carnival at Dartmouth College, the site of this week's Hootenanny (ABC-TV, 7:30-8:30 p.m.).

SATURDAY 15-JANE MORGAN, VIC DAMONE, THE FOUR AMIGOS These stellar attractions meet others at the Hollywood Palace (ABC-TV, 9:30-10:30 p.m.).

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

ARTISTS' BIOGRAPHIES

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



BOBBY GOLDSBORO (United Artists) PM: Buddy Buie

A recording of the distinctive voice of Bobby Goldsboro played for Jack Gold, a.&r. director of United Artists, resulted in a fast trip to Dothan, Ala., and the signing of the young Southerner to an exclusive contract on that label, "See the Funny Little Clown," which Bobby wrote himself, is his first release for them. After two years at Auburn University,

Bobby free-lanced for a time before joining Roy Orbison as guitar player in January of 1962. He is still with Roy and his group. This happy working arrangement has brought about a collaboration between the two singer-songwriters.

Last spring Bobby married his high school sweetheart. Besides their love of music they share a love of sports. In fact, Bobby insisted when signing with United Artists that he should not have to record during the World Series.

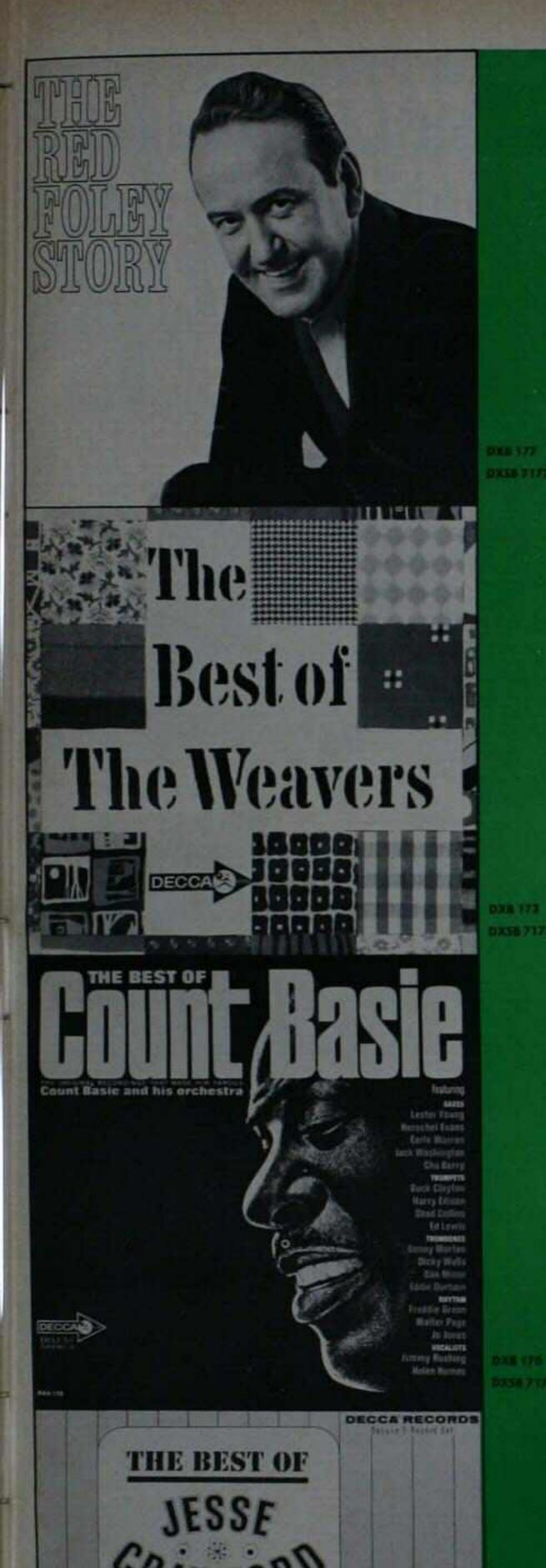
LATEST SINGLE: "See the Funny Little Clown" is No. 22 on Billboard's Hot 100 this week.

Addiss & Crofut. . . . Kai Winding continues his engagement at the Celebrity Club in Chicago through the 23d. . . . Earl Wrightson and Lois Hunt will appear this week in Oshkosh Wis. (11), Stevens Point, (13) and Waukegan, Ill. (15).... Byron Janis plays with the Indiana Symphony in Bloomington (11).... Gina Bachauer will be heard with the Chicago Symphony (13-14).... Janos

Starker will give concerts in Phoenix, Ariz. (10-11). . . . Woody Herman opens an engagement at the Off-Broadway Club, San Francisco (14).

NORTH

Stan Getz plays Montreal for a week (10-16). . . . One night in Toronto (15) for the Smothers Brothers. . . . The New Christy Minstrels conclude their northern tour in St. John, Newfoundland (10-11).



The Post of The Organ

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Radio-TV

PROGRAMMING

. READY-TO-GO PROGRAMMING PROGRAMMING NEWSLETTER

Governor Collins Ups Programming at NAB

NEW YORK - The increasing importance of radio programming was given official recognition by Governor Leroy Collins, president of the National Association of Broadcasters in a luncheon speech before the International Radio and Television Society Wednesday (5).

Governor Collins told a jampacked audience of advertising and broadcasting executives that one of the main objectives of the NAB during the current year will be to do constructive work in the area of radio programming.

The NAB Radio Board of Directors at their Sarasota meeting recently voted to hold four radio programming clinics, two in small cities and two in large cities, on a pilot basis,

"These will not be a dilatory combing-over of tired old ideas. They will be a driving attempt to push radio programming well beyond its present frontier and to break through into virgin areas," Collins said.

The NAB thinking behind these clinics is to test the feasibility of establishing a program department within the organization.

The NAB president said further that: "We will not be undertaking an examination of how things have been done in the past, except to develop a base from which we can draw a creative blueprint for how things can be done differently and better in the future. It will be a brainstorming effort, and we don't consider it a success unless we have many fresh ideas and tired brains when we get through.

The Governor remarked that in so few years, radio changed from an "intriguing toy" to a "necessity in the lives of people all over the world."

"It was not a smooth, steady transition. From the Twenties to the end of World War II radio was a vigorous, growing industry, without peer in its influence.

"In the fifties, there came hesitation, doubt and confusion. Support from the public and advertisers waned. Radio did not know in what direction its future lay-or, indeed, if it had any future at all.

"It has been said by some," Collins observed, "that radio's troubles during the Fifties were caused in great part because so many talented and creative people who left radio and moved into television. There may be some truth in this, but

Gershwin Programs

NEW YORK-Many stations across the country are preparing programs of Gershwinianna, February 12, in honor of the 40th anniversary of the first performance of George Gershwin's "Rhapsody in Blue."

Vast Untapped L.A. Audience Through Information Features By ELIOT TIEGEL HOLLYWOOD-A radio sta-

tion which communicates with its audience through features with a distinct functional flavor is being created at KHJ through the programming concepts of its fiery commander Marty Fliesler.

A recent immigrant from New York and RKO General's toprated talk Station WOR, Fliesler is attempting to program unique features which will bring about a "renaissance of radio" in a market which sees more people moving into it than any other area in the nation.

Fliesler has been KHJ's vicepresident and general manager since July 5, 1963. The single most important thing he has discovered about Los Angeles is the transient audience and how radio, in his estimation, has failed to capture the majority of the million new residents to Southern California since 1960.

Fliesler's concept to capture these newcomers is to present an information and news station with music tying the features together. "Los Angeles is a great radio town," Fliesler said, "be-



KHJ's New GM Fliesler Wooing

KHJ's MARTY FLIESLER: "We're after a renaissance in radio programming."

cause of the beach, freeway and patio-living environments."

When Fliesler first arrived from New York, trade speculation was that KHJ would duplicate the talk format of highly successful WOR. Yet while there is more talk on the station now than in the past, the format is

more of a radio magazine of the air than a strict gab station. Get New Audience

Fliesler is out to capture specific audiences: the new arrivals who have not as yet developed any station loyalties and the people who have stopped listening to radio because there isn't anything which appeals to them.

Station now offers five-minute information features by guest experts on business, pets, fashion, travel and sports on its "Radio Los Angeles" afternoon show hosted by Jim Coy. Leo Durocher, one of the sports world's most colorful figures, does the capsule feature both morning and afternoon.

Fliesler sees these first features as the nucleus of additional information features on other subjects which will help build the station's image as the town's information outlet.

Additional philosophy behind KHI's info features is the desire to service the community. During the "horrible four days in November, KHJ created a community desk, and kept listeners up to date on cancellations of local events during the mourning period for President Kennedy. This feature brought torrents of grateful letters from listeners.

During its morning and afternoon programming, station's disk jockeys play the best of the pop

P. D. Chair a Challenge-Monroe

Larry Monroe is both a programming executive and air personality. Since July of 1961 he has held down the program director's slot, plus an air stint 3 to 6 p.m., on the Plough station in Baltimore, WCAO.

I would guess it was not so

much the people who moved

out as it was some of the

stations were bought and sold

like "cows at a livestock mar-

ket, and the dominant criterion

for their purchase was how

much milk they would give."

He said some of these people

saw in radio not an opportunity

to serve-but merely an oppor-

fully, is about over. In the

Sixties there is a strong stirring

in radio, a new feel of opti-

mism, a new professional pride

in service, a new sense of po-

tential, a determination not to

be merely television without

pictures, but to be radio with

imagination and distinction,

"I think that period, thank-

tunity to exploit.

Collins concluded.

Collins charged that radio

people who moved in."

Monroe, who began his broadcasting career in 1947 at WGYN-FM, New York, while attending New York University, moved into program management at WNOE, New Orleans in 1956. He has served in similar capacities at KTSA, San Antonio; KLIF, Dallas; KIOA, Des Moines; KAKC, Tulsa; KXOK, St. Louis, and as director of programming personnel for the McLendon Stations.

In discussing the challenge of program directors Monroe said:

"The short term benefits must not outweigh the long range

NEW YORK - KDKA radio

will be honored at the Broad-

cast Pioneers banquet tonight

(10) in New York's Pierre Hotel.

Bobby Vinton, Vaughn Monroe,

the Four Saints and Ray Bloch

and his orchestra will entertain.

NBC vice-president Lee Jahncke,

president of the Broadcast Pio-

neers, will preside and Clair

McCollough of the Broad-

casters' Foundation, will pre-

HOLLYWOOD - KABC,

which now airs more talk fea-

tures than any other AM station

here, has added an additional

three hours of telephone com-

sent the award to KDKA.

3 Phone Hours Added

At Hollywood's KABC

KDKA Award

must be avoided."

years dominated the Baltimore market with impressive ratings and in terms of audience response. The station's approach to programming may be best described as playing the latest pop single releases, believable air personalities, backed by exciting on and off the air promotions, and a passionate interest in the

keep on top of current trends in

music as a matter of every day

"Music may not be of universal appeal. Most of us are aware that there are many records that become tremendously popular in the Baltimore area, that never achieve this acceptance anywhere else. Conversely, some hits in Los Angeles don't make it here. We should remain sensitive to our area's tastes. We should spot music trends and changes in trends."

Monroe went on to caution that, "No one program director can predict all the hits to be. Constant experimentation with sounds and musical ideas lead to a continuing flow of exciting, appealing music. So program directors and musical directors are the ones to look for these subtle changes in taste and presentation. Without a sensitivity to tastes of our areas, we are losing touch with the best musical barometer there is ... the listener!"

Owens Profile Draws Calls

HOLLYWOOD-When Gary Owens, KMPC's afternoon funnyman, told listeners about his profile in last week's Billboard, his engineer, Jack Foster, who converses with Gary on the show, asked on the air: "Do you think Billboard would do a story about my voice?" Whereupon Gary quipped: "No, I don't think so . . . they have too much taste."

Owens happily promoted the story on his Monday (3) show and later reported that congratulatory calls from tradesters kept his phone buzzing. He finally gave engineer Jack a chance to

NBC To Push Talk-Talk?

NEW YORK-And away we go! A phrase heard more around 30 Rockefeller Plaza lately than at Jackie Gleason's CBS studio.

The 2d and 5th floor occupied by WNBC radio has been buzzing all this week with news of a new format and new air personalities soon to be introduced on the NBCowned 50,000 watter.

George Skinner, recently appointed general manager of the station, reportedly has been pushing an all-talk format with the 9th floor powers. Several visits to the station this month by Brad Crandel, long associated with a top rated telephone controversy program on Toronto's CKEY, and now CHFI-FM staffer, seems to indicate that Skinner may have got what he asked for.

The flagship station has not been able to lift itself out of a long running rating and financial rut and has been searching for a way up and out. Just how extensive the personnel changes will be remains to be learned. All indications point to virtually a clean sweep.

sing, put on an Oriental-sounding voice and told dialers to listen if Jack could shatter a glass. After a moment there was a shattering and Foster asked. "Did I break the glass?" "No," answered Owens, "I dropped it."

For Anniversary

mentary to its Sunday schedule. Bob Grant is host of "Sunday Line," the new show heard from 12:15 to 3:30 p.m. Grant already hosts two other phone conversation shows, "Open Line" and goal of a radio station. What might add to the immediate audience appeal ... but in the long run detract from the overall station's community image,

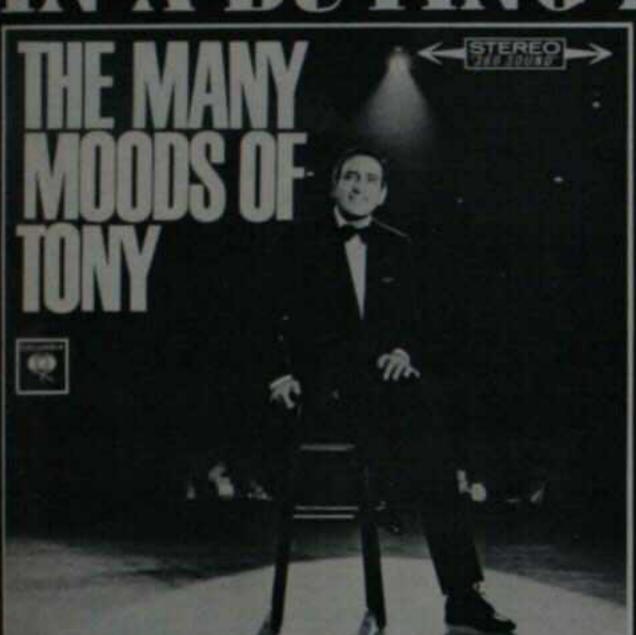
WCAO has for more than two affairs of the community.

"I believe the station that gets the audience is the one that constantly presents the margin of positive difference in the community," said Monroe. It might be current music, exposing new records first, effective public service, or the most ingenious contests. No one of them does it. But the combination of some of these elements. But one area that will work for sure is the integration of the station into community activities," he em-

Baltimore and WCAO are key factors in the promotion and sales of pop music. Monroe as p.d. and air personality must

More Radio-TV News on Pages 14, 45 & 46

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PROGRAMMING NEWSLETTER

Radio Case Histories Examined

By BILL GAVIN Contributing Editor

Case histories of typical maladies are standard curriculum requirement in a medical student's course of study. A familiarity with the causes,

symptoms and progress of an illness aids the doctor in diagnosis and treatment.

The story of American radio affords significant case histories of various maladies. Perhaps, since broadcasting is a never ending learning process, we may emulate the students of medicine and examine several case his-

tories of typical illnesses that afflict radio and its people. In the following sketches, names and places are omitted to avoid embarrassment to those involved.

CASE HISTORY NO. 1. This market has been dominated for several years by a top 40 station. Its pre-eminence has been well earned by intelligent management, excellent music policy and programming and a high-grade disk jockey staff. A second station had made several aggressive moves to challenge the leader, but with little success. Then a new owner took over the loser. He brought in a new program director who had built something of a reputation in other markets. This p.d. started out as if he meant business. He brought in some disk jockeys. He exploited his record company contacts and asked to be given preferential treatment in being serviced first with all the hot new releases. He found, however, that his No. I competitor continued to receive many important new records before he did. He also found that the competitor was showing shrewd judgment in picking some left field hits that he had over-

Frustrated, our p.d. foolishly tried to retaliate by refusing to program any picks that his competitor played first. As a result, his station was foreclosed from playing most of the new records that were destined to become hits in his market, whether he played them or not. His determination to be first and foremost kept him from seeing that success is determined not by who you are but what you do. His present whereabouts is unknown.

CASE HISTORY NO. 2. A powerful No. 1 station in a large market had attained its position by combining the customary ingredients of staff, management, promotion and programming. Especially helpful was a talented music director. His ear was one of the best in the business. It was no surprise that his station broke many a national hit. His salary, however, was hardly commensurate with his ability, or with his importance to the station's success. When a bigger opportunity came along, he took it.

The station management, not sufficiently aware of the value of a top-notch music man, brought in an inexperienced replacement. The new man speedily demonstrated his incompetence by picking a high percentage of losers. He was also apparently susceptible to promo hypes, and tried very hard to be a "nice guy" to his favorite promoters.

Before long, management became aware that something was wrong. Management started tinkering with music policy, alternately shortening and lengthening the playlist. It was hoped that some new approach would change the gradual downward trend in ratings, but, no matter what was tried, the trend continued.

Eventually station management recognized the weak link and fired the music director, Unfortunately-again-management was still looking for a low budget man in the music field and hired another inexperienced replacement. Ratings continued to shrink. The illness can be expected to continue until a qualified music man can be

A good station deserves a good music director, who, in turn, deserves to be paid a salarly commensurate with his key role.

CASE HISTORY NO. 3. The Smith Company (let's call it that) owns several retail record outlets in a certain city. Mr. Smith also has an interest in a one-stop and in a rack operation. Heis a very important record man in that city. He is so important, in fact, that he often receives a (Continued on page 45).

VOX JOX

By GIL FAGGEN



HORNING IN on WMEX (Boston) deejay Arnie Ginsburg. is Freddy Cannon (left) who has been making the radio station rounds on behalf of his first Warner Bros. winner, "Abigail Beecher."

My warmest thanks to John Cook, CBS chief of building operations, for the change of clothes last week. Got drenched in one of Manhattan's tropical rainstorms on my way over to see Arthur Godfrey.

Kudos to Nashville's WSIX radio, which marked its 37th anniversary in January.

Mark Edwards, WSAI (Cincinnati) deejay, father of boy, Gregory, January 14. Wife Penny doing well. Wynne Moore and wife Margaret parents of boy, Louis, January 15. Moore is WSAI news staffer.

Tex McCrary, of Tex and Jinx fame, returns to the air today (10) with a new interview program, "Tex McCrary Time" on WOR radio (New

York) 11:15 p.m. to midnight Monday through Friday.

Ed Dunn, early-evening man at WOAI (San Antonio) has premiered a five-minute talk feature titled "Voices of Man." Series will deal with historical documents presented in install-

Steve Kirk of WSAI (Cincinnati) claims he suggested to Bobby Vinton that he record "There I've Said It Again," when the two met in Cincinnati a while back. The rest is history. Incidentally for any singers need ing material for future hits.... Steve has opened offices with a sign on the door . . . "Song Suggester."

Chuck Brigman, program director at WNOH (Raleigh) reports that the station is now issuing a chart reflecting record sales, audience requests and air play.

Congratulations to KLEB (Golden Meadow, La.) on its





- * The Big Talent
- * The Big Sales
- * The Big Excitement
- * All on the Big Philips Label



2 GIANT SMASH HITS!



"DAWN (GO AWAY") The 4 Seasons

Their first hit single for Philips! Today's top new group with a fresh new sound that's really unique!



"I ONLY WANT TO BE WITH YOU"

Dusty Springfield

40162

The first solo hit by the gorgeous English gal! An exciting, driving release that's headed for the top!

2 GIANT SINGLES JUST RELEASED



"CROOKED LITTLE MAN"

The Serendipity Singers

From the fast selling LP by the sensational new pop-folk group that's hitting big all over!



"HEY BIG BOY"

The Secrets Hit No. 2 for this top new act.

AND MORE GREAT NEW SINGLES RELEASES!

A RHYTHM & BLUES HIT

"FUNNY WHAT TIME CAN DO"

Sylvia Shemwell

40149

One of the most exciting R&B releases in years by a gal with more sound and soul than anyone in the business today!

"I'M STILL LOVING YOU"

The Frontiers

40148

Fresh, unusual blending of voices for a real fine tune. This one is very alive and could hit the top across the board!



"THERE'S ANOTHER MAN"

Johnny Sea

Great new talent ... great new voice...and a unique backing that could make push to the top of Pop and Country charts everywhere!



"NE SOIS PAS SI BETE"

("Dun't be so stupid") France Gall

40172

The teen-age rage from France makes her first Philips single. Should be another big Philips hit from Europe.



Eulogy for 3 Jazz Greats

In two short months since December, three prominent members of the jazz world have died. Although each of these people was entirely different from the other, each had a forceful impact on the music as it is played, sung and produced.

In December, the whole music industry was shocked by the sudden death of Bill Grauer, president of Riverside Records. With Orrin Keepnews, Grauer built Riverside from a \$500 investment into a powerhouse jazz firm which, in the last two years of his life, moved substantial jazz product into the pop market.

He envisioned his company as becoming a dominent force in the independent record world. Although Bill was as much a music man as any, it was generally understood that Orrin was the record producer while he, Grauer, was the

businessman.

As a businessman he was dynamic, driving himself and those around him relentlessly toward his goal-a bigger and better place in the sun for Riverside. He was among the first in jazz, with Norman Granz, to realize what drastic changes were taking place in the selling end of the record industry. He was constantly trying to gear his company to (and at the same time protect it from) the volatile effects of volume selling. One of his fondest wishes, which he often repeated, was to have Riverside stock offered for public sale.

At 40, Bill Grauer died young. The mistakes he might have made were done with the same

boldness that built the firm.

After the shock and the sorrow, Orrin Keepnews has picked up the reins. He is a less dramatic figure than Grauer, but certainly his equal as a solid music man. The solace of the music industry has been his since mid-December; now the industry offers him all the encouragement

to continue on.

Shortly after the death of Bill Grauer, jazz was struck again with the shock of Dinah Washington's death. Her passing left another unfillable gap. Her salty, uncompromising singing bolled her from the blues world to the world that goes pop. Her reading of even the softest and sweetest ballad had a realism and a sardonic quality that cut through even the most saccharine lyric. She seemed to see life through the hard-headed truth (as she saw it) of "Love for Sale.

Her artistry and conviction were so strong that she has become an influence on a myriad of singers, and ranks with the style setters along with Billie Holiday, Sarah Vaughan, Lena Horne and Ella Fitzgerald. So strong was this personality that even, as many suspected, when she was losing her voice through the last few years of her life, she could half talk and half sing a lyric and make it an impelling story.

As an artist she remains a Queen-and, as she used to say, "not just Queen of the Blues." In her prime her interpretation of a song-any song-had power. As she once said, 'I can sing anything. The blues, jazz, musical comedy, opera -anything. And, if I have to, I can even go to

church."

The third loss was as telling as the first two. Just a few short weeks ago, trombonist Jack Teagarden died. His personality and style as a human being was in sharp contrast to Bill Grauer and Dinah Washington, but his loss is as great, the place left unfilled as large.

The trombonist was as powerful in a retiring fashion. Like Miss Washington, he made direct contact with an audience. His tools were warmth, simplicity and open-handed genuineness. He wore his heart on his sleeve. His singing was touched with humor and a gentle sadness. His playing was alert, inventive, warm and full. Unlike many jazzmen who grow stale and openly show their loss of interest in music and control of their instrument, Big T played and sang with authority almost to the day he died. No small accomplishment for a man involved in the spiritbreaking business of playing and traveling for some 40 years. He was 58 when he died.

A huge quantity of music by Dinah Washington and Jack Teagarden is permanently recorded for posterity on phonograph recordings. In a time of sadness it is a comforting thought. The accomplishments of Bill Grauer, while not as tangible, are comforting. It was through his efforts that the artistry of a myriad of per-

formers have been made permanent.

WAYNE SETS TAPESTRY WITH ELECTRIC BANJO

on the Focus label, which is

being distributed by the Atlan-

tic banner. The label comes

from an idea and the money

of Mort Fega, jazz deejay at

WEVD here. It was his purpose

to create the best package pos-

sible for Wayne, and the result-

ing album is a sharp, clean, well-

paced set that features nine

tracks of guitar trio work and

two with the banjo as the front-

face on the jazz and pop music

scene for more than 15 years.

He gravitated to the big band

business from Boston, attracting

a good deal of attention with a

stint for Woody Herman, Bar-

bara Carroll, George Shearing

rently one of the first-line side-

men in the recording, radio and

TV studio ranks. He works on a

wide variety of record dates

from pop to jazz, and plays

It was a tour of duty at CBS

that led to the artist's experi-

mentation with the banjo. As

part of a morning show, he was

called upon to play fills and

strum softly behind singers and

instrumentalist. As a result, Wayne began "fooling around"

with the instrument. "I tuned

the banjo like the first four

strings of guitar because I was

more familiar with that finger-

frequently at CBS.

The instrumentalist is cur-

and a host of other groups.

Wayne has been a familiar

line instrument.

Brother Jack McDuff 7274

Bibum Hates

THE BEST IN FOLK/THE BEST IN FOLK

E-BEST IN JAZZ/THE BEST IN JAZZ

Chart Riding Jazz Organ Album

Willis Jackson 7285

GREASE n' GRAVY

Big Midwest R & B/Jozz Hit LP

Gene Ammons

7275 SOUL SUMMIT #2

Diliboard Pick . . . Hot All Markets

> Stitt & McDuff 7297

SOUL SHACK Hit Album . . . Hot on Racks

Mose Allison

7279 SINGS

Building All Markets

Jack McDuff 7286

LIVE! AT THE JAZZ WORKSHOP

A New LP by Brother Jack . . . Off and Running . . . Watch It Climb the Charts!



NEW YORK-On a new LP ing. Everyone seemed to get a called "Tapestry," Chuck Wayne kick out of the modern chords demonstrates something old and solos that resulted. Then I got my hands on a six-string played like new. Wayne, ordinarily a guitarist, plays electribanjo, something rather rare, fied banjo on two of the tracks. and I was encouraged to bring it along on record and night "Tapestry" has been released club dates," he says.

> "Actually," Wayne says, "the six-string version of the instrument has a really good sound when it's played like a front-line instrument. When you play it like a jazz guitar it gets a soft yet percussive sound that's interesting without being gimmicky."

> On the album the banjo-playing guitarist is accompanied by a strong rhythm team of Ernie Furtado, bass, and Jim Campbell, drums.

Chuck Wayne has no plans yet for another album, or a tour on the road or a regular group to work night clubs. "We have played The Most (the East Side club here) with a trio, and you might say that that's where the new jazz banjo officially made it's debut; but right now we'll just see what happens with this album."

Moscow Circus Scores On Slavania Label

MADISON, Wis. - An LP featuring reproduced scores from the Moscow Circus, currently on its first U. S. tour, is being put out by Slaviana, Inc., distributor of Slavic materials

The LP and an original Moscow circus program are being offered for \$4.95.

Jazz Labels Need Creative Sales Ideas

HOLLYWOOD — The small indie jazz labels must find a new, creative method of selling their product and forget about patterning themselves after the major labels, says Les Koenig, head of the Contemporary and Good Time diskeries.

The massive disk market with its new distribution outlets has seriously affected the availability of jazz product in many areas, reports Koenig, who recently visited seven key markets.

"There is a great demand for jazz product," states Koenig, "but we must realize that jazz can never attain the proportions of the pop market. We are dealing with a small per cent of the business, but one which can be both profitable and healthy for those of us concerned with it."

This tight jazz market, as Koenig sees it, is comprised of Riverside, Atlantic, Prestige, Blue Note, Impulse, Vee Jay, Verve, Fantasy, World Pacific and one of the majors. Columbia.

Exec says he finds racks, distribs and one-stops who don't carry all the lines or any depth of product and this catalog material is the key to survival for a jazzery.

With almost 60 per cent of disk business done through racks which only handle the hot chart items, Koenig feels he's losing a healthy slice of his business by being excluded. He relates an incident which occurred close to home which points up the unavailability of jazz product and the paradox of people asking for jazz. "I received a letter from Lou Hermann, a jazz disk jockey on KVEC in San Luis Obispo," Koenig recalls, "who wrote that he hadn't been receiving any of our records. We sent him several LP's, he played them on the air and people began calling to find out where they could get them."

Koenig then checked the Central California area, and discovered his product wasn't available in any store. He called the Pasadena rack jobber who handles the area and was told he only stocked those items he thought would sell.

"The racks aren't going out and promoting the specialty lines," Koenig beefs. In cases like the aforementioned San Luis Obispo incident, Koenig accepts

Mercer Offers Ellingtonia

NEW YORK-Riverside Records has leased a number of tapes produced by Mercer Ellington which feature Duke Ellington and various members of his orchestra. The tapes, which constitute enough material to fill four to five albums, were produced in the early 1950's. The first issued under the Riverside logo will be an LP of Duke Ellington - Billy Strayhorn sidemen; another has Al Hibbler singing, and still another features Duke fronting a mediumsized band.

Riverside also re-signed the Staple Singers, their staple gospel group, to another long-term pact. The new album by the group is entering the production stage.

mail orders directly at his Los Angeles headquarters but would rather have the customer work through the local dealer.

Koenig feels there is a healthy collector's market which could be serviced if more locations would promote and stock the product. But with so much emphasis on today's hit, many distrib outlets aren't concerned about stocking catalog items, Koenig sadly reports.

Germans Name Top Jazzers

HAMBURG - Twen magazine, a leading music magazine here has published the results of its jazz poll of the year. The poll was conducted by the magazines jazz critic Joachim Berendt.

Winning artists were named in two categories-international and German. The best musicians of the year category were John Coltrane and Klaus Doldinger. The best big bands Duke Ellington and Kurt Edelhagen. The best modern combos were Dave Brubeck and the Klaus Doldinger Quartet. The best traditional groups were the Dutch College Swing Band and the Feetwarmers.

Among the instrumentalists results were trumpets: Miles Davis and Conny Jackel: trombones: Jay Jay Johnson and Albert Mangelsdorff; clarinetists: Jimmy Giuffre and Rolf Kuhn; alto saxes: Cannonball Adderley and Emil Mangelsdorff; tenor saxes: John Coltrane and Klaus Doldinger, baritone saxes: Gerry Mulligan and Helmut Brandt; flutists: Herbie Mann and Gerry Weinkopf; vibes: Milt Jackson and Wolfgang Schulter: pianists: Thelonious Monk and Horst Jankowski; guitars: Charlie Byrd and Attila Zoller; bass: Charles Mingus and Peter Trunk; drums: Elvin Jones and Hartwig Bartz; miscellaneous instruments: Jimmy Smith (organ) and Ingfried Hoffman (organ).

The singers who topped the lists in the female category were: Ella Fitzgerald and Inge Brandenburg; in the male category: Ray Charles and Knut Kieswetter. Top arrangers for the year were Gil Evans and Joki Freund.

Snafu of 1 Title Halts Album Sale

OSLO-The first Norwegianmade jazz LP, "Metropol Jazz," has been recalled from stores. Reason for the recall was the inclusion on the disk of the Rodgers-Hammerstein tune, "My Favorite Things," which had not been cleared for Scandinavia. Jazz musicians on the recording played for nothing on the LP hoping to promote an interest in home-grown jazz with the album. M. Knudson, who is handling the disk for Norsk Grammophonkomani, has said that he will write Rodgers and ask for clearance of the tune.



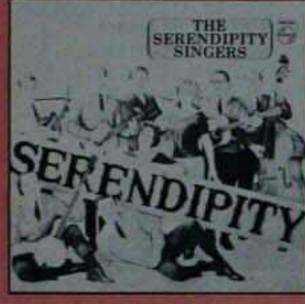
- * The Big Talent
- * The Big Sales
- * The Big Excitement
- * All on the Big **Philips Label**

Philips Connoisseur Collection Proudly Presents:

Kennedy in Germany Narrated by ABC Newscaster Howard K. Smith

> A stirring momento of President Kennedy's history-making tour of Germany. Complete with illustrated brochure with photographs of the dramatic highlights of the tour and complete texts of all the speeches and comments.





THE SERENDIPITY SINGERS

The Serendipity Singers PHM 200-115/PHS 600-115

The great new folk-pop group that everyone's talking about! Terriffic hit on ABC-TV's "Hootenanny"



BORN TO WANDER

The 4 Seasons PHM 200-129/PHS 600-129

The #1 group in the country with a sound all their own! Unique renditions of old and new folk material that will conquer both the folk and pop fields!



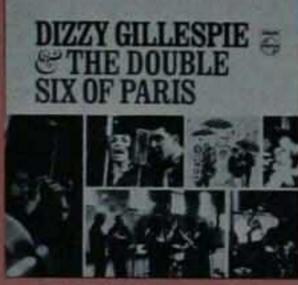
PHILIPS

WOODY HERMAN - 1964

Woody Herman PHM 200-118/PHS 600-118

Selling faster than Woody's two previous Philips albums. A driving, swinging hit that shows why Woody's the talk of the big band

MORE SALES HISTORY MAKING LP'S



DIZZY GILLESPIE AND THE DOUBLE SIX Dizzy Gillespie And The Double Six PHM 200-106/PHS 600-106

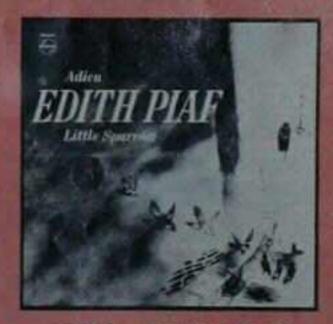
The fabulous Diz and the unique Double Six of Paris-two of today's top jazz acts! A sure fire hit if ever there was one!



MOMENTS TO REMEMBER

Teresa Brewer PHM 200-119/PHS 600-119

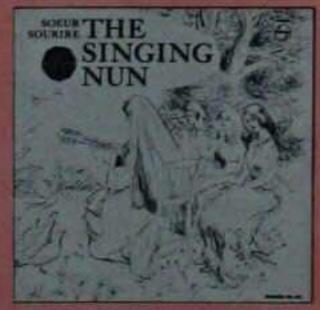
Teresa's new sound with more warmth and feeling than ever before. Large, lush orchestral backing!



ADJEU-EDITH PIAF (THE SPARROW) Edith Pint PCC 208

The original recordings transferred to LP without gimmicks or doctoring up! A Philips Connoisseur Collection release with line by line translations and sketches of Pinf's life story.

STILL GOING STRONG... STILL AT THE TOP OF THE CHARTS



THE SINGING NUN Sceur Souries PCC 203/PCC 603

A legend in the industry. Will con-tinue to be one of the biggest selling LP'S in recording history!



BACH'S GREATEST HITS The Swingle Singers PHM 200-097 / PHS 600-097

A unique jazz classic. A witty. catchy jazz treatment of the classics that is still climbing the charts!

Bob Jeter in C.&W. Field

ALTUS, Okla. — Bob Jeter, owner and producer of Alta Records, new label with head-quarters here, has begun promotional efforts to establish his diskery and artists in the country and western field.

His first effort along that line is a release by Adam Lee on "Cruel, Cruel World," to be followed by another by Roy Sneed, an old hand on c.&w., on "Until You've Been There." Jeter has just returned from the West Coast, where he signed a recording pact with Mary Nell, presently with "Big D Jamboree," Dallas Jeter's future plans include the setting up of his own publishing firm and pressing plant.

National distribution on the Alta label is being handled by Independent Record Producers, Inc., Miami Beach, Fla.

COUNTRY D. J. OF THE WEEK



Gene Jackson, of WGAS, South Gastania, N. C., will be "Mr. D.J. U.S.A." February 14 on WSM-Radio, Nashville. Gene has handled deejay chores at WGAS four and a half years. He has two shows daily, Manday through Friday, and one on Saturday. During Warld War II, Jackson served with the 87d Airborne Division. Prior to jaining WGAS, Gene operated his own building contracting business.

Vern Terry in Hospital; Will Be Off Air 6 Months

GARFIELD HEIGHTS, Ohio

Vern Terry, country music disk jockey at WADC, Akron, and WWIZ, Lorain, Ohio, is in Marymount Hospital on Mc-Cracken Road here, where next week he is slated to undergo his third operation within a month to correct a throat ailment incurred in an auto accident in November 1961.

The upcoming operation will put him out of action on the air for at least six months, doctors say.

SALES! SALES! SALES!
Bobby Lord
sings

LIFE CAN HAVE MEANING

HICKORY 1232

when answering ads . . .

Say You Saw It in

Billboard



FARON YOUNG (left) shown signing a contract with Bob Brown, of Tracy Locke Advertising, Dallas, representing the Pearl Brewing Company of San Antonio, which will sponsor the airing of "The Faron Young Show" on 20 radio stations in Texas, Louisiana, Mississippi and New Mexico, starting April 1. Shown on the right is Billy Deaton, partnered with Young in Faron Young Productions, Inc., San Antonio. The shows will be taped in Nashville and will feature a name guest each day.

COUNTRY MUSIC CORNER

By BILL SACHS

Uncle Len Ellis, vet country decjay at WWCA, Hammond, Ind., has a promotion coming up at the Hammond Civic Center, Sunday, February 16, featuring a "Grand Ole Opry" package comprising Jim Reeves, Ernest Tubb, Carl Smith, Sonny James, Ernest Ashworth, Jean Shepard, Stringbean, the Blue

Boys, Jimmy Gately, the Country Strings, the Carpenter Brothers and the Texas Troubadours.

Joe Allison, star and host of "The Country Corner Show" on Armed Forces Radio & Television Service, has just completed a special program with RCA Victor's Bobby Bare.

(Continued on page 20)

HOT COUNTRY ALBUMS

BHIDGARD SPECIAL SURVEY

FOR WEEK ENDING 2/15/64 Week TITLE, Artist, Label & No. RING OF FIRE-THE BEST OF JOHNNY CASH 6 Columbia Cl. 2053 (M), CS 8853 (S) NIGHT LIFE Ray Price, Columbia Ct. 1971 (M), C5 8771 (5) 10 BUCK OWENS SINGS TOMMY COLLINS Capital T 1989 (M), 51 1989 (5) LORETTA LYNN SINGS Decca DL 4457 [M]: DL 74457 [S] THE BEST OF GEORGE JONES United Artists GAL 3291 (M): UAS 6291 (S) S ON THE BANDSTAND Buck Owens, Capital T 1879 (M); ST 1879 (S) 2 I LOVE A SONG Storiewall Jackson, Columbia CL 2059 (M); CS 8859 (5) GEORGE JONES & MELBA MONTGOMERY SINGING WHAT'S IN OUR HEART United Artists UAL 3301 (M), UAS 6301 (S) RAILROAD MAN Hank Snow, RCA Victor LPM 2705 (M); LSP 2705 (S) PATSY CLINE STORY Decca DXB 176 (M); DXS8 7176 (S) 17 GUITAR COUNTRY Chet Atkins, RCA Victor LPM 2783 (M); LSP 2783 (5) 500 MILES AWAY FROM HOME 12 Bobby Bare, RCA Victor LPM 2835 (M); LSP 2835 (S) 12 KITTY WELLS STORY 13 Decce DXB 174 (M), DXSS 7174 (S) 13 DETROIT CITY & 11 OTHER HITS Bobby Bare, RCA Victor LPM 2776 (M), LSP 2776 (S) 15 LESTER FLATT & EARL SCRUGGS AT CARNEGIE HALL Columbia CL 2045 (M); CS 8845 (5) RETURN OF THE GUNFIGHTER Marty Robbins, Columbia Ct. 2072 (M); CS 8872 (S) 17 18 TALL, TALL GENTLEMAN Carl Smith, Columbia CL 2091 (M); CS 8891 (5) - STORY SONGS FOR COUNTRY FOLKS Faron Young, Mercury MG 20896 (M); SR 60896 (5) SONGS OF THE CITIES Roy Drusky, Mercury MG 20883 (M), 5R 60883 (5) DAVE DUDLEY SINGS SIX DAYS ON THE ROAD 2 Golden Ring LPGR 110 (M); (no Stereo)

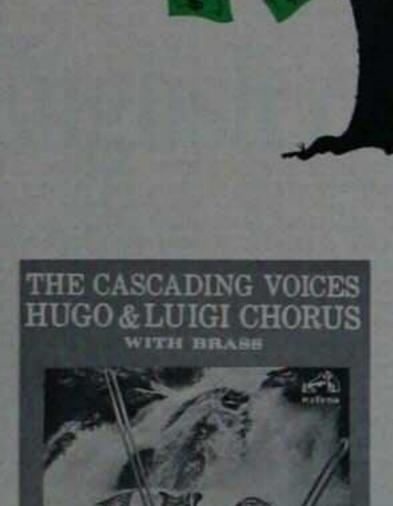
HOT COUNTRY SINGLES

		FOR WEEK ENDING 2/15/64
This Week	Last	The state of the s
1	3	B. J. THE D. J. Stonewall Jackson, Columbia 42889
2	1	BEGGING TO YOU 12
3	5	SAGINAW, MICHIGAN Lefty Fritzell, Columbia 42924
4	2	LOVE'S CONNA LIVE HERE 22
5	6	Buck Owens, Capital 5025 BEFORE I'M OVER YOU
6	8	FIVE LITTLE FINGERS 4
7	7	LAST DAY IN THE MINES 10
8	9	Dave Dudley, Mercury 72212 WELCOME TO MY WORLD 4
	4	NINETY MILE AN HOUR (Down a Dead-End
		Street) Henk Snow, RCA Victor 8239
10	11	PEEL ME A NANNER
11	15	LET'S GO ALL THE WAY Norman Jean, RCA Victor 8261
12	12	OLD RECORDS 8
13	17	D. J. FOR A DAY
14	42	MOLLY 3
15	33	Eddy Arnold, REA Victor 8275 MILLER'S CAVE
16	25	YOU'LL DRIVE ME BACK (Into Her Arms) 9
17	36	Faron Young, Mercury 72201 MY TEARS ARE OVERDUE 2
18	16	George Jones, United Artists 683 THE MATADOR 15
19	14	Johnny Cesh, Columbia 42880
20	19	Ernest Tubb, Decca 31526
20	17	YOUR HEART TURNED LEFT (And I Was on Right) 3 George Jones, United Artists 683
21	18	THIS WHITE CIRCLE ON MY FINGER 3
22	24	HOWDY NEIGHBOR, HOWDY 5
23	28	ONE DOZEN ROSES 5 George Morgan, Columbia 42882
24	30	A WEEK IN THE COUNTRY 3
25	13	JEALOUS HEARTED ME 11
26	22	Eddy Arnold, BCA Victor 8253 COWBOY BOOTS 20
27	10	MOUNTAIN OF LOVE 18
28	32	TRIANGLE 9
29	27	TROUBLE IN MY ARMS
30	23	THE MORNING PAPER 8
31	31	THROUGH THE EYES OF A FOOL
32	20	TALK BACK TREMBLING LIPS 35
33	29	IF THE BACK DOOR COULD TALK 14
34	37	Webb Pierce, Decce 31544 HE SAYS THE SAME THING TO ME 4
35	40	SURELY 4
36	45	Warner Mack, Decce 31559 LONG CONE LONESOME BLUES
37	34	Hark Williams Jr., MGM 13208 HELPLESS
38	26	GOING THROUGH THE MOTIONS 9
39	21	Sonny James, Capitol 5057 THERE'S MORE PRETTY CIRLS THAN ONE 5
40	48	George Hamilton IV, RCA Victor 8250 WIDOW MAKER
41		Jimmy Martin, Decca 31558 EASY COME—EASY CO
42	39	DREAM HOUSE FOR SALE
43	44	Red Sovine, Starday 650 TOO LATE TO TRY AGAIN
44		YOU ARE MY FLOWER
45		Lester Flatt & Earl Scruggs, Columbia 42954 A LITTLE SOUTH OF MEMPHIS
46	49	Frankie Miller, Starday 655 MIND YOUR OWN BUSINESS 3
47		Jimmy Dean, Columbia 42934 WAITING A LIFETIME
48		Webb Pierce, Decca 31587 HOW CAN I FORGET YOU
49		DON'T LEAVE ME LONELY TOO LONG 1
50		Kathy Des, United Artists 687 LIFE CAN HAVE MEANING 5
		Bobby Lord, Hickory 1732

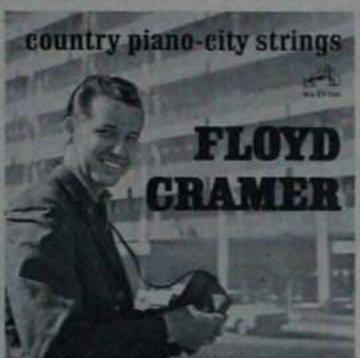
14 WAYS TO MAKE WINTER GREEN!



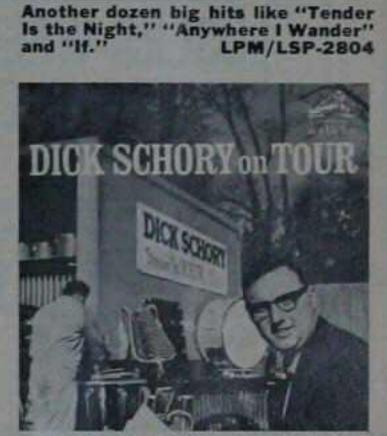
The original Goodman Quartet is back re-doing the great hits that made them famous. LPM/LSP-2698



Lovely voices sing "Autumn Leaves,"
"All Alone," "Seventeen," etc., accented with brass. LPM/LSP-2789

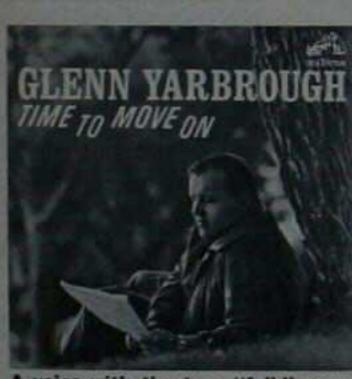


A lush string-along played to "Heartless Heart," "You Don't Know Me," 10 more. LPM/LSP-2800



ENCORE

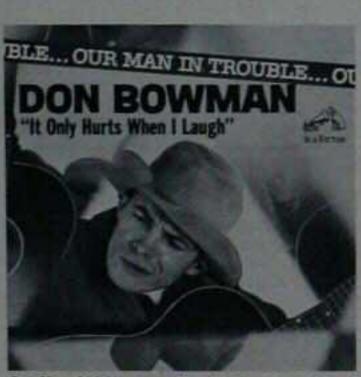
The Percussion King caught "live": "Orinoco," "Charade," "St. Louis Blues," 9 more. LPM/LSP-2806



A new mood for Eddy - melancholy

songs like "My Destiny" and "Summer Kiss." LPM/LSP-2798

A voice with the true "folk" sound sings "Four Strong Winds," "Angel Cake and Wine," etc. LPM/LSP-2836



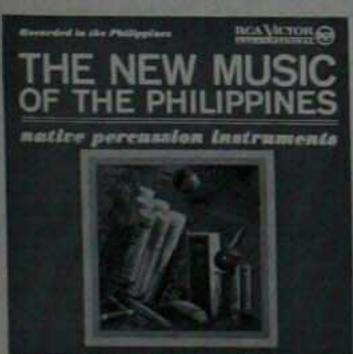
A rib-tickling collection of original tunes that make you laugh...(correction) roar! LPM/LSP-2831



Irish songs like "Danny Boy," "Kevin Barry" and "My Wild Irish Rose" with a country twist. LPM/LSP-2801



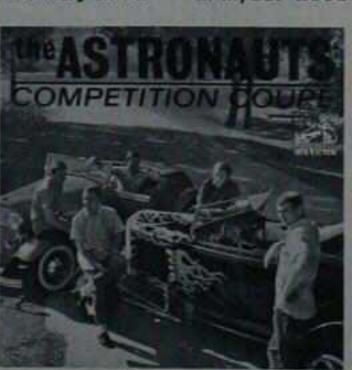
Memorable tangos from Argentina like "La Cumparsita," "Nostalgico" and "Tierrita." FPM/FSP-118



Original Island folk music like "Susulyap-Sulyap," "Katakataka" and "Dahil Sa Polka." FPM/FSP-117



Erotic music of Hawaii like "Beyond the Reef," "Lovely Hula Hands" and "Ka-Lu-A." LPM-2414



Heart-stoppin' songs for the hotrodder like "Devil Driver" and "650 Scrambler." LPM/LSP-2858



An unforgettable session in jazz. Includes "Blues Tonight" and "Hello, Young Lovers." LPM/LSP-2725

RCA VICTOR

BREAKING IN MANY SOUTHERN MARKETS



CLIFFORD DAVIS

"LOSERS WEEPERS, FINDERS KEEPERS" 4-7184

DR. FEELGOOD THE INTERNS

"BLANG DONG" 4-7185

THE OPALS

0==0==0==0===0

"DOES IT MATTER" 4-7188

WATCH FOR A NEW MAJOR LANCE LP! COMING SOON!

N-Okek | Marca Rog. I.M. Printed in U. S. A.

COUNTRY MUSIC CORNER

· Continued from page 18

Other country music satellites who have been featured on the 55-minute broadcast recently were Eddy Arnold and Boudleaux and Felice Bryant.

Wilma Lee Cooper, mending from an illness which had her confined to a hospital for some time, will resume touring with her hubby Stoney late this month. . . . Ferlin Husky is set for stops at East Paterson, N. J., February 14; Baltimore, 16; St. Louis, 23, and Clovis, N. M., 29. . . Ray Price takes his Cherokee Cowboys to Jackson, Miss., February 14; Baltimore, 16; Charleston, W. Va., 20; Charlotte, N. C., 22, and Norfolk, Va., 23. . . . Top songs at WCMS, Norfolk, Va., these days, according to Sheriff Tex Davis, are "Long Gone Lone-some Blues," by Hank Williams Jr.; "Welcome to My World," by Jim Reeves; "Miller's Cave," by Bobby Bare, and the one figured to go all the way, "Understand Your Man," by Johnny

The Jim Gemmill office, Richmond, Va., has set Salem recording artist Shirlee Hunter and her "Hootenanny 'n' Country" show as the featured grandstand attraction at the fairs at Monroe, N. C.; Harrisonburg, Va.; Front Royal, Va.; Grafton, W. Va.; McConnellsburg, Pa.; Indiana, Pa., and Greensburg, Pa. Miss Hunter has also been booked for the Wilmington, N. C., Azalea Festival, April 2-4, and the Shenandoah Apple Blossom Festival, Winchester, Va., April 30-May 2. . . Bill Monroe and His Blue Grass Boys display their wares at London, Ont., February 11; Flint, Mich., 12; Muskegon, Mich., 13; Grand Rapids, Mich., 14; Lansing, Mich., 15 and Saginaw, Mich.,

The veteran Nat Vincent writes that the recent report of his passing was "greatly exaggerated," and that at age 74 and 54 years in the entertainment world, he is still going strong in Hollywood, where he has just opened a new studio in the Wilcox Hotel. Although still blind from glacoma, Nat says he's still playing a lot of hot piano and singing low and lusty. . . . The Wilburn Brothers are routed for Jackson, Miss., February 14; Toronto, Ont., 17-18; Dothan, Ala., 22; Birmingham, Ala., 23. and Decatur, Ill., 29. . . . Tompall and the Glaser Brothers inked for personals at Columbia, S. C., February 21, and Charlotte, N. C., February 22.

Jimmy Martin, whose new Decca release, "Widow Maker,"

is showing up favorably on the country music charts, played last weekend (7-9) at the White Horse Bowling Academy, Philadelphia, and Wednesday (12) is set for a special Decca session at Bradley's in Nashville to cut an album titled "Window Maker." The deck will embrace Jimmy's current single click plus four other truck-driver songs. Deejays Johnny Barton and Johnny Hartford, of WHOW, Clinton, Ill., recently celebrated Jimmy Martin Day by playing the latter's records steadily over an eight-hour period. . . . Harry Weger, who heads up "Hoosierland Hoedown," live country show well known in the Indiana sector, has joined the staff of WBOW, Terre Haute, Ind., formerly exclusively Top 40. He is featured in a two-hour, earlymorning country show. Star-Way Agency, Terre Haute, has Harry and his country music unit set for a string of personals in the Midwest area over the next several months. Group plays Lincoln, Ill., Saturday (15).

Tim Gayle, veteran public relations man and composer's agent, well known in the country music field, is contemplating giving up his lease at 319 West 48th Street, New York, to resettle in Hollywood, where he was formerly located for 12 years. Tim has been hustling Henry Sommers' record, "Ole Country Music," by Rex Klingensmith on Process Records, and Lorry Raine's "Actress of the Year," which was Californiaproduced by Gayle before his exodus from Sunset and Vine. Latter was cleffed by Gayle and Gene Kilham, of WCRB, Boston, and Lee Morris, the Boston high school teacher who also coauthored last year's big one, "Blue Velvet."

A special release on Flatt and Scruggs hit the racks last week. It's a theme from "Petticoat Junction," with the flip carrying a tune with a different tempo, "My Dear Companion." Columbia's Don Law flew into Nashville to supervise the special waxing. Lester and Earl will appear in concert again at Carnegie Hall, New York, April 3, and at Jordan Hall, Boston, April 4. . . Jim Reeves, during his recent Hollywood sojourn, did a guest shot on Joe Allison's "Country Corner" show for Armed Forces Radio & Television Service. Producer of the show, Jack Giles, reports that Reeves, Hank Locklin, Bobby Bare and Marty Robbins are the most requested artists on the seg that originates in Hollywood and is beamed to all parts of the world.

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Paul Perry, formerly for two and a half years country and gospel man at WCOR, Lebanon, Tenn., has joined WHIN, Gallatin, Tenn., as country music deejay exclusively. The station is currently spinning countrystyle happenings three hours a day, and its top records at this writing are Johnny Elgin's "My Worst Habit," and Jimmy Martin's "Widow Maker." . . . Walt Breeland, 8708 Ruthby Street, Houston 77017, writes that he has deejay copies available on Wiley and Jessie Barkdull's first release on Allstar, titled "Till Always Love You." Put your request on your station letter-

"We get extra good service on singles," writes Tex Justus, of WBNL, Boonville, Ind., "but we need c.&w. albums badly." . . . Alice South, formerly with KEAP, Fresno, Calif., is spearheading the programming at KOAD, Lemoore, Calif., the only c.&w. full-timer in California's San Joaquin Valley. Jack Olsen, Lonnie Tatum, Ron Franklin and Don Hillman are KOAD's country gentlemen of music. Dave South, KOAD general manager, says the station's 17-hour broadcast day may soon be expanded to 24 hours a day. Alice requests that all c.&w. releases, both old and new, be directed to her at the station, 15279 Hanford-Armona Road, Lemoore.

MISS LAVELL'S SMASH HIT
"WHY YOUNG MEN GO WILD"

DUKE 372

BUDDY ACE HAS A BIG ONE!
"YOU'VE GOT MY LOVE"

DUKE 373

THIS ONE IS GOING BIG FOR
JUNIOR PARKER!!!
"STRANGE THINGS HAPPENING"

DUKE 371

DUKE AND PEACOCK RECORDS, INC.
2809 Exastus St., Houston 26, Texas

OR 3-2611

in Holland

ANNEKE

GRONLOH

WHATEVER HAPPENED TO BOBBY

A SURE FIRE USA STAR

CONDON

(Hitsville knows)

BREEN

JIMMY VELVET
Does It Again
"TO THE AICLE"

"Lonely, Lonely Hight"



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Complete line of Spirituals, R & B and Catalog Merchandise. Write to be placed on our national mailing list.

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Cincinnati, Ohio, 45220

"Betty & Dupree"

"Got My Mojo Working"

Billy Adams

Sun #389

639 Madison Memphis, Tenn.

While everybody was fighting over who owns the Beatles, the Searchers passed them on the English charts, old boy!



THE SEARCHERS



"NEEDLES AND PINS"

No. 1 in Britain according to The Record Retailer and Music Industry News, January 30, 1964.

BREAKOUT SINGLES

* NATIONAL BREAKOUTS

MY BONNIE Beatles, MGM 13213

FUN, FUN, FUN Beach Boys, Capital 5118

* REGIONAL BREAKOUTS

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

BE MY GIRL . . .

Dovells, Parkway 901 (Kalman-Wyncote, ASCAP) (Philadelphia)

SUSPICION . . .

Terry Stafford, Cruso 5 101 (Presley, BMI) (Los Angeles)

HIGH ON A HILL . . .

Scott English, Spokane 4003 (Sultan, BMI) (Boston)

HERE I AM BROKEN HEARTED . . .

Four Joys, Jamie 1267 (De Sylvia, Brown & Henderson-Jungnickel, ASCAP) (Philadelphia)

(The Story of) WOMAN, LOVE AND A MAN . . .

Tony Clarke, Chess 1880 (Chevis, BMI) (Detroit)

MY TRUE CARRIE LOVE . . . Not King Cale, Capital 5125 (Camet, ASCAP) (St. Louis)

HENRY'S IN . . .

Sam Kimble & Ork, TOF 728 (Caneil, BMI) (Hartford)

I CAN'T STAND IT . . .

Saul Sisters, Sue 799 (Saturn-Staccato, BMI) (Memphis-Nashville)

I'M NOT GOING TO WORK TODAY . . .

Boot Hog Pefferly, Sound Stage 7 2513 (Tree, BMI)

10 (0) # -

7 2 2 1 2 2 1 5



SPOTLIGHT WINNERS OF THE WEEK

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

SINGLES REVIEW POLICY

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



POP SPOTLIGHT

ELVIS PRESLEY

KISSIN' COUSINS

(Glides, ASCAP) (2:12)

IT HURTS ME

(Presley, BMI) (2:27)-RCA Victor 8307

Two more contenders for chart bonors from Elvis, First side is from farthcoming film and features good middle tempo rock with voices and guitars in support. Flip is slow halled with strong gaspel louches.



POP SPOTLIGHT

BOBBY DARIN

WONDER WHO'S KISSING HER NOW

(Vogel, ASCAP) (2:38)-Capitol 5126

The standard is given the Darin easywailin' treatment. The soulful reading is accented by the lanesome sound of blowing sagebrush in Nashville on Sunday night. Flip is "As Long As I'm Singing" (T. M., EMI) (1:36).



POP SPOTLIGHT

DION DI MUCI

I'M YOUR HOOTCHIE COOCHIE MAN

(Art, BMI) (2:39)

THE ROAD I'M ON (Gloria)

(Mubon, BMI) (3:44)-Columbia 42977

Both sides are a radical departure for the young singer. "Couchie Man" is the famous blues hit of Muddy Waters. Backing is provided by harmonica and guitar. Flip is styled towards authentic folk halled singing.



POP SPOTLIGHT

NINO TEMPO & APRIL STEVENS

STARDUST

(Mills, ASCAP) (2:06)-Atca 6286

The falented doo has come up with another of their personally stylized renditions of the ald standard. Song is done in a solid middle temps in the "Whispering" groove. File is "1-45" (Leigh, ASCAP) (1:45) (1:00).



POP SPOTLIGHT

THE CHAD MITCHELL TRIO

TELL OLD BILL

(Teens, ASCAP) (2:36)-Mercury 72234

Easy, folk ballad-type tune. Blues approach adds to pathos conveyed in lyric. Flip is "The Tarriers Song" (Teens, ASCAP) (1:59).



POP SPOTLIGHT

THE FOURMOST

I'M IN LOVE

(Northern, ASCAP) (2:07)-Atco 6285

Here's another hot-sounding British import. The group, top-rated in England, rocks this one with a strong beat in the Beatles tradition. Flip is "Respectable" (Wemer, BMI) (2:04).



POP SPOTLIGHT

THE SEARCHERS

NEEDLES AND PINS

(Metric, BMI) (2:14)-Kapp 577

This one was a big hit in England. Side has a slower Seatle sound featuring strang close-up vocalizing. Flip is "Ain't That Just Like Me" (Trio, BMI) (2:24).



POP SPOTLIGHT

TIMI YURO

PERMANENTLY LONELY

(Pamper, BMI) (2:06)

CALL ME

(Vogue, BMI) (2:47)-Liberty 55665

Saft, impassioned singing of a tender balled that boilds on strings and voices after a simple opening. "Call Me" is a balled sung with conviction in the Dinah Washington style against triplets, strings and voices.



POP SPOTLIGHT

KAI WINDING

PORTRAIT OF MY LOVE

(Piccadilly, BMI) (1:50)

MONDO CANE NO. 2

(Marks, BMI) (1:53)--Verve 10313

Both sides are strong sequels to Kai's big hit "Mondo Cane." Similar instrumentation is used on both sides. Kai could make it again with aither offering.



POP SPOTLIGHT

SHIRLEY ELLIS

(That's) WHAT THE NITTY GRITTY IS

(Gallico, BMI) (2:31)-Congress 208

Strong follow-up to the "Griffy" hit that has all the sounds of making it on its own. Side has computative beat, big brass, a a shoutin', stompin' sound, and Shirley wails up a storm. Flip is "Get Out" (Gallico, BMI) (2:22)



POP SPOTLIGHT

SERENDIPITY SINGERS

CROOKED LITTLE MAN

(Secandipity, BMI) (2:42)-Philips 40175

A fine sounding folk group featuring a calpyso-like heat. A cuts novelty, the side makes for good programming and refreshing listening. Flip is "Freedom's Star" (Serundipity, BMI) (2:30).

POP SPOTLIGHT

ADAM WADE

SEVEN LOVES FOR

SEVEN DAYS

(Screen Gems-Columbia, BMI) (2:40)-

A good song idea in the balled school and

Adam sings it with warmth and feeling to a

classy arrangement that builds. Highly spin-

nable side that could register big for the

Pittsburgh lad. Flip is "A Whisper Away"

POF SPOTLIGHT

DAVID HOUSTON

PASSING THROUGH

(Wee Three, BMI) (2:29)-Epit 9658

A halled, set to marrial, Salvation Army

best with lots of patriotic flavor. Good

charge works effectively behind Houston.

This could happen in both country and

pap. Flip is "Chicashay" (Gallies, BMI)

POP SPOTLIGHT

THE SECRETS

THE OTHER SIDE

OF TOWN

(Marjeda, BMI) (2:16)-Philips 40173

Another hit sound from the group that waxed the "Boy Next Door," Side high-

lights the social conscience theme with

emphasis on a firm beat, flip is "Hey, Big

POP SPOTLIGHT

THE FRONTIERS

I'M STILL LOVING

(Sylvia, BMI) (2:20)-Philips 40148

The new group cames up with a winner.

It's crisp rockaballad that builds and swings.

Strings assist. The flip is "I Just Want

POP SPOTLIGHT

SUE PERRIN

RECIPE OF LOVE

Correct-Tane, BMI) (1:45)-

Golden World # 1-2

The gal really walls on this side bolstered

by effective dual voice tracking and close,

hip chorus backing. Arrangement and driv-

ing beat all add up to that hit sound. Wax to watch. Flip is "Candy Store Man"

POP SPOTLIGHT

FREEDOMS

TEN STEPS TO LOVE

Robin Hood, BMI) (2:15)-Constellation 105

Here's a wild one. It's a banging, strut

tempo side that features the group lead

singer wailing away against a thumping

background that has an unusual effect in

strummin' hanjos. The flip is "You Lied"

(Robin Houd, BMI) (2:05).

(Jobete, BMI) (2:35).

Too" (Sylvia, BMI) (2:33).

Boy" (Merjoda, BMI) (2:15).

(Print, ASCAP) (2:33).



POP SPOTLIGHT

LOS INDIOS TABAJARAS ALWAYS IN MY HEART

(Southern, ASCAP) (2:30)-ECA Victor 6213

A fine lyric reading of the old standard. The due keeps the mood in the same vein as their hit "Maria Elena." Great programming for most stations. Flip is "Moonlight and Shadows" (Paramount, ASCAP)



CAW SPOTLIGHT

MARGIE SINGLETON & FARON YOUNG

KEEPING UP WITH THE JONESES

(Tree, 8MI) (2:28)-Mercury 72237

A smooth country halled told with conviction and empathy by the due Story fells of the fully of a couple trying so hard to keep up that they follow the leaders right into the divorce court. Flip is "He Thanks. I Just Hed One" (Most Rose, SMI) (2:23).



C.AW. SPOTLIGHT

GEORGE JONES

(Tree, BMI) (2:18)-Mercury 72233

TARNISHED ANGEL

Great singing from Jones with a smart piece of material that has to do with a honky tonk angel. Flip is "The Last Town I Painted" (Glad-Russ, BMI) (2:17).



C.&W. SPOTLIGHT

BUDDY MEREDITH TRAPPER MAN

(Newkeys, SMI) (2:17)-Rice 5003

Good ballad and tune for country market. Side moves along about life of a trapper. Sung with authority by Meredith. Flip is "Almost Out of My Mind" (Newkeys, BMI)



C.&W. SPOTLIGHT

LESTER FLATT & EARL SCRUGGS

PETTICOAT JUNCTION

(Carolinton, BMI) (2:28)-Columbia 42982

Another hat TV show theme for the boys. Side features some mighty fast pluckin' and a mass of swingin' fiddles. Flip is "Have You Seen My Dear Companion" (Peer Int'l, BMI) (2:11).



DISK JOCKEY PROGRAMMING SPOTLIGHT

PEGGY LEE

A LOT OF LIVING TO DO

(Marris, ASCAP) (2:34)-Capital 5121

Here's an up-tempo offering by Peggy with plenty of zing and class. The standard features a modified twist best and some mighty neat instrumental backing to go along with the top-notch vocal interpretation. Flip is "I Can't Stop Loving You" (Acuff-Rose, BMI) (3:03);

FOUR-STAR SINGLES

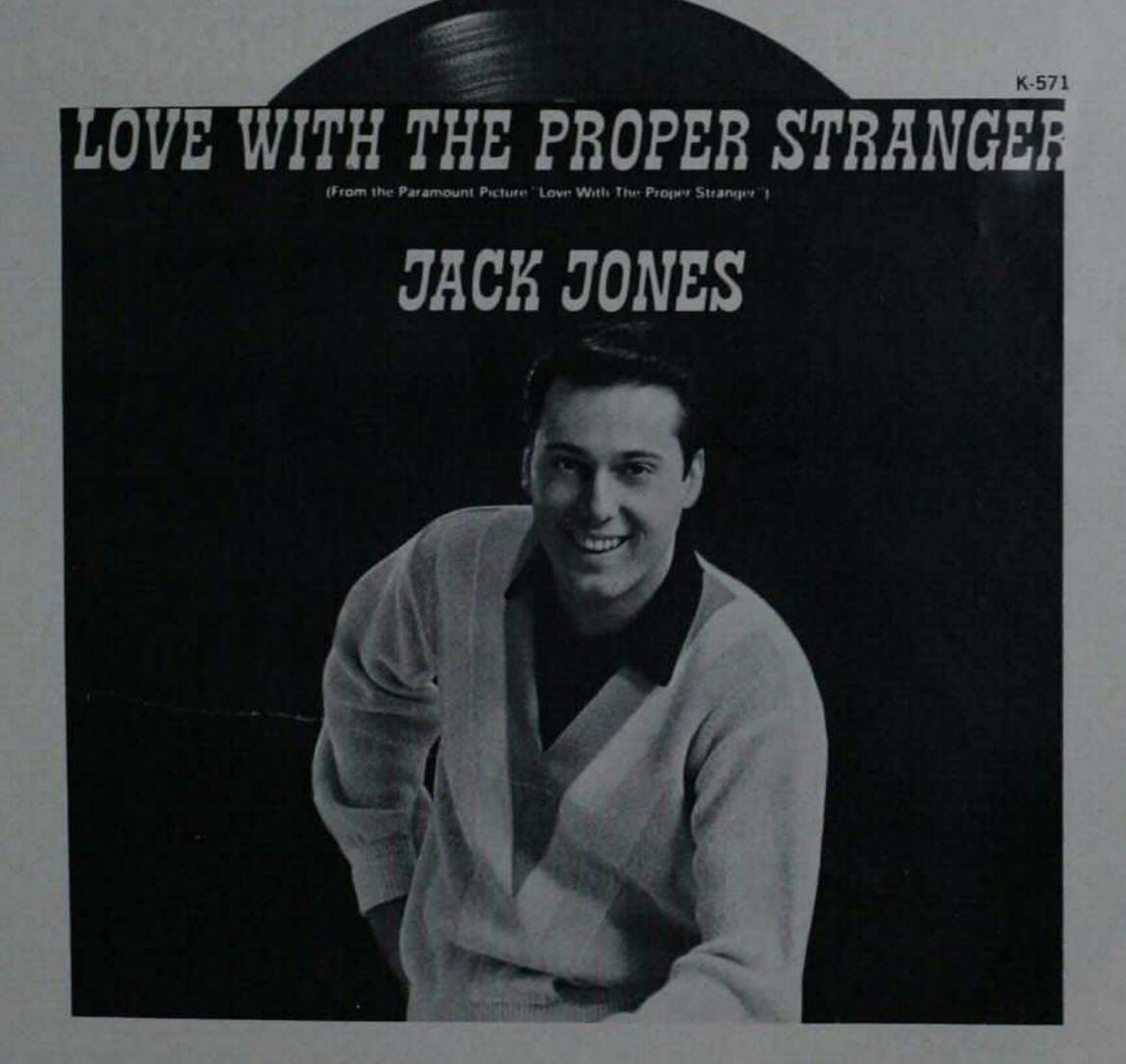
The four-star rating is awarded new singles with sufficient commercial potential in their respective categories to merit being stocked by dealers, onestops and rack jobbers handling that

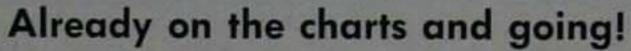
POPULAR

CHARLIE RICH *** Why. Oh Why (Rich, BMI) (2:55) - *** Ludy Love (Rich, BMT) (2:55), GROOVE 0032

The Jones to keep up with

is







SINGLES REVIEWS

· Continued from page 22

POPULAR

DICK SHAWN

*** Hambone (Glenn, BMI)

(2:05) ** ** La Plume De Ma

Tante (Int. Korwin, ASCAP) (2:00).

20th CENTURY-FOX 461

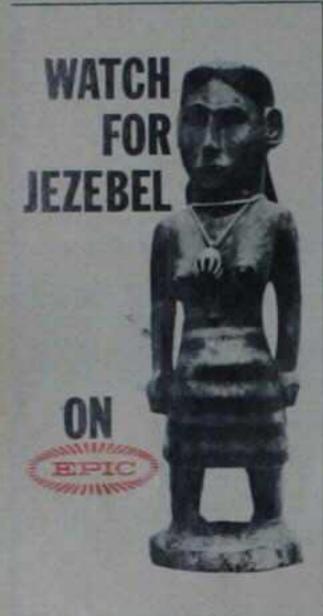
BILL PURSELL

*** The Theme From Captain
Newman (Blue Grotto) (Northern,
ASCAP) (2:55)—*** Remember
Me (I'm the One Who Loves You)
(Yous, ASCAP) (2:28). COLUMBIA

42970

FRANKIE LAINE

*** Up Among the Stars (Entre
Les Etolles) (General, ASCAP) (2:52)



-*** Lonely Days of Winter (Guitar, BMI) (2:13), COLUMBIA 42966

**** Here She Comes Again (Camarillo, BMI) (1:57) — *** Heart (Window, BMI) (2:45). CO-LUMBIA 42978

CARL PERKINS

*** I Wouldn't Have You (Rig
D, BMI) (2:09)—** After Sundown (Cedarwood, BMI) (2:35).

DECCA 31591

CARL HOLMES & THE

*** Fm at My Hest (When I'm Down (Cameo-Parkway & Adato, BMI) (2:20)—*** I Want My Yn Yn (Cameo-Parkway & Adato, BMI) (2:08). PARKWAY 906

FONTELLA BASS

**** Poor Little Fool (PlacidOlsa, BMI) — *** This Would
Make Me Happy (Placid-Olsa, BMI),
SONJA 2006

JIMMY LE FEVER

*** Blue Teardrops (Morris,
ASCAP) (2:17)—*** Cry for Me
Judy (Morris, ASCAP) (1:57), MONOGRAM S18

PAUL BRYANT

*** Sister Love (Cireco, BMI)

2:21) — *** Why Me? (Cireco, BMI)

RMI) (2:57). FANTASY 576

JOEY POWERS

*** Billy Old Buddy (Arch,
ASCAP) (2:26) *** In the Morning Gioria (Boston Road, BMI) (2:38).

AMY 898

McGUIRE SISTERS

*** Never (American, BMI)

(2:25) - *** Now and Forever

(Roosevelt, BMI) (2:30). REPRISE

0156

MAUREEN GRAY

**** Good-Bye Baby (Merjoda,

BMI) (2:22)—*** I'm a Happy
Girl (La-La-La) (Merjoda, BMI) (2:18).

MERCURY 72227

DEL SHANNON

**** Mary Jane (Vickl, BMI)

(2:25)-*** Stains on My Letter

(Vickl, BMI) (2:22). AMY 897

THE CANADIAN SWEETHEARTS

**** Hootenanny Express (Irving-Doral, BMI) (2:04) — ***

Half-Breed (Cedarwood, BMI) (2:21).

A & M 727

*** You Can't Miss Nothing That You Never Had (Placid, BMI) (2:04)—*** God Gave Me You (Placid, BMI) (2:15), SONJA 2005

THE DANLEERS

*** If (Shapiro-Bernstein, ASCAP)

(1:55)—** Were You There (Tate,
ASCAP) (2:20). 5MA5H 1872

FREDDIE ROACH

*** Party Time (Groove, BMI)

(3:00)—** Nada Bossa (Groove,
BMI) (2:55). BLUE NOTE 1892

PRINCE JEFFERIES

*** So Good (Maureen, BMI)

(2:05) — ** The Ape (Maureen,
BMI) (2:05), OLD TOWN 1157

CATHY CARROLL.

**** There Must Be a Way
(Laurel, ASCAP) (2:16)—*** I'll Be
Hurt (Original, BMI) (2:06). CHEER
1805

THE OPALS

*** Tender Lover (Sea Jack,

BMI) (2:31)-** Does It Matter

(Curtom-Jalynne, BMI) (2:49). OKEH

7188

JOHNNY CRAWFORD

*** Sandy (American, BMI)
(2:13) ** Of Shorty (Vanguard, BMI) (2:50), DEL-FI 4229

JIMMY JORDAN

*** The Same Kind of Girl

(January, BMI) (2:17)—** Where

Were You, Clindy Lou (Bee-Cee-Dee,

BMI) (2:19), 20th CENTURY-FOX

436

CHUCK MERRIAM

**** Chuck's Monster (Kalmann,
ASCAP) (2:05)-** Broken Glass
(Wyncole, ASCAP) (2:01), CAMED
301

JOANNE & THE TRIANGLES

*** After the Showers Come
Flowers (Jobete, BMI) (2:22)

Don't Re a Cry Raby (Rickland,
BMI) (2:29), V.I.P. 25003

LES COOPER & HIS ORK

*** Swobblin' (Screen Gems,
Columbia, BMI) (2:20)—** Motor
City (Screen Gems-Columbia, BMI)
(2:25). DIMENSION 1023

NANCY WILSON

**** Don't Rain on My Parude
(Chappell-Stein, ASCAP)

** The

THE IMPALAS

**** There is Nothin' Like a

Dame (Williamson, ASCAP) (2:06)

-** Last Night I Saw a Girl

TURY-FOX 428

Grass Is Greener (Karstlee, ASCAP)

(Gamut, ASCAP) (1:52). 20th CEN-

SONNY KNIGHT QUARTET

**** Be True to Your Dog
(Irving, BMI) (2:00) — *** State
Street (Irving, BMI) (2:15), A & M
728

LAURIE JOHNSON ORK

*** The Theme from Dr. Strangelove (Screen Gems-Columbia, BMI)

(2:17) ** Love That Bomb (Colgems- ASCAP) (1:41). COLPIN 723

DICK JACOBS, HIS CHORUS & ORK *** Blueberry Hill (Chappell, ASCAP) (2:31) — *** Drag Race (Merrimue, -BMI) (2:94). BRUNS-WICK 55261

BIG BUDDY LUCAS

*** La-Ja-Ma-Doodle (This Is My
Locky Day) (Spectorius-Rebecca-Palmina, BMI) (2:29) — ** Rump Te
Bump (Spectorius - Rebecca - Palmina,
BMI) (2:19), LAWN 227

THE RIVINGTONS

*** Weejee Walk (Ardmore,
ASCAP) (2:84) — ** Fairy Tales
Ardmore, ASCAP) (2:30), LIBERTY

55671

SERENADERS

*** If Your Heart Says Yes (Jobete, BMI) (2:45) ** I'll Cry Tomorrow (Jobete, BMI) (2:30), V.LP
25002

INE AND DEE DEE JOHNSON

*** You Can't Have Your Cake
(And Eat It Too) (Piacid, BMI)—

** The Drag (Piacid, BMI) INNIS 3002

BARRY SISTERS

*** I Must Be Dreaming (Screen
Gems-Columbia, BMI) (2:35)—**

Nobody's Asking Question (But Everybody Wants to Know) (Screen GemsColumbia, BMI) (2:31), COLPIX 721

TY HUNTER

*** Am I Losing You (Chevis,

BMI) (2:39) — ** Love Walked

Right Out on Me (Chevis, BMI)

(2:92). CHESS 1881

CHUCK BERRY

*** Nudine (Is It You?) (Are, BMI) (2:30) — *** O Resigning (Are, BMI) (2:15), CHESS (BR)

FRANK MOORE FOUR

*** Seven Days (Sands, ASCAP) (2:58)-** Look Here Baby (Sands, ASCAP) (2:20), ALMO 202

THE INITIALS

*** School Days (Arc, BMI) (2:23)-** The Song Is Number One (Old Lyne, BMI) (2:19). CONGRESS 207

ALICE SPINNER

*** Sweet Promises (Hicks, BMI) (2:20) — ** Good For Me (Hicks, BMI) (2:30), HUGO 11722

COUNTRY

JOHNNY SEA

*** There's Another Man (Trio, BMI) (2:35) — *** My Baby Walks All Over Me (Lo-Tal, BMI) (2:27), PHILIPS 40164

CLAUDE GRAY

*** Eight Venrs (And Two Children Later) (Tree, BMI) (2:23) —

*** Lonesome (Window, BMI) (2:23), MERCURY 72236

SWANEE CALDWELL

*** Empty Chair (Briarcliff-Garpax, BMI) (2:24)—** Heaven All Around Me (Lois, BMI) (2:30), KING 5845

DORIS KING

*** Blue Living Room (Fred Rose, BMI) (2:30)—** I Picked & Duky (Robyn Renew, BMI) (2:30), HICKORY 1242

RHYTHM & BLUES

JOHN LEE HOOKER

*** Don't Look Back (Conrad, BMI) (2:07)—*** Send Me Your Pillow (Conrad, BMI) (2:27), VEE JAY 575

SPIRITUAL

JUBILEE STARS

**** 27 Psaim (Jonvis, BMI) (2:35)—** I Want to Rest (Jonvis, BMI) (2:30), VISCOJON 639

THE BENNY GOODMAN QUARTET

TOGETHER AGAIN!

The BENNY GOODMAN Quartet MANAGEON



Benny Goodman



Lionel Hampton



Gene Krupa



Teddy Wilson

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My Honey's Loving Pll Tell the Man in



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Any Place I Hang My Hat In Home Right as the Rain Down With Love Who Will Buy? When the Sun Comes Out. Gotta Move My Coloring Book I Don't Care Much Lover, Come Back to Me I Stayed Too Long.

at the Fair

CL 2154/CS 8954°

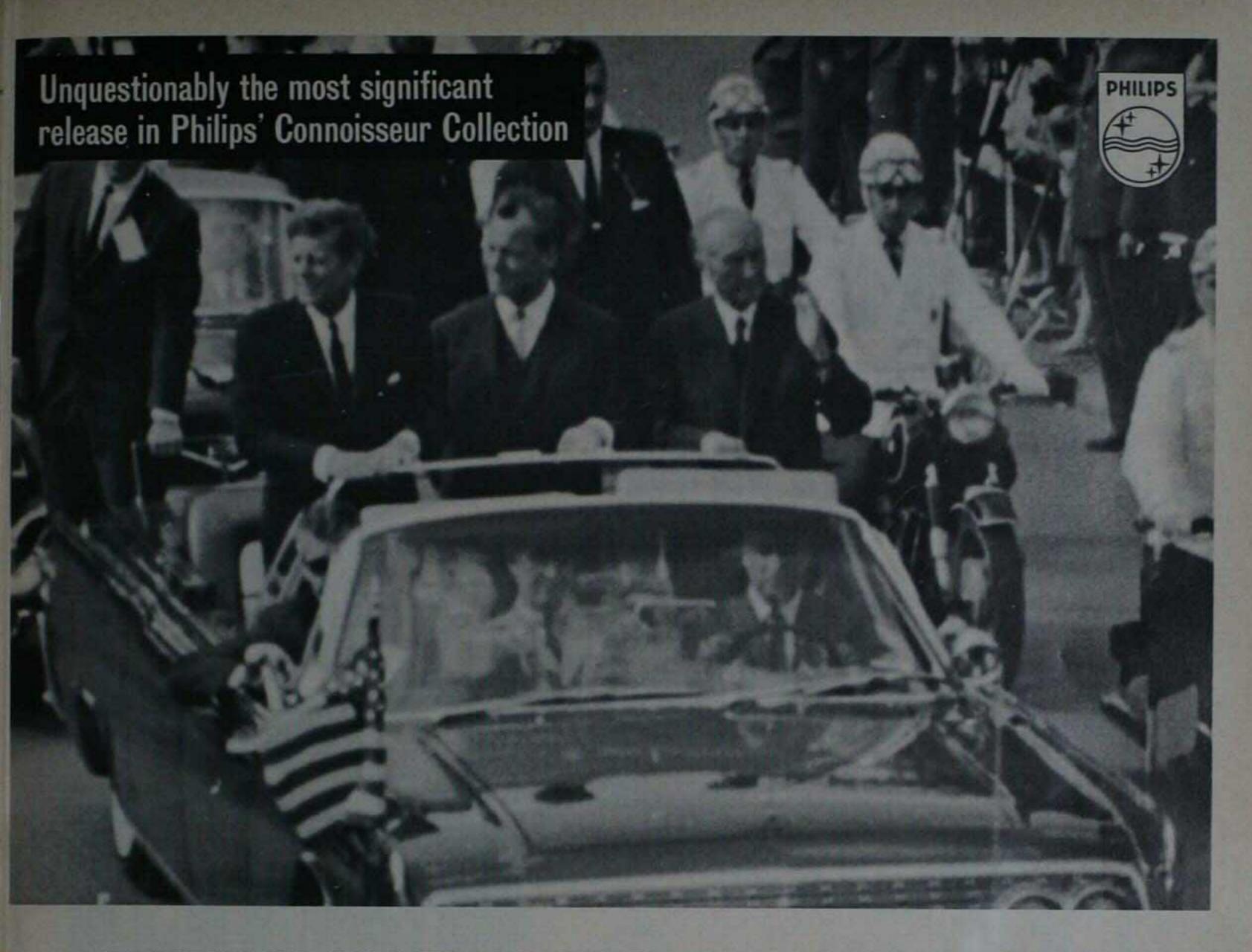






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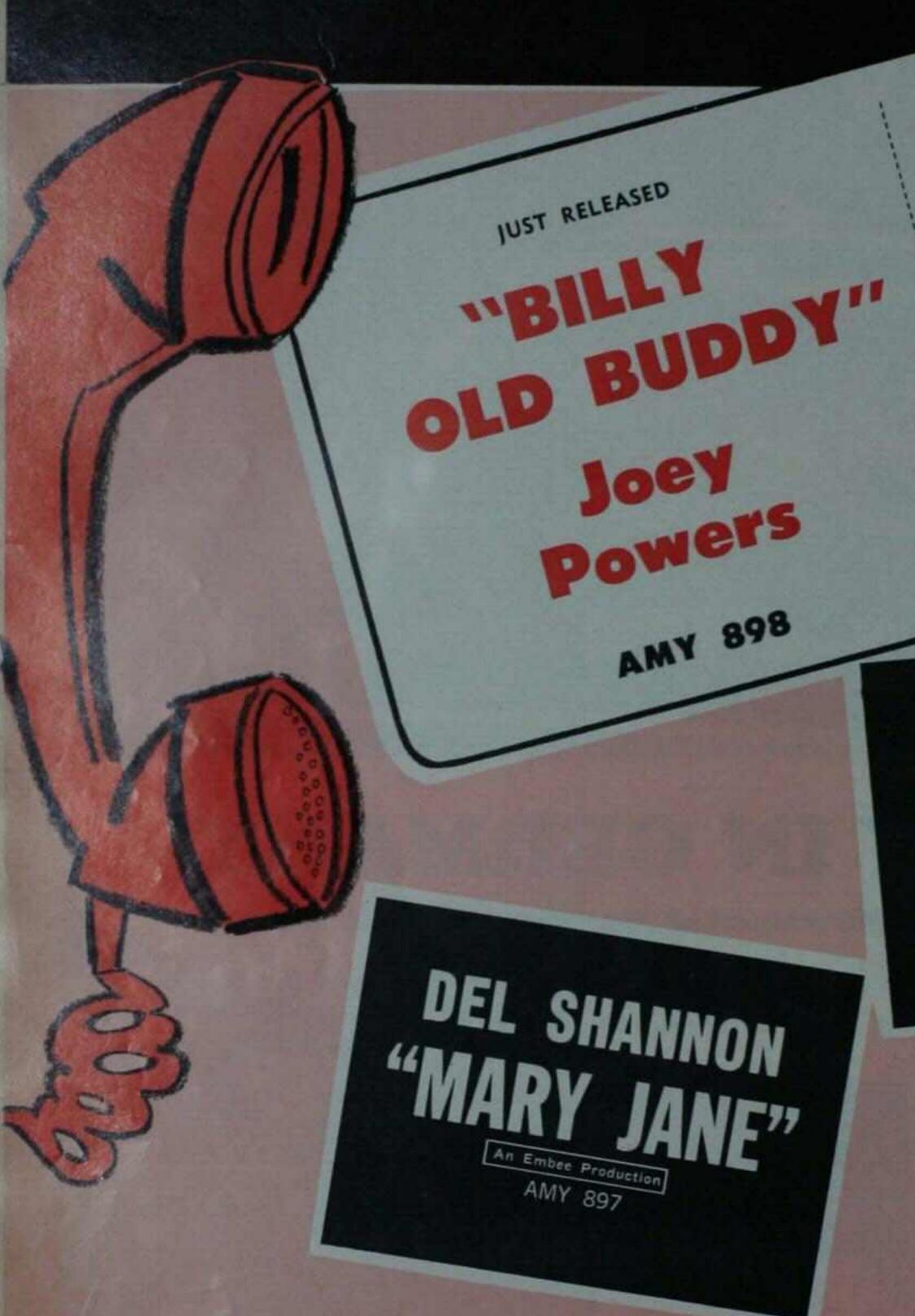
ents of Chancellor Adenauer, West and other important officials.

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AMY 8001-M

MIDNIGHT MARY

MIDNIGHT POWERS

JOEY POWERS

LOU JOHNSON "IT AIN'T NO USE"

Produced By Burt Bacharach
HILLTOP 551

ED TOWNSEND "I LOVE YOU

Produced By Larry Maxwell MAXX 325

TRACEY DEY • BROOKS O'DELL • JOE'S
DAVID THORNE • JOHNNY AND THE
O'DELL • JOEY POWERS • DEL SHANNON
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TRACEY DEY • BROOKS O'DELL • JOE'S
DAVID THORNE • JOHNNY AND THE
O'DELL • JOEY POWERS • DEL SHANNON
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O'DELL • JOEY POWERS • DEL SHANNON
AND THE HURRICANES • THE RAYS •
TRACEY DEY POWERS • DEL SHANNON
AND THE HURRICANES • THE RAYS •
TRACEY DEY • BROOKS O'DELL • JOE

Don Belzer; and two smaller firms, Dasco, Inc., and Rapid Merchandising.

(Not included are several outof-town rack jobbers such as Handleman, and Bob Israeloff, which also do a good chunk of business, but which do not buy locally and hence are considered a loss as far as the distributors here are concerned.)

The one-stop picture shows four major firms: All Records, owned by Heilicher and Jather, doing most of its business in retail singles; Acme, owned by Lieberman, handling LP's and singles, with a number of good juke box operator accounts (Lieberman is also the city's largest

Other Heilicher extruHNSON • ED TOWNSEND • A

Heilicher advertise CHANDLER • TRACEY DE and gives customers as Billboard's gift DAM FAITH • DAVID THORN an interchangeable cate which can be Y • BROOKS O'DELL • JO any amount. HNSON • ED TOWNSEND • A

All accounting is cards and merchary CHANDLER • TRACEY DE stocked daily.

What Amos DAM FAITH • DAVID THORN
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an appetizing displ
will do business. If DAM FAITH • DAVID THORN
also has good systemy • BROOKS O'DELL • JO

OHNSON . ED TOWNSENDE A

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FERRANTE & TEICHER SOUR SOUR LOVE

IN THE COOL, COOL OF THE EVENING IN THE NEARNESS OF YOU IN LOVER

IN THE COOL, COOL, COOL OF THE EVENING IN THE NEARNESS OF YOU IN LOVER

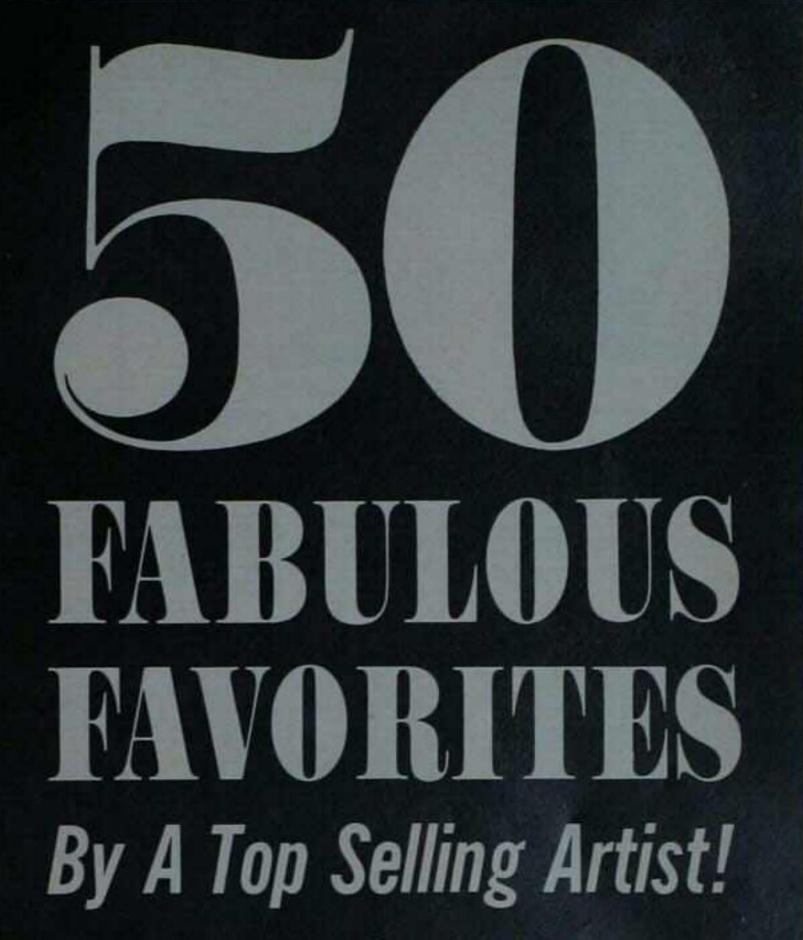
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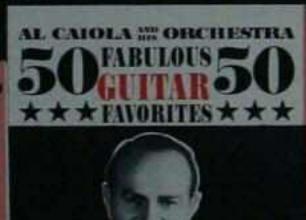
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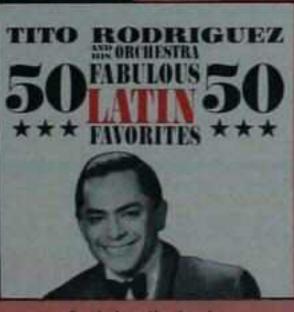
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UAL 3330 (Mono) UAS 6330 (Stereo)



for below the border
aficionados
TITO RODRIGUEZ—
50 FABULOUS LATIN FAVORITES
UAL 3345 (Mono) UAS 6345 (Storeo)



FOR YOUR DANCE PAVORITES

UAL 3349 (Mono) UAS 6349 (Steree)



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UAL 3347 (Mono) UAS 6347 (Stereo

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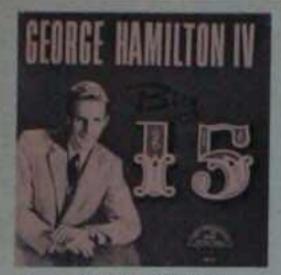
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(continued)

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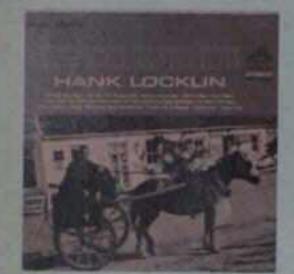


COUNTRY SPOTLIGHT

GEORGE HAMILTON IV BIG 15

ABC-Paramount ABC 461 (M); ABCS 461 (5)

The eatygoing vocalizing of George Hamilton IV pervades this package of sentimental and romantic country ballads. Among the "Rose and a Baby Buth," "I Know Where I'm Scin, "Even Tho" and "Why Don't Dies Understand." Strong was with poppotential as well.



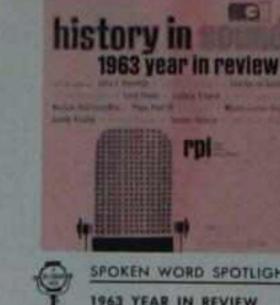


COUNTRY SPOTLIGHT

IRISH SONGS, COUNTRY

Honk Locklin, RCA Victor 2801 (M), LSP 2801 (S)

Dee of the most successful of the country. sharters looks across the ocean to the old country here, the country of his own accenters, to produce an intriguing album. of Irrah dittier, and Locklin sounds mightly at hune with them all. The fittes include Wild trub Rose, "Gallery Bay," and "Dan-my Boy." A smart idee, well done.



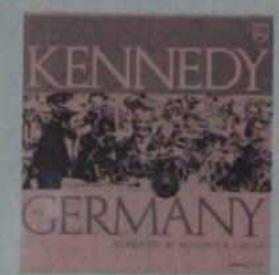


SPOKEN WORD SPOTLIGHT

1963 YEAR IN REVIEW

Various Artists, Gateway GLP 9003 (M)

The significant world-shattering events that took place in 1962 are successfully capsulized in this album. Featured are the actual voice fracks of the people who made the news. With buyers being increasingly interested in audio history documentation (especially for children's educafrom) Gateway also has provided a 1961 and 1962 year in raview albums





SPOKEN WORD SPOTLIGHT

KENNEDY IN GERMANY

John F. Kennedy: Narrated by Howard K. Smith. Philips PCC 210 (M); (No Stereo)

Another in the long line of John F. Kennedy recorded memorabilia. 1P features the complete recordings of his 1963 Germany tour. Narrated by Howard K. Smith, the package contains all of JFK's Germany speeches, including those of Chancellar Adenouse and West Berlin Mayor Willie Brandt, Package features a complete pictorial description of the trip, and the text describes the four in continuity.

BREAKOUT ALBUMS

* NATIONAL BREAKOUTS

TENDER IS THE NIGHT

Johnny Mathis, Mercury MG 20890 (M), SR 60890 (5)

SURFIN' BIRD

Trashmen, Garrett G 200 (M); ST 200 (5)

YOU MAKE ME FEEL SO YOUNG

Ray Conniff, His Ork & Charus, Calumbia Ct 2118 (M); CS 8918 (5)

NEW ACTION LP's

These new albums, not yet on Elliboard's Top LP's Chart, have been reported getting strong cales action by dealers

MORE HITS OF THE 50's AND 60's . . .

Count Basie, Verve V 8563 (M); V6-8563 (5)

LADY IN THE DARK . . .

Original Cast, Columbia OL 5990 (M), OS 2390 (5)

WOMEN IN MY LIFE . . .

Sergio Franchi, RCA Victor LM 2696 (M); LSC 2696 (5)

BOB NEWHART FACES BOB NEWHART (Faces Bob Newhart) ...

Warner Bros. W 1517 (M); WS 1517 (S)

BEAUTY AND THE BEARD . . .

All Hirt & Ann-Morgret, RCA Victor LPM 2690 (M); LSP 2690 (5)

MOMS MABLEY OUT ON A LIMB . . .

Mercury MG 20899 (M); SR 60889 (5)

TOGETHER AGAIN! . . .

Senny Goodman Quartet, RCA Victor LPM 2698 (M); LSP 2698 (5)

TALK BACK TREMBLING LIPS . . .

Johnny Tillotson, MGM E 4188 (M), SE 4188 (S)

WONDERFUL SUMMER . . .

Robin Word, Dot DLP 3555 (M), DLP 25555 (S)

TOM JONES . . .

Sound Trock, United Artists UAL 4133 (M) UAS

THE BEST OF WOODY WOODBURY . . .

Stereaddities MW 6 (M); 5W 6 (5)

I REMEMBER BUDDY HOLLY . . .

Bobby Vee, Liberty LRP 3336 (M); LST 7336 (5)

HIT CITY 64 . . .

Surfaris, Decca DL 4487 (M); DL 74487 (5)

DOWN AT PAPA JOE'S . . .

Diajebelles, Sound Stoge 7 SSM 5000 (M); SSM

THE VERY BEST OF JUDY GARLAND . . .

MGM E 4204 (M); SE 4204 (S)

THIS IS ETHEL ENNIS

RCA Victor LPM 2786 (M); LSP 2786 (5)

HIGH FLYING BIRD . . .

Judy Henske, Elektro EKL 341 (M); EKS 7241 (5)

SUNDAY IN NEW YORK . . .

Peter Nero, RCA Victor LPM 2827 (M), LSP 2827 (5)

BIG HOT ROD HITS . . .

Various Artists, Copital T 2024 (M): ST 2024 (5)

MUSIC TO HELP YOU STOP SMOKING . . .

Living Strings, Comden CAL 821 (M); CAS 821 (5)





COUNTRY SPOTLIGHT

FOLK SONG BOOK

Eddy Arnold, RCA Victor LPM 2811 (M) LSP 2811 (5)

The fine country balladeer turns his atcomes up with as smart an album production so he's had. The singing is warm and sincere and the arrangements go right along on such slick ditties in the folk-pop sance as "Green Green," "Gotta Travel On," "The Young Land," "Blowin' in the and a humor-tinged apus, "Poor Howard. A strong package with many apinnatile tracks.



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



SPECIAL MERIT PICKS

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



POP SPECIAL MERIT

CONNIE FRANCIS SINGS GERMAN FAVORITES

MGM E 4124 (M); SE 4124 (5)

Connie's versatility is no longer estonishing to her fame, so that this album is hardly a surprise. She has been a favorite with the German public the pext few years and here sings some of the songs which were hits for her there. Some are German-language varsions of her international hits, such as "Everybody's Some-body's Fool" and "Don't Breek the Heart That Loves You."



POP SPECIAL MERIT

THE BEATLES

MGM E 4215 (M); SE 4215 (5)

Here's an album that is bound to attract some attention despite the fact that the Beatles are present on only four of the tracks and that there are Beatles of two years ago appearing as a back-up group to solaist Tony Sheridan. The Titans and the Beat Brothers are also featured with Sheridan on the other tracks. On name value, sales can result. But it surely is not the Beatles sound present on other disks.



POP SPECIAL MERIT

TAPESTRY

Chuck Wayne Trio. Focus FM 333 (M)

Afthough this album has been introduced as, and will probably be distributed initially as a jazz LF, it has a much wider potential. Most tracks are ideal for mid-die-of-the-road programming and the set has pace, a touch of bossa and good standards. Guitarist Wayne also switches to banjo for a most exceptional playing



POP SPECIAL MERIT

LOLITA SINGS IN GERMAN WHERE ALL THE FLOWERS GONE AND 11 OTHER FAVORITES

Kapp FCL 4202

Lotifa once surprised the pop world with a aniash hit called "Sailor," which was done strictly in German. The pal retains her meaningful, contralto-ish sound here on a most listenable grouping of songs, again in the native tongue and done with much glow and warmth. The funes them selves have a sort of nostalgic quality which adds to the appeal. The album should also self well in German neighborhoods as well as in the pop market.



POP SPECIAL MERIT

OSCAR PETERSON & NELSON RIDDLE

Verve V 8562 (M); Vo-8562 (S)

A neet feating of falents here brings Peterson more strongly into the pop area than at any time in the past. Riddle's arrangements blend handsomely with their 10 cells, 5 horn and 5 flute valcings, with Peterson's perhaps underplayed planistics here. There is, in fact, a kind of Claude Thornhill quality to these proceedings, making for strong mood as well as jazz buyer appeal. "My Foolish Heart," "Judy" and Sameday My Prinze Will Come" are included.



POP SPECIAL MERIT

THE VERY BEST OF JUDY GARLAND

MGM E 4204 (M); SE 4204 (5)

Another potpourri of vintage Garland from MGM's vaults of film tracks, "Singing in the Rain," "I Don't Care," "The Boy Nest Door" and other of her signet tunes are



POP SPECIAL MERIT

60 FRENCH GIRLS

Les Djinns Singers ABC-Paramount ABC 466 (M); ABCS 466 (5)

Les Dinns Singers have enjoyed enormous popularity in this country ever since their first albums were released and no wonder. Their freshness and straightforward social style is perfectly disarming in this album, "Chansons Americames," they upular standards (in French, of source) such as "Tea for Two," "Begin the Bequine"



POP SPECIAL MERIT

THE WORLD'S GREATEST LOVE SONGS

Harve Presnell MGM E 4194 (M); SE 4194 (S)

Presnell, who starred on Broadway in the "Unsinkable Molly Brown" and will also star in the film version of the hit musical, applies his lovely legit voice to the romantic outpourings of such dated fore as "Yours is My Heart Alone," "You Are Love" and "Oh Promise Ma." Henri Rome



POP SPECIAL MERIT

arranged and conducts on the date.

THE VERY BEST OF MAURICE CHEVALIER

MGM E 4205 (M), SE 4205 (S)

For those who don't yet have a collection of Chevalise performances, this album of-fers a collection of just what it claims-the very best. The symarkable showman is heard in "Mimi," "Louise," "Thank Heavens for Little Girls," "I Remember II Well" and "April in Paris."



POP SPECIAL MERIT

SATURDAY'S CHILDREN SING FOR A LIVING

ABC-Paramount ABC 459 (M): ABCS 459 (M)

A nateworthy new group (John Montgomery, Phil Hirsch, Jackie Lews and Roger Cowger) whose claim to fame is that they sing mighty well. The group sings with a soul-ful sincerity that makes all 12 cuts ring frue. For city billies thin is good work.



POP SPECIAL MERIT

THESE ARE THE BLUES

ELLA FITZGERALD:

Verve V 4062 (M): V6-4062 (5)

Ella has rarely recorded the blues or the strict sense of the word, which will make this album a welcome addition to Ella this album a wolcome addition to Elia collections and something of a new size of the gal. She sings some real classics, "How Long Blues," "See See Bider," "Cherry Red," "Trouble in Mino" plus "St. Louis Blues," among others. She's enthusiastically backed by organist Wild Bill Davis, Roy Eldridge, frumget, Ray Brown, bass, Herb Ellis, guitar, and Gus Johnson, drums, Another painting by David Stone Martin of the singer adorns the cover. It's the latest in a series of cover cover. It's the latest in a series of cover-



POP SPECIAL MERIT

THE VERY BEST OF JIMMY DURANTE

MGM E 4207 (M); SE 4207 (S)

The recent album and single disk success by the Schnoz on another label could mean some activity for these older tracks, even though they constitute the classic rather then the revival "September Song" kind of Durante. His stanch fans, however, will surely love this collection which includes "Bill Balley." "I'm a Vulture for Horti-culture." "I'll Do the Strut-Away in My Cutaway," and "I'm the Guy Who Found the Lost Chord." Eddie Jackson is present on some of the tracks too.



JAZZ SPECIAL MERIT

SWEET SEPTEMBER

Pete Jally Trio & Friends Ava A 39 (M): AS 39 (S)

folly's planistic prowess, and musical fasts abound in this fine set of performances. Meticulaus and emaginative emprovisatory figures add up to a lively, interfaces total, Listening is easy, and support from Chuck Berghoter (basa) and Larry Bunker (drums) is excellent. Examples of what is in store for the listener, besides the title tune, are "I Have Dreamed," "Any Number Can and "I'm Beginning to See the

Billboard

TOF LF'S

100	į.	STAP automos IP's as about 0 marks				DE-80	Perced Industry Association of Association
This Week	Last Week	Title, Artist, Label Overt	This La	ring greatest proportionate upward progress this	This	Last	Record Industry Association of America seal of certification as million dollar LP's.
1	3	MEET THE BEATLES 3	(52) 23	ROMANTICALLY 8	(103)	110	SINCE I FELL FOR YOU 3
(a)	1	THE SINGING NUN 15	(53) 67	WIPE OUT	(104)	106	STOP THE WORLD-I WANT TO
ര്	2	IN THE WIND 17	(54) 66		•		GET OFF Original Cest, Landon AM 58001 (M); AMS 88001 (S)
Ø.	4	LITTLE DEUCE COUPE 15	(55) 45	RAMBLIN' ROSE	105	124	ETTA JAMES ROCKS THE HOUSE . 3
0	9	WEST SIDE STORY 121 (8)	(56) 61	THE BIG SOUNDS OF THE DRAGS. 10	(106)	120	CHECKERED FLAG
0	6	PETER, PAUL & MARY 95 (8)	(ST) 63	LAWRENCE OF ARABIA	(107)	109	I LOVE YOU BECAUSE 36
0	11	Warner Bres. W 1449 (M); W3 1449 (S)	76	LOUIE LOUIE	(100)	102	PAUL ANKA'S 21 GOLDEN HITS 33
0	-	Peter, Paul & Mary, Warner Bres. W 1473 (M); WI 1473 (S)	(G) 42	JFK THE MAN, THE PRESIDENT 6	(100)	98	BANNED IN BOSTON 18
0	12	JOAN BAEZ IN CONCERT, PART 2. 11	(a) 79	MONDO CANE	(6)	94	THE VERY BEST OF
9	10	THE SECOND BARBRA STREISAND	(B) 70	ANY NUMBER CAN WIN 15	(110)	27	CONNIE FRANCIS
0	16	Columbia (1, 2054 (M)) (3 8834 (1)	95	Jimmy Smith, Verve V 6552 (M), Ve-8552 (S)	1	129	I'M LEAVING IT UP TO YOU AND
0	7	FUN IN ACAPULCO 9	(I)	THE WORLD Various Arriest, Colpix CP 2500 (M); (no Steros) 2			Dale & Grace, Montel MLF 100 (M) MLF 100 (E)
(11)	25	Elvis Presiey, BCA Victor LPM 2754 (M); LSF 2756 (S)	63 50	ROY ORBISON'S GREATEST HITS 77	(112)	114	KATE SMITH AT CARNEGIE HALL. 9
10	25	Manry Mancini & His Grk, RCA Victor SPM 2735 (M)	(64) 44	MY SON, THE NUT 27	(113)	86	Original Cart, Columbia OL 5230 (M); OS 2001 (S)
(13)	5	THAT WAS THE WEEK THAT WAS 8	(65) 71	WE SHALL OVERCOME 10	(14)	97	DEEP PURPLE
(14)	15	THE BARBRA STREISAND ALBUM. 45	(66) 47	HOW THE WEST WAS WON 44	⑩	-	SURFIN' BIRD Trankman, Garrett G 200 (M); ST 200 (S)
(15)	14	WASHINGTON SQUARE 15	(F) 62	CHAD MITCHELL TRIO SINGIN'	(116)	101	JOHN FITZGERALD KENNEDY A MEMORIAL ALBUM 4
(IE)	21	SURFER GIRL		OUR MIND	(1)	78	LET ME SING. 9
(1)	17	TRINI LOPEZ AT PJ's	68 30 1	MARIA ELENA 14 Indies Tabejares, BCA Victor LFM 2022 (M); ESP 2022 (S)	(11)	104	Brends Lee, Detts DL 8429 (M); DL 74429 (3)
(11)	24	BYE BYE BIRDIE	69 64	TWO SIDES OF THE SMOTHERS BROTHERS 61	(118)		THE CONCERT SINATRA
4	36	YESTERDAY'S LOVE SONGS-	(70) 68	BLUE VELVET		96	THE BEST OF JOAN BAEZ
ш		TODAY'S BLUES Namey Wilson, Capital T 2012 (M): ET 2012 (S)	(T) 58	JOHNNY'S GREATEST HITS 302	(120)	121	BLUE VELVET AND 1963's GREAT
愈	26	RICK NELSON SINGS "FOR YOU" 7	87	TIME TO THINK	(121)		HITS BITTY Yaughs, Der DEP 2559 (M); DEP 22559 40
童	29	THE WONDERFUL WORLD OF	85	TOP HITS OF 1963 SUNG BY	(122)	123	THERE'S A MEETIN' HERE TONICH
	50	Columbia CL 2137 (M); CS 8937 (S)	<u>u</u>	BOBBY RYDELL 5	THE REAL PROPERTY.	-	YOU MAKE ME FEEL SO YOUNG
W	10	INTRODUCING THE BEATLES 2	74 41	SOUL 25		141	THE LANGUAGE OF LOVE
(23)	19	Greative Swingle Singers, Philips PRM 200-097 (M):	(75) 65	THE SMOTHERS BROTHERS AT	(124)	(20	Jerry Vale, Columbia CL 2043 (M); CS 8843
24	27	CAMELOT	(9) 33	THE PURPLE ONION 32	(125)		TIME OUT Dave Brybeck, Columbia Ct. 1297 (M): CS 8192 GALD 1016
(3)	13	CURB YOUR TONGUE, KNAVE! 10	76 100	THE FREEWHEELIN' BOB DYLAN 24	(126)		Coral CRL 57279 (M); (so Stars
26	18	JOHN F. KENNEDY-MEMORIAL	73	MANTOVANI MANHATTAN 15	(127)	92	SUGAR SHACK Jimmy Gilmer & the Fireballs, Bet DLP 2545 (V
(1)	9	JOHN F. KENNEDY—THE PRESI-	78 82	THE IMPRESSIONS	(128)	139	SOLID GOLD STEINWAY
(1)		DENTIAL YEARS 1960-1963 8	79 74	HOT ROD RALLY 10	(129)	07	ROBERT GOULET IN PERSON 16
(28)	22	SHUT DOWN 32	80 80	GOOD GUYS 5	(130)	44	RING OF FIRE—THE BEST OF
(29)	31	CATCH A RISING STAR	137	OUT OF LIMITS			JOHNNY CASH CL 2023 (M); CS 6453 (S)
30	28	I LEFT MY HEART IN	112	LIVING A LIE	(13)		BROADWAY-MY WAY Namey Wilson, Capital Y 1828 (M): 57 1828 (S)
	20	SAN FRANCISCO Tony Bennett, Columbia CL 1869 (M); CS 8649 (S)	(83) 84	MODERN SOUNDS IN COUNTRY &	(122)	38	Johnny Mathia, Calumbia Ct. 2016 (M); CS 8816 (S)
M		JACK JONES' WIVES AND LOVERS 8	(a) (b)	WESTERN MUSIC Nay Charles, ABC-Peramount ABC 410 (M); ABCS 410 (S)	血		YOU DON'T HAVE TO BE A BABY
(32)		OLIVER Driginal Cast, NCA Victor LOCD 2004 (Mi): LSDD 2004 (S)	84) 91	WIDE WINNERS 29	(124) 1		HEAVENLY
(33)		Andy Williams, Columbia CL 2015 (M): CS 8815 (S)	85 90	THIS IS ALL I ASK	(B) 1		THE SOUND OF THE WONDERFUL
1		Original Cast, Calumbia KDL 6020 (M) KOS 2420 (S)	86 81	JOAN BAEZ, VOL. I 103	(33)		TYMES 9
1	53	OLDIES BUT GOODIES, VOL. 6 4 Various Antista, Original Seuns 3011 (M), 8853 (E)	(87) 69	SING A SONG WITH THE	136) 1	15	BIG FOLK HITS 19 Brothers Feer, Celemble CL 2023 (M); CS 8823 (S)
(35)	35	JOAN BAEZ IN CONCERT 69	(m) 77	Cepitel RAG 2005 (M), SRAG 2005 (S) LET'S GO	1	49	SOUTH PACIFIC Sound Treek, SCA Victor LOC 1022 (M); LSO 1022 (S)
1	56	THE VENTURES IN SPACE	131	THERE! I'VE SAID IT AGAIN 3	(138) 1	43	THE CARDINAL 2
38	54	WONDERFUL! WONDERFUL! 11		Bobby Vietes, Epic LN 34001 (M); EN 26001 (3)	(139) 1	19	JOHN FITZGERALD KENNEDY-THE
39	34	SURFIN' U. S. A. 42	(F) 100	TENDER IS THE NIGHT			PRESIDENTIAL YEARS 1960-1963 4
0	52	Original Cast, SCA Victor LOC 1085 (N), LSO 1083 (S)	(9) 108	Original Cest, Celumbia KOL 6000 (M): KOS 2400 (S)	(40) 1	33	500 MILES AWAY FROM HOME
1	43	THE JAMES BROWN SHOW 34	92) 00	Freez Fairh & Drk. Columbia Ct. 2022 (Mt) CS 6022 (S)	(4)	45	Johnny Mathir, Calembia CL 2044 (M); ES 2844 (E)
42	37	THINK ETHNIC 46	(33) 89	ELLA & BASIE . 18 Ella Fitzperald & Count Basin, Verre V 4061 (M: V6-4061 (X)	(142) 1	11	KENNEDY & ROOSEVELT 5
43	48	RAMBLIN' 26 New Christy Minstrels, Celembia CL 2055 (M) CS 8855 (3)	94 105	OKLAHOMA	0	34	John F. Xennedy & Franklin D. Recoveredt, Somernet 18100 (M); (no Steres)
(4)	49	PAINTED, TAINTED ROSE 19	95) 99	CONCERT FOR LOVERS 10	0		LEWITERCE WEIL DET SEZE (N): DEP 25538 (S)
(45)	46	MOON RIVER & OTHER GREAT	96 75	MY FAIR LADY 380 (5) Original Cast, Calumbia 05 5090 (M); 05 2015 (S)	(4)	22	THE NEW CHRISTY MINSTRELS 64 Columbia CL 1872 (M); CS 8472 (S)
	20	MOVIE THEMES 93 93	97 83	COLDEN HITS OF THE 4 SEASONS 24	(45)	- 1	OE AND EDDIE COAST TO COAST 1
(6)	32	SINATRA'S SINATRA 20	130	THE DREAM DUET	(146)		PERCY FAITH & HIS ORK PLAY
9	2/	HOLLYWOOD—MY WAY 28 Hancy Wilson, Capital T 1934 (M): ST 1934 (S)	(99) 103	JOAN BAEZ, VOL. II 116	0		Columbia CL 2108 (M); CS 8900 (5)
0	20	MORE TRINI LOPEZ AT PJ's 11	(100) 93	KNOCKERS UP 171	0		MOM E 4215 (M) SE 4215 (B)
9	33	Unix Prestry, REA Victor Low 2745 (MIL 120 2745 (S)	(m) 72	THE BEST OF THE CHAD MITCHELL	(49)		Stern Lawrence, Columbia Ct. 2121 (M), E3 8921 (S)
3	55	THE BEST OF THE KINGSTON TRIO 89	9	TRIO 21	(149)		Mr. Gaster with the Weindart Capital T 2010 (M: 17 2010 (S)
E	00	DRAG CITY Jun & Been, Liberty LEP 2229 (M); LST 7229 (S)	134	EVERYTHING IS A-OK Astronaute, BEA Victor LPM 2782 (M): LSP 2782 (S)	150	- (CORME COUNTRY STYLE
					4 14		

FEBRUARY IS TWO GREAT MONTHS!

CONNIE FRANCIS MONTH ON



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The Very Best Of Connie Francis E/SE 4167



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E/SE.4102

FITZGERALD MONTH ON



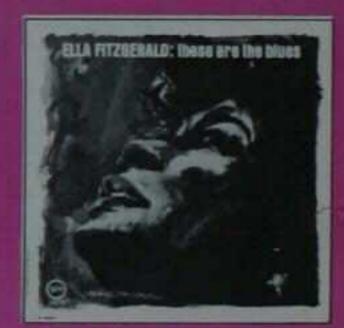
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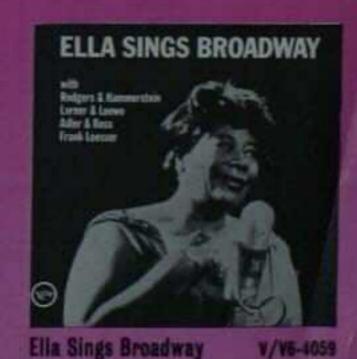


Ella & Basie V/V6-4061



These Are The Blues

V/V5-406



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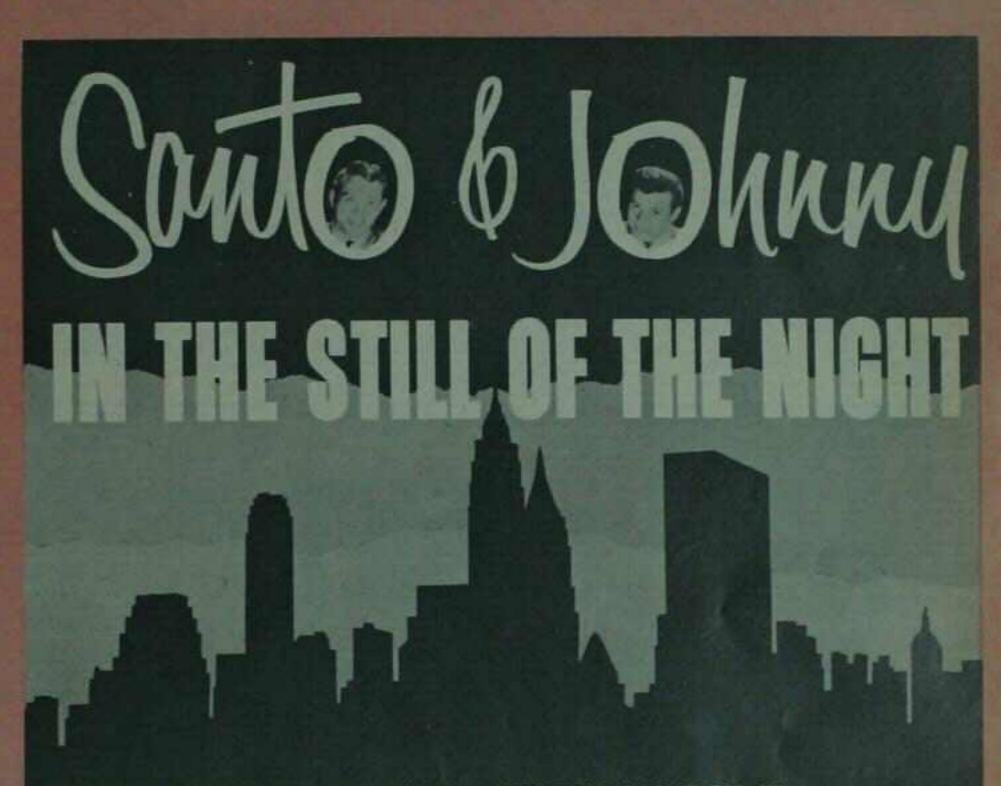
"I'LL REMEMBER
(IN THE STILL
OF THE NIGHT)"

CA 164

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CRYING IN THE CHAPEL



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ALBUM REVIEWS

Continued from page 34



JAZZ SPECIAL MERIT

MORE HITS OF THE 'SO'S AND '60'S

Count Basie Verve V 8563 (M); V6-8563 (5)

The Easie big band turns to a group of tunes which had their original prominence suring the last two decades; tunes which actually seem to be a catalog of Frank Sinatra Items rather than generalized hits.
The hand swings fast and slow on such items as "Second Time Around," "May, Jealous Lover," "Only the Lonely," "Wee Small Hours," "VII Never Smile Again," atc. Good, Intenable arrangements were handled for Bills Board. handled by Billy Byers.



CLASSICAL SPECIAL MERIT

VERDI: FALSTAFF HIGHLIGHTS

New Symphony Orchestro of London (Downes). London A 4154 (M); OSA 1154 (5)

It is rather questionable whether many people are interested in buying an excerpts albom of this magnificent opera, tince if a work that doesn't lend itself well to breaking down into set pieces, However, the cast is excellent, featuring Regina Resnik, Fernando Eprena, and others. If it bared



CLASSICAL SPECIAL MERIT

SCHUMANN

Emil Gilels/Dimitri Bashkirov/Sviatoslav Richter, Bruno BR 14051 (M)

Srung has reprogrammed three excellent performances by top Russian planists, which have appeared on other recital albums previnusly. Gilels performs the Sonata No. 1. Easthkingy does the Informezzi, Op. 4, and Richter gives a compelling performance of the introduction and Allegro Appessionals. Op. 92. A fine programming idea for Schumann buffs.



CLASSICAL SPECIAL MERIT

GROFE GRAND CANYON SUITE

Landon Festival Orchestra (Black) Landon SPC 210()2 (5)

Grotu's very popular tone poem is given an appropriately vivid reading on this disk. The recording itself-London's Phase 4-is almost as important as the lusty, expansive performance that Stanley Black extracts from the musicians



COUNTRY SPECIAL MERIT

THE GOLDEN HITS OF COUNTRY AND WESTERN STARS

Various Artists. United Artists UAL 3327 (M); UAS 6:327 (S)

Judy Lynn, Melba Montgomery and George for a oppear on six of the duzen tracks here, which makes the peckage worthy of considerable sales. The Lerpy Holmes Singers and Al Caiolir's guitar share the re-maining bands with bluegrass man Bill Harrell. A pleasant enough sampler of the label's catalog which can anjoy a good response.



COUNTRY SPECIAL MERIT

ALL-TIME FAVORITES

5lim Whitman, Imperiol LP 9252 (M)

Silm Whitman's familiar vocal styling is founed to some fine all-time hits. Among the selections are: "So Long Mary," "They Didn't Believe Me." "What'll I Do," and Huve I Told You Lately That I Love You." Package should register well with country music and Whitman fans.



BLUES SPECIAL MERIT

TURN BACK THE CLOCK

Various Artists. King 859

On name value aline, this can attract the attention of collectors. Present on the album with sides from the past are Eddie.

(Cleanhead) Vinson, Memphia Silos, Jack Duprae, Lonnie Johnson, John Lee Honker, Pinny Brown and Willie Littlefield, among others. Good material for the real blues and r.&b. fams,



POLKA SPECIAL MERIT

THE BIG POLKA BAND HITS

Will Globe & His Ork London LL 3344 (M); PS 344 (S)

Glahe and his bright ensemble once sur-prised America's pop world with a sleeper hit in "Liechtensteiner Polks," and that's here again in an updated stereo version, along with other favorites like "Pennsylvenia Polka," "Beer Barrel," "Clarinet Polka," "Hoop De Doo," and numerous others. Good bright sound in stereo should get the dancers on the floor fast.



LOW PRICE CLASSICAL

SPECIAL MERIT

RACHMANINOFF: PIANO CONCERTO NO. 2/TCHAIKOVSKY: SERENADE FOR STRINGS

Hague Philharmonic (Van Otterloo) London Symphony (Fistoulari) Mercury Wing MGW 14040 (M); SRW 18040 (5)

Here is a strong coupling of two of the favorite repertory items. The planist in the Rachmaninoff is Cor De Groot, and the performance is a confident one. Attractive packaging and price should catch the buyer.



LOW PRICE CHILDREN'S SPECIAL MERIT

GOLDILOCKS AND THE THREE BEARS

Disnayland DQ 1250 (M)

Here's an intriguing set of three stories, all told appealingly by Rica Moore, with inventive use of a jazz-styled combo musical backup. The group on Three Sears, for instance, includes Johnny Guarnieri. Shelly Manne, Al McKibbon and Katherine Gotthoffer. The same group is on the "Shoemaker and the Elves," while Red Mitchell and Larry Bunker appear on "Twelve Brothers." Miss Moore's exposition of the stories themselves is excellent.



LOW PRICE CHILDREN'S

SPECIAL MERIT

WALT DISNEY PRESENTS THE STORY OF ROBIN HOOD

Disneyland DQ 1249

Here are selections taken from the original sound track of Welt Disney's film, "Robin Hood," and featuring a narration, inter-wover with the dramatization, by Dal Mc-Kennon. Two songs, "Riddle De Diddle De Day" and "Come Sing Low, Come Sing High," are included. Otherwise, it's just plain good storytelling for the kiddles.



CHILDREN'S SPECIAL MERIT

WALT DISNEY PRESENTS FOLK HEROES

Wallingtons, Rex Allen, Fess Parker & Stan Jones Disneyland ST 3921

From the vast Disney catalog comes this good collection of tunes from past Disney pictures about heros like Johnny Shiloh Swamp Fax, Elfego Boca, Davy Crockett, etc., all memorialized in song just like they were in the motion picturees by the voices of Fest Parker, Rex Allen, Stan Jones and the Wellingtons. Inside the bookfold cover there's an elaborate 12-page bound-in booklat with the lyrics of each tune and color drawings of the heros.



LOW PRICE COUNTRY

SPECIAL MERIT

THE GREAT GEORGE JONES

Mercury Wing MGW 12266 (M): SRW 16266 (5)

Jones' stature in the country field will guarantee plenty of sales for this collection of some of his memorable performances. He is heard singing "You Gotta Be My Baby," "Gled to Let Her Go," "No Money in This Deal," and "Uh, Uh, No."

so more will live

$\triangle \triangle \triangle \triangle$

FOUR-STAR ALBUMS

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

POPULAR

NIGHT LIFE The Mary Kaye Trio. 28th Century-For TFM 3117 (M); TFS 4117 (S)

THE VERY BEST OF BING CROSBY MGM E 4103 (M); SE 4203 (9)

MERY GRIFFIN "MY FAVORITE SONGS" Cameo C 1060 (M); SC 1060 (5)

WHISTLE STOP Vinny Bell, Verve V 8574 (M); V6-2574 (5)

MOODY'S MOOD Pat Thomas, MGM E 4186 (M): SE 4206 (5)

I LIVE ALONE Gordon Jenkins, Kapp KL 1361 (M)

DICK SHAWN SINGS WITH HIS LITTLE PEOPLE 20th Century-Fax TFM 3124 (M): TFS 4124 (S)

THE WAILERS WAIL Golden Crest CR 3075

GREAT RAGTIME HITS Steve Allen. Dot DLP 3560 (M): DLP 15560 (S)

BLACK MOONLIGHT & SUNSHINE Monty Sunshine His Clarinet & His Band, Kapp KL 1356 (M); KS 3356

ITALIANISSIME! Joni James. MGM E 4208 (M); SE

JONI JAMES SINGS "MY FAVORITE THINGS" MGM E 4200 (M): SE 4200 (S) THE FOUR DIMENSIONS OF

ANDRE PREVIN MGM E 4186 (M); SE 4186 (S) A JAZZ PORTRAIT OF

EDDIE THOMPSON Regina R 299 (M); RS 299 (S)

YOUNG AMERICA DANCES TO TV'S GREATEST THEMES Bill Ramal & His Ork, 20th Century-For TFM 3109 (M); TFS 4109 (5)

HI-HEEL SNEAKERS

Tommy Tucker

Checker 1067

LOVE WALKED RIGHT OUT ON ME

> Ty Hunter Chess 1881

cookin ...

WOMAN, LOVE AND A MAN (Part II)

Tony Clarke

Chess 1880

SAVE A LITTLE MONKEY

Tuff 375

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EVERYONE KNOWS **Bobby Charles**

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Billion HITS OF THE WORLD

AUSTRALIA

(Courtesy Music Maker, Sydney) Denotes local origin

This Last Week Week

- 1 I SAW HER STANDING THERE - The Beatles. (Parinphone)-Leeds
- 1 HE'S MY BLOND HEADED STOMPIE WOMPIE REAL GONE SURFER BOY-*Little Pattie (HMV)-Castle
- 1 I WANT TO HOLD YOUR HAND-The Beatles (Parlophone)-Leeds
- 7 SHE LOVES YOU-The
- Beatles (Partophone)-Leeds 4 DO YOU LOVE ME-Brian Poole (Decca)-Tu-Con
- 9 PLEASE-Frank Hield (Columbia)-Chappella 7. IN YOU DON'T OWN ME-Lesley Gore (Philips)-
- Alberts # 11 BEAUTIFUL DREAMER-Roy Orbison (London)-
- Allans 6 VAYA CON DIOS-*Kathy McCormack (RCA)-Morris 2 TWIST AND SHOUT-The
- Beatles (Parlophone)-Chappells
- 10 KAHUNA-*The Deavermen (RCA)-Leeds
- 8 SECRET LOVE-Kathy Kirby (Decca)-Allam - MY LITTLE ROCKER'S
- TURNED SURFER-*Dieger Revell (RCA)-Johnny Devlin
- HANGIN' FIVE-*The Delitones (Festivals)—Essex 5 MEMPHIS, TENNESSEE— Dave Barry (Decca)

BRITAIN

IA special list compiled prior to publication by the New Musical Express, London)

*Denotes local origin

This Last Week Week

- 7 NEEDLES AND PINS-*Searchers (Pye)-Metric Munic
- 2 HIPPY HIPPY SHAKE-*Swinging Blue Jeans (HMV)-Ardmore & Heechwood.
- 1 GLAD ALL OVER-*Dave Clark Five (Columbia)-Ivy Music 5 I'M THE ONE-Gerri and
- the Pacemakers (Columbia) Pacer Music 6 TWENTY-FOUR HOURS
- FROM TULSA-Gene Pitney (United Artista)-A. Schroeder 3 I WANT TO HOLD YOUR
- HAND-Beatles (Parlophone - Lorna Music 8 STAY-*Hollies (Parlophone) -Lorna Music
- 4 I ONLY WANT TO BE WITH YOU-*Dusty Springfield (Philips)-
- Springfield Music 9 13 DON'T BLAME ME-*Frank Ifield (Columbia)-Campbell-Connelly
- 12 AS USUAL-Brenda Lee (Branswick)-Jewel Music 15. 54-3-2-1-*Manfred Mann
- (HMV)-Keith Prowse 9 SWINGING ON A STAR-
- Big Dec Irwin (Colpix)-Morris Music 17 WE ARE IN LOVE-*Adam
- Faith (Parlophone)-Freddie Poser
- DIANE-*Bachelors (Decca) -Darewski Music 15 10 I'M IN LOVE-*Fourmost
- (Parliophone)-Northern Songs, Ltd. 14 DO YOU REALLY LOVE
- ME TOO-Billy Fury (Decca)-Shapiro-Bernstein 29 LOUIS LOUIE-Kingsmen
- (Pye Int.)-World Wide Music 11 SHE LOVES YOU-Beatles (Parlophone)-Northern
- Songs, Ltd. 19 16 I WANNA BE YOUR MAN -*Rolling Stones (Decca)-
- Northern Songs, Ltd. 19 ROLLING STONES (EP)-*Rolling Stones (Decca)-
- Jewel/Dominion/ Progressive - I THINK OF YOU-"Merseybeats (Fontana)-
- Welbeck Mellin 22 17 KISS ME QUICK-EIVE Presley (RCA)-West One
- Music - FOR YOU-Rick Nelson (Brunswick)-Feldman
- 24 BABY I LOVE YOU-Ronettes (London)-Belinda Munic
- CANDY MAN-*Brian Poole and the Tremeloes (Decca) -A. Schroeder
- 26 26 WHISPERING-Nino Tempo & April Stevens (London)-Darewski Music

- MY BABY LEFT ME-Dave Berry (Decca)-Aberbach
- 28 28 DAVE CLARK FIVE (EP)-*Dave Clark Pive (Columbia)-Dominion/Belinda/ Progressive/Melcolico-lvy
- SONG OF MEXICO-Tony Meetian (Decca)-Francis, Day & Hunter
- 22 DON'T TALK TO HIM-*Cliff Richard (Columbia)-Shadows-Belinda Music

FLEMISH BELGIUM

(Courtesy Juke Box Magazine) *Denotes local origin

Two This Weeks Week Ago

- MARIA ELENA-Los Indios Tabajaras (RCA)-Southern TOMBE LA NEIGE-*Adamo
- (Pathe)-Rudo 1 IF | HAD A HAMMER-Trini Lopez (Reprise)-Eds.
- Tropicales 9 THIS LAND IS YOUR LAND-Trini Lopez
- (Rieprise) 3 ALLEEN-John Larry
- (Polydor)—Pause Partout TCHIN TCHIN—Richard Anthony (Columbia)-World
- # DON'T TALK TO HIM-Cliff Richard (Columbia)-Belinda Music
- 2 BOSSA NOVA BABY-Elvis Presley (RCA)-Belinda Music
- VERLATEN HART, GEBROKEN HART-*WIII Tura (Palette)
- 7 BLUE BAYOU-Roy Orbison (Lendon)-Acuff-Rose

FRANCE

This Last Week Week

- 2 SI JE CHANTE-Sylvie Varian (RCA)
- 1 LA MAMMA-Charles Aznavour (Barclay); Compagnons (Polydor)
- 1 SHE LOVES YOU-The Bentles (Odeon) 5 SI J'AVAIS UN MARTEAU
- (If I Had a Hammer)-Claude Francois (Philips) ET POURTANT-Charles
- Arnavour (Barclay) MA BICHE-Frank Alamo (Barclay)
- 7 TCHIN TCHIN-Richard Anthony (Columbia) SACRE DOLLAR-Les
- Missiles (Ducretes Thomson) IF I HAD A HAMMER-
- Trisi Lopez (Vogue) * LA MARIE JOCONDE-
- Alain Barriere (RCA)

HOLLAND

(Courtesy Platennieuws, Amerifoort) This Last

Week Week

- 1 SPIEGELBEELD-Willeke Alberti (Philips)-Altona 2 IF I HAD A HAMMER-Trini Lopez (Reprise)-
- Basart 3 NIMM DEINE WEISSE GITARRE-Gen
- Timmerman (Telefunken)-4 TOUS LES GARCONS ET
- LES FILLES-Françoise Hardy (Vogue)-Basart
- 5 IK HEB EERBIED VOOR JOUW GRIJZE HAREN-Gert Timmerman (Telefunken)-World Music & Int. Music
- 6 MARIA NO MAS-CUIT Richard (Columbia)-Holland Music
- 7 LASS MEIN HERZ NICHT WEINEN-Imca Marina (Imperial)-Anagon Music
- 8 RED SAILS IN THE SUN-SET-Fats Domino (ABC-Parismount)-Melodia
- 9 LA BAMBA-Trini Lopez
- (Reprise)-Basart 10 AMAPOLA-The Spotnicks (CNR)-Basart

HONG KONG

This Last Week Week

- 3 I WANT TO HOLD YOUR HAND-The Beatles (Parlophone)
- 4 ONE SPECIAL GIRL-Bobby Rydell (Cameo) MARIA ELENA-Los Indios
- Tabigaras (RCA Victor) WONDERFUL SUMMER-Robin Ward (Dot)
 - 2 THE GREAT ESCAPE MARCH-Mitch Miller (CB5)
- 6 THE SAVAGE-The Ventures (Liberty)
- 7 GERONIMO-The Shudows (Columbia)

- 8 HE SAYS THE SAME THINGS TO ME-Skeeter
- Davis (RCA Victor) 9 - I CAN'T STOP TALKING ABOUT YOU-Steve and Eydie (CBS)
- 10 SOME ENCHANTED EVE-NING-Pat Boone (Dot)

ITALY

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

This Last

- Week Week 2 CHE M'IMPORTA DEL MONDO/DATEMI UN MARTELLO-Rita Pavone (RCA)
- 1 O MIO SIGNORE-*Edoardo Vianello (RCA)
- 4 LA VENDEMMIA DELL'-AMORE-Marie Laforet (Festival)
- 3 L'ETA' DELL'AMORE-Françoise Hardy (Vogue) RIDI-*Michele (RCA) BABY-Pept no Di Capri
- (Carisch) PER QUESTA VOLTA-Richard Anthony (Columbia)
- CITTA' VUOTA-*Mina (RI Fi) MES AMIS MES COPAINS-
- *Catherine Spaak (Ricordi) 9 T'AMO E T'AMERO-*Little Tony (Durlum)
- 11 10 NON TE NE ANDARE-*Jimmy Fontana (RCA) 14 PLEASE PLEASE ME-
- Beatles (Carisch)

 8 SABATO TRISTE—*Adriano
- Celentano (Clan) 15 GLI AMICI E TU-Paul Anka (RCA)
- CIAO RAGAZZI-*Adriano Celentano (Clan)

JAPAN

(Courtesy Utamatic, Tokyo) *Denotes local origin

This Last

- Week Week 1 WASHINGTON SQUARE-The Village Stompers
- (Epic)-Toshiba 7 MENDOU MITAYO-*Ucki Hitoshi (Toshiba)-JASRAC
- 6 WAKARE NO IPPON SUGI - Aszoka Yukiji (Toshiba) -JASRAC # 1 LEFT MY HEART IN SAN
- FRANCISCO-T. Bennett (Columbia) 4 LANA-The Velvets (London)
- -No sub-publisher 2 KONNICHIWA AKACHAN - Azusa Michiyo (Kina)-
- JASRAC 3 YUUHI NO OKA-*Ishihara Yujiro & Asaoka Ruriko-
- (Teichiku)—JASRAC 5 BE MY BABY-The Ronettes
- (London)—Shinko 13 SAVE THE LAST DANCE FOR ME-*Koshiji Fubuki
- (Toshiba)-Aberbach 10 10 JINSEI KAIDO-*Hatakeyama Midori

MEXICO

(Columbia :- JASRAC

*Denotes local origin

This Last Week Week

- 1 DOMINIQUE-"Hna. Alegria (CBS); *Los Dominic (Orfeon); *Angelica Maria (Musart); Singing Nun
- (Philips)—Pending GRACIAS—*Javier Solis
- (CBS)-Reimsa IF I HAD A HAMMER-
- Trini Lopez (Reprise)-Ludiow Music MAGIA BLANCA (Devil Woman)-*Hnos. Carrion
- (CBS)-Grever RECUERDOS DE IPACARAI -Neil Sedaka (RCA)-
- Fermata 4 ENTREGA TOTAL-*Javier
- Solis (CBS)-Mundo Musical 5 EL COPETON-*Malu Reyes (Musari)—Emmi QUIERO QUEDARME AQUI
- -Steve Lawrence/Eydie Gorme (CBS)-Aldon Music

EN LA REVANCHA-*Sonia

Lopez (CBS)-Pham 10 TEQUILA CON LIMON-10 *Los Juniors (Peerless)-Pending

NORWAY

(Courtesy Verdens Gang) "Denotes local origin

This Last Week Week

- 1 I WANT TO HOLD YOUR HAND-Beatles
- (Parlophone)—Edition Lyche 2 DOMINIQUE—Socur Sourire (Philips)—Norsk Musikforlag

 3 SHE LOVES YOU—Beatles (Parlophone)-Edition Lyche

- 6 GLAD ALL OVER-Dave Clark Five (Columbia)-
- # MARIA ELENA-Indios
- 5 DON'T TALK TO HIM-
- Belinda
- JEG GAR PA SKOLE-
- Egil Monn Iversen - HIPPY HIPPY SHAKE-
- 7 DAGLIGLIV I FOLKEHJEM-MET-*Ragohild Michelson/ Rolf Just Nilsen (RCA Victor)-Arild Feldborg

PHILIPPINES

- *Denotes local origin This Last
- Week Week I WHAT KIND OF FOOL
- (Columbia)-Mareco 4 CUANDO CALIENTE EL
- Mareco 6 IF I HAD A HAMMER-
- (Warner Bros.)-Mareco 1 COSSACKS-*Celtics (Mabuhay)-Mareco
- Villar (Mabuhay)-Margoo 2 (I LEFT MY HEART) IN SAN FRANCISCO-Tony
- Mareco 9 DEAD MAN-G. Weston
- Presley (RCA)-Filipinas GUADALAJARA-Elvis

- Norsk Musikfortag
- Tabajaras (RCA Victor)-Southern Music
- Cliff Richard (Columbia)-
- 4 DETROIT CITY-Bobby Bare (RCA Victor)-Cedarwood
- *Wenche Myhre (Triota)-
- Swinging Blue Jeans (HMV)—Imudico
- (Columbia)

- AM 17-Andy Williams
- SOL-Steve Allen (Dot)-
- Peter, Paul & Mary
- 7 I'M IN PARADISE-Ronnie
- (Challenge)--Dyna Products 5 FUN IN ACAPULCO-EIVIS

Bennett (Columbia)-

Presley (RCA)—Filipinas
— UNCHAIN MY HEART— Ronnie Villar (adaptation) (Mabuhay)-Mareco

SOUTH AFRICA

This Week

- I DOMINIQUE-The Singing Nun-
- 2 TWIST AND SHOUT-The Beatles
- MOCKIN' BIRD SONG-Charles Jacobie (CBS)
- DON'T LET ME CROSS OVER-
- Jim Reeves (RCA) GREEN GREEN - The New
- Christy Minstrels (CBS) MULE TRAIN-Frank Ifield
- 500 MILES AWAY FROM HOME
- -Bobby Bare (RCA) # LODDY LO-Chabby Checker (Continental)

SPAIN

- (Courtesy Discomunia)
- *Denotes local origin
- This Last Week Week
- 9 IF I HAD A HAMMER-Trini Lopez (Reprise)

 1 TELL HIM-*Luis Aguile
- (Voz. Amo)-Robert Mellin HEART-Rits Payone (RCA) 2 AMOR DE VERANO-*Duo
- Dinamico (Voz Amo)-Musica Sur - GRACIAS-Connie Francis (MGM)-Canciones Mundo
- PAZ-"Los TNT (RCA)-4 CRYING IN THE WIND-Paul Anka (RCA)-Hispayox
- A 10 TOUS LES GARCONS ET LES FILLES-Françoise Hardy (Hispavox)-Jazz Universal
- LO NUESTROMTERMINO-*Duo Dinamico (Voz Amo) -Musica Sur 10 - MANTILLA ESPANOLA-

Enrique Gurman (CBS)

ALBUM REVIEWS

Continued from page 36.

- JAZZ INCOMPARABLE!
- Anita O'Day, Verve V 8572 (M); V6-8572 (S) JAZZ FOR BACH BUFFS Baroque Juzz Ensemble. Realm B

924 (M); B 9245 (S)

JAZZ ILLUMINATION!

A5 56 (S)

- TELL IT THE WAY IT IS! Pani Gonsalves, Impulse A 55 (M);
- Elvin Jones/Jimmy Garrison Sextet. Impulse A 49 (M); AS 49 (5) JAZZ 'ROUND THE WORLD

Yusef Latert, Impulse A 56 (M);

- CLASSICAL
- OISTRAKHS IN A BACH PROGRAM Bruno BR 14058 (M) BIZET: CARMEN

Rome Symphony Orchestra (Savino). Kapp KL 1373 (M); KS 3373 (S)

COUNTRY THE OTHER SIDE OF GRANDPA JONES

SE 4198 (S)

King 888 THE WORLD'S BEST 5-STRING BANJO

Don Reno with Red Smiley, King 861

- INTERNATIONAL William Clauson, MGM E 4198 (M);
- AN EVENING IN OLD MOSCOW Various Artists. MGM E 4196 (M): SE 4196 (S)
- MARTHA SCHLAMME SAYS: KISSIN'S NO SIN AND OTHER FOLK WISDOM

HEIMWEH NACH ST. PAULI

MGM E 4190 (M); SE 4190 (S)

Freddy. MGM E 4195 (M); SE 4195

VIVA! VERA CRUZ Juan Davida & His Banda Mexicana. Kapp KL 1355

POLKA

HERE COMES LI'L WALLY Jay Jay 1058 (M)

SPECIALTY

IGOR KIPNIS-HARPSICHORD

(2-12")

18038 (S)

Golden Crest CR 4071 CHILDREN'S

THE DO-RE-MI KIDS HOOTENANNY Kapp KL 1360 (M); KS 3360 (5)

- LOW PRICE CLASSICAL RESPICHI: ROMAN FESTIVALS Minneapolis Symphony (Dorati), Mer-
- cury Wing MGW 14039 (M); 5RW 18039 (5) STRAVINSKY: PETROUCHKA Minneapolis Symphony (Dorati), Mercury Wing MGW 14038 (M); 5RW

VIVALDI: THE FOUR SEASONS Stuttgart Chamber Orchestra (Conrand), Mercury Wing MGW 14641

- (M); SRW 18041 (5) LOW PRICE COUNTRY
- STARS Various Artists. Mercury Wing MGW 12268 (M); SRW 16268 (S)

Dot Gets Judy,

5-Way Thrush

GREAT COUNTRY & WESTERN

HOLLYWOOD-Judy Bright, a 20-year-old folk singer who warbles in five languages, has been signed by Randy Wood, Dot's president. Diskery plans introducing the new folk artist via a rush album and will service every AM and FM station in the U.S. with the product plus an introductory brochure, marking a first for the

company in the promotional

field.

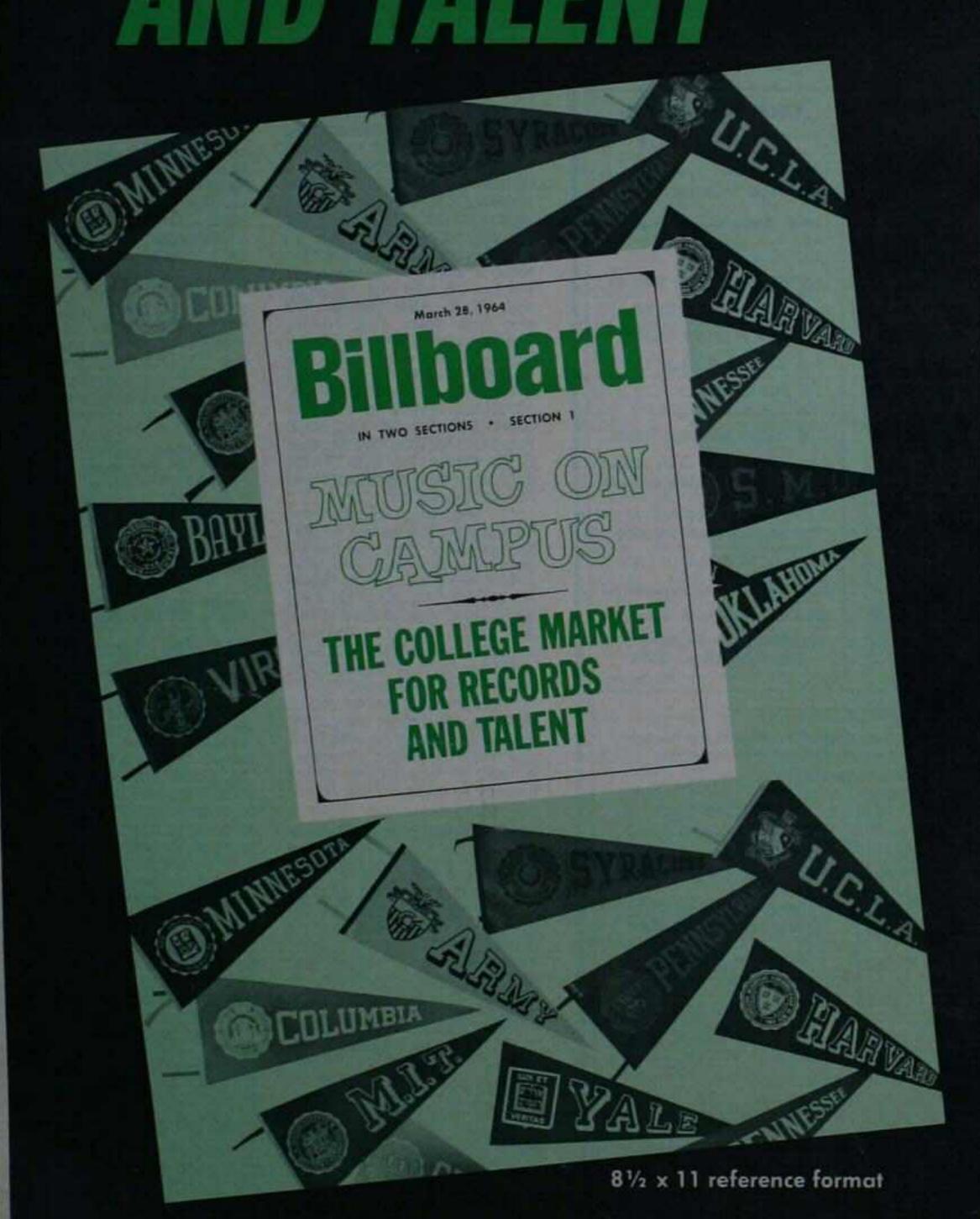
Jimmy Rogers, Dot's outstanding folk artist, is producing the LP and has already set her for a February 8 appearance on his KTLA-TV folk show which is in syndication in other markets. Miss Bright will also make introductory appearances within the next few weeks on the Lawrence Welk and Steve Allen TV-ers.

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HOLLYWOOD - Warner

Bros. hopes to have the entire

staff of its Reprise subsidiary

moved out to Burbank, Calif.,

REPRISE STAFF

TO BURBANK

by the end of February.

Radio, TV Aid Danes With Eurovision Pick

By KLAUS NICHOLLSON

COPENHAGEN - Denmark is a beehive of activity. The country is not only preparing for the forthcoming Eurovision finals which will be held here

MEN WHO READ

BUSINESSPAPERS

MEAN BUSINESS

March 21, but the mechanics for a whole new method of selecting Denmark's entry in the contest is in the process of being set up. This contest will take place later this month.

Denmark will follow a system of tune selection that approximates the procedure used by Sweden in past years. Rather than selecting its song and performing artist in secret, as in past eight years songwriters (or teams of writer-composers) have been commissioned to write eight tunes. These eight compo-

sitions will be performed on radio and TV and the public will choose the ultimate winner which will be presented as the Danish entry March 21. The Eurovision final will be held at the Tivoli Concert Hall here with Volmer Sorensen as emsee.

Recording companies are already vying for the rights to record the three best tunes in the elimination contest, since they have proved strong sellers in past years.

Insiders in the Danish music industry privately say that the strongest entries in the Eurovision test will come from Italy, Great Britain and France. Danish chances have taken a decided step backward since it seems unlikely that last year's winners, Jorgen and Grete Ingmann, will enter this year's event.

Sam Cooke Yearns for Creative Roll

HOLLYWOOD - Vocalist Sam Cooke, one of RCA's brightest stars and owner of his own two small labels, has quit the one-nighter field to concentrate on being a disk executive and talent developer.

"My future lies more in creating music and records than in being a night club performer," Cooke revealed last week. He has firmly ensconced himself in Hollywood where he now concentrates on writing songs for himself and for the artists under contract to his Sar and Derby labels. Cooke, like Bobby Darin, who recently stated he was through with the nitery business, said he would rather be the creative producer in the control room than be the worn-out singer in a bistro spotlight.

Normally on the road eight months out of the year, Cooke plans cutting his in-person activities down to about two months and using the time to create words and ideas for records.

Cooke isn't concerned about his lack of personal appearances hurting his career. "Records are the main thing which keep you alive," he says. "The proof is that there are people knocking around on the road who don't have that hit record and they're struggling for success."

Cooke believes that if an artist keeps the hits coming, he can stay at home and play selective club dates. Cook has been in showbiz six years and has had his own disk operation with J. W. Alexander for the past three years. Just working with the people who record for Sar and Derby would be a fulltime job in itself. Cooke's roster includes the Gospel Soul Stirrers. the Chicago group in which he developed; Johnny Morissette, Patience Valentine: his brother, L. C. Cooke; the Sims Twins, the Valentinos, Mel Carter and Johnny Taylor.

In developing material for these people, Cooke says he tries to "get away from the pack," from those producers who "play it safe" by copying each other. He says he tells his artists what the current disk market is and then they try for a different sound or approach. His basic philosophy is that music has to either "move or soothe."

"I want my artists to evolve something different, based on their own philosophies. The business today is almost all sound. It used to be that the sound brought attention to the lyric," he explains.

FINDS PRICE KEY

NEW YORK-Music Merchants Distributors, local distributor for Epic Records, has made a significant move to increase its profits from the

Three weeks ago, executives of the firm took a long look at the Epic "new era" of profits program, under which the price round with no discounts, and

Plans are for WB to sublease the Reprise building on Cahuenga Boulevard in Hollywood once the Reprise people have moved to the WB headquarters at 3701 Warner Boulevard.

It is understood that a key music publisher is already interested in obtaining the Reprise building.

Genson Prowls For New Talent

HOLLYWOOD-Don Genson, executive vice-president of two pubberies and an inactive diskery under the Marty Melcher banner, is out to purchase an active record operation and also entice young composers to come knocking on his goldlined door.

Genson told Billhoard he is launching a two-fold search for young writers and performers for his Daywin and Artists Music firms and for Arwin Records. He's also interested in buying himself an operable disk firm, one which is "not encumhered with debts and lawsuits." Melcher had been one of the bidders for Fred Astaire's Ava label before the owner decided to retain the company.

The Melcher operation currently has no signed talent for any of its outlets. Genson, who has been in the slot little more than one month, seeks to change that. "I want to open the door for the young writers who seem to be controlling the business today," he said. "There are many good songs being written by these young authors and we'd like to get our share of them."

While his thinking appears to concentrate on youth and the singles market, Genson also wants the "old line" writers to submit material for LP consideration.

ARC Fetes CBS For 8th Anni

SYDNEY - On January 28 Australian Record Company celebrated its eighth year as distributors of American Columbia Records released under the CBS banner in Australia. Following the procedure of past years, ARC celebrated the anniversary as a birthday - sending cakes, studded with eight candles, to

every radio station in Australia. With the new hot rod craze starting to break in Australia, ARC moved quickly by releasing their CBS disk of the Rip Chords singing "Hey Little Cobra." Another single could easily establish pop singer Andy Williams in this country is his latest release of "A Fool Never

Learns."

Australian Record Company is also in full swing preparing sales promotion and advertising campaign for Marty Robbins, who records for CBS. He has 15 active albums, four extended plays and six singles (including his latest "Begging to You") on the market in Australia at the present time. Scheduled to arrive February 18, Robbins will have a 10-day stay during which time he will cut segments for TV-ATN's new c.&w. show "Country Style" and will also do several concerts supported by local c.&w. artists.

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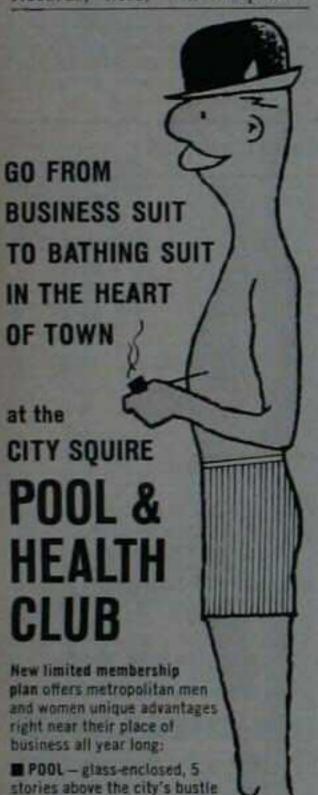
record business.

of \$3.98 LP's to all dealers was made a flat \$2.25 all yeardecided this could be the key to a greater take. Accordingly, the firm brought the price of all its other lines to the Epic level. The plan was started three weeks ago and according to a company spokesman, "It has met with good acceptance from our customers so far.'

MUSIC AS WRITTEN

PHILADELPHIA

Murray Roman, club comic turned concert promoter, who scored with his presentation of the Smothers Brothers last month, has two more dates at the Academy of Music next month-Al Hirt plus Woody Allen February 9, and Louis Armstrong on February 23 . . . Steve Oxman, the local WIFI folk specialist, will emsee the Bill Crosby-Big 3 concert promotion at the Academy February 21.... Marna Musicant, publicity chief at Chancellor Records, here, will chaperone



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"Miss North America" to Majoraca next June for the "Miss United Nations" contest. . . . Bob Marcucci, Chancellor Records chief, is re-releasing Russell Faith's "Theme for Jacqueline." ... Sid Mark, the WHAT-FM jazz authority, will begin the town's only live jazz telecast series over WHY next month-

MAURIE H. ORODENKER

local educational channel.

CHICAGO

Ethel Ennis, RCA Victor's find, had a smash reception here from the city's deejays and dealers. Ralph Ergas, Bob Krueger, Irv Brusso, et al., threw a wing-ding introduction party for her at the Lake Tower Motel. Ringsiders included Lurlean Hunter, WBBM thrush. . . . Milt Salstone and company threw a bash for Roger Williams at the newly built Continental Hotel. Moe Preskell, Norman Greer and Barry Freeman were among the parent label's out-of-town reps. . . . The Maryland's Celebrity Lounge is on its hig-band policy - first Ralph Marterie, now Si Zenter. Zenter's packing them in.... Howard Neumiller, veteran WBBM musician and music librarian, retires this month after completing 33 years with CBS in Chicago. . . . When WIND's Dick Williamson asked listeners to send in old Christmas cards (for charitable organizations). neither he nor the station anticipated the 11,452,031 they've received to date. WIND had to rent a special room in the Wrigley Building basement.

NICK BIRO

PITTSBURGH

Peter, Paul and Mary mopped up for Lenny Litman a few weeks ago at Syria Mosque so he's planning to bring them back in March for possibly the quickest repeat date in history here. . . . Harold Betters' third LP for the local Gateway label, "Harold Betters Better Than Ever," has already topped the 2,000 mark in this area. . . . The Horizon Room, which reopens at the Greater Pittsburgh Airport March 30, has set Lonnie Sattin, Gretchen Wyler, the Crew Cuts, Al Martino and Rusty Warren for summer dates. Lee Levine, publicity man for Ben Merman's Standard Distributors, and wife, Shirley, celebrated their 13th wedding anniversary. . . . Recent visitors were the Sapphires, plugging their Swan waxing of "Who Do You Love?" and the Tymes in behalf of their Parkway recording of "Somewhere."

Jimmy Interval's newest record, "Daddy's Little Girl," backed with "One Sided Love," has just been released by Lou Guarino's local World Artists label. He appeared on the WHC-TV March of Dimes Show Jan-"The Boys From Syracuse," at the Nixon gave the Capitol LP of the old Rodgers and Hart muiscal a spurt in sales.

LEONARD MENDLOWITZ

HOLLYWOOD

The New Orleans Jazz Club of California and pianist Jack Wilson, both recent Billboard feature subjects, were signed by associate producer Carmen Phillips for the "Panorama Pacific" TV show over KNXT. Wilson and his quartet played several tunes from his Atlantic LP on his showcase, with club president, Bill Bacin, presenting seven nonpros on their outing. Program plans calling back other members of the Dixieland club in future weeks.

Tom Virzi is the new promo man at Columbia's Los Angeles branch, replacing Bob Murphy, who moved to Denver as sales chief with the Craig Corporation. Virzi was formerly with Al Sherman's Record Sales. He is concentrating on singles, with Ted Rosenberg's other promo man, Bob Moering, now working on LP's. This new alignment makes the Los Angeles branch the only Columbia distributorship with two promo men, according to Gene Block, regional sales manager.

Craig Peters has joined Research Craft as custom sales manager. He formerly toiled for Capitol's custom service department. . . . Page Cavanaugh's Page 7 nitery remains dark in Studio City despite the group's kick-off on RCA. . . . Country Music Association exec, Gene Autry, was recently named Man of the Year by the City of Hope. Autry raised over \$50,000 to help fight cancer, thus earning the accolade.

ELIOT TIEGEL

HOUSTON

The Rooftop Singers headlined a March of Dimes benefit show here January 28. Co-headliners on the show were the Levee Singers. . . . Comedian Jerry Van Dyke will take over at the Tidelands, opening April 6 with the Don Goldie orchestra. Eddy Arnold will headline the Houston Livestock Show and Rodeo at the Sam Houston Coliseum opening February 19 through March 1. . . . "Bottoms Up" opened to a packed house at the French Quarter Club. The revue comes here from Dallas, where it was at the Hotel Adolphus. BARRY CANDY

PHILADELPHIA

The Davis Family formed a new label. Al Records. The new disk firm contains efforts of Albert, Ethel, Arlena and Alexis Davis. . . Nat Niederman, owner of Clarion Record Company and onetime assistant director and songwriter for MGM. has produced a three-hour documentary film here on Judaism and religious ritual. . . Johnny Grande, onetime accordionist with Bill Haley, who runs a music store in suburban Sharon Hill, Pa., has opened a branch operation in the Bazaar of all Nations shopping center here.

MAURIE H. ORODENKER

BOSTON

The Newport Folk Foundation has awarded the first of a series of grants to individuals, organizations and publications noted for dedication to the world of folk arts. Boston's educational station, WGBH, was among the recipients. The funds were raised from the proceeds of the Newport Folk Festival held last July. . . . RCA Victor spreading the gospel about singer Ethel Ennis at a soiree here. She disclosed that she's the wife of the assistant attorney general. the highest office-holder of his race in the State of Maryland. . . . Blinstrub's Village has announced another star line-up with Teresa Brewer, Pat Boone, Jimmy Durante, Edie Adams and Alan Sherman slated in the next several weeks.

Roger Williams, here to promote his Kapp albums, got writer's cramp from signing autographs at Jordan Marsh department store, . . . The New Christy Minstrels will play their first visit to Boston at Symphony Hall for a Valentine's night date. . . . The occasion of the memorial mass for the late President Kennedy saw the first

presentation in the Western Hemisphere of Mozart's Requiem Mass in D Minor, K626. Erish Leinsdorf led the Boston Symphony Orchestra in Holy Cross Cathedral before 1,800 worshippers.

CAMERON DEWAR

TORONTO

Andy Williams' May 4-9 appearance at the O'Keefe Center here is sure to be a sellout. Andy's latest single, "A Fool Never Learns," is strong across Canada, with the flip side starting to catch on too. . . . London's "War Requiem" album (having already sold out once) is in stock again and is the greatest seller that London has had here. In the hit department, London reports that "percentage wise, we are ahead of last year, already."

The J.F.K. LP on Documentary Unlimited label is outselling all other J.F.K. recordings released in Canada.

London's first show album, "Stop the World," is starting to be played on many of the radio stations. The show is booked into the Royal Alexander in Toronto, February 10 to March 7. . . . The Romeo's have finished another (their third) recording session with Columbia. . . . The Travellers have started traveling again. This time they

will go right across Canada, from Halifax to Vancouver.

Sparton picked up the Good Time Jazz label in Canada and will release 10 new albums immediately and 25 early this spring. . . . Chubby Checker's single, "Hey, Bobba Needle" h/w "Tzena, Tzena," was picked by radio Station CHUM in Toronto as the hit of the week and seems to be building to one of the major hits in Canada. . . . Starting March 3 the Brothers Four will tour five Canadian cities. . . Oscar Peterson will introduce his new "Canadiana Suite" on the CBC's TV Wayne and Schuster Show February 9. Time will allow for only excerpts of the Suite on this show. The Peterson Trio will start a tour of Europe and Britain in March. RUTH McGARRETT-CHILDS

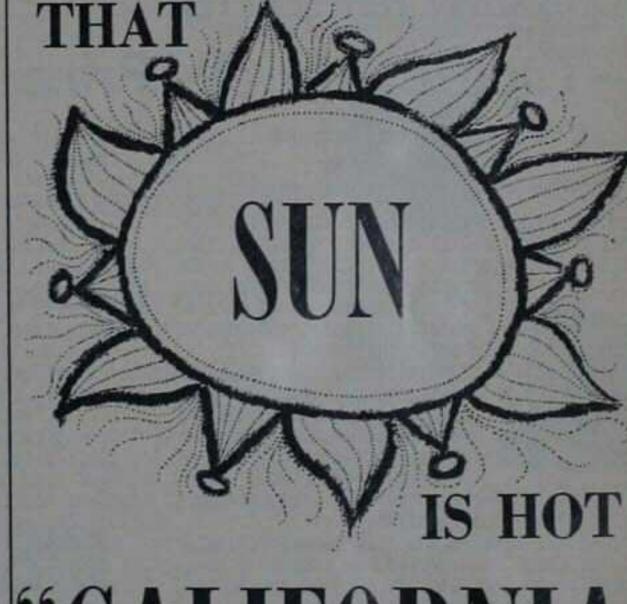
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Salem Prizes to Sell Them

By NICK BIRO

chicago—It all started with an idea by Fred Salem, Columbia's regional promotion manager here. Salem's idea: A contest for dealers based not just on sales, but on total merchandising effort. Dealers were to be judged on originality of window display, indoor display, advertising, point-of-purchase merchandising—in short, the total effort made to sell (what else?) Columbia Records.

The contest was held in the Chicago, Milwaukee and Minncapolis markets. Dealers joined in so enthusiastically that distributors in each of the markets were among the nation's leaders all winter. When it was all over, 15 dealers walked off with prizes ranging from golf clubs and stereo portables to transistor radios, not to mention a handsome plaque carrying the inscription, "Columbia Record Merchandising Award, Fourth Quarter, 1963, for Outstanding Total Merchandising Effort."

In Chicago, the awarding of the plaques and prizes was a major ceremonial event. Columbia brass included Don Van (Continued on page 44)



PRIZING PRIZE: Columbia's Chicago branch manager, Paul Smith, looks mildly embarrassed when Bernice Best of Lake Forest, Ill., counters with a compliment after Paul awards her first prize in the Midwest Dealer Merchandising Contest. Looking on are (left to right) Don Van Gorp, regional manager; Fred Salem, regional promotion manager, and Nick Biro, Billboard Midwest editor.

EQUIPMENT NEWSLETTER

Tape to Hurdle Price Barrier

By DAVID LACHENBRUCH Contributing Editor (Editorial Director, Television Digest)

THE NEXT BREAKTHROUGH in the tape recording field will be a break through the cost barrier. Developments now in the works should

result in reduction in initial costs of quality recorders, reduction in operating expenses, reduction in maintenance costs.

Some of the major developments may be a year off—perhaps far more, perhaps even less. They are all aimed at one goal: making recorders competitive with quality disk-playing equip-

ment, and, incidentally, making pre-recorded tapes competitive with LP records.

One area which is getting the heaviest attention is tape speed. Some remarkable progress is being made in this area, and the big goal here is high fidelity recording and reproduction at 1% ips—in moderately priced tape recorders. As compared with 7½ ips currently used for high fidelity recordings, this is a fourfold saving in tape. Stated another way, a seven-inch reel of the new triple-play tape could provide more than 12 hours of stereo music or 24 hours of four-track mono subject matter!

Of course, slow-speed high fidelity recording already exists—at a relatively high price—in the 3M-Revere tape cartridge system and in the Roberts Electronics "crossfield head" recorder.

The crossfield head is regarded as a very promising development, and is now being extended to other makes of recorders—again, high-priced units, so far as we know. The principle is available to any recorder manufacturer, and a low-priced version will be available.

The crossfield head is a development of IIT Research Center of the Illinois Institute of Technology, which holds most basic magnetic-recording patents. IIT magnetic recording expert Marvin Camras said the development is available to all of IIT's magnetic recording licensees. The principle, he told us, is "not basically expensive." He said it makes possible frequency response up to 15,000 cycles at 1% ips. The crossfield principle sharpens the head's magnetic field, and makes possible the use of an extremely narrow gap in recording and playback.

Camras feels it will be just "a matter of time" until the new head becomes the industry standard. There is another big problem in slow-speed tape, however, which is currently imposing the major harrier to its use in moderate-priced machines. This is the mechanical problem—the problem of eliminating wow and flutter at 1% ips.

"At the present time, the need is for better and more expensive tape transport mechanisms" for extremely stable tape speed at 1% ips, said Camras. "Of course, the problem becomes even more acute in lower cost machines, because of the high degree of precision needed."

Echoing Camras' sentiments is Bernard Killinger, sales manager of Michigan Magnetics, one of the largest American manufacturers of tape recording and playback heads. "The mechanical problem," he told us, "is probably larger than the head problem. We probably will solve our problem before the manufacturers of motors and tape drives solve theirs."

Michigan Magnetics also is working toward the 1% ips recording head, and it is doing this through a reduction in the size of the gap. Killinger feels that the crossfield head "isn't imminent" in mass production, and his company prefers at this time to improve frequency response through refinements in conventional methods of building tape heads.

"We are shooting at the lowest possible speed," he said. "This would not only reduce costs of raw tape to the user, but it could result in sharp reduction in prices of pre-recorded tape by bringing down the cost of reproducing from master tapes. The most expensive factor in reproducing tape is the time involved," he added, "and slowing down the playing speed would make it possible to speed up the reproducing process."

"The whole recording industry," said Killinger, is faced with getting costs down to the point where magnetic recording is comparable to disks in price. Today, unfortunately, a really good record is closer to the price class of color TV than it is to good record-playing equipment."

Killinger pointed out one of the less dramatic ways in which recorder costs are being reduced. In recent years, he said, costs of recording heads have dropped by as much as 40 per cent.

An imminent development by Michigan Magnetics is aimed at cutting the maintenance costs of tape recorders. It will soon announce heads made from a new material—so new it doesn't yet have a trade name. "This material extends head wear characteristics beyond anything we've ever hoped," said Killinger. "It virtually eliminates the element of head wear. We have found no problems at all in 2,000 hours of continuous use."

The new head material will also help Michigan Magnetics program aimed at increasing tape-playing time and reducing speed. "We could always make a head gap as narrow as we wanted. But holding it was the problem. This new material will help hold the gap to the proper size."

These are just a couple of the upcoming developments in magnetic recording. Together with others in the works, they're expected to help the recorder industry's drive to break through the cost barrier. The future dimensions of the audio recording industry will depend on how effectively the cost challenge is met.

Phono-Tape MERCHANDISING

* BEST SELLING PHONOS . DOSE DEACH SOUPMENT NEWSLESTER

PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTING BETWEEN S81 and \$100

	POSITION		
This Izzue	11/9/63 Issue	8/10/63 Issue	BRAND % OF TOTAL PO
1	1	1	Magnavox
2	4	6	General Electric16.2
3	6	4	Masterwork 10.4
4		5	RCA Victor 9.4
5	5	2	Voice of Music (V-M) 9.0
6	6	8	Zenith 7.4
7	2	3	Decca 6.8
8	8	7	Webcor 4.1
9	3		Motorola 3.1
			Others 9.8

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

11/9/63 Issue: Symphonic (8).

8/10/63 Issue: All brands represented on current chart.

DISK DEALS FOR DEALERS

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

FOLKWAYS—Expires February 15, 1964. Starts January 15, 1964. Label is offering one free for every seven bought.

IMPERIAL—Expires February 15, 1964. Started January 14, 1964.

Special terms and dating to qualified dealers covering new releases and entire catalog.

LIBERTY—Expires February 15, 1964. Started January 14, 1964.

Special terms and dating to qualified dealers, covering new releases and entire catalog of Liberty, Premier series, Dolton and Double L.

MERCURY—Expires February 29, 1964. Started January 2, 1964.

Ten per cent discount on all new January releases and all catalog product except Storyteller children's series. Dated billing to qualified dealers.

MONUMENT—Expires February 2, 1964. Started February 5, 1964.
All monaural and stereo will be sold at a six-and-one-free deal.

SOUND STAGE 7—Expires February 29, 1964. Started February 5, 1964.

LONDON—Expires March 31, 1964. Started December 15, 1963.

Annual catalog restocking program. On all catalog items, special discounts, delayed billing and extra ad allowances available.

ABC-PARAMOUNT—Expires March 31, 1964. Started January 9, 1964.

A 1215 per cent discount on all new and catalog ABC-Paramount and Impulse albums.

SIMS—Expires February 29, 1964. Started January 1, 1964.
On 15 country and gospel album releases, three free albums for each 10 purchased. A 100 per cent exchange privilege on all product.

STARDAY—Expiration indefinite. Started January 1, 1964.

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

Concord Elects

HOLLYWOOD — Concord Electronics has named six new warranty service stations to provide consumers with outlets in 44 States, the District of Columbia and Canada.

The new outlets are Tapetronics, Davenport, Ia.; A. A. Radio & Electronics, Houston; Berkeley Radio & Electronics, Berkeley, Calif.; Nevada Photo Service, Las Vegas; Richards Electronics and Joe's Radio & TV. Columbus, Ohio.

Ampex Cartridge

HOLLYWOOD — Ampex is undertaking a study of tape cartridges for radio use. C. Gus Grant, tapery's operations vice-president, said the company is looking at the various tape cartridge systems presently in use by broadcasters for spot announcements.

Grant said the study would help solve the "controversy" over the presently available tape recording systems — reel-to-reel or cartridge—both of which are used in daily broadcasting operations.





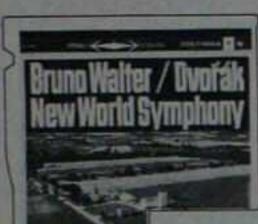


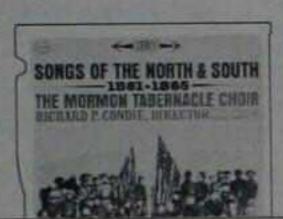












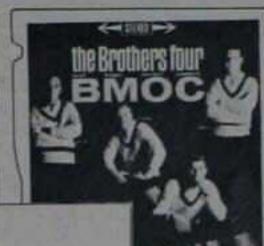


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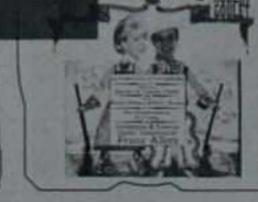






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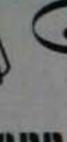


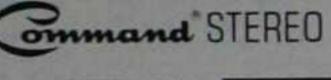












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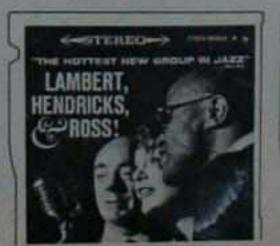














Uncle Milty Turns Deejay; Dealer Lassoes C.&W. Sales Power to Boost Business

CULVER CITY, Calif. -Country and western music, which has proved successful in selling everything from corn flakes to Cadillacs, is being harnassed here by Milton Aller's Tops TV to push stereo phonograph, tape and TV set sales.

Aller has set up his Little Red Barn broadcasting studio in his store window from which he broadcasts a daily two-hour c.&w. show on Station KTYM. Monday through Friday. The program, called "Uncle Milty's Show," features Aller broadcast-

EMI Mulls Quiz for **Industry Candidates**

LONDON - Britain's biggest diskery, EMI, is consulting dealers about a plan to hold examinations in the leading cities in a bid to entice well-educated youngsters to take up the record industry as a career. The company would award diplomas to successful candidates which would give the trainees considerable standing at the start of their careers in the trade. EMI already pioneered Record Sales Training courses which this year expand to include a syllabus on classical platters.

ing various c.&w. disks. Aller bills himself as "The world's worst hillbilly singer," and sometimes chants along with the disks to prove his point.

The window broadcasting studio, affectionately referred to as the Little Red Barn, is decorated in rustic style to match its brand of musical fare. It features a hayloft, a few bales of hay, and other props to build the hillbilly setting.

The stunt proves to be a novel crowd-stopper, lining up droves in front of the West Washington Boulevard store. It serves to bring in a healthy share of the crowd, affording Aller an opportunity to demonstrate his stereo phono equipment and other home instruments.

Aller has been a strong radio user during the past year. At one time he bought as much as nine hours per day of air time. using, in addition to KTYM. time on stations KRKD, KBLA and KFOX. He shared the time with c.&w. personality Smiley Monroe, now a disk jockey on Station KIEV in nearby Glen-

Aller told Billboard: "It takes something different to attract business" and "since I've always enjoyed taking a hand in country and western music," the combination of his c.&w. hobby and the equipment business has been paying off handsomely in increased sales volume.

CZECHS DON'T KNOCK ROCK

WARSAW-In Poland there are still heated discussions about whether or not rock'n'roll has any intrinsic value-apart from the fact that it is popular. In Czechoslovakia, however, they don't talk about rock musicthey go ahead and record it-Czech hand leader Karel Vlach has a small rock group as part of his band. At the Magic Lantern in Prague the Mefiste quintet, which consists of five swinging teen-agers, is a big hit. All rock concerts in Czechoslovakia are sell-out dates.

INVESTIGAÇÃO DE PROPRESENTA DE PROPR

International Marketing

WASHINGTON-A one day conference on international marketing will be held March 10 during the Electronics Industries Association's Spring Conference March 9-12 at the Statler Hilton Hotel here.

The 1964 International Marketing Symposium is sponsored by the Export Section of the EIA Government Products Division with the co-operation of the Systems Systems Requirements Committee.

P. T. Valentine has been named plant manager at the Mountaintop, Pa., plant of the RCA Industrial Tube and Semi-Conductor Division. Former plant manager, William H. Wright, has become manager of operations planning and financial controls at the firm's plant in Somerville, N. J.

BEST SELLING

PRE-RECORDED TAPE

Below is a list of the best selling pre-recorded tapes. This chart is compiled from pre-recorded tape dealer replies. Mail questionnaires are used to contact top dealers throughout the country on a weekly basis. Popular reels as well as classical reels and other types of pre-recorded tape will be reported on these pages with emphasis on popular reels.

CLASSICAL REELS

Pos. TITLE, Artist, Label & Ma.

- TCHAIKOVSKY: 1812 OVERTURE Minneapolis Symphony Orchestra (Darati), Mercory 57 90054
- TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Victor FTC 2043
- BEETHOVEN: SYMPHONY NO. 5 Chicago Symphony Orchestra (Reiner), RCA Victor FTC 7032
- BRITTEN: WAR REQUIEM Various Artists, London LO 90067
- CONCERTOS UNDER THE STARS Leonard Pennario; Hollywood Bowl Symphony Orchestra (Dragon), Capitol 2P 8226
- PUCCINI: MADAME BUTTERFLY Various Artists, London LO 90010
- PORTS OF CALL
- Philadelphia Orchestra Ormandy), Calombia MQ 581 LORD'S PRAYER
- Mormon Tabernacie Choir; Philadelphia Orchestra (Ormandy), Columbia MG 324
- VICTORY AT SEA, VOL. I RCA Victor Symphony Orchestra (Bennett), RCA Victor FTC 2000
- HANDEL: MESSIAH Various Artists, Columbia M2Q 510

Salem Prizes

· Continued from page 42

Gorp, regional sales manager, Paul Smith, branch manager. Dick Gassen, promotion manager: Salem, the father of the plan, and Nick Biro, Billboard's Midwest editor. The group bundled into a two-car caravan and spent a day visiting the far reaches of the city.

First prize, a set of matched golf clubs, went to Best Record Shop, Lake Forest, Ill. Second

prize, a stereo portable phonograph, went to Lombard Television, Lombard, Ill. Third, fourth and fifth prizes of a transistor radio went to North Shore Talking Machine, Evanston, Ill.; Hollander Music, Chicago; Busch Television and Records, Glenview.







NICCOL MODEL 200 PORTABLE... COMPANION TO EXCITING FUN

There is nothing like music to bring on the party spirit. For more fun and excitement at parties, picnics and folk dances, your indispensable companion is the Model 200 Transistorized Portable Record Player. Light and easy to take anywhere, yet it plays both regular and LP records. Tone and resonance are comparable to a large phonograph. It's also excellent for language lessons. Weighs only 4 lbs. with batteries.

Model T-17 Smartly designed 7-transistor, miniature radio fits in your pocket or purse. Gives rich tone and powerful reception.



NIPPON COLUMBIA CO., LTD.

Shirakawa Blag., No. 6, 6-chome, Tamura cho, Shina, Minato-ku, Tokyo

Fliesler Woos Vast Audience

· Continued from page 12

releases, with hourly newscasts utilizing the facilities of the Mutual Network and its own respected local staff headed by Clete Roberts.

To introduce itself to new arrivals to Los Angeles, station

Mark Thatcher

Continued from page 10

roll, but he exhibits subtle control just short of this point. He has evolved a unique, forceful, vet subtly pleasant style. He is at the moment a gratifying singer with a good presence and enunciation. A medley of standards, "This Is My Beloved," "Love of My Life" and others of that ilk had a remarkably appreciative effect on his audience. When maturity mellows his boyishness to fit his glossy air he should have no difficulty in returning to such big rooms as Monticello and Blinstrub's at the top of the bill. Meanwhile, he should have little trouble establishing a following among old and young for his recording.

CAMERON DEWAR

POLYMAX 100% ANTI-STATIC FACTORY CLEAN
SIDNEY J. WAKEFIELD
P. O. Box 6037, Phoenix 5, Ariz. Direct Dial 602-252-3644

has an exclusive tie-in with the Welcome Wagon, which averages 2,000 calls a month and lets new families know that KHJ is the station with information features about their new home.

Two distinct music shows stand out in the programming: a Saturday afternoon "Hootenanny" presided over by Bruce Hayes and a Sunday afternoon "Sinatra and Strings" with host Paul Compton. During weekdays, KHJ's other personalities include deejay Red McIlvaine, and Michael Jackson, who handles a five-hour evening phone conversation stanza. On weekends, the line-up features Cal Milner and Stan Richards.

To add an "enrichment of diet. General Manager Fliesler has turned to two dramatic shows and has his eyes on future drama segs. On Sunday evenings, the 5 to 6 hour offers "Sherlock Holmes" with Sir Ralph Richardson and "The Shadow" in its original form. "These are primers to jog the jaded imagination of listeners." Fliesler remarked, "We're also looking at tomorrow's radio drama and have been thinking about starting a workshop for local writers."

Fleisler says this is only natural since radio's heritage is so steeped in this kind of programming. He believes that with

Radio Case Histories Examined

· Continued from page 14

substantial amount of free records as an inducement to put special effort into promoting them. His stores all make weekly sales reports to two local radio stations. Frequently included in their lists of best selling singles will be those items on which freebies have been received, even though in fact they may not have sold that well—if at all.

One of the stations is well aware of the discrepancies and distortions present in reports from the Smith stores. Every effort is made to ferret out the phony listings by careful cross checking with dependable sources of information. As a result, the station's playlist is an accurate reflection of record popularity in the market.

The other station accepted the reports at face value. Result: Their playlist contained a certain percentage of losers. As a further result, this station is lagging far behind in audience ratings, while the other station, with its carefully checked playlist, is consistently No. 1.

of several bad examples. It concerns the disk jockey of obvious talents who never quite made the big time. He started out well. He "owned" his town—a smaller town. Record men knew about him and spread the word. A big town station invited him to send tapes. He got the job.

an adult "rebirth," people who

tion is negotiating for the entire

package of recently announced

NANA taped shows, including

52 Arch Obler plays, 30 "Fat

Man" segs, two 15-minute soap

operas, "Pepper Young's Family"

and "Big Sister" and two fiveminute features, "Dear Dorothy

Dix" and celebrity interviews

To further add diversity, sta-

left radio will return.

with Army Archerd.

The effect KHJ is striving for with this diversity of program-

He was great on the air. Off the air? Well—the p.d. began to look puzzled. Worried. The jock seemed like a loner. In staff meetings he was often cynical, sarcastic, sneering, almost. The feeling grew that he though only of himself. There was little or no regard for the station's welfare.

The jock was much sought after by record promoters. He was the star of the station. He sold records. He broke new hits. His approval was eagerly sought by record people. They convinced him, without much trouble, that he was far more important to the station than the program director or the general manager.

In some ways, this potential genius was a rebel. He hated rules. He wanted to be the King-making his own rules. When the p.d. corrected him he was resentful. He thought he could be a better p.d. than the one he was taking orders from. He threw his weight around. He was fired. Of course, he found other jobs, but there were always problems.

The only ending we can provide for this composite case study of several d.j.s is one of frustration and disappointment. Apparently genius is no guarantee of success in radio. It takes a true professional to concentrate all his ability in the direction pointed by station policy, and to accept direction as help rather than as interference.

s striving for house network flagship realistiof program- cally aimed at a local market.

PRESSINGS ADD A NEW SOUND DIMENSION

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



VOX JOX

· Continued from page 14

eighth month on the air. Maybe next month it will have a little FMer. Staffers are Jerry Mitchell, Jerry Brent and Alex (Bo) Plaisance, who also serves as p.d.



Woodman (right), WNBC air personality discusses his skiing progress with Boris Dernic (center) area director at Davos Ski Area and Werner J. Kuhn, patrol leader. The Woodridge, New York, ski resort is fast becoming the weekend and vacation haven for radio-TV

John F. Kennedy -

AGAIN...THIS YEAR!

A COLLECTOR'S ALBUM FROM ALCOA AND GATEWAY

1963 year in review

- Lord Home - Ludwig Erhard -

Madam NGO-dinh-Nhu - Pope Paul VI - Martin Luther King

Sandy Koufax - Joseph Valachi -

and showbiz folks from all over the East.

SEGUE

Morton (Doc) Downey, formerly with WYNR, KUDL, KJR, KFAY, exits KRIZ (Phoenix). . . . Bob McGraw upped to music director at WDXN (Clarksville, Tenn.). McGraw also handles a "Teen Tune Time" show 9 to 10 Saturday mornings. Another addition at WDXN is Bill McCutcheon who has been appointed sports director and afternoon deejay.

... Hugh Lampman has joined staff of KVIL (Dallas) as host of late night music and chat program. Lampman formerly hosted American Airlines' "Music Till Dawn" program on KRLD (Dallas. . . . David McNamee, formerly with WLEE (Richmond, Va.), joins WTRY (Albany). as air personality. . . . Doug China, recently program director-air personality at WPOP (Hartford) named eastern sales representative of PAMS Syndi-

cated Productions, Dallas, with headquarters at Hartford, Conn. ... Jack Gale, WKKO (Cocoa. Fla.) staffer to WMEX (Boston) as air personality. . . . Bob Norris, formerly with WCOP (Boston), joins WKKO as air person-

VIP APPOINTMENTS: Bob White, music director of KILT (Houston) upped to program manager replacing Dick Lahm, who has been promoted to national sales manager... Frank D. Beaman named program director at WSOY (Decatur, III.). ... Greoff Edwards, formerly

director of special events for station KODY (North Platte,

KHJ radio, appointed program director replacing J. Arnold Schorr, who has resigned. Edwards was program director at KFMB (San Diego) prior to joining RKO General. . . . Merlin O. Simundson, account executive for KRSI (St. Louis Park), named station manager of WMIN radio (Minneapolis).... H. Roger Dodson upped to operations manager of radio Neb.). Dodson has been with the Stuart Broadcasting Company for the past three years.

Everybody's Pick! "BECAUSE WE'RE VERY YOUNG" THE PARLETTES Jubilee 5467

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

New R&B Smash! Sam & Dave

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ARRESTERNISCH.



Singing Valentines I CAN'T GIVE YOU ANYTHING BUT LOVE

SAY SOMETHING SWEET TO YOUR SWEETHEART

> MELS MUSIC, INC. New York 19, N. Y.

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P-901

THE DOVELLS (With the New Sound)



RESIDER PRESIDENT

ATCO 6285 CANADA DE LA COLONIA DE LA COL

when answering ads . . . Say You Saw It in

Billboard

READY-TO-GO PROGRAMMING

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

MIDDLE-ROAD SINGLES

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

This Week	Last	TITLE, ARTIST, LABEL	Weeks on Het 100
1	1	FOR YOU, Rick Helson, Decca 31574	8
2	2	ANTIONE TITLE THE M HEART, DIVINIO THE WILE, SCHOOL TAVE	The second second second second
3	4	JAVA, Al Hirt, RCA Victor 8280	7
4	5	A FOOL NEVER LEARNS, Andy Williams, Columbia 42950	6
5	11	STOP AND THINK IT OVER, Dale & Grace, Montel 922	4
6	3	THERE! I'VE SAID IT AGAIN, Bobby Vinton, Epic 9638	12
7	17	MAYY BLUE, Diane Renay, 20th Century-Fox 456	4
8	18	SEE THE FUNNY LITTLE (LOWN, Bobby Goldsborn, United Artists	677 6
9	6	FORGET HIM, Bobby Rydell, Cameo 280	15
0	12	113 ALL IN THE GAME, CHIT Richard, Epic 9633	
1	7	POPSICLES AND ICICLES, Murmaids, Chattahoochee 628	13
2	15	THE SHELTER OF YOUR ARMS, Sammy Davis Jr., Reprise 20216.	10
3		I LOVE YOU MORE AND MORE EVERY DAY, Al Martino, Capitol	5108 3
4	10	AS USUAL Brenda Lee, Decca 31570	10
5	16	CHARADE, Henry Mencini & His Ork, RCA Victor 8256	11
6	20	GOING, GOING, GONE, Brook Benton, Mercury 72230	
	9	SOMEWHERE, Tymes, Parkway 891 WHISDEDING Nino Tempo & April Stevens Also 6281	11
	8	WHISPERING, Nino Tempo & April Stevens, Alco 6281	
	-	I WISH YOU LOVE, Glarie Lynne, Everest 2036	6
3	-	HE SAYS THE SAME THINGS TO ME, Skeeter Davis, RCA Victor B2	88 4

YESTERYEAR'S HITS

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

POP-5 YEARS AGO February 16, 1959

- 1. Stagger Lee, L. Price ABC-Paramount
- 2. 16 Candles, Crests, Coed 3. Donna, R. Valons, Dol-Fl
- 4. Smoke Gots in Your Eyes, Platters,
- 5. All American Boy, B. Parsons,
- Fraternity
 6. My Happiness, C. Francis, MGH
 7. Lonely Teardrops, J. Wilson,
- 8. Goodbye Baby, J. Scott, Carlton 9. Gotta Travel On, B. Grammer,
- Monument.
- 10. Manhattan Spiritual, R. Owen Ork.

POP-10 YEARS AGO February 13, 1954

- 1. Oh My Papa, E. Fisher, RCA Victor
- 2. That's Amore, D. Martin, Capitol
- 3. Secret Love, D. Day, Columbia
- 4. Stranger in Paradise, T. Bennett, Columbia
- 5. Changing Partners, P. Page, Morcury 6. Stranger in Paradise, Four Aces,
- 7. Rags to Riches, T. Bennett, Columbia
- 8. Heart of My Heart, Four Aces, Decca 9. Make Love to Me, J. Stafford,
- 10. From the Vine Came the Grape, Gaylords, Mercury

RHYTHM & BLUES-5 Years Ago-February 16, 1959

Stagger Lee, L. Price, ABC-Paramount Lonely Teardrops, J. Wilson, Brunswick I Cried a Tear, L Baker, Atlantic 16 Candles, Crests, Coed Try Me, J. Brown, Federal

Smoke Gets in Your Eyes, Platters, Mercury The Right Time, R. Charles, Atlantic Mobody But You, D. Clark, Abner Is's Just a Matter of Time, B. Benton, Mercury

A Lover's Question, C. McPhatter, Allantic

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by Z. Z. HILL

M & H RECORDS

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Floyd Ray DUnkirk 5-4045

Wermon Trade United of Lost Foreign Product at Top of Its Fo British in (-3ht Track BURTON LAYS IT ON THE LINE F.S. JR. TOUR New BMI Head Spells Out Views on Music Export Scene Sukiyaki Leads Japanese EMI, Philips Industry to Binger Feast German Row Intense Disks With A Over Copyright Law Blockpool Show Draws Crowd From Continent Coin Games at Low Norse Aria Duke, Woody, Anita In Czechoslovakia Prize Goes op German Lists 11.14 Planning To Teen Lass Red Royalty Tab Kennedy-Adenauer-Erhard Disks Rise of Spoken Word Disks in Germ ME BULLDARD Western Labels Sold For Foreign Money SEES IN 5 Y More Vocalists, Foreign Names in San Remo Fest W. German Government Issues Coin Machine Statistical Study elgian Artists Score ggest in 15 Years British Trade Girds to Hold Price Line Fear Its Country Will Repeat U. S. Discount Scene Paul Anka and Connie Lose In Spanish Foreign Artist Pol LP Boom Takes Up Cliff, Elvis Slack of Singles Dip Top Norse Poll DEPARTMENTS & FEATURES Disk Tops Publishers, Talent Guys Get in to See Sholes N NEW ZEALAND Firms Can Buy Only TV Spots Liberty Reaps Biggest 1/2-Year ISTRALIANS Widen Sphere of In Sales in History Eurovision Report Beatles Heat Flares in Court CLIP GETS YOU Youth Zips Up A CUT-AND VICE VERSA BEATLES HOT Dutch Firm HELLO, DOLLY'
OPENS, ERITICS
TOSS HATS Erin Disks Come
To Minnespolis Valiant Plunges Into Folk Field Tribit in Parts Norwey Props THE BILL STORY TODAY Exercision Entry Disks Sears Set for tari Them

Billboard Buyers & Sellers

A convenient market place for the heat sources of equipment, supplies, services and personnel . . . serving more than 20,000 buyers, sellers, and users of music, records, tupes, home entertainment equipment, cain machines and many other related products throughout the entire world.

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necently I had some original comesty material published by a very active BMI music publishing company. Will show you contract. I now need someone who can read and write music. Sverything on a 50-30 team hads. Have good to be a first with the contract of Augusta, Ga.

NEW ENGLAND EXPOSURE NEEDED! Finest personal representation available with top independent promotion team. Pres trial Contact: Steve Bell or Paul Cass. 23 Keller Path, Newton, Mass. 02150 Telephone: 617-527-1679. fe23

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words, plus name and address, MAIL COPY AND PAYMENT TO:

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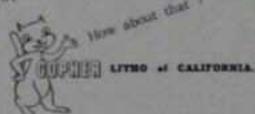
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writers of "Shifting Whispering Sands," have opened their own record company label called

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Partiand, Oregon 97219

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HAWAHAN PARTY KIT — \$4.58 IN-strumental music Hawaiian LP plus col-orful Ses Treasure Kit including fish net and complete instructions for giving a successful Hawaiian Party: \$9.96 value, only \$5 postpaid. Hal Faktor, 4141 W. Armitage, Chicago 29, III. fe22

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- Minimum size sold is V2", opproximately 35 words; 1" 70 words. All rates are for EACH advertisement, EACH time. Advertisements 2" or larger set in baxed style.
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Billboard's "INTERNATIONAL MUSIC-RECORD DIRECTORY" & "BUYER'S GUIDE"

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Whather you're a "pro" or a beginner, this book is must reading. Contains information on:

- . Your Song and What to Do With It.
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Written by Bob Rolontz, former music editor of Billboard and executive with record companies.

Stogle copy \$2.50. Cash with order. Send check or money srder to Watson-Guptill Publications. Inc., Dept. 1128, 2160 Patterson St., Cincinnati, Ohio, 45214, with this advertisement and your name and address, Copy will be send postpaid. N. Y. C. residents add 4% sales tax.

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and pictures of action, component, and a list of pil-fire best-selling country recards from 1945 to the present time ... stories by the top country artists ... by the man who make the heat selling country records ... these are just a few of the many highlights of this exciting selling.

Focked with pictures, & caller cover, placer penter, and published by the folks who publish Bilthward, the international mayic weekly newspaper, this 216-page, \$55 x 11 selfion is ready to he sent to you new.

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Please send	- capies o	the Wasi
Country Music.		
My check to mency a	oder S	In amotor

City, State and Zip Code

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CLASSIFIED MART

It's a proven, economical way to arouse prospect interest, to make sales and to increase profits !!!

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. MUSIC MACHINE PROGRAMMING . RECENT STEREO RELEASES

. BULK VENDING

United Patterns Topper After Skippy Shuffle



TOPPER

CHICAGO-Topper, United's new shuffle alley, is patterned after the firm's highly successful Skippy, but with a number of refinements and improvements.

The backglass has been changed, as has the hood. Both are trimmed in colorful, lighted motif. The cabinet of Topper has also been completely redecorated.

Topper has large four-reel

scoring which goes into the thousands. Six can play and Topper features five different games: Dual Flash, Flash, Advance, Regulation and Regulation Champ. The last two have three-reel scoring.

Topper is also adjustable for easy or normal strikes. Multiple coin mechanism is optional. Perhaps most distinctive are the game's walnut Formica side-rails and fluorescent lighting, both a distinguishing feature of Skippy.

Ariz. Distributor **Expands Office**

PHOENIX, Ariz. - Bill Bryant, of Valiant Amusement Company, Arizona Wurlitzer distributor, has doubled the size of his office, storage and repair space without increasing personnel. A veteran operator and distributor, Bryant services the entire State of Arizona and needs all the space he can get.

A feature of the new design is a row of vertical green drapes four feet apart all the way across the 50-foot frontage. At night a lighted phonograph shines in each of the spaces to make an eye-catching display on the otherwise dark suburban highway.

Van Der Wege Leads Effort

To Revive Euromat Project

British Coin Show Sets New Attendance Record

By ANDRE de VEKEY

LONDON-More than 3,000 coinmen from all parts of the world helped to make the recent 20th annual Amusement Trades Exhibition at the New Royal Horticultural Hall the best in the history of the event. Many exhibitors doubled their sales over their highest previous year, and attendance broke all records.

Despite the success of the show, there is a strong feeling that the A.T.E. must have a bigger hall. Gordon Marks of Phonographic Equipment, Ltd., London, expressed the prevalent attitude. "When you realize that the A.T.E. is the biggest show of them all," he said, "more important to us than Chicago, Frankfurt, Paris or Hamburg, we are in a hall much too small for us, falling over ourselves because we cannot get space to do justice to our merchandise."

Combined Show

During the past years the industry has grown, and the range of machines and equipment vastly increased, necessitating much more space for all major exhibitors. Some firms told Billboard that the idea of combining the show with the Hotel and Catering and the Vending Exhibitions should be considered if, by doing so, a bigger hall could be obtained.

The suggestion was offered as one solution to the organizers' problem-that of getting sufficient exhibitors to fill a much larger hall. The big companies, however, deprecate this difficulty.

One important exhibitor said: "This hall is totally inadequate

for the needs of the trade now. The lighting is deplorable, heating bad and the general amenities leave much to be desired. Some overseas visitors coming for the first time have left with a poor impression of our trade." Why London?

Another suggestion made to Billboard was that if no suitable site could be found in London, perhaps one could be found in the Provinces. "Does it have to be held in London?"

one firm asked.

The organizers of the A.T.E. handed out a questionnaire to visitors, asking for comments on the timing and length of the show. It stated that they were considering transferring the Exhibition to a larger hall. The outcome of this will certainly be a strong guide to future arrangements.

Lowen Automaten, of Bingen, Germany, beaten by the space problem, managed to show at the nearby St. Ermins Hotel, but, for unstated reasons, were not allowed by A.T.E. organizers to announce their show at the exhibition hall. They were smart enough to get a sandwich man and station him outside the hall announcing their own venue.

Other firms, like Juke Box (Continued on page 57)

NY Coin Trade Will Honor Harry Siskind

NEW YORK-The executive committee of the Coin Machine Division of the 1964 United Jewish Appeal of Greater New York unanimously elected Brooklyn operator Harry Siskind guest of honor for the Division's victory dinner to be held late in the spring.

During the nominating and voting, Chairman Emeritus Al Denver, president of the Music Operators of New York, presided, and the distributors present abstained from voting.

Those present were Chair-

man Irving Holzman, United East Coast Distributors, who unanimously re-elected chairman for 1964; Harold Kaufman, Musical Distributor; Carl Pavesi, president of the Westchester Operators Guild; Ben Chicofsky, Music Operators of New York; Aaron Sternfield and Ed Barnes, Billboard; Marty Toohey, Cash Box; George Nemzoff, United Jewish Appeal; Ted Blatt, Max Weiss, MONY counsel, and Gil Sonin, operators.

The committee set Saturday May 23, as a tentative date for the victory dinner and agreed to settle on a date and choice of guest speakers at the next meeting, scheduled for Wednesday (12) at the offices of United Jewish Appeal, 220

West 58 St., New York. NIXON MAY BE

GUEST SPEAKER NEW YORK-Irving Holz-

mann, chairman of the Coin Machine Division of the United Jewish Appeal, said at the meeting of his committee on Wednesday (5) that he expects to announce soon that Richard Nixon will be the featured guest speaker at the Division's victory dinner, tentatively set for Saturday, May 23.

MOA to Move Headquarters

CHICAGO—Music Operators of America will soon take the first step in its program to improve its internal administrative operation by moving to new and larger quarters in the large 228 North LaSalle Street building here.

Fred Granger, MOA managing director, said the move will take place by the end of the month. Granger noted that MOA would install copying and mimeographing equipment as well.

The program was approved by the directors at the recent Chicago meeting," Granger said. "A lot of the benefits will not be immediately apparent, but in the long run, they'll pay off."

Granger noted that in the past, MOA had been farming out a lot of work. "We hope to do most of this ourselves, and the savings should be considerable," he said.

He added that MOA would be able to improve its various services to members under the

new set-up.

mat" movement is Alex Van der Wege, spark plug of the Belgian coin trade. Van der Wage believes that "the hour has struck" for coinmen to unite even as the nations of Europe

By OMER ANDERSON

ing made by European coin ma-

chine trade leaders to revive the

Euromat project for the creation

of a single European-wide coin

Leader of the "revive-Euro-

machine organization.

BRUSSELS-Efforts are be-

are doing. There is increasing criticism

that while major European industries and trade segments are organizing on a European Common Market-wide basis, the coin machine trade "has turned its backs on progress." Euromat proponents warn that the coin machine trade risks being left behind in the economic transformation taking place in Europe through creation of the trading community.

Trade Support

Van der Wege, the long-time president of the Belgian trade group, U.B.A., has support for his Euromat concept from leading trade figures in West Germany, France, and Austria.

Euromat, in fact, is the idea of Jacques Marchant, proprietor of France's leading phonograph production firm, Ets. Marchant of Paris, Marchant's conception of "one big European coin trade" progressed to gress in Brussels, at which Britain was represented along with Continental countries.

In retrospect, British participation is regarded by Van der Wege and other revive-Euromat proponents as an act of farsighted statesmanship. Britain also is counted on to play a prime role in a Euromat revival. Marchant, contradicting General Charles de Gaulle, believes Britain should be a member of the European Common Marketand certainly of Euromat.

German operators strongly support the concept of Continental operator unity. Dr. Hans Odenthal, business manager of the Central Federation of the Organizations of the German Coin Machine Operating Trade (ZOA) calls for a "one-trade" concept of Continental coin machine operation.

International Approach

He proposes an international approach to resolving trade problems. He would convene regular meetings of representatives of European operator organizations.

In Austria, Van der Wege and Marchant are strongly supported by the Verband des Oesterreichischen Automaten - Gewerbes (VOA), whose secretary, Dr. Rudolf Rampf, is seeking to foster international trade contacts. Dr. Rampf would not restrict a Euromat organization to merely member states of the the stage of convening a con- European Common Market and

Britain, but would seek the widest possible international grouping.

The Austrian trade leader even proposes welcoming representatives of the Iron Curtain trade, on the premise that the more interested they become in international trade affairs, the more likely they will buy Western equipment.

Marchant (a manufacturer), Van der Wege (a distributor) and Odenthal (representing operators) regard themselves as evidence that all facets of the

(Continued on page 55)

Chicago Ops Re-Elect Earl Kies

CHICAGO-Earl Kies, fiveyear president of Recorded Music Service Association and last year board chairman of the Chicago juke box operator group, was re-elected to the presidency for another year last week.

Kies was nominated and elected by a unanimous vote despite a personal plea that it was "time to retire.

Elected vice-presidents were Sam Greenberg, Dan Gaines and Moses Profitt. Louis Arpaia was elected secretary-treasurer. Directors are Frank LeMaskin, Charles Sacco, Victor Lucas and Vince Angeleri.

Granger Speaks Fred Granger, Music Opera-

director, spoke, as did Gene Corrigan, a representative of the Illinois department of revenue.

Discussion centered mainly on the new \$10 coin machine tax which was passed here last fall. The State seeks to apply the tax to the individual operators, while the operators contend it is a location levy.

Operators seek to have the licensing uniform with the federal tax, so the location owner would post a coin machine license on his wall.

Operators also feel that if the tax is applied to the operators, the location would refuse to share it. Location taxes are traditionally shared by operator

Corrigan told operators he would attempt to obtain a fair ruling for them from the State.

Granger reiterated much of what he said a week ago in Springfield before the Illinois Coin Machine Operators Association. It was his first appearance before the Chicago group.

He cited public relations, membership drives and a continued opposition o copyright legislation as his chief goals. He called for full support from the Chicago group.

The RMSA meeting last week was at the Water Tower Inn, a departure from the traditional Bismarck Hotel site. Some 80 operators were in attendance.

European, U. S. Coinmen Gather at British Show



OPENING DAY drew a packed hall. The photo clearly shows the cramped conditions that prompted many complaints from exhibitors.



AT THE Loewen Automaten booth are, left to right, Herbert Nach; Andre de Vekey, Billboard; Gunther R e d I i ch and Chief Engineer Rupert Mosinger.



AMONG SCORES of visitors from overseas were, left to right, J. Bromley, Sega, Panama; G. Queirolo, of Quematic, Florence, Italy; and R. Stewart, also of Sega, Tokyo. The lady is an interpreter.



camera catches trio in discussion at Cinebox exhibit. Left to right are H. Hohenstein, technical director; Director Trevor Watts of Butlin, and Arthur Gelardi, chairman of Filmbox Equipment Company.



MICHAEL SHEFRAS, right, of M. Shefras & Sons, appears pleased at taking an order from representative Bywater of Midland Automatics. AT Billboard's stand Andre de Vekey, second from left, hosts, left to right, Oscar Adams, Elz, Germany; Hans - Jurgen Glawe, Hamburg operator, and Lars K. Skriver, Skriver Bros., Hamburg.



A SWEDISH contingent gets the news from Billboard. Left to right are David Brolin and Freius Danneman of Abadan Handels and Rudolf Gyllenpalm of AB Big Bronco, Stockholm.



JOHN SHELLEY, right, general manager of Automatic Canteen, and W. Smith of Music Hire Ltd., Leeds, inspect the new AMI Electronic, a European-made model.



ROGER PROUDLOCK, right, is about to show a film on Filmbox Equipment Company Ltd. machine to dancer Fay Craig and European band leader Acker Bilk.



MAURICE SYKES, left, of Jennings fruit machines, presents an award at a Carlton Tower reception to W. C. Coughtrey, Coughtrey's Auto Supplies, Nottingham, in recognition of Coughtrey's leading sales record.



NOVA-APARATE PRESI-DENT Alfred W. Adickes, left, is pictured with Gordon Walker, center, and Ruffler and Walker representative Gerry Bowyer.





You're Looking at the Only Phonograph Offering the Extra Earning Power of the Ten Top Tunes Plus Album Music Selections

APPEALS TO BOTH YOUNG AND OLD



Illinois Operator Meet Candid Shots



LOU CASOLA (second from left) and Clint Pierce (second from right) discuss strategy on the copyright bill currently in the House Rules Committee, with a handful of Illinois operators following a meeting of the State group in Springfield last week.

LEADERS OF the newly formed Illinois Coin
Machine Operators'
Asociation huddle after the group's successful meeting last
week in Springfield.
Left to right: Bud
Hashman, Don McDonald, Ed Ginsberg,
Ed Gilbert, Les Montooth and Bill Poss.





HUNGRY OPERATORS attack the table at a buffet spansored by Eddie Ginsberg of Atlas Music, Chicago, following the third meeting of the newly formed Illinois Coin Machine Operators' Association in Springfield last week.

EDDIE GINSBERG welcomes Fred Sipiora,
Singer One-Stop, and
a table of Illinois operators to dinner following the meeting of
the newly formed Illinois operator group
in Springfield last
week. Both Sipiora
and Ginsberg have
been steady supporters of the Illinois association since its inception last fall.





IT WASN'T PLANNED. but the ladies ended up having a confab of their own following the Illinois Coin Machine Operators' Association meeting in Springfield last week. Here 10 of the gals sit over dinner. Included are Mrs. Don Knott, Mrs. Orma Johnson, Mrs. Clint Pierce, Mrs. Fred Granger, Mrs. Bentley, Mrs. Bill Poss, Mrs. Dunn, Mrs. Roffenberger, Mrs. Carr and Mrs. Ed Gilbert.

Recent

STEREO RELEASES

for Music Operators

SEEBURG LITTLE LP's

Pop Vocal

JOHNNY MATHIS-

Johnny's Greatest HitsColumbia

Pop Instrumental

THE VILLAGE STOMPERS-Washington Square . . Epic

LES AND LARRY ELGART-

Jazz/Rhythm & Blues

VARIOUS ARTISTS-Americans in Europe,

International

VARIOUS ARTISTS-Mal Richtig Tanzen,

No. 3Telefunken

SEEBURG ARTIST OF THE WEEK

Irish Vocal

DENNIS DAY-Shillelaghs and Shamrocks...Reprise

All filles listed are custom 33½ stereo singles packaged for the luke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 165 W. 46th Street, New York, N. Y. 10036.

Granger Asks Continued MOA Organizing Drive

CHCAGO—Music Operators of America's newly named managing director Fred Granger listed a "continued membership drive" as one of the first things on his agenda. Granger said a lot of excellent work has been done in this direction but that the effort must be continued. MOA membership, which now stands at 829, is broken down as follows:

Alabama 9	Nebraska 2	0
Alaska I	Nevada	
Arizona 7	New Hampshire	2
Arkansas 3	New Jersey 2	
California 83	New Mexico	3
Colorado 2	New York 10	ō
Connecticut 17	North Carolina 1	6
Delaware none	North Dakota	
Dist. of Columbia 3	Ohio 4	
Florida	Oklahoma non	
Georgia 16	Oregon	
Hawaii 1	Pennsylvania 6.	
Idaho 1	Rhode Island	
Illinois 75	South Carolina 3	
Indiana 19	South Dakota	
Iowa 15	Tennessee	
Kansas 11	Texas 1	
Kentucky 7	Utah	
Louisiana 4	Vermont	
Maine 1	Virginia 25	
Maryland 12	Washington	
Massachusetts 15	West Virginia 37	
Michigan 18	Wisconsin 15	
Minnesota 7	Wyoming	
Mississippi 8	Panama	
Missouri 26	Canada	
Montana 8	The state of the s	

EUROPEAN NEWS BRIEFS

Electronic Bows

FRANKFURT—AMI's West German subsidiary, Tonomat, has developed a new phonograph for the European trade, the 160 selection "Electronic."

The box has a novel electronic system of selection and sells to compete with European compact equipment. A console model, the new phonograph has been field-tested in West Germany for the last year with complete success.

It is now being delivered to AMI distributors throughout Europe and in the United Kingdom. It will not replace but will complement AMI's Tropicana box. In effect, it represents AMI's answer to Wurlitzer's

European-designed and manufactured Lyric phonograph.

Pinball Licenses

MILAN — The Italian trade organization, SAPAR, has rejected proposals that the government lift the ban on so-called "electromechanical" games (pinballs) in return for the agreement of operators for the licensing of such equipment.

The authorities propose issuing a license for each pinball, the theory being that offending equipment could be controlled by withdrawal of its license.

Authorities continue to reject the guilt-by-association arguments of the operators. The au-

Tournaments Boost Take For Pool Table Operator



CLOSE-FITTING PLASTIC cover lets location owner use coin pool tables as additional bar space.

MILWAUKEE-Leo Dinon, H. & G. Amusement Company operator, is boosting pool table action in his locations by organizing tournaments. The idea has caught on and is increasing the take not only of the tables but of juke boxes and other

Dinon lists a number of points to remember in making a tournament successful: Appoint a responsible tournament secretary. Post accurate statistics and standings in each participating location. Limit the number of locations in each tourney to a manageable total - about a

DENVER-Pres Struve, pres-

ident of Struve Distributing

Company, recently sold 50 new

Seeburg phonographs to 25 op-

erators within 60 days by stag-

ing an original give-away pro-

gram without the aid of factory

operators, who needed only to

buy two new Seeburgs to qual-

ify. Struve was able to put on

a give-away drive in which

or \$5,000 in cash, went to Jack

First prize, a 1964 Cadillac

every entrant was a winner.

By limiting the entries to 25

dozen teams is the usual top figure. Confine the tournament as nearly as possible to a single neighborhood.

H. & G. Amusement recently concluded a 12-location tournament that substantially improved receipts from all machines in each place.

Dinon has an answer for the location owner who complains that pool tables take up space needed for dancing or entertainment. He provides a neatly fitting composition cover that not only protects the table surface but provides additional bar space where customers may sit comfortably with food and drinks.

Porter, Service Music Company,

Albuquerque, N. M., who got

a trip for two to Hawaii or

Puerto Rico or \$1,200. Third

prize was a 4-day trip to Mexico

City for two or \$750 in cash.

The next seven prizes involved

3-day trips to Las Vegas or

\$225, and all the remaining en-

tendance at the prize drawing,

causing several big winners to

be absent, but 10 of Colorado

and New Mexico's top operators

were on hand when Denver sales

manager Al Morrison distributed

prize-drawing tickets.

Sub-zero temperatures cut at-

trants were awarded \$200.

Second prize was a choice of

the news while sick in bed.

WALL BOX TEST ENDS; CHANGE BIG PROBLEM

DENVER-Keane Smith, operator of Mood Music Systems here, has withdrawn the experimental wall boxes he recently installed in a 14-room wing of the New Denver Centre Motel. He still thinks the idea is good, but it needs a method of keeping the occupants supplied with change.

Although the motel tried giving each guest the first 50 cents worth of music, few customers would take the trouble to go to the motel office for more change when they ran out, and most didn't bring enough with them in the first place.

Installation of dollar-bill changers at various points might have provided a solution but would have entailed too great a financial risk.

Alberta Operators' Assn. Elects W. E. Morrow

CALGARY, Alta. - W. E. Morrow of Calgary was elected president of the Alberta Music Operators' Association at a meeting here. He succeeds Stuart McIntosh, Lorne Bethel is secretary, and Frank Manzaro, treasurer.

AMOA is a four-year-old group made up of the province's 40-music machine operators. It was formed, said Morrow, to give the public better juke box programs and service, and to provide a discussion medium for operators.

One product of AMOA re-

search is the trend to tavern juke boxes.

"We thought it might work out using them as background music," Morrow said, "but it turns out the patron will pay to have popular music just as in a restaurant."

About 125 of the province's juke boxes are in Calgary.

John Starchuk, Alberta Hotelmen's Association director, fold the meeting he was "astounded" at the success of juke boxes in hotel beverages rooms in the past 10 months.

IT'S NEW!

A 2-Player Add-A-Ball by GOTTLIEB . . .

Provides Circus thrills and fun to keep 'em laughing and play-

BIG TOP means BIG TAKE! Order yours NOW!

Completely Reconditioned GOTTLIEB

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2-PLAYERS SEVEN SEAS MERRY-GO-ROUND LANCER

NATIONAL COIN MACHINE EXCHANGE

PREVIEW

1411-13 Diversey, Chicago 14, III. BUckingham 1-8211 Cable: "NATCOINCO"-Chicago

Say You Saw It in Billboard

IN THE NEWS Struve Stages Promotion,

Denver Doings

Leonard Grooms, juke box and games operator with headquarters at Akron, Colo., stopped to visit Denver distributors and operators en route back from a week-long vacation in Reno and

distributor, has a new hobbycorrespondence with relatives in Germany and Holland, whom he uncovered while on a recent four-week European tour. Geritz traced down off-shoots from the family tree in both Amnear Belgium on the West nirs which the Denver distributor brought back was a new

Wilbur Beyer, phonograph

COINMEN

Las Vegas.

Pete Geritz, Denver Rock-Ola sterdam, Holland and Prier, German border. Among souve-Volkswagen 1500 sedan.

operator from Fort Collins, Colorado, brought U. Beyer along for shopping trip in late January. Beyer, whose territory embraces the high mountain resort areas of Colorado, reported volume down about 15 per cent for 1963 from BOB LATIMER 1962.

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Panorams	325	Foorball
- Pangramis	350	Evans Ba
. Panerams	220	
idie Color		Ex. Hi-Ba
artoons	225	Evans Ho
I. Toboguans	350	Coalee
Ray Pokers	225	HI-FIV B
el-A-Ramas	700	Harvard !
ly Bowlers	700	Standard I
le-in-One	350	Horescope
Calfar	395	Inga Floo
Golfer L Chair		Jack Rab
IL DIASIS W CURIL	169	Jet Pilot
		License E
-		Love Mate
A STATE OF THE PARTY OF THE PAR		Foot Vibr
A SECOND		Shoe-shine
		Lord's Pr
E 200 May 1		Motorama
A STATE OF THE PARTY OF THE PAR		Mid. Red
100		Mills Scal
		Watting 3
A COLUMN TO SERVICE		1
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		COLUMN 1
10. Allen	- A	CLC
		COLUMN TO A STREET OF THE PARTY

Model #11 1,500

M. S. GISSER

Sales Manager

Pro Hockey Basket Ball Champ ... Cranes Chester Pollard Golf #5 Road Racer Mills Pangrams 350 Chester Pollard Radiogram, fl. model Space Age Sidewalk Engineer. Silver Gloves le In One Trucky tetal Typer detal Typer Vendors. Grips ... Ureau en. Sky Gunner tr. fl. model Sportsman Gun Machine. Pop Gun Circus Mid. Shooting Gallery 175 175 125

2029 PROSPECT AVE CLEVELAND 15 DHIO All Phones Tower 1 6715

ENJOY POPULAR PRICES **European Firms** Want U. S. Units 1500-room,

Sells 50 New Seeburgs

WASHINGTON-Two European firms are interested in buying U. S.-made coin machines, according to information received from embassies abroad by the U.S. Department of Commerce.

Pan-Nordic Automation AB, P.O. Box 18, Saro, Sweden, is interested in automatic music systems; and Heinrich Hecker. 4 Kapellenstrasse, 479 Paderborn, Germany, is interested in coin-operated amusement machines of all kinds.

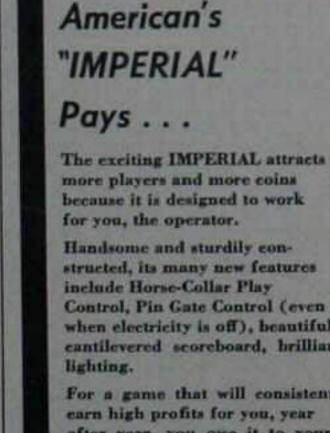
The latter company would like to hear from U. S. manufacturers only, with price quotations F.O.B. U. S. ports.

Erwin Moss Dies

DETROIT - Erwin B. Moss, founder and president of Moss Music Company, died here recently. He operated a juke box and record business. Moss leaves his wife, a son, a daughter, two brothers, three sisters and grandchildren. Services were held at the Ira Kaufman Chapel.

Handsome and sturdily constructed, its many new features include Horse-Collar Play Control, Pin Gate Control (even when electricity is off), beautiful, eantilevered scoreboard, brilliant

earn high profits for you, year after year, you owe it to yourself to see the IMPERIAL at your distributor's or write for free color brochure.



For a game that will consistently 210 Paterson Plank Road Union City, N.J. . 201 UN 5-6633



decorated just for you and yours. And our popular prices extend even to our fabulous gourmet restaurants . . .

COLLEGE INN-PORTERHOUSE Porterhouse Lounge/Grill Well-Of-The-Sea, Celtic Cafe

Everything exciting is within walking distance. Free radio and TV. Drive-in garage parking.

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N.W. Model 49, 1s or 5c	12.00
N.W. Model #33, 14 Porc. Con- verted for 100 cf. B.G.	4.50
Acorn 8 lb. Globe	10.50

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Pistachio Nuts, Jumbo Queen,
Pistachio Nuts, Jumpo Queen,
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Platechic Bulls, Large Tulle 74
Pistochio Nuts, Vendor's Mix
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Feanuts, Jumbo
MILES PEUTS
Baby Chicks
Bridge Mix
Joily Washed Beans
LIEBPICA Geome
PO & DO 500 PF
Hershey-ets
Rain-Blo Com. 72 et
PROPERTY AND STATE OF THE PARTY
Ratn-Ble Ball Gum, 140 ct., 170 ct., 210 ct
Hairi-Bid Ball Gom, 100 vs
300 Iti. minimum prepaid on all
Million Gum, all Flavors 700 of 40
Hershey's Chocolate, 200 ct. 1.30
Minimum arder, 25 Baxes, estorted.

THERE ARE BIG PROFITS IN

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms, Everything for the operator.

One-third Deposit, Salance C.O.D.

GET YOUR SHARE WITH Northwestern

TAB

You'll hit the sackput with this selective fab vender. Ten columns for wide selection and bigger capacity have even tripled sales. "Quick Change" merchandise drum cuts servicing

time in half,



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Say You Saw It in Billboard

Price Releases Kennedy Ring

ROSLYN, L. I., N. Y .- The Paul A. Price Company this week released a John Fitzgerald Kennedy flicker ring.

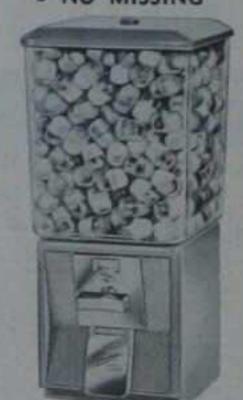
The unit has a picture of the late President and an American flag. Dates of President Kennedy's birth and death are imprinted below the flag. The ring itself is vacuum-plated.

This marks the second JFK charm released by Price. The first was a rocking chair.

F. E. Amborn Dies

UNION, N. J .- Frederick E. Amborn, for 14 years a partner in A & R Service, coin machine distributors, died here recently at the age of 53. Amborn, a native of Newark and member of many local fraternal organizations, leaves his widow and his mother. Services were held at the Mc-Cracken Funeral Home.

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- NO CRUSHING NO MISSING



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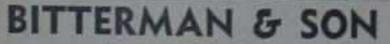
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The New VICTOR VENDORAMA vends large and small capsules . . . large and small ball gum at 1c. 5c. 10c or

Large Stock of Vendors-Parts and Merchandise. Write for Prices.

LOGAN DISTRIBUTING CO., 1850 W. Division St., Chicago 22, III.

N.Y. Bulk Operators Mull Slug Problem

NEW YORK-Discussion at the monthly meeting of the New York Bulk Vendors Association Monday (3) largely concerned the use of bingo chips as alugs in bulk machines despite the existence of an official ruling making production of such chips illegal.

Operator Art Bianco estimated that he loses \$500 a year on slugs in his machines, and the meeting resolved to press harder for enforcement of the law.

Visitor Herb Goldstein, of Acorn Sales, Los Angeles, faced a barrage of questions on the improvement of built-in protec-

Pretzel Machine **Ups Collections**

PHOENIX - Bulk operator Ed Butkus of suburban Scottsdale here, whose machines dispense ball gums, jellybeans, candy corn and charms, has increased sales by installing 10cent pretzel machines at 50 locations, including taverns and service stations.

He introduced the 10-centers at locations where he was already strong with 1-cent machines and found that in addition to selling well themselves. the pretzels led to more 1-cent and 5-cent business.

Wherever pretzel machines have proved especially popular. as in coin-operated laundry and dry cleaning stores, the other bulk business has improved. Some location owners, persuaded to try pretzel machines, have asked him to back them up with 1-cent machines.

Butkus is trying to expand into other dry, weatherproof items which can be vended at 10 cents.

NAMA Exhibitor Contracts Mail'd

CHICAGO - Prospective exhibitors at the 1964 National Automatic Merchandising Association exhibit will receive contracts in the mail this month, reports NAMA Trade Show Committee chairman R. R. Saloman, CONEX Division of Illinois Tool Works, Inc., Des Plaines, Ill. The show is scheduled for October 17-20 at McCormick Place here.

Saloman also says that 55,-000 square feet of exhibit space will be available to vending machine manufacturers and suppliers of products, parts and services to the industry. With minor exceptions the floor plan will be the same as last year.

The committee has also recommended policies on service contractors, exhibit hours, move-in time, distribution of product samples, dress of exhibit personnel and future exhibit dates. All recommendations will be submitted to the board of directors meeting set for Thursday and Friday (20-21).

New Eppy Charm

NEW YORK-Eppy Charms, Inc., is marketing a new 10-cent capsule line of six soft, plastic foam pets. Bears, monkeys, pigs and elephants are included. According to the manufacturer, the items may also be used as novelty foam erasers.

tion against theft in machines. He fielded the queries forthrightly, but adroitly enough to close the meeting on an amicable

Ed Leaf, Leaf Gum Company, Chicago, also attended the meeting, which was chaired by association President Roger Folz, Folz Vending, Oceanside, Long Island.

Art Bianco, Bronx operator. displayed his burglar-proof washer which may be used as extra protection on Acorn and Northwestern machines (Billboard, February 8).

COMING SOON!

Victor's new Selectorama®

The greatest ever in the bulk vending field. Write now for advance information:

VICTOR Vending Corp. 5701-13 W. Grand, Chicago 39, III.

SPECIAL!

FOR \$77.50 We Will Give You



JUMBO VFNDOR

PLUS 600 JUMBO ROCKET CHARMS

Rush 1/3 With Order, Bal. C.O.D.

NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

J. SCHOENBACH

Factory Distributor of Bulk and Ball Sum Vendors, Merchandise, Parts, Globes Stamp Vendors, Folders, Cigaratte and Candy Machines, Sanitary Vendors and Sanitary Merchandise, EVERYTHING THE OPERATOR REQUIRES

715 Lincoln Place, BROOKLYN 16, H. Y PResident 2 2900

Tiny Garden



A complete line of ACORN

Vending machines with original slipout mechanism NOW IN STOCK Immediate delivery. These are finest bulk vendors in America. Write

BULK MERCHANDISE

Cashews, 450 count, whole 30
Mixed Nuts 30
Spanish Peanuts 30
Virginia Spilits Peanuts 30
Rainbow Peanuts (cendy) 30
Boston Baked Beans 30
Licorice Lozenges 30
Confection Mix 36
Jumbo Pistachios (red) 30
Medium Pistachios (red) 30
Confection Mix 30
Confec

RAINBLO BALL GUM VARIETIES
148-170-210 .25 .32
100's Centuries, asst'd colors,
Brape, cherry, orange ... 18 .24
Swami Balls ... 18 .35

Single Floor Stand
Dbi. Cross Bars for above

3 Place Rack with wheels
14 Coin Counting Scale
16-56 Coin Counting Scale
5tump Folders, per 10,000
Asst'd Trading Cards
Ball Point Pens, Gr.

Ball Point Pens, Gr. 133

RECONDITIONED & REFINISHED

VENDORS

N.W. Model 49, Is or 5s Bulk 112.50

N.W. Model 49, Is Ball Gum 12.50

Silver King, Is or 5s Bulk 12.50

Victor Toppers, Is 11.00

Accorns, Is or 5s Bulk clean 12.50

Mills Is Tab, 6 col. 14.50

Mills Is Tab, 6 col. 14.50

Mills Is Tab, 6 col. 14.50

Model V Is Ball Gum 12.50

Model V Is Ball Gum 12.50

Model V Is Mass. 12.50

Schermack 2-col. Roll-Type

Stamp, 10s A 25s vend 12.50

E Col. Cigarette Vendor, 35s 12.50

N.W. Model 60, St 12.50

Victor Vendoramas, Is B/G 13.50

Victor Vendoramas, Is Mass. 13.50

Victor Vendoramas, 1s Mass. 13.50

Victor Vendoramas, 5s or 10s Cap. 12.50

Cap. 12.50

2 Cel. Trading Card

COUNTER GAMES Kickers and Catchers ABT Total Score SEND FOR NEW CATALOG 1/3 DEPOSIT ON ALL ORDERS BALANCE C.O.D. SEND PAYMENT IN FULL ON ALL

Rake Coin Machine Exchange 609 A Spring Garden St.

Philadelphia 23. Fa. Walnut 5-2676

Say You Saw It in Billboard

10c

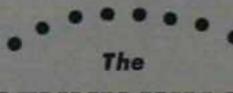
ATLAS MASTER

Capsule Vender

FIFTEEN DIFFERENT 10¢ CAPSULE MIXES FREE DISPLAY FRONT

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

FREE Illustrated Shoots on all Feature Charms, Rings and Bulk Charms.





2534 Mission St., Pittsburgh 3, Pa.

World's Largest Selection of Miniature Charms

For Sale VICTOR BABY GRAND

DELUXE CAPSULE MACHINES 50-10c-\$7.00 each 50- 5c-\$7.00 each VICTOR V'S BALL GUM & CHARM 50-1c-\$6.00 each

25% down, balance C. O. D.

ROBERT J. RALEIGH 3616 East 25th Street Indianapolis 18, Indiana Phone: Liberty 5-8061



Direct Low Factory Prices

Eubbie Ball Gum, 140, 170 & 210 ct. & Giant Size. 30\2 lb. Chicle Ball Gum, 130 ct. 38\2 lb. Clor-o-Vend Ball Gum. 43\2 lb. Clor-o-Vend Chicks, 320 ct. 43\2 lb. Chicle Chicks, 320 & 520 ct. 39 lb. Bubble Chicks, 320 & 31\6 lb.

Tab (short stick), 100 ct... 40c box 5-stick Gum, 100 packs 52.00 F.O.B. Factory 150 lb. lots

AMERICAN CHEWING PRODUCTS

9 years of manufacturing experience 4th & Mt. Pleasant Newark, N. J. 07164

Scripto Pen DALL PRO CABINET NOW AVAILABLE IN METAL OR SOLID OAK Improved mechanism Write for Beautiful Illustrated

1764 N. Decatur Rd., N.E. Atlanta 7, Ga. Phone: DRake 7-4300 when answering ads . . .

Circular and Prices.

H. B. HUTCHINSON, JR.

Billboard

Say You Saw It in

Rake Sets Move To New Offices

PHILADELPHIA - Rake Coin Machine Exchange plans to move to newer quarters in the early spring. The change will enable the company to enlarge its parts department, says Nathan Rake, and also to maintain a complete inventory of parts, machines and supplies for quick service to operators.

Rake, a distributor of Acorn bulk vending machines, recently went over 1964 sales plans with Herb Goldstein of Oak Manufacturing Company, who was on tour from his Los Angeles head-

quarters.

Holzman at Party

NEW YORK-Joseph Carlino, majority leader of the New York State Assembly, and William Kahn, district attorney of Nassau County, were fellow guests with Irving Holzman, United East Coast Distributors, at a dinner party at the Capri in Long Beach, N. Y. Saturday (8).

Results of a nationwide, six-

NAMA also called a series of

State meetings for early Febru-

ary to plan legislative activity

regarding the cigaret-health con-

NAMA's special committee on

cigaret vending, informed the

surgeon general that "Operators

of cigaret machines in every

State have ordered more than

260,000 'minors-are-forbidden'

labels for their machines in the

chines which were in locations

freely accessible to minors when

the program began," Risman

In addition to the prominent

"This covers more than twice the 15 per cent of vending ma-

Louis J. Risman, chairman of

troversy (see separate story).

dising Association.

Burglar Suspects Let Off In St. Paul Vending Case

ST. PAUL-Three suspected vending machine burglars, paying a brief visit to St. Paul, were arrested for annoying two young girls and then detained when their car revealed a number of well-filled coin bags and several hundred vending machine keys. Without sufficient evidence to prosecute, police reluctantly released the men after brief detention but confiscated the vending machine keys.

The trio was identified as including William O. Sutherland, 33; Kent L. Cox, 31, and Lewellyn McGavic, 27, all of

Louisville, Ky.

They told police they arrived in St. Paul on Sunday (12). That night they were apprehended on a complaint from two girls who reported a car with Kentucky license plates was following

Routine Questioning

Stopping the car for routine questioning of the men, St. Paul

police discovered the coin bags, which held \$1,300 in nickels, dimes and quarters, and the quantity of keys.

A check with Louisville police was said to have revealed that one of the men, McGavic, is now out on a \$5,000 bond on a federal charge involving coinoperated machines. St. Paul police quoted the man as claiming to be the first person in the country tried under the new anti-slug law.

After conferring with the local county attorney, Detective Robert LaBath of the St. Paul police theft division reported there were no apparent grounds for holding the men and reluctantly ordered their release.

He returned the money to them but kept the keys, advising the trio they would have to sue the police department for their return. "I do not think we will hear from them again," he added, saying the keys will likely be destroyed.

Confiscated Keys

Among the confiscated keys were those of Atlas, Rockford, Bellock, Chicago Lock, Taylor Lock, National Cash Register and some bootleg blanks.

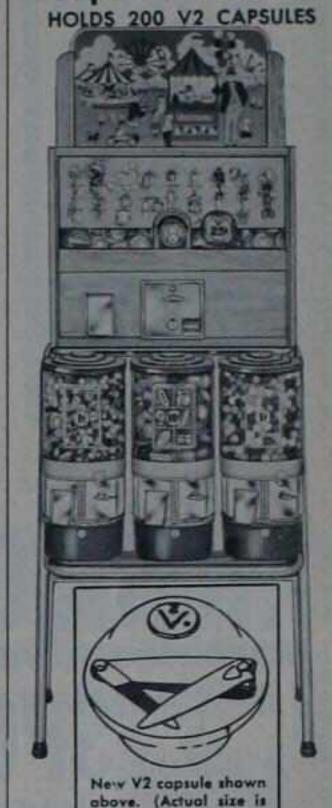
LaBath said the collection was so large the men could probably

sonable justification, ought to be evidence of mischief," LaBath

The county attorney in St. Paul, however, indicated that under Minnesota law there seemed no possibility of detaining the men without further evidence.

OPERATORS REPORT FABULOUS EARNINGS FOR

V2 25c & 50c Capsule Vendor



Write today for full information on the Vendorama V2 Capsule Vendor and the new V2 capsule.®

21/4" in diameter.)

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

CHICAGO - The cigaret warning labels for machines, the vending industry moved quickly vending industry's self-regulation open any vending machine in program provides for "a conlast week to prevent any panic the country. action following the unfavorable stant survey of the machines' ac-"These keys ought to be conreport on smoking issued by the cessibility to minors, repositionstrued as burglary tools and Advisory Committee to the U.S. ing of machines to assure surpossession of them, without reaveilance, removal where neces-Surgeon General.

with local law enforcement ofstep, self-regulation program to prevent the illegal sale of cigarets ficials to prevent violations. to minors from vending ma-He pointed out that most cigaret machines have always been chines was immediately presented to Dr. Luther L. Terry, located in taverns, cocktail lounges, factories and offices U. S. Surgeon General, by the National Automatic Merchanwhere minors do not go.

Cigaret Industry in

Move to Avert Panic

"Individuals not familiar with the vending industry have at times accused eigaret machines erroneously as the chief purveyor of cigarets to youngsters,' Risman wired Dr. Terry.

sary, and close collaboration

Risman said that a 1963 study by the Gilbert Youth Research organization showed that less than 5 per cent of all teen-agers purchased eigarets from vending machines.

Risman informed the surgeon general that the "cigaret vending industry has long been on record in favor of observance of laws and regulations which cover the sale of cigarets to mi-

He said that NAMA's special committee on cigaret vending would welcome the opportunity of counseling with the surgeon general's staff if vending machines should come under consideration as part of his program.

Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines. NAME_

Please rush complete information and prices on

COMPANY Fill in coupon, clip and mail to:

KING & COMPANY Chicago 1, HL 2700 W. Lake St.

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; le Tab Gum, 5- Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; l Hersheys 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast from Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.

HEADQUARTERS

past year.

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies. Write today for complete information and price list.

CLEVELAND COIN MACHINE EXCHANGE, INC.

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Exclusive Vending Headquarters for VICTOR

THE MOST COMPLETE and FINEST LINE of BULK VENDORS VENDORAMA

The New VICTOR VENDORAMA vends large and small capsules
. . . large and small bell gum at 1¢, 5¢, 10¢ and 25¢ play.
Large Stock of Vendors—Parts and Merchandise.
Write for Prices.

Member National Vending Machine Distributors, Inc. GRAFF VENDING SUPPLY CO., INC.

2817 W. DAVIS ST.

Euromat Project

Continued from page 49

trade stand to profit from a broad international trade organization.

Brussels Headquarters

The sponsors of a Euromat revival propose Brussels as the organization's international headquarters, because the original Euromat sessions were held here and because of the European Common Market's headquarters here.

It is proposed that the first order of business for the international trade organization be the planning of a campaign to harmonize coin machine legislation inside the Common Market. Suggested points:

Taxes and license fees.

Regulations on a uniform basis as to equipment permitted and prohibited.

A code of ethics.

Buy OAK for your PROFIT LINE!



Capacity of 2 Cases Century Gum (4000 Pieces)

THE TITAN

Separate Core flox Built in Cast Iron Base No Other Stand Reeded

nterchangeable c, Sc, 10c, 25c or

Showing Weight, 45 lbs. Height 40", Diameter 15"

Facked One to a Carton



Will Take All Size

THE OAK TREE-6

An Need to Disassemble Upper Row of Machines to Service Bottom Machines Stand Takes Up Only 1% Square Feet of Cast Iron Base Weights 30 Founds Base Measures 13x16 inches

Overall Height of Stand Including Machines in Rear of Base for

Time payments available on OAK machines to all distributors



Oak MANUFACTURING CO., INC., 11411 Knightsbridge Ave., Colver City, Calif.

Write for the name of your nearest OAK distributor

BARGAINS FOR THE WEEK BOWLERS Un. Jumbe or Royal, 16'. 8 73.00 Un. Benus, 16' 125.60 Un. Playtime, 14' 150.00 Un. Duplex, 16' 175.00 Un. Advance, 18' 300.00 Bally ABC Yournament ... 75.00 These Bowlers are as is . . . all parte intact. Above prices preferably in quantity. Prices de not include delivery or crafting. Crafting, if desired, \$35.00 to \$50.00 extra. Write or Call Us Collect. MAIn 1-3511 Write for Our Price List on Full Line of Coin-Operated Mechines. 2315 Olive St., St. Louis 3, Mo. Phone: MAIn 1-3511; Cable: Condist

Rear scoreframe

goes all the way

to floor

New Bedford Leads Mass. Milwaukee Distributor In \$250 Gaming Stamps

By CAMERON DEWAR

BOSTON-According to figures released last week by the Internal Revenue Service, New Bedford is the in-line capital of the Bay State, with the Whaling City accounting for 81 of the 171 \$250 federal gaming tax stamps issued in the Commonwealth.

Somerville follows with nine stamps; Revere is third with eight. The Internal Revenue Service is not concerned whether or not the game actually is used for gambling. As long as it contains certain arbitrary features, it must carry the \$250 stamp.

Not a single permit was taken out in Boston or Fall River, IRS statistics show. Boston banned these devices in 1959 and some 800 machines went out of business, but three locations, a bus

PUCK BOWLER

AT YOUR & CHICAGO COIN DISTRIBUTOR!

Phicago Dynamic Industries, Inc. 1721 w DIVIZELY SLYD

SPARE-LITE Feature! First

Time Ever on a Puck Bowl-

er! Directional Arrow on

Playfield "LIGHTS-UP"-

Showing Player Where to

Aim to Pick-up Every Spare!

SPOTLITE

Skill Game!

Plays with-

out visible pins.

(Pro's call

it "shadow

bowling").

terminal and two arcades were allowed to operate for amusement purposes only.

IRS Viewpoint

Said an IRS official: "Some operators prefer to register their machines and take their chances that local law enforcement officials won't catch them doing anything illegal. Others feel that if local officials look into our records and find their names they will have a line on them."

Periodic raids set up by undercover agents annually net a fair amount of machines being operated illegally and are supposedly used to scare operators into complying with the stamp rule.

An official of the Massachusetts Department of Standards, which passes on the category of each machine, estimates that there are about 7,000 such machines in the Commonwealth.

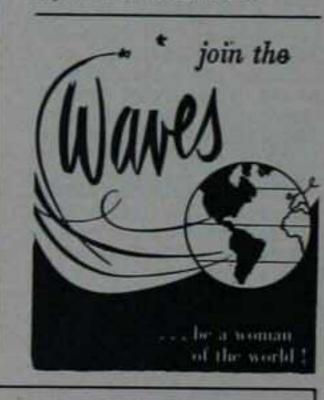
Rapid Turnover

He noted that there is a fairly rapid turnover in machines. "The baseball and hockey and other legal amusement machines stay in vogue from year to year, but the general run of the game requiring the \$250 tax stamp is changed frequently. Once the player feels he has mastered the game he wants a new challenge," he explained.

Whether or not the machines pay off to the customers, New Bedford operators boosted the government's take by \$20,250 this year, so far,

Correction

FORT SMITH, Ark.-Felton W. Landrum, who operates the B&L Amusement Company here, reports that he has not bought a route from Mrs. Dan Levin as reported in the February 8 issue of Billboard.



Bows New Wurlitzer

HARRY JACOBS JR. (right), United, Inc., president, shows the new Wurlitzer 2800 to Mr. and Mrs. Ed Mann, Ambrose Automatic Amusements, Kenosha, Wis.



TWO VETERAN MUSIC OPERATORS, Tom Strong, Iron Mountain, Mich. (center), and Vince Waters, Milwaukee, get the Wurlitzer 2800 story from another veteran, Harry Jocobs Sr. (left).



UNITED, INC.'S SERVICE MANAGER, Mark Case, left, points out the fine features of the Wurlitzer 2800 to a couple of Okauchee, Wis., operators, Clarence Schermeister, and Glenn Cooper, Okauchee Music Center.

Arcade Operation Pays Off For Summer Tourist Route

DENVER — Installation of complete arcades has been the means of capitalizing on the summer tourist influx at mountain resorts for the Capitol Sales Company here, headed by Jack Williams.

The tourist centers are widely separated, requiring long trips that wipe out any profit. The owners of resort locations have therefore largely bought their own phonographs, amusement and cigaret machines, leaving little for Denver operators.

Williams' solution is to set up a large number of machines at focal points in locations sublet from concessionaires operating such enterprises as lawn games, pony rides or boat rentals. The leases run only from the official opening to the official closing of

the tourist season. The large number of machines produce enough volume to war-

rant regular service from Denver even though it involves hundreds of miles of driving. Williams has obtained many of these locations by his policy of rotating areade equipment to produce a complete change of games and other machines from year to year. Concessionaires know that a large part of their volume comes from the attractions of the arcade, and the yearly variety of Williams' offering make a strong selling point.

Bremner in Hospital

CHICAGO - Jerry Bremner, formerly of Central Ohio Coin Machine Exchange, is recuperat-ing at Garfield Park Hospital here following recent surgery. He would enjoy seeing some of his old friends.



British Coin Show Biggest in History

Continued from page 49

Distributors and Seeburg, held open house at their own offices. Social Events

Nick Young, of Juke Box Distributors, used the show period to hold a 5th Anniversary party at their Wardour Street offices, and Peter Groom, Seeburg's London general manager, welcomed numerous trade visitors at his new offices and showroom in Edgware Road. Visitors wishing to cover the lot had a busy time running around London, plus a call at the Hotel and Catering Exhibition, concurrently showing at Olympia.

Exhibitors had obviously worked hard and planned carefully for this annual show window of the amusement trades. The marked trend is for more electronic devices in games and juke boxes and a wider price range. Many of the cheaper jukes now incorporate refinements found only in the better quality machines of a year or

50 ago. Developments in multi-slot equipment and electro-mechanical fruit machines have been considerable. One good example of the latter was the "British Challenger" on the stand of Mar-Matic Sales. A Jennings machine designed by Maurice Sykes, it is virtually a three-inone coin changer, coin counter and a pay-out machine, with the payouts made electronically.

An example of electronics in jukeboxes was the AMI "Electronic" model, which made its debut. Cathode tubes have replaced switches, cutting out many working parts, enabling a selection to be made in six seconds. This model is made in Germany by a subsidiary of Automatic Canteen.

Rock-Ola Sales

Alfred W. Adickes, president of Nova Apparate, Hamburg, who was visiting the Ruffler & Walker stand, told Billboard that sales of Rock-Ola, already a record for 1963 in Europe, will be even better under their program for 1964. Adickes had high praise for Ruffler & Walker and was delighted with their selling efforts during the past year and with the impression given by their display at the Exhibition.

Cinebox, imported by Filmbox Equipment, put a touch of showmanship into the event by getting Acker Bilk to attend their stand, where they also showed films featuring this

The Gainsmead Group, who were showing the German made "Eltec" consoles and wall jukes, were unfortunately let down by customs and thus unable to show the latest M100 model "Eltec." Nevertheless, the G100 wall model attracted much interest.

Ditchburn was an example of a company offering jukes in both high and low price brackets. The latest Wurlitzer is Model 2800, a 200-selection three-speaker stereo unit with spring loaded front lid. The front panel can be unclipped and suspended for change of cards.

The Top Seven Golden Bar feature enables automatic selection of top seven tunes of the week for two shillings (28 Ditchburn's smaller Lyric 100-selection has redesigned cabinet and button selection instead of previous wheel selection.

M. Shefras & Sons, Ltd., famed for its rejectors, were showing many examples of Mills mechanisms in new cases. The latest Jubilee fruit with light-up front was one of several exhibits of high-rate in-

Loewen Automaten

Gunther Redlich and Herbert Nach of Loewen Automaten said that as a result of the interest their juke boxes aroused in Blackpool last November they decided to show at the A.T.E., but were disappointed that they could not get space. In fact, their conditions at the St. Ermins Hotel were very comfortable and enabled visitors to enjoy good listening to their phonographs. They say that many British buyers liked the period styled cabinet using the Serenade mechanism.

They still offer a model with a "new look" cabinet of contemporary design, using the

NEWSPAPER STORY CITES BANKER-COIN EXECUTIVE

ROANOKE, Va .- The Roanoke World-News recently ran a feature story on John W. Boyle, vice-president and a director of the Roanoke Vending Exchange, Inc., Richmond.

The occasion was Boyle's promotion to president and chief administrative officer of Roanoke's Mountain Trust Bank. Born in Oklahoma, Boyle followed a banking career in New York City until his move to Virginia 12 years ago.

His banking philosophy turns on the desire to help a client succeed as much as on the desire to make a good investment. He has, he says, helped more than one man on the way to becoming a millionaire while on the board of the Small Business Administration.

O. J. Barsotti, Pioneer Op, Dies in Memphis at 78

MEMPHIS — O. J. Barsotti, pioneer in juke box operation and one of the largest cigaret vending machine operators and wholesale tobacco dealers in the South, died recently at age 78.

He was president of O. J. Barsotti & Company and Tennessee Tobacco Company, both of which he had founded.

Barsotti was born in Lucca, Toscana, Italy, and came to America 60 years ago. His family settled in Memphis.

He was one of the first phonograph operators in the area when he started in the business in 1935. In 1946 he expanded into wholesale tobacco and cigaret vending and at his death

100-selection Fanfare mechanism, but the new Serenade has the new well-tried mechanism incorporating many excellent features such as easy accessibility of all working parts for maintenance. This year they will have a 160-selection model available from their Bingen factory, one of the largest and most up-to-date in Europe.

The latest item from Kraft's Automatics was an electronic pay-out machine (as yet unnamed) with four slots. It takes threepenny pieces and pays out sixpence, ninepence and one shilling.

In counting and change machines, the International Coin Counting Machine Company featured two new lines: a handoperated model specially designed at a reasonable price and a model which gives sixpences for half-crown and two-shilling pieces. Visitors were told that other coin denominations could be considered.

Another coin changer which has been designed by British TV conjuring personality David Nixon was shown by Phonographic Equipment. Called the "Nixon Quick Changer," it was incorporated in the stand of a fruit machine and gives change for three types of English coins, in sixpences.

Football Game

A first showing for Automaten-Bau Forster from Germany, gave visitors a chance to see six of their football game models, presented in a variety of Formica plastic finishes. Prices range from about \$150 to \$255.

Other lines from Germany included those shown by Symplay. Ltd., who handle the Th. Bergmann Company's (Hamburg) products. They featured the latest electric shooting game, "The Safari Gun," claimed to be the smallest electrical mirror gun made. A game of 30 seconds costs sixpence (7 cents).

operated one of the largest routes in the South.

He sold his juke box route in 1956 to S & M Distributing Company and concentrated on expanding his cigaret route and wholesale tobacco house.

Barsotti had two sons, Libio and Louis, who were partners with him for many years. Libio died last fall at age 49. Louis will carry on the business.

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FOR SALE

Games & Bowlers

CC	Play	gt's	Cho	ice	222		s	×		. 5	13	5.0	0
CC	King	Bow	ler	**	-		9	H	8	8	119	3.0	10
CC	Que	en B	OWN	100			i,	×	8	8	24	5.0	0
		Shuf											
Ball	Y B	atting	P	213	ŧξ	э		н	а			5.0	
Ball	Y	irget						×			16	15.0	Ю

Phonos-	wall	boxes
Warlitzer 2200		\$345.00
Wurlitzer 2100	*******	265.00
Wurlitzer 2404		. 545.00
Wurlitzer 2510	******	4 2 M MM
Seeburg G		
Seeburg 3W1 W	ALC: UNKNOWN	295.00
Seeburg V 200		
Seeburg D.S		
Seeburg AY 100		
V. L. Seeburg .		
AMI Bar Bracks		
AMI G 200		75.00
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AMI 5 80		100000000000000000000000000000000000000
	Il Box	
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COIN MACHINE EXCHANGE, INC.

Joe Kline

"FIRSTCOIN"-Chicago

Dickens 2-0500



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Dependable Performance for the players-

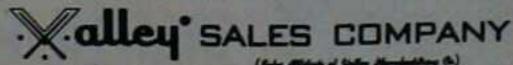
Dependable, Greater Earnings for the operators!

New, appealing modern design-Stainless Burnproof Plastic-Covered Rails-Genuine Slate Playfield-Convenient new-type Leg Adjusters . . . no table lifting.

Sizes: 78"x45", 88"x50", 93"x53". Walnut Finish.

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You'll have the best of everything right at the center of everything ... Beautiful Per Person surroundings ... Sleepy-head beds ... Two in Room Television ... Ale-Conditioning ... WITH MEALS

Continental Breakfast brought to you ... Succulent Steaks, Chops and Sea Food ... in our celebrated Coral Hoom or Supper Club ...

The Empire State Building is your neighbor . . . Rockefeller Center . . . the shops, theatres, sights and thrills of the real New York are steps from your door. Travel dreams come true at a fabulous saving in the comfort and convenience of

Hotel GOVERNOR CLINTON

(Write Victor Giles-General Manager. Clip this ad to your reservation or bring it along to enjoy the best in the house at this phenomenal low rate.)

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Arkansan's Home Burns While He's in So. Amer.

CROSSETT, Ark .- The home of Graham Wilson, owner of Wilson Music Company, burned recently while he was on a flying business trip to South America.

Ironically, everything in the living room burned except the Bible. The Arkansas Gazette. Little Rock daily newspaper, ran a picture showing the Bible untouched by the roaring flames.

Another stroke of misfortune hit Wilson. He flew his private plane on the trip, which was to investigate a possible investment in Argentina.

He landed at the Dominican Republic for refueling and in the process cracked up his landing gear.

"Ten soldiers ran up with tommy guns, grabbed my suitcases and searched them," Wilson said. They found nothing subversive and released him.

Wilson had to leave his plane there and take a commercial flight back home-to find out about his house having burned to the ground. He had fire insurance and he and his wife are looking for another house.

EUROPEAN NEWS BRIEFS

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· Continued from page 52

thorities contend that pinballs tend to attract a rowdy element to trattorios (bistros), and, hence, pinball locations are more incident-prone than non-pinball establishments. SAPAR contends, however, that licensing of individual equipment would establish a dangerous precedent.

Impartial Experts

VIENNA - Austria's coin machine trade is proposing creation by the government of a body of coin trade experts to advise on the drafting of legislation affecting the trade.

The proposed body of experts would function as impartial experts on technical aspects of trade legislation and regulation. Austrian trade organizations

a "V. P. in charge of Coin Machine Sales."

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have protested to the government that legislation currently being drafted is the work of bureaucrats remote from reality as concerns the affects of the legislation they draft.

Mobile Showrooms

ANTWERP - The firm of Nonkel Rik, the Belgian distributor for the West Berlinmade Eltec phonograph, is having substantial success with mobile showrooms.

The firm has equipped three trailers as luxurious traveling showrooms, each trailer having two phonographs on display. The mobil equipment has a small kitchen to provide snacks for the sales prospects.

The mobil showrooms literally

Memphis Cigaret Sales Up Despite USPHS Reports

MEMPHIS-A totally unexpected surge in cigaret sales for the first 24 days of January has local coin machine operators puzzled.

Despite the January 11 report by the U. S. Public Health Service on the hazards of cigaret smoking, city tax collections on cigarets for the period almost tripled in comparison to last year. Revenues in 1964 amounted to \$106,791 as against \$36,-359 for 1963.

George Sammons, president of Sammons-Pennington, Inc., coin machine distributor, received 25 new cigaret machines soon after the government announcement and has sold them all. Machine sales were still good a week later, and Sammons' weekly shipments of ma-

place any operator within reach of an Eltec salesman, a fact reflected in rising Eltec sales in Belgium.

Paris Fair

PARIS-An expanded exhibition of coin machines has been arranged for this year's Paris trade fair, which will be held from May 16 to June 1,

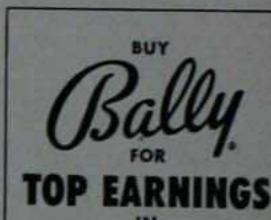
The fair management announced that an entire exhibition hall has been reserved for the display of coin machines. Invitations to participate are being sent to all coin machine firms in Europe and the U.S.

Although a general trade fair, the Paris showing will place more emphasis on coin-operated equipment this year than ever before.

chines have continued to move

Drew Canale, president of Canale National Tobacco Distributors, Inc., has an average sale of 95,000 packs per month with an inexplicable yearly drop of 10 per cent during the months of November through February. This year's January sales are down only 8 per cent, indicating a 2 per cent increase over the usual volume for the period.

The local cigaret men, including W. B. Brazelton, president of Bluff City Cigaret Service. feel that it's too early to predict the final results of the Public Health Service report. Brazelton, however, points to the resumption of normal sales in England after a similar report three years ago and says, "If the publicity subsides and the government takes no action against the industry, such as the required warning labels on cigaret packs. the situation could get back to



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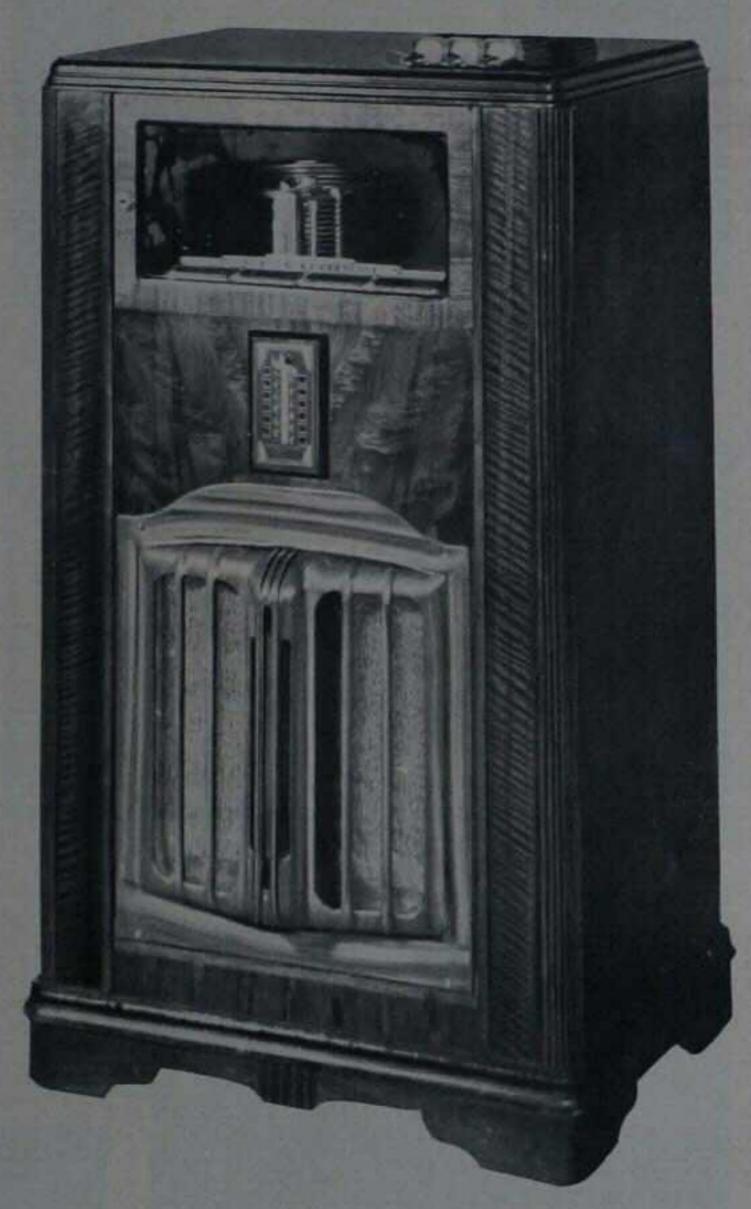
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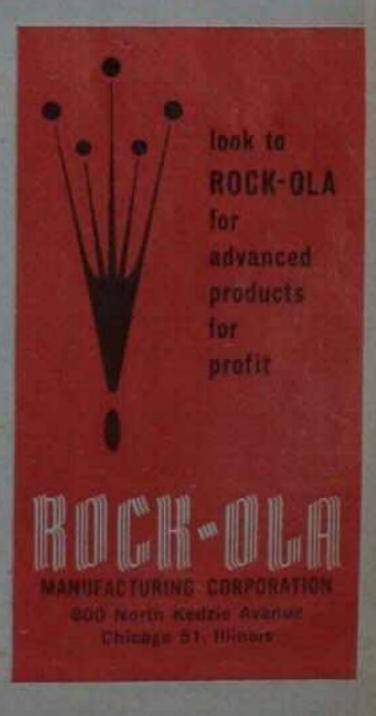
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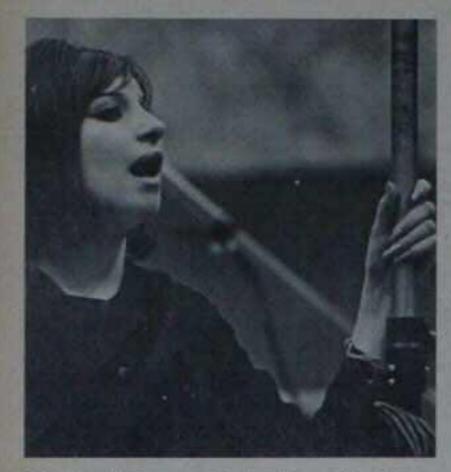
"... just two tools. An ordinary pair of pliers and a tiny, dime store screw driver. That's about all you need to keep your Rock-Ola Multi-Selector in perfect running order 24 hours a day throughout the year. This is because the Rock-Ola Multi-Selector is so well built. So solidly constructed. Its entire assembly is a masterpiece of simplicity. All useless parts—all excess grief and baggage—have been done away with. Only the necessary elements remain. That's why you can always depend on your Rock-Ola Multi-Selector to perform smoothly and satisfactorily."

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BARBRA'S THREE: Borbra Streisand is cought emoting for her "Third Album" for Columbia label, Miss Straisand also opens soon in the Broadway musical, "Funny Girl."



A COVEY OF STARS: Bing Crosby, flanked by his wife Kathryn and Rosemary Clooney, will be joined by those two young ladies as well as (left to right) Peter Gennare, Frank Singtro and Dean Martin. The artists will be treveed over CBS Saturday (15) on "The Bing Crosby Show."



HIT MAKERS GATHER: Bobby Rydell poses with Puerto Ricon hit artist Chucha Avellanet (right) and Alfred D. Herger (left), P.R. booking agent and deejay. Rydell scared at his Sheraton Hatel appearance on the island and also video-toped six programs for Herger's production firm.



WELCH'S RARE BIT: Lenny Welch (left), who had the big hit, "Since I Fell for You," on Codence, shakes hands, over the song lead sheet, with Budd Johnson, writer of the tune. Johnson, as band leader, and his sister Ella scared with the tune originally well over a decade ago.

Billboard Photo Gallery OF NEWSMAKERS



THEY'RE CAPITOL: Starring with Orbison on the Australian trip were Beach Boys. Hit Capital Records are visited Brisbane along with other cities Down Under and scored mightily. One of the biggest crowds was in Brisbane, where 10,000 fans packed the park they played.



INTERNATIONAL ACCORD: Phil Spector was thrown quite a bash in London by British Decco. Star artists from both sides of the Atlantic were on hand to do him honor. The girls in the picture are the Ronattes, hit makers for Spector's Philles label, while left to right standing behind him are Billboard international director Andre De Vekey; Tony King, Decca promotion staffer; Beatle John Harrison and Decca promo chief Tony Hall.



EVERYBODY'S GROUP: Denvermen, hit-making Australian group, are presented with a plaque for being 1963 recording stars as named by Down Under magazine, Everybody's, Pictured from left to right are Les Green, Allan Crows, Margret Lindsey-Thompson (magozine's record reviewer), Phil Bower and Tex thasz. Group records for RCA.



HAWAII SMILES: One of the stors to show up to honor Arthur Godfrey when CBS threw a Hawaiian-type bash to celebrate his 30 years in radio was Errall Garner, Garner often oppears on the Godfrey show.



ORBISON DOWN UNDER: Roy Orbison is shown performing during a tour of Australia. Monument artist made trip with other U. S. and local talent as booked by Harry Miller into New Zealand as well.