

Billboard

The International Music-Record Newsweekly

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

RCA Launches New Line, Import-Marketing Concept

NEW YORK — Drawing on the resources of its foreign affiliates and licensees, RCA Victor has created a new line, "A World of Music on RCA Victor Records." Simultaneously, RCA Victor has profoundly revamped its approach to the marketing of foreign records in the United States; and whereas this product was generally available heretofore on a direct import basis, the inventory is now being carried in depth in warehouses in this country and will be promoted and sold by RCA Victor's regular domestic operation. The marketing of this product, in brief, is no longer regarded as an international function. Rather, in view of its potential, it will be backed by the entire RCA Victor field force of

18 men and will enjoy every facility and benefit available to the regular Victor pop line.

The operation is headed by Lee Shapiro, who has been intensively researching the sale and marketing of foreign records in the U. S. during the past year. Shapiro has been named manager, domestic foreign record sales. He reports directly to Jack Burgess, division vice-president, commercial sales.

Burgess was scheduled to spell out the aforementioned new line—and the new RCA Victor concept of marketing this

product—at a distributor meeting Sunday (10). Other details:

650 Albums

1. The line debuts with over 650 album titles derived from France, Italy, the Scandinavian countries, South America, Canada, Mexico and Trinidad. In addition, the line includes 150 EP's and over 200 singles—the latter judged consistent sellers. The total catalog will be expanded to include items from other countries.

2. The product is already available, and orders can be filled immediately. The Mexican

(Continued on page 8)

CBS Banner Pays Off For Columbia Label

U. S. Diskery Acquires Firms In 8 Foreign Countries

By LEE ZHITO

NEW YORK — Columbia Records has made formidable strides during its year-old drive into the world market by establishing subsidiary record companies in various countries under the CBS banner. This was achieved under the guidance of Harvey L. Schein, vice-president and general manager of Columbia's International Operations.

Each of Columbia's subsidiaries abroad use the same CBS label. LP's which have originated in the U. S. use the identical album art in their CBS foreign release. Only change is replacing the Columbia logo with that of CBS.

Acquires Firms

Since Columbia Records' announcement a year ago of its plan to establish subsidiary labels in foreign labels, the company acquired firms in eight countries. These include Argentina (Discos CBS, S.A.), Australia (Australian Record Company, Ltd.), Brazil (Discos CBS, S.A.), France (Disques

(Continued on page 10)

CBS TO HOLD SALES PARLEY

TORREMOLINOS, Spain — The CBS record companies, foreign-based subsidiaries and affiliates of Columbia Records (U. S.) will hold their record annual international sales convention here May 20-23 at the Hotel Pez Espada. Delegates will include representatives from Latin America, Austria, Benelux countries, Denmark, England, Finland, France, Germany, Norway, Greece, Israel, Italy, Portugal, Spain, Sweden and Switzerland.

Columbia Records executives participating will include President Goddard Lieberman, Artist and Repertoire Vice-President Ken Glancy, and International Operations Vice-President and General Manager Harvey L. Schein. Others will include International A&R Manager Ettore Stratta, International Classical A&R Manager Jane Friedmann, and Jack Tessler, International Promotion and Merchandising Services manager. Also European Operations Vice-President Peter de Rougemont, and European Operations Coordinator Stanley West. Various international artists will entertain the delegates.

Segovia Inks New Pact With Decca

NEW YORK — Andres Segovia, the noted classic guitar virtuoso, was re-signed by Decca Records to an exclusive long-term contract. The 70-year-old master guitarist enjoys a unique position among artists in the classical field. According to Decca, Segovia's sales appeal goes beyond the serious music realm, attracting many buyers who normally do not purchase any longhair fare.

Segovia's new contract was signed at Decca's New York offices during a heavy recording schedule. The artist is in the U. S. on a 30-city concert tour. Segovia has 19 LP's in the Decca catalog. His 20th album for the label, recorded last month by classical a&r director Is Horowitz, will be featured in the August release.

Collectors in Orient Scored by Fox Office

HOLLYWOOD — Charging that collecting agencies in the Orient have failed to do a proper job for American interests, Harry Fox, publisher's agent and trustee stated it was time for Americans to have their own representation in this area.

Stopping here after five weeks in the Orient, Fox told Billboard that he definitely had proved to himself that his office must open an Oriental operation. "People there are not doing the job," he emphasized. "In Japan the people just sit there and do the normal job of collecting what little money comes in," but they don't do a thorough job of auditing and checking, he charges.

Fox said he found 80 per cent of the music played in Manila, Japan, Hong Kong, Formosa and Taipei was American. Jazz and all the big hits, he said. "You hear 'Hello Dolly,' for example in every area. No-

body collects anything in Manila; nobody's doing anything about it."

Can't Estimate Lost \$

Fox was unable to estimate the amount of money lost over the years by American publishers because of poor representation or none at all. "We uncovered several millions of dollars in the past year by auditing alone," he said.

Fox added that Bobby Weiss would go to Tokyo in the next three weeks to study the situation for him. Weiss, of course, is extremely knowledgeable in these matters.

Fox explained he had turned over performance rights to the

Japanese performing rights society, JASRAC, 10 years ago and that since 1941, George T. Folster had also represented several American publishers, but with Folster's sudden death over a week ago, Fox was now faced with taking the two organizations and turning them into one company, operated and controlled by his firm.

Fox was equally adamant about the situation in Europe, which he claims also needs perking up. "The publishers never bothered with the Orient and the same thing applies to the Continent. We intend to have our own operators on the Continent in addition to the already established European licensing agency," he said.

BRITISH ORG HOSTS ICACS JUNE 15 WEEK

LONDON—The Performing Right Society will mark its golden jubilee by acting as host to the International Congress of Authors and Composers' Societies. The event will be held at Church House during the week beginning June 15.

More than 200 composers and authors and publishers, all representative members of performing world right societies (except from the U. S. and Iron Curtain countries), will discuss international problems concerning composers' and authors' rights.

The congress is held every two years in different countries.

'CONSTANT WATCH NEEDED'

Programmer's Views on Radio-Record Relations

By BILL GAVIN
Contributing Editor

(Editor's Note: See Editorial)

Recent publicity in the trade press concerning a Los Angeles lawsuit against certain Southern California radio and record people has once again attracted national attention to the complex problems of record promotion. These problems are not made any easier by a wide circulation of rumors and accusations through the press. Just for the record, I have protested to

the editor in chief of Billboard against such an editorial policy. However, my major concern is not with a particular incident in Los Angeles, but with the broader field of relations between radio and the record business.

It seems generally agreed that since the Harris Committee investigations of 1960 the practice of paying money for the airplay of records has been discontinued. It never was widespread at any time, as everyone knows.

(Continued on page 41)

Rolling Stones to Get Big London Buildup

NEW YORK—London Records is preparing a gaint promotion on behalf of the Rolling Stones, hot British group which has scored so strongly in Britain with its smash single, "Not Fade Away" and its album, "The Rolling Stones." D. H. Toller-Bond, London Records' execu-

tive vice-president, and his staff, have blueprinted a drive which could well be the label's biggest for a pop act. The budget appropriated for the campaign is understood to be one of the largest in the label's history.

Two Publicity firms have been

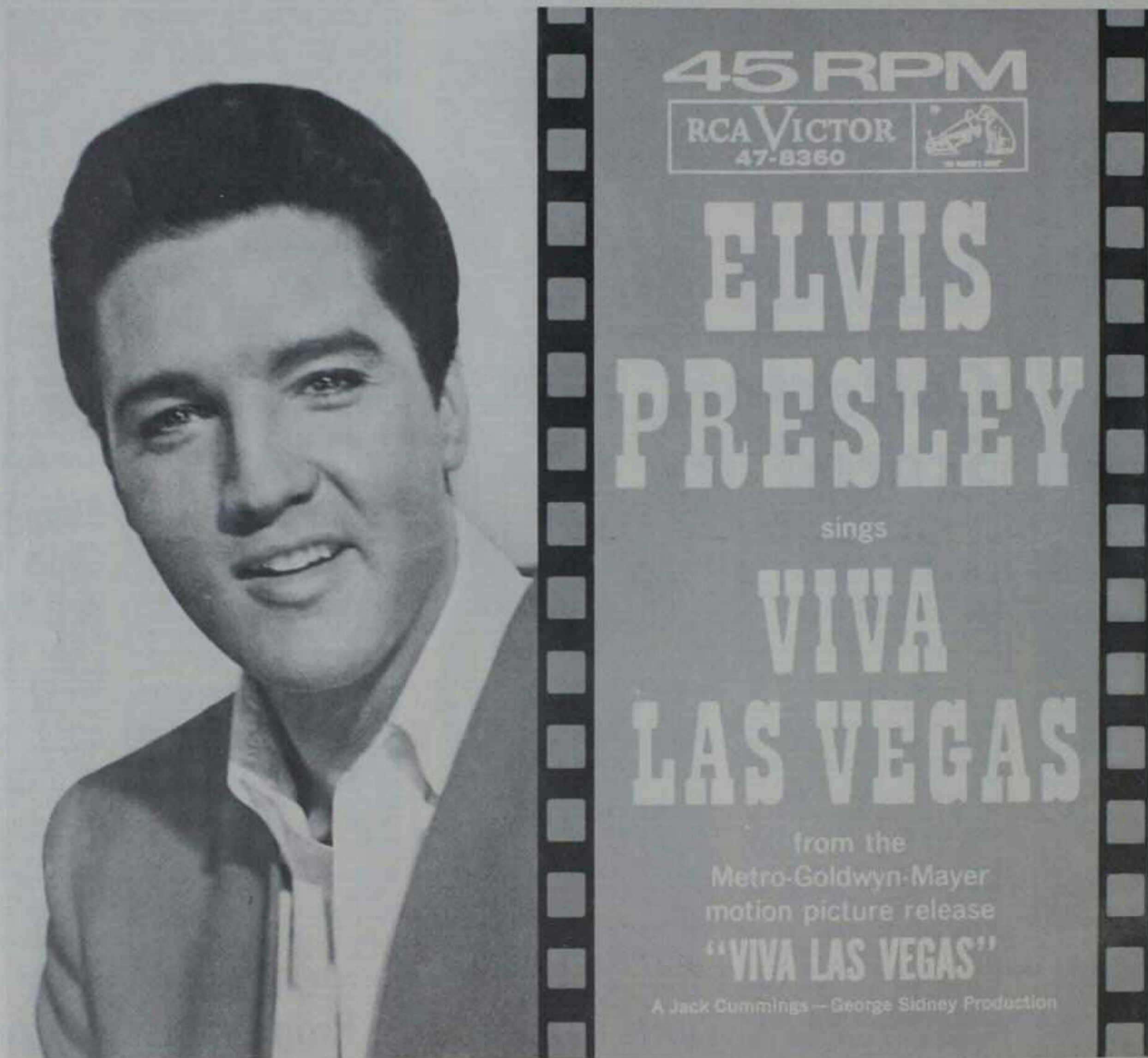
(Continued on page 6)

What are the top SALES IMPACT STATIONS in Detroit and Hartford?

See Radio Response Chart in Radio-TV Section

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The Right to Know

In a spirit of freedom of the press we are publishing in this issue the opinions of our esteemed contributing editor, Bill Gavin, anent a promotion man's lawsuit versus a radio station and other defendants. Gavin states he has protested the Billboard's editorial policy in this matter because it has given wide circulation to rumors and accusations.

Billboard doesn't agree with this view of Gavin's. The allegations are serious and have been formally filed in a civil suit. Granted they are unproven, such a suit nevertheless merits publication. The readers have a right to know—just as they are entitled to the defendants' answers.

To refuse to publish such controversial news is tantamount to sweeping the dust under the rug while at the same moment hoping there's no dirt there anyway. We, too, hope the sweepings are clean; but we hope the proof of this will be established by a court of inquiry. In the meantime, readers are entitled to be aware of the charges.

Gavin states in part: "Payola was never widespread at any time, as everyone knows."

We dispute this. It has, at various times, been widespread in the music-record business—so much so that in prewar years a group of noted executives, including the late Edward B. Marks, founder of the firm of Ed. B. Marks Music, and the late John G. Paine, one-time chairman of the board of the Music Publishers Protective Association and subsequently general manager of ASCAP, sought to set up an FTC code of fair practice. The late Joseph V. McKee, one-time acting mayor of New York, was retained to try to implement this. Unsavory elements in the music business threw down the attempt.

So there is a considerable history of payola problems in the music business—reaching back to the early decades of this century. To state, as Gavin does, that "it never was widespread at any time, as everyone knows," is naive.

Gavin, in his column, does plump strongly for watchfulness on the part of station management. We agree with him.

But this is apart from the matter of evasion of news coverage. It has been found time and time again that honest reporting—as difficult as it sometimes may be—is advantageous both to the industry covered, and to the specific publication doing the job.

ONE-MAN BIG BUSINESS

Williams Is Like U.S. Steel

HOLLYWOOD—Andy Williams, a pop balladeer who used to sing on the "Tonight" TV show for the now famous \$320 scale, has entered the realm of big business.

His production company is paid \$3.5 million by NBC-TV to produce next season's 26 shows, he anticipates earning \$500,000 from fair appearances alone this summer, has 1½ years remaining on his Columbia Records contract and is insured by manager Alan Bernard for \$1.5 million.

When speaking of Andy Williams, one actually means:

- Barneby Productions, which creates his NBC TV show.
- Barneby Music, an ASCAP firm.
- Noel Music, a BMI affiliate.
- MR Records, which sells masters to other companies and has several artists under contract.
- Andard Productions, which creates other TV properties.
- Pascal Productions, which packages live variety shows for fairs and concerts starring artists other than Williams.

Williams' fantastic success may be attributed to two factors, his TV exposure and his acceptance on records. Since joining Columbia from Cadence three years ago, Williams has won gold records for the LP's "Moon River" and "Days of Wine and Roses." He is due to earn No. 3 for his recent Christmas LP. Bernard estimates Williams has sold three million disks, excluding Columbia Record Club sales.

Before gaining his own weekly TV show, Williams concentrated on night club exposure. Now, explains Bernard, Andy is so busy that he's had to curtail his bistro dates. In their place, Williams hits the fair circuit, and this season will work seven weeks of fair dates during August-September.

"We used to think all the money was in Vegas," Bernard said, "but it isn't. It's at the county fairs." Williams draws \$10,000 for an evening against percentages.

Bernard estimates that if

Paul Cohen Heads New Kapp Office

NASHVILLE—Kapp Records this week opened an office at 1719 West End Building here, with Paul Cohen in charge. Cohen, a veteran Nashville music man, will head developing c&w artists and product.

As an a&r man, Cohen has worked with Brenda Lee, Patsy Cline, Webb Pierce, the Four Aces, Bobby Helms, Bill Monron and Al Hibbler.

He pioneered the use of organ in c&w records, and, while with Decca, worked with Red Foley, Ernest Tubb, Roy Acuff and Kitty Wells.

In 1959 Cohen formed his own labels, Briar and Todd.

The opening of the Nashville office marks the first major move of Kapp to enter the country field.

Dave Kapp, of course, is a veteran in the country field. During his days with Decca he signed such top c&w artists to the label as Ernest Tubb and others.

Epic Distributor

NEW YORK — Leonard S. Levy, general manager of Epic Records, has announced that the Craig Corporation will distribute Epic and Okeh records in Seattle. Craig already represents both labels in Denver and Honolulu.

Williams does sellout business at the Allentown, Pa., fair, for example, he can clear \$150,000 for six days' work. All told, Williams is on the road three months of the year.

In recent months Williams has invaded films and will be among the stars in the Universal feature, "I'd Rather Be Rich," which opens in August. Williams



ARNOLD MAXIN, president of MGM Records, who obtained the exclusive license for the official album, "The Kennedy Years," from the John F. Kennedy Library in Boston, is shown presenting the first copy of the album to Attorney General Kennedy. Looking on are Alan Cartoun (extreme left), executive vice-president of the Longines Wittnauer Watch Company, distributors of the album for MGM Records, and Larry Finley (extreme right), director of special and premium sales for MGM Records.

2d PURCHASE IN 30 DAYS

Discount Center Chain Buys L.A. Record Shop

LOS ANGELES—Art Grobart, head of the Discount Record Center chain, an aggressive merchandising operation, has purchased the 30-year-old Beverly Hills Grammophone Shop, marking his second acquisition within 30 days.

Grobart says the Grammophone shop will retain its original title but will operate under the policies of the chain, with many of its personnel remaining. Mike Solomon represented the corporation owning Grammophone in negotiations with Grobart, who took over Joseph Sachs Music in Beverly Hills April 1 and changed its name to Discount Records.

In total, Grobart has four stores with the Discount name, the Grammophone shop plus two newly instituted franchises in Encino and Pasadena. He opened his first store in November 1961 at the corner of Wilshire and LaCienega boulevards and then added outlets in Hollywood and Studio City.

Successful Formula

Grobart's successful operating formula involves "maintaining prices of a higher level (\$3.19, \$4.76, \$5.56) than most so-called discount stores, running weekly promotions and a heavy ad campaign."

Grobart claims that outside of Sam Goody in the East, he spends more money on newspaper advertising than any other record store in the nation.

"We work a total promotion with the companies," he explained. "We believe in a total campaign, from newspapers to windows to interior displays to point of sale items."

Last week for the first time, Grobart ran a promotion offering as an added bonus with every LP bought, a non-music item, which in this instance was a pair of women's hose. He said he timed this promotion with

and Universal are tied together with a seven-year deal.

Two areas still untapped by Williams are film production and the Broadway stage. With his life so involved in music, it's safe to bet that if he does become involved in these two areas, there will be recordings as a direct result.



Mother's Day and had worked out a deal with a supplier for the merchandise, adding he initially ordered 250 dozen hose. "This kind of promotion is no different than any other premium offer. The cereal people have been doing this for years.

"All our promotions are based on bringing people into the store," Grobart said. His price promotions vary with the time of year and kind of merchandise, but the prices run from 25 to 60 per cent off, he said.

While being tight-lipped about his profit picture or the estimated value of his operation, Grobart stated that business continued to improve each year.

Vee Jay Pacts 3 Vocal Turns

HOLLYWOOD—Vee Jay has signed vocalists Sam Fletcher, Corkie Ray and Sugar and the Spices, with Fletcher being assigned to the Tollie subsidiary.

Randy Wood, president of the two labels, told Billboard he would be recording Fletcher's first LP here soon and that Steve Clark and Calvin Carter, his a&r staffers, plus independent producers would be cutting sessions here in the next few weeks. Among the artists set to record besides the new pantees are Al Casey, Bill Marx and Gil Peterson.

Fletcher's first single, "Friday Night," will be released this month. He formerly recorded for MGM and RCA.

'HOW' HOLDS UP 4-STAR TV'S FORMING LABEL

HOLLYWOOD — Four Star Television, long mentioned as forming its own record company, is still very hot on the idea and expects to resolve the situation within the next few weeks.

Al Perry, director of music operations, said it was not a matter of "if the company would form a record company but how it would be done."

It is understood that the decision for a record operation would come from Tom McDermott, Four Star's president, in conjunction with the board of directors.

DEPARTMENTS & FEATURES

Hot 100 Chart... Page 28
Top LP's Chart... Page 26

→ Other Music Pop Charts
Breakout Singles... 36
Breakout Albums... 30
Hot Country Singles... 32
Hot Country Albums... 33
Hits of the World... 34

→ Record Reviews
LP Reviews... 54
Singles Reviews... 24

→ Music & Record News
Talent... 12
Country Music... 32
New Album Releases... 35
Classical Music... 38

→ Departments
Radio-TV Programming... 16
Phono-Tape Merchandising... 39
Coin Machine Operating... 45
Bulk Vending... 43

Buyers & Sellers
Classified Mart... 42

NARAS Grammy Awards To Attract Many Top Names

NEW YORK—Tuesday night (May 12) is "Grammy" night when NARAS Chapters will award the top prizes of the recording industry at star-filled formal presentation ceremonies. In New York top recording artists and representatives will attend the Waldorf - Astoria Grand Ballroom where Skitch Henderson and William B. Williams will act as masters of ceremonies. Set to appear are Chet Atkins, Jack Jones, Burt Bacharach, Count Basie, Tony Bennett, Sam

Cooke, Hal David, Bill Evans, Lesley Gore, Eydie Gorme, Joe Harnell, Al Hirt, Lorin Hollander, Buddy Hackett, Quincy Jones, Steve Lawrence, Norman Luboff, Little Peggy March, Anna Moffo, Gerry Mulligan, Oliver Nelson, Leonard Pen-nario, Katyna Ranieri, Hank Snow, Porter Wagoner, Andre Watts, Danny Williams and Kai Winding. Marian Anderson, Ella Fitzgerald and Barbra Streisand may also attend. In Los Angeles, in the Inter-

BILLBOARD ERRS ON PUBLISHER

NEW YORK — Chappell & Company, Inc., is the publisher of "Non Ho L'Eta" ("This Is My Prayer"), contrary to a story published in Billboard (April 25).

The song, winner of the Euro-vision and San Remo song con- tests, as sung by Gigliola Cin- quetti, has already been re- corded with English lyrics by a number of artists.

national Ballroom of the Beverly Hilton Hotel, Stan Freberg will be emcee.

Tom Williamson in Hong Kong As Ad Agent for Billboard

BANGKOK — Tom William- son, whose firm, Tom William- son Associates, serves as Bill- board's advertising representa- tive in Japan, is on the final lap of his Far Eastern sales trip in behalf of the publication.

He is now in Hong Kong (Mandarin Hotel), where he will remain until Sunday (10) when he will depart for Manila. Wil- liamson will base his Manila op- erations at the Hiliipinas Hotel until Friday (15). He will move

to Agana, Guam, where he will remain from Friday (15) through Tuesday (19). Tom Williamson Associates maintains offices in Danville, Calif., and Yokohama, Japan. Williamson began the present sales trip in Yokohama April 4.

Vee Jay Officers Schedule Trips

HOLLYWOOD—Two of Vee Jay's top executives are set for license renewal trips to Canada and the Continent. Jay Lasker, executive vice-president, and Mark Sands, comptroller, will visit Toronto to renegotiate the Canadian license before depart- ing May 20 for two weeks in Europe.

Singer Takes Counter Action Vs. Liberty

HOLLYWOOD—Singer Timi Yuro asked the Los Angeles Superior Court Wednesday (6) to nullify her contract with Liberty Records. This was a counter action to Liberty's suit against her and 10 John Does Friday (1) asking for a judg- ment that the contract be con- tinued. Liberty's suit also asks that she render her services ex- clusively to the label, that the court prevent other companies from employing her, that dam- ages incurred be paid and that the other defendants be en- joined from encouraging her not to render her services to the label.

Samuel Norton, Miss Yuro's attorney, said that despite the courts having verified her con- tract in 1960 when she was a minor, the contract is invalid on the basis that, "Certain rep- resentations were made at the time the pact was signed which have proven to be incorrect. Since the contract was signed, we claim they have made certain breaches which have invalidated the contract."

Liberty's attorney, Sandler and Rosen, contend that the contract with the vocalist is in full force, that Liberty is en- titled to continue to receive her exclusive services and that her purported notice of March 9, 1964 of termination is without basis and does not excuse her from continuing to record for Liberty.

Negro Music Imports Surge

By OMER ANDERSON

FRANKFURT — Ger man diskeries plan to step up their import of Negro music on the basis of a phenomenal upsurge in the popularity of this music in this country.

All major diskeries plan to follow the lead of Deutsche Grammophon in accepting the growing interest in gospels, spirituals, rhythm and blues, etc.

Especially noteworthy is that the Germans are treating Negro music as their own, not as a foreign import. The music is translated into German and is promoted as "German Negro." Briefly, the effort is made to imply that gospel music some- how has a Teutonic origin.

Scores Success

Deutsche Grammophon, first of the major German diskeries to strike the spirituals lode, has scored a fantastic success with "Danke"—"Thank You," which is sung not by a Negro but by German top pop singer, Ralf Bendix. "Danke" has sold 250,- 000 copies.

Deutsche Grammophon is moving fast to capitalize on its discovery: it has just issued an album titled, "Halleluja," con- taining the pick of Negro spiri- tuals, all translated into German and packaged as proper Teu- tonic product.

The Germans have complete- ly reworked the famous old Negro classic—spirituals such as "Joshua Fit de Battle of Jeri- cho," "Go Down Moses" and "Down by the Riverside." Text has been done in German by a top Teuton trio. Ernst Bader, who composed words to the hit disk, "Tiritomba," did the text; Horst Wende the arranging, and

Knut Kiesewetter, German jazz contest winner, the vocals.

While Kiesewetter is no threat to Mahalia Jackson, his ren- dition has caught on. Two other well-known German pop singers also are essaying spirituals, Freddy Quinn, who has just re- corded "Boss," and Lys Assia, "All God's Chillun Need Shoes" —all in German.

2 Mercury Labels Issue Disc't Plan

CHICAGO — Debut albums by James Brown, Pete Drake, the Kustom Kings and Roger Miller are included in a nine- package Smash-Fontana spring release.

Also announced by label chief Charles Fach was a special dis- count sales plan to distributors on the entire Smash-Fontana catalogs. The plan will be in effect through May 30. Details were not disclosed.

Merchandising support in- cludes album coverbooks and dealer order forms showing the LP covers of the release and a complete listing of product pre- viously released. Also available are die-cut easel jackets for the entire new release.

Besides the four albums by Brown, Drake, the Kustom Kings and Miller, the Smash release includes disks by the Angels and an "All-Time Smash Hits" LP by such artists as

The Negro music boom in West Germany is inspired to some extent by the racial equal- ity upheaval in the U. S. But most German trade executives feel that its roots go much deeper and that, therefore, the boom has a solid base.

To begin, the Germans have been subjected at first hand to the influence of the Negro on a scale unprecedented in German history. First, there was the stationing of U. S. Negro troops in West Germany after the war under the occupation. These troops fathered some 8,000 offspring of liaisons with German girls, and the so-called "Mischling" children have been accepted with virtually no prej- udice as part of the population. One little Mulatto girl, Toxi, became a German Shirley Tem- ple film star.

U. S. Negro troops are sta- tioned in West Germany (there are about 30,000), and in recent years the Germans have begun bringing large numbers of young Africans here for study and technical training. West Ger- many is striving to become the dominant foreign power in Africa in terms of trade and commercial relations with the young African States. Therefore, the government encourages in- terest in Negro culture.

Bruce Channel, Joe Dowell, Dickey Lee and the Caravelles.

The Fontana release includes a jazz album by Johnny Dank- worth, an album of traditional Hebrew chants by Scottish Can- tor Zvi Finkelstein, and one of Spanish music by Carmela.

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ABOVE ARE TWO SCENES from a special New York Record Promotion Men's "Koffee Klatch" held by Billboard in our new quarters on Tuesday (5). Over 45 record promotion men from the New York area were in attendance for the two hour discussion period held for the purposes of better communications, education and understanding of the role of both the promotion man and Billboard in the music industry.

While not all of the participants could be captured on film, the above two shots include about 35 of the promotion men. Here is a complete list of those in attendance: For Billboard: Hal Cook, Publisher; Lee Zhitto, Editor-in-Chief; Paul Ackerman, Editor; Tom Noonan, Research Director; Gil Faggen, Radio-TV Editor; Frank Luppino, Promotion Director; Mike Gross, Associate Editor, and Andy Csida, Special Projects Director. New York Promotion Men in attendance (in alphabetical order): Henry Allen, Atlantic-Atco; Gene Armond, Kapp; Roy Batachio, Capitol; Mike Becce, Inde-



pendent; Dave Bernstein, Beta; Benny Blaine, Cosnat; Jim Brown, Liberty; Paul Brown, Paul Brown, Inc.; Frank Campana, Columbia; Tom Chianti, Leeds; Danny Crystal, Pat Boone Productions; Carl Deane, Mercury; Marvin Deane, Warner Bros.; Leo Distin, Chappell; Hy Fenster, Irving Berlin; Ray Free, All State; Buddy Friedlander, Independent; Larry Gallagher, Chappell; Pete Garis, Scepter-Wand; Joe Grippo, Portem; Bert Haber, Frank; Budd Hellowell, Independent; Noah Jenkins, Decca; Frank LaRocca; Jerry Lewin, Bourne; Jerry Love, Roulette; Kenny Luttman, Capitol; Matty Mathews, Superior; Bernie Pallack, Mills; Otis Pallard, 20th Fox; Renny Roker, Liberty; Hy Ross, Robbins; Jerry Ross, Portem; Herb Rosen, Philips; Sam Taylor, E. H. Morris; Bob Schwaid, Joy; Jerry Silmon, R.S.V.P.; Bill Spitalsky, Independent; Jack Spatz, Bregman, Vocco & Conn; Mel Turoff, Alpha; Mickey Wallach, and Marty Wax, Independent. Also in attendance was Barney Ales of Motown Records, Detroit, and Leigh Kammen, radio programmer.

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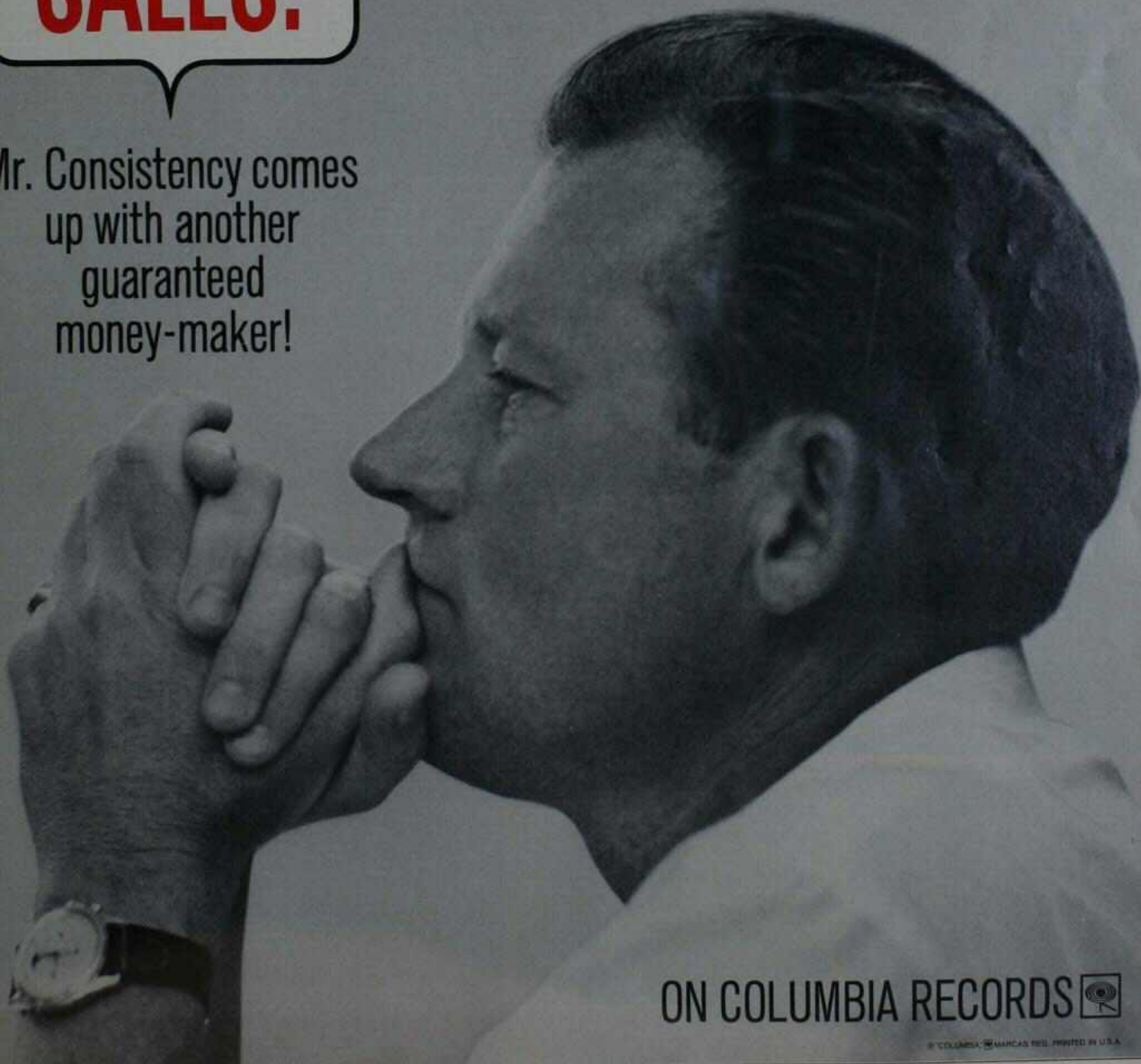



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ON COLUMBIA RECORDS 

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Campus Dates Boost Sales

NEW YORK—Personal appearances by record artists continue unabated on the college circuit—with consequent increases in record sales at local retailing outlets.

At Cornell University, Ithaca, N. Y., Thelonus Monk, Gerry Mulligan and Bill Henderson appeared April 18 before a crowd of 2,800 in the First Annual Cornell Jazz Festival. Arthur Berkeley, Billboard's campus correspondent, reported steady sales of Monk's albums at Lent's Music Shop and Fred's Record Shop—although Henderson appeared to benefit most directly. Local stations tied in with the concert, notably WMCU and WTKO, by featuring records of the artists. The concert, incidentally, was part of a drive on behalf of the John F. Kennedy Scholarship Fund of the Senior Class. WTKO, according to Berkeley, was active on behalf of the fund.

One week earlier, on April 11, some 1,600 Cornell students attended a concert by the Serendipity Singers and Josh White Jr. Berkeley stated that attendance was down because of films at five local theaters. "Tom Jones" led the fare. Fred's Record Shop received a shipment of albums by the Serendipity Singers just prior to the concert and reported good sales. Lent's re-

Joe Medlin Joins Atlantic-Atco

NEW YORK—Joe Medlin has joined Atlantic and Atco Records to handle national promotion. A veteran promotion man, he had served in the same capacity at Roulette, and prior to that at United Artists.

According to Jerry Wexler, executive vice-president of Atlantic/Atco, Medlin will promote the companies throughout the U. S., except in the Greater New York areas. It is serviced by Henry Allen, the labels' New York-New Jersey promotion man.

In addition to Medlin's and Allen's activities, publicity director Bob Altschuler will take on additional responsibilities in the promotion department. All three will report directly to Wexler.

G. T. Folster Dies At 57 in Tokyo

TOKYO—George Thomas Folster, agent for Peer International, Southern Music, Bourne, Chappel and many other publishers, died here of heart failure on April 25. He was 57.

At the time of his death he was also president of Japan Music Distributors Company. He is survived by his widow, Helen, and a sister.

MORE CAMPUS CUBS NAMED

NEW YORK—The Billboard has appointed four more campus correspondents.

They are David White, Notre Dame, South Bend, Ind.; Bill McCloskey, Villanova, Villanova, Pa.; Gary Victor, Bowling Green State University, Bowling Green, Ohio, and James Leach, Central Michigan University, Mt. Pleasant, Mich.

ported good sales, but did not attribute this to the concert.

On Sunday, April 5, Joni James appeared at the Army Theater of the U. S. Military Academy at West Point. The chantress played to a packed house of 2,100. KDET sponsored a contest tying in with the appearance, according to Jerry Merges, Billboard campus correspondent.

Maestro Les Elgart and actor Hans Conreid appeared April 6-10 at Robinson Hall, Central Michigan University, Mt. Pleasant, Mich. According to Jim Leach, Billboard correspondent, this was Elgart's first appearance at the location.

The Kingston Trio on April 16 played the Brewer Field House at the University of Missouri, University City, Mo.

Jerry Chaskelson, Billboard correspondent, reported over 7,000 students and faculty members jammed the premises. Chaskelson reported that local record shops were well prepared—having been notified well in advance of the concert. Most of the shops reported strong sales on the trio's albums.

Roger Williams played to a bumper crowd of 2,500 at East Tennessee University's gym, Johnson City, Tenn., in mid-April. Bobby Joe Tipton, Billboard correspondent, reported the crowd loved the performance. The gate was \$3,800. Local record shops, including the K Mart and the Music Mart, reported strong sales of "Solid Gold Steinway," "Mr. Piano," "Maria," "Country Style," "10th Anniversary" and "Temptation."

Four Engineers Sound Off

CHICAGO—A quartet of engineering experts told local members of the National Academy of Recording Arts & Sciences that record companies seldom strive for realism in "cutting a session."

Instead, engineers and a&r men strive for a "commercial sound, one that is both salable and artistically satisfying." This may or may not be close to the actual sound of the instruments, the engineering specialists said.

The four, Robert Carr, Shure Bros.; Hal Kaitchuck, Boulevard Recording; Joe Wells, RCA Victor, and Jim Cunningham, Universal Recording, spoke before some 50 members of the local NARAS chapter here last Monday (4).

In discussing microphones, the four noted that a variety of factors affect the final taped sound. These include the actual characteristics of the individual microphone, the climate in the recording studio, the condition of the instruments and the quality of playing by the artist.

Imperial Adds More Artists

HOLLYWOOD—Imperial has expanded its artists roster with the addition of Johnny Rivers, the Baggies and Mel Carter. The company has recorded an LP with Rivers at the Whiskey A Go-Go on Sunset Boulevard and the instrumentalist gains his first national TV exposure on a forthcoming "Hollywood Palace" show.

New Beat Dance Craze Takes 2 Cities by Storm

CHICAGO—A new Blue Beat dance craze has taken hold in Cleveland and Detroit and could easily sweep the country, according to Charles Fach, head of Smash Records here.

Fach said he's had exceptionally strong reaction to his "My Boy Lollipop" single by Millie Small on Fontana (Smash's parent company), moving over 30,000 copies of the disk in the two markets alone.

He attributes it all to the popularity of the Blue Beat dance,

Looking into the future, the four predicted increased use of wireless microphones, which they said would soon begin to match "wired mikes" in quality.

Lloyd Dunn In London On Business

HOLLYWOOD — Lloyd Dunn, Capitol's international vice-president, is on a six-week business trip to the Continent, centering around conferences with Electric Music Industry officials in London. EMI owns the controlling share of Capitol Records.

Accompanying Dunn is Bill Mikels, newly named international division manager, who replaces Bud Fraser, soon to move over as head of the Tower subsidiary label.

Meeting Dunn and Mikels in London will be Dick Rising, Capitol's international rep in Paris. Dunn's meeting with EMI involve evaluating classical products and attending engineering seminars. While in Europe, Dunn will also meet with licensees and keep his ears open for new material. He expects to be back in Hollywood in early June.

Max Tobias Dies

HOLLYWOOD—Max Tobias, father of the famed songwriting family, died here Saturday, May 2, at the age of 93. Attending the funeral were his sons, Harry, Charles, Nat, Henry and Milton, and their families.



THE ROLLING STONES

Rolling Stones to Get Big London Buildup

• Continued from page 1

retained—one specializing in teen-age coverage and the other for general consumer exploitation. The drive will also entail national advertising, including TV spot announcements.

Fan clubs are being set up and over 250,000 wallet-sized photos of the group are being delivered to deejays for their listeners. Deejays, of course,

Ruling Ends 'Dolly' Ban in Scandinavia

COPENHAGEN — The controversy over sales of Louis Armstrong's "Hello Dolly" disk in Scandinavia has been ended by a ruling from the Nordisk Copyright Bureau. The ruling allows companies to release and sell copies of the hit record despite the prohibition on distribution originally gained by Chappell Music, Ltd.

Chappell acted a few weeks ago because it wanted no distribution before the musical itself appeared in Europe. However, the move was made nearly a month after store-buying and record-selling had begun.

Most companies said that it was impossible to stop distribution without great losses, and a situation developed where the record could be bought in some countries, not in others. In Denmark the State-owned broadcasting system stopped playing the disk after the prohibition was granted, further distressing those who were already stocked for sales.

will also receive scores of promotional disks.

Rolling Stones T-shirts are already being manufactured under a licensing arrangement and will be distributed nationally.

Other facets of the campaign are as follows:

1) A Co-ordinated effort on the part of London's field men, promotion men and distributors; 2) reissue of the act's current single in a new sleeve with the group's photo; 3) a concert tour and a schedule of TV appearances for the month of June.

The concert tour, being set by General Artist Corporation, includes these dates: Portland, Ore. (6); Vancouver, B. C. (7); Omaha (9); Chicago (12); Indianapolis (13); Louisville (14); Charleston (15); Washington, D. C. (16); Philadelphia (17); Providence (18); and New York City.

At the end of June the Rolling Stones return to England to do a film.

LONDON—The Rolling Stones' first film will have a screenplay by Lionel Bart, whose "Oliver" is the longest running musical in London. The company, owned by Bart and Peter Sellers, will produce the picture, and the Stones will write their own songs.

The group, which has had Beatle-like force in the last two months, seems to be the newest hot product on the charts.

The film will give the group's recording manager Andrew Oldham his first opportunity to wax a soundtrack album. Oldham records the Stones for his own production company, Impact Sound, leasing to English Decca on a contractual basis.

LATE SINGLE SPOTLIGHTS

ACROSS-THE-BOARD

BOBBY VINTON—TELL ME WHY (Signet, BMI) (2:36)—Bobby may have his biggest hit yet with this revival of the 1954 Four Aces hit. The shuffle beat and soft delivery is a natural for the summer season. Flip is a country-flavored easy-listener, "Remembering" (Acacia, ASCAP) (2:01). Epic 9678



Smash single!
Tears
and Roses
 b/w A Year Ago Tonight #5183
Al Martino



STEREO

I LOVE YOU BECAUSE
Al Martino

1. I Love You Because 2. Long Ago 3. My Heart 4. I Love You Because (Reprise) 5. Long Ago (Reprise) 6. My Heart (Reprise)

STEREO

Painted, Tainted Rose
Al Martino

STEREO

AL MARTINO living a lie

STEREO

the italian voice of al martino

RCA Launches New Line

• Continued from page 1

catalog is in Los Angeles and Indianapolis warehouses. All other foreign product in the line is in Victor's facilities at Rockaway, N. J.

This merchandise was all imported, in order to have inventory in depth on hand for the kickoff. Should specific items create sufficient demand, they will be manufactured domestically.

3. Promotion of the line—in addition to the use of the regular Victor field force, entails a substantial budget allocation. Considerable direct dealer mailings are envisioned. Shapiro pointed out that the line will be aimed at both the pop and ethnic markets; that advertising would be placed in foreign language publications, but a definite campaign would also be mounted to spread the product in pop areas. In connection with the latter idea, RCA Victor plans a foreign record sample service—which will be available to both the language stations and pop outlets.

4. The regular Victor field force will be buttressed by spe-



LEE SHAPIRO

cially appointed field representatives. George Prutting has already been named special field representative covering the Boston-Washington area. Several more will be named.

5. The line is being handled by regular RCA Victor distributors on the same basis as RCA Victor album product. Suggested list prices in general are the same as for current RCA Victor pop product. Quite a few items will be available in stereo at the usual increased price.

6. Every record in the line

will retain the authentic, original art, label, and liner notes. Some disks will be manufactured locally, but even these will retain the foreign art.

Monthly Output

Shapiro plans to offer new releases on a regular monthly basis—including singles from Mexico. The quantity released will be dependent upon foreign production, from which Shapiro will make his selections. The executive added that he foresaw the release in the United States, on the new line, of original cast and soundtrack packages cut in foreign countries. This, he feels, will make even more attractive a line which already includes such items as Italian albums by Paul Anka and Neil Sedaka, several packages by Rita Pavone, etc.

Sales Impressed

It is known that Victor's decision to offer the line was partly motivated by the fact that some 85 Mexican albums, pressed domestically, racked up impressive sales during the past year. Shapiro's research indicated that such sales—of Mexican as well as other foreign material—are made not only among

CBS's O&O Seek Cut in ASCAP Fee

NEW YORK — The network battle for a reduction in rates from the American Society of Composers, Authors and Publishers apparently has no let-up. Last week in New York Federal Court, CBS-owned radio stations

asked for a reduction in ASCAP license fees based on the \$5,351,943 it spent on programming in 1963.

NBC Radio, NBC-owned stations, and CBS Radio also filed papers for a decrease in the Society's music rates.

The CBS-owned stations claimed that of their total programming expenses last year they were able to exclude only \$3,008,151 under the Society's present licensing systems leaving \$2,343,792 on which to compute fees to ASCAP.

In a separate statement filed by CBS Radio, a request for per program license was made saying that it paid \$60 per song for ASCAP music, whereas in 1959 payment was \$10 per ASCAP song. It was explained that the differential was due to the great reduction in music programming.

NBC added that the "reasonableness" of ASCAP rates could not be determined without full information on the Society's revenues and their sources to ascertain whether the broadcasters' contributing part was equitable.

NBC continued, that because of the decrease in the use of music in radio programming, ASCAP should in turn reduce its commercial fees by 25 per cent and waive its fees for sustaining programs.

ethnic groups but to the general pop record buyer who has become conscious of the broad range of musical material. The rise in tourism and the concept of one world of music, has engendered this broad sales spread, Shapiro believes. A further indication, he notes, has been the success in America of such records and songs as "Al-Di-La," "Dominique," "Sukiyaki," etc.

"In the old days," Shapiro said, "The so-called international market was confined to ethnic groups. Italian records were sold only in Italian shops. This is no longer the case. We therefore feel the potential sale of foreign material, marketed through Victor's domestic operation, is very considerable."

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IN BILLBOARD'S 1964-1965

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URGENT—PLEASE USE TYPEWRITER IF POSSIBLE

Your Country _____

State (If U. S. A.) _____

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In which business classification should you be listed _____

Name of Company _____

Street Address _____

City _____ Postal Zone _____ State (If U. S. A.) _____

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

Top executive's name _____ Title _____

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

Sales _____ International _____

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

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

ELIGIBLE U. S. CLASSIFICATIONS

- RECORD DISTRIBUTORS
- ONE-STOPS
- PHONOGRAPH MANUFACTURERS
(Please Include List of Distributors)
- RACK JOBBERS
- RECORD IMPORTERS & EXPORTERS
- RECORD MANUFACTURER SERVICES & SUPPLIES

Design & Artwork	Printers & Lithographers
Direct Mail Services	Processing Plants
Envelopes & Mailers	Promotion & Publicity
Jacket Manufacturers	Recording Studios
Label Manufacturers	Shipping Services
Machine Shops	Sleeves
Materials Milling Plants	Tape Duplication
Plating Plants	Tape Manufacturers
Polyethylene Bags	Trade Associations
Pressing Plants	Miscellaneous

● RECORD DEALER ACCESSORIES & SUPPLIES

Browser Boxes	Cleaners, Cloths & Brushes
Carrying Cases	Needles
Catalog Services	Rack Manufacturers

● BROADCASTER PROGRAMMING AIDS

ELIGIBLE CLASSIFICATIONS OUTSIDE THE UNITED STATES

- | | |
|------------------------------|--------------------------------|
| • Record Manufacturers | • Materials, Milling Plants |
| • Music Publishers | • Music Licensing Associations |
| • Printers of Record Jackets | • Pressing Plants |
| • Processing Plants | • Polyethylene Bags |
| • Sleeves | • Promotion & Publicity |
| • Importers & Exporters | • Recording Studios |
| • Label Manufacturers | • Tape Manufacturers |
| • Machine Shops | • Trade Organizations |

Others Follow Pye's Move

LONDON — Pye's drive on c&w material, following its agreement with Hickory, is being followed by two other British record companies despite the absence of such material from the best-selling lists.

Ember has made the unusual move of releasing five c&w albums at once, including "The Hit Parade of American Cowboy Music" by Cowboy Copas, Red Sovine and others. On Mercury, Philips has issued five EP's, including ones by George Jones and Johnny Horton.

BEATLES' DATE IS SELLOUT —AS USUAL

PHILADELPHIA—Fears of local promoters who hedged on putting up a \$25,000 guarantee in advance for the Beatles proved groundless. And those who said the Beatles might lose their hold by the time they arrive in town for a Sept. 2 concert at Convention Hall couldn't have been more wrong.

Out-of-town promoters put 12,000 tickets on sale last Monday (4) for the concert, selling at \$2.50 to \$5.50. The tickets sold out within 90 minutes. Newspaper ads announced the sale a few days in advance, stating that no mail orders would be accepted.

Convention Hall box office was scheduled to open at 4 p.m., but the crowd—mostly teen-age girls—was so great that the sale was advanced a half hour, to 3:30 p.m. At 4:15 p.m., the first of four box offices put up the first "sold out" sign—driving hundreds of disappointed girls into the other lines. Some youngsters were in line from the night before and it took a crew of 25 policemen to keep order.

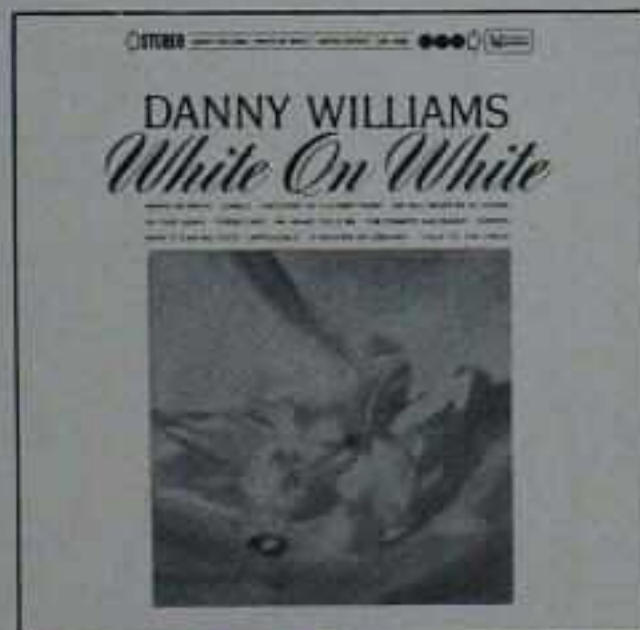
UNITED ARTISTS' GRAND SLAM!



The Bobby Goldsboro Album

Dynamic album from the swinging new star. Contains his two hits, "See The Funny Little Clown," and "Whenever He Holds You."

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Danny Williams—White on White

From out of England comes this great new singer who headed to stardom with the title tune. This compelling new album features him at his romantic best.

Stereo: UAS 6359 Monaural: UAL 3359



The Enchanted World of Ferrante & Teicher

Melodic, magical, memorable. Ferrante and Teicher at the twin keyboards in an album that features their lush orchestrations, romantic melodies.

Stereo: UAS 6375 Monaural: UAL 3375



Frankie Avalon—Muscle Beach Party

Watch out — here comes Frankie Avalon, bigger and better than ever. Smash album including songs from his newest film plus other movie favorites.

Stereo: UAS 6371 Monaural: UAL 3371

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UNITED ARTISTS RECORDS

CBS Banner Pays Off For Columbia Label

• Continued from page 1

CBS, S.A.), Germany (CBS Schallplatten), Israel (CBS Israel, Ltd.), and Mexico (Discos CBS, S. A.). In addition, the American firm owns Columbia Records of Canada, Ltd., the only foreign country in which product uses Columbia rather than the CBS trademark. Columbia is represented in all other countries via affiliated labels.

Indications are the CBS banner will be planted in several

other key countries before the year's end in continuing the firm's growth abroad. Each of the CBS companies serve to manufacture and release U. S. Columbia's originated product in addition to recording fare aimed at their own individual market.

Reverses Procedures

Schein told Billboard he anticipated an eventual business volume from the foreign-based labels which will equal that of the parent domestic Columbia. This move by U. S. firm to set up its own subsidiaries in foreign countries reverses the procedure of overseas companies which have established themselves with their own labels in this country. (EMI owns Capitol Records, Philips acquired Mercury, and British Decca owns the London label.)

According to Schein, the company-owned foreign subsidiaries afford Columbia artists maximum exposure in the world record market place. A number of its artists have made foreign-tongue versions of their U. S. hits for sale abroad, and these have reaped impressive results, he said.

Diskery Puts Out 'Fade Out' Single

NEW YORK — ABC-Paramount released its first single from "Fade Out-Fade In," a Broadway musical scheduled to open May 26. The show will star Carol Burnett.

The title song is by Steve Alaimo, with a big band arrangement by Sid Feller.

ABC-Paramount has the original-cast album rights to the show and will release an album shortly.

The label's first Broadway cast album, "High Spirits," with Beatrice Lillie and Tammy Grimes, is now in the hands of distributors, with sales reports split 50-50 between the monaural and stereo versions.

Business Good, Despite CORE

DETROIT—A month of picketing by CORE has evidently not hurt the business of Grinnell Brothers, one of the country's largest chain music store operations. Sales in the record department have shown an increase of 25 to 30 per cent over a year ago, according to Andy Collins, record department manager for the chain.

Typical picket signs are related to a musical theme, such as "Grinnell's Hiring Practices Are Out of Tune With the Times" and "Music May Be Beautiful, But Discrimination Is Ugly."

RISE IN RCA PROFITS SEEN

BURBANK, Calif. — Radio Corporation of America reported to its stockholders that it expected profits to be substantially higher this year than in 1963.

Gen. David Sarnoff, speaking at the 45th annual meeting of stockholders, spelled out the growing strength in various departments, and reported that "for the first time in more than a decade, there is no major drain upon our earnings." He outlined additional income gains through subsidiary stock sales and tax refunds.

The meeting, first ever to be held outside New York, was linked to New York by two-way closed circuit TV.



KDTH radio secretary, Mary Jansen, is all smiles as she sits surrounded by some 56,000 post cards from the Wheels of Fortune Contest. Station Sales Manager Robert Mikkalson was equally pleased with the contest's results in stimulating business and creating new customers for the station's clients.

KDTH Promo Proves a Hit

DUBUQUE, Ia.—Radio station management is constantly looking for new and successful formulas with which to build audience and increase income. The "Wheels of Fortune" KDTH promotion did both of these.

The promotion ran for five weeks in February and March, during which time 56,372 post-card entries were received at the station—almost the total population of the community. Held in co-operation with 85 Dubuqueland merchants, "Wheels of Fortune" gave away two 1964 automobiles and 30 U. S. Savings Bonds.

Ten winners were chosen daily who then became eligible for the weekly contest. KDTH ran a new contest every week and picked 10 winners each week who received the bonds. The weekly winners got a chance to participate in the grand drawing for the new automobiles.

RCA's Ergas On New Caper

CHICAGO — RCA Victor's Ralph Ergas (he's record sales branch manager here) is bent on putting the city's dealers in the candy business—Cotton Candy, that is.

Ergas, whose name for pulling off-beat merchandising capers is virtually legend, has a new one built around Al Hirt's latest "Cotton Candy" single and album.

Dealers can earn a de luxe Kotten Kandy machine, vender stand and accessories by buying 75 LP's from a list of some 200 top catalog sellers.

The promotion is strictly local and is called RCA Victor's Carnival of Hits. According to Ergas, dealers can set up the machines and stand and dispense free cotton candy to customers, give the cotton candy machine as a consumer prize in raffles or drawings or use it as an in-store display.

The promotion runs through May 29 and is designed to help dealers build in-store traffic during what is normally a slow season, Ergas says.



(Joe Grace—Akron Beacon Journal)

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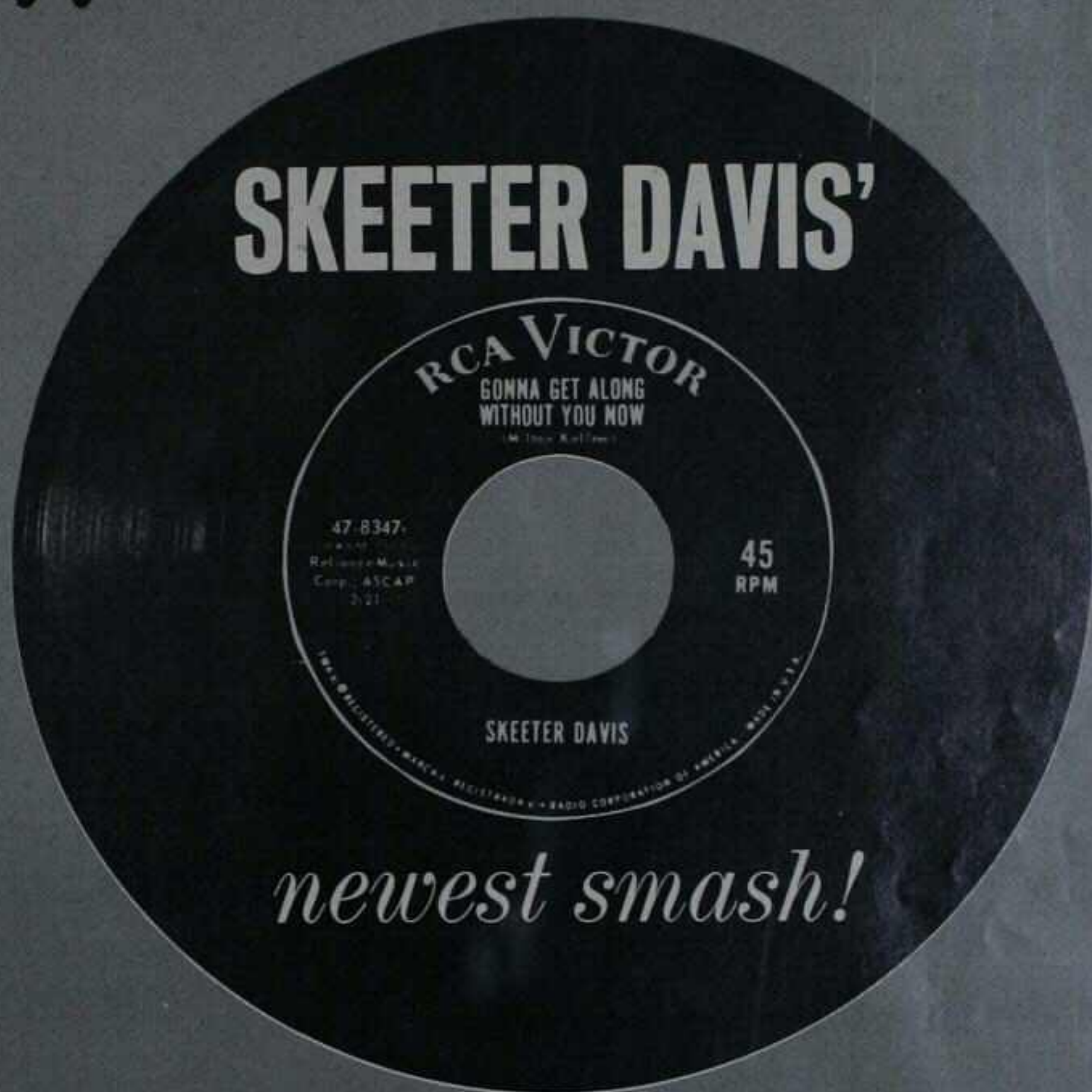
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RCA Victor 8347

RCA VICTOR

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HE'S VITAL, CLEVER, SUCCESSFUL

David Merrick: Man With The Theater Up His Sleeve

NEW YORK — On Tuesday, May 5, the winners of the Drama Critics Circle Award were announced. "Hello Dolly" was named best musical of the year and "Luther," the best play. The shows have this in common—they were both produced by David Merrick.

Merrick is the most active (eight shows this season), and certainly the most controversial man in the theater today. By tradition, the public image of a producer is rather shadowy. Ours is an actors', playwrights', directors', theater, but occasionally a man with flair comes along and a production can be identified by his name alone: P. T. Barnum, Florenz Ziegfeld and Billy Rose. David Merrick joins their ranks. He puts on more shows; employs more people; has more squabbles with press, actors, directors and anyone who tangles with him; and pulls more outlandish publicity stunts than any one has in many years. Result: a higher percentage of commercial and artistic successes than any other producer today. He has won six "Critics" awards and one personal "Tony." In all he has produced 36 shows since his first in 1949, 17 of which are musicals.

My Fair Dolly

In a recent Billboard interview to discuss his contribution to the record industry through the recordings of shows which he has produced, Merrick declined to discuss himself personally, but was quite articulate on

the theater and related topics. Some of his shows which have had commercially successful recordings are "Hello Dolly," "110 in the Shade," "Gypsy," "Oliver," "Stop the World—I Want to Get Off," "Carnival," "Irma La Douce," "Fanny," "Do, Re, Mi" and "Jamaica."

Asked which is his most successful to date, the answer was "Dolly." "My postman, who delivered the mail for 'My Fair Lady' says it's bigger. What better authority could I cite than the U. S. Government." Artistically? "I have had shows I loved, but I bet on 'Dolly.' It was that single that tilted it. The title song on a show pushes the show." He quoted columnist Earl Wilson as saying that "Dolly" has replaced "Sweet Adeline" as a drinking song.

Hello David

At 49, David Merrick looks like a combination of Ernie Kovacs, Throckmorton P. Gildersleeve, and a magician who's got a trick up his sleeve. He is vital, clever, honest and opinionated. He describes himself as a "loner." He rarely touches a show which he has not the controlling interest. "If I don't have autonomy, I'm not happy, and it doesn't turn out well. I am prostituting myself if a package does not have my particular editorial stamp. Not that I am infallible. I like to make my own mistakes from now on." This last remark refers to his recent partnership with Ray Stark on "Funny Girl." Several weeks before it opened in New York,

Merrick sold out his 12½ per cent for a purported \$150,000. "I didn't get along with Stark. I didn't like the way the libretto was going. He had to protect the image of his wife's father, who was more colorful than the character in 'Funny Girl'... So I sold out to him."

Music and Money

Q: How do you feel about the financing of musicals by the recording companies?

A: "The musical theater would be better off without them. Their judgment is absolutely awful. If Columbia had not backed 'Girl Who Came to Supper,' 'Here's Love,' 'What Makes Sammy Run,' who would care? What would the theater have lost? They turned down '110 in the Shade' and 'Hello Dolly.' Most of the shows backed by record companies have failed; the backing... has been wasted because they haven't backed enough good things."

Merrick temporized by saying that "... backing is a large gamble for a recording company." In the early stages when a musical is up for a bid, it is "embryonic." Changes are made right up to the last minute. Material deleted, new songs added. "A musical is manufactured. There is a vast difference between what they think will be successful album and what is a successful show. They're thinking of singles. When they hear the score for a proposed show, they don't realize that by the time the show is presented, many of those songs will be out. There is more to a successful show than the music. 'How to Succeed' is not melodic and the raspy voices of comedians are not attractive to listen to on records, but 'How to Succeed' is a smash show."

Asked whether he thinks the recording of a show helps its box office, Merrick replied that it is about 50-50. "Some albums can hurt a show. Others like 'House of Flowers' make a show sound better than it is." He thinks the best show album is "My Fair Lady" (not one of his). He said, "... it was big and exciting." He feels "Dolly" is the same, but added that he perhaps is too close to it to judge.

Merrick and Marek

Q: I notice that of 14 shows of yours which have been recorded, seven of them have been recorded by RCA. Have you a good working relationship with them?

A: I work with Marek at RCA. He's a friend of mine. They do a very good job, in-

was presented in a completely different form than I had ever heard it done by these musicians.

If there are changes in the Brubeck group's style, they are in the diminishing interplays between Brubeck and Desmond and the quick opening introductions of tunes with familiar melodies all but being subjugated to brief appearances.

Brubeck continues a vital asset to music and a top ambassador of goodwill through the tours. **ELIOT TIEGEL**

PEOPLE AND PLACES

By MIKE GROSS

A new jazz quartet formed by Stan Getz made its bow at Greenwich Village's Cafe Au Go Go last Friday (8). Members of the new group are Chuck Israels (bass), Gary Burton (Vibraphone) and Joe Hunt (drums)... Buddy Robbins, general manager of Chappell-Styne, threw a bar mitzvah bash for his Gary last week... Mabel Mercer is at Downstairs at the Upstairs for an indefinite run... Dave Carey, leader of the Baroque Jazz Ensemble, is preparing a second album for the Realm label to follow its "Jazz for Bach Buffs"... Marna Musicant, assistant to Bob Marcucci for the past four years, is now doing independent promotion and publicity on the West Coast... The Hotel Dixie's Plantation Room will start a talent policy on May 23. Harry Ranch's ork will be on opening bill.

Vaughn Meader has signed the songwriting team of Joe Sherman and George Weiss to script special material for an upcoming ABC-TV special... Mike Kelly now managing the Four-Evers... Ed Thrasher has taken over as art director for Warner Bros. Records... Request Records head, H. J. Lengsfelder, is currently on a European tour... Gene Harriss of the Playhouse Cafe in Greenwich Village, on the lookout for new talent... Liberace follows Peggy Lee into the Royal Box of the Hotel Americana on May 25... Milton Karle now handling eastern promotion for the Capitol album, "New Top Hits in the Glenn Miller Style," which features Ray Eberle, the Modernaires and the Tex Beneke ork... Robert Goulet begins a seven-day stand at Brooklyn's Town & Country Club May 15... The New Christy Minstrels set for a concert at Detroit University May 15.

Tom McCaffrey has joined Congress Records as Midwest promotion manager... Tim Gayle is mapping plans to start his own promotion label, Brittany Records. One of the first artists Gayle plans to record is Bobby Von, trumpeter-singer from Pittsburgh... Sam Cooke, RCA Victor artist, goes into the Copacabana for two weeks starting June 25... The 4 Seasons will headline at Freedomland May 23-24... Eddie Haxell, singer-guitarist, is currently at the Americana Hotel in San Juan, P. R... Comedian Ronnie Martin has been booked into the San Su San, nightclub in Mineola, L. I., for another engagement starting June 17... Lonnie Donegan is in Nashville to record his first sides for Acuff-Rose on Hickory Records... Rip Taylor, who debuted on the Colpix label with "How Does it Feel," will be featured at Jerry Vale's Carnegie Hall concert May 31... Marty Allen, new singer handled by Martin Kummer Associates, will be at the Condado Beach Hotel, San Juan, P. R., for the next two weeks... Rex Zario and Joe Weidinger have started a new record label called Archway Records.

TV GUEST APPEARANCES BY RECORD TALENT

ANKA, PAUL—Ed Sullivan Show (CBS-TV, 8-9 p.m., Sunday 17)
 BEACH BOYS—Red Skelton Show (CBS-TV, 8-9 p.m., Tuesday 12)
 BEE, MOLLY—Jimmy Dean Show (ABC-TV, 9:30-10:30 p.m., Thursday 14)
 BIBB, LEON—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 16)
 BROOKS SISTERS—Ed Sullivan Show (CBS-TV, 8-9 p.m., Sunday 10)
 BROTHERS FOUR—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 16)
 CARR, VIKKI—House Party (CBS-TV, 2:30-3 p.m., Friday 15)
 CINCO LATINOS—Ed Sullivan Show (CBS-TV, 8-9 p.m., Sunday 10)
 CLANCY BROTHERS AND TOMMY MAKEM—Steve Allen Show (SYND)
 CLIFFORD, MIKE—American Bandstand (ABC-TV, 12:30-1:30 p.m., Saturday 16)
 COLLINS, DOROTHY—Hollywood Palace (ABC-TV, 9:30-10:30 p.m., Saturday 16)
 DAVIS, SAMMY, JR.—House Party (CBS-TV, 2:30-3 p.m., Wednesday 13)
 DILLARDS, THE—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 16)
 DILLER, PHYLLIS—Ed Sullivan Show (CBS-TV, 8-9 p.m., Sunday 10)
 GORME, EYDIE—Garry Moore Show (CBS-TV, 10-11 p.m., Tuesday 12)
 HENSKE, JUDY—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 16)
 HOLT, WILL—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 16)
 HOMER AND JETHRO—Jimmy Dean Show (ABC-TV, 9:30-10:30 p.m., Thursday 14)
 —House Party (CBS-TV, 2:30-3 p.m., Monday 11)
 JONES, JACK—Jack Paar Program (NBC-TV, 10-11 p.m., Friday 15)
 LAN AND DEAN—American Bandstand (ABC-TV, 12:30-1:30 p.m., Saturday 16)
 JOPEZ, TRINI—Hollywood Palace (ABC-TV, 9:30-10:30 p.m., Saturday 16)
 MASON, JACKIE—Ed Sullivan Show (CBS-TV, 8-9 p.m., Sunday 10)
 MCGUIRE SISTERS—Ed Sullivan Show (CBS-TV, 8-9 p.m., Sunday 17)
 NORAD "CAVALCADE OF MUSIC"—Tonight Show (NBC-TV, 11:15 a.m.-1 p.m., Tuesday 12)
 NORVO, RED—Danny Kaye Show (CBS-TV, 10-11 p.m., Wednesday 13)
 PERLMAN-ITZHAK—Ed Sullivan Show (CBS-TV, 8-9 p.m., Sunday 10)
 ROOFTOP SINGERS—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 16)
 SPRINGFIELD, DUSTY—Ed Sullivan Show (CBS-TV, 8-9 p.m., Sunday 10)
 TILLOTSON, JOHNNY—Jimm Dean Show (ABC-TV, 9:30-10:30 p.m., Thursday 14)
 VON TRAPP, BARNESS MARIA—House Party (CBS-TV, 2:30-3 p.m., Thursday 14)
 WILLIAMS, MARIAN AND THE STARS OF FAITH—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 16)

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

deed, of exploiting the album of 'Dolly'... Theoretically, I have the say-so over the album, but I only advise and I accept their judgment."

Breaking the "Ice"

When questioned about withholding tickets for "Dolly" from the brokers after the recent scandal, Merrick said, "We did not have tickets for brokers in the early months of the show and we had a lot of mail. Because of ticket scalping, I thought it was a good opportunity to give the public a chance at the tickets. People like the show better if they have not paid \$50 a pair. There were no brokers' tickets for about

three months." Merrick said that tickets for performances after June 22 would be split evenly between broker and public.

Q: Are you losing part of your audience? "Yes, the rich are having a hard time getting into the show. The big accounts are told by brokers that not at any price can they get tickets for 'Dolly.' It makes it sound like a bigger hit than 'My Fair Lady.'"

David Merrick is certainly outspoken, but he possesses imagination and the daring to put it to use. If there's a spark, he'll build a fire. From a molehill, he'll build a mountain. He breathes life into the theater.

CONCERT REVIEW

Brubeck Draws Plaudits

SANTA MONICA, Calif.—A bit of Brubeck goes a long, long way seems the best means of describing the effect of the Dave Brubeck quartet's concert here Friday (1). Currently on a hectic concert schedule (the next night he was in Hawaii), Brubeck and cohorts stopped here long enough to offer their followers some in-person tastes of their unique artistry which kept the devoted enthralled and satisfied.

Known in the trade as an as-

tute businessman, pianist Brubeck heartily promotes his recordings and selected three of his 12 selections from his new "Time Changes" LP.

From the moment the group enters stage center until the final bow, they smilingly acknowledge each other's solos and generally transmit the feeling of enjoyment which rubs off on the audience.

It's easy to tell at a jazz concert whether the audience is with the artists. If applause breaks spontaneously after each solo, the musicians have found the nest of honey. Silence portends danger. The Civic Auditorium crowd enthusiastically applauded Brubeck's broad change-of-pace solos, Paul Desmond's velvet and flowing alto passages, Gene Wright's dynamically emerging melodic bass voicings, and Joe Morello's clean, untarnished drum rudiments.

The established pattern of having Desmond take the first lengthy solo before Brubeck digs into the 88, sets a lilting mood which turns into heated, elated improvisations by the group. Brubeck and company offer happy, serious modern jazz and they neither shout nor squeek at anyone.

As proof to this reviewer that Brubeck is the most rewarding modern jazz group on the scene today, the popular "Take Five"

Unsurpassed in Quality at any Price

GENUINE 8" x 10"

GLOSSY PHOTOS

7¢ EACH

IN 1,000 LOTS

\$9.88 per 100

POST CARDS

\$32.00 per 1,000

Copy Negatives \$1.95

MOUNTED ENLARGEMENTS

Size:

30" x 30" \$4.85

30" x 45" \$7.50

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RICHARD BURTON'S HAMLET

THE MOST IMPORTANT THEATRICAL EVENT OF THE YEAR

RICHARD BURTON
 HUME CRONYN
 ALFRED DRAKE
 EILEEN HERLIE
 WILLIAM REDFIELD
 GEORGE ROSE
 GEORGE VOSKOVEC

DOL.302/DOS 702 Stereo A DELUXE 4-RECORD SET WITH A COMPREHENSIVE, ILLUSTRATED SOUVENIR BOOK.

"...a performance of electric power and sweeping virility. I do not recall any Hamlet of such tempestuous manliness. As one sits through a long evening that seems all too short, one is humbled afresh by the surge of Shakespeare's poetry." **HOWARD TAUBMAN, N.Y. Times**

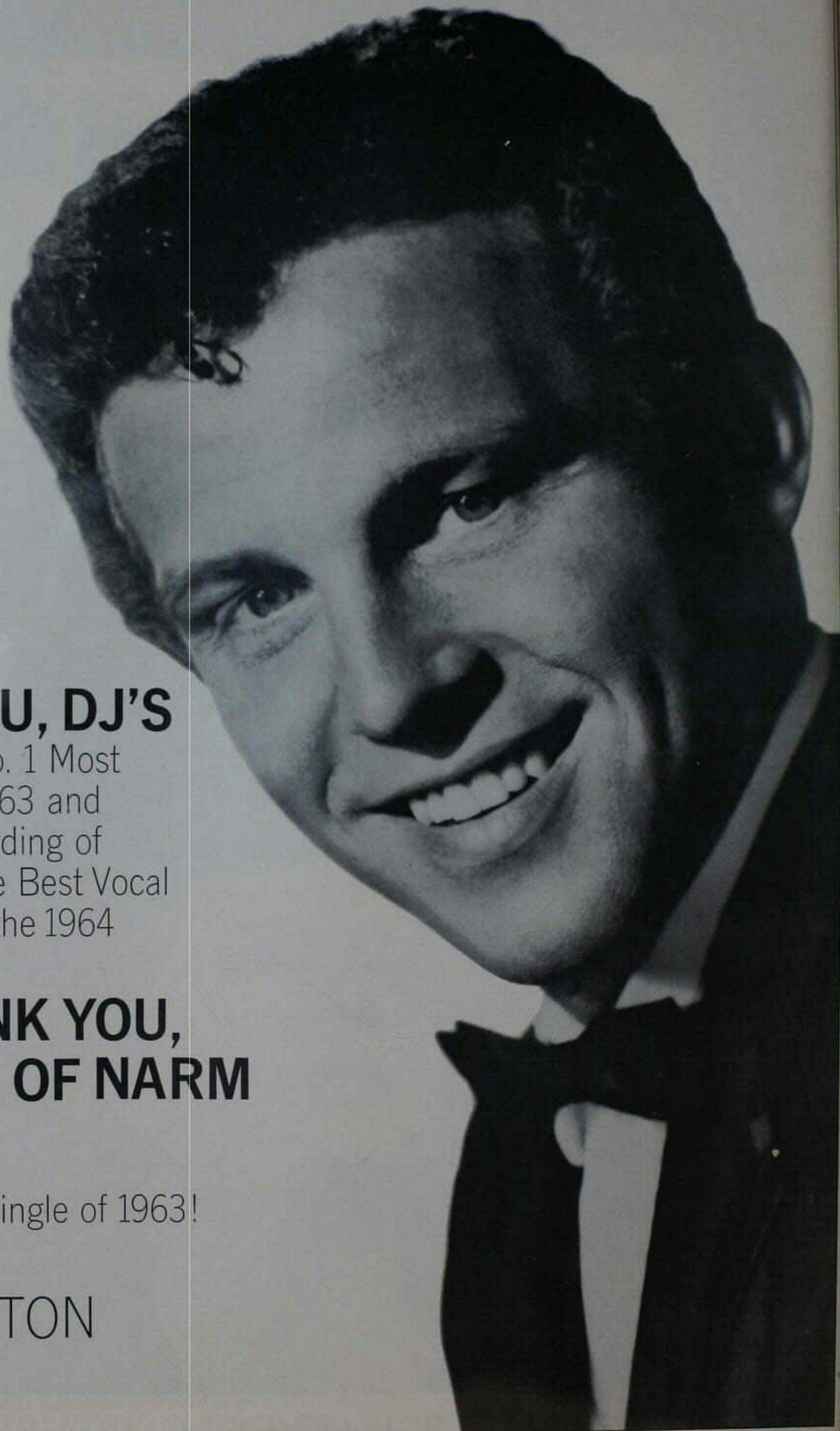
"...a voice that seems to prove that sound spirals outward, an intelligence that hears wit when wit is trying to steal by tiptoe—but also all of the myriad qualities which the man Hamlet requires." **WALTER KERR, N.Y. Herald Tribune**

"Richard Burton swept mind and memory clean of all other Hamlets, in a performance so lucid and sensible that people will speak of it for years." **NORMAN NADEL, N.Y. World-Telegram & Sun**

"This is a fine and imaginative Hamlet." **JOHN McCLAIN, N.Y. Journal-American**



NOW AVAILABLE ON COLUMBIA RECORDS



THANK YOU, DJ'S

...for naming me No. 1 Most Played Artist of 1963 and selecting my recording of "Blue Velvet" as the Best Vocal Single of 1963 in the 1964 Disc Jockey Poll!

AND THANK YOU, MEMBERS OF NARM

...for your award to "Blue Velvet" as the Best-Selling Single of 1963!

Sincerely,
BOBBY VINTON





NOW AVAILABLE —
ANOTHER BIG
BOBBY VINTON
BEST-SELLER-IN-THE-MAKING!

“tell me
why”
5-9687

THE CHART RECORDS COME FROM



Billy Budd...

wasn't he a pirate?

a silent film star?

inventor of the framis?

Billy Budd...

isn't he one of the Beatles?

the Secretary of Agriculture?

a type of flower?

Billy Budd...

could he be a goat?

an English Policeman?

a type of beer?

What is a Billy Budd

????????



TV DANCE SHOWS are certainly not gone from the American scene, as evidenced by the debut of the KETV, Omaha, "Channel 7 Dancestand," April 25. Hosted by University of Omaha student, Johnny Ray Gomez, the one-hour studio dancing party is televised Saturday afternoons at 3. Gomez blends the teen-oriented show with special features, top recording artists, and a salute to the most popular recording of the week. Gomez is widely known in the area as leader of his own musical com-

WMAQ Razzle-Dazzle a Ruse

By GIL FAGGEN

CHICAGO — The razzle-dazzle of WMAQ's "Battle of Champions" last weekend had thousands of Chicagoans believing that the 50,000-watt NBC-owned station was abandoning its conservative programming in favor of "top 40." (The clamor also entrapped Billboard's Chicago reporter.)

Actually the "Battle of Champions"—which had listeners calling staid WMAQ to vote for Elvis Presley over Chubby Checker—was only an attention-getting ruse to launch quite a different format.

Last Monday (4), following three days of record battles, the new "Q" sound was introduced. To quote Billboard's page 2 story last week: "If the ghosts were to have paraded from the cemetery it wouldn't have created greater fuss and tumult in the radio-record trade than the radical change in format embarked on by WMAQ."

The over-all sound may be termed "Standard-pop," with emphasis on up-tempo new versions of standards and pop standard new singles. Unlike many standard and conservative formatted stations, the "Q" sound features plenty of vocals and the most modern production and programming techniques.

Although WMAQ is not going "top 40" it is believed that area

Mercury Bows LP for Deejays

CHICAGO—Mercury Records has come up with an idea designed to save deejays and radio station programmers a lot of headaches.

Mercury is issuing a special version of the new Smothers Brothers comedy album "It Must Have Been Something I Said," which divides the album's five long cuts into dialog and music sections. Programmers can tell at a glance which part is dialog and which is music. Spiraling indicates continuation.

The front cover is identical to the consumer version, but the liner notes on the back of the jacket are just for the radio station: they list the new banding, with exact timing for each segment, whether patter or song, and a special message about the Smothers Brothers to deejays.

record promotion men will not be disappointed with the new programming fare. The station rarely programmed a new single in the past and mainly stuck to the older shop-worn albums. It now appears that WMAQ will offer a greater opportunity for the exposure of new non-rock albums and singles than ever before.

Joseph at the Helm

The new "Q" sound has been in the making for the past four months under the supervision of Mike Joseph, vice-president, NBC-Owned Radio Stations, brought into the group as a much-needed program doctor. Joseph's most recent triumph is WKNR, which jumped into No. 1 position in Detroit in a few short months. (Billboard story last week erroneously reported WKNR was an NBC-owned station or affiliate.) Joseph was an independent program consultant.

Included in the new approach is a jingle package—something virtually unknown within the division. (NBC's WJAS in Pittsburgh, in 1961 was the first in the group to purchase a jingle package. WRCV, Philadelphia, has recently received a custom-made package from PAMS, Dallas.) The jingles are unique—all having been recorded by WMAQ's 26-piece orchestra under Joe Gallichio's direction. Also used in the 45-cut package are Chicago's Joe Eich Singers.

The jingles aren't the only unique features of the "Q" sound. The program schedule and programming offers a lineup that challenges the imagination.

New Line-Up

"Henry Cook's Chicago" leads off in the 5 to 9 a.m. slot with up-tempo pop standards. From 9 a.m. to noon, "Jim Conway's Americana" features "Unforgettable Music of America"—standards from the '30's, '40's and '50's, including million sellers, folk and current pop standard singles and LP's.

Noon to 3 p.m., "John Doremus' Matinee" spotlights vocal and instrumental show stoppers—music from Broadway, TV and operettas. The playlist for this segment includes current singles and LP's (not original cast) of this music.

WMAQ's only new air personality, Chuck Benson, former WGR, Buffalo, disk jockey and program director, moves into the 3 to 6 p.m. segment with current singles and LP's leaning

Radio-TV PROGRAMMING

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

AWRT's Parley in Tulsa Sparked by Lively Panels

TULSA Okla.—Six hundred creative, executive women in communications gathered in Tulsa last week for the 1964 American Women in Radio and Television Convention.

With its theme, "Freedom of Communications: Right and Responsibility," AWRT members received words of wisdom from NAB President Leroy Collins; Leonard S. Matthews, executive vice-president, Leo Burnett Company, Inc., and Commis-

sioner Fredrick W. Ford of the Federal Communications Commission.

Ford had to do some fancy sidestepping when the gals queried him about the rumor that the next member named to the FCC would be a woman in broadcasting.

Lively discussions sparked the three-day meeting, which included Lawrence Laurent, radio-TV editor of The Washington Post, moderating a session on Friday (8) entitled, "The Broadcast Industry."

Sunday (10) the gals were treated to some controversial comments from Thomas J. Swafford, owner-president of KDEF AM-FM, Albuquerque, N. M., who pointed out during a panel discussion on programming and production that the slogan for "Radio Month" is "Radio—your constant companion," but that "the constant companion, unfortunately, is a musician with a very limited repertoire . . . a mishmash of prefab gimmicks. Radio today spends half its time trying to attract instead of learning how to hold attention."

Robert H. Foward, former executive of KSFO, San Francisco, now head of Robert H. Foward & Associates, communications consultants, Los Angeles, told the group, "even the mistakes of broadcasting are being imitated because too many broadcasters lack the courage to innovate the lead."

Other panel participants were Mrs. Lucy Jarvis, producer and co-ordinator of special programs, NBC News and Public Affairs, New York, and Robert Hudson, vice-president for policy and planning, National Education Television Center, New York.

Parley Highlight

Highlight of the 13th annual AWRT convention was the installation of Elizabeth Bain, assistant to the vice-president of Columbia Television Stations (CTS) program services, a corporate division of CBS, as national president of AWRT succeeding Margaret Mary Kearney, educational director for the CBS-owned radio and TV stations in Philadelphia, WCAU.

Other national officers installed during ceremonies Sunday (10) were Dora Cosse, vice-president Dora-Clayton Agency, Atlanta, named president-elect. Named to post of secretary-treasurer was Mimi Hoffmeir manager of program analysis, NBC, New York.

Area vice-presidents installed
[\(Continued on page 21\)](#)

WIBF-FM Goes 24

PHILADELPHIA—Local airplanes get another FM listening post around the clock with WIBF-FM, in suburban Jenkintown, Pa., announcing plans to stay on the air 24 hours every day. Apart from the simulcast stations, WPBS and WDVR have been the only FM stations on the air all night. WIBF-FM has Robert Corsi during the all-night show.

toward the most modern of pop standard sounds. Benson also occupies the program manager's office when not on the air.

It is interesting to note that commercials (and there are plenty) are clustered in short spurts during the day and in longer periods in the evening. News is broadcast at "27, and 57 on 67" (frequency 670) as the promotions go. This, in itself, is a radical departure from the usual news on the hour, half hour, etc., on most stations. The news gets a full run daily from 6:30 to 7:30, with a compilation of local, NBC national news, commentary and sports programs.

Then comes what Joseph calls the station's "show business block," which begins at 7:30 p.m. and runs through to 11 p.m.

Showbiz Blocks

Segmented in 30 - minute shows, the block kicks off at 7:30 with "Folk Festival," in which one current LP is fea-

[\(Continued on page 21\)](#)

QXR Net Sold; Expansion Set

NEW YORK—The 47 station coast-to-coast QXR Network has been acquired by a new group, Market 1 Network, Inc.

The nation's only FM stereo network will be headed by James Sondheim, Market 1 Network President and former president of QXR. The new operation, acquired from Novo Broadcasting which has operated it since 1962, plans a major expansion of markets and program format which will include both business and current events "talk" program, in addition to classical and semi-classical music.

New pilot programs on tape include: successful sales techniques aimed at the business audience; out-of-the-way vacation spots; and a financial-business analysis program produced in cooperation with a major business publication. In addition, Sondheim said that he was planning several hour-long stereo specials in the coming months.

KALAMAZOO — More than 40,000 bookmarks listing the "good listening" programs and latest "good reading" book titles are being distributed for the fifth consecutive year by WKZO with the public library's cooperation and the school system.

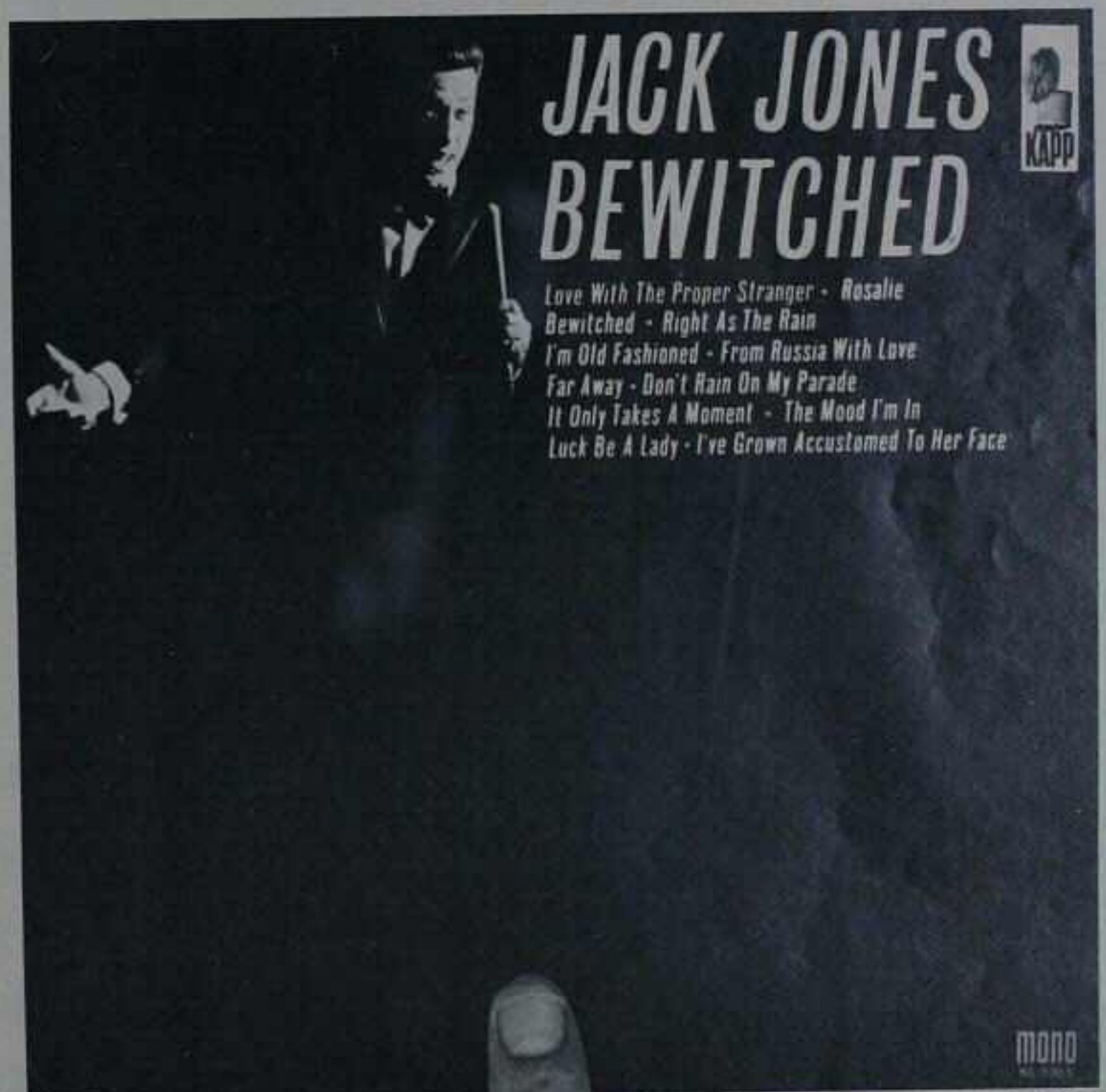
If it's by Jack Jones,* it's bound to end up on the charts!

A new smash single.

A great new album.



K-589



KL-1365

KS-3365



*Voted "most promising male vocalist" by American disc jockeys in Billboard's 16th annual record artist popularity poll.

RADIO RESPONSE RATING

DETROIT

TOP STATIONS

Rank	Call Letters	% of Total Points
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★ For POPULAR Singles

1.	WKNR	33%
2.	WJBK	30%
3.	WXYZ	20%
4.	CKLW	17%

★ For POPULAR LP's

1.	WCAR	34%
2.	WJR	28%
3.	WWJ (Tie)	15%
3.	WKNR (Tie)	15%
Others		8%
(WHFI-FM, WOMC-FM)		

★ For R.&B.

1.	WJLB	56%
2.	WCHB	35%
3.	WJBR	9%

★ For JAZZ

1.	WCHD-FM	42%
2.	WJLB-AM	34%
3.	WABX-FM	15%
4.	WHFI-FM	9%

★ For COUNTRY MUSIC

1.	WEXL	100%
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★ For SINGLES

Rank	Call Letters	% of Total Points
1.	WCAR	53%
2.	WJR	30%
Others		17%
(WWJ, WBRB-AM-FM)		

★ For FOLK

1.	WQRS-FM	44%
2.	WDTM-FM	32%
3.	WJR	24%

★ For COMEDY

1.	WJR	79%
2.	CKLW	21%

★ For CLASSICAL

1.	WJR-AM-FM	31%
2.	WDTM-FM	26%
3.	WWJ-AM-FM	14%
4.	CBE-AM	12%
Others		17%
(WQRS-FM, WLDM-FM, WDET-FM)		

TOP DISK JOCKEYS

Rank	Disk Jockey	Call Letters	% of Total Points	% of 1st Place Votes
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★ For POPULAR Singles

1.	Bob Green	WKNR	28%	
2.	Lee Allen	WXYZ	20%	
3.	Gary Stevens	WKNR	17%	
4.	Dave Shafer	CKLW	11%	
5.	Marc Avery	WJBK	9%	
6.	Tom Clay	CKLW	8%	
7.	Joel Sebastian	WXYZ	7%	

★ For POPULAR LP's

1.	Joe Bacarella	WCAR	38%	
2.	Jimmy Lance	WJR	20%	
3.	Jim Wood	WJR	10%	
Others			32%	
(Dale McCarren—WJR)				
Todd Purse—WWJ				
Don McLeod—WHFI-FM				
Bob Green—WKNR				
Ernie Durham—WJLB				

★ For R.&B.

1.	Ernie Durham	WJLB	38%	
2.	Bill Williams	WCHB	23%	
3.	Joe Howard	WJLB	21%	
4.	Harold Le Baron Taylor	WCHB	18%	

★ For JAZZ

1.	Ed Love	WCHD-FM	40%	
2.	Jack Surrall	WJLB	32%	
3.	Jim Rockwell	WABX-FM	16%	
4.	Jerry Blocker (Tie)	WCHD-FM	6%	
4.	Don McLeod (Tie)	WHFI-FM	6%	

★ For COUNTRY MUSIC

1.	Bill Samples	WEXL	82%	
2.	Tom Bowles	WEXL	18%	

STATIONS BY FORMAT

DETROIT AREA: Fifth largest radio market. Twelve AM, 13 FM. One pop-contemporary, 1 standard-pop, 2 r&b, 1 c&w, 4 contemporary, 1 standard and 2 conservative.

WKNR: 5,000 watts. Knorr Broadcasting. **Music format: Contemporary.** Station plays 30 records, plus 1 pick-hit only. Highly identifiable air personalities. Station switched call letters from WKMH to WKNR and launched "Top 30 plus 1" programming which has put the station into first place rating-wise in the market. Two 5-minute newscasts aired per hour at 15 and 45. Heavy on and off-air promotion and contests. Exec. VP & Station Manager, Walter Patterson. Program Director, Frank Maruca.

WJBK: 10,000 watts day, 1,000 watts night. Storer-owned. Station is preparing to up power to 50,000 watts day, 5,000 watts night with no target date set. **Music format: Contemporary.** Highly identifiable air personalities. Station editorializes. Award-winning five-man, newscruiser-equipped department headed by AP award winner, Robert C. King. RPI subscriber, plus Washington news bureau. Special public service program concentration on weekends. Special programs: Shirley Eder, two-minute capsules, "That's Show Business" (Hollywood gossip). "Assignment Detroit," 60-minute documentary hosted by Robert King Sun. at 10. VP & General Manager, Harry R. Lipson. Program Manager, John Grubbs.

WXYZ: 5,000 watts. ABC-owned. **Music format: Contemporary.** Highly identifiable air personalities. Station editorializes. Twelve-man radio news department, mobile cruiser equipped under direction of Ed Hardy. News, sports, service feature block, 5:50-7:15 p.m., M-F. Special newscasts 7-7:10 a.m., 7:55-8:05 a.m.; 8:55-9:10 p.m. Special programs: Louis Gordon three-minute capsule commentaries, "Show World" capsules by drama critic Dick Osgood aired three times daily.

CKLW: 50,000 watts. RKO General-owned. **Music format: Pop-Contemporary.** Highly identifiable air personalities. Three on-air newsmen. Combo radio-TV news department. Special direct boating, fishing and ski reports. Ten-minute newscasts noon, 6 p.m. "Eye-Opener"—union news and information 6:15-6:45 a.m. and 2:30-3 p.m. daily, sponsored by UAW. Special programs: Bill Kennedy five-minute Hollywood news 10:30 a.m. and 3:30 p.m. Mary Morgan five-minute capsules 9:30 a.m.-1:30 p.m. President and General Manager, S. C. Ritchie. Program Director John Gordon.

WJR: 50,000 watts. A goodwill station. CBS affiliate. Sale reported to Capital Cities Broadcasting Corp. **Music format: Standard.** Highly identifiable air personalities. One of few stations regularly airing live music. Special programs: 9:15-9:45 a.m. M-F, hosted by Jack Harris and featuring celebrity guest performers and Jim Clark's six-piece orchestra. 12:30-12:55 p.m. Bud Guest (son of Edgar A.) hosts live music show with two featured vocalists. 2:10-3:30 p.m. two different vocalists perform live on show emceed by Jim Woods. Saturday 7:15-9:45 similar live show emceed by Dale McCarren and Jimmy Launce. Station editorializes. Seven-man mobile equipped news department headed by Frank Tomlinson. Separate sports department, two full-time men. Woman's Director, Lee Murray. "Adventure in Music" classical music program aired M-F 10:10-11 a.m. hosted by station's Fine Arts Director, Karl Haas. Program received 1964 Peabody Award. Excerpts repeated Saturday 8:10-9. Sports programs: Tiger baseball, Detroit Lions, major golf. Staff includes three full-time record libraries, eight announcers, four producers, three in fine arts department and six-man orchestra. Special farm programs M-S 5:05-5:55 a.m., 12:15-12:30 p.m. and Sun. "Farm Forum." Farm Director, Marshall Wells. VP and General Manager, James H. Quello. Program Manager, Reg Merridew. Music Director, Jimmy Clark.

WCAR: 50,000 watts day, 10,000 watts night. Independent. **Music format: Standard-Pop.** Highly identifiable air personalities. Special sports shows aired 7:45 a.m., 4:45 p.m., 6:45 p.m., five minutes "Human Side of Sports"—syndicated five-minute sports show 5:45 nightly. Public service series locally produced 11:10-11:25 p.m. President and General Manager, Hyman Levinson. Program Director, Jack Sanders (also does daily air show).

WCHB: 1,000 watts day. Independent. **Music format: R&B-Contemporary.** Negro-oriented programming. Highly identifiable air
[\(Continued on page 21\)](#)

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

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

HARTFORD

TOP STATIONS

Rank	Call Letters	% of Total Points
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★ For POPULAR Singles

1.	WDRG	57%
2.	WPOP	38%
3.	WHYN	5%
(Springfield, Mass.)		

★ For POPULAR LP's

1.	WTIC	42%
2.	WCCC-AM-FM	28%
3.	WHAY	18%
4.	WRYM	12%
(New Britain, Conn.)		

★ For JAZZ

1.	WCCC-FM	50%
2.	WTIC	15%
Others		35%
(WEXT, WHAY, WRYM)		
WNHC—New Haven, Conn.		
WINF—Manchester, Conn.		
WACE—Chicopee, Mass.		
WBMI-FM—NYC, NY		

★ For SINGLES

Rank	Call Letters	% of Total Points
1.	WTIC	25%
2.	WHAY	31%
3.	WCCC-AM-FM	16%
4.	WRYM	7%

★ For FOLK

1.	WTIC	100%
----	------	------

★ For COMEDY

1.	WDRG	44%
2.	WTIC	25%
Others		31%
(WCCC-AM-FM, WACE)		

★ For CLASSICAL

1.	WTIC-FM	84%
2.	WINF	16%

TOP DISK JOCKEYS

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

★ For POPULAR Singles

1.	Ron Landry	WDRG	40%	
2.	"Long John" Wade	WDRG	19%	
3.	Ken Griffin (Tie)	WPOP	14%	
3.	Jim Nettleton (Tie)	WDRG	14%	
Others			13%	

(Dick Robinson—WDRG)

Lou Terri—WPOP

Jerry Gordon—WPOP

Bud Stone—WHYN

★ For POPULAR LP's

1.	Bob Steele	WTIC	31%	
2.	Art Johnson	WTIC	26%	
Others			43%	
(Fred Swanson—WHAY)				
Frank Michaels—WRYM				
Dol Rayce—WHAY				
Ron Landry—WDRG				
John Birchard—WCCC				
Bob Nelson—WTIC				
Ed Robbins—WCCC				

★ For JAZZ

1.	John Birchard	WCCC-FM	50%	
2.	Art Johnson (Tie)	WTIC	18%	
2.	Mike Lawless (Tie)	WEXT	18%	
Others			14%	
("Easy Ed" Harrigan—WHAY)				
Mike Connors—WACE				
Frank Michaels—WRYM				

STATIONS BY FORMAT

• *Continued from page 18*

personalities. Active full-time news department emphasizing coverage of local and national Negro news. Newscasts 12 times daily. Two radio equipped news vehicles. General Manager, Frank M. Seymour. Program Director, Bill Williams.

WEXL: 1,000 watts day, 250 watts night. Independent. Country Music Network. **Music format:** C&W. Highly identifiable air personalities. General Manager, Gordon A. Sparks. Program Director, Bill Samples.

WJLB: 1,000 watts day, 250 watts night. Booth Broadcasting Company. **Music format:** R&B. Highly identifiable air personalities. Spiritual and foreign language programs aired. Special programs: Jan Forman's "Woman's Hour"—household hints, 10-11 a.m., M-F. General and Sales Manager, Thomas J. Warner.

WQTE: 500 watts day. Independent. **Music format:** Conservative. Music played entirely from LP's. Instrumentals featured. VP and Treasurer, Bill Brink.

WWJ: 5,000 watts. Owned by Evening News Association. NBC affiliate. **Music format:** Standard-Conservative. Special programs: "Ask Your Neighbor"—10-noon, listeners telephone Bob Allison for solutions to household problems. "Friendship Club," with Les Martins, 2-4 p.m., listeners telephone comment on domestic problems. News and information block 6-7 p.m. "Phone-Opinion"—7-8:30 p.m. hosted by Don Perrie. Thirteen-man mobile-equipped news operation. 15-minute newscasts 7, 8, 9 a.m., noon, 4, 5, 6 p.m. M-F. "Newsbriefs" on the half-hour news and information block 6-7 p.m. and "News Final," with Don Pierrie, 11-11:30 p.m. Station carries Tiger baseball and University of Michigan football. Station Manager, Denman F. Jacobson. Program and Production Manager, Robert Henabery.

HARTFORD AREA: Nation's 33d largest radio market. Nine AM, 4 FM. Two standard-pop, 2 contemporary, 2 standard, 1 conservative, 1 pop standard.

WDR: 5,000 watts. Buckley-Jaeger Broadcasting. **Music format:** Contemporary. Highly identifiable air personalities. Heavy on and off-air promotion. Three-man news department, mobile-equipped under direction of Joe Barbarette. Featurettes in lighter vein aired five times daily, including two-minute "beeper" telephone Q&A with listeners, VP and General Manager, William Crawford. Assistant General Manager, Charles R. Parker. Music Director, Bertha Porter.

WPOR: 5,000 watts, Independent. **Music format:** Contemporary. Station editorializes. Format revamped April 1. Heavy audience-building contest promotions. Four-man, mobile cruiser-equipped news operation directed by Al Benick. Station Manager, J. W. Murray. Program Director, Jim Gearhart (also does air show daily).

WTIC: 50,000 watts. Owned by Travelers Insurance Company. NBC affiliate. **Music format:** Pop-Standard. Highly identifiable air personalities. Special programs: "The Frank Atwood Show"—farm news 5:30-6:45 a.m., M-F. "Jean Colbert Show"—11:05-11:40 a.m., M-S—celebrity guests in-person and via tape. "Mikeline," 1:15-2 p.m., M-F. Audience telephone participation Q&A exchange with two rotating emcees each day. "Americana," 2-3 p.m., M-F, Dick Bertel talks with three guests each week on local and national historical topics. "Night Beat"—9:05-11 p.m., "Monitor-type format." Large and highly regarded news operation. 6-7 p.m. news and information block. Sports specials: 6:20-6:30 p.m., M-S; 11:15-11:25 p.m. daily. 15 minute newscasts—8 a.m., 1, 6, 11 p.m. N. Thomas, VP News. Special Travelers Weather Service. Frequent documentaries aired prime time. Boston Symphony carried 7:30 Sundays and in FM stereo Saturdays. Red Sox, Indianapolis 500, U. of C. football and basketball, New York Giants football, Yale-Harvard Regatta carried. "Hootenanny Road Show" aired live 9-10 p.m. Saturdays from

WMAQ Razzle-Dazzle a Ruse

• *Continued from page 16*

tured from a best-selling pop-folk artist or group.

Next in line comes "On Cue," wherein an original-cast album is featured. Following at 8:30 is "Sound Track," which gives the soundtrack LP's a chance to be heard at the rate of one per segment. From 9 to 9:30, "live" performance LP's such as "Belafonte at the Greek Theater," and "Tony Martin at Carnegie Hall" take the stage. The segment is entitled "In Person." Music based on special events, holidays, birthdays and anniversaries called "Patterns" occupies the 9:30-10 p.m. time slot. Listeners longing to get away from it all may find solace in the 10 to 10:30 p.m. "Holiday" program, with its location music ("Autumn in New York,"

"I Love Paris," etc.). One of Chicago's best-known air personalities, Norman Ross, plays music from the light classics and semi-classics 10:30 to 11 p.m. Even here the emphasis is on the latest of recordings and current versions.

The 7:30 to 10:30 block is hosted by two WMAQ long-time staffers, George Stone and John Holtman.

Jim Hill, another stalwart staffer, pilots the 1 to 5 a.m. "Sound of Jazz" show, alternating two jazz LP's per 30-minute segment. The jazz played is non-esoteric—right down the commercial groove. Historians will well remember the Dave Garrow "1160 Club," which for many years poured the cool sounds for miles around from WMAQ's clear channel tower.

local high school or college. Local talent used. VP and General Manager, Leonard J. Patricell. Program Manager, Ross Miller.

WCCC: 500 watts day. Independent. **Music format:** Standard-Pop. New York Philharmonic broadcast Sundays live from Lincoln Center in fall. "Community Calendar" feature throughout day. Four newscasts carried daily from Yankee Network. Program Director, Ed Robbins (also does air show).

WHAY: 5,000 watts. Independent. ABC affiliate. **Music format:** Standard-Pop. Special programs: "Betty Kimball"—commentary and music 9:30-10 a.m. daily. Heavy audience-building contests. 6:25-7:15 news, comment and sports segment. Three-man news operation with mobile vehicles. General Manager, John L. Ellinger. Operations Manager, Del Raycee. Music Director, Fred Swanson.

WEXT: 1,000 watts day. Independent. **Music format:** Standard. Station is fully automated. Market's newest station, began broadcasting Oct. 6, 1963. Heavy on and off-air promotions. Three full-time newsmen. Two radio-phone equipped newscasters. "News Special" 7-9 a.m. daily. Political analysis by Hartford Courant staffer, Jack Zaiman, three-minute, aired 7:45-8:15, 1:30 p.m. Other special shows: Dan Sheay answers listeners' questions Saturday 9:06-9:30. "Binnie Montooth Show"—8:30-9 Saturdays with guest interviews. "Edith Napper Show"—10-10:30 p.m., Sundays. Executive VP and General Manager, Erwin Needles. Program Director, Bob Hines (does daily air show).

WINF: 1,000 watts day, 250 watts night. Independent. CBS affiliate. **Music format:** Standard. Fifteen-minute newscasts on the hour. New York Yankees baseball carried. Special programs. "Lunch Stop"—talk show with Russ Wheeler. "Breakfast Club" carried from ABC Net. 10:15-noon, Real Estate Greater Hartford," with Russ Wheeler. Real estate information and c&w music. "The Edwards"—talk show, 1:15-1:55 p.m., M-F. Manager, Paul Edwards.

WRYM: 1,000 watts day. Independent. **Music format:** Standard-Conservative. Station clusters commercials. Four full-time newsmen. News Editor, Alan Ford. Stereo FM broadcasts begin June 26. "Special Events"—5 to 15 minutes aired 20 times weekly. Station editorializes. General Manager, Ralph H. Klein. Operations Manager and Program Director, Frank Michaels (does daily air show).

The "big daddy" of the late night talkers, Jack Eigen, holds forth 11 p.m. to 1 a.m., originating his show of guests, commentary and controversy from the Merchandise Mart studios or the Sherman House Hotel.

Only two days into the new format at this writing, WMAQ, according to Joseph, is receiving an overwhelming vote of confidence from listeners.

KDKA Producers Historical Disk

PITTSBURGH — KDKA-Radio has produced a new LP, "Pittsburgh: Song of a City" in conjunction with the 115th anniversary of the Joseph Horne Company department store.

Featuring folk singer Ailene Goodman in songs associated with the musical history of this area, the LP was written by Mrs. Goodman and Ed King of the station's "Program PM" show.

Featured as narrators are many KDKA-Radio staffers including Tom Bender, Mike Levine, Paul Long, John Michaels, Clark Race, Ed Shaughency, Bill Steinbach, John Stewart and Bob Tracey. Tony Graham, KDKA, produced the LP.

AWRT's Parley

• *Continued from page 16*

were Patti Searight, radio-TV consultant, Washington, D. C. (Midwestern Area); Marie Margaret Winthrop, president, TECH advertising, Detroit (East Central Area); Dorothy Cotton, women's director, WHEC, Rochester (Northeastern Area); Krin Holzhauser, director of air media, Goodwin, Dannenbaum, Littman & Wingfield, Houston (Southwestern Area); Dolores Ryan, manager of publicity for Pillsbury Company, Consumer Divisions, Minneapolis (West Central Area); Virginia Murray, traffic-continuity director, WLAC-TV, Nashville (Southern Area), and Mary Dorr, air personality, KNXT Hollywood, and KPAT, Berkeley (Western Area).

FOR READERS

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**COMING
AUGUST 1**

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**COMING
AUGUST 1**

VOX JOX

By GIL FAGGEN



WMCA (New York) "Good Guy" Dan Daniels—all six-feet-five of him—gets a little bit of magic from tiny Lesley Gore (5' 1") before joining five other WMCA air personalities on stage at the New York Paramount Theater, where the boys presented a special 10-day Easter stagershow.

Lesley's parents, Mr. and Mrs. Leo Gore, threw an elegant celebrity-packed birthday celebration for the Mercury Record artist's birthday Tuesday (12) in the Crystal Room in the Delmonico Hotel.

Lesley told me that the party was not for her, but for "all the people who have been good to her." Seeing the people at the shindig, that's just about everybody in show business.

Sparkling the party was WABC DJ Charlie Greer and his charming wife; Mr. and Mrs. Jack Spector, WMCA Spectors; Ed Hider, WINS; Gene Kaye,

WAEB, Allentown; Stan Z. Burns, WINS; Scott Munie, WABC; Murray "The K" Kaufman, WINS; Hal Jackson, WWRL; Ed McMahon, "Tonight"; Neil McIntyre, WINS, and Don Bruce, of the Dick Clark radio show who was on hand to tape the event for broadcast on the upcoming "Dick Clark Weekend Spectacular."

The contemporary formatted WALE (Fall River, Mass.) is wailing away on the Reprise album "America, I Hear You Singing," according to music director Steve May. Tracks from the LP are being played on a rotating basis by the deejays to highlight the theme, "We're Glad to Be Americans."

KEX (Portland) deejay, Barney Keep, left Portland with the largest Hawaiian radio tour ever to leave from west of the Mississippi. Seventy-nine climbed aboard the jet liner April 26, bound for a fabulous week of touring and basking in the Hawaiian sun. 'Tis a real tough life, me thinks.

WRR (Dallas) afternoon host, Bob Kelly, recently held a contest with the "greatest prize ever—the satisfaction of helping a crippled child. Kelly asked his listeners to send him stamps that were suitable for a young collector. His audience was asked to guess the total number of stamps "BK" received. More than 10,000 flowed in and the winner got 24 prizes.

WJR's "Bud Guest Show," with host Bud Guest, tenor Fred

COUNTRY D. J. OF THE WEEK



Benny Bloom of Radio KREI, Farmington, Mo., will be WSM Radio's "Mister D.J. U.S.A." May 15. KREI operates on Clear Channel 800, with a power of 1,000 watts, and is owned by the Midwest Broadcasting System. Coverage area includes East Central and Southeast Missouri. Benny was born and grew up in Farmington. During WW II he served with the Navy in the Philippines. In 1953 he joined the staff of KREI. Besides a daily country music program, his duties include staff announcing, news gathering and reporting, as well as some selling and copywriting. Benny is married and the father of two sons. His hobbies are hunting and fishing.

Kendall, and Jimmy Clark and the WJR Orchestra, will open the station's celebration of Michigan Week-1964, when it makes a personal appearance tour of eight cities in central and southeastern Michigan.

Listed among Philadelphia's "Most Eligible Bachelors" WIP's (Continued on page 41)

POP-STANDARD SINGLES

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

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

YESTERYEAR'S HITS

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

POP—5 Years Ago May 18, 1959

1. Kansas City, W. Harrison, Fury
2. Sorry, I Ran All the Way Home, Impalas, Cub
3. The Happy Organ, D. Cortez, Clock
4. Kookie, Kookie (Lend Me Your Comb), E. Byrnes with C. Stevens, Warner Bros.
5. A Teenager in Love, Dion and the Belmonts, Laurie
6. Dream Lover, B. Darin, Alco
7. The Battle of New Orleans, J. Horton, Columbia
8. Quiet Village, M. Denny, Liberty
9. Turn Me Loose, Fabian, Chancellor
10. Pink Shoe Laces, D. Stevens, Crystalette

POP—10 Years Ago May 15, 1949

1. Wanted, P. Como, RCA Victor
2. Young at Heart, F. Sinatra, Capitol
3. Cross Over the Bridge, P. Page, Mercury
4. Make Love to Me, J. Stafford, Columbia
5. Oh, Baby Mine, Four Knights, Capitol
6. Little Things Mean a Lot, K. Kallen, Decca
7. Man With the Banjo, Ames Brothers, RCA Victor
8. Answer Me, My Love, Nat K. Cole, Capitol
9. If You Love Me (Really Love Me), K. Starr, Capitol
10. Man Upstairs, K. Starr, Capitol

RHYTHM & BLUES—Five Years Ago—May 18, 1959

- Kansas City, W. Harrison, Fury
That's Why, J. Wilson, Brunswick
So Fine, Fiestas, Old Town
Endlessly, B. Benton, Mercury
Happy Organ, D. Cortez, Clock

- Pink Shoe Laces, D. Stevens, Crystalette
I Waited Too Long, L. Baker, Atlantic
Almost Grown, C. Berry, Chess
Enchanted, Platters, Mercury
Everybody Likes to Cha Cha, S. Cooke, Keen

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Bobby Darin

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EARL-JEAN



**"I'M INTO
SOMETHIN' GOOD"**

CP 729

HENRY ALSTON



**"HEY
EVERYBODY"**

CP 731

PRODUCED BY GERRY GOFFIN



SINGLES

REVIEWS



ACROSS-THE-BOARD SPOTLIGHTS



SERENDIPITY SINGERS—BEANS IN MY EARS (Fall River, BMI) (2:06)—A novelty ditty that should provide interesting change of pace for most stations. Flip: "Sailin' Away" (Serendipity, BMI) (2:43). **Philips 40198**



HOT POP SPOTLIGHTS

- THE SEARCHERS—DONT THROW YOUR LOVE AWAY** (Wyncote, ASCAP) (2:17)—Very easy-going performance, strong on British sound, by these hit-makers. Flip: "I Pretend I'm With You" (Toby) (2:00). **Kapp 593**
- LESLEY GORE—I DON'T WANNA BY A LOSER** (Earth Music, BMI) (2:36)—Fine teen ballad sung with grace and feeling. Lyric packs meaning for younger set. Flip: "It's Gotta Be You" (Earth Music, BMI) (1:57). **Mercury 72270**
- JOEY POWERS—YOU COMB HER HAIR** (Pamper, BMI) (2:35)—Country-flavored tune with fine support and beat for a multi-tracked vocal performance loaded with zing. Flip: "Love Is a Season" (Metric, BMI) (2:25). **Amy 903**

(Continued on page 36)

GUEST D.J. PICK OF THE WEEK

JOHNNIE ROOK

Operating Director
KQV, Pittsburgh

MEMPHIS

Johnny Rivers

Imperial 66032



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

POP STANDARD SPOTLIGHTS

JACK JONES—THE FIRST NIGHT OF THE FULL MOON (Famous, ASCAP) (2:12)—A happy side right in the groove for the summer season with staccato delivery and banjo backing. Flip: "Far Away" (Cavalcade, ASCAP) (2:40). **Kapp 589**

Album Reviews on Page 54

COUNTRY MUSIC SPOTLIGHTS

EDDY ARNOLD—WHY? (Tree, BMI) (2:28)—**SWEET ADORABLE YOU** (Four Star, BMI) (2:35)—First is a beautiful ballad, tenderly sung with a soft beat and romantic choral support. Could go pop. Flip has Eddy multitracked on a warm, light song with catchy lyric. **RCA Victor 8363**

ROGER MILLER—DANG ME (Tree, BMI) (1:47)—Very clever song taken from Roger's newest LP. In the light-vein it revolves around a really bad guy: "Daddy was a pistol, and 'I'm a son-of-a-gun.'" Flip: "Got 2 Again" (Tree, BMI) (2:17). **Smash 1881**

WILBURN BROTHERS—IMPOSSIBLE (Moss Rose, BMI) (2:12)—Tender heart-breaker with warmth and feeling, good choral sounds and excellent country piano backing. Flip: "I'll Take What's Left of Me" (Sure-Fire, BMI) (2:00). **Decca 31625**

ROSE MADDOX — BLUE BIRD LET ME TAG ALONG (Central Songs, BMI)—Rose belts this up-tempo country tune. The lyric is challenging and there's fine guitar backing. Flip: "Stand Up Fool" (Mixer, BMI) (2:25). **Capitol 5186**

TRACK RECORDS

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

POP STANDARD

PATTI PAGE
WITH MY EYES WIDE OPEN I'M DREAMING (DeSylva, Brown & Henderson, Inc., ASCAP) (2:25)—From LP: "Blue Dream Street" (Mercury MG 20909)

DANNY WILLIAMS
FORGET HER (Joy Music, Inc., ASCAP) (2:32)—From LP: "White On White" (United Artists UAL 3359)

TONY BENNETT
THE RULES OF THE ROAD (Melrose Music, ASCAP) (2:13)—From LP: "When Lights Are Low" (Columbia CL 2175)

COMEDY

THE SMOTHERS BROTHERS
SLITHERY DEE (Hollis Music, BMI) (0:32)—From LP: "It Must Have Been Something I Said!" (Mercury MG 20904)

(Continued on page 36)

PROGRAMMING SPECIALS

HOT POP

- PATTI LABELLE & HER BLUEBELLS—You Will Fill My Eyes No More** (Robinson, ASCAP) (2:33)—**One Phone Call (Will Do)** (Robinson, ASCAP) (2:38). **PARKWAY 913**
- MARY ANN LORRI—One More Tear** (Figure, BMI) (2:45). **UNITED INT'L 1004**
- RONNIE DANTE—Funny** (Screen Gems-Columbia, BMI) (2:23). **ALMONT 307**
- WILBUR HARRISON—Mama, Mama, Mama** (Excellencor, BMI) (2:15)—**New York World's Fair** (Rhineland, BMI) (2:20). **CONSTELLATION 122**
- LEON RUSSELL—Misty** (Vernon, ASCAP) (1:50). **A & M 734**
- BROOKS O'DELL—I'm Your Man** (Ludix, BMI) (2:05). **GOLD 216**
- BILLY DEE—Moon Maid** (Le Hill-Midessa, BMI) (2:00). **LE CAM 127**
- JIMMY GRIFFIN—Gotta Love** (Ciribiribin) (B.I.E.M.) (2:04). **REPRISE 0280**
- DON GRADY—A Broken Heart Knows Better** (Beechwood-Amsady, BMI) (1:50). **CAPITOL 5181**
- MUSTANGS—Baby Let Me Take You Home** (Mellin-Picturetone, BMI) (2:10). **KEETCH 6002**
- ASTRONAUTS—Go Fight for Her** (Screen Gems-Columbia, BMI) (1:58). **RCA VICTOR 8364**
- LA LUPE—Spanish Boy** (T. M., BMI) (2:10). **MERCURY 72269**
- MICKIE MOST—Sea Cruise** (Monarch) (2:27). **LAWN 236**
- LEE STONE—Wait for Me** (Staz, BMI) (2:14). **SANDURA 712**
- TOMMY HUNT—You Made a Man Out of Me** (Painted Desert, BMI) (2:14). **SCEPTER 1275**
- CLAIRETTE CLEMENTINO—Since I Fell in Love With You** (Roosevelt, BMI) (2:00)—**It's Happening to Me** (Screen Gems-Columbia, BMI) (2:04). **CAPITOL 5177**
- DAWNS—It Seems Like Yesterday** (Cotillion-Fickle, BMI) (2:08). **ATCO 6296**
- JOYCE JOHNSON—I'm Setting You Free** (Don't Worry 'Bout Me) (Merry-Go-Round Melody, BMI) (1:48). **FORD 131**
- THE LIMEYS—Dance Girl Dance** (Camco, BMI) (2:00). **CANADIAN AMERICAN 403**
- BERN ELLIOT AND THE FENMEN—New Orleans** (Rockmasters, BMI) (2:40). **LONDON 9670**

SINGLES REVIEW POLICY

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

SPOTLIGHT WINNERS OF THE WEEK

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

- THE ACCENTS—Tell Me** (What's on Your Mind) (Bounds, BMI) (2:35). **COMMERCE 5012**
- JOHNNY BURNETTE—Sweet Suzie** (Key West, BMI) (2:03)—**Walkin', Talkin' Doll** (Key West, BMI) (2:58). **CAPITOL 5176**
- FOUR PREPS—I've Known You All My Life** (Screen Gems-Columbia, BMI) (2:14). **CAPITOL 5178**
- THE CREATIONS—Don't Listen to What Others Say** (Staysix, BMI) (2:20). **RADIANT 103**
- THE FAIRLANES—Baby Baby** (Staysix, BMI) (2:15). **RADIANT 101**

POP STANDARD

- DICK ROMAN—Sweet September** (Wood, ASCAP) (2:09). **SMASH 1897**
- LIONEL NEWMAN—What a Way to Go!** (Miller, ASCAP) (2:50). **20TH CENTURY-FOX 494**
- LIMELITERS—A Casinha Pequena** (Amadeo-Brio, ASCAP) (2:22). **RCA VICTOR 8361**
- CHARLES AZNAVOUR—La Mamma** (Ludlow, BMI) (3:42). **MERCURY 72274**
- LENNY DEE—Devil Woman** (Marty's, BMI) (2:26)—**San Antonio Rose** (Bourne, ASCAP) (2:30). **DECCA 25633**
- BOBBI MARTIN—I'm a Fool** (To Go on Loving You) (Champion, BMI) (2:11). **CORAL 62410**
- FRANK SINATRA—I Like to Lead When I Dance** (Sergeant-Glorste-Van Heusen, ASCAP) (3:13)—**My Kind of Town** (Sergeant-Glorste-Van Heusen, ASCAP) (2:30). **REPRISE 0279**
- DON SHIRLEY—If I Had a Hammer** (Ludlow, BMI) (2:00)—**Oh Man River** (Harms, ASCAP) (3:42). **CADENCE 1445**
- CATERINA VALENTE—When in Rome** (Sunbeam, BMI) (2:44)—**With a Song in My Heart** (Harms, ASCAP) (2:30). **LONDON 9667**

COUNTRY MUSIC

- RAY PILLOW—What's the World Coming To** (Window, BMI) (2:15)—**Left Out** (Sure-Fire, BMI) (2:36). **CAPITOL 5180**
- RUSTY & DOUG—Cleopatra** (Hastings, BMI) (2:19). **RCA VICTOR 8362**
- AUTRY INMAN—World's Worst Loser** (Big Bopper, BMI) (2:11)—**Ballad of John F. Kennedy** (English, BMI) (2:49). **SIMS 170**
- NORMA JEAN—Put Your Arms Around Her** (Four Star, BMI) (2:07)—**I'm Walkin' Advertisement** (For the Blues) (Delmore, ASCAP) (2:28). **RCA VICTOR 8328**
- RED FOLEY—When You're Smiling** (Mills, ASCAP) (2:40)—**Pack Up Your Troubles in Your Old Kit Bag** (Harms, ASCAP) (1:35). **DECCA 25634**
- VICKIE CARROLL—This Can't Be You** (Marks, BMI) (2:40). **DECCA 31624**

RHYTHM & BLUES

- RUFUS & CARLA—That's Really Some Good** (East, BMI) (2:00). **STAX 151**
- MUDDY WATERS—The Same Thing** (Arc, BMI) (2:40)—**You Can't Lose What You Ain't Never Had** (Arc, BMI) (2:55). **CHESS 1895**

JAZZ

- YUSEF LATEEF QUARTET—Yusef's French Brother** (Pamco, BMI) (4:10). **IMPULSE 225**

Watch out USA... here they come!



THE ROLLING STONES

They're great! They're outrageous! They're rebels! They sell!
THEY'RE ENGLAND'S HOTTEST!... BUT HOTTEST GROUP!

Record Retailer and Music Industry News, April 30, 1964

THE BEST SELLERS

LP	EP	
1 THE ROLLING STONES (7) The Rolling Stones Decca LK 4605	1 THE ROLLING STONES (1) The Rolling Stones Decca DFE 8560	11 (18) Cilla Black Parlophone GEP 8901
2 WITH THE BEATLES (1) The Beatles Parlophone PMC 1206	2 ALL MY LOVING (2) The Beatles Parlophone GEP 8891	12 (11) Dusty Springfield Philips BE 12560
3 WEST SIDE STORY (3) Soundtrack CBS BPG 62058	3 TWIST AND SHOUT (3) The Beatles Parlophone	13 THE BACHELORS VOL. 2 (19) The Bachelors Decca DFE 8564
11 IN DREAMS (11) Roy Orbison London HAU 8108		
12 IN THE WIND (14) Peter, Paul and Mary Warner Bros. WM 8142		
13 SOUTH PACIFIC (12) Soundtrack B.C.A. RB 16065		
14 HOW DO YOU LIKE IT (9) Gerry and The		

HOT SINGLE!

NOT FADE AWAY

#9657

* They invade this British colony on June 1, for their sell-out in-person tour and network TV performances

LONDON
RECORDS

COMING SOON...

Over 170,000 LP's sold in England!

TOP TLP'S

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

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

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Includes entries like 'THE BEATLES' SECOND ALBUM', 'HELLO, DOLLY!', 'MEET THE BEATLES', 'CLAD ALL OVER', 'HONEY IN THE HORN', 'KISSIN' COUSINS', 'INTRODUCING THE BEATLES', 'FUNNY GIRL', 'BARBRA STREISAND/THE THIRD ALBUM', 'DAYS OF WINE AND ROSES, MOON RIVER AND OTHER ACADEMY AWARD WINNERS', 'DAWN (Go Away) AND 11 OTHER GREAT SONGS', 'THE PINK PANTHER', 'IN THE WIND', 'CHARADE', 'YESTERDAY'S LOVE SONGS—TODAY'S BLUES', 'THE SERENDIPITY SINGERS', 'SHUT DOWN, VOL. 2', 'WEST SIDE STORY', 'JACK JONES' WIVES AND LOVERS', 'SWEET & SOUR TEARS', 'PETER, PAUL & MARY', 'BELAFONTE AT THE CREEK THEATRE', 'THE BARBRA STREISAND ALBUM', 'TENDER IS THE NIGHT', 'PURE DYNAMITE', 'MOON RIVER & OTHER GREAT MOVIE THEMES', 'THE WONDERFUL WORLD OF ANDY WILLIAMS', 'WHAT MAKES SAMMY RUN?', 'THE SECOND BARBRA STREISAND ALBUM', 'TODAY', 'JOAN BAEZ IN CONCERT, PART 2', 'CAMELOT', 'MOVING', 'DAYS OF WINE AND ROSES', 'BACH'S GREATEST HITS', 'GLORIA, MARTY & STRINGS', 'LOUIE LOUIE', 'ALLAN IN WONDERLAND', 'I LEFT MY HEART IN SAN FRANCISCO', 'EARLY HITS OF 1964', 'LAWRENCE OF ARABIA', 'THE MANY MOODS OF TONY', 'SHANGRI-LA', 'THE SINGING NUN', 'THE SHELTER OF YOUR ARMS', 'WHO'S AFRAID OF VIRGINIA WOOLF?', 'CATCH A RISING STAR', 'ENCORE', 'JOAN BAEZ IN CONCERT', 'OLIVER', 'THERE! I'VE SAID IT AGAIN'.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Includes entries like 'MOMS MABLEY OUT ON A LIMB', 'FUN IN ACAPULCO', 'TOM JONES', 'HOLLYWOOD—MY WAY', 'MEET THE SEARCHERS/NEEDLES AND PINS', 'LIVING A LIE', 'REFLECTING', 'MY FAIR LADY', 'TRINI LOPEZ ON THE MOVE', 'TIME TO THINK', 'TILL THE END OF TIME', 'THE TIMES THEY ARE A-CHANGIN'', 'THE NEVER ENDING IMPRESSIONS', 'TRINI LOPEZ AT PJ's', 'RING OF FIRE—THE BEST OF JOHNNY CASH', 'NAVY BLUE', 'RICK NELSON SINGS "FOR YOU"', 'SINATRA'S SINATRA', 'RAMBLIN'', 'WE SHALL OVERCOME', 'PAINTED, TAINTED ROSE', 'THE ITALIAN VOICE OF AL MARTINO', 'JOHNNY'S GREATEST HITS', 'SOMETHING SPECIAL FOR YOUNG LOVERS', 'THE BEST OF THE KINGSTON TRIO', 'MARIA ELENA', 'HELLO, DOLLY!', 'AIN'T THAT GOOD NEWS', 'CALL ME IRRESPONSIBLE AND OTHER HIT SONGS', 'SOLID GOLD STEINWAY', 'MASS FOR JOHN F. KENNEDY; MOZART: REQUIEM', 'A LETTERMEN KIND OF LOVE', 'ANY NUMBER CAN WIN', 'THE JAMES BROWN SHOW', 'CURB YOUR TONGUE, KNAVE!', 'GENE PITNEY'S BIG SIXTEEN', 'ROY ORBISON'S GREATEST HITS', 'PACKAGE OF 16 HITS', 'HER JOY, HER SONGS', 'APOLLO SATURDAY NIGHT', 'FRANK FONTAINE SINGS HOW SWEET IT IS', 'ROMANTICALLY', 'THE VENTURES IN SPACE', 'TIME CHANGES', 'QUIET NIGHTS', 'TALK BACK TREMBLING LIPS', 'THE SOUND OF MUSIC', 'LITTLE DEUCE COUPE', 'HOW THE WEST WAS WON', 'BAJA MARIMBA BAND'.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Includes entries like 'THE SMOTHERS BROTHERS AT THE PURPLE ONION', 'SURFIN' U. S. A.', 'SHOWTIME', 'WASHINGTON SQUARE', 'WONDERFUL! WONDERFUL!', 'MONDO CANE', 'THE NEW CHRISTY MINSTRELS', 'THE FIRST HURRAH!', 'UM, UM, UM, UM, UM, UM, THE BEST OF MAJOR LANCE', 'I'LL SEARCH MY HEART', 'MANHATTAN TOWER', 'BLUE VELVET AND 1963'S GREAT HITS', 'SHUT DOWN', 'GREAT VOICES OF THE CENTURY', 'JOAN BAEZ, VOL. 1', 'ROGER WILLIAMS 10th ANNIVERSARY/LIMITED EDITION', 'THE WOMENFOLK', 'PERCY FAITH & HIS ORK PLAY GREAT FOLK THEMES', 'IT'S ALL IN THE GAME', 'ROME 35/MM', 'I LOVE YOU BECAUSE', 'ELVIS' GOLDEN RECORDS, VOL. 3', 'I AM THE GREATEST', 'FROM RUSSIA WITH LOVE', 'THINK ETHNIC', 'A TRIBUTE TO THE ALL-TIME GREATS', 'MORE OF EVERYTHING!', 'RAMBLIN' ROSE', 'PAIN IN MY HEART', 'REFLECTIONS', 'JUDY COLLINS =3', 'SURFIN' BIRD', 'MEET THE TEMPTATIONS', 'YOU MAKE ME FEEL SO YOUNG', 'FOREVER', 'ALWAYS IN MY HEART', 'GOLDEN HITS OF THE 4 SEASONS', 'HIGH SPIRITS', 'SUSPICION!', 'BOOTS RANDOLPH'S YAKETY SAX', 'MARY WELLS AND MARVIN GAYE TOGETHER', 'CALL ME IRRESPONSIBLE AND THE JACK JONES HITS', 'FOLK SONGS AROUND THE WORLD', 'SHANGRI-LA', 'THE BEATLES', 'BECKET', 'HEY LITTLE COBRA AND OTHER HOT ROD HITS', 'GOLDEN HITS OF JERRY LEE LEWIS', 'LONELY GUITAR'.

THE HIT! THE ONE THAT'S SELLING!

The Overlanders YESTERDAY'S GONE

HICKORY 1258

REPORTED PICKS AND PLAYS AS OF MAY 5, 1964

AKRON, O.
WAKR
ALLENTOWN, PA.
WHOL
ATLANTA, GA.
WFOM
WPLO
WQXI
ATLANTIC CITY, N. J.
WMID
BALTIMORE, MD.
WCAO (DISCOVERY)
WITH
WMBD
BIRMINGHAM, ALA.
WSGN
WVOK
WYDE
CHICAGO, ILL.
WIND
CINCINNATI, O.
WSAI
CLEVELAND, O.
WHK
COLUMBUS, GA.
WDAK

CORVALLIS, ORE.
KFLY
KLOO
DALLAS, TEX.
KBOX
DAYTON, O.
WING
DES MOINES, IA.
KIOA (PICK)
DETROIT, MICH.
WXYZ
EUGENE, ORE.
KASH
EVERETT, WASH.
KRKO
FLINT, MICH.
WTRX
HOQUIAM, WASH.
KHOK
HOUSTON, TEX.
KILT
KNUZ
INDIANAPOLIS, IND.
WIFE

KANSAS CITY, MO.
KDUL
KNOXVILLE, TENN.
WNOX
LAKE PLACID, N. Y.
WIRD
LANSING, MICH.
WITL
LITTLE FALLS, N. Y.
WLFH
LOUISVILLE, KY.
WAKY (PICK)
WINN
WKLO
MEDFORD, ORE.
KBOY
MINNEAPOLIS, MINN.
KDWB
WDGY
MOSES LAKE, WASH.
KSEM
NASHVILLE, TENN.
WKDA
WLAC
WMAK
WSM

NEW ORLEANS
WNOE
WTIX
NORRISTOWN, PA.
WNAR
OKLAHOMA CITY
KOMA
WKY
PHILADELPHIA, PA.
WBIG
PITTSBURGH, PA.
WEEP
PLATTSBURG, N. Y.
WIRY
PLEASANTVILLE, N. J.
WOND
PORTLAND, ORE.
KGON
KISN
SACRAMENTO, CALIF.
KCRA
KROY
KXOA
SALEM, ORE.
KBZY

SAN ANTONIO, TEX.
KONO
KTSA
SAN BERNARDINO, CALIF.
KMEM
SAN DIEGO, CALIF.
KCBQ
KDEO
SEATTLE, WASH.
KJR
SHREVEPORT, LA.
KEEL
SPOKANE, WASH.
KNEW
KXLY
SPRINGFIELD, O.
WIZE
ST. LOUIS, MO.
KXOK
WIL
TACOMA, WASH.
KTAC
TRENTON, N. J.
WAAT
WILMINGTON, DEL.
WAMS

SINGLES

Billboard
REVIEWS

SPOTLIGHT WINNERS OF THE WEEK

THE OVERLANDERS—YESTERDAY'S GONE (Unart, BMI) (2:08)—This is a British record originally recorded by Pye. Group singing with up-tempo sound, strong beat and fine band backing. Flip: "Gone the Rainbow" (Pepamar, ASCAP) (2:26). Hickory 1258



RECORD WORLD—May 2, 1964



WINNERS
CIRCLE



(RECORDS SHOWING STRONGEST INITIAL POTENTIAL THIS WEEK)

YESTERDAY'S GONE

(Unart, BMI)
The Overlanders
—Hickory 1258

COMING UP STRONG!

Chloe Harris

**LITTLE
PEOPLE**

HICKORY 1253

Dean & Mark
THERE OUGHTA
BE A LAW

c/w
When I Stop Dreaming
HICKORY 1249

Hickory

RECORDS, INC.
2510 Franklin Road, Nashville, Tenn. 37204

HOME OF THE NASHVILLE SOUND

Hubert Long Pledges \$10,000 To CMA Fame & Museum Bldg.

NASHVILLE—"Since the inception of the Country Music Association, the world of country music has expanded one-hundred-fold around the world. It is only fitting that we all help a cause so great. With a building to house not only the working nucleus but also many mementos of the country and western world . . . every day I feel a little bit prouder being associated with the c&w music business."

With these words, Hubert Long, one of the country music industry's leading figures, presented the CMA with a \$10,000 pledge toward the Country Music Hall of Fame and Museum Building. Long is president of Hubert Long Talent Agency and Moss Rose Publications, Inc.; a lifetime member of the CMA, and also CMA past-treasurer and board member. In addition, he is vice-president and life member of the newly formed Nashville Chapter of NARAS.

Always an active member and supporter of the country music

industry, Long is the first Nashville publisher to contribute to the CMA building fund, and is the second \$10,000 contributor since the building fund was initiated in February.

The CMA building will house the CMA offices, museum and Hall of Fame and is to be located on a grant of land at 16th Avenue, South, and Division Street donated by the city of Nashville for the purpose. The location is considered a key property as it fronts the street known in the industry as Record Row, where many of Music City's offices are located, including several recording companies, publishing firms and talent agencies.



PICTURED IS HUBERT LONG, president of Hubert Long Talent Agency and Moss Rose Publications, Inc., Nashville, presenting his pledge of \$10,000 to CMA board chairman, Frances Preston, for the Country Music Hall of Fame Building Fund.

NASHVILLE SCENE

By LARRY COLE

Starday's Johnny Bond was in from his home on the West Coast for guest appearances on the "Opry" and sessions with Starday's Don Pierce, Martin Haerle and Tommy Hill. . . . Central Songs' Hap Wilson and Central's Vice-President Joe Allison huddled here for a confab last week. Incidentally, Allison continues to receive accolades for deft production of recent CMA promotion shows. Next show is set for Toronto in August. . . . Don and Phil Everly in town for Warner Bros.' sessions at the Fred Foster Sound Studios, with Wesley Rose at the helm.

Saturday, May 2, marked the initial tour of Music City as hosted by George Hamilton IV and John Loudermilk. These two and a half-hour tours will be conducted twice each Saturday throughout the summer. On the tour agenda are recording studios, a pressing plant, Nashville's Music Row, and many of the artists' homes. . . . Stan Hitchcock, Epic recording artist and local representative for Earl Barton Music, Inc., recently moved his wife and daughter to Nashville from Missouri.

Yonah Music Company's Slim Williamson suggests that D.J.'s who need copies of Roy Drusky's "Pick of the Week" on Mercury, Ott Stephens' "Be Quiet Mind" on Reprise, Carl and Pearl Butler's "I'm Hanging Up the Phone" on Columbia, or Carl Davis' "That's What Tears Me Up," drop him a note at P. O. Box 425, Louisville, Ga. . . . Jack Logan, of Nugget Records, reports that Dick Flood's first release on Nugget, "Blue, Blue Party" b.w. "Same Old Cheatin' You," is now in the mail. D.J.'s needing copies can get same by writing Jack at Nugget Records, Route 1, Box 400, Geodlettsville, Tenn.

New Country Label

GALLIPOLIS, Ohio — Stan Lane, c.&w. deejay and songwriter, has become a partner with Zeke Mullins in Timber Records and Scioto Music, with headquarters in this city. Mullins, also a writer of country music, is presently c.&w. deejay on WPAY-Radio, Portsmouth, Ohio. The new firm will work with c.&w. material, with its first release due out soon.



EVERYONE IS ALL SMILES as Mercury's Faron Young signs an exclusive management and booking agreement with Denny-Moeller Talent, Inc., executives. Looking on from left, are Jack B. Andrews, Larry A. Moeller and W. E. (Lucky) Moeller, president of the Nashville agency.

HOT COUNTRY SINGLES

FOR WEEK ENDING 5/16/64			
This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	2	MY HEART SKIPS A BEAT Buck Owens, Capitol 5136	8
2	1	UNDERSTAND YOUR MAN Johnny Cash, Columbia 42964	13
3	4	BURNING MEMORIES Ray Price, Columbia 42971	10
4	3	WELCOME TO MY WORLD Jim Reeves, RCA Victor 8289	17
5	6	KEEPING UP WITH THE JONESES Margie Singleton & Faron Young, Mercury 72237	10
6	5	SAGINAW MICHIGAN Lefty Frizzell, Columbia 42924	19
7	7	THIS WHITE CIRCLE ON MY FINGER Kitty Wells, Decca 31580	16
8	13	TOGETHER AGAIN Buck Owens, Capitol 5136	7
9	9	BALTIMORE Sonny James, Capitol 5129	8
10	8	LONG GONE LONESOME BLUES Hank Williams Jr., MGM 13208	15
11	10	LOVE IS NO EXCUSE Jim Reeves & Dottie West, RCA Victor 8324	8
12	14	BREAKFAST WITH THE BLUES Hank Snow, RCA Victor 8334	6
13	12	A WEEK IN THE COUNTRY Ernest Ashworth, Hickory 1237	16
14	20	TIMBER I'M FALLING Ferin Husky, Capitol 5111	13
15	24	SORROW ON THE ROCKS Porter Wagoner, RCA Victor 8338	4
16	35	FOLLOWED CLOSELY BY TEARDROPS Hank Locklin, RCA Victor 8318	7
17	16	EASY COME, EASY GO Bill Anderson, Decca 31577	14
18	11	MOLLY Eddy Arnold, RCA Victor 8296	16
19	17	YOU ARE MY FLOWER Lester Flatt & Earl Scruggs, Columbia 42954	14
20	18	LOOKING FOR MORE IN '64 Jim Nesbitt, Chart 1065	9
21	21	YOUR HEART TURNED LEFT (And I Was on the Right) George Jones, United Artists 683	16
22	23	I CAN STAND IT (As Long As She Can) Bill Phillips, Decca 31584	10
23	26	CHICKASHAY David Houston, Epic 9658	8
24	27	WINE, WOMAN AND SONG Loretta Lynn, Decca 31608	3
25	15	MILLER'S CAVE Bobby Bare, RCA Victor 8294	15
26	19	FIVE LITTLE FINGERS Bill Anderson, Decca 31577	17
27	28	INVISIBLE TEARS Ned Miller, Faber 128	4
28	29	FAIR AND TENDER LADIES George Hamilton IV, RCA Victor 8304	5
29	22	THE PILLOW THAT WHISPERS Carl Smith, Columbia 42949	13
30	30	PICK OF THE WEEK Roy Drusky, Mercury 72265	2
31	—	KEEP THOSE CARDS AND LETTERS COMING IN 2 Johnny & Jane Massey, Columbia 43005	2
32	25	THE FILE Bob Luman, Hickory 1238	13
33	39	YOU TOOK HIM OFF MY HANDS Marion Worth, Columbia 42992	5
34	—	ANGEL ON LEAVE Jimmy "C" Newman, Decca 31609	1
35	40	THE FIRST STEP DOWN Bob Jennings, Sims 161	2
36	38	WALKIN', TALKIN', CRYIN', BARELY BEATIN' BROKEN HEART Johnny Wright & the Tennessee Mountain Boys, Decca 31593	3
37	42	NOT MY KIND OF PEOPLE Stonewall Jackson, Columbia 43011	4
38	34	WIDOW MAKER Jimmy Martin, Decca 31558	15
39	41	WHEN THE WORLD'S ON FIRE Tillman Franks Singers, Starday 670	3
40	37	DOUBLE LIFE Joe Carson, Liberty 55664	11
41	44	THAT'S ALL THAT MATTERS Ray Price, Columbia 42971	7
42	—	THEN I'LL STOP LOVING YOU Browns, RCA Victor 8348	1
43	43	CIRCUMSTANCES Billy Walker, Columbia 43010	4
44	36	GIRL FROM SPANISH TOWN Marty Robbins, Columbia 42968	11
45	45	IT'S LONESOME Billy Walker, Columbia 43010	2
46	32	LINDA WITH THE LONELY EYES George Hamilton IV, RCA Victor 8304	8
47	—	GONNA GET ALONG WITHOUT YOU NOW Skeeter Davis, RCA Victor 8347	1
48	48	EIGHT YEARS (And Two Children Later) Claude Gray, Mercury 72236	8
49	50	SLIPPING AROUND Marion Worth & George Morgan, Columbia 43020	2
50	33	PETTICOAT JUNCTION Lester Flatt & Earl Scruggs, Columbia 42982	10

'Ohio Barn Dance' To Move to Akron

CLEVELAND — Tex Clark has closed the doors of the old Eclair Theater here, which housed the weekly "Ohio Barn Dance," and has set up offices for the summer at Newbury, Ohio. "Barn Dance" will move into a new building this fall in the Akron sector.

The "Barn Dance" radio shows will continue as usual over Clark's Country Music Network, comprising more than 30 radio stations in the U. S. and Canada, which carry 15 to 30-minute segs weekly.

"Betty & Dupree"
b/w
"Got My Mojo Working"
Sun #389
Billy Adams
SUN RECORDS
639 Madison Memphis, Tenn.

Hot New R&B Release
"I GOT A BROKEN HEART"
b/w
"I HAD A DREAM LAST NIGHT"
by
LONESOME SUNDOWN
Excello #2249
EXCELLO RECORDS
177 3rd Ave. No. Nashville, Tenn.
CH 2-2215

JUST OUT AND CHART BOUND!
"I'M HANGING UP THE PHONE"
by
Carl Butler & Pearl
Columbia #4-43030
D.J.'s, write
YONAH MUSIC
Box 425, Louisville Georgia

HOT COUNTRY ALBUMS

Billboard SPECIAL SURVEY FOR WEEK ENDING 5/16/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	GUITAR COUNTRY Chet Atkins, RCA Victor LPM 2783 (M); LSP 2783 (S)	15
2	2	LORETTA LYNN SINGS Decca DL 4457 (M); DL 74457 (S)	18
3	5	SAGINAW MICHIGAN Lefty Frizzell, Columbia CL 2169 (M); CS 8969 (S)	5
4	3	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053 (M); CS 8853 (S)	19
5	6	THE BEST OF GEORGE JONES United Artists UAL 3291 (M); UAS 6291 (S)	19
6	7	MORE HANK SNOW SOUVENIRS RCA Victor LM 2812 (M); LSP 2812 (S)	4
7	4	NIGHT LIFE Ray Price, Columbia CL 1971 (M); CS 8771 (S)	19
8	11	STORY SONGS FOR COUNTRY FOLKS Faron Young, Mercury MG 20896 (M); SR 60896 (S)	14
9	10	ON THE BANDSTAND Buck Owens, Capitol T 1879 (M); ST 1879 (S)	19
10	9	FOLK SONG BOOK Eddy Arnold, RCA Victor LPM 2811 (M); LSP 2811 (S)	10
11	8	BUCK OWENS SINGS TOMMY COLLINS Capitol T 1989 (M); ST 1989 (S)	19
12	15	HANK WILLIAMS JR. SINGS THE SONGS OF HANK WILLIAMS MGM E 4213 (M); SE 4213 (S)	3
13	18	LOVING ARMS Carl Butler & Pearl, Columbia CL 2125 (M); CS 8925 (S)	8
14	12	BILL ANDERSON SINGS Decca DL 4499 (M); DL 74499 (S)	7
15	13	GOOD 'N' COUNTRY Jim Reeves, RCA Camden CAL 784 (M); CAS 784 (S)	8
16	19	BLUEGRASS HOOTENANNY George Jones & Melba Montgomery, United Artists UAL 3352 (M); UAS 6352 (S)	3
17	16	FLAT & SCRUGGS RECORDED LIVE AT VANDERBILT UNIVERSITY Lester Flatt & Earl Scruggs, Columbia CL 2134 (M); CS 8934 (S)	7
18	17	RAILROAD MAN Hank Snow, RCA Victor LPM 2705 (M); LSP 2705 (S)	18
19	20	I LOVE A SONG Stonewall Jackson, Columbia CL 2059 (M); CS 8859 (S)	19
20	—	SONGS ABOUT THE WORKING MAN Dave Dudley, Mercury MG 20899 (M); SR 60899 (S)	1



KAY ARNOLD, Chart recording artist, is receiving heavy air play and good initial sales with "COLDER THAN DIAMONDS" b/w "LOVING TIME" (Chart #1080). Kay is booked by BUSTER DOSS TALENT, INC., Nashville.

(Advertisement)

Gene Gentry Cast For 'Cheatin' Heart'

CINCINNATI — Former Nashville radio announcer and "Grand Ole Opry" singer, Gene Gentry, has been signed for an important role in MGM's "Your Cheatin' Heart," based on the life of the famed Hank Williams. Scenes are being shot in the Auditorium, Culver City, Calif.

George Hamilton, Susan Oliver, Arthur O'Connell and Red Buttons headline the musical biographical film being produced by Sam Katzman and directed by Gene Nelson.

Newkeys Ups Bobby Dyson

NASHVILLE — Jimmy Key, president of Newkeys Music, Inc., has announced the appointment of Bobby Dyson as national promotion director for the firm and its affiliated publishing companies, Circle Dot Publishing Company and Circle Music Company, all headquartered at 812 16th Avenue South, Nashville. Dyson, who has been with Newkeys since October, 1963, as writer relations director, will still maintain that position. In his new capacity, he will work directly with Key and will be responsible for promotions on all material published by the three firms.

Portsmouth, N. H., May 12; Copa Club, Secaucus, N. J., 14; Bolling Air Force Base, Washington, 15; Madison Square Garden and City Center Ballroom, New York, 16-17; Golden Nugget, Las Vegas, 21-27; Fort Bliss, El Paso, Tex., 29, and Sheriff's Posse Dance, El Paso, 30.

"Grand Ole Opry's" Wilma Lee and Stony Cooper show their wares at Topeka, Kan., May 13; Sioux City, Ia., 14; Omaha, 15; Lincoln, Neb., 16, and Kansas City, Kan., 17. . . . Brenda and Ronnie Shacklett are celebrating the arrival of a new daughter, Julie Leann, born recently at Vanderbilt Hospital, Nashville. The Shackletts are at home on Kelly Road, Brentwood, Tenn.

Buddy Killen, executive vice-president of Tree Publishing, and wife, Sue, are back in Nashville after 10 days in New York on business and pleasure. Tree's list of exclusive writers now include newcomers Don Wayne and Jean Chapel. Wayne is best known for Lefty Frizzell's current clicker, "Saginaw, Michigan." . . . Hal Poindexter and His Golden State Bluegrass Boys appeared with the Marty Robbins show on a nine-day swing through Wyoming, Idaho and Oregon, winding up at Civic Auditorium, Ontario, Ore., Tuesday (12). The trek was set up and promoted by Bob Flowers and the Shamrock Enterprises.

Philip Morris Derby Show in Col'bia Album

LOUISVILLE—The seventh annual Philip Morris Derby Festival Music Show, presented at Freedom Hall here during Derby week, was taped by Columbia Records and will be released soon in album form. Taping and recording equipment was flown here from Columbia's Nashville Studio and Don Law and Frank Jones, Columbia a&r executives, supervised the taping of the show. Glenn Snoddy and Tom Sparkman engineered the album production.

The show, sponsored annually by the Philip Morris Tobacco Company, drew a record-breaking crowd of over 20,000 people, according to W. E. (Lucky) Moeller, president of Denny-Moeller Talent, Inc., who has booked and produced the show since its inception.

Headlining the Morris layout this year were Johnny Cash, Carl Smith, Lefty Frizzell, Stonewall Jackson, Carl and Pearl Butler, Billy Walker, Pee Wee King and the Golden West Cowboys, Redd Stewart, June Carter, Harold Bradley, the Statler Brothers and the Stoney Mountain Cloggers.

Colorado Festival Set for June 11-13

DENVER—All phases of the country music business will be honored at the second annual Country Music Festival to be held at the Four Seasons Night Club, Aurora, Ill., June 11-13, according to Gladys Hart, of C.&W. Record Promotion, Denver, festival director.

Chief theme of the conclave, Miss Hart says, will be to promote country music on a national basis. A special Country Music Association membership drive will be conducted during the meeting. The D. J. Awards Dinner will be held on the closing night of the festival. All facets of the country music industry are invited to attend.

Those planning to attend are requested to contact Walter Alkire or Gladys Hart at the Four Seasons nitery, 14401 E. Colfax, Aurora, Colo.

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COUNTRY MUSIC CORNER

By BILL SACHS

Ernest Tubb and Texas Troubadours are routed for Roanoke, Va., May 15; Madison Square Garden, New York, May 16-17; Patuxent River, Md., 18; East Paterson, N. J., 20; Lewiston, Me., 21; Augusta, Me., 22; Rochester, N. Y., 23; Toronto, Ont., 24; Cole Camp, Mo., 28; Bowling Green, Mo., 29, and Lake Ozark, Mo., May 30-June 5. Dates were arranged by Hal Smith Artists Productions, Nashville. . . . Sandy Kaplan will emcee the "Green Valley Hootenanny" at U.S.L. College, Lafayette, La., Wednesday night, May 13. Featured will be Luke Thompson and His Green Valley

Boys, with Horace Nowell, Jim Oertling, Lum York and five-string banjo man, Carcie Smith of Mud Lick, Ky.

Tompall and the Glaser Brothers join a Hap Peebles unit for a five-day swing of the Midwest, starting May 13. . . . The Johnny Wright-Kitty Wells show, with Bill Phillips and the Tennessee Mountain Boys, move into New York for appearances with the Vic Lewis' country music spec at Madison Square Garden, May 16-17. . . . Leon McAuliffe and His Cimarron Boys wind up the month as follows: Peace Air Force Base,



ONE OF THE MOST DURABLE PROGRAMS of all time, the WGN "Barn Dance" out of Chicago last week celebrated its 40th anniversary. Its cast through the years reads like a Who's Who of C.&W. Music. Its current cast includes (seated on hay bales): Bob and Bobbie Thomas and Ruth and Edith, the Johnson Sisters; seated on stage, Arkie the Arkansas Woodchopper and Dolph Hewitt; standing on stage, the Sage Riders (Tiny Murphy, Jimmy Hutchinson, Toby Nix, Lino Frigo and Johnny Frigo), Cousin Tilford, Red Blanchard and Bob Atcher.

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COMING
AUGUST 1

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	ALL MY LOVING	The Beatles (Parlophone)—Leeds
2	2	WORLD WITHOUT LOVE	Peter & Gordon (Columbia)—Leeds
3	4	SHE WEARS MY RING	*Johnny O'Keefe (London)—Acuff-Rose
4	6	BITS AND PIECES	Dave Clark Five (Columbia)—Castle
5	3	LOVE ME DO	The Beatles (Parlophone)—Leeds
6	7	DIANNE	The Bachelors (Decca)—Allan's
7	8	CRY FOR A SHADOW	The Beatles (Polydor)—Leeds
8	—	4,300,221 TEARS FROM NOW	*Judy Stone (Festival)—Pincus-Gil
9	9	VIVA LAS VEGAS	Elvis Presley (RCA)—Belinda
10	10	DAWN (GO AWAY)	Four Seasons (Philips)—Castle
11	—	LITTLE CHILDREN	Billy J. Kramer (Parlophone)—Alberta
12	5	TWIST AND SHOUT	The Beatles (Parlophone)—Chappell
13	11	I LOVE YOU MORE AND MORE EVERY DAY	Al Martino (Capitol)—Chappell
14	12	ROLL OVER BEETHOVEN	The Beatles (Parlophone)—Leeds
15	13	CALIFORNIA SUN	The Riveras (W. & G.)—Chappell

BRITAIN

*Denotes local origin

This Week	Last Week	Title	Artist
1	3	DON'T THROW YOUR LOVE AWAY	*Searchers (Pye)—Welbeck Music
2	4	MY BOY LOLLIPOP	*Millie (Fontana)—Chappell
3	1	WORLD WITHOUT LOVE	Peter and Gordon (Columbia)—Northern Songs, Ltd.
4	2	I BELIEVE	*Bachelors (Decca)—Cinephonic
5	9	JULIET	*Four Pennies (Philips)—Flamingo Music
6	5	CAN'T BUY ME LOVE	Beatles (Parlophone)—Northern Songs, Ltd.
7	6	I LOVE YOU BECAUSE	Jim Reeves (RCA)—Bourne Music
8	8	DON'T LET THE SUN CATCH YOU CRYING	*Gerry and the Pacemakers (Columbia)—Pacer-music
9	7	MOVE OVER DARLING	Doris Day (CBS)—California Music
10	12	WALK ON BY	Dionne Warwick (Pye Int.)—17 Savile Row
11	19	A LITTLE LOVING	*Fourmost (Parlophone)—Jaep Music
12	20	IT'S OVER	Boy Orbison (London)—Acuff-Rose
13	11	MOCKING BIRD HILL	Migil Five (Pye)—Southern Music
14	10	BUBBLE BUBBLE	*Manfred Mann (HMV)—Keith Prowse Music
15	13	DON'T TURN AROUND	Merseybeats (Fontana)—Robbins Music
16	14	EVERYTHING'S ALL RIGHT	*Mojos (Decca)—West One Music
17	23	CONSTANTLY	*Chiff Richard (Columbia)—World Wide—BIEM
18	16	BABY LET ME TAKE YOU HOME	*Animals (Columbia)—Ivy Music
19	—	YOU'RE MY WORLD	*Cilla Black (Parlophone)—Aberbach
20	17	NOT FADE AWAY	*Rolling Stones (Decca)—Southern Music
21	17	TELL ME WHEN	*Applejacks (Decca)—Southern-Freddie Poser
22	—	I WILL	*Billy Fury (Decca)—Bens Music
23	21	NON HO L'ETA PER AMARTI	Gigliola Cinquetti (Decca)—Chappell
24	29	IF I LOVED YOU	*Richard Anthony (Columbia)—Williamson
25	15	LITTLE CHILDREN	Billy J. Kramer (Parlophone)—Belinda Music
26	24	ROLLING STONES (LP)	*Rolling Stones (Decca)—E. H. Morris-Jewel-Burlington-Southern-Campbell-Connelly-Belinda-Hill & Range
27	22	JUST ONE LOOK	*Hollis (Parlophone)—T. S. Music
28	28	DIANE	*Bachelors (Decca)—Keith Prowse Music

29	—	THE RISE AND FALL OF FLINGEL BUNT	*Shadows (Columbia)—Shadows
30	27	ANGRY AT THE BIG OAK TREE	*Frank Ifield (Columbia)—Shapiro-Bernstein

FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine)

This Week	Last Week	Title	Artist
1	1	VOUS PERMETTEZ, MONSIEUR	*Adamo (Pathe)—Ardmore & Beechwood
2	3	NON HO L'ETA PER AMARTI	Gigliola Cinquetti (Show Records)—Italmusic
3	4	PRES DE MA RIVIERE	*Robert Cogoi (Philips)—World
4	2	A PRESENT TU PEUX T'EN ALLER	Richard Anthony (Columbia)—Chappell
5	5	PETITE MECHE DE CHEVEUX	Claude Francois (Fontana)—World
6	6	MARIA ELENA	Los Indios Tabajaras (RCA)—World
7	7	CEUX QUI ONT UN COEUR	Petula Clark (Vogue)—Belindamusic
8	—	QUAND LES ROSES	*Adamo (Pathe)—Ardmore & Beechwood
9	10	JE SUIS A TOI	Patricia Carli (Bel-Air)—Italmusic
10	9	A PRESENT TU PEUX T'EN ALLER	Les Surfs (Festival)—Chappell

HOLLAND

(Courtesy Platennieuws, Amersfoort)

This Week	Last Week	Title	Artist
1	1	VOUS PERMETTEZ, MONSIEUR	Adamo (Pathe)—Anagon
2	4	CAN'T BUY ME LOVE	Beatles (Parlophone)
3	3	DE WINTER WAS LANG	Willeke Alberli (Philips)—Basart
4	2	NON HO L'ETA	Gigliola Cinquetti (Show)—World
5	8	LA MAMMA	Corrie Brokken (Philips)—Altona
6	—	BITS AND PIECES	Dave Clark (Columbia)—Anagon
7	—	GIB MIR DEIN WORT	Freddy (Polydor)
8	—	GOOD GOLLY MISS MOLLY	The Swinging Blue Jeans (HMV)—Holland
9	5	I WANT TO HOLD YOUR HAND	Beatles (Parlophone)—Basart
10	—	OH MY DARLING, CAROLINE	Ronny (Telefunken)—Holland

JAPAN

(Courtesy Utamatic, Tokyo)

This Week	Last Week	Title	Artist
1	1	TOKYO BLUES	*Nishida Sachiko (Polydor)—JASRAC
2	3	SAVE THE LAST DANCE FOR ME	Koshiji Fubiki (Toshiba); Drifters (Atlantic); Jimmy Justice (Pye)—Aberbach
3	4	SHORT ON LOVE	Gus Backus (Polydor)—No Sub-publisher
4	8	VIVRE SA VIE	Roger France (Seven Seas)—BIEM
5	7	I WANT TO HOLD YOUR HAND	Beatles (Odeon)—Toshiba
6	5	SUGATA SANSHIRO	*Murata Hideo (Columbia)—JASRAC
7	6	SASURAI	*Katsumi Shigeru (Toshiba)—JASRAC
8	9	KIMIDAKE O	*Saigo Teruhiko (Crown)—JASRAC
9	2	WASHINGTON SQUARE	The Village Stompers (Epic); Paradise King (Toshiba)—Toshiba
10	—	WHERE HAVE ALL THE FLOWERS GONE	The Kingston Trio (Capitol); Peter, Paul & Mary (Warner Bros.)—No Sub-publisher

NORWAY

(Courtesy Verdens Gang)

This Week	Last Week	Title	Artist
1	1	LA MEG VAERE UNG	*Wenche Myhre (Triola)—Arne Bendiksen
2	2	I LOVE YOU BECAUSE	Jim Reeves (RCA Victor)—Moerk

3	3	CAN'T BUY ME LOVE	Beatles (Parlophone)—Edition Lyche
4	7	NON HO L'ETA	Gigliola Cinquetti (Triola)—Moerk
5	4	ALL MY LOVING	Beatles (Parlophone)—Edition Lyche
6	5	SKONA MITT HJARTA	Siv Malmkvist (Metronome)—Imudico
7	6	VIVA LAS VEGAS	Elvis Presley (RCA Victor)—Belinda
8	10	MY BOY LOLLIPOP	Millie (Fontana)—Moerk
9	—	GOOD GOLLY MISS MOLLY	Swinging Blue Jeans (HMV)—Imudico
10	8	HIPPY HIPPI SHAKE	Swinging Blue Jeans (HMV)—Imudico

PERU

(Courtesy La Prensa, Lima)

This Week	Last Week	Title	Artist
1	1	TE PIDO QUE ME GUIES	Leo Dan (Columbia); Carlos Pickling (MAG)
2	3	CORAZON	Manolo Munoz (Musart); Juan Ramon (Disc-Jockey); Cesar Altamirano (MAG)
3	7	ESTA NOCHE	Silvinho (Philips); Los Norunos (Sono Radio)
4	2	ME RECORDARAS	Luis Dimas (Philips); Koko Montana (Sono Radio)
5	5	FANNY	Leo Dan (Columbia); Andy Macia (Disc-Jockey); Gladys Alcalá (Odeon)
6	—	SI ME PERDIERAS	Cesar Altamirano (MAG); Pepe Miran da (Virrey)
7	4	SABOR A SAL	Jimmy Santy (Sono Radio); Juan Ramon (Disc-Jockey)

8	10	EL LLAVERO Y MI CORAZON	Kike Martino (Virrey)
9	6	LIMENA	(Dengue)—Perez Prado (Odeon); Enrique Lynch (Sono Radio)
10	8	DENGUE DE DAISY	Damaso Perez Prado (Odeon)

SOUTH AFRICA

This Week

1	SOMEBODY LOVES YOU	Skeeter Davis (RCA)
2	I'M LEAVING IT UP TO YOU	Dale & Grace (London)
3	CAN'T BUY ME LOVE	Beatles (Parlophone)
4	ANYONE WHO HAD A HEART	D. Warwick (Fontana)
5	AS USUAL	Brenda Lee (Decca)
6	BREATHLESS	Bill Kimber & the Couriers (Renown)
7	I WANNA HOLD YOUR HAND	Beatles (Parlophone)
8	VIVA LAS VEGAS	Elvis Presley (RCA)

SPAIN

(Courtesy Discomania)

This Week	Last Week	Title	Artist
1	2	NON HO L'ETA	G. Cinquetti (Hispano)—Musica Sur
2	6	AMERICA	Trini Lopez (Reprise)
3	5	LA MAMMA	Aznavour (Columbia)—Quiroga
4	3	LO NUESTRO TERMINO	Duo Dinamico (Voz Amo)—Musica Sur
5	1	IF I HAD A HAMMER	Trini Lopez (Reprise)
6	—	TWIST AND SHOUT	The Beatles (Voz Amo)
7	9	OGNI VOLTA	Paul Anka (RCA)
8	4	SHE LOVES YOU	The Beatles (Voz Amo)—Aberbach
9	7	HEART-CUORE	Rita Pavone (RCA)—Hispano
10	10	I WANT TO HOLD YOUR HAND	Beatles (Voz Amo)

Beatles Tix Cost Top Hong Kong \$\$

HONG KONG—The Beatles arrive here June 9 and will give two concerts at one of the Colony's largest theaters June 10. Hong Kong will thus be the first Far Eastern city to see the quartet perform. From here they will go to Australia. The Beatles' Hong Kong visit is being handled by Frankie Blaine who was also responsible for bringing out both Helen Shapiro and Shirley Bassey.

The Beatles have succeeded in setting a record even before setting foot in Hong Kong, for the price range of the tickets far exceeds anything Hong Kong audiences have been asked to pay in

the past. Ceiling price is HK \$75 (approximately U. S. \$13). The cheapest seat in the house will cost HK \$20 (approximately U. S. \$3.50). Accompanying the Beatles on this tour will be a New Zealand group called the Maori Hi-Five who dance and play 10 musical instruments.

Wing Releases 8 New Albums

CHICAGO—Mercury's economy label, Wing Records, is releasing four new c.&w. albums and four classical albums, part of the label's continued expansion toward full-line product.

The country albums are by artists George Jones, Margie Bowes, Connie Hall, Jimmie Skinner, Rusty Draper, and Roy Drusky.

The classical albums are by Antal Dorati and the Minneapolis Symphony, Paul Paray and the Detroit Symphony and Willem Van Otterloo and The Hague Philharmonic Orchestra.

Penna to Marks

NEW YORK—Joseph Penna has been appointed music editor for Edward B. Marks Music. In this capacity he'll be working with Felix Greissle, editor in chief, and Robert Silverman, director of publications. Much of his work for orchestra, chorus, band and instrumental ensemble has been performed in Salt Lake City, where he was composer-in-residence under a two-year Ford Foundation grant.

Barry Forms Indie Disk Firm

LONDON—John Barry, once one of EMI's top musical director and arranger, has formed his own independent company, J.B. Independent Record Productions, and sold his first disk to United Artists which is also expected to pick up a lot of his product.

Under a new limited deal with Ember, the independent label he joined as a.&r. chief when he left EMI last June, Barry is free to run his own company and to record the John Barry Seven and Ork for his own purposes in addition to their commitments for Ember.

"Me," by a group called A Band of Angels is Barry's first release here on U-A as a result of his independent operations.

Break Ground for Sanicola Bldg.

HOLLYWOOD—Hank Sanicola, president and owner of Barton, Sands, Maraville and Ding-Dong music, will hold the ground-breaking ceremonies for the Sanicola Building on Ventura Boulevard in Studio City June 1. The \$2 million structure will include a bank, doctors offices, as well as offices of other professions, and a restaurant. It is anticipated construction will take almost one year.

Jack Fine Quits

NEW YORK—Jack Fine, national promotion director of Atlantic and Atco records, is resigning his post. Fine is considering several offers.

Capitol Adds Bob Taylor

HOLLYWOOD — Capitol is strengthening its relationship with rack jobbers through the appointment of Bob Taylor to the newly created post of Eastern rack manager. He will report to Max Callison, the label's national rack and sales chief. Taylor had been manager of CRDC's Boston branch since 1957 and will continue to operate from there.

Phonogram Throws Bash For Retiring Masman

THE HAGUE — The Hawkins-Ramblers album, on Decca and distributed by Phonogram here, has met with much success. The first batch of records imported sold out in less than a week.

Coincidentally The o Uden Masman, a 38-year show business vet with 25 years recording for Decca, retired from the music wars earlier this month. He was guest of honor at a special party thrown for him by Phonogram. Also on hand to pay honor were other old hands in the disk industry here: Engineer Us van der Muelen, Annie de Reuver, Kees Kranenburg and Decca director, Henk van Zoelen.

N.Z. 45 DISK PRICES UPPED

AUCKLAND, N. Z.—The Pye-Woller group will raise single and extended play 45 record prices this month, and it seems certain that others will follow this move. At present single 45's sell at 6/9d (approximately 95 cents) they will go up in the P & W catalog to over \$1 (7/6d). EP's go from 12/6d (approximately \$1.80) to 13/6d an increase of one shilling.

CHEER RECORD PREVIEW MAG

NEW YORK — Record Preview, the consumer publication distributed via disk dealers, is enjoying an enthusiastic response from record retailers, according to publisher Hal B. Cook. The Billboard sister publication is aimed at stimulating LP sales at the consumer level by providing new release listings and articles on disk artists.

The pocket-sized full-color publication is off the press this week and is available to disk dealers for sale and distribution to their customers. According to Cook, dealers in a far greater number than had been anticipated have already ordered the first issue.

RCA Italiana Event Planned

ROME — A three-day program of recordings and trade meetings will be sponsored by RCA Italiana at the Cavalieri Hilton Hotel Convention Hall here May 28-30. It will climax the winter and spring "Festival at Home" sales campaign and public competition.

A special gold trophy will be awarded to the winner of the 15-disk competition which included Umberto Bindi, Sergio Endrigo, Nico Fidenco, Jimmy Fontana, Peggy March, Miranda Martino, Gianni Meccia, Michele, Gianni Morandi, Donatella Moretti, Gino Paoli, Rita Pavone, Rosy, Neil Sedaka and Edoardo Vianello.

Polydor Aid Resigns Post

HAMBURG — Kurt Richter, chief of Polydor production, has resigned the post he has held for nearly 10 years.

Deutsche Grammophon said Richter's resignation was for health reasons, and that he would take a long vacation, then join a book publishing firm.

Deutsche Grammophon said that it would not appoint a new production chief until the beginning of 1965. Meantime, Heinz Voigt, chief of Polydor-International, will also assume responsibility for Polydor's domestic German production.

Saner as Colpix Distrib & Rack

NEW YORK—Chris Saner has taken over as director of distributor and rack sales for Colpix and Dimension Records. Saner's most recent position was national sales manager for Reprise Records, a post that he held for three years. He also has been associated with Kapp, Mercury and King Records in sales capacities.

He'll report to Ray Lawrence, general sales manager of the two labels.

U. S. Disk Promo Set by Philips

AMSTERDAM — Plans for the promotion of Riverside and Pacific Jazz repertoire during 1964-1965 seasons were worked out at an international sales convention held at Fontana Records' central office in Baarn recently. Promotion men from some of the record markets where Fontana distributes these American labels attended. Represented were men from Belgium, Britain, France, Germany, Holland and Italy.

Orin Keepnews (heading Riverside operations in the U.S.A.) and Alan Bates (of Interdisc) were present as special guests of the Fontana group. Some of the items on the three-day agenda, the Billboard learned, were the promotional campaigns for top jazz artists on the Riverside and Pacific Jazz roster, Cannonball Adderley, Charlie Byrd and Wes Montgomery.

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NEW ALBUM RELEASES

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

ACCENT	LONDON
KATHERINE KOVAR—Love Echoes: AC5007 (M)	THE ROLLING STONES—Not Fade Away: 9657 (M)
ARGO (London)	Evensong of the Feast of the Translation of Saint Edward, King and Confessor: The Choir of Westminster Abbey: 5800; OS 25800
Homage to Shakespeare—John Gielgud, Sybil Thorndike, Laurence Olivier, Donald Wolfitt, John Masfield and others: NF 4; ZMF 4.	BEETHOVEN: Piano Concerto No. 2 in B Flat, Op. 19; Piano Concerto No. 4 in G, Op. 58; Julius Katchen, London Symphony Orchestra (Gamba): CM 9374; CS 6374.
CAPITOL	HAYDN: Symphony No. 82 in C (L'Ours) Symphony No. 87 in A; L'Orchestre de la Suisse Romande (Ansermet): CM 9333; CS 6333
THE BEATLES—Four by the Beatles: EAP 1-2121 (M)	HAYDN: Symphony No. 83 in G (La Poule); Symphony No. 86 in D; L'Orchestre de la Suisse Romande (Ansermet): CM 9334; CS 6334
CHALLENGE	HAYDN: Symphony No. 84 in E Flat and Symphony No. 85 in B Flat (La Reine); L'Orchestre de la Suisse Romande (Ansermet): CM 9335; CS 6335
The Wit of John F. Kennedy: 618 (M)	SCHUBERT: Quartet No. 14 in D, Op. Posth. (Death and the Maiden)/Quartet No. 10 in E Flat, Op. 125, No. 1; The Vienna Philharmonic Quartet: CM 9384; CS 6384
CONCERT-DISC	SCHUBERT: Symphony No. 9 in C (The Great); The Vienna Philharmonic Orchestra (Kertesz): CM 9381; CS 6381
BACH: Three Gamba Sonatas; Milton Thomas, Viola; Georgia Akst, Piano: M1242 (M); CS 242 (S).	SIBELIUS: Symphony No. 1 in E, Op. 39 and Karelia Suite, Op. 11; The Vienna Philharmonic (Maazel): CM 9375; CS 6375
BEETHOVEN: Quartet in B Flat, Op. 130; Fine Arts Quartet: M 1240 (M); CS 240 (S)	VARIOUS COMPOSERS: Birgit Nilsson Sings German Opera; The Orchestra of the Royal Opera House, Covent Garden (Downes): 5807; OS 25807
BEETHOVEN: Quartet in B Flat, Op. 132; Fine Arts Quartet: M 1241 (M); CS 241 (S)	Ansermet Conducts WAGNER: L'Orchestre de la Suisse Romande (Ansermet): CM 9386; CS 6386
BRAHMS: Quintet for Piano and Strings, Op. 34; Ralph Votapek, Piano and the Paganini Quartet: M 1245 (M); CS 245 (S)	SHAKESPEARE: All's Well That Ends Well; The Marlowe Society and Professional Players directed by George Rylands: (3-12") A 4370; OSA 1370
VARIOUS COMPOSERS: Horn Quartets—An Omnibus; Members of the Chicago Symphony: M 1243 (M); CS 243 (S)	SHAKESPEARE: Henry VI Part I; The Marlowe Society of Cambridge University and Professional Players: A 4374; OSA 1374
CONTEMPORARY RECORDS	SHAKESPEARE: Henry VI Part II; The Marlowe Society of Cambridge University and Professional Players: A 4428; OSA 1428
ROY HARRIS: Quintet for Piano and Strings, Sonata for Violin and Piano; Johanna Harris, Piano; Eudice Shapiro, Violin, with members of the American Art Quartet: M6012/58012	SHAKESPEARE: Henry VI Part III; The Marlowe Society of Cambridge University and Professional Players: A 4429; OSA 1429
GAIL KUBIK: Divertimenti Nos. I and II for Thirteen and Eight Players Sonatina for Piano; Sonatina for Clarinet and Piano (Divertimenti) conducted by the composer; Ingolf Dahl, Piano; William O. Smith, Clarinet: M 6013, S 8013	SHAKESPEARE: The Merry Wives of Windsor; The Marlowe Society and Professional Players directed by George Rylands: (3-12") A 4372; OSA 1372
CORAL	SHAKESPEARE: Pericles; The Marlowe Society of Cambridge University and Professional Players: A 4377 OSA 1377
TITO GUIZAR—Ay! Amor . . . : CRL 57437; CRL 757437	SHAKESPEARE: Richard III; The Marlowe Society of Cambridge University and Professional Players: A 4430; OSA 1430
BUDDY HOLLY Showcase CRL 57450, CRL 757450	SHAKESPEARE: Titus Andronicus; The Marlowe Society of Cambridge University and Professional Players: A 4371; OSA 1371
DANA	MERCURY
RAY HENRY & HIS ORK.—Dance and Sing Along With Ray Henry: DL 1305 (M)	BILLY ECKSTINE—The Modern Sound of Mr. "B": MG 20916; SR 60916
JOHNNY PECON & HIS ORK.—Polkas & Waltzes: DL 1304 (M)	LESLEY GORE—Boys, Boys, Boys: MG 20901; SR 60901
VARIOUS ARTISTS—Wesale Piosenki (Gay Polish Songs): DL 1303 (M)	GEORGE JONES—Blue and Lonesome: MG 20906; SR60906
DECCA	PATTI PAGE—Blue Dream Street: MG 20909; SR 60909
CAROL BURNETT—Let Me Entertain You: DL 4437; DL 74437	Party With the PIXIE THREE: MG 20912; SR 60906
ELLA FITZGERALD—Early Ella: DL 4447; DL 74447	MAX ROACH PLUS FOUR—The Many Sides of Max: MG 20911; SR 60911
BURL IVES—True Love: DL 4533; DL 74533	THE SEARCHERS—Hear! Hear!: MG 20914; SR 60914
BRENDA LEE—By Request: DL 4509; DL 74509	THE SMOTHERS BROTHERS—It Must Have Been Something I Said: MG 20904; SR 60904
The Fabulous PEGGY LEE: DL 4461; DL 74461	MERCURY WING
MABEL MERCER Sings: DL 4472; DL 74472	RUSTY DRAPER—Country Classics: MGW 12274; SRW 16274
ROBERTA SHERWOOD—Songs Everybody Knows . . . : DL 4407; DL 74407	ROY DRUSKY—All Time Country Hits: MGW 12283; SRW 16283
TARRIERS—Gather 'Round: DL 453-8; 74538	JIMMIE SKINNER—Country Blues: MGW 12277; SRW 16277
DELMARK	VARIOUS ARTISTS—Country Boys, Country Girls: MGW 12275; SRW 16275
JIMMY FOREST, GRANT GREEN, ELVIN JONES—All the Gint's Gone: DL-404 (M)	BACH: Concerto for Two Violins/Beethoven: Romance Nos. 1 and 22, Hague Philharmonic Orchestra (Van Otterloo): MGW 14044; SRW 18044
YANK RACHELL, BIG JOE WILLIAMS, SLEEPY JOHN ESTES—Mandolin Blues: DL 606 (M)	BEETHOVEN: Symphonies No. 4 and B; Minneapolis Symphony Orchestra (Dorati): MGW 14042; SRW 18042
JOHN YOUNG TRIO—Serenata, Baby Doll, etc.: DL-403 (M)	GRIEG: Peer Gynt Suites 1 and 2, and Two Elegaic Melodies; Hague Philharmonic Orchestra (Van Otterloo): MGW 14043; SRW 18044
EVEREST	VARIOUS COMPOSERS: Invitation to the Dance; Detroit Symphony (Paray): MGW 14045; SRW 18045
GREGG SMITH SINGERS—American Folk Songs: 6117; 3117	MIRROSONIC
LIBERTY	BILLY NALLE—Billy!: RS 1016 (S)
LEON BIBB—Cherries & Plums: LRP-3358; LST-7358	MONITOR
JOE CARSON—In Memoriam: LRP-3360; LST-7360	ENSEMBLES OF G. MITSAKIS & D. SAMIOU—Greek Folk Dances: MF 417 (M)
THE FIFTY GUITARS OF TOMMY GARRETT—50 Guitars Go Italiano: LMM-13028; LSS-14028	SHAKESPEARE RECORDING SOCIETY
JAN & DEAN—The New Girl in School/Dead Man's Curve: LRP-3361; LST-7361	SHAKESPEARE: Julius Caesar; Various Artists: (3-12") SR5 5-330 (S)
THE JUST IV—The First Twelve Sides: LRP-3340; LST-7340	UNITED ARTISTS
THE JOHNNY MANN SINGERS—Golden Folk Song Hits—Volume 3: LRP-3355; LST-7355	THE BOBBY GOLDSBORO Album—UAL 3358; UAS 6358
SI ZENTNER AND HIS ORCHESTRA—From Russia With Love: LRP-3353; LST-7353	VARIOUS ARTISTS—Stand Up and Sing!: UAL 3331; UAS 6331
DOLTON (Liberty)	DANNY WILLIAMS—White on White: UAL 3359; UAS 6359
VIC DANA—Shangri-La: BLP-2028; BST-8028	WESTMINSTER
IMPERIAL	BARTOK: Contrasts—Sonata for Two Pianos and Percussion; Various Artists: XWN 19064; WST 17064
THE SWINGING BLUE JEANS—Hippy Hippy Shake: LP-9261/LP-12261	*See Disk Deals for Dealers

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COMING
AUGUST 1

BREAKOUT SINGLES

★ **NATIONAL BREAKOUTS**

NO NATIONAL BREAKOUTS THIS WEEK

★ **REGIONAL BREAKOUTS**

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

BE MY GIRL . . .
 Four-Evers, Smash 1887 (Elephant-Jonic, BMI) (New York)

ACROSS THE STREET . . .
 Lenny O'Henry, Atco 6291 (Saturday, ASCAP)

PRECIOUS WORDS . . .
 Wallace Brothers, Sims 174 (English-Tuneglow, BMI) (Atlanta)

SOULVILLE . . .
 Aretha Franklin, Columbia 43009 (Nom-DeLarue, BMI) (Philadelphia)

MY BABY WALKS ALL OVER ME . . .
 Johnny Sea, Philips 40164 (Lu-Tol, BMI) (Baltimore)

ANGELITO . . .
 Rene & Rene, Columbia 43045 (Epps, BMI) (Houston)

I'M YOUR MAN . . .
 Brooks O'Dell, Gold 216 (Ludix, BMI) (Pittsburgh)

IF I'M A FOOL FOR LOVING YOU . . .
 Bobby Wood, Jay 285 (Drury Lane-Beckie, BMI) (Atlanta)

LOUIE—GO HOME . . .
 Paul Revere & the Raiders, Columbia 43008 (Daywin, BMI) (Detroit)

LITTLE TRACY . . .
 Wynton Kelly, Verve 10316 (Clarama, BMI) (Washington)

SWEETER THAN SUGAR . . .
 Ronnie Dove, Diamond 163 (Tabi-Ann & Forentine, BMI) (Baltimore)

HOT POP SPOTLIGHTS

• Continued from page 24

JOHNNY RIVERS—MEMPHIS (Arc, BMI) (2:28)—
 The Chuck Berry hit is re-done in grand style by Rivers. With driving beat and great lyric message, it should happen all over again. Flip: "It Wouldn't Happen With Me" (Knox, BMI) (2:40).
Imperial 66032

BEACH BOYS—DON'T WORRY BABY (Sea of Tunes, BMI) (2:45)—I GET AROUND (Sea of

Beatles' Tour Includes Bowl

LONDON—The Beatles will appear at the Hollywood Bowl during their U. S. tour on August 23. The coast-to-coast trek will take in two days at New York's Forest Hills Stadium (August 28 and 29) and conclude with a charity show at a venue to be fixed in New York on September 20.

Other August dates so far set: San Francisco Cow Palace (19), Las Vegas Convention Hall (20), Seattle Municipal Stadium (21), Denver Red Rock

Stadium (26), Cincinnati Gardens (27).

And, in September: Philadelphia Convention Hall (2), Milwaukee (4), Chicago International Amphitheater (5), Detroit Cobo Hall (6), Toronto Maple Leaf Gardens (7), Montreal Forum (8) and Baltimore Civic Centre (13).

The Beatles' film, "A Hard Day's Night," will have a Royal premiere at the London Pavilion on July 6 when Princess Margaret and her husband Tony Armstrong-Jones, attend the charity opening of the United Artists movie.

Four days earlier (2) Princess Alexandra will attend another pop premiere in London—that of Cliff Richard's new Elstree Distributors picture, "Wonderful Life." The two premieres are being looked on as rival events in this city.

There will now be a sound track album from the Beatles' film after all; the eight songs (including a title song written by John and Paul within hours of their deciding on the picture's name), will be reinforced with soundtrack music composed by the Beatles to make up normal playing time.

SINGLES SLEUTH

NEW YORK—The Billboard review detective has been busy tracking down the whys and wherefores of dropped label designations and numbers on singles spotlights. Recently Challenge 59238 was dropped, the Wayne Newton Across-the-Board Spotlight "The Little White Cloud That Cried." The week before Red Bird 001 was dropped from the Dixie Cups "Chapel of Love." In the same week Diamond 163 was left off the Ronnie Dove single "Sweeter Than Sugar."

Imperial Records Inks Mel Carter

HOLLYWOOD — Imperial has signed vocalist Mel Carter to a long-term pact. Carter formerly recorded for the Sam Cooke-J. W. Alexander record operation. The signing was negotiated between Bob Skaff, Imperial's vice-president, and Zelda Sands, Carter's manager. Other artists performing on Imperial include the O'Jays, the Hollies, Billy J. Kramer, the Swinging Blue Jeans, Irma Thomas, H. B. Barnum, Sandy Nelson and Joyce Paul.

'Nancy Wilson' Gross

NEW YORK — "The Nancy Wilson Show," co-starring the Cannonball Adderley Sextet, grossed in excess of \$50,000 on eight concerts, according to producer John Levy. The show played Houston, Galveston, Dallas, Baton Rouge, New Orleans, Denver, Omaha and Oxford, Ohio.

Tunes, BMI) (2:12)—"Baby" is medium tempo with boys sounding like 4 Seasons. Could go all the way. Flip has surf-in' sound punctuated by hand-clapping and chanting by the group. **Capitol 5174**

CHUCK JACKSON—BEG ME (T.M., BMI) (2:37)—
 Chuck really wails on this, echoed by a female chorus. The soulful reading has particularly powerful, driving beat. Flip: "For All Time" (Damic-Zann, BMI) (2:40).
Wand 154

TEMPTATIONS — THE GIRL'S ALRIGHT WITH ME (Jobete, BMI) (2:49)—A powerful follow-up to the group's current hit. The lead voice soars in front of strong group, big brass and click, click beat. Flip: "I'll Be in Trouble" (Jobete, BMI) (2:49).
Gordy 7032

THE CARAVELLES—YOU ARE HERE (Rock-Itza) (2:22)—Whispery, moody delivery by the female group in style of their hit "You Don't Have to Be a Baby to Cry." Shimmering strings and big instrumental backing add to it all. Flip: "How Can I Be Sure" (Near North, BMI) (2:09).
Smash 1901

MISS CATHY BRASHER — TOO LATE TO BE LOVERS (Mr. Blue, BMI) (2:22)—Fine teen side with Cathy multitracked and a shoo-bee-do-bee chorus in the background. Kids should dig the lyric. Flip: "I'll Remember Jimmy" (Mr. Blue, BMI) (2:20).
Era 3129

DORSEY BURNETTE — LITTLE ACORN (Saloon, BMI) (2:17)—Dorsey goes the "Gonna Build a Mountain" route on this finger-snapping, foot-pounding side. His strongest in some time. This could put him back on the charts. Flip: "Cold, As Usual" (Jobete, BMI) (2:25).
Mel-O-dy 113

CHUCK BERRY—NO PARTICULAR PLACE TO GO (Berry Music, BMI) (2:37)—A smashing updated version of his 1957 hit, "School Days." Sound's just right for summer. Flip: "You Too" (Berry Music, BMI) (2:05).
Chess 1898

DEAN AND JEAN—I WANNA BE LOVED (Famous Music, ASCAP) (2:23)—The old standard is given a crashing, rocking delivery by the duo. Powerful beat. Flip: "Thread Your Needle" (Just Music, BMI) (2:35).
Rust 5081

TRACK RECORDS

• Continued from page 24

HOT POP

BOBBY GOLDSBORO

WHY DON'T THEY UNDERSTAND (Hollis Music, BMI) (2:25)—From LP: "The Bobby Goldsboro Album" (United Artists 6358)

PIXIES THREE

HOUSE PARTY (Merjoda Music, BMI) (2:28)—From LP: "Party With the Pixies Three" (Mercury MG 20912)

JAN AND DEAN

IT'S AS EASY AS 1, 2, 3 (2:24)—From LP: "Dead Man's Curve—The New Girl in School" (Liberty LRP 3361)

Darin Wears Many Hats; Now Busy as Executive

HOLLYWOOD—Bobby Darin has moved from recording artist to music executive and, according to informed sources, "is in no real hurry to sign with any label at this point."

Instead, Darin is taking his time finding the most appealing disk affiliation and is busying himself with running his T.M. Music which now employs 19 people.

Harvey Geller, T.M.'s West Coast manager, reported that Darin has been spending a great deal of his time writing songs and producing disks. He estimates T.M. has picked up around 300 songs in the last year, including "The Shoop Shoop Song," by Betty Everett on Vee Jay; the recently released "Dream Lover," by the Paris Sisters on MGM, and "Hot Rod USA," by the Rip Chords on Columbia.

Contributing to Darin's heavy schedule are producing albums for Roosevelt Grier, featuring Jack Nitzche arrangements, and for Wayne Newton, featuring

Tommy Oliver charts. Darin has also just completed writing the songs for the film, "Lively Set," with Joanne Sommers cutting one of the tunes for Warner Bros.

An extra-curricular project for Darin has been performing his first dramatic TV role on "Wagon Train."

Vera Sanford Bows Album on Bombay

CHICAGO — Vera Sanford, Chicago artist, bows her first album this week on Bombay Records, a new Chicago label headed by Earl Washington, local trial attorney.

Washington is assisted by Mercedes Davion, local public relations gal handling promotion here, and two roadmen, Bob Montgomery, former Chicago



ANDRE DE VEKEY, Billboard's ubiquitous European director, is now traveling through Europe visiting the companies which are participating in Billboard's Fifth Annual International Buyers Guide, the ultimate source of vital information. (To be issued Aug. 1.) To contact de Vekey on route, write Billboard, 15 Hanover Square, London, W. 1. (Advertisement)

deejay, and Gene Whiteside, recently active as an artist manager.

3d Beatles Album Kicked Off By Capitol Label of Canada

TORONTO — Capitol Records of Canada last week released its third Beatles album, "Long Tall Sally." The package carries the same cover as the Capitol-U.S.A. release of "The Beatles Second Album." The Canadian releases, according to Geoffrey F. Racine, executive vice-president of the Canadian company, contains material already available in the States on Capitol and Vee Jay.

Capitol of Canada was the first North American record company to acquire Beatle product;

and in February, 1963, it released the single, "Love Me Do." Subsequently, all Beatle product recorded by EMI has appeared on Capitol in Canada. There was a slight difference in the first Capitol-U.S.A. and Capitol Canada album releases, according to Racine, who added:

"We released a Beatles LP in November with the same makeup as the English albums. When Capitol - U.S.A. released the package, we discovered there were three changes in songs. When we saw the proposed makeup for the second Beatle album on Capitol-U.S.A., we found they had included the three tunes we had used on our first disk—all we have done is to replace these with the trio Capitol-U.S.A. had used on its debut LP."

Racine told Billboard that Canadian-Capitol has found the "English sound" salable for the past 18 months. "We kicked off with Charlie Drake's 'My Boomerang Won't Come Back' and have kept building up our repertoire since." In the past year the Canadian company acquired rights to such names as Cliff Richard, Billy J. Kramer, Gerry and the Pacemakers, the Swinging Blue Jeans, the Hollies, Dave Clark, etc., Racine indicated.

'Trouble I've Had'

by

Clarence Ashe

J & S 1466

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MUSIC AS WRITTEN

COPENHAGEN

A couple of years ago Bent Fabric, Danish composer (Alley Cat), piano player and director for record company Metronome in Denmark, used a pseudonym Frank Barclay. With this name he succeeded in making records for all Europe, USA and the Far East. He is using the name again for a while. Metronome in West Germany has just sent out a new record of Peter Kreuder-melodies, played by Frank Barclay. . . . Metronome has also issued single record with two Danish teen bands, the Rocking Ghosts and the Mata-dors. . . . Danish record industry is represented twice in the German Pop Festival 1964, which takes place June 6 in Baden-Baden. RCA singer Gitte Haenning sings duet with the German film star Rex Gildo, and Dorthe Larsen, 16, has just left Denmark for Berlin to make a Metronome record for the song test, "Young Man With Red Roses." . . . European Melody Grand Prix winner 1964 "Non ho l'eta," sung by 16-year-old Gigliola Cinquetti has, with the Beatles, been the best seller in Denmark. ERIK HAAEST

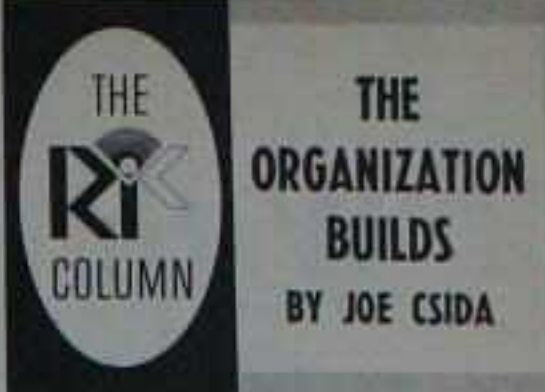
SYDNEY

The Australian Record Company is rushing out the United Artists single of American guitarist Al Caiola's recording of the theme "From Russia With Love," to coincide with the opening of the James Bond film in Australia. . . . The new Little Pattie singles, "We're Gonna Have a Party," has broken into the very illusive Melbourne market, which convinces record people that it will sell even more than her best-selling "Stompie Wompie." . . . Buster Noble, Australian comic now in London, has just completed his first album for English Columbia, "Walkabout." The songs are Aussie-flavored with titles such as "The Girl Behind the Bar" and "The Shearers Cook." . . . No group in this country has been empowered to license the manufacture of Beatle merchandise. Local manufacturers will have to apply to the original licensing body in England. . . . Festival Records will reissue Bill Haley's "Rock Around the Clock." The general feeling here is that it will be a hit again.

Say You Saw It in Billboard



GEOFFREY F. RACINE (left), executive vice-president of Capitol Records of Canada, Ltd., presents one of the first copies of the third Beatle album released in Canada to R. A. Presho, manager of Record Division of the T. Eaton Company, Ltd., Montreal, one of the largest store chains in North America.



THE ORGANIZATION BUILDS BY JOE CSIDA

While our own staff and independent promotion forces are working away on the first RIC release—Roosevelt Grier's "FOOL, FOOL, FOOL" b/w "SINCE YOU'VE BEEN GONE," Larry Finnegan's "BATON ROUGE" b/w "DEAR ONE, PART 2," The Terrys' "WAKE ME 100 YEARS FROM NOW" b/w "NEVER NEVER LAND" and Phil Bodner's "BEI MIR BIST DU SCHOEN" b/w "SUNSET"—the basic organization is taking shape very nicely.

To the nuclear group consisting of Frank Barone, Larry Finnegan, Marty Gold (on a freelance basis), Lois Brooks (who has just taken on the added responsibilities of Promotion Coordinator) and Marianne Czirr in New York, plus Frank Poole, Lester Vanadore, Alex Zanetis, Bob Shaw, Nancy Haglage and Corky Wilson in Nashville, we have just added a production and inventory control manager in New York.



BODNER GRIER & DARIN

She's Doris Hughes, whom many of you may know. She started at Reeves Sound Studios in 1950 and has worked for key organizations in the industry ever since. She worked for Fine Recording, Inc., and was production manager for Riverside Records for six years.

Next week we hope to announce the appointment of a National Sales and Promotion Manager, after talking with a number of bright and experienced young men in this area.

In the meantime, I have been striving to visit our newly appointed distributors, one by one, as the occasion and the pressures of putting a new organization together from scratch permit. Although I have known many distributors over the years, my heading RIC affords me the first opportunity to actually work with independent distributors in person.

I have heard that some distributors are unattractive, unwholesome characters who run organizations which are less than models of good business.

I have been able to visit with three of our distributors so far: Lenny Garmisa of Chicago, Babe Elias of Miami and Stan Hoffman of Baltimore-Washington. I am immensely impressed with the extremely co-operative and helpful attitudes of all three, and I have no doubt that our relationship is going to be a healthy and extremely profitable one. I am equally impressed with their organizations and the people in them.



FINNEGAN THE TERRYS

In addition to visiting personally with Lenny, Babe and Stan, I have talked with a number of other distributors on the phone as have my colleagues, Frank Barone and Frank Poole, and all of us feel that we have been most fortunate in having made sales and promotion arrangements with the best distributors in the record industry.

Of course we will love each other even more madly after our first couple of hit singles and albums.

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2 With Futures to Follow

By JOHN HAYS

NEW YORK—There is no apparent dearth of good singers. One encounters them at every turn. But with the few really splendid voices which dominate the stage and recording scene, most tend to become lost somewhere along the way. Either they take in their sails, lower their goals and settle for the less auspicious, occasional engagement, or become teachers—as one suspects too many of them do—or retire altogether.

The U. S. does not provide the best training field for the opera aspirant. There are too few opportunities for performing, too much apathy from the public. And with transportation what it is, the already established performer can easily extend himself into areas where the demand is not constant. This leaves the novice with few alternatives. For some, the European musical scene holds the answer. Any number of small opera houses provide the opportunity for the talented young singer to perfect his language and gain the experience of performing in a variety of roles.

MARY COSTA



Twice at the ball, Mary Costa represents a modern-day Cinderella. Forced to leave college after her father's death, she helped support her family by singing for women's clubs and fraternal organizations. Her good looks secured her roles in several unremarkable films, and she dubbed the part of Sleeping Beauty in the Walt Disney film before she came to the public's attention as the beautiful blonde, describing (not singing) the praises of the Chrysler Corporation production TV weekly. One of the highest paid women in her field, reportedly earning \$150,000 a year, Miss Costa decided to chuck it all in order to pursue an opera career.

Jack Benny had heard her, persuaded her to take singing seriously and debuted her on his show. An appearance at the Hollywood Bowl followed when Miss Costa substituted for Elisabeth Schwarzkopf. Performing at the Glyndebourne Festival, she was heard by Lukas Foss and recommended to Leonard Bernstein, who cast her for the American tour and London production of his musical "Candide." In the difficult role of Cunegonde, she received glowing reviews. In 1959 she made her debut with the San Francisco Opera Company, achieving immediate success, and has been a star of the company ever since. Five years later on Jan. 6, 1964, she made her Metropolitan Opera debut. With no stage rehearsal and a recent, brilliant first performance in the same role by Joan Sutherland, the critics were little prepared for Miss Costa's impressive performance.

Sample Reviews

HERALD TRIBUNE: "... a Violetta... that was stunning from every standpoint." "... gorgeous, beautifully focused dramatic singing of the highest order." "... a performance that came close to projecting every essence of Verdi's creation."

TIME MAGAZINE: "... one of the rare victories of art over advertising."

NEW YORKER MAGAZINE: "She has not yet quite reached her full potential... but she will very soon, I am sure, emerge as a superb spinto soprano, with both reserves of power and dazzling coloratura technique."

Miss Costa possesses a fine lyric soprano voice with a wide variety of evenly produced shadings. It is a big voice that seems lighter than it actually is. And she is doubly gifted. Her striking beauty and presence are disarming in themselves. Douglas Watts in the News wrote of her, "Every opera

Ultimately, though, the singer must be acknowledged by New York, in name, the Mecca for performing talent. Occasionally a singer comes upon the scene in full bloom, heralded by a small coterie of admirers, but comparatively unknown to the rest of the country and giving the critic the chance to exercise his capacity for enthusiasm. Two such singers have heard the acknowledging cheers thus far in 1964—American sopranos of exceptional talent and artistry who hold the promise of adding their names to the list of the very finest sopranos now performing. They are Marilyn Horne and Mary Costa. Miss Horne has been heard in New York, before, but 1964 saw a most exciting concert performance of Rossini's "Semiramide" and her debut recital. Miss Costa has not previously performed on stage here, but in January she was heard at the Metropolitan Opera in Verdi's "La Traviata" and recently in a concert version of a rarely performed Bellini opera, "I Capuleti el Montecchi." (See review on this page.)

It is often interesting to trace the route of the determined artist:

MARILYN HORNE



Realizing that a change was necessary if she were to achieve an important career, Marilyn Horne left for Europe in 1956. She had already some fairly impressive credits: good roles with the Los Angeles Guild Opera; concert and recording sessions with Igor Stravinsky and Robert Craft; lead singing with the Roger Wagner Choral; and dubbing work for some of the non-singing film stars—she sang for Dorothy Dandridge in "Carmen Jones."

From 1957 to 1960 she sang with the municipal opera of Gelsenkirchen, Germany. On her return to the U. S. she was offered the role of Marie in the West Coast premiere of Berg's "Wozzeck." This proved a personal triumph. Since then she has appeared frequently with the San Francisco Opera Company. But it was not until February of this year in "Semiramide" with Joan Sutherland for the American Opera Society and her New York recital on April 23 that she attained the critical and public success that immediately qualified her as one of America's leading sopranos.

Miss Horne's voice is difficult to classify. She has an exceptionally long range, singing with ease both soprano and mezzo-soprano, descending even into the contralto with no change of register. She refuses to be type-cast, accepting roles in either category to the plaudits of some and the chagrin of others. Her quality is outstanding. It is a large voice, exceedingly rich in texture and, one suspects, capable of almost any demands. It is dramatic and full of dynamics.

Sample Reviews

WORLD TELEGRAM: "Of the two most beautiful voices in America one belongs to Leontyne Price, the other to Marilyn Horne..."

TIMES: "... singing of a kind rare in any age."

JOURNAL AMERICAN: "... one of the exceptional voices of our day."

HERALD TRIBUNE: "As a mezzo-soprano, Marilyn Horne is one of the most exciting singers to arrive on the scene in years. As a soprano, she has a few minor vocal problems."

Miss Horne has three albums on Columbia and one on Capitol in the catalog. An album with Joan Sutherland on London-Decca is being readied for release, and, reportedly, both London and RCA Victor are vying for her signature.

house should have a Mary Costa; for that matter, everybody's house should have one."

Miss Costa appears on a recording of "La Boheme" on RCA Victor.

BEST SELLING CLASSICAL LP'S

Below is a list of best selling Classical LP's, by category, in top Classical Retail Outlets. Four categories will receive a periodic coverage. The categories are: Opera, Vocal and Choral; Solo Instrumental and Concert; Orchestral and Chamber Music.

ORCHESTRAL

This Week

1. **PROKOFIEV:** Symphony No. 5, Op. 100; Boston Symphony Orch. (Leinsdorf); RCA Victor LM 2707 (M); LSC 2707 (S).
2. **BEETHOVEN:** Symphonies (9) (complete); Berlin Philharmonic Orch. (Karajan); Deutsche Grammophon (8-12") KL 1/8 (M); SKL 101/8 (S).
3. **MOZART:** Symphonies No. 40 and 38 in G, K. 550; Columbia Symphony Orch. (Walter); Columbia ML 5894 (M); MS 6494 (S).
4. **HINDEMITH:** Mathis der Maler/Symphonic Metamorphosis of Themes by Weber; Philadelphia Orch. (Ormandy); Columbia ML 5962 (M); MS 6562 (S).
5. **TCHAIKOVSKY:** "1812" Overture, Op. 49; Minneapolis Symphony Orch. (Dorati); Mercury 50292 (M); 90292 (S).
6. **TCHAIKOVSKY:** Symphony No. 4 in F, Op. 36; Pittsburgh Symphony Orch. (Steinberg); Command CC 33-11021 (M); CC 11021/SD (S).
7. **BEETHOVEN:** Symphony No. 6 in F, "Pastorale," Op. 68; Chicago Symphony Orch. (Reiner); RCA Victor LM-2714 (M); LSC-2614 (S).
8. **TCHAIKOVSKY:** Swan Lake Ballet (excerpts); Boston Pops (Fiedler); RCA Victor LM-2688 (M); LSC-2688 (S).
9. **BEETHOVEN:** Symphonies (9) (complete); London Symphony Orch. (Krips); Everest (8-12") 6065 (M); 3065 (S).
10. **STRAUSS:** Also Sprach Zarathustra, Op. 30; Philadelphia Orch. (Ormandy); Columbia ML 5947 (M); MS 6547 (S).

New Contract Guarantees Orchestra Yr.-Round Work

NEW YORK—A new three-year contract which will guarantee for the first time to a U. S. orchestra a full-year-round employment was agreed upon by the New York Philharmonic Society and Local 802 of the American Federation of Musicians. The new contract goes into effect in September and will cover the Philharmonic Orchestra's 1964-'65 season.

The contract provides for a four-week paid vacation, a \$10 weekly salary increase for each member of the orchestra in the third year of the contract, an increase in rehearsal and overtime rates and an increase in per diem while on tour (increased from \$16 to \$18).

It also provides for improvements in the scheduling of the work week and in the pension and life insurance plans.

The orchestra in turn will allow the Society greater freedom in scheduling services (rehearsals and concerts) outside the regular subscription season and in touring.

The Philadelphia Orchestra has also announced a 52-week guarantee for the 1965-'66 season.

Hurok to Present Three Orchestras

NEW YORK — Sol Hurok will bring three symphony orchestras to the U. S. next season.

The Warsaw Philharmonic, under the combined direction of Witold Rowicki and Stanislaw Wislocki, will visit more than 30 cities, beginning Oct. 4, in Washington.

The Japan Philharmonic Symphony's tour, beginning Oct. 10, will cover 35 cities. Akio Watanabe will be conductor.

Antal Dorati and French composer Pierre Boulez will share the podium when the NBC Symphony Orchestra visits the U. S. for the first time in a six-week tour, commencing April, 1965.



DAME SYBIL THORNDIKE, Christopher Casson, Russell Thorndike and Sir Lewis Casson during a recording session of Shakespeare's "Henry VIII" for Spoken Arts Records.

Home Entertainment \$ Shifting

By DAVID LACHENBRUCH

THE GENERAL high level of prosperity, now combined with the federal income tax cut, is helping to push consumer products sales to an all-time high. Automobiles and TV are sharing in the boom. There is some indication that stereo components and tape recorders are inching upward. Radio sales are recovering from their softness of the second half of 1963.

In the home entertainment equipment field, this prosperity doesn't extend across the board. One of the phonograph industry's principal suppliers, W. E. Foster, General Industries Corporation president, expressed the general feeling in a recent interview. The company makes small electric motors for phonographs. Foster quoted as saying that sales of motors to the record-player industry have continued to decline. "We think color TV sets now on the market are taking a larger share of the consumer dollar," he added, "and stereo sales are suffering accordingly."

That sums up the situation in the package phonograph industry very neatly. Yes, there is prosperity; the consumer does have money to spend. But dealers and manufacturers must fight for it—and fight hard.

The American family has more available home-entertainment dollars to spend this year than last year. But they're spending it differently. Color TV so far has been the major beneficiary of this increase in spending money and realignment of products. In the first quarter of this year, the public bought about 250,000 color sets.

This represents about \$130 million at the retail level, or an annual retail sales rate of well over a half billion—for color TV alone. The figure could go considerably higher because color sales seem to be on the upgrade. By sheer coincidence, domestic package phono sales last year at retail are estimated to have totaled a little over half-billion dollars.

So it's possible that this year, for the first time, sales of color TV sets will outstrip sales of domestically made packaged phonographs (both portables and consoles).

Since 1959 (roughly the start of stereo), the phonograph has been the home-entertainment-equipment industry's second most important product, in terms of dollars—second only to TV. This year (if you include color TV as a separate category), the phono may drop to third place.

THE POPULARITY of color TV, even at the expense of phonographs, is understandable. But it's not only color TV which is stealing the spotlight from the phono. Black-and-white TV sales so far this year have been on the upswing—to the point where it's quite possible that they'll set an all-time unit record. Among the reasons given for the black-and-white sales increase are new lower prices, small portables, and the normal obsolescence cycle (the sets bought in the big years of the 1950's are now being replaced).

No matter how you look at it, it's evident that there has been a shift in the consumer's home

entertainment spending.

Looking closely, packaged phono sales seem to have suffered from inroads of at least three competitors: Color TV, black-and-white TV, and, to a lesser extent, audio components. Component manufacturers report somewhat higher sales this year, and many think this increase came at the expense of consoles.

The phonograph industry will try hard to reverse these trends, and the first clues to their efforts will be apparent in the next few weeks, with the showings of new product to distributors and dealers. The last major changes in packaged equipment came just two years ago, with particular attention to pickups and record changers and furniture design. The changes this year could be important.

THIS YEAR should see a nearly all-out trend to transistorization, which may or may not help sales. There will be a continuation of upgrading of packaged merchandise, both console and portable, in an attempt to attain "component quality." There may be more attention to the weakest link in the packaged instrument—the speaker system.

Whether anything radically new—and, more to the point, radically better—will come along is problematical. The phonograph, therefore, seems destined to continue to take a back seat to color TV in the mass market—at least for a while.

Three to five years from now other new consumer entertainment products will arise to challenge not only the phonograph but color TV. One which looms very real right now is the home video tape recorder—almost certain to become a major household item.

We're not knocking the phonograph; its sales will continue to be healthy for the foreseeable future. But it may be five or 10 years before it starts blazing new trails again, setting record after record.

WHERE DOES this leave the phonograph dealer? A good guess is with a relatively sluggish business—unless he's a full-line dealer.

By "full-line dealer" we mean home entertainment dealer. He will benefit from the constantly increasing home entertainment budget, regardless of shifts within the market. The store which properly merchandises the entire concept of home entertainment—packaged phonographs, TV, components, recorders, records—and which is flexible enough to capitalize on changing trends—will still be in the home entertainment business five or 10 years from now.

Music is not our only business. We're in home entertainment. The store which sticks to a sound-only policy is going to lose out on such new items as video tape recorders and pre-recorded video tapes. It has already lost out on color TV.

Home entertainment sales should be in the hands of home entertainment specialists. Unfortunately, much of the birthright of the home entertainment specialist has been handed on a silver platter to the dealer in ice boxes, stoves and electric sausage-slicers, while some home entertainment dealers refuse to recognize that visual entertainment even exists. Isn't this a ridiculous state of affairs?

Beatles Leave For Vacation

LONDON—The Beatles are on a month's holiday. They slipped off in pairs, splitting the Lennon-McCartney songwriting team to make sure it will be a holiday. John went with George, and Paul with Ringo.

Their manager, Brian Epstein,

was in New York with Gerry and the Pacemakers when the Beatles flew away on their unpublicized trip. The group's next commitment is Epstein's Sunday concert at the Prince of Wales Theater in London May 31.

Then they have June dates in Copenhagen (4), and the Hague (6), Hong Kong (10), and their 18-day Australian tour opening in Adelaide (12). The British premiere of their film, "A Hard Day's Night" is set for July 6. The Beatles will visit the U. S. after the picture's New York opening, well before the start of their San Francisco concert on Aug. 18.

The Beatles' next single, both in Britain (Parlophone) and in the U. S. (Capitol), is likely to be the title song of their United Artists movie.

Producer Walter Shenson is planning to make a second film with the group in February, 1965.

Rediffusion-TV (London) screened its tele-recorded spectacular "Around the Beatles" (6) to peak ratings and its sale is now being negotiated around the

world. On Sunday, ABC-TV networked the second part of Maurice Kinn's "New Musical Express" Pollwinners Concert in which the Beatles topped.

Hi-Fi School Tabs Stanton

NEW YORK—The Institute of High Fidelity last week elected Walter Stanton as its new president for a two-year term. Stanton is president of Pickering & Company and is a leading figure in the hi-fi components field. He succeeds Ray Pepe (James B. Lansing Sound), who served for four years as the Institute's president.

The Institute will stage three consumer hi-fi shows during the year (New York, San Francisco and Los Angeles), and is now exhibiting in the Better Living Center at the New York World's Fair.

Phono-Tape

MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS
• EQUIPMENT NEWSLETTER

BEST SELLING

PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTING BETWEEN \$61 and \$80

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	2/8/64 Issue	11/2/63 Issue		
1	3	1	Magnavox	30.5
2	2	3	Decca	12.8
3	1	2	Masterwork	7.8
4	9	—	Symphonic	6.4
5	4	—	RCA Victor	4.9
6	5	6	General Electric	4.3
6	—	7	Voice of Music (V-M)	4.3
8	—	—	Sylvania	4.1
9	—	—	Webcor	3.5
10	—	—	Phonola	3.1
			Others	18.3

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.

2/8/64 Issue: Capitol (6); Zenith (6); Motorola (8).

11/2/63 Issue: Motorola (4); Zenith (5); Capitol (8).

DISK DEALS FOR DEALERS

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

COLPIX—Expires May 15, 1964. Started April 16, 1964.
Nina Simone Albums (8)—buy four, get one free.

COLPIX—Expires June 26, 1964. Started April 16, 1964.
Chad Mitchell Trio (CP 411, SCP 411)—buy three, get one free. Rest of catalog—buy 100, get 20 free.

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

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

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

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

GATEWAY—Expiration indefinite. Started March 13, 1964.
Two free records for every 10 purchased in series 1100, 1200, 1400, 1500. One free record for every 10 purchased in series 2000, 7000, 8000, 9000, with the exception of 9001 and 9003; buy 10 get two free.

RCA to Expand Artists' Tours

MANILA—Dario Soria, division vice-president, international liaison department of RCA Victor, in a conference with Manuel P. Villar, president of Filipinas Record Corporation (licensee for RCA Victor in the Philippines), revealed RCA's current plans to book the company's artists into Tokyo, Hong Kong, Australia and Manila, in addition to European tours.

Soria left for visits in Singapore, Bangkok and Tokyo.

Gregory Near Colpix Pact

CHICAGO—Dick Gregory, controversial comedian who slashes freely where others fear to tread, is reportedly on the verge of signing a recording pact with Colpix Records.

Gregory's personal manager, Ralph Mann, has been conducting the negotiations with Colpix brass. The diskery has reportedly come up with a substantial advance offer which is acceptable to the artist.

TOP U.S. SONGS AIRED IN ITALY

ROME—Top American hit songs are being presented weekly over the Second Program of the Italian radio network in a show taped in New York by Fred Stampa under the title, "30 Minutes From New York."

The show is being produced by the RAI Corporation of New York. It is heard every Monday at 7:50 p.m.

MUSIC AS WRITTEN

HOLLYWOOD

Al Stanton joins Columbia's a.&r. staff as an executive producer, coming west from New York and stints with record and publishing firms. Other staffers remain intact, namely Ed Kleban, Terry Melcher and Bruce Johnston. . . . An unusual jazz quintet appearing Monday's at Shelly's Manne Hole is the Jack Nimitz group, which sports two baritone saxes, Nimitz and Bill Hood handle the big horns, with Jack Wilson on piano; Bob West bass, and Nick Ceroli, drums.

West Coast NARAS presenters at the Grammy Awards include Jo Stafford, Margaret Whiting, Benny Carter, Paul Weston, Helen Grayco, Spike Jones, Andre Previn and Dory Langdon. John Gary and Vikki Carr will sing the five nominated tunes while Jack Jones handles all the warbling in New York.

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BILLBOARD'S FIFTH ANNUAL INTERNATIONAL BUYER'S GUIDE

COMING AUGUST 1 1964



Jerry Greenfield elected a vice-president of EMC which owns Universal and Radio Recorders. He has been with the company since 1952 when he left his chief engineer's job with AFRS.

RCA's Al Schmitt in New York learning the Eastern ways of a&r-ing plus the styles of Eastern artists. Plan is to have engineers familiar with many performers so they can best serve them when they come to their areas. ELIOT TIEGEL

DALLAS

"Waltz King" Wayne King will play the Memorial Theater May 15. Professor Backwards is part of the show. . . . Buddy Greco will be this season's final artist at the Empire Room of the Statler Hilton Hotel May 21 through June 3. . . . Rusty Warren ends her week's engagement at the Colony Club May 16. . . . Julius LaRosa has begun stay at the Cabana's Bon Vivant Room.

BARRY CANDY

TOKYO

Victor Concert Management Company booked Roy Acuff for a series of appearances in Japan, starting at end of May. In conjunction with this, Victor, Columbia, MGM and Capitol are all releasing Acuff's recordings. . . . Julie London is due May 19 and will give concerts in Tokyo May 21 through 23, with appearances in local key cities following. J. FUKUNISH

BRUSSELS

The new John Larry will be without any doubt the greatest Flemish success of 1964. This record is surpassing all sales figures. . . . The Spotnicks' tour in Belgium ended with a triumph. . . . The LP of Jeanne Moreau just received Paris "Grand Prix du Disque de l'Academie Charles Cros." . . . Monique Godart received the "Grand Prix" from the "Academie de la chanson Francaise 1964" for her first long-playing, recorded by Canetti and dealt by Polydor. . . . The Spotnicks will make a big USA tour, where their success is always growing. . . . Simone Signoret just recorded for Polydor the interpretation of Cocteau's "La Voix Humaine." . . . The best sellers by Polydor are: "Gib mir dein Wort" (Freddy), "Bianca Rosa" (Rene Carol), "La Route" (J. Dean), "Bella Maria" (Bob Benny), "Drina" (Spotnicks), "Alleen," "Dicht Bij Jou Cherie" and "Geloof Je Mij (John Larry). JAN TORFS.

ROME

Ever sharp in sales promotion, Adriano Celantano didn't leave the success of his "Clan Show" to chance. He advertised the event in various fan magazines. His latest disk by an unidentified feminine voice known as "The Girl of the Clan" has also stirred considerable press speculation. Meanwhile his organization has added a new label, Fantasy, under direction of Mike Del Prete. First artists are Claudia Mori, already known as a film actress; Ico Cerutti and Liu Di Maggio, two new teen-agers. . . . Three American diskeries, Motown, Gordy and Tamla, are now exclusively with Durium in Italy. Among the first artists are Mary Wells, Little Stevie Wonder, Marvelettes, Marvin Gaye and Martha and the Vandellas. . . . Top Italian jazz artists demonstrated Meazzi in-

struments at their Milan Fair stand. . . . Phonogram has nominated two newcomers, Elsa Quarta and Joe Fedeli, and an established artist, Carla Boni, for the "Summer Record" radio competition now in progress. . . . Time Records has introduced original soundtracks of six American films on the local market. . . . Latest label taken over by Ri-Fi is Command. Its first disk is by Tony Mottola. . . . Charles Aznavour's French hit "La Mamma" has been issued here with the French version on one side and the Italian on the other.

SAM'L STEINMAN

DUBLIN

Waterford's Royal Showband decided to postpone its Australian tour in favor of a six-month stint in the U. S. early next year. The Royal's movie, "The One-Nighters," is slated for May 8 premiere at Dublin's Capitol. . . . Butch Moore and the Capitols became the first Irish showband to play the London Palladium when they appeared with fellow Irish acts, the Bachelors and Pat McGuigan, for a charity concert for the Round Table Rotarian Society May 1. . . . TV producer Richard Afton filmed the show for future screening.

EMI (Ireland), Ltd., issued "A Fallen Star" by Eileen Reid and the Cadets, promptly voted a hit on Televis Eireann's "Pickin' the Pops." If it enters the chart it will be the first Irish-made showband disk to do so. It was recorded at the new Silverpines Studio in Bray. . . . After a slow start, Dominic Behan's self-composed first single for Piccadilly, "Liverpool Lou," began to register nationally. . . . The Dixielanders' cover of "I'm Counting on You," from an early Elvis Presley album, No. 1 in Cork shortly after release. . . . Tempo Productions will present Little Richard here for several dates later this month.

There's very strong competition on "The Patriot Game," with words by Dominic Behan, between the Kingston Trio on Capitol and Pye Golden Guinea's album of the same name by the Irish Ramblers. The songs publisher, Cliff Staunton, Clifford Music, flew in for a short visit. . . . EMI (Ireland), Ltd., in co-operation with Radio Eireann, released "President Kennedy in Ireland." Advance orders indicate it will be one of the all-time best selling albums here. . . . Cork's Dixielanders entered the chart for first time with their fourth disk, "I'm Counting on You," which was once done by Elvis Presley. . . . Dermot O'Brien and the Clubmen, whose first LP for Envoy has been among the top sellers for the last few weeks, will tour the U. S. in June.

EMI marketed first "Hot Six



LESLEY GORE receives congratulations from Xavier Cugat on occasion of Miss Gore's birthday party at Hotel Delmonico, New York, Tuesday (5).



IT WAS NATIONAL SECRETARY DAY recently, so the Mercury-Philips-Smash gals were taken out in style. Dick Bruce, Mercury sales manager; Bill O'Brien, Philips promotion manager, and Morris Diamond, Mercury promotion manager, play the gallant role, with Sandra Wolf, Rita Nemecek, Adeline Rock, Shirley Lynn, Adele Pritman and Mary Roberts.

E.P., selling around the same price as a single, on Regal Zonophone. . . . Disk competes with Pye's "Top Six," and both are in strong demand. . . . Vernons Girls arrived for several Paul Russell, Ltd., dates and appeared on Televis Eireann's "Pickin' the Pops." . . . Bern Elliott and the Fenmen will tour Irish ballrooms for five days from June 10. . . . Pye issued "Fiona," first single by a new Dublin group, the Hootenannys.

KEN STEWART

OSLO

Oscar Peterson gave a concert here May 9. . . . Gigliola Cinquetti's "Non ho Peta" (Triola) is moving to No. 4 on the VG charts. . . . The political-satirical record, "Dagligliv i folkenjemmet," ordered withdrawn by the Norwegian copyright organization because of alleged plagiarism, has been re-recorded, by a/s Nera and released again. . . . The record wholesalers' organization re-elected Peer Johnsen as its chairman.

Norwegian musicians are still on strike, refusing to record without increase in pay. There is some concern that Norwegians may turn heavily toward foreign material unless the strike is quickly settled.

ESPEN ERIKSEN

THE HAGUE

The Netherlands Television Service won the Silver Rose award at the annual international festival in Montreux, France. NTS entered the "Rudi Carrell Show," directed by Dick Harris. First prize, the Golden Rose, went to Switzerland's "Happy End." Third prize went to America's "The Jackie Gleason Show."

Benjamin Britten's "Cello Symphony in D, Opus 68," will have its Dutch premiere at the Holland Festival July 6. The composer will conduct. . . . Jazz artists Charles Mingus, Ella Fitzgerald and Oscar Peterson will give concerts here May 10 and 24. Miles Davis will arrive in October. . . . Jan Burgers' The New Orleans Syncopators of Amsterdam has a growing hit in "Come Friends," based on an old Flemish folk song. . . . A Dutch translation of Aznavour's "La Mamma," recorded by Corry Brokken, seems a certain success. . . . There is fine response here for the Serendipity Singers.

Chevalier Teams With Cinquetti

COPENHAGEN — Maurice Chevalier, here for personal appearances, said he plans to record for Festival, Ltd. of France, with 16-year-old pop singer Gigliola Cinquetti, the winner of this year's European Song Contest. (In the U. S. the album will appear on MGM.)

After that he begins his American tour with a one-man show through 10 cities from middle May into June. From June 9 through July 7 he will be at the Desert Inn in Las Vegas.

Philips Artists on Tour of Far East

THE HAGUE—The Jumping Jewels and singer Johnny Lion, Philips artists, winners of Holland's popularity polls in 1963 and 1964, are touring Singapore and other Far East cities.

In recent years the Dutch vocal duo, the Blue Diamonds, singer Anneke Gronloh, and the Dutch Swing College band have scored successes in Malaya. The current tour has already rated newspaper stories.

Lucille Starr Does Single for A&M

HOLLYWOOD — Lucille Starr, half of the team of the Canadian Sweethearts, pacts with A&M Records, has debuted on her first single, "The French Song." Tune was written by the vocalist who, along with her husband, has been playing night clubs around the country.

In additional singles action, Jerry Moss and Herb Alpert, owners of the label, have purchased two master. "What a Thrill," by Johnny Walker, from Bob Mellin, and "Don't Let Him," by Gloria Melborne, from Marty Cooper.

Crown Records Expands

HOLLYWOOD—Crown Records has expanded its foreign distribution with the signing of two additional licensees—Meteor in South Africa and Manufacturers Distributing in New Zealand, according to Florette Bihari, Crown executive.

Say You Saw It in Billboard

MEN WHO READ BUSINESSPAPERS MEAN BUSINESS

Programmer Gives Views

• Continued from page 1

The occasional talk that we hear today involves various forms of promotion designed to play a DJ or music director in a position of obligation — an obligation to give preferred airplay to certain records.

Record promotion, in its broader aspects, is supposed to build good will for a label, distributor, artist, publisher, or whoever needs it. The legitimate end result to be desired is a fair consideration of the promoter's product. In today's highly competitive record world, a lot of promotion effort is necessary just to get the records auditioned by those who make the decisions.

Nobody has ever written a rule book on record promotion. There are no out of bounds lines or rules for fouls and penalties. Promotion ethics are a nebulous thing. What may be right in one situation is questionable in another.

Questions of right and wrong should not be held exclusively on the shoulders of record promoters. The final decisions on accepting a favor and the obligations it entails are made by radio people. The standards of the station and/or the individual determine what sort of conduct is out of bounds.

Radio people owe their best efforts to their employers. These best efforts include the function of selecting those records for airplay that are most likely to improve the station's ratings. The playing of a record as a favor to a friend is a violation of the obligation that the radio man owes his employer. Wherever the DJ or music director feels any other sense of obligation than to his job, there cannot help but be a conflict of interest. The term, "conflict of interest," is widely used in connection with government officials, and also in many business enterprises. It does not imply dishonesty. It is simply a situation in which double loyalties may pull in opposite directions. In business as well as government it is a situation to be avoided. In radio programming, specifically, a conflict of interest breeds a weakness that can threaten a station's security.

A disk jockey puts on hops. Some promotion people help him line up talent. Some do not. Can the DJ be fair minded enough to play the best records on his show, regardless of whether or not they come from the more helpful promoters?

Another DJ writes a song, which is recorded. Should he refrain from playing the record on his show? Or is his case similar to the TV star who makes a record and performs it on his show?

Should a station encourage its DJ's to promote hops and shows? If so, should controls be exercised over preferential airplay of the artists who appear?

A program director has frequent lunch and dinner invitations. He visits New York and has pick of several Broadway shows, through the courtesy of various record companies. What should he accept?

What we are talking about in radio is nothing more nor less than standard business practice of maintaining "good relations." Sometimes the practice may be carried to dangerous extremes. It is neither right nor wrong of itself. Only in the degree that it influences and controls the radio man's best programming judgment is it an evil practice.

It is impossible to examine a

VOX JOX

• Continued from page 22

Jim Tate is assigned all of the rough chores like emceeing the Miss Universe semi-finals in Bucks County recently.

The deejays at CHEC (Lethbridge, Alberta) have each adopted a personal gimmick. Jim Elliott has grown a beard to match his sneakers; R. K. Legge has adopted a checkered hat and is now being called "Mad Hatter"; and Roy Mullett is now growing the longest Beatle wig in the history of Lethbridge.

Next week stay tuned for the latest word on Bigge Nevins' (WIOD, Miami) Chinese-Kosher Cookbook. Ever try Sub-Gum Knishes?



Colpix artist and comedian Rip Taylor (left) awaits to be fed (Sub-Gum Knishes?) by WINS's deejay Stan Z. (Sub-Gum Knish) Burns at a party tossed in honor of Rip's first recording titled "How Does It Feel" at the Steak Pit in Paramus, New Jersey. Looking beautifully on is Rusty Roe, Taylor's fiancee. No wonder Rip's vocalizing is a happier note.

SEGUE

WGR disk jockeys, Pat Patterson (also PD), Bob Christian, Bill Slater, Tom Shannon and Fred Gage have been given notice in the wake of a complete staff shakeup in Buffalo by new owner, Taft Broadcasting. . . . Dex Card, KYW and WERE deejay, leaves Cleveland for Chicago's WLS and the 3-6:30 show. . . . WABY (Albany) has switched to a standard pop format bringing back Chris Martin (5:30-9 a.m.) and

conscience under a microscope, or in a court of law. What is possible — and necessary — is a constant watchfulness by the station manager for any signs of favoritism in the station's programming. It is quite possible that programming can be slanted in favor of some distributor, label or artist without any conscious intent. In order to make sure of fair and impartial treatment of all records, it is advisable for the manager to be well informed about the record business. High ratings are no guarantee of high standards of ethics. No manager whose program content is over 75 per cent recorded music can safely escape final responsibility for its selection. Responsibility requires knowledge.

The National Association of Broadcasters, through its management membership, is better able to assure honesty and fair dealing in record programming than any governmental agency or committee. The sooner management accepts this responsibility, individually and collectively, the better for all of us.

Bob Snyder (9-noon). Other WABYmen include Stan Stevens (noon-3; 6:30-9 p.m.), Tom Sanders (3-6:30 p.m.) and Lars Allanson (9 p.m.-1 a.m.).

VIP APPOINTMENTS: Eddie Clark, program director, WHK (Cleveland), recuperating from recent heart attack, resigns—Scott Vurton succeeds him. . . . Ron Baxley, program director, WPLO, to WAIT (Chicago) in similar capacity. . . . Jerry Pugh, program director, WQAD (Bloomington, Ind.) named general manager, replacing Stephen Petersen who moves to another post in Ithaca. . . . Fred Weber, longtime Rust Craft executive, appointed executive vice-president of TV and radio operations for the group. . . . Bob Nash named program director, WPET (Greensboro, N. C.).

WITH THE COUNTRY JOCKEYS

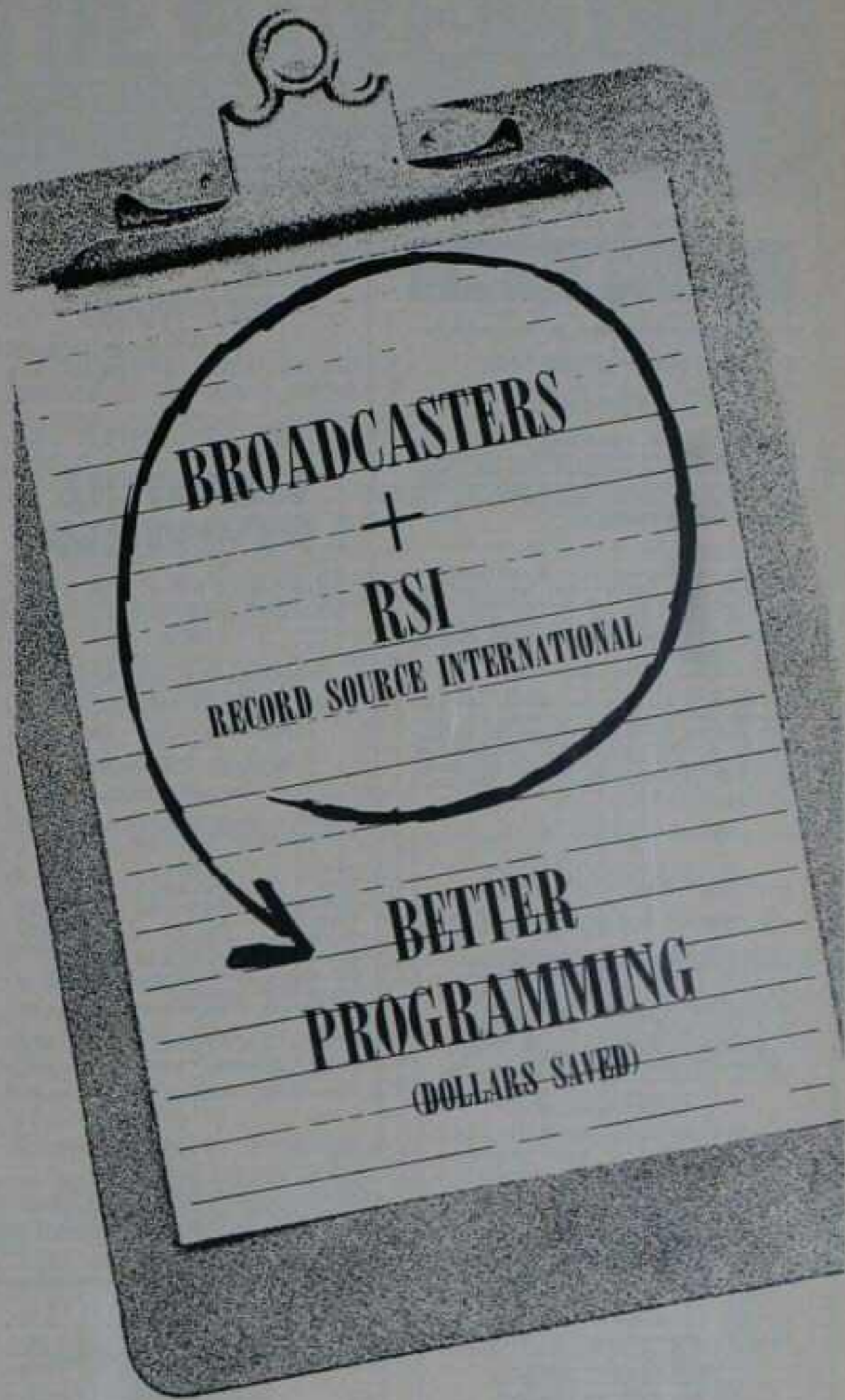
After 10 years of handling all country & western for CKRD, Red Deer, Alta., Texas Roy has moved to CJDV, Drumheller, Alta., where 55 per cent of the music is country & western. He asks that artists and diskeries note his change of address and put him on the list for programming material. . . . The "Just Plain Gene Show," rated as mid-Michigan's top-rated country music seg, has just begun its seventh year on WCER Radio, Charlotte, Mich. The show is heard daily, 2:05 to 3 p.m. and on Saturday from 1:05 to 3 p.m. . . . "We're thriving on your country music columns here in Bermuda," writes Terry Hickey, country music representative, Station KHOP, Armed Forces Radio, APO 856, New York, N. Y. "Country music reception and output has increased more than a 100 per cent in Bermuda the past year," continues Terry, "due to the efforts of deejay David Lopes of ZBM No. 2. Lopes is heard Mondays through Saturdays, from 5:15 to 7 a.m., with a rundown of the Top 40 on Saturday from 1:05 to 3 p.m."

WABC HAS DAY AT THE N.Y. FAIR

NEW YORK—Friday (8) was WABC's day at the Fair. The World's Fair Pavilion Building was the scene of all-day activities honoring the 50,000-watt ABC flagship station.

From 10 to 11 a.m., a special broadcast from the auditorium featured ceremonies by World's Fair officials honoring WABC. From 11 a.m. to 10 p.m., WABC's "All-Americans"—Bob Dayton, Dan Ingram, and Scott Muni, aired their shows. Also on hand were deejays Herb Oscar Anderson, Charlie Greer and Bruce Morrow as well as sportscaster Howard Cosell and Bob Maxwell, host of the 6:20-6:30 p.m. controversial "Sounding Board" interview program.

Photos of thousands of WAB listening families were on exhibit in the building—snapshots mailed in response to a contest to pick the seven happiest looking WABC families. Judging took place at the Fair, with seven families receiving World's Fair tickets and other prizes.



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Blue Note	Jubilee	Tom Rush
Cambridge	Living	Smash
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Canadian	Old Town	Swan
American	Pacific	Stinson
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IT'S A CAN'T-MISS SALES AND PROFIT MAKER! Check your regular Associated salesman for special prices . . . or write to us.

NEW 45'S—48 PER HUNDRED PLUS added bonus of 20 DJ records free with each hundred. Fretas Music Co., 17 S. San Joaquin St., Stockton, Calif. 95202. my30

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Mary Ann Lorri
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RECORD PROMOTION & PUBLICITY

"20 Years of Record Experience"

JOE PETRALIA
RECORD PROMOTION
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Suite 267 55th St. at 7th Ave.
New York 19, N. Y.
Phone: JU 6-6935

TIM GAYLE — PUBLICITY, PROMOTION, management b/w years of experience, contacts, results, know-how. Area Code 212; OR 7-5100, Hotel Brittany, 55 East 10th St., New York, N. Y.

MISCELLANEOUS

WEDGE RECORDS ARE VERY EXCITED by the new sound of "The Rampages" called "Alligator Slump," SR-1011-A, and "My Dear Heart," SR-1011-B. All interested parties may write to The Rampages, in care of Wedge Record Co., Baltimore, Md. my16

BUSINESS OPPORTUNITIES

INTERNATIONAL PROFITS YOUR object? You can reach and sell your published songs, tapes, masters, services to leading music industry influential all over the world through the International Buyers & Sellers Exchange. Designed to help you reach markets outside the U.S.A. It appears each week in Billboard.

MISCELLANEOUS

COMEDY FOR DEEJAYS, EMEES, ORK Leaders, Singers! "Musicollection," a folio of one-line gags, bits, adlibs, song titles, intros, parodies and musical laughs. Rush \$3 to Show-Biz Comedy Service (Dept. Music), 65 Parkway Court, Brooklyn, N. Y. 11235. my14

JUKE BOX OPERATORS — WE SPECIALIZE in new 45 releases aimed at your adult customers. The best standards on organ, harmonica, polkas and foreign language. Send for our latest listing and free sample. Halifax Productions, 4135 Armitage, Chicago, Ill. 60639. np-je27

RECORD DEALERS—FREE DELIVERY plan anywhere in U. S. on accessories, needles, phono cases and racks and foreign LP lines. Details and catalogue free. Write Hal Faktor, 4143 W. Armitage, Chicago 39, Ill. CA 7-3722. np-je27

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30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 2536 Daniel Crescent, Baldwin Harbor, N. Y. ch-np

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If you need help in securing exactly the right records and albums for your music programming — YOU CAN GET IT FROM RSI.

Over 2,200 satisfied station users. Let RSI help you. Call or write for catalog today. No obligation, of course.

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Record Source International
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WANTED

Any record company with active singles to be aware of a unique marketing service that is available to accurately reflect over-the-counter sales of your records in 24 top markets each week. Report on sales activity delivered on each Thursday Morning reflecting retail sales as of previous Saturday. Cost: Only \$20 per record per week. Contact

Record Market Research Agency

A Division of Billboard
165 West 46th Street
New York City 10036

A Few Extra Copies Available WHO'S WHO in the World of Music

- Partial list of contents:
- Top Records of 1963
- Top Talent for 1963
- Top Singles Artists
- Top LP Artists
- Top International Artists
- International Directory of Recording Talent, Booking Agents, Talent Managers, Impresarios and critics.
- Award Winners of '63 including NARAS, NARM, Motion Picture Academy and Country Music

Million-Selling Singles Records.
Half-million Selling Albums
Top Artists 1948-1963
Discography 1948-1963
Send \$1 for your copy now to
JOE PACE, THE BILLBOARD
2160 Patterson Street
Cincinnati, Ohio 45214
Include your name and address and "1963-64 Who's Who."

CLASSIFIED RATES Per Insertion

	1/2"	1"	2"	Each Additional Inch
Manufacturer Advertisers	\$9	\$15	\$25	\$9
Distributors (Regional) & Employment Advertisers	\$5	\$9	\$15	\$5
Distributors (National)	\$9	\$15	\$25	\$9
Situations Wanted for Individuals	\$2	\$9	\$15	\$5

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words.
- All rates are for EACH insertion. PAYMENT MUST BE IN ADVANCE!
- Advertisements 2" or larger are set in boxed style.
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 Set regular classified style. Set boxed classified style.
 Amount enclosed _____

Copy: _____

Company Name _____ Authorized by _____
 Address _____
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PLEASE ENCLOSE YOUR PAYMENT. WE DO NOT BILL FOR CLASSIFIED ADS.

FOR ADDITIONAL INFORMATION AND/OR ASSISTANCE CONTACT: Martin Thau, Classified Advertising Manager, Billboard, 165 West 46th St., New York City 10036.

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Everyone in the music business and every teen-ager in Belgium reads

JUKE BOX

BELGIUM'S BIGGEST MUSIC MAGAZINE

A one page ad costs you only \$220
A one-year subscription is only \$3

Send your bank draft to

JUKE BOX
MECHELEN, BELGIUM

Write for Sample Copy.

ENGLAND

U.S.A. SPONSOR REQUIRED FOR young, ambitious gentleman with eight years in the record business who wishes to move to the U.S. Has intensive knowledge of both U.S. and English record scenes and many contacts in England. Excellent references available. Please send full particulars of offers and requirements to Box #105, c/o Billboard, 15 Hanover Sq., London, England. eh

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WE SEEK ONE ADDITIONAL RECORD LINE FOR GREECE, EGYPT & LEBANON

With over 30 years' experience in handling records in this part of the world, we know you get a fair treatment only from the firm that concentrates on your label, not ten or twenty or thirty others.

If you want experience and honest consideration, why not write now to

MIDDLE EAST RECORDINGS
Evans Plamantis, President
4 Spartis, Athens, Greece

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

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There's no "blarney" about EMERALD RECORDS

Ireland's leading recording company. We are specialists in Country & Western, Religious, Irish and Scottish Records. We are always interested in leasing material in the Country & Western and Religious fields.

For further information write
Mr. Mervyn Solomon, President
67/69 Ann St., Belfast
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Members of the International Federation of the Phonographic Industry.

UNITED STATES

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

BULK VENDING news

HOUSE BILL PERILS BULK VENDERS

NVA Leader Names New Committeemen

TELL CONGRESSMEN, NVA URGES ALL OPERATORS

CHICAGO—National Vendors Association is urging all operators to contact their Congressmen and voice opposition to the bill (H. R. 4731) which would prohibit the co-mingling of confections and trinkets (see separate story). Listed below are the members of the House Interstate and Foreign Commerce Committee.

Democrat: Oren Harris, Ark., chairman; John Bell Williams, Miss.; Kenneth A. Roberts, Ala.; Harley O. Staggers, W. Va.; Walter Rogers, Tex.; Samuel N. Friedel, Md.; Torbert H. Macdonald, Mass.; John Jarman, Okla.; Leo W. O'Brien, N. Y.; John E. Moss, Calif.; John D. Dingell, Mich.; Paul G. Rogers, Fla.; Robert W. Hemphill, S. C.; Dan Rostenkowski, Ill.; James C. Healey, N. Y.; Horace R. Kornegay, N. C.; W. R. Hull Jr., Mo.; Gillis W. Long, La.; Lionel Van Derlin, Calif., and Paul Pickle, Tex.

Republican: John Bennett, Mich.; William L. Springer, Ill.; Paul F. Schenck, Ohio; J. Arthur Younger, Calif.; Milton W. Glenn, N. J.; Samuel L. Devine, Ohio; Ancher Nelsen, Minn.; Hastings Keith, Mass.; Willard S. Curtin, Pa.; Abner W. Sibal, Conn.; Glenn Cunningham, Neb.; James T. Broyhill, N. C., and Donald G. Brozman, Colo.

Seattle Operator's 'Extra' Gets Results

SEATTLE—To establish prime locations in busy super drugstores, give the location owner something extra in the way of usefulness, advises John C. McDaniel, largescale bulk operator here.

McDaniel, in the bulk vending field for 15 years and currently operating 3,500 machines in the Seattle area, has experienced very little difficulty in landing five and six-head drugstore installations. The reason is simply that he provides each drugstore with a unique combination stand incorporating a handsome lower shelf, three feet by 20 inches, with space for two or three stacks of newspapers, plus the usual waist-high display of six vending machines. The entire fixture, finished in aluminum, is mounted on soft-tired, easily moved caster wheels, which makes it easy for the druggist to move vending machines and the day's stack of newspapers out of the way of the mop or broom.

McDaniel invests about \$40 in each of these units and currently has 20 of them in operation. Naturally, he has strong support

from news butchers, who are glad to co-operate in keeping the stands clean, another advantage of the combined-interest installation. Where big, busy drugstores have had unpleasant experiences with stacks of newspapers being spilled, torn apart by children and otherwise damaged, the stand is a solution that has gained McDaniel entree into locations which he might not otherwise have opened.

Started in 1946
The Washington veteran went into vending in 1946, after serving with the Air Force. Originally from Kansas City, he considered joining the Vendo Corporation staff there, but decided to take a flyer at vending instead. He chose Seattle as a city in which bulk vending had not been developed and, with a partner, set up 1,000 machines, pioneering each location himself, rather than buying established routes. After six months, he bought out his partner, and since then has developed Puget Sound's largest bulk operation, with three full-time employees servicing most machines every two weeks.

Developing specialized stands to fit the type of retail outlet in which they are located has been a specialty with McDaniel. He has built many multiple vending stands for large supermarkets and heavy traffic areas as well as single-machine, theft-proof stands for small locations.

McDaniel calls himself a specialist in bulk vending with no particularly featured lines. He gave up peanuts, after an experiment with 50 machines showed they do not sell in the Pacific Northwest, where, perhaps, tastes for them have never been

(Continued on page 52)

Price's Troll Line In Full Output

ROSLYN, N. Y.—The Paul A. Price Company, local charm manufacturer, is now in full production on its Troll line, exhibited at the recent National Vendors Association show.

First run is a flesh-colored series with hair in various colors. Price said the next Troll series will feature an assortment of body colors.

Would Bar Mingling Of Candy, Charms

By NICK BIRO

CHICAGO—A bill which would put an end to the bulk vending business as it exists today, is being considered by Congress.

Don Mitchell, National Vendors Association legal counsel, said the bill is the greatest threat faced by the bulk vending industry in more than a decade. Mitchell said the legislation being considered by Congress would "cut the heart out of bulk vending as we know it today."

Prohibit Mingling

In essence, the bill would prohibit the mingling of confections and charms. It would reverse a long-standing Supreme Court decision which held such mixtures to be legal.

The bill is H. R. 4731 which has been passed by the Public Health and Safety Subcommittee of the House Committee on Interstate Commerce. It is due for full committee consideration shortly.

Exact language of the bill provides that confections "shall be deemed adulterated . . . if a trinket or similar article is packaged or held in the same container, unless such trinket or article is not physically integrated or attached to such confectionery, or is separately and distinctly wrapped."

Seek Hearing

Mitchell said NVA is contacting the chairman of the House Committee on Interstate Commerce and asking for a chance to present its side at hearings on the bill.

Mitchell is also asking NVA members to contact their congressmen and voice opposition to the measure.

The history of the "co-min-

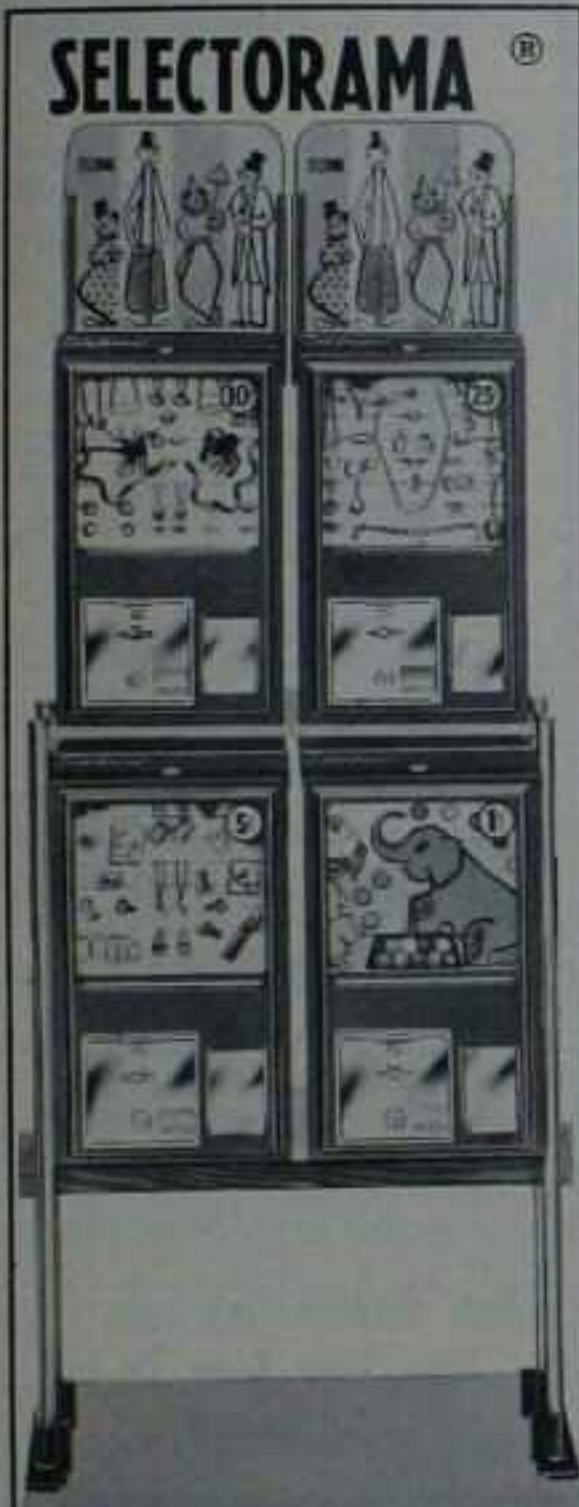
gling argument" dates back many years to the famous Cavalier Vending Company case. At the time, the government confiscated some ballgum and charm machines operated by Cavalier and said they were in violation of the Pure Food and Drug Act.

Court Fight

The act stated that a confection is deemed adulterated if it bears or contains non-nutritive substances.

The case went all the way up to the U. S. Supreme Court, which held that ballgum and charms placed side by side did not constitute adulteration because the confection did not bear or contain a non-nutritive substance.


Since then, non-nutritive substances . . .
(Continued on page 50)



SELECTORAMA®

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

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



Northwestern HEADQUARTERS

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.

PARKWAY MACHINE CORP.
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Vending Headquarters for VICTOR
The Most Complete and Finest Line of Bulk Vendors
NEW SELECTORAMA®

BEAUTIFUL STORE WINDOW DISPLAY
Available in 1c, 5c, 10c, 25c or 50c coin mechanisms. Unit can vend 100 count gum, V, V-1 and V-2 capsules. Use as single unit or can be mounted on multiple stands. New, attractive and durable space-saver stand available for six or eight units.

Double or triple your sales with this great vendor. Write for further details, color circular and prices.

Large Stock of Vendors—Parts and Merchandise.
Write for Prices.

LOGAN DISTRIBUTING, INC.
1850 W. Division St., Chicago, Ill. 60622. Phone: HU 6-4870



Northwestern MODEL 60

Try one! You'll quickly agree. It's the outstanding Bulk Vender.

Model 60 dispenses all small products from Spanish peanuts to capsules and Jumbo ball gum.

WIRE, WRITE OR PHONE FOR COMPLETE DETAILS

Northwestern CORPORATION
2543 Armstrong St. Morris, Ill.
Phone: WHitney 2-1300

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10-Col. 1/2 Tab Gum Mach.	18.00
N.W. Model 233, 1/2 Po. Con-verted for 100 ct. B.G.	6.50
ABT Guns	35.00
Mills 1/2 Tab Gum	12.00
Acorn 8 lb. Globe	15.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.77
Pistachio Nuts, Jumbo Queen, White	.70
Pistachio Nuts, Large Tulip	.75
Pistachio Nuts, Vendor's Mix	.48
Pistachio Nuts, Shaik, Red	.43
Cashew, Whole	.70
Cashew, Butts	.67
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.38
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.48
Hershey-ets	.47

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

IMMEDIATE DELIVERY

VICTOR VENDORAMA

ALL PURPOSE VENDOR
1c, 5c, 10c or 25c Mechanisms

All parts interchangeable in seconds.

Vends bulk candy, peanuts, ball gum, charms and capsules. Many new time-saving features, including removable cash box and no top lock.

Unique in beauty and design.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.
MOE MANDELL
446 W. 36th St., New York 18, N. Y.
LOngacre 4-6467

NYBVA Discusses Ways To Bolster Own Unit, NVA

NEW YORK—The New York Bulk Vendors Association held its monthly meeting Monday (6)

at the Fraternal Clubhouse here and discussed ways of strengthening their own organization and the parent National Vending Association.

Operator Pete Irving brought up an idea that has had an occasional previous airing, but has never moved beyond the talk stage. The proposal is to have operators pay a small additional amount, like a dime or a quarter, for the purchase of new bulk machines. The manufacturer would turn the extra money over to the NVA, which would hold it as an emergency or welfare fund.

Several operators expressed interest in the idea, but the New York group's treasurer, Lou Ellis, felt that past history showed the plan would never be effective.

A report on advertising in the journal put out in connection with the weekend convention at Swan Lake, N. Y. (May 10-12), indicated that this year's publication would be the most successful in the association's history.

Roger Folz presided over the meeting, attended by operators Hy Berman, Arthur Bianco, John Caruso, Michael Goldberg, Marvin Kreindell, Nathan Gordon and Sid Mollengarden. Manny Greenberg, King Coin Company, also was present.



GEORGE EPPY (center), of Eppy Charms, Inc., and distributor Moe Mandell (right) smile at the boom in sales of troll charms. With them is Al Cohen, assistant to Mandell.

Lucky Trolls' Craze Has Mfr. Living Charmed Life

NEW YORK—The boom in Lucky Trolls surpasses anything that George Eppy, Eppy Charms, Inc., has seen in his 27 years in the business. His factory is presently turning out up

to 110,000 charms per day, eclipsing the stir raised last year by the Horribles.

The extra help needed is overflowing the Eppy premises. With 125 people working exclusively to produce the trolls, office and storage space is being used for manufacture and assembly. The craze for the capsule items shows no let-up, and they may well become one of the top-selling charms in bulk vending history.

Bulk Banter

Pacific Patter:

The new receptionist at Operators Vending Machine Supply Company in Los Angeles is Anita Rufus. She was formerly Anita Goldstein, Herb's daughter. . . . Sid Bloom and Herb Goldstein are back from the National Vendors Association convention in Miami Beach. . . . The many friends of Harry Gassberg will regret to learn of his death. He was a pioneer in the bulk field and for many years traveled for Operators Vending. . . . Operators Vending Machine Supply is continuing its policy of remaining open until 7 p.m. and closed on Saturdays. Also at Operators, plans

Permavend Seal Machine

MIAMI BEACH, Fla. — The Permavend Corporation, Chicago, exhibited its plastic seal machine at the NVA show here. The unit, which places a plastic seal on photos, cards and licenses for a 25-cent vend, has an improved coin mechanism and an improved method of tape loading.

NVA COUNSEL URGES ACTION

CHICAGO — "One thing is certain! We cannot sit by and allow this legislation to pass!"

This was the plea of Don Mitchell, legal counsel of National Vendors Association, in a special bulletin sent to members last week.

Mitchell referred to the current House bill which would prohibit the co-mingling of ball gum and charms.

He told members that if they were ever serious about increasing NVA membership for the common good, now is the time. He said the association would, no doubt, need revenue to fight the bill.

Mitchell said that if all segments of the bulk vending industry "act in unison and with sensible direction" in opposing the measure, "we will be successful."

Schoenbach For Merchandise

Leaf Brand RAIN-BLO

All Sizes
300 lbs. or more shipped prepaid.

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

CHARMS

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

New and Used
BULK VENDORS
all types including parts and supplies

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

J. SCHOENBACH

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

ACORN—The World's Most Profitable Vendors!

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



BIG VALUES ON USED VENDING MACHINES

Victor Vendoramas, 1¢ Ball Gum or Jumbo Ball Gum . . . \$10.00 Ea.
Victor Toppers . . . 7.50 Ea.
Acorns, 1¢ Ball Gum with 6 or 8 lb. globes . . . 8.50 Ea.
1/3 deposit, balance C.O.D., F.O.B. Philadelphia.

RAKE COIN MACHINE EXCHANGE
1214 W. Girard Ave. Philadelphia, Pa.
Center 4-4493



Vending Headquarters for VICTOR

The Most Complete and Finest Line of Bulk Vendors
NEW SELECTORAMA®

BEAUTIFUL STORE WINDOW DISPLAY

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

H. B. HUTCHINSON, JR.

1784 N. Decatur Rd., N.E., Atlanta 7, Ga. Phone: DRake 7-4300

Buy OAK for your PROFIT LINE!

THE TITAN



Capacity of 2 Cases Century Gum (4000 Pieces)
Separate Coin Box
Built in Cast Iron Base No Other Stand Needed
Coin Control Interchangeable 1¢, 5¢, 10¢, 25¢ or Foreign Coins
Shipping Weight, 45 lbs.
Height 40", Diameter 15"
Packed One to a Carton

\$49.50 F.O.B. Factory

THE OAK TREE—6



Will Take All Size Acorn Machines
No Need to Disassemble Upper Row of Machines to Service Bottom Machines
Stand Takes Up Only 1 1/4 Square Feet of Floor Space
Cast Iron Base Weighs 30 Pounds
Base Measures 13x16 inches
Overall Height of Stand Including Machines is 50 inches
Wheels Mounted on Rear of Base for Easy Moving
Stand Can Be Assembled and Ready for Use Within 5 Minutes
Assembly Instructions Packed in Each Carton
Shipping Weight 45 Pounds

Time payments available on OAK machines to all distributors



MANUFACTURING CO., INC., 11411 Knightsbridge Ave., Culver City, Calif.

Write for the name of your nearest OAK distributor

Northwestern HEADQUARTERS

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.



BIRMINGHAM VENDING COMPANY

520 Second Avenue, North, Birmingham, Alabama
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the Newest and Best in

ROCKET CHARMES

WITH FREE DISPLAY FRONTS

Five big assortments . . . all items specially designed, plus rings with inserts, for 5c Rocket Vending.

FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

The PENNY KING Company



2534 Mission St., Pittsburgh 3, Pa.

World's Largest Selection of Miniature Charms



10c ATLAS MASTER Capsule Venter

KG KRAZY TROLLS

HOTTEST 10c CAPSULE ITEM EVER!!

This Is the Original!
This Is the Best!

Packed 250 to a bag with FREE DISPLAY

\$38.00 PER THOUSAND

OR DIRECT FROM AT YOUR NEAREST KG WAREHOUSE



156-07 Archer Ave., P.O. Box 510, Jamaica 31, N.Y. 212 RE 9-5423



BUILT FOR BUSINESS!

Attractive, compact MARK-BEAVER Bulk Vending Machines sell themselves Available in many models, including combination units.

SEND FOR ILLUSTRATED CATALOG, TODAY!

VENDOR MFRS., INC.

1319 LEWIS ST. • NASHVILLE, TENN.
PHONE: 615-256-4148
(Distributor areas available throughout the world)

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

COIN MACHINE news

MOA Lines Up Exhibitors Rules Committee to Take Up Celler Bill

CHICAGO — Music Operators of America managing director Fred Granger came back from his initial meeting with New York record companies last week with encouraging results.

Granger met with some 15 firms. In addition to a positive commitment from Columbia he

received favorable responses from some dozen other firms and outright refusals from only two: London and Roulette.

Granger now plans to contact firms in Chicago and later firms on the West Coast. He said he was confident MOA would surpass its 1963 total of record company exhibitors.

Washington Sessions

Following his New York meetings, Granger stopped in Washington for sessions with Hirsh de La Vez, Show Biz Productions, and Nick Allen, MOA legal counsel.

La Vez is handling the entertainment for MOA's traditional big windup banquet and floorshow.

With Allen, Granger discussed recent rule changes adopted by MOA directors, some of which are to be incorporated in the association's bylaws. Among these is the association's new dues structure.

Allan and Granger also discussed the slating of a key government official as a speaker at the October 14-16 convention. Allen is making numerous contacts in this field.

Columbia Support

Among the record companies contacted by Granger, most favorable response came from the large firms. Columbia said it would support the convention "at least to the same extent" it did last year.

Capitol's Brown Meggs said he was satisfied with last year's convention and that Capitol would probably be back. RCA Victor's Jack Burgess said he was very encouraged by the 1963 convention and that things seemed to be looking up for

MOA. Burgess said he would consider very seriously exhibiting in this year's show.

Decca's Sid Goldberg said he would keep an "open mind" and would consider exhibiting. A similar response came from Larry Newton of ABC Paramount.

Depends on Material

Cadence said its decision to show would depend on whether the firm had any hot juke box material at the time of the show. Liberty said it was not too strongly interested.

However, Twentieth Century Fox's Norm Weiser said he was very favorably disposed toward the show and that his firm probably ought to be in. Weiser said it would depend on how many other commitments it had at the time.

United Artists said it would definitely give consideration and would have a decision in about 60 days. United Artist said it was always interested in meeting with people who used its products.

MGM's Sol Handwerker said the diskery would consider the move, as did Atlantic's Bob Altschueler.

MONY Pact Highlights New Clauses

NEW YORK—New arbitration contracts between operators and location owners for installation of phonographs have been drawn up and printed by the Music Operators of New York. MONY has written to its membership, pointing out that the revised contract contains a number of new clauses, including a renewal clause.

The renewal clause provides that the contract automatically goes into effect for a further

(Continued on page 50)

Minthorne Co. Wins \$129 G In Damages

PHOENIX — The Jean J. Minthorne Music Company here has been recently awarded \$129,371 in damage claims in a countersuit brought against the Seeburg Corporation of Chicago. Earlier, Seeburg had received a \$60,000 judgment as plaintiff against the Minthorne Company in a breach of contract suit.

In the countersuit, Minthorne officials claimed that Seeburg forced them to sell an existing vending machine and juke box franchise in February 1960, and then entered into a three-year distributorship contract which Seeburg canceled the following year.

Coit Hughes and Harry A. Stewert Jr., Minthorne attorneys, said that additional countersuit claims of some \$500,000 are pending against Seeburg. Phoenix attorneys John P. Frank and Ed Sexton represented the Seeburg Corporation.

EUROPEAN NEWS BRIEFS

Romania Buys

MUNICH—Romania has order 12 phonographs from West German manufacturers, the first substantial phonograph order under the Bonn-Bucharest trade agreement.

It is regarded as a pilot order not only for Romania, but for other countries of the Communist bloc with which West Germany has just negotiated trade pacts. These include Poland, Bulgaria and Hungary. The Germans are negotiating with Czechoslovakia.

Romanian export-import agency officials said the machines would be sited at Romanian Black Sea resorts catering to Western tourists. Romania, interestingly, is competing for Western tourist hard currency with Hungary and Bulgaria.

Play Price Stays

PARIS — Efforts of French phonograph operators to boost the play price to 10 cents have run afoul of General De Gaulle's anti-inflation drive.

Operators are pointing out, in rebuttal, that the price of phonograph play has not changed for the last five years, and that the operators, in effect, are merely proposing to do what every other sector of the national economy already has done.

Operators say they need the price hike urgently to finance the purchase of new equipment, most of which is imported from the U. S.

Operators Protest

MADRID—The Spanish operators' association is requesting intervention by Madrid authorities to halt discrimination against operators by certain provincial governments and local authorities.

A formal complaint delivered to the national government's interior ministry accuses certain local officials of "open hostility" toward coin machine operation.

It singles out the government of the province of Galicia and accuses them of seeking to block the operation of phonographs and pinballs with a law making it mandatory for the operator to be supervised and provided by a registered architect. The architect's fees for service are left open, and in practice they are prohibitive.

Coin Carousel

COLOGNE — German manufacturer production of sophisticated Merry-Go-Round Wilhelm Me

(Continued on page 51)

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Rules Committee to Take Up Celler Bill

WASHINGTON—The House Rules Committee holds a hearing on HR1192 (the Celler Bill) Tuesday (12). The measure, which would remove the performance royalty exemption on juke box play, passed the House Judiciary Committee in August, 1963, and it has been in the Rules Committee for nearly nine months.

Similar measures sponsored by Rep. Emanuel Celler (D.-N. Y.) have been introduced in the last several Congresses. The current bill is the first one ever to get by the Copyrights Sub-Committee and the Judiciary Committee.

Protagonists are ASCAP, which traditionally supports the measure, and the Music Operators of America, representing the nation's juke box operators.

Pressure on Congress to dispose of the legislation has been brought to bear by the U. S. Copyright Office, which is preparing a revision of the Copyright Act of 1908. The juke box exemption is one part of this act.

COINMEN IN THE NEWS

Pacific Patter:

Johnny Perrone, Juke Box, Inc., Hong Kong, visited Associated Coin Amusement Company, Inc., Los Angeles, to study the operation. While there, he visited Simon Distributing Company. . . . Amos Heilicher and Mrs. Heilicher, Heilicher Brothers and Advance Music in Minneapolis, visited Henry Leyser, Associated Coin Amusement Company, Inc., Oakland, on their departure on a world tour. . . . Herman Bied, vice-president of ACA and general manager of the Los Angeles office, and Mrs. Bied are continuing their around-the-world trip. They were in Tel Aviv and Athens recently. . . . Dick Washburn, who operated for several years in San Diego, is now in the printing business and visited with Ed Wilkes at the Los Angeles branch of R. F. Jones Company. . . . R. F. Jones visited his Los Angeles branch. . . . Operator Jose Torres, Baja California, Mexico, was in Los Angeles on a shopping tour. . . . Don Edwards, R. F. Jones Company, is back from a selling trip in the Bakersfield area. . . . Cliff Jones, Long Beach music operator, stopped in at the R. F. Jones Company Tuesday (28).

. . . The many friends of Al Cohn, Trico Music, will be happy to hear he is completely recovered from a recent illness.

. . . Jim Ballard, son of Clayton and Garna Ballard, Los Angeles Wurlitzer branch, is graduating in business administration from San Jose State. His grandmother, Mrs. Margaret Medlin, will attend the exercises. This occurs 50 years after her graduation from the same school, known then as San Jose State Teachers College. . . . Cliff Nugent, Wurlitzer sales force, is back from the high desert country and Coast cities around San Luis Obispo. . . . Walt Pateet, Wurlitzer field service representative, was in Los Angeles following service schools in the San Diego area. . . . Operators along West Pico last week included George Duensing, Newport-Balboa Music; Bill Walker, Glendora; Wally McFarland, Ventura; Jimmy Sellers, Cypress, and Carl Lykke, Orange. . . . Virginia Sargent, R. F. Jones Company, Los Angeles, observed her birthday Tuesday (28). . . . Advance Automatic Sales has installed a peg-board display in the parts department and plans to add showcases for smaller parts. Bob Portale, Advance, visited friends

(Continued on page 52)



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MUSIC MACHINE programming

Denver Operator Has Knack For Resort Area Business

By BOB LATIMER

DENVER—Programming for resort areas is a matter of spreading the appeal on a national basis according to Wilbur Beyer, who has been doing just that for more than 10 years.

Beyer, who is a familiar figure at mountain lodges, summer camps, and resort areas along the front range of the Colorado Rockies, turns in healthy collection figures every summer, when some of his phonographs and games produce something like five times the national average. Particularly pleasant are phonograph returns which stem from the fact that no matter what part of the country the customer comes from, he is usually likely to find something which pleases him.

MOA KICKS OFF NEWSLETTER

CHICAGO—Music Operators of America has kicked off a monthly newsletter to members called The Location.

The letter is being done in Kiplinger style and is designed to establish a better link between members and the MOA office, according to MOA managing director Fred Granger.

The first issue of The Location is out this week.

Mrs. Beyer does most of the programming, including all of the top 40, which are universally popular, of course, with tourists from any area. She programs few polkas and other Central European music for customers from Chicago, Indianapolis, Pittsburgh, Detroit and other areas which have a large percentage of Slavic residents.

Similarly, because Colorado mountain resort areas are relatively close to Mexico, there will usually be a few Spanish favorites. She also includes a bit of hot jazz r&b music.

Location Suggestions

Beyer gives credit for a considerable assist in building up his resort area volume to location owners, most of whom have a keen ear for music taste of their customers, and don't hesitate to pass them along. Not infrequently, location owners will scribble out a list which they want installed, and which shows a happy response on the turntable.

Because the largest percentage of tourists are middle-aged people who have plenty of money for a leisurely trip, Beyer always programs a lot of old favorites, particularly instrumentals which are soothing, relaxing, remind tourists of home, and which unvaryingly show just as high, if not higher percentage of play than the hit numbers on the same box.

Because most tourists stay only a few days in one place,

it isn't required to change as many records, or as often, as in the case with a static location. Beyer often leaves some of the same favorites on through the four-month season, with little or no drop in play during this entire period. Moreover, he finds that people on vacation are less likely to be listening to their radios, and are less demanding in the matter of hit numbers, to the point that new hits which are already waning in the city remain at top popularity much longer in the mountain resort market.

More limited changeovers means, of course, that Beyer does not have to cover so many miles, in reaching remote locations, a fact for which he is quite thankful.

Game Servicing

Game operation, on the other hand, requires much service because the machines are used so much there are many more break downs. Operating at least a dozen types of amusement machines, Beyer does a careful job of preventive maintenance on any new machine before he moves it from his headquarters in Fort Collins, Colo., 70 miles north of Denver, into the resort towns.

Every machine gets careful scrutiny and replacement of any dubious part, long before breakdowns can occur.

Games stay popular on the same location all summer, for the reason advanced above—simply the fact that instead of replacing games, the tourist nature of the location replaces customers regularly with new ones.

United Displays At Paris Show

CHICAGO—United Manufacturing Company will be displaying its coin-operated amusement line to Europe operators and distributors at the giant International Manufacturers' Exposition to be held in Paris May 16-28.

The United booth will be headed by the firm's director of exports Philip Schwartz. Schwartz said the move marks the beginning of an increased effort on the part of the firm in the European market.

NVA COUNSEL URGES ACTION

CHICAGO — "One thing is certain! We cannot sit by and allow this legislation to pass!"

This was the plea of Don Mitchell, legal counsel of National Vendors Association, in a special bulletin sent to members last week.

Mitchell referred to the current House bill which would prohibit the co-mingling of ball gum and charms.

He told members that if they were ever serious about increasing NVA membership for the common good, now is the time. He said the association would, no doubt, need revenue to fight the bill.

Mitchell said that if all segments of the bulk vending industry "act in unison and with sensible direction" in opposing the measure, "we will be successful."

Recent STEREO RELEASES for Music Operators

SEEBURG LITTLE LP's

Pop Vocal

JULIE LONDON—Julie London Liberty
BOBBY VINTON—There! I've Said It Again Epic

Pop Instrumental

BOBBY HACKETT—Plays the Music of Bert Kaempfert Epic

Folk

JEANNIE HOFFMAN—The Folk-Type Swinger Capitol

International

PAUL ANKA—Italiano RCA Victor

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



FRED GRANGER, Music Operators of America managing director, and Hirsh de La Viez, Show Biz Productions, discuss entertainment plans for MOA's Oct. 14-16 conclave in Chicago. Granger stopped in Washington to see Hirsh last week following a series of meetings with record company executives in New York. The two scan a recent Billboard article detailing MOA progress.

SCOPITONE GIVES SERVICE COURSE FOR TECHNICIANS

MIAMI BEACH—Technicians from 18 U. S. distributing firms received their indoctrination in the Scopitone cinema juke box here Monday through Wednesday (27-29).

The three-day service school was sponsored by Scopitone, Inc., here, sole U. S. sales agent for the French machine. Roger Duvall, chief engineer for Cameca, the French manufacturer, conducted the sessions.

Jack Mitnick, Scopitone's sales director, said that arrangements are being made with the French firm for the manufacture of the machine here under license.

Scopitones are being field-tested in various U. S. locations. Mitnick said he will announce the domestic distributors shortly.

Harley Nov. 7-11; Form World Unit

World coin machine industry is troubled by antiquated trade organization forms. The Austrians the coin trades essentially international outlook for many of current problems.

executives point out no regular meet-international trade, international or- there is rarely nal attendance at is of national ns—even an or- size and pres-

tige of the Music Operators of America, for example.

1,000 Leaders Expected

The VOAG expects 1,000 world trade leaders at the November conference, which will coincide with an international coin machine exhibition, the theme of which is "Coin Machines—Then and Now."

The world trade press has been invited. The VOAG hopes that sufficient momentum will

(Continued on page 52)

MUSIC OPERATORS OF AMERICA Announces TWO CONTESTS

Sponsored by the Public Relations Committee and invites participation by everyone in the coin-operated music and amusement industry

CONTEST #1—Suggestions and/or design for a new MOA emblem. In order to provide

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Assembly Instructions Packed in Each Carton Shipping Weight 45 Pounds

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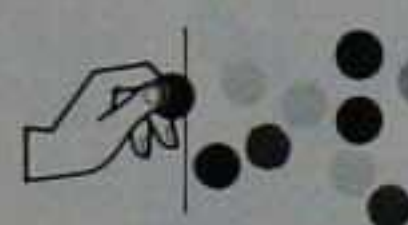
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- 2 Wurlitzer 2610S 645.00
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- 1 AMI Continental II Stereo Round—100 sel. 395.00
- 2 AMI Continental II Stereo Round—200 sel. 495.00

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Pinball Appeal to Kan. High

KANSAS CITY—The Kansas Supreme Court has been asked to rule on the validity of a Kansas City ordinance regulating the operation of pinball machines.

Last year the high court had upheld a control ordinance. On January 6, the U. S. Supreme Court refused to review the findings of the State court.

The ordinance provides that each coin operated machine be covered by a \$10 license, but that no city license be granted to a machine for which a \$250 federal gaming stamp had been issued. The ordinance also provides that anyone purchasing a federal stamp after first obtaining a city license will be cited to show cause why the city license should not be revoked.

Asked to Rule on Appeal

The Supreme Court is being asked by Kansas City to rule on its appeal from a decision by a Wyandotte County District Court judge overruling the city's demurrer.

Roy Cook, attorney for several tavern and restaurant owners, has filed a second suit challenging the validity of the ordinance.

Cook said the second suit was

an entirely separate action and was based on a different point of law.

He contends the ordinance would deprive his clients of the right to do business and make them guilty of a crime.

In the hearing of the second suit before Judge William J. Burns, the city demurred to the evidence presented by Cook, pointing out that the question had already been decided by the Supreme Court. After Judge Burns overruled the demurrer, the city appealed to the Kansas Supreme Court.

Pending the decision by the

Supreme Court, the city is enjoined from enforcement of the control ordinance. The restraining order was issued the day after the city cited the first 13 of a group of 57 persons who had purchased \$250 federal gaming stamps to show cause why their city licenses should not be revoked.

A similar ordinance, passed by Wichita, has not been challenged in the courts.

Fred Aley, Wichita city attorney, said the ordinance resulted in the closing of some taverns who depended heavily on coin machine commissions.

Bulk Banter

• Continued from page 44

Rosen and "Red" Nance at Operators. This was his first visit in a long time. Gary Vandergriff, of Crest Vending Company in Bellflower, Calif., and his wife, Carol, are expecting their third child.

A. L. Fishman, who operates Orange County Vending in Anaheim with George Loeb, visited Lew Feldman at Acme Vending to pick up peanuts for City of Hope. . . . Feldman announced that he is coming out with a new bulk vendor machine stand that comes apart "like 1, 2, 3." He is also waiting a shipment of the new Northwestern Marvel 60 bulk pack vendors. . . . Bob Feldman, Acme, is awaiting the golf tournament in Palm Springs.

Steve Watson and his partner John McClure, San Diego Venders, were in Los Angeles for supplies. . . . Alex Elliott, a former operator, is looking for a climate beneficial to his daughter's health, then will return to business.

Rolf Lobell, Leaf Gum, Chicago, was a visitor to Los Angeles a few weeks ago. . . .

John Adams, Santa Barbara, made one of his buying trips into the city. . . . Edward Papier, Ventura, is retiring from bulk vending and expanding into other fields.

Bill Evangeloff, Ace Vending, is back on the job following a couple of days in the hospital. . . .

Chick Newman is a new operator in the business.

Harry Quinn, brother of Leonard Quinn, distributor for Oak Manufacturing Company through his Confection Products Company in Columbus, Ohio, visited Sam Weitzman and Sid Bloom at Operators Vending Machine Supply Company. . . . Oak Manufacturing Company and Imperial Die Casting Company are expected to move into the new Los Angeles location that now houses only Operators Vending Machine Supply Company about July 1, said Sam Weitzman, president of the companies. **SAM ABBOTT**



BILL DORN, field sales engineer for Rowe AC Manufacturing, explains electronic component of the firm's bill changer to vending service personnel attending a special school in Atlanta. The session was part of Rowe AC's continuing program of service schools for distributors and operators throughout the country.

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- 1 Bally ABC Bowl Lanes 14' . . . 100.00
- 4 Bally Strike Bowler 14' 100.00
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- 2 CC Bowling League 11' 125.00
- 4 Bowling League 14' 125.00
- 2 CC Classic 12' 225.00
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UJA Fete SRO; Get 764 Reservations

NEW YORK—With a complete sellout assured for the June 6 victory dinner of the coin division of the United Jewish Appeal for Greater New York, the executive committee decided at a dinner meeting

Wednesday (6) to notify all who have made reservations that they must make their commitment absolutely firm or send a check within 10 days.

Chairman Irving Holzman announced at the Hotel Aster meeting that 764 reservations have been made, and any substantial additions would overload the accommodations arranged for the June dinner at the Statler Hilton.

Comedian Alan King will perform and will attend with his wife. The comic's participation was obtained by chairman Holzman.

Contributions had totaled \$19,000 as of the start of the committee meeting but climbed close to \$1,000 more through donations made within the hour, including \$150 given by the Music Operators of New York in memory of the late Barney Sugarman. Contributions of a pool table from both the Irving Kaye Company and the Fischer Sales and Manufacturing Company as well as a game from the Midway Manufacturing company were also announced.

Holzman read a list of political and other dignitaries scheduled to attend and got the approval of the committee to reserve dais seats for them.

No further full committee meetings are planned before the event, but an informal meeting may be held Wednesday (20)

Ladies Program Planned by MOA

CHICAGO—Music Operators of America is planning a ladies' luncheon, with a special program of entertainment along with additional special tours, in conjunction with its October 14-16 convention at the Sherman House here.

Mrs. Clint (Marie) Pierce and Mrs. Lou (Olive) Casola are in charge of the arrangements for the ladies.

to tie up any loose ends after the volunteer telephone squad completes its day's work of obtaining contributions.

The squad will be composed principally of wives of committee members and will include Mrs. Albert Bodkin, Mrs. Al Denver, Mrs. Holzman, Mrs. Max Klein, Mrs. Sidney Mittleberg, Mrs. Harold Kaufman, Mrs. Harry Siskind and Mrs. Aaron Sternfeld.

Those present at the Hotel Aster meeting in addition to Holzman and his wife were: Joseph Albino Jr., Mr. and Mrs. Max Bloom, Mr. and Mrs. Albert Bodkin, Harry Brodsky, Ben Chicosky, Mr. and Mrs. Al Denver, Harold Kaufman, Mr. and Mrs. Max Klein, Sid Mittleberg, Carl Pavesi, David Sachs, Mr. and Mrs. Harry Siskind, Nathan Sugarman, Louis Wolberg, Ed Adlum, Aaron Sternfeld and Ed Barnes.

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Coinmen Leaders Slate Day to Aid Crippled Kids

PHILADELPHIA — Leaders in the coin machine industry have assumed key roles of leadership for the seventh annual Old Newsboys Day to be held on Friday, June 19.

Sponsored by the Philadelphia Variety Club Tent No. 13, in co-operation with The Philadelphia Inquirer, ABC Vending Corporation's President Jack Beresin will be general chairman for the community-wide effort to help crippled and handicapped children.

Beresin, a past Chief Barker of Variety Clubs International, was responsible for introducing Old Newsboys Day to Philadelphia. He has announced that John A. Murphy, head of the investment banking house of Reynolds & Company, will serve as honorary chairman. Murphy is a leading figure in the city's welfare, health and educational institutions. He is also a member of ABC Vending Corporation's board of directors.

In addition, Ralph W. Pries, vice-president of the Berlo Vending Company here, will serve as co-ordinator. He is a former Chief Barker of the local Tent and a national officer of Variety Clubs International.

As the current Chief Barker of the Philadelphia Variety Club, David Rosen, president of the coin machines and record distributing firm of David Rosen, Inc., is enlisting support of record, radio, TV and theatrical celebrities to highlight "Happiness Edition" sales. To further attract the attention of passersby to the "Old Newsboy" selling the charity newspaper, Rosen is planning to place a large number of Cinebox machines at street corners and shopping centers.

It is also expected that all coin machine operators in the area will take time out on Friday, June 19, to don the black top hat and gold coin apron for the cause.

H. Z. Vending's Open House



H. Z. VENDING & SALES COMPANY drew a big crowd to its recent preview showing of the Rock-Ola Grand Prix phonograph in Omaha's Hotel Diplomat. Above, (left to right): Hymie Zorinsky, H. Z. Vending; David Rockola, Ed Zorinsky, and Jack Barabash, Rock-Ola Manufacturing.

State Sales Corp. Opens Headquarters; 300 Attend

BALTIMORE — More than 300 coin machine operators, distributors and factory representatives attended open house at

State Sales and Service Corporation here Saturday (2) as Sam Weisman and Dave Koenigsberg officially opened State's new headquarters at 1825 Guilford Avenue.

Guests included Irving Kaye and Howard Kaye of the Irving Kaye Company, Brooklyn; Bob Bear and Hank Peteet of the Wurlitzer Company, North Tonawanda, N. Y.; Irv Holzman, United East Coast Corporation, New York; Paul Calamari, Bally Manufacturing Company, Chicago, and Paul Huebsch, Rowe AMI, Chicago.

Operators and distributors from Maryland, Delaware and Virginia made up most of the visitors.

State Sales' new headquarters occupy and 11,000-square-foot building, with modern showrooms, shops, offices and loading platforms.

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Wurlitzer 2500	645
Wurlitzer 2504R10	595
Seeburg C's	95
Seeburg R	265
Seeburg G	165
AMI E-120	90
Rock-Ola 1438	95
Rock-Ola 1454	295
Bally Batting Practice	165
Bally Target	125
Bally Tournament	85
CC 4-Game Shuffle	245
CC King Bowler	145
CC Red Pin	125
CC Steam Showel	75
CC Pro Shuffle	295
CC Bull's-Eye Baseball	95
United Advance Bowler, 16"	195
United Jumbo	95

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Say You Saw It in Billboard



JOHN TRUCANO, seated, president of the South Dakota Music Operators Association, exchanges a laugh with Ed Zorinsky, H. Z. Vending & Sales. The get-together, which included dinner, dancing and a swim in the hotel pool, attracted many Midwestern operators and their wives.

ECME's Kitt Off on Tour Of Europe

CHICAGO—Gil Kitt, Empire Coin Machine Exchange president, leaves on a six-week tour of Europe to develop new customers for what he describes as a "growing international coin machine business."

Empire's international trade has been slowly growing to where it now occupies a "very substantial" portion of the firm's business. Chicago was once considered relatively remote from the European market, but the opening several years ago of the St. Lawrence Seaway makes Chicago accessible to salt water shipping.

Kitt's itinerary follows: London, May 20-23; Paris, May 23-31; Rome, May 31-June 4; Florence, June 4-6; Milan, June 6-8; Vienna, June 8-10; Brussels, June 10-17; Rotterdam, June 17-19; Hamburg, June 19-22; Copenhagen, June 22-25; Stockholm, June 25-27; Oslo, June 27-30; returns to Chicago June 30.

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10 3-Sel. Trade Card Vendors, new	22.00
10 Ball Pen 2-2-Sel. Trade Card Vendors, new	15.00
10 DuRenier 4-Sel. 1c Tab Gum	10.00
10 Ball Pen Vendors, 25c	18.00

SHUFFLES—BOWLERS

2 United 20" Bowl-A-Ramas	
9 Un. 11" Bowlers	1 Un. 16" Sevoy
3 Un. 16" Jumbo Bowlers	1 Un. 16" Dixie
3 Un. 12" Jumbo Bowlers	1 Un. 12" Cypress
1 Un. 11" Jumbo	5 Bally 1" ABC Bowling
3 Un. 16" Royal	9 Bally 11" ABC Bowling
2 Un. 13" Royal	1 Bally 14" Tournament
7 Un. 16" Bonus	1 Bally 14" Champion
2 Un. 12" Bonus	2 Bally 14" Strike
5 Un. 16" Playtime	1 Bally 11" ABC Lucky
6 Un. 12" Playtime	1 Bally 14" Pan American
2 Un. 11" Playtime	5 Bally 14" Challenger
3 Un. 16" Duplex	3 Bally 16" Bowlers
7 Un. 13" Duplex	7 C. C. 14" Bowl'g League
2 Un. 16" Advance	4 C. C. 16" Classic
1 Un. 13" Advance	1 C. C. 16" Official
1 Un. 16" League	2 C. C. 16" Queen
1 Un. 16" Handicap	1 C. C. 16" Gold Crown
1 Un. 13" Handicap	1 C. C. 16" Continental
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4 Un. 16" Falcon	



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Patterson Distributors Appoint E. R. Ratajack

CHICAGO—E. R. Ratajack, an industry veteran of some 20 years, last week was named a vice-president with L. T. Patterson Distributors, a coin machine import-export firm headquartered in Cincinnati.

Ratajack will supervise national sales for Patterson, which handles the products of four major European coin machine manufacturers. Included are amusement games and juke boxes.

Ratajack was formerly managing director of Music Operators of America and longtime executive vice-president of the then AMI Corporation. In his new post, he'll maintain offices in suburban Evanston, Ill.

Among the European firms and products he'll represent are: Automatenbau Foerster, West



E. R. RATAJACK

MONEY Pact

• *Continued from page 45*

period of five years after its expiration date and thereafter for successive like periods unless written notice by registered mail of intention to terminate the contract is given by either party at least 30 days before the end of any contractual period.

The new contract retains all the original features of the old one, including the provision for arbitration of disputes between operator and location owner by one arbitrator in accordance with the rules and regulations of the American Arbitration Society.

Each contract has a serial number and, in addition, a per-

Germany—Foosball Match, Europa Meister Ice Hockey, Billiard Miniature, shuffleboards, ping pong and Bar S 100-selection juke box.

Marchant, France—Emaphone juke box, electric and manual post card vender, electric and manual 45-r.p.m. record vender.

Eltec Contina, West Germany—Eltec 100-selection juke box, wall and floor models.

J. B. Marketing Ltd., England—Sound advertising insertions for juke boxes.

forated code number like that used by MONEY on the chattel mortgage contracts issued to members for protection of loans. The perforated number makes the contract readily identifiable, should it show up in the hands of any operator other than the one to whom it was issued.

Barnet Sugarman

The members of the family of the late Barnet Sugarman wish to acknowledge their appreciation for the many expressions of sympathy received on his death.

"It is gratifying to know" says Myron Sugarman, one of the sons and spokesman for the family, "that my father earned the respect and friendship of so many people in the industries and communities he served during his lifetime. This knowledge has given and will continue to give us the comfort and strength to bear this great loss."

House Bill Perils

• *Continued from page 43*

stances have been permitted in numerous other foods but not in confections. The National Confectioners Association has for years attempted to obtain a modification of the act.

NCA Backed

The latest bill (H.R. 4731) is backed by NCA. It permits the use of harmless and safe non-nutritive substances in confections, but it also carries the proviso prohibiting the comingling of trinkets and confectionery, unless the trinket is separately wrapped.

Mitchell said the comingling of ball gum and charms has never produced a single health problem. He said the charms have been proved to be as sanitary as the confections with which they were mixed.



SOME 37 representatives of operating companies attended a session on vending machines and bill changers hosted by Rowe AC Manufacturing Company in Atlanta recently. Recent classes were also held in Chicago, New York and Detroit. Above, Ellis Royan and Bill Dorn, Rowe engineers, dismantle a unit.

COINMEN IN THE NEWS

Gotham Gleanings

Ralph Schechtman, owner of Service One-Stop, Newark, N.J., became the father of a boy, Neal David, Thursday (7). It's the third child for the Schechtmans. Monday (4), manager of Schechtman's Springfield, N. J. branch, Paul Reilly, also became the father of a boy.

Fred Granger, executive director of the Music Operators of America, was in New York last week. Granger visited Al Denver, president of the Music Operators of New York, and attended a meeting of Brooklyn operators.

Harry Brodsky, local juke box operator, attended a memorial service in observance of the first anniversary of his wife's death.

A delegation of local juke box and game operators spent the weekend in the Stevensville Lake Hotel, Swan Lake, N. Y., for the joint annual outing of the New York Automatic Vending Association and the New York Bulk Vendors Association. . . . The annual UJA Coin Machine dinner honoring Harry Siskind will draw the biggest crowd in the history of the affair. A sellout attendance of nearly 800 is expected at the Statler Hilton Hotel on June 6. . . . location owner Max Bloom and his wife, always strong supporters of UJA, attended the UJA coin division executive committee meeting Wednesday (6) and received the thanks of chairman Irving Holzman for their efforts.



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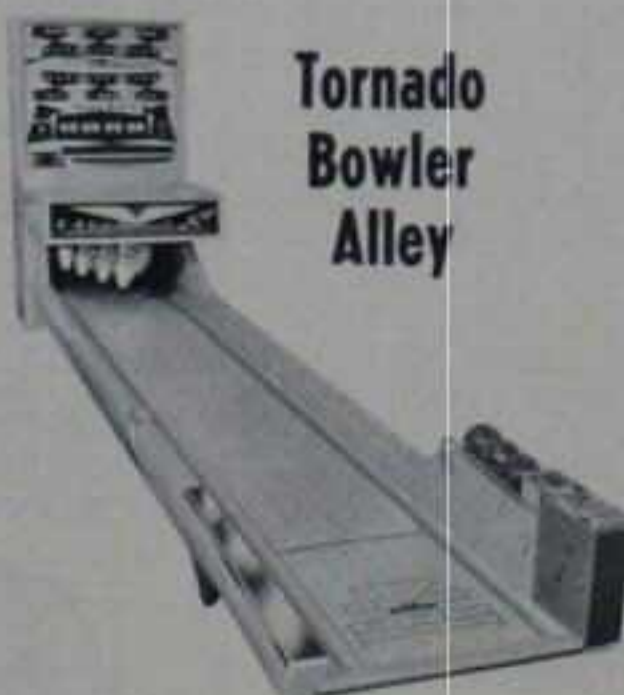
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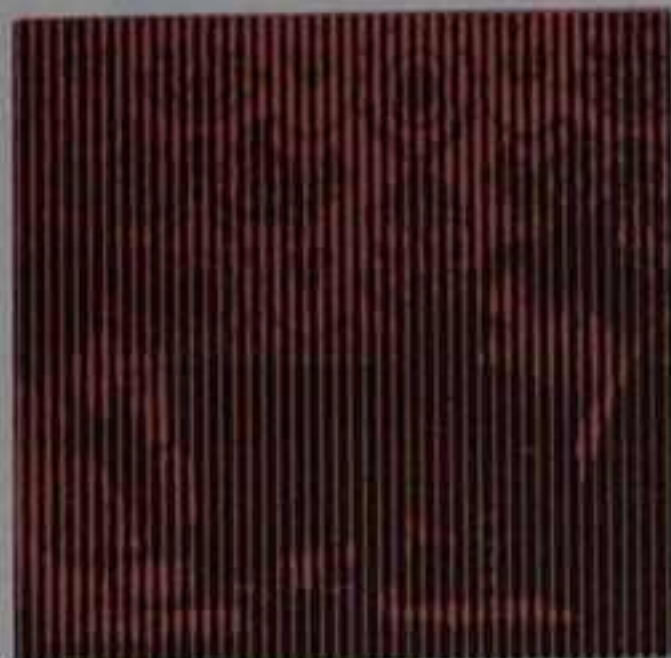


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Here at last is the ultimate in outstanding design, built-in Rock-Ola quality, and profitable Rock-Ola versatility. The mechanism itself is a triumph of Rock-Ola simplicity, engineered for the finest possible performance and the easiest possible servicing.



NEW WAY TO PROFIT . . . Twin stereo speakers in the new coin-activated Phonette remote speaker-selector unit beam the music to booth or bar for private listening pleasure—and more profits for you. Simple selector panel and personal volume controls add play appeal. Use the Phonette with any current model Rock-Ola phonograph, and boost profits right down the line.

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2310 345

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5 BALLS

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VOAG Parley Set for Nov. 7-11

• Continued from page 46

be generated to form an international trade organization.

Austria's initiative coincides with efforts in Belgium and West Germany toward "Euromat," an organization in the coin machine industry and trade in the six European Common Market nations with possibly Britain.

The VOAG prefers a looser organization, however, than Euromat envisage. Euromat proposes to unify the industry in the six countries by common tax legislation, licensing regulations, and structural trade organization. It aims at doing for the coin machine industry roughly what the Common Market has done for the steel and coal industries and what it seeks to accomplish in the field of nuclear energy.

Leaders Are Skeptical

Austrian trade leaders tend to be skeptical of too much trade organization, fearing that international co-operation may be discouraged and frustrated by trying to go too far too fast. The VOAG's attitude is influenced by Austria's own predicament in being caught between the rival trading blocs, the Common Market and the European Free Trade Association.

The Austrians feel that at this stage it is advisable and more practical to concentrate on fostering a spirit of international trade co-operation and mutual aid.

Studies made by the European trade make the point that of all the major world industrial sectors, the coin machine industry tends to be among the most underdeveloped. Aside from the obviously vast potential markets in Latin America, Asia and Africa, there are the still untapped markets of the Communist bloc, and the "underdeveloped" markets of Britain, Spain, Scandinavia, and the Mediterranean countries.

For example, some British trade leaders estimate that with proper exploitation Britain could provide sites for up to 160,000

phonographs as against the present 20,000.

Co-Operation Cited

A VOAG official concluded, "The problem then is not to compete for existing markets, but to co-operate in developing the new markets and markets still largely undeveloped.

"This can be done only through co-operation on the international level, and through help from countries like the United States and West Germany in organizing operator associations in the developing markets.

"As we in Austria know only too well, the independent operator is the backbone of a flourishing, healthy trade anywhere. National markets can grow only as fast as they are developed by the independent operator entrepreneur."

NVA Leader

• Continued from page 43

means committee. Members include: Leonard Quinn, Sidney Bloom, Bert Fraga, Harry Bell, Paul Guynes, George Eppy, Tom Em, Jack Nelson, Bob Kantor and Les Shankman.

Rolf Lobell is chairman of the convention committee. Assistant chairman is Tom King.

Members of the membership committee are Leo Leary, Art Bianco, Herbert Goldstein, H. B. Hutchinson Jr., Bernard Bitterman, Walter Gray, Duane Lohrke, Lee Smith, Dave Bradford and Tom Ems.

The exhibit committee comprises George Eppy and Robert Guggenheim, trinkets; Rolf Lobell and Carmen D'Angelo, confections; Sidney Bloom and Pat Bolin Jr., machines; Dave Mark, Harry Bell, Nicholas Schiro, Dave Bradford, Irwin Katz, Michael Goldberg, Roger Folz, Leonard Quinn and B. Kanak, general committee.

Jane Mason, executive secretary, serves ex-officio on all committees.

COINMEN IN THE NEWS

• Continued from page 45

and relatives in Stockton. Al Anderson, Shafter operator, visited Advance and his old friend, Jack Leonard. Jack and his wife, Dorothy, are planning a trip some weekend soon to Las Vegas. . . . Frank Doyle, Rock-Ola, was in town. . . . Aubrey Stemler, vending equipment sales, trout fishing at June Lake and Lake Crowley. . . . Marty Hasha, Marty's Vending Service, LaCrescenta, Calif., is adding brew and instant coffee. . . . Al Bettelman's son, Sandy, is planning a 44-day trip covering 28 States when school is out for summer vacation. He will visit Canada and Washington, D. C. . . . Charles A. Robinson, C. A. Robinson Company, reports that January was his company's biggest month since May, 1957, and the following months held up beyond expectations. Pool tables are in demand, he said. . . . Vinny Lanzisero has joined Simon Distributing Company in the shop. . . . Joe Simon, nephew of Jack Simon, Simon Distributing Company, visited from Chicago. . . . John K. Lewis and Jules Beck, who said he was a "Pittsburgher," were at Simon Distributing for equipment for C. F. Norris, Long Beach arcade operator. . . . Eddie Vandell has joined Simon Distributing Company, to assist Joe Menill in the parts depart-

EUROPEAN NEWS BRIEFS

• Continued from page 45

sen says his coin-operated carousel is noiseless in operation (aside from the accompanying music), and absolutely safe for children to operate.

The carousel rides six children up to the age of 12. Rubber insulation is used to eliminate noise, and all moving parts are shielded. Moehring is producing up to 50 carousels a month for sale to tourist and resort centers, cafes and restaurants, and mini-golf courses.

Operators Gay

MUNICH—There is lots of foam in this beer barony, but there is very little fun for coin machine operators.

Operators almost literally cried in their beer at the meeting

of Bayerischen Automatenverband, the Bavarian operators association. President Paul Damm gave the association a black-bordered report of endless tax woes.

Never have Bavarian operators been burdened by such taxation and prospective taxation, according to Damm.

Bavarian operators are battling the state's amusement tax, which is held to be so high as to be confiscatory; GEMA's increased royalties; and the pending introduction of an added-value tax. This latter tax is being introduced to harmonize the German tax system with that in other European Common Market countries.

It will replace the turnover tax, but coin machine operators claim it will impose a special burden on their industry.

Seattle Op's 'Extra' Gets Results

• Continued from page 43

developed as they have elsewhere. Out of the original 50 peanut machines, only a dozen are left, all 5-cent units.

McDaniel services his routes with three Volkswagen vans, and has developed the exchange system to a fine art, exchanging complete heads on most stops. Incidentally, because of the high moisture in the Seattle area, where it never snows, but where drizzle falls through most of the winter, he personally developed a weatherproofing system which uses rubber washers, waxed paper and heavy rubber gaskets at the point where globes attach to his vending machines. Long experimentation with various types of rubber and plastics has produced a waterproof vending machine which can take the heavy moisture with no discoloration, stickiness, or loss of flavor in the products vended. Most of his machines are basic Acorns, which McDaniel modifies to fit the situation.

With his wife handling the bookkeeping, McDaniel keeps close tab over his 3,500 machines, constantly diversifying in locations which have as many as 14 to 18 machines. He vends licorice, Boston baked beans, ball gum, tab gum, Chiclé Treats and jelly beans, with the emphasis on 100-count gum as a steady best-seller. His candy mixes

have proved popular in both 1-cent and 5-cent operations, the 5-cent machine becoming extremely important in recent years.

McDaniel inspects all his routes personally every two months, and makes sure to meet location owners personally, asking them to call in immediately whenever dissatisfied. He maintains goodwill for the Palmer Company, his business title, by regularly replacing machines on the average of once every six months, completely stripping down, refinishing, and rebuilding every vendor after it has put in six months of duty in the same location.

Unlike most operators, McDaniel has little competition in the Seattle area, primarily because his operation has grown continuously with location owners asking him to set up his equipment, rather than waiting for him to solicit. By and large, however, it has been his ingenuity in designing stands and his willingness to spend as much as \$40 apiece for them that have earned top-volume locations for him.

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chicago coin's

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ment. . . . Bill Futterman, formerly advertising manager for Chicago Coin, now has his own advertising agency in Los Angeles. He dropped into Simon's to chat with Frank Mencuri.

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ALBUM REVIEWS



BILLBOARD SPOTLIGHT PICK

Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

ALBUM REVIEW POLICY

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

POP SPOTLIGHT

CALL ME IRRESPONSIBLE AND OTHER HIT SONGS FROM THE MOVIES

Andy Williams. Columbia CL 2171 (M); CS 8971 (S)

A fine collection of tender and melodic standards from the movies. Andy's singing is most enjoyable and he is backed by chorus and full orchestra. This year's Academy Award winner, "Call Me Irresponsible," is among the selections which include "Laura," "Love Letters" and "More."

POP SPOTLIGHT

MARY WELLS AND MARVIN GAYE TOGETHER

Motown 613

A most effective and commercial matching of talents. Both Wells and Gaye are hit makers in their individual right on singles. They sing well together, turning in top-rate performances on ballads and swingers like "(I Love You) For Sentimental Reasons," "Together" and "Until I Met You."

POP SPOTLIGHT

MORE THEMES FOR YOUNG LOVERS

Percy Faith

POP SPOTLIGHT

HEARI HEARI

The Searchers. Mercury MG 20914 (M); SR 60914 (S)

The group is currently coming off a big hit, "Needles and Pins." The hit-making British performers of the "Liverpool Sound" romp through 12 cuts that should prove to be sheer delight for the group's increasing number of fans and advocates. The boys mix up tunes of American and British origin.

POP SPOTLIGHT

BACK IN TOWN

The Kingston Trio. Capitol T 2081 (M); ST 2081 (S)

The Kingston Trio is back with another one and back at San Francisco's hungry i. The boys quip at the beginning of each cut. The trio give their now-traditional readings of easy-go and up-tempo folk tunes. Several of the better-known selections are "Georgia Stockade," "Tom Dooley" and "Farewell Captain."

POP SPOTLIGHT

MORE THEMES FOR YOUNG LOVERS

Percy Faith & His Ork. Columbia CL 2167 (M); CS 8967 (S)

Cute idea here of taking some of the hits that kids went for—"See the Funny Little Clown," "Wives and Lovers," "Sugar Shack," et al.—and putting them in lush, though swinging arrangements more attuned to adult tastes. These could be programmed anywhere.

POP SPOTLIGHT

MARVIN GAYE GREATEST HITS

Tamla 252

The kid from hitsville with 12 tracks; four of them—"Can't I Get a Witness," "You're a Wonderful One," "Stubborn Kind of Fellow" and "Pride and Joy"—were important ones. In the gravy groove see the sleeper, "One of Those Days."

Pride and Joy ↔ Stubborn Kind of Fellow
Can I Get a Witness ↔ You're a Wonderful One
I'm Crazy 'bout My Baby ↔ Hitch Hike
One of Those Days ↔ It Hurt Me Too
Hello There Angel ↔ Taking My Time
Sandman ↔ I'm Yours, You're Mine

POP SPOTLIGHT

SHANGRI-LA

Vic Dana. Dolton BLP 2028 (M); BST 8028 (S)

Youthful teen-oriented Vic Dana has had several very successful singles to his credit. On this LP Vic demonstrates ably his ability to perform pop-standard ballads. Backed by fine arrangements and a chorus, Vic sings "The Shelter of Your Arms," "Hello Dolly," "Call Me Irresponsible" and others. The performances definitely put the vocalist in the league of highly promising adult singers.

POP SPOTLIGHT

CHART BUSTERS VOLUME 4

Various Artists. Capitol T 2094 (M); ST 2094 (S)

Here's a solid sampler of recent and current Capitol hits for the whole family. The teen and pre-teen will go for the two Beatles tracks, "I Want to Hold Your Hand" and "I Saw Her Standing There," as well as two by the Beach Boys. The older members of the family will like the likes of Al Martino's "I Love You More and More Every Day" and Nat Cole's "My True Carrie Love."

POP SPOTLIGHT

BOYS, BOYS, BOYS

Lesley Gore. Mercury MG 20901 (M); SR 60901 (S)

The theme is boys, and Lesley sings about 'em whistfully, ardently and artfully. Each tune is a potential single release with Lesley giving them all her very best—which has proved to be more than good enough to sell carloads of records.

POP SPOTLIGHT

THE SONGS WE ALL LOVE BEST

Jimmy Dean. Columbia CL 2188 (M); CS 8988 (S)

Jimmy is joined by the Chuck Cassey Singers for this concert of pop-country standards. Peter Matz has built big, but simple arrangements for each tune. A few songs to try on for size are "Wait for the Wagon," "Home on the Range," "White Silver Sands." Great music for those who hate pop-country music. Top programming fare, too.

POP SPOTLIGHT

THE CHART BUSTERS, VOL. 4

Various Artists. Capitol T 2094 (M); ST 2094 (S)

Here's a solid sampler of recent and current Capitol hits for the whole family. The teen and pre-teen will go for the two Beatles tracks, "I Want to Hold Your Hand" and "I Saw Her Standing There," as well as two by the Beach Boys. The older members of the family will like the likes of Al Martino's "I Love You More and More Every Day" and Nat Cole's "My True Carrie Love."

POP SPOTLIGHT

YESTERDAY, TODAY AND TOMORROW

Sound Track. Warner Bros. W 1552 (M)

The phenomenon of original soundtrack albums and their popularity with the buying public has yet to be explained. But there is little question these days as to the desirability of owning a soundtrack LP from a hit movie. "Yesterday, Today and Tomorrow" is a box-office topper—and so we feel will be the sales on this album.

POP SPOTLIGHT

INTERNATIONAL FILM FESTIVAL

Werner Muller & His Ork. Warner Bros. W 1548 (M); WS 1548 (S)

The foreign films have certainly found their niche in the hearts of the American moviegoer. Werner Mueller and his ork spotlight music from 14 successful film imports. The sound is big with plenty of soaring strings. Themes included are "B/S," "La Strada," "Room at the Top," "Sundays and Cybelle" and "La Dolce Vita."

JAZZ SPOTLIGHT

BACH TO THE BLUES

Ramsey Lewis Trio. Argo LP-732 (M)

Plenty of stimulating listening here as Eldee Young, Red Holt, Richard Evans, Ramsey Lewis—the Ramsey Lewis Trio interpret the works of the classical masters. Five of the tunes are based on classical themes familiar to most. The other four offerings have their roots in the blues. Good over-all commercial sound.

C.&W. SPOTLIGHT

THE LOUVIN BROTHERS SING AND PLAY THEIR CURRENT HITS

Capitol T 2091 (M); ST 2091 (S)

The warmth and sincerity of the Louvin Brothers' performances have long been recognized by those who appreciate country music. The boys offer up an LP full of their top-quality vocalizing. "How's the World Treating You," "I Love You Best of All" and "Scared of the Blues" are a few of the favorites.

C.&W. SPOTLIGHT

ROGER AND OUT

Roger Miller. Smash MGS 27049 (M); SRS 67049 (S)

Roger Miller has strong set for his first LP outing on his new label. The country singer flashes his incomparable wit again and again. He wrote all the tunes on the LP. Some of the leading tracks are "Chug-a-Lug," "The Moon Is High," "It Takes All Kinds to Make a World" and "Squares Make the World Go 'Round."

JAZZ SPOTLIGHT

BACH TO THE BLUES

Ramsey Lewis Trio. Argo LP-732 (M)

Plenty of stimulating listening here as Eldee Young, Red Holt, Richard Evans, Ramsey Lewis—the Ramsey Lewis Trio interpret the works of the classical masters. Five of the tunes are based on classical themes familiar to most. The other four offerings have their roots in the blues. Good over-all commercial sound.