

Billboard

The International Music-Record Newsweekly

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

Capitol Tells Some Small Dealers, Buy From 1-Stops

HOLLYWOOD—Capitol Records Distributing Corporation is notifying selected small dealers it will stop selling them Capitol-Angel product because "it has become increasingly difficult for CRDC to service accounts such as yours," and is suggesting that henceforth they buy from one-stops in their area. Policy is effective March 20.

Dealers are being informed of this change on a market-by-market basis rather than in a nationwide announcement. At press time, the cities covered included Seattle, Minneapolis, Milwaukee and Kansas City, Mo. The cutoff notification is being issued in the form of a letter following staff meetings by CRDC vice-president and national sales manager Bill Tallant, accompanied by Peter Goyak, assistant national sales manager.

Service Problem

CRDC's position is that certain accounts are

far too small for it to economically service them properly, and that it would be to the advantage of both the accounts and the distributing company for these dealers to acquire product from one-stops.

According to a CRDC spokesman, the sales costs have been mounting, and the firm cannot economically have its salesmen make calls on marginal volume accounts. In servicing such dealers, CRDC has to extend to them all the benefits, including exchanges, returns and credit. The cost of keeping books on such small transactions when coupled with the cost of sales calls, CRDC feels, exceeds the distributor's profit.

A number of the accounts are geographically distant from the distributor's branch, and, this

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FUNNY GIRL: Barbra Streisand and Sidney Chaplin watch Jule Styne, at the piano, and lyricist Bob Merrill run through their score for the new musical about Fanny Brice, titled "Funny Girl," due to open on Broadway March 22. Capitol Records will put the original cast album into the groove Easter Sunday (29) and will rush the LP into market by the middle of the following week. The show is currently holding preview performances at the Winter Garden, New York.

BRITISH DISKS TAKE TOP 10 POSITIONS AT HOME

LONDON—For the first time in the history of charts, the British Top 10 is now all-British. When this achievement was reached two weeks ago the first 14 disks in the hot 20 were home-made, a staggering result for manufacturers of the home product who are now selling their wares in greater quantities than ever dreamed of just a few years ago.

But the British industry is still trying to grasp the full extent of its new-found success in America. The Beatles already have places on their mantles for no less than six U. S. gold disks—one each for their two chart-topping LP's and one each for the million-selling singles "I Want to Hold Your Hand," "She Loves You," "Please Please Me" and "Twist and Shout."

Now everyone here is wondering whether the Searchers, the Dave Clark Five, Dusty Springfield, the Swinging Blue Jeans and the Merseybeats—and the host of others who have found success here with the new trends—can rise to similar heights in America. Several albums are being prepared by the hottest British acts with the U. S. market specifically in mind.

Will Aberbachs Buy Mills?

NEW YORK—The Aberbach freres, Jean and Julian, are preparing a buy for the giant Mills Music catalog, according to reliable reports.

Thus far, the rapprochement is in the initial stages, and presently the Aberbach attorneys are in the process of crystallizing their offer. It is reported

that the offer will be in the neighborhood of \$5,000,000.

The Aberbachs are aiming to acquire "the whole works." This would include not only the great pop catalog of Mills, but also the educational and standard material, plus the foreign holdings.

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COMPLETE FTC COVERAGE See Page 3

Trade Seeks Solution for Juke Box Stereo Dilemma

By AARON STERNFIELD

NEW YORK—Representatives of leading record companies and juke box manufacturers together with the president of the Record One Stop Association, met here Tuesday (10) to work out a distribution pattern which would provide the nation's music machine operators with a constant supply of adult stereo singles and little LP's.

The talks were designed to get the juke box manufacturers and their distributors out of the record business and to shift the responsibility to the record manufacturers and one-stops.

Currently, virtually all of the 33 stereo product available to operators comes through two programs. The Music Operators Stereo Service, a joint effort of Rock-Ola, Rowe-AMI and Wurlitzer, orders stereo singles in five-packs and distributes them primarily through their own juke box distributors, although some one-stops handle the product.

Each five-pack contains a four-color miniature album reproduction for display on the juke box, and title strips. Five albums are represented in each five-pack, with selections taken from best-selling and spotlight

stereo LP's. All this programming is adult-oriented.

Pioneer in the adult stereo programming concept is Seeburg, which maintains its own program. Seeburg little LP's, issued at the rate of about four a week, come with seven-inch color reproductions for display on the juke box. The firm also releases its Artist of the Week five-pack, with 10 sides from the same stereo album, also complete with four-color display.

Both programs have demonstrated that a market for adult stereo programming exists, and

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What are the top SALES IMPACT STATIONS in Boston, Philadelphia and Houston?

See Radio Response Chart in Radio-TV Section

Closed-Circuit TV Fees Up for Grabs

By PAUL ACKERMAN-MIKE GROSS

NEW YORK—A major break-through in performance rights payoffs developed late last week as Billboard was going to press. The major break-through came as a result of the closed-circuit telecast, featuring the Beatles, shown Saturday-Sunday (14-15) in more than 100 theaters around the country. What was most importantly established was that BMI will be paid on demand for 1 per cent of the gross take of the show. The 1 per cent of gross will be distributed directly to the authors and publishers involved. At press time, a spokesman for ASCAP said that copyright organization was still looking into the situation.

Judge Robert J. Burton, BMI president, said that this new area of closed-circuit TV offered an enormous

potential for the remuneration to composers and publishers and that the money accrued would be distributed directly, in the same manner as BMI handles its payoff on concert performances.

Judge Burton said that the closed-circuit TV deal is "significant and new and a departure from previous operational procedures." It's still too premature to estimate what the over-all take will be but it's anticipated that there will be about 500,000 viewers around the country paying a \$2.50 top to see the Beatles, Leslie Gore, the Orlons, Frankie Lymon and the Tymes.

The closed-circuit TV show, produced under the banner of National General Corporation's Theater Color-Vision, headed by Eugene V. Klein, has initiated precedential studies in the pop music areas.

As far as publishers are concerned, two rights are concerned, the synchronization right and the performance right. The BMI move for 1 per cent of the gross puts the performance problem in perspective but the synchronization problem, which right now is up to the individual publisher, is still up in the air.

Some publishers feel that the synchronization rights should be between \$2,000 and \$2,500 per song. There are others, however, who are willing to agree to a \$100 per shot fee.

What's developing is what amounts to a "closed-circuit" fight between publishers. No rule of thumb has been developed on what a performance is worth. One music publisher stated, "It's like block-bustin'."

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Historic FTC Trade Conference

AUDIT CHARTS, KILL PAYOLA, BILLBOARD'S PUBLISHER SUGGESTS

WASHINGTON—Hal B. Cook, publisher of Billboard, called for auditing of all popularity charts in a proposal before the FTC Trade Practice Conference. Cook suggested that all pop charts, whether produced by a trade paper, radio station or any other similar media, be audited by a certified public accountant, thus assuring the industry of responsibility, honesty and integrity in chart compilation.

The full text of Cook's statement follows:
Industry popularity charts: Any trade paper, business publication, radio station or other media who take upon themselves the responsibility of compiling so-called best-selling or most-requested record lists (popularity ratings) be required to submit their polling procedures to certified public accounting or generally accepted auditing procedures to attest to their method of compilation and validity.

The purpose of this rule, Cook said, would be to stop payola at the source. "Charts that are 'fixed' tend to set in motion a false business climate that leads to many of the undesirable industry practices that are under consideration here today."

Sessions Tackle Key Areas of Discounts And Transshipping

By MILDRED HALL

WASHINGTON — The new era of "thou shalt not" for the record industry opened in the velvet-draped Federal Trade Commission hearing room last week, with some of the participants jubilant, some fighting mad. Reading and discussion of the FTC's proposed trade guideline rules for the record industry, from manufacturer to retailer, opened with pleasant welcome from presiding Commissioner John Reilly, who said: "Gentlemen, this is your day."

The meeting almost immediately developed into a verbal war between NARM's Albert Carretta, attorney for the rack jobbers; Earl Kintner, for American Record Manufacturers & Distributors Association; Ernest Meyer, for Record Industry Association of America; Ben Finn, for the National Association of Retail Record Dealers; Jerry Wexler, of Atlantic Records; attorney Sam Lowenthal, for the Goody firm, among others.

One of the main battles broke out over the question of manu-

facturers giveaways of free records, "freebies," and the way quotas are set and met. FTC proposed rules spell out violation (Example 8, Sec. 1) when a manufacturer or distributor grants a certain number of free records to a buyer who meets a specified quota, but fails to grant "such free records to other customers who do not meet the specified quota, which effects an actual price difference in favor of certain of his customers." (FTC said this is not to be construed as barring normal functional discounts for wholesaling vs. retailing, etc.)

Free Offers

Carretta jumped up to ask for clarification that would permit a rack jobber, for example, to offer free goods to a retailer purchasing a big quota, but none to another retailer who orders only half as many. Otherwise, he said, racks felt free offers were legitimate when fully disclosed and offered on equal basis to all competitors.

ARMADA counsel, Earl Kintner, called for strong and clear language to be retained on

Dynagroove Straddles Globe Over First Year

NEW YORK—The Dynagroove recording process, now marking its first anniversary, is being extended to RCA Victor recording facilities on a world-wide basis. Domestically, the firm feels, Dynagroove in its first year proved to be a resounding success.

George Marek, RCA Victor Record Division vice-president and general manager, told Billboard that Dynagroove equipment has been shipped to Italy for installation in the firm's Rome studios, as well as its studios in Canada, Mexico, Germany, France, and Japan.

While this marks the first time that Dynagroove disks could be produced abroad, Dynagroove recordings were introduced during the first year in 27 foreign countries. These included Argentina, Brazil, Chile, Denmark, England, France, Germany, Italy, Japan, Peru, South Africa and Venezuela. The foreign distributed Dynagroove product had been produced in the U. S.

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ARMADA, NARM Map Educational Campaigns on New FTC Rulings

Kintner to Prep Brief In Lay Lingo

WASHINGTON—The board of the American Record Merchants and Distributors Association at a meeting here Thursday (12) approved plans for an educational campaign designed to clarify for members of the record industry the anticipated FTC rules. The rules, which are expected to result from the FTC practice conference held Friday (13) may, according to informed sources, be formulated and released by June, and industry members will be asked to sign a pledge indicating their co-operation.

Earl Kintner, Washington representative and special ARMADA counsel, stated to the board that the expected rules may be regarded as "your 10 commandments." He continued: "It will be necessary to provide members with advice on the legality of individual practices under those rules. . . . The great bulk of this educational work must fall upon this trade association . . . and this association will work with the FTC to implement those rules."

Kintner added that ARMADA would prepare a brief, in laymen's language, explaining the rules and how to live with them.

The immediate future was termed by Kintner as "the second phase." This will be the period of education and adjustment. The first phase was the past two years, during which ARMADA spearheaded the campaign for the FTC conference.

Kintner warned that non-

free goods and quota-meeting. Free goods equal price discount and are a vitally important part of the industry pricing structure, said Kintner. He wants FTC to be sure final working of rules will safeguard record industry from the once-prevalent, and bad practice in many industries, of allowing "cumulative year-end discounts" via the free goods route.

Kintner pointed out that free records under manipulated quotas can lead to tremendous discounts for certain segments of the industry as against others.

FTC attorney John Benton, counsel for the proceedings, said the rule would be "considered" before final framing, but rack spokesman Carretta rose to demand that the industry get some answers on the spot. The attorney explained that these were final exploratory hearings, and many things were to be considered, including additional statements submitted for the record by RIAA and others. This nearly halted proceedings for another argument about procedures, and FTC's considering documents not available to argument at the hearing, but this brushfire was quenched. Gov-

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ARMADA PREXY LAUDS EFFORTS OF ORG EXECS

WASHINGTON—Amos Heilicher, president of the American Record Merchants and Distributors Association, termed the Federal Trade Commission's Practice Conference, held here Friday (13), "the culmination and climax of two years of effort by ARMADA."

Heilicher, now rounding out his second year as president of the organization, attributed the conference to the dedicated work of his organization's officers and board members, especially the late Harry Schwartz, ARMADA secretary, who was considered the model of the ethical distributor.

Speaking of the expected issuance of FTC rules, Heilicher stated: "We must seize the opportunity . . . the prospect of a better industry is a real and challenging one."

compliance could mean costly litigation, and this should be avoided through education.

In discussing FTC processes, it was noted that once a violation is brought to the attention of the Commission, the violator will try to correct this on a voluntary basis. Should this fail, it is likely that the boom would be lowered.

The meeting of the ARMADA board, which continued for the better part of one day, held the rapt attention of the members who engaged in a sustained question and answer session with Kintner, who noted: "It is

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Steen Sees Rules Boon To Industry

WASHINGTON—Cecil Steen and Jules Malamud, respectively president and executive director of the National Association of Record Merchants, here for the Federal Trade Commission's Trade Practice Conference Friday (13), expressed optimism that the expected industry guidelines would prove a boon to the record industry.

"We hope the rules will prove beneficial. Organization will carry on an educational campaign for the sake of our members and the industry," Malamud stated. He added that NARM's attorney, Albert Carretta, would be a guest at the upcoming NARM convention and would discuss fully the matter of compliance by NARM and the industry with the FTC rules. Carretta's appearance is scheduled for April 21, and his talk is expected to be one of the highlights of the convention.

The NARM execs expressed the view that they were in substantial agreement with the body of proposals submitted to the FTC by the American Record Merchants and Distributors Association. These proposals, of course, validate the functions of the record merchandiser and one-stop. NARM execs noted that their chief interest is in Rule 1 (in the list of proposals published by the FTC), wherein it is spelled out that "the classes of distributor, rack jobber and one-stop are recognized as valid functional classifications in the

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EDITORIAL

Out of the Jungle

The giants and the pygmies—the lions and the lambs and all their varied hybrids—met Friday (13) under the aegis of the Federal Trade Commission in an effort to arrive at a happier and more profitable way of life in the jungle that is the record business.

The event was a historic one in the annals of the record industry—an industry which has had more than its share of growing pains.

In all likelihood, the Commission will promulgate rules; industry members will sign a pledge, and a new and clean page will be opened. The era of voluntary compliance—the attempt to bring the industry into harmony with already existing law—will have begun.

Some segments of the industry feel their very survival depends upon the promulgation of the proposed rules and compliance with those rules. Others feel that their hope of achieving a reasonable profit, of protecting their stake in the industry, depends upon compliance by all segments of the industry.

There has been enough chaos, bitterness and "profitless prosperity" to drive home one all-important point: The moment for good will and co-operation is at hand. Unless we are greatly mistaken, the Commission will produce a set of rules which will make possible a fair and profitable existence for all industry segments. We urge that all segments of the industry temper their "rugged individualism" for the good of the total industry and seek to operate within the guidelines which will be issued.

It is indeed gratifying to note that several important industry segments, notably the distributor, rack jobber and dealer trade organizations, are preparing educational campaigns with the aforementioned end in view. This speaks well for the foresight of the Amos Heilichers, the Cecil Steens, the executives of NARRD, the dealer organization—all of whom have spelled out a "live-and-let-live" attitude by recognizing each other's problems.

In closing, kudos are in order for ARMADA, which spearheaded the drive for the conference and carefully nurtured the campaign through a two-year period.

British Invasion of U. S. Spreads Closed-Circuit TV

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Salvation Has a Beat

By JACK MAHER

NEW YORK — U. S. disk executives continue to look to England for the excitement and the publicity that presells disk acts. The latest is the Joy Strings, a group of Salvation Army youngsters who feel they can best get their ministerial message to the world through a rockin' beat.

The Joy Strings have caused a sensation in the past fortnight in the British Isles. They have a record that has rocketed up the British charts in no time at all. In no time at all, too, Jerry Wexler, executive vice-president of Atlantic Records, acquired the disk for U. S. distribution on the Atco label. The title of the disk is "It's an Open Secret" and it was acquired from Roland Rennie, Trans-global topper in this country.

"It's No Secret" was originally issued on the Regal-Zonophone label in Britain. This is a label owned by the Salvation Army in England and distributed through EMI.

U. S. ACTS DIVE; PUBS HOLDING

NEW YORK — While British disk producers gloat over their surge over the American scene (and the rest of the world for that matter) and count their farthings at home, American publishers with affiliates in England are counting their blessings. American tunes occupy more than one-third of the New Musical Express chart and in some cases reciprocal deals on British tunes are bringing them loot here. British artist domination of the home chart is near complete, however. Not only do they have the top 13 positions on NME's index for the first time (see separate story), but 22 slots out of a possible 30. American artists held only eight positions, with Gene Pitney being the lone Yank with two sides on the chart.

Word from overseas has it that the group is getting the same inordinate amount of publicity. (Continued on page 45)

Redcoats Widen Beachhead Here

NEW YORK — The Joy Strings are the latest in a British music trend that continues to grow in this country. In the last few weeks more and more English product has been put on the market to do battle for chart status with American artists. Besides the volume of Beatles product either riding chart high or in the works (Beatles are Nos. 1, 2, 3, 7, 14, 42, 58 and 79 this week on the Hot 100), a flock of other Redcoat riders have appeared on the scene.

A second Searchers disk, this one issued on Mercury, "Sweets for My Sweet," hit the stalls to compete with the Kapp smash "Needles and Pins." Dusty Springfield has a new one to replace her "I Only Want to Be With You" Philips scorer. This one, which is getting saturation air play around the country, is called "Stay Awhile." The Dave Clark Five continues to rise in chart position (No. 15) bolstered by top class Ed Sullivan TV (Continued on page 45)

Darin Exits Cap. Label

HOLLYWOOD—Bobby Darin and Capitol Records have parted company. It's not yet known what the singer, who's been with Capitol for the past two years, will do as far as a new disk affiliation goes.

Darin's contract had several months to run before expiring. However, he had fulfilled all recording obligations called for under the agreement which brought him to Capitol from Atco in July 1962.

Despite his disaffiliation from Capitol as a recording artist, Darin will continue to maintain his West Coast offices in the Capitol Tower.

Lou Robbin, of Concerts, Inc., which is a subsidiary of National General which is beaming the closed-circuit TV, refused to give the titles out before Billboard went to press. He said the Beatles would sing their disk hits from the Capitol and Vee Jay LP's and that the Beach Boys' songs would come from their Capitol LP's. Leslie Gore's songs will come from her Mercury LP.

Robbin was working on the clearance of the songs with BMI and ASCAP right up until show time.

Among the publishers involved in Beatles song performances are George Pincus, with "She Loves You," "I Saw Her Standing There," "From Me to You" and "There's a Place"; Lou Levy with "I Wanna Hold Your Hand" and Harry Goodman with "Roll Over Beethoven."

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San Remo Hits Cover Charts, Up U. S. Influence

ROME—Paul Anka's return as the leading foreign recording artist and Gene Pitney's spurt to the top of the best seller lists are the outstanding plusses for Americans five weeks after the San Remo Festival in which foreigners participated for the first time.

Four new names have ap-

peared in the Italian disk lists as a result of the Festival. They are Bobby Solo, who may not record again for some time because of a throat ailment; Bruno Filippini and Fabrizio Ferretti, whose songs have been bonanzas for Southern Music which has sold them in practically every market, and the 15-year-old winner, Gigliola Cinquetti. She has already appeared on TV in Barcelona and Munich and is scheduled to represent Italy at the Eurovision Festival in Copenhagen to be followed by an engagement at the Paris Olympia with others set in Brussels, Saarbrücken and Zagreb.

In all, 12 disks from the Festival have scored on the hit lists, a new record for the event, with the various side benefits for the artists concerned. RAI-TV, for instance, recorded a show emceed by Carol Danell in which Pitney, the Fraternity Brothers and Bobby Rydell all appeared under the title of "Songs Made In Italy."

Phil Spector Has New Label

NEW YORK — Phil Spector has started his first subsidiary label to be issued in addition to his Philles banner. The new logo will be Phil Spector Records, and will sport an entirely new roster of artists. In some cases, Spector said, new distributors will be chosen for the latest entry.

Spector was prompted to start the new label by a number of factors. He said: "This label will give me a chance to record more of the fine talent around, as well as increase my present amount of product." He also conceded that the move was part of an over-all expansion plan. First release on the new label is "Hold Me Tight," by the Imaginations.

GREMLINS TIP TOP LP CHARTS

NEW YORK—Gremlins were at work in our composing room this week and an error appears in the "Top LP" chart. The new listing at position 101 this week, "Sweet and Sour Tears," carried incorrect artist and label information. The line should read "Ray Charles, ABC-Paramount ABC 480 (M); ABCS 480 (S)" and not "Sound Track on RCA Victor as it appears. Billboard regrets the error and any inconvenience it may cause.

BB's SPOTLIGHT GLEAMS
Billboard's brand-new Spotlight Record Review Page comes across the boards next week with exciting variations and unusual impact, all based on the newest review concepts.

NASHVILLE GETS NARAS CHAPTER OF ITS OWN

NASHVILLE — Thirteen leading members of the record fraternity met last week to form a Nashville chapter of NARAS. Formal signing of the incorporating papers and NARAS charter takes place Monday (16) by the 13 leading music figures who have been designated directors and steering committee. Officers have also been elected.

The list of directors includes Owen Bradley, Decca; Fred Foster, Monument; Billy Graves, Capitol; Bob Ferguson, RCA Victor; Lester Rose, Hickory; Harold Bradley, leading Nashville musician; Hubert Long, president of the talent agency that bears his name; Frances Preston, BMI; Chet Atkins, RCA Victor; Shelby Singleton, Mercury; Frank Jones and Glenn Snoddy, Columbia, and Don Pierce, Starday.

Elected as officers are Harold Bradley, president; Hubert Long, vice-president; Lester Rose, treasurer; Bob Ferguson, secretary, and Frances Preston, executive vice-president.

A membership drive is already under way and more than 50 members have been signed up in the past week. The next formal meeting of the new chapter will be held Monday (23) when members will adopt a constitution.

Will Aberbachs Buy Mills?

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The Aberbachs, who for many years have been one of the pillars of Broadcast Music, Inc., have for the past decade been gradually building up their ASCAP holdings—to the point where the latter are now quite extensive and include a block of DeSylva, Brown and Henderson copyrights acquired from the Ballantine widow—among other material. The acquisition of Mills would place the Aberbachs in the position of being giants both in ASCAP and BMI.

Mills Music, of course, is one of the great ASCAP catalogs—having been built in the earlier decades of the century by the brothers Jack and Irving Mills. The early "guts" of the catalog was the Watterson, Snyder & Berlin catalog. Jack for many years has been a member of the ASCAP board, and traditionally

has applied himself to the standard, educational and classical phases of the business. Irving, who headquarters on the West Coast, played an important part in building the pop and jazz phases of the Mills empire; and in earlier years was a crucial figure in Mills' operations in the talent segment of the music business—via Mills Artists. It was during the latter period that Irving Mills established his close relationship with such bands as Duke Ellington, Will Hudson and Eddie De Lange, etc., and of course, many of the copyrights associated with that era—such as Ellington's "Solitude," etc.—are in the Mills catalog.

It is known that the rapprochement has not yet reached the closing stage; but this may happen in a period of weeks.

Beatle Fever Catches Boston

BOSTON — Beatle fever, which had subsided a little here, suddenly flared up anew when the word got out that six Massachusetts theaters would show closed circuit TV performances Saturday and Sunday (14-15).

The phones at one theater rang incessantly with adults as well as teenagers demanding tickets. Phone and mail requests brought about the inclusion of a seventh theater, the Donnelly Memorial. Now the Brockton Fair is willing to gamble that the fever will still be on in July and is waiting a \$100,000 offer they made for the nine-day fair dates. The Beatles have been asked to play two performances a day for the nine days with round-trip fare thrown in.

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<p>FLATT & SCRUGGS <small>RECORDED LIVE AT THE BRITISH CATHEDRAL</small></p>	<p><i>The Banjo Barons</i> <i>It's A Folk, Folk, Folk, Folk World</i></p>
CL 2134/CS 8934*	CL 2135/CS 8935*
<p>JUDY RODERICK</p> <p><i>Ain't Nothin' but the Blues</i></p>	<p>THE NEW CHRISTY MINSTRELS <small>Under the direction of TODAY and other songs featured in the Minstrels' Golden Jubilee Presentation</small></p> <p><i>ADVANCE TO THE REAR</i> <small>a Ted Demme Production</small></p>
CL 2153/CS 8953*	CL 2159/CS 8959*
<p>Unforgettable <small>A Tribute to Dinah Washington</small> Aretha Franklin</p>	<p>THE FIRST HURRAH! THE CLANCY BROTHERS & TOMMY MAKEM</p>
CL 2163/CS 8963*	CL 2165/CS 8965*
	<p>LEFTY FRIZZELL SAGINAW MICHIGAN</p>
© COLUMBIA MARCAS REG. PRINTED IN U.S.A.	CL 2169/CS 8969*
<p>Schumann: Spring Symphony <small>No. 1 in B-Flat—Original Orchestration</small> Overture to Goyavea Leonard Bernstein New York Philharmonic</p>	<p>GAITE PARISIENNE <small>As presented by The Berlin Radio As Maria Cera</small> L'ARLESIENNE SUITES The Philadelphia Orchestra EUGENE ORMANDY</p>
ML 5981/MS 6581*	ML 5946/MS 6546*/MQ 614†
<p>THE EXCITING NEW LIVERPOOL SOUND THE AUTHENTIC MERSEY BEAT <small>RECORDED IN LIVERPOOL, ENGLAND</small></p>	<p>VLADIMIR HOROWITZ</p> <p><i>In His First Recordings of:</i> Beethoven: "Pathétique" Sonata Debussy: Three Preludes Chopin: Two Etudes Chopin: Scherzo No. 1 in B Minor</p>
CL 2172	ML 5941/MS 6541*/MO 617†
<p>Volume 2 of a Series BACH GLENN GOULD The Well-Tempered Clavier Book 1 Preludes and Fugues 9-36</p>	<p>THE GOLDEN AGE OF THE ORGAN</p> <p>An organ tour of Germany & Holland with E. Power Biggs playing Bach</p> <p>with a 20-page booklet of photographs, organ specifications & articles by experts</p> <p>2 RECORD SET</p>
ML 5938/MS 6538*	M2L 297/M2S 697*

*Stereo †4-Track Stereo Tape

Beatles Only One Bug In One-Stop, Cap Carp

One-Stop Sues Distributor

PHILADELPHIA—The disk appeal of the Beatles has created discord here between a one-stop record shop distributor and the label's distributor — running to the courts contending that the distributor choked off his very lifeblood in a high-handed manner by choking off his supply of Beatles records. Capitol choked off other records as well.

I. J. Morgan, major one-stop, filed suit in Common Pleas Court here asking that Capitol Records Distributing Company here be enjoined from refusing to sell them records. The suit charges that Capitol, "by its actions, has maliciously created a chaotic situation that would force the plaintiff out of business, owing to its inability to continue to supply a complete list of records and owing to the loss of dollar volume that was anticipated from the sale of Capitol and Angel records."

According to Sidney B. Klovsky and Benjamin Kuby, attorneys for the one-stop dealer, Capitol distributors notified the

Morgan firm less than two weeks ago that it was cutting off its supply of Beatles, Beach Boys, Bobby Darins, Nat King Cole and the others as of that date. Capitol gave its reason, the Morgan lawyers said, that the Morgan firm did not "complement" its distribution set-up. (See Billboard, March 7 issue.)

At this the Morgan firm cried foul—claiming it was the only one-stop shop in the area to be cut off by Capitol. The whole foundation of the Morgan operation is endangered by the action, the suit avers, because retailers unable to stock up on the Beatles and other Capitol product will take all their trade elsewhere.

Nearly 50 per cent of its business during the last month involved Capitol Records, the Morgan firm said, crediting the boom to the Beatles. "We claim that by virtue of past dealings, Capitol is obligated to continue to furnish records to I. J. Morgan," said attorney Klovsky. "What they are trying to do is bypass this dealer and sell direct to the retailer, offering records at prices much lower than the record distributor in order to put him out of business. It's in violation to all agreements."

Columbia Pictures Execs Stop Kirshner Exit Rumor

NEW YORK — There's more to Colpix Records than meets the rumor. It's been affirmed by top executives at Columbia Pictures, the label's parent company, that Don Kirshner, vice-president in charge of its music and record divisions, is there as long as he wants to be. Kirshner's contract has four more years to run, which squashes the scuttlebutt about his departure.

On the other hand, Lou Adler has been replaced in his post as West Coast chief of the Colpix-Dimension Records operation by Chuck Kaye, and Ray Lawrence has taken over as general sales manager of the record companies based in the East. At the same time Bob Rosen has been put in charge of distributor sales for the companies and Erv Bagley has been assigned

(Continued on page 45)

Cal-Racks to Justice Dept.

HOLLYWOOD — George Hartstone, of Cal-Racks, was called to Washington last Thursday to meet with Justice Department officials after having filed a complaint with the Department's antitrust division regarding Capitol's decision to halt selling him product in its "Stand for Stability" program (Billboard, March 7).

Hartstone told Billboard the government considered his complaint serious enough to warrant his appearance in Washington. "I'd rather resolve this matter now," he said, "than fight it later in the courts." Hartstone said he had not thought of initiating and civil damage suit against the label.

In San Francisco, Dave Watson, owner of Pic-A-Tune and Western racks, felt just the opposite, and a hearing is set for Friday (20) on a suit he has filed against Capitol. In his suit, Watson asked for an obtained a temporary restraining order forbidding Capitol Records Distributing Corporation from soliciting orders from his customers. However, this temporary order was modified in a hearing March 6 to say CRDC was restrained from soliciting business from customers serviced by Watson since July 1, 1963. CRDC could thus service accounts its previously had dealt with before that time.

Atlantic Ups Sales With Promo Push

NEW YORK—Atlantic Records has concentrated on a number of unique selling and promotional techniques to hyp up sales of its new and catalog product. The label and its subsid Atco, have racked up close to a quarter of a million dollars in sales according to Neshui Ertegun, vice-president of the company during the current incentive program.

The label has devised specific promotional tools to boost specific albums. Film clips run after movies in the Apollo, Regale and Howard and other theaters were used to spur sales of the "Apollo Saturday Night" package. Among the promos used to hike sales of "Snap Your Fingers," by Barbara Lewis, was an audience participation contest. Backing up the whole sales program of both new and catalog product is a special incentive program for distributor salesmen.

Newspaper ads and radio spots were also employed to bolster sales, and artists like Herbie Mann and the Modern Jazz Quartet made personal appearances in several cities.

The Atlantic Atco program continues through March 31 with a 12½ per cent discount applying to catalog and new product and a 30, 60, 90-day deferred billing terms applying to qualifying accounts.

CAPITOL SAYS:

Buy From 1-Stops

• Continued from page 1

also adds to CRDC's cost in selling directly to the small dealers. The letter notifying these dealers of the new policy is accompanied by a list of one-stops in each area, giving the dealers a choice of a new source of supply for Capitol-Angel product.

The following is the complete text of CRDC's letter to these accounts, sent over Tallant's signature:

"It has become increasingly difficult for CRDC to service accounts such as yours in a manner satisfactory to you and economic to us. Problems of geography, diminished profits and rising costs of personnel, processing, and handling have become insurmountable.

"CRDC has therefore elected to cease selling Capitol-Angel products to you on a direct basis effective March 20, 1964. The necessity of terminating you

as an account is genuinely regretted. Capitol and Angel singles and albums will, however, be available from the one-stops in your area on the list enclosed.

"CRDC recognizes the continuing responsibility to have available product upon which you, the record dealer, can build your business, satisfy your customers, and make a profit. So that you are kept aware of Capitol-Angel new releases, promotions, and best selling product, CRDC will from time to time keep you informed via mail. Announcements soon of the availability of a special new-release sampler service is also expected.

"CRDC's 100 per cent exchange will be honored through May 31, 1964 and the 10 per cent exchange privilege will be honored up to 45 days after date of authorization by CRDC.

"Again, may we express our thanks for your past favors, our regret for the necessity of this action, and our best wishes for your future business success."

Uniform Price

This move comes on the heels of CRDC's announcement of its unprecedented uniform price to all policy whereby dealers, rack jobbers and one-stops would be charged \$2.02 per \$3.98 LP. Dealers buying LP product from one-stops usually pay from 25 cents to 40 cents per album over distributor selling price.

CRDC vice-president and general manager Stan Gortikov declined to comment on his firm's new small dealer policy, stating it is premature to say anything about it at this time. Capitol President Alan Livingston told Billboard that in the long run the policy is one that holds positive rewards for the industry as a whole. He said the new policy is the result of a "realigning of our distribution operation."

Two weeks ago, CRDC cut off a dozen sub-distributors (i.e. racks and one-stops) claiming that they did not "complement" CRDC's distribution operation, and therefore they no longer will be able to buy Capitol-Angel product from CRDC. (See Billboard, March 7 issue.)

Epic "Lilies"

NEW YORK—Epic Records has picked up the soundtrack album rights to "Lilies of the Field." Music for the picture, which stars Sidney Poitier, was written by Jerry Goldsmith. The movie has been nominated for five Academy Awards, including "Best Motion Picture of the Year."

B'KLYN DEALERS SNARE BEATLES

NEW YORK—A two-man Brooklyn dealership team has snared the exclusive local distribution rights for the Capitol of Canada Beatles release of the Beatles single "All My Loving." George Hock and Bill Hirsch, who own Action Records retail shop and three other disk outlets in Brooklyn, picked up the exclusive distrib deal by journeying to Canada last week. The disk will not be issued as a single by American Capitol in this country.

SPOTLIGHT LP PREVIEW

The following is a preview list of next week's album spotlights. These albums will be shown in full color in the March 28 issue of Billboard.

POP SPOTLIGHTS

BECKET—Sound Track (Decca DL 9117)

WHAT MAKES SAMMY RUN?—Original Cast (Columbia KOL 6040)

ALLAN IN WONDERLAND—Allan Sherman (Warner Bros. W 1539)

FREDDIE CANNON SINGS ABIGAIL BEECHER—(Warner Bros. W 1544)

MEET THE SEARCHERS—Needles and Pins (Kapp 1363)

C.&W. SPOTLIGHTS

SAGINAW, MICHIGAN—Lefty Frizzell (Columbia 2169)

FLATT AND SCRUGGS RECORDED LIVE AT VANDERBILT UNIVERSITY—(Columbia 2134)

CLASSICAL SPOTLIGHTS

SONGS MY FATHER SANG—Ferruccio Tagliavini (RCA Victor FPM 121)

LATIN-AMERICAN SPOTLIGHTS

BOBO, DO THAT THING—Willie Bobo (Tico 1108)

LA MODERNA DE SIEMPRE—Ray Berrtette (Tico 1102)

CHILDREN'S SPOTLIGHT

ANIMALS, FUNNY FOLK AND WEE PEOPLE — Ailene Goodman (Gateway 9010)

SONNY'S
ON THE ROAD
TO ANOTHER
SMASH SINGLE*!

SONNY JAMIES

BALTIMORE

#5129



***NOT JUST C&W—BUT POP TOO!**

Justice Dept. Files Contempt Case Over CBS License Plea

By MILDRED HALL

WASHINGTON, D. C.—The Justice Department has launched a civil contempt case against the American Society of Composers, Authors and Publishers (ASCAP) and its president, Stanley Adams, for refusal to grant CBS a per-program license, and offering the networks only a blanket license of \$12,500 a month plus additional performance fees.

ASCAP is required under its 1941 and 1950 consent decree terms to give its customers the option of a blanket license or per-program licenses. Prior to 1941, when the Justice Depart-

ment brought a civil suit against ASCAP for restraint of competition by use of the blanket fee requirement, the music licensing organization had charged blanket fees to licensees regardless of how much—or how little—ASCAP music the customer might use.

Attorney General Robert F. Kennedy said the proceedings begun last week (March 11) were to compel ASCAP to live up to the per-program requirement spelled out in the 1950 decree. Kennedy termed the ASCAP blanket fee insistence for CBS a "substantial contempt" of its decree.

The incident in question was the CBS request for per-program license made in November of last year. Justice says that ASCAP failed to offer such a license, and, instead on February 4, in a letter signed by Adams, offered a license requiring CBS payment of the \$12,500 per month, plus additional fees when ASCAP music was performed.

Last week, N. Y. Federal Judge Sylvester J. Ryan directed CBS to pay ASCAP an interim fee of \$15,000 per month retroactive to January 1, 1964 until a final mutual agreement is arrived at.

ASCAP was instructed by the order signed by Judge Ryan to place the monies collected from CBS in escrow pending a final decision on the matter. CBS radio was also directed to inform ABC and NBC Radio and the Mutual Broadcasting System of all court orders and proceedings.

NARAS Sets Committees

CHICAGO—David Carroll, newly elected president of the local National Academy of Recording Arts and Sciences (NARAS) chapter, has named a quartet of committees and outlined plans for the group's big awards dinner in April.

Carroll acted during the board of governors meeting last week of the Chicago group. Virtually the entire slate of governors was on hand.

Carroll designated March 24 as the date for the group's next general meeting. He also named Pete Wright, chairman of the program committee; Mike Simpson, membership chairman; Nick Biro, publicity chairman, and Dick Schory, scholarship and education chairman.

Each of the committee chairmen will name members to their group at the next general meeting. Carroll also plans to name committees then for the Chicago chapter's awards banquet, held in conjunction with the New York and Los Angeles chapters.

N. Y. Paramount Goes Live

NEW YORK—The first stage presentation at the Paramount Theater in six years will take place during the Easter holiday starring Sam Cooke, the 4 Seasons, Lesley Gore, the Sapphires, James Brown and Company and King Curtis and his band.

The pop music show, scheduled for a special 10-day run, March 27 through April 5, will be presented by the WMCA radio "Good Guys" under the aegis of Sid Bernstein of Theater Three and talent agent Martin Kummer. Additionally, special guest stars will be appearing every day.

Theater Three is a new producing organization, which first presented the Beatles at Carnegie Hall. The organization has also presented Shirley Bassey, Tony Bennett and Count Basie at Carnegie Hall.

Jack Avidon, Vet Music Man, Dies

LONDON — Jack Avidon, a veteran of the music business in this country, died here in Masonic Hospital last month. Avidon started his career in the music industry in 1903 with Barnett Samuel. When Decca took over the firm he became a director, and, during his term, appointed Gallo, Ltd., as Decca distributor in South Africa. When Avidon was ready for retirement in 1945, Gallo asked him to run its offices here. He did so until his death. He was

Burns Forms Keetch; Dist. Is Atlantic

NEW YORK—Bert Burns, independent producer with a string of hits to his credit, has formed his own label. The new banner is called Keetch Records and will be distributed exclusively by Atlantic.

Keetch, which is named after a feline acquaintance of Burns, has as its first release "Jose He Says." The side was cut by Linda Laurie, who had "Ambrose" some time ago.

In association with Atlantic and its executive vice-president, Jerry Wexler, Burns produced Solomon Burke's "If You Need Me," and "Cry to Me." On the latter he was co-writer. He also helped produce the current Little Esther entry "Hello Walls," and he produced the Drifters' current entry "Vaya Con Dios" and the current Solomon Burke side "He'll Have to Go." Wexler and Burns are co-writers and co-producers of the current Ben E. King opus "That's When It Hurts."

On the other labels, Burns has produced or co-produced such strong items as "Twist and Shout" by the Isley Brothers on Wand, "Tell Him" by the Exciters on United Artists and the Garnet Mimms disk "Cry Baby," also on UA.

76 years of age and only last year celebrated his 60th year in the music trade.

Prestige Unical Distrib

BERGENFIELD, N. J.—Prestige Records has been named national distributor of the Unical label. The move is the first for Prestige as national distributor for a pop label. First disk to be distributed by the Prestige network is Keith Colley's "Cuando Le Lyna." Unical product will continue to be handled by California Records in Los Angeles. The deal was negotiated by Al Allen, chief of Unical, and Ed Townsend a.&r. head of Prestige pop and r.&b. divisions.

Sid Mills Recuperates

NEW YORK—Sidney Mills, Mills Music exec, is recuperating from an operation at the Sinai Hospital in Baltimore. He is expected to leave the hospital soon. He will take a week's vacation before returning to his offices here.

P. E. Moore Dies

LONDON — P. E. Moore, a director of Deutsche Grammophon, Ltd. (Great Britain), died suddenly after a short illness. The British DGG executive succumbed at the age of 47 and only two months after being appointed a director in the company.

Due to overwhelming popular demand!



A GREAT NEW SINGLE BY THE DAVE CLARK FIVE

"Bits and Pieces"

C/W "ALL OF THE TIME" 5-9671

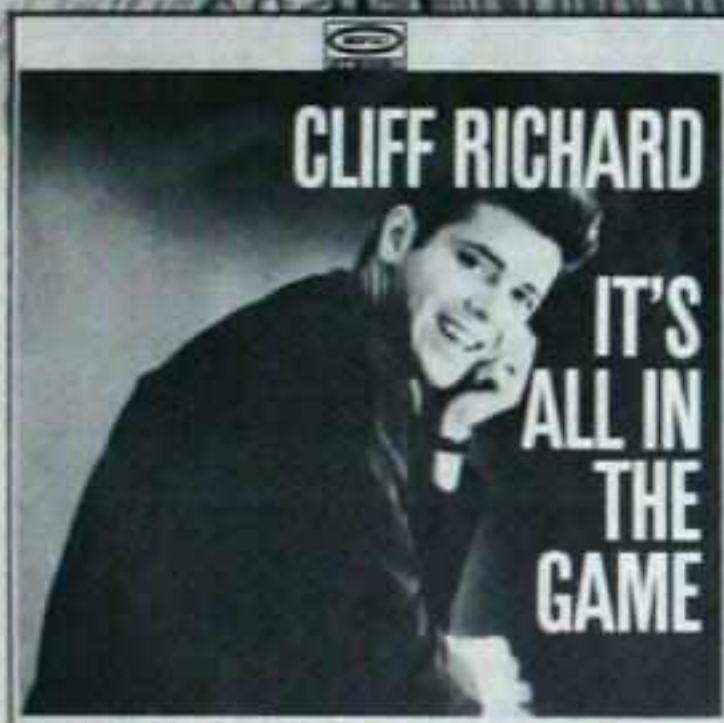
"BITS AND PIECES" IS NO. 1 ON THE ENGLISH CHARTS
—WATCH IT CLIMB HERE! FANTASTIC PERFORMANCE
MARCH 15 ON THE ED SULLIVAN SHOW! THIS SINGLE
IS HOT—ORDER NOW!



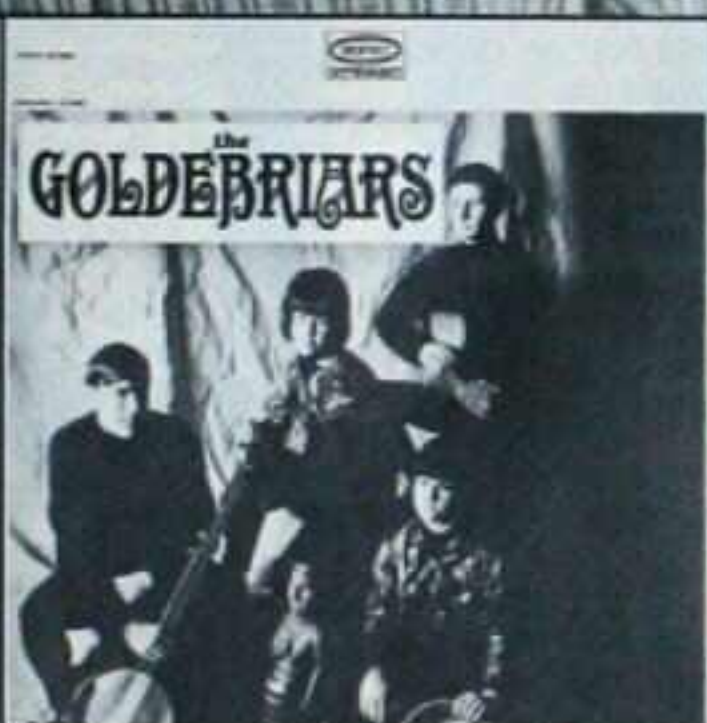
Album soon to be released
includes "Bits and Pieces"
LN 24093



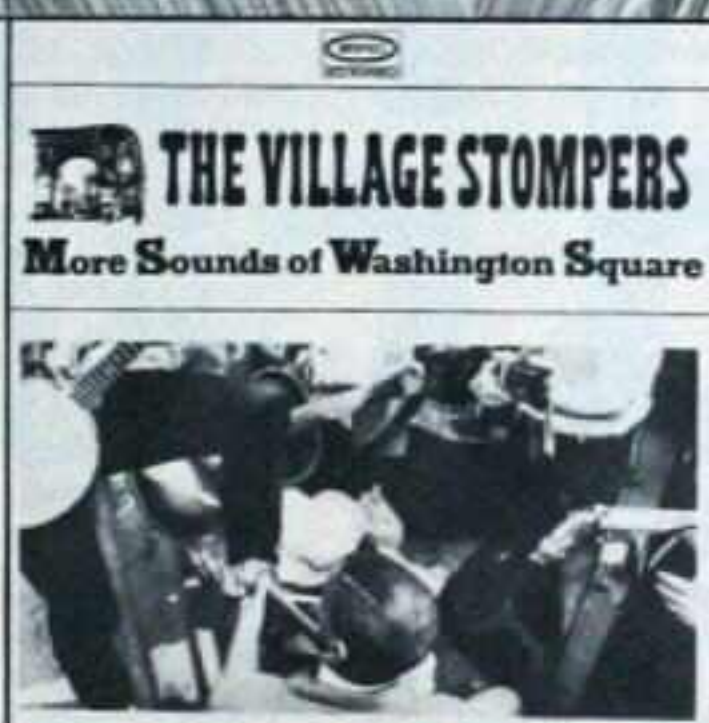
A QUARTET OF HITS



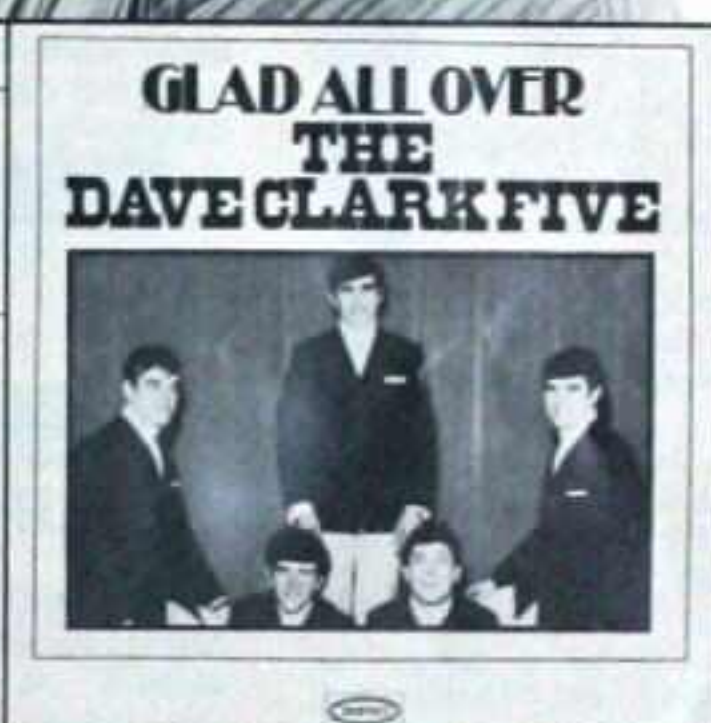
LN 24089/BN 26089



LN 24087/BN 26087



LN 24090/BN 26090

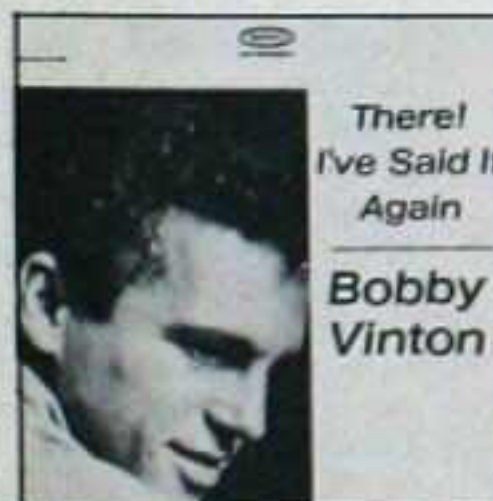


LN 24093

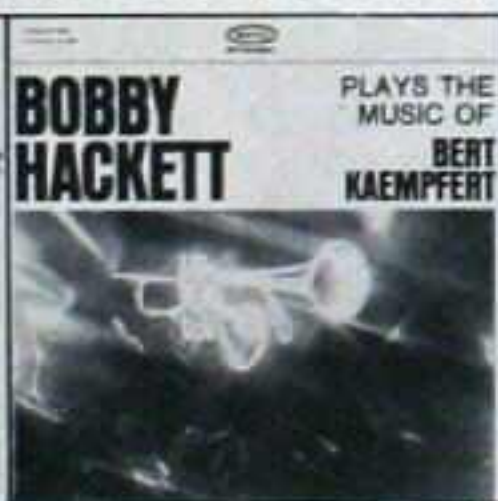
THESE 4 SENSATIONAL NEW RELEASES ARE TUNED TO SALES. AND OUR "ERA OF PROFIT" IS IN PERFECT HARMONY WITH YOUR CASH REGISTER.

ORDER THIS HOT QUARTET TODAY!

CHECK YOUR STOCK ON THESE MONEY-MAKING ALBUMS!



LN 24081/BN 26081



LN 24080/BN 26080



LN 24079/BN 26079



SN 6046/BSN 146
(A 2-Record Set)

Bitter End Becoming Beginning for New Folksters

NEW YORK—In baseball, it's traditionally the major leagues that scout the colleges looking for prospects. But in the still booming folk field, the situation is reversed, says Fred Weintraub, owner of The Bitter End in Greenwich Village.

"During the year," he notes, "and particularly during the holidays, college kids pour into the club, and not just for entertainment. They're scouting talent for possible concert appearances at their schools."

Weintraub, who has supplied showcasings for such current star acts as Peter, Paul and Mary; Woody Allen, Bill Cosby, among others, believes his nitery is sought out by the campus im-

presarios because there is always a good chance that a potential star act can be found, and snapped up, at a much lower price than the going fee for such proven crowd-pullers as the Chad Mitchell Trio, the Brothers Four, etc.

"Right now," says Weintraub, "there are 10 college students, who are really 'Big Men on Campus'. They came down to the club during Christmas week when the Serendipity Singers were debuting and were able to get the group for concerts in April and May at bargain prices because the group at that time was still virtually unknown. Since then, of course, the Serendipity Singers have appeared on a number of 'Hootenanny' TV shows and are currently hitting the charts with their LP and 'Crooked Little Man' singles for the Philips label, and their price has gone up.

During the holidays and summer vacation, Weintraub estimates he sees an average of 25 students a week who are functioning as campus talent scouts. In addition to scouting the Bitter End's talent, the undergraduates also question Weintraub about any other hot new acts available, and frequently what non-Bitter End acts they're interested, should be paid.

The Bitter End's Tuesday night hootenannies have become a special lure for the scholastic scouts—for in one evening, as many as 15 to 20 performers, many of them first-timers, are given a chance to show their stuff.

Orriel Smith: "A Fresh Breeze"

NEW YORK—A fresh breeze of a girl blew into the night club scene Tuesday (10). Her name is Orriel Smith, and the opening was at the Bon Soir. A young folk singer with a clear, sweet soprano, her delivery is simple and easy with no attempt to over-interpret a ballad. Her appearance rather belies some of her material; one can hardly believe her involvement in a song such as "The House of the Rising Sun," and the charm and sadness she brings to "The Last Rose of Summer" and "Plaisir d'Amour" are quite haunting.

Miss Smith can be heard on the new Columbia LP, "A Voice in the Wind" (CL 2124, CS 8924).

On the bill and in contrast to Miss Smith is another singer, Marilyn Evans. A fine voice with sophisticated material, she occasionally employs the hard-sell approach to a song, but her handling of "Don't Tell Him What's Happened to Me" is sung to perfection.

Lou Alexander, a very funny un-sick comic, takes a kindly poke at everything from nursery rhymes to Florida vacations and seems often, with the look of a basset hound, to be quite puzzled by it all.

Closing the show are Tony and Eddy, two wacky comics. Mouthing most of the act to pre-recorded sounds with an assist from "flicker" lights, this "nothing sacred" duo goes through some of the fastest-paced and funniest material on the night club circuit today.

JOHN HAYS

Eight Talents Crescendoing

HOLLYWOOD—Eight very fine talents opened Wednesday (4) at the Crescendo, but unfortunately the public didn't keep the tills blazing during the first days of the excellent bill featuring comedian Vaughn Meader and the exciting Village Stompers.

The Western exposure was the first for both parties, whose reputations were made last year via successful disk clicks. Meader, who is cognizant that his professional association with the late President Kennedy can ruin his show business career, has developed a first-rate comedy act and has chosen to remain in the controversial political arena. His acrid comments touch upon popular political figures mentioned as presidential candidates, government subsidies to farmers, direct dialing plus hazards of smoking. Meader ties his routines together—sans a strong New England accent as a folk singer, which he explains is his new role. His stories and one-liners are exceptionally potent and his audience laughs eagerly at such lines as "... a sign over a cemetery states this is Marlboro country."

The seven Village Stompers, who certainly rank as the most original new instrumental group of the year, have a ball on stage and leave their audience feeling equally bouyant. Their happy blending of Dixieland and folk strains is a harmonious marriage. Such folk tunes as "Drinking Gerd" have never been presented in a Dixie dress and it's most becoming. Banjo virtuoso Marty Gross is especially featured, but the group has a tight, well-organized sound, resulting from the skills of all its members. Group should do exceptionally well on the college circuit.

ELIOT TIEGEL

Go, Newcastle; Bloxwich; Kelvin Hall, Glasgow; Rialto Theater, York; Celler Club, London; Midlands Ballroom, Swadlingcoete; Matrix Hall, Coventry; The Bellvue, Manchester and the Bure County Club, Mudeford.

J. Lee Lewis & Angels Fly

CHICAGO—Smash artists Jerry Lee Lewis and the Angels embark on a European tour this week. Lewis begins with two weeks in England March 19. The Angels will do a month-long tour of military bases in Germany, France and Italy.

Lewis' appearances in England will include: Granada television in Manchester; the Town Hall, Birmingham; Club A'Go

TV GUEST APPEARANCES BY RECORD TALENT

MARCH 17-22 (All Times Eastern Standard)

ADDISS AND CROFUT—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 21).
 AMBROSE, AMANDA—Steve Allen Show (SYND).
 BLAKEY, ART, SEXTET—Steve Allen Show (SYND).
 BRUCE, LENNY—Steve Allen Show (SYND).
 CASH, JOHNNY—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 21).
 CLOONEY, ROSEMARY—Garry Moore Show (CBS-TV, 10-11 p.m., Tuesday 17).
 DAY, DENNIS—Steve Allen Show (SYND).
 EVERETT, BETTY—American Bandstand (ABC-TV, 12:30-1:30 p.m., Saturday 21).
 HAMPTON, LIONEL—Tonight Show (NBC-TV, 11:15 p.m.-1 a.m., Wednesday 18).
 HIGHWAYMEN, THE—Tonight Show (NBC-TV, 11:15 p.m.-1 a.m., Tuesday 17).
 LOPEZ TRINI—American Bandstand (ABC-TV, 12:30-1:30 p.m., Saturday 21).
 LOVELL, MARILYN—Steve Allen Show (SYND).
 MANSE, JUNIOR, TRIO—Steve Allen Show (SYND).
 MATHIS, JOHNNY—Edie Adams Show (ABC-TV, 10-10:30 p.m., Thursday 19).
 O'HARA, MAUREEN—Any Williams Show (NBC-TV, 10-11 p.m., Tuesday 17).
 PHOENIX SINGERS—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 21).
 SALT CITY SIX—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 21).
 SERENDIPITY SINGERS—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 21).
 SETTLE, MIKE—Hootenanny (ABC-TV, 7:30-8:30 p.m., Saturday 21).
 SLOANE, CAROL—Tonight Show (NBC-TV, 11:15 p.m.-1 a.m., Thursday 19).
 STAFFORD, JO—Red Skelton Hour (CBS-TV, 8-9 p.m., Tuesday 17).
 STILLER AND MEARA—Danny Kaye Show (CBS-TV, 10-11 p.m., Wednesday 18).
 TILLOTSON, JOHNNY—Jimmy Dean Show (ABC-TV, 9-10 p.m., Thursday 19).
 TOLIVAR, JOAN—Hootenanny (7:30-8:30 p.m., Saturday 21).
 VINTON, BOBBY—Ed Sullivan Show (CBS-TV, 8-9 p.m., Sunday 22).
 WILLIAMS, JOE—Steve Allen Show (SYND).

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.

New York PRESS BOX SCORE

"BECKET"

"Becket," the Hal Wallis production (Paramount release) of the Jean Anouilh play, starring Richard Burton and Peter O'Toole, opened in New York March 11 to excellent notices. The music, composed by Laurence Rosenthal (conducted by Muir Mathieson), is published by Famous Music. Decca Records has issued an album of the original soundtrack music.

Following is a breakdown of the New York press critical appraisal of the film:

TIMES—"... has more meaning for the heart than the head."
HERALD TRIBUNE—"... a powerful and fascinating film."
DAILY NEWS—"Other productions this year with pretensions towards Academy Awards will have to contend with 'Becket.'"
POST—"... an impressive picture..."
JOURNAL-AMERICAN—"... one of the finest films of this or any year."
WORLD-TELEGRAM—"... a film bristling with vast achievement, stunning in grandeur and noble aspiration."

PEOPLE AND PLACES

By MIKE GROSS

The trade is wondering whether Elizabeth Taylor will make the disk jockey rounds to promote the Decca sound-track album of "Hamlet" on behalf of Richard Burton. . . . Denise Darcel will introduce her new night club act at New York's Living Room March 16. . . . Neil Sedaka has a global gig lined up. The RCA Victor recording artist will concertize in South America, Israel and Italy. . . . Vaughn Meader set for a two-week date at Harrah's, Lake Tahoe, starting March 26. . . . Kathy Keegan has been penciled in for an engagement at New York's Living Room starting April 6. . . . Jesse Kaye, MGM Records vice-president, conducted a two-day recording session with Harry James in Las Vegas for an upcoming album release.

Barry McGuire, lead singer of the New Christy Minstrels, upset President Johnson's White House staff recently by sliding down the main bannister. "I'm queer for bannisters," he admits. . . . Singing pianist Pearl Gordon is at the New Town House in New York for an indefinite run. . . . Gene Krupa and his quartet begin a three-week stay at Chicago's London House on March 31. . . . The talent showcase at Greenwich Village Cafe Wha is coming along just fine reports Vic Catala, who is handling the auditions via his Concerts Inc. . . . Has Helen Noga got another one? She's recorded Rosemary Prinz, who appears as Penny on the CBS-TV afternoon serial, "As the World Turns," and is now negotiating for a recording company tie-up. . . . Harriet Wasser has signed the folk duo, Doug and Victoria, to a management contract, and Wes Farrell will be recording them independently for his KFK Production Company.

Mort Sahl wore a jacket, instead of his usual sweater, during one of his shows at the Copacabana and explained he got to work late and didn't have time to get undressed. . . . Ethel Ennis goes down to Bermuda in June for a two-week date at the 40 Thieves Club. . . . Irish folk singer-harpist Dieder O'Callaghan will begin a two-week engagement at Gerde's Folk City in Greenwich Village on St. Patrick's Day, of course. . . . Peter Nero, currently on a cross-country tour of college campuses, comes to the New York area March 20 for a concert at St. John's University in Jamaica.

Joe Williams in Broader Routine

CANOGA PARK, Calif. — Joe Williams is singing with great strength and ease these days, as evidenced by his Hootenanny Club opening (3). Williams, an RCA pactee, has broadened his routine to include pop tunes, and actually stays away from the roaring blues which helped earn him plaudits while with the Basie band.

Joe opens with the ballad "100 Years From Today" and closes with "Dis or Dat" from his "Newport '63" LP. In between, he pleases with a medley of Fats Waller evergreens: "Sometimes I'm Happy," done up fast and scattered half way through, and three jazz-tinged tunes, "Gravy Waltz," "Work Song" and "Chains of Love." His backing is adroitly performed by the Junior Mance Trio, which keeps the melody and rhythm consistent throughout.

Williams has developed the habit of holding his portable mike with two hands in the manner a saxophonist holds his instrument. And when he closes his eyes and begins to scat, the mike is manipulated as if it were an instrument.

Williams and Mance are a

Maguire Back To London Fold

NEW YORK—Walt Maguire has returned to London Records. After a seven-month hitch with the Colpix label, Maguire has come back to the London fold as a.&r. director of its pop singles department.

Maguire will be in charge of all singles issued on the London label as well as pop singles and LP's distributed nationally by London through its American London Group. Maguire was instrumental in setting up the London Group about six years ago.

Eddie Kissack, who worked with Maguire before latter left London to take over as national sales manager at Colpix, will continue to work with him on the American London Group.

happy collaboration and Joe lets fly full throat on the Joe Turner blues "Chain of Love" and the Oscar Brown-Nat Adderley "Work Song." This package proves that Williams creates his own excitement and a big band backing isn't necessary.

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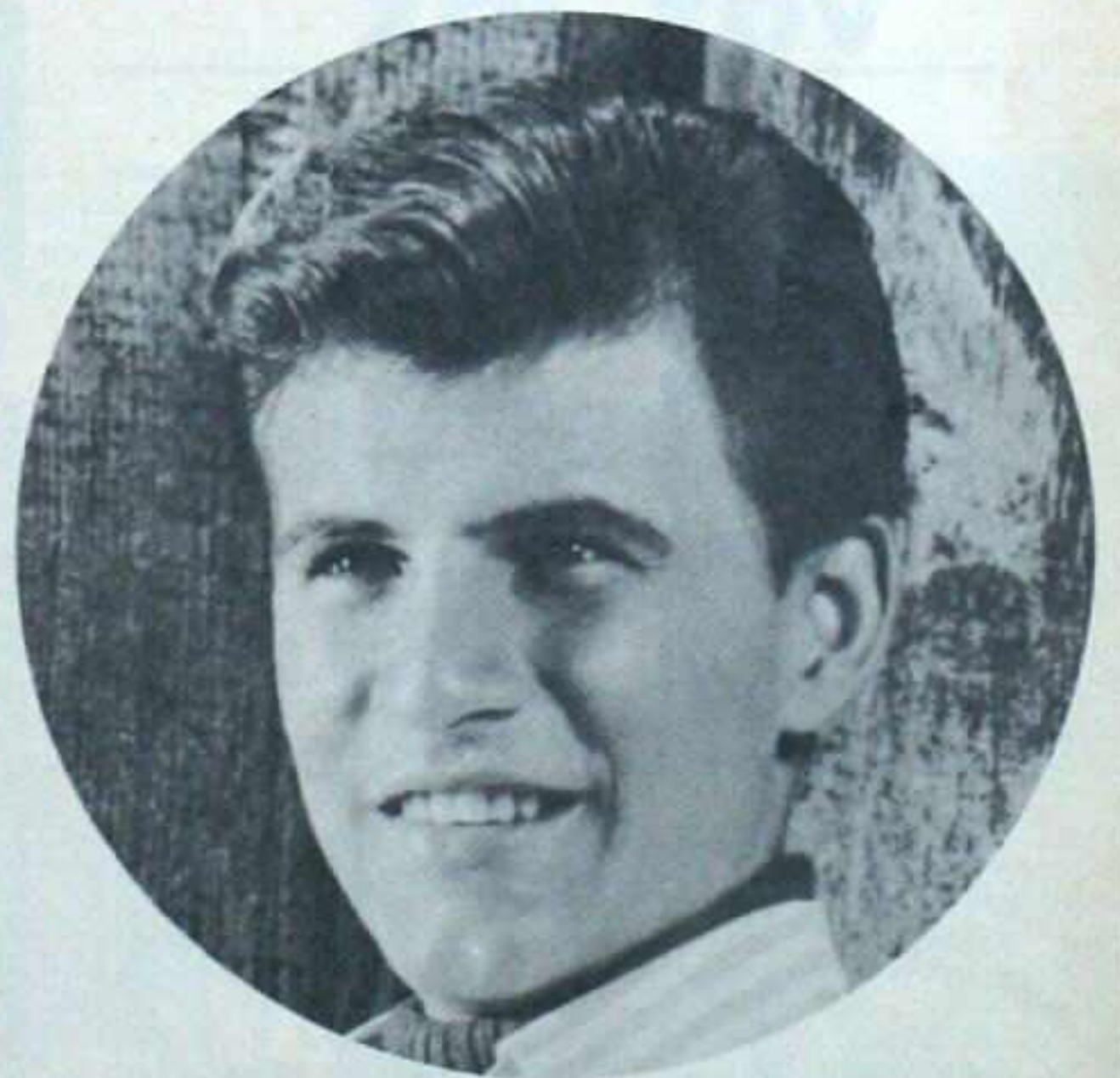
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Radio-TV PROGRAMMING

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

Congrats Pour In On Station 'Breaks'

By GIL FAGGEN

NEW YORK — Hundreds of letters from broadcasters here and abroad praising Decca Records' new 45-r.p.m. production and programming aids based on Henry Jerome's "That Haunting Theme" are pouring into local distributors and Decca Records headquarters here.

Among the comments received from large and small stations were:

"Leave it to Decca to establish innovations in the broadcasting industry. The production of a station like WBZ will be much easier with a service like this," Jim Tuverson Jr., production supervisor, WBZ-Radio, Boston.

"Decca is to be commended on the programming aids produced by Henry Jerome on 'That Haunting Theme.' These productions should be of invaluable assistance to stations, in smaller markets particularly," Lee Coffee, program director, WEW, St. Louis.

"Please accept our sincere thanks for a truly great contribution to our 'air sound.'... were very highly impressed with the quality and flexibility of the material. We plan to make 100 per cent use of this aid. Let us speak for all the stations who don't take time to write in assuring you that this type of service is very much appreciated, and at least, is a major step forward in the record company-station relationship." Pete Co-

(Continued on page 45)

VOX JOX

By GIL FAGGEN



THE LADYBUGS ARE HERE — Hooterville's feminine version of England's famed mop-headed singers, the Beatles, perform on "Petticoat Junction" Tuesday, March 24, on the CBS Television Network. In the quartet are Sheila James (right) and program regulars Linda Kaye, Jeannine Riley and Pat Woodell (l-r). Guess nearly everyone's goin' buggy these days.

WNBC's Big Wilson broke me up the other day when I asked him what the package was he

FCC to Collect Fees March 17

WASHINGTON — Although Representative Rogers, chairman of the House Communications Subcommittee, scheduled hearings last week to block the FCC from charging application and renewal fees to broadcasters, the Commission will start collecting March 17. Radio licensees making application for a new station or filing for renewal will have to come up with \$50 fee for standard AM and FM stations. Fees on filings on lesser matters range from \$20 to \$30.

The Federal Communication Commission's right to demand the fees has yet to get a final "yes" from U. S. Court of Appeals. Non-broadcast services took the FCC to court to fight the fees. The court has allowed FCC to collect the fees and hold them until final decision. If the courts find the fees invalid, they will be returned.

Hello Dere

EVANSVILLE, Ind. — WJPS reports one of the largest mail-pull contests in the station's six-year "Top 40" history. The station arranged a six-minute telephone conversation between George Harrison, lead guitarist of the Beatles, and a 14-year-old Evansville girl who was fortunate enough to have her name drawn from the thousands of post cards mailed into WJPS.

THE PHILADELPHIA STORY

WIP Moves Up Sharply After Five-Year Battle

By GIL FAGGEN

PHILADELPHIA—"The City of Brotherly Love" can no longer be safely called by the ratings quoters or the record-raters "a one radio station market." The long-running overpowering "dominance" of "contemporary" formatted WIBG appears to have come to an end.

It was a happy coincidence for Harvey L. Glascock, WIP's vice-president and general manager when the morning I sat in his tastefully decorated office facing Rittenhouse Square the conversation was interrupted by an assistant bearing the Pulse ratings that place WIP in first place from 6 a.m. to noon; four points out of top position from noon to 6 p.m., but still trailing considerably in the 6 to midnight segment against the powerhouse 50,000 watt Storer outlet.

Station management still facing an opponent with up to three and one half times its own ratings, may take heed of the current Philadelphia Story—the WIP Story.

When I asked Harvey what he thought the major reason for WIP's impressive gains was he unhesitatingly replied: "Time."

"It has taken us almost five years to achieve this degree of acceptance," said Glascock. "Once we found the format that we felt was most needed in the area, we stuck to it, backed it up with top personalities, promotion and community involvement. It's taken a good while, but a worth while to prove we could get the ratings without having to imitate the rock 'n' roll music format of the top-rater in the market."

Glascock took over the WIP operation after Metropolitan

Broadcasting Company (Metro-media) purchased the 5,000 Philadelphia pioneer voice five years ago. No newcomer to tight-formatted contemporary radio operations, Glascock was moved in from his vice-president and general manager's post with Metropolitan's WHK in Cleveland, where he took the station from the bottom of the ratings heap into a solid No. 1 in the market—an overall position the station still enjoys.

Off on Wrong Note

Glascock and associates tried the exciting "Color Radio"—top 40 format on WIP that proved so successful at WHK. It didn't work. WIBG was too firmly entrenched and WIP, long associated with conservative programming and "Uncle WIP" sounded like grandmere after she had a wee bit too much sherry. Well grandmere sobered up, sold her newly acquired XK-E and decided on a new middle-of-the-road convertible with plenty of zip and flash, but minus the dual carburetors.

Students of the Philadelphia broadcasting scene, station music formats, and WIP in particular, rate the station as the true proponent of the genuine "pop-standard" (middle-of-the-road) sound. And a carefully prepared and calculated sound it is too.

All records and albums are pre-screened by one of the most capable music librarians in the business, Gert Katzman, to fit the station's "quality guidelines."

The final playlist is made up by program director Dick Carr who rates the music on degree of popularity, and whether it will appeal to the majority of WIP's listeners who are in the 18 to 45 age group. Considered care is taken to avoid the ex-



HARVEY L. GLASCOCK

tremes in sound and presentation.

Glascock's influence manifests itself daily in the choice of music. He has an appreciation for all kinds of pop music and never shys away from association with it.

"Harvey has an amazing ability to pick hits," observed Carr. "He's our musical conscience, interested in everything we play."

WIP is programmed with two-thirds of the records from its singles list played in a given hour (average 12 per hour) and one-third LP music an hour (four cuts per hour). Station comes up with plenty of musical excitement without rocking. Among the singles approved for play on the station that appeared on Billboard's Hot 100 chart during my Philadelphia visit three weeks ago (or are current entries) are: "Java," Al Hirt; "Stockholm," Lawrence Welk; "Crooked Little Man," Serendipity Singers; "A Fool Never Learns," Andy Williams; "The Shelter of Your Arms," Sammy Davis Jr.; "Love With the Proper Stranger," Jack Jones; "Hello Dolly," Louis Armstrong; "My Heart Belong to Only You," Bobby Vinton; "I Wonder Who's Kissing Her Now," Bobby Darin; "Blue Winter," Connie Francis, and many others.

Breaking Non-Rockers

No follower, the station has been responsible for "breaking" a number of pop-contemporary and standard pop singles by creating great listener demand through concentration on specific LP cuts. Such was the case with Gloria Lynn's current hit single, "I Wish You Love" culled from her LP by the station. Gert Katzman is now receiving heavy listener requests on "Shake That Little Foot," a cut from Harry Belafonte's RCA Victor LP, "Belafonte at the Greek Theater." WIP's influence on its audience to purchase the selections it plays on the air is graphically illustrated in this week's Radio Response Ratings (See page 16).

Carr and Katzman include many singles in the list of 70 records that have no hit potential, but just provide variety, flavor and balance to the overall sound. These are picked with discrimination.

The programming of music at WIP is taken a step further than many stations usually do. Daily music sheets are required of all deejays and a specially ruled check-off sheet, divided into 60 minute segments, is used to insure against overlap and repetition. Rarely is any single heard more than four times on any given day. WIP deejays put in one hour of preparation for every three hours of air show.

Among the major factors contributing to the financial success of the station are its air

(Continued on page 16)



UNDER THE DIRECTION OF HARVEY L. GLASCOCK, vice-president and general manager of WIP, Philadelphia, the assembled air salesmen sound off for ad agency executives and buyers at the annual Valentine's Day party. Standing (left to right): Sports director Jim Leaming, sports personality Pete Retzlaff, Joe McCauley, Jim Tate; program director, Dick Carr. Seated (left to right): Ned Powers, Nat Wright and Dick Reynolds.


(Continued on page 16)

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"Horowitz plays with heart on sleeve, spinning out a range of emotion beyond his earlier reach. His rapport with Chopin and Debussy is especially strong, but he plays Beethoven with glee and understanding."
Time Magazine, March 6th

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RADIO RESPONSE RATING

PHILADELPHIA

TOP STATIONS

Rank	Call Letters	% of Total Points
------	--------------	-------------------

- ★ For POPULAR Singles
1. WIBG 53%
 2. WIP 21%
 3. WDAS 10%
 4. WHAT 9%
 - Others (WNAR, Norristown WPEN) 7%

- ★ For POPULAR LP's
1. WIP 37%
 2. WCAU 17%
 3. WFIL 15%
 4. WPEN 14%
 5. WIBG 10%
 6. WRCV 7%

- ★ For R.&B.
1. WDAS 52%
 2. WHAT 41%
 3. Others (WIBG) 7%

- ★ For JAZZ
1. WHAT-FM 53%
 2. WDAS-FM 38%
 - Others (WIP, WRCV, WFIL, WHAT-FM) 9%

- ★ For COUNTRY MUSIC
1. WNAR, Norristown 50%
 2. WJMJ 42%
 - Others (WVBS, Vineland, N. J. WCAM, Camden, N. J.) 8%

- ★ For SINGLES (Middle of the Road)
1. WIP 57%
 2. WCAU 17%
 3. WFIL 14%
 - Others (WPEN, WRCV, WIBG) 10%

- ★ For FOLK
1. WHAT, Gene Shayl 20%
 2. WDAS, Kai Rudman 18%
 3. WHAT-FM 16%
 4. WIP 11%
 5. WFI-FM 11%
 6. WDAS-FM 9%
 - Others (WRCV, WIBG, WPBS-FM, John McCall-WIFI-FM, Buzz Allen) 15%

- ★ For COMEDY
1. WIP 50%
 - Others (Mr. Melody-WJMJ, Larry Brown-WPEN, Joe McCauley-WIP, Don Evans-WRCV, Bob Menefee-WCAU, Jim Robertson-WJMJ, Marv Bachrod-WNAR) 50%

- ★ For CLASSICAL
1. WFLN-AM & FM 55%
 - Others (WQAL-FM, WFIL-FM, WJBR-FM, Wilmington WPBS-FM) 45%

TOP DISK JOCKEYS

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

- ★ For POPULAR Singles
1. Hy Lit WIBG 41%
 2. Joe Niagra WIBG 20%
 3. Jerry Stevens WIBG 18%
 4. Georgie Woods WDAS 11%
 5. Jerry Blavat WHAT 7%
 - Others (Tom Brown-WIP, Bill Wright-WIBG, John Bandy-WDAS, Lloyd "Fatman" Smith-WHAT) 3%

- ★ For POPULAR LP's
1. Tom Brown WIP 27% 38% of 1st place votes
 2. Jim Tate WIP 21% 38% of 1st place votes
 3. Joe McCauley WIP 15%
 4. Larry Brown WPEN 10%
 - Others (Bill Bronson-WRCV, Jerry Stevens-WIBG, Bill Wright-WIBG, George Thomas-WCAU, Bob Menefee-WCAU, Hy Lit-WIBG, Phil Sheridan-WFIL) 27%

- ★ For R.&B.
1. Georgie Woods WDAS 43%
 2. Jerry Blavat WHAT 23%
 3. John Bandy WDAS 8%
 4. Jimmy Bishop WDAS 7%
 5. George Johnson Jr. WDAS 5%
 - Others (Lloyd "Fatman" Smith-WHAT, "Jacks"-WDAS, Frank X-WIBG, Jim Bishop-WDAS, Hy Lit-WIBG, Mitch Thomas-WDAS) 14%

- ★ For JAZZ
1. Sid Marks WHAT 50%
 2. Del Shields WDAS 21%
 3. Joel Dorn WHAT-FM 17%
 - Others ("Dawn Patrol"-Charlie Edwards-WIP, Bill Bronson-WRCV, George Johnson Jr.-WDAS, Reggie Leavon-WRCV) 12%

- ★ For COUNTRY MUSIC
1. Marv Bachrod WJMJ 57%
 2. Larry Molinaro WNAR 43%

HOUSTON

TOP STATIONS

Rank	Call Letters	% of Total Points
------	--------------	-------------------

- ★ For POPULAR Singles
1. KILT 48% (Received 56% of 1st place votes)
 2. KNUZ 46% (Received 44% of 1st place votes)
 - Others (KONO, San Antonio KTSA, San Antonio Sister station of KILT) 6%

- ★ For POPULAR LP's
1. KPRC 49%
 2. KXYZ 23%
 3. KODA-FM 15%
 4. KQUE-FM 12%

- ★ For R.&B.
1. KYOK 52%
 2. KOCH 35%
 - Others (KILT, KNUZ) 13%

- ★ For JAZZ
1. KTRH 41%
 2. KHUL-FM 30%
 3. KPRC 27%
 4. KYOK 2%

- ★ For COUNTRY
1. KIKK (Pasadena-Baytown) 71%
 2. KTLW (Pete Hunter) (Texas City) 29%

- ★ For SINGLES (Middle of the Road)
1. KPRC 47%
 2. KODA 27%
 3. KXYZ 16%
 - Others (KQUE-FM, Webb Hunt) (KTHT) 10%

- ★ For COMEDY
1. KPRC 69%
 - Others (KNUZ, Paul Berlin) 31%

- ★ For CLASSICAL
1. KRBE-FM 75%
 - Others (KXYZ) 25%

TOP DISK JOCKEYS

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

- ★ For POPULAR Singles
1. Paul Berlin KNUZ 52%
 2. Jim Woods KILT 27%
 3. Bob White KILT 10%
 4. Joe Ford KUNZ 4%
 - Others (Chuck Adams-KNUZ, Ken Knox-KILT, Chester McDowell-KYOK, Arch Yancey-KNUZ, Jerry Rice-KNUZ) 7%

- ★ For POPULAR LP's
1. Tim Holan/Bob Brown KPRC 41%
 2. Bill Calder KPRC 35%
 3. Johnny Edwards KPRC 24%

- ★ For R.&B.
1. (Tie) Gino Bayler (Zing Zang) KYOK 39%
 1. (Tie) Novella Smith (Dizzy Lizzy) KYOK 39%
 3. Chester McDowell (Hotsy Totsy) KYOK 22%

- ★ For JAZZ
1. Ed Case KTRH 52%
 2. Kathy Cunningham KHUL-FM 26%
 3. Novella Smith KYOK 22%

- ★ For COUNTRY
1. Rusty Gabbard KIKK 45%
 2. Eddie Steward KIKK 25%
 - Others (Tiger Myers-KIKK, Bill Bailey-KIKK, Pete Hunter-KTLW, Bill Edwards-KIKK) 30%

STATIONS BY FORMAT

PHILADELPHIA: Fourth largest market. Eleven AM and 12 FM stations. Survey covers Camden, N. J., Wilmington, Del., Norristown, Pa., Media, Pa. and Chester, Pa.

WIBG: 50,000 watts. Storer Broadcasting Company. Music format: "contemporary" featuring basic playlist of 99 singles comprised of new releases and current hits. Active, well staffed news department. Highly identifiable air personalities. Effective public affairs programming. General Manager, Joseph T. Conway. Program Director and Music Director, William Wheatley.

WIP: 5,000 watts. Metropolitan Broadcasting Company. Music format: "pop-standard" featuring the newest singles releases and current hits of non-rock nature. Heavy LP programming with emphasis on new versions of standards. Highly identifiable air personalities. Excellent community image. Active, well staffed news department. Special programs include "Music Spectaculars" with in-person guests from music world. Creative public affairs programming. Vice-President and General Manager, Harvey L. Glascock. Program Director, Dick Carr. Record librarian, Gertrude Katzman.

WCAU: 50,000. CBS owned. Music format: "standard pop" featuring music primarily from current and stock LP's with some programming of current non-rock singles. Heavy talk-information schedule. Airs "News Conference" program daily, and three-hour "Evening Edition"—news, sports, feature and interview block daily. Highly respected community image. Vice-President and General Manager, John O. Downey. Program Director, Mike Grant.

WFIL: 5,000 watts. A Triangle station. Music format: "standard-pop" featuring music mainly from LP's with limited programming of new singles. Well staffed news and community affairs departments. Station programs many Triangle-produced special programs. Respected community image. Station Manager, Joseph C. Winkler. Music Director, Tobey DeLuca.

WPEN: 5,000 watts. Owned by Sun Ray Drug Company. Music format: "standard-conservative." Station programs mainly instrumentals from LP's with limited exposure of current singles. Excellent news operation. Own helicopter. Airs late night interview, comment and controversy show six nights a week with Red Benson. General Manager, Murray Arnold. Operations Director, Joe Grady.

WRCV: 50,000 watts. NBC owned. Music format: "standard." Station had for many years been major proponent of big band music. This has been modified to include music from current LP's. Few new singles are played. Station is scheduled to be swapped with WNAC in Boston, in the near future. Vice-President and

(Continued on page 16)

BOSTON

TOP STATIONS

Rank	Call Letters	% of Total Points
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- ★ For POPULAR Singles
1. WMEX 51%
 2. WBZ 32%
 3. WORC (Worcester) 11%
 - Others (WILD) 4%

- ★ For POPULAR LP's
1. WHDH 40%
 2. WBZ 26%
 3. WEEI 14%
 4. WNAC 10%
 5. WEZE 8%
 6. WORC (Worcester) 2%

- ★ For R.&B.
1. WILD 71%
 2. WMEX 20%
 3. WBZ 9%

- ★ For JAZZ
1. WHDH (Received all 1st place votes) 83%
 2. Others (WILD, WEEI) 17%

- ★ For SINGLES (Middle of the Road)
1. WHDH 39%
 2. WBZ 25%
 3. WEEI 16%
 4. WMEX 9%
 - Others (WNAC, WCOP, WORC) 11%

- ★ For FOLK
1. Jefferson Kaye, WBZ (Received all votes) 100%

- ★ For CLASSICAL
1. WCRB, AM & FM (Received all votes) 100%

TOP DISK JOCKEYS

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

- ★ For POPULAR Singles
1. Arnie Ginsburg WMEX 47%
 2. Mel Miller WMEX 11%
 3. Bruce Bradley WBZ 9%
 3. Dick Smith WORC (Worcester) 9%
 5. Alan Dary WHDH 8%
 5. Dave Maynard WBZ 8%
 - Others (Jimmy Byrd-WILD, Jefferson Kaye-WBZ) 8%

- ★ For POPULAR LP's
- Four Disk Jockeys mentioned—all with same points:
- Bob Clayton-WHHD
Alan Dary-WHHD
Dave Maynard-WBZ
Norm Nathan-WHHD

- ★ For R.&B.
1. Jimmy Byrd WILD 61%
 2. Buddy Lowe WILD 18%
 3. Arnie Ginsburg WMEX 12%
 - Others (Mel Miller-WMEX, Bruce Bradley-WBZ) 9%

- ★ For JAZZ
1. Norm Nathan WHDH 58%
 2. Hank Forbes WHHD 33%
 3. Bill Marlow WNAC 9%

The Radio Response Ratings of stations and individual air personalities have been determined by survey of local and national record promotion personnel, distributors, record manufacturers, publishers, and retail outlets. 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.

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PROGRAMMING NEWSLETTER

'Disk Jockey' Nasty Name to Some

By BILL GAVIN
Contributing Editor



Some radio people don't like the term "disk jockey." Nobody seems to know where or when the term originated. In spite of many attempts to find a more suitable substitute, the name has stuck and has come into common usage. Webster's dictionary says, "disk jockey: a person who conducts a radio program of recorded music, interspersed with chatter, jokes and commercials." There is some question whether the word is properly "disk" or "disc," but since lexicographers give the two spellings identical meanings, we are apparently free to make our own choice of spelling.

In a search for a more distinctive title for the trade of "conducting a radio program of recorded music," some stations publicize their disk jockeys as "personalities." This has always struck me as an awkward and highly misleading term. Fortunately, it has not become widely used.

A current fad is to refer to the station's dj's as "the good guys." Whether or not this implies that the dj's of all other stations are bad guys, I wouldn't know. It is not likely, however, that our dictionaries will ever list "good guys" or "personalities" as synonymous for "disk jockeys."

Not only is there a difference of opinion over what to call a disk jockey, there is also some little variety in what is expected of him on the job. More than one program director has said: "We don't want any time-and-temperature jocks." They were referring, of course, to the standard minimum for "top 40" dj's, whose air words are strictly limited to time signals, weather announcements, station's call letters and their names, all endlessly reiterated. Special promo announcements are fully written out, and there are detailed instructions about when, where and how to identify the various records. The ability to ad lib is not considered an essential qualification for such an assignment.

Although a lot of progressive radio people turn up their noses at such a stereotyped formula operation, many stations employ it with considerable success. It has certain advantages: It

guarantees the briefest minimum of talk between records; the station sounds the same at all times of the day; an inexperienced dj can speedily master the job, and high salaries for skilled men are unnecessary, which has a beneficial effect on overhead costs. Such advantages are important in smaller markets, where potential billings are limited, but a number of large cities also include similar minimum operations.

When the controls and limitations are removed from the disk jockey, and he is told to make his show colorful and entertaining, the question is: what does he have to say? All too often what he has to say turns out to be self-important, long winded, unfunny and downright dull. One of the most frequent failings of the so-called personality dj is his insistence on intruding himself at every possible opportunity. To him the music he plays is simply a breathing space in a continuous monolog. In a few rare cases, such a spotlight seeker may hold a big rating; in most cases he is soon recognized as a colossal bore, who is better suited to a job as a carnival barker or tourist guide.

One well-known program director decided a few years ago that he would make his dj staff personalities "by the book." He established an elaborate system specifying what the dj's could say, should say, and must say. Wit and humor were not simply permitted, they were required. Card files of gags and stories were in constant use. An elaborate set of musical jingles was spotted rigidly through every hour of the broadcast day. Did it work? Yes, it did, and the fact that it worked so well was a tribute to this particular program director's imaginative genius. It is not, however, a system that could be recommended for general use.

The new school of disk jockeys that is emerging these days is well trained in the arts of brevity, pacing and production. The humor is spontaneous rather than lifted from a gag file. The comments are relevant, with a minimum of personal reference. Most of all, the music is the show, and the dj's function is simply to present his show in as interesting a manner as possible.

There's no reason why a disk jockey has to be an automaton. He can sound like a human being. It's unfortunate that more of them don't.

WIP Moves Up Sharply After Five-Year Battle

• Continued from page 12

personalities. Morning man, Joe McCauley, has been with the station for 20 years. He will always be closely identified with the station's all-night show, "The Dawn Patrol," which he captained for many years. Philadelphians well remember McCauley's nightly featuring of the Jan Peerce recording of "Bluebird of Happiness."

Indicative of the WIP air personalities is Jim Tate, whose air stint runs from 10 p.m. to 1 a.m. Jim, who by a happy coincidence is the namesake of Philadelphia's mayor, was recently named one of the city's "Ten Most Eligible Bachelors" by the Society for Crippled Children and Adults. Jim helped escort the 1964 Easter Seals Child at the Society's Valentine Day Bachelor Luncheon.

Off-the-Air Promotion

"We have a successful off-the-air approach to our listeners," explained Carr. "We get those who don't listen to the station involved in what the station is doing through our community affairs projects and promotions. We don't give up on the influential non-listener. There are many different ways to influence an audience as such."

Although Metromedia certainly didn't inherit a strong rating position when it purchased the station it did acquire a solid community image carefully built up by its former president, Benedict Gimble, now a Metromedia vice-president. Glascock and Carr, assisted by community affairs director, Dick

Reynolds, have capitalized on this asset with such outstanding community projects as their recent Public Service Awards Luncheon.

In a unique turnabout, WIP honored 18 public service organizations in a mass salute for their excellent radio campaigns during 1963. The winners were singled out for their exemplary broadcasting techniques and co-operation in making their drives a success. Some 500 leaders from government, educational, charitable and religious organizations were in attendance to witness the awards presented to six categories at a special luncheon. The categories were: Commerce and Industry, Armed Services, Religion, Health, Welfare and Education. Judging was done by top civic leaders.

Complimenting their regular daily programming the station pioneered in 1963 a series of music spectaculars showcasing outstanding recording artists and theater personalities. Varying in length from 55 minutes to 25 minutes, the shows, hosted by station personalities, featured the comments, music and inside stories on the careers of such guests as Tony Bennett, Ella Fitzgerald, Stan Kenton, Nat Cole, Andy Williams, Steve Lawrence and Eydie Gorme and others.

The Philadelphia Story is not a story of one station or format triumphing over another. It is rather a story which illustrates that haste makes waste. It is

VOX JOX

• Continued from page 12

no wonder there are so many "far outs."

Karl Davis, WLS radio staffer, has been commissioned a Kentucky Colonel by the Governor of the Blue Grass State for composing the song "Kentucky." Davis began his musical career in 1930 on the WLS Barn Dance. Today he is a turntable operator at the ABC 50,000 watter, and still plays and sings at "family hootenannys" with his wife and three daughters.

SEGUE

Dick Partridge, WJZZ (Newark, N. J.) morning deejay leaves to do TV work. Lee Arnold tapped to fill the slot. . . . Jim Simpson, WPOP (Hartford, Conn.) air personality, joins creative production staff of MARS Broadcasting, Stamford, Conn. . . . Dick Lamb, returns to WGH (Newport News-Norfolk) in 7 to 11 p.m. air slot.

Tom Clark, air personality at WHIZ - Radio - TV (Zanesville, Ohio) joins announcing staff of

oftentimes far better to improve, embellish and compliment a format rather than changing it every time the ratings dip. It also illustrates that those who believe honestly in what they are doing can make virtually and well-supervised and programmed music format work successfully against the stiffest, most deeply entrenched competition.

STATIONS BY FORMAT

• Continued from page 14

General Manager, Raymond Welpott. Program Director, Robert Benson.

BOSTON: Sixth largest market. Thirteen AM and 10 FM. Survey includes Worcester, Mass.

WMEX: 5,000 watts. Independent. Music format: "contemporary" featuring the newest singles releases and established hits. Highly identifiable air personalities. Deejays influential with audience. Heavy emphasis on promotion on and off air. Vice-President, Stanley M. Kaplan. Program Director, Mel Miller.

WBZ: 50,000 watts. Westinghouse Broadcasting Company. Music format: "pop contemporary" programming new single and LP releases, current hits and new versions of standards from LP's. Highly influential in community and throughout New England. Active, heavily manned news and public affairs departments. Highly identifiable air personalities. Special programming includes telephone audience participation and interview show called "Contact" and important affairs program, "Focal Point." General Manager, Paul O'Friel. Program Manager, Allen D. Heacock.

WHDH: 50,000 watts. Independent. Music format: "pop standard" featuring music from current LP's of a non-rock nature and new singles releases of a non-rock nature. Highly identifiable air personalities. Strong news department with in-depth news programs. "Skyway Patrol"—traffic news reports. Vice-President and Managing Director, William B. McGrath. Program Director, John M. Day Jr.

WEEI: 5,000 watts. CBS owned. Music format: "Standard" programming music mainly from stock and current LP's of a non-frenetic nature. Large blocks of informational-talk is featured with new talk shows recently introduced to schedule. Respected community image. Vice-President and General Manager, Donald J. Trageser. Program Director, Dom Wuinn.

WNAC: 50,000 watts. Owned by RKO General. Music format: "standard" featuring music exclusively from current and stock LP's. Station scheduled for swap with WRCV, Philadelphia. President, William M. McCormick. Program Director, Jack Maloy.

WEZE: 5,000 watts. Owned by Air Trails. NBC affiliate. Music format: "standard-conservative" playing music primarily from instrumental LP's. Vice-President, M. J. Williams.

WCOP: 5,000 watts. Plough owned. Music format: "standard pop" playing some new non-rock singles, current and stock LP's selections. Vice-President and General Manager, John F. Crohan. Program Director, Jack Lazare.

WORL: 5,000 watts, day. Independent. Format: "Drama and discussion" only. Operations Manager, William O. Clark. Program Director, Charles Glass.

WORC: Worcester, Mass., 5,000 watts day, 1,000 watts night. Independent. Music format: "Contemporary." Station has important influence on Boston market musically. Important station for exposure and testing of new singles. Musical Director, Dick Smith (also does air show, 5:30 to 6 a.m. and 7 a.m. to noon).

HOUSTON: Sixteenth largest market. Twelve AM and eight FM. Survey includes Baytown, Pasadena, Texas City.

KILT: 5,000 watts. McLendon owned. Music format: "contemporary" programming new singles and current hits. Highly identifiable air personalities. Active new operation with mobile unit. General Manager, Bill Weaver. Program Director, Dick Lahm. Music Director, Bob White.

KNUZ: 1,000 watts day; 250 watt night. Independent. Music format: "contemporary" programming new singles and current hits. Highly identifiable air personalities. Influential news department. Active five-man news staff, mobile units in use. President and General Manager, Dave Morris.

KODA: 1,000 watts days. Taft Broadcasting Company, ABC affiliate. AM-FM music format: "conservative" featuring mainly instrumentals from LP's. Station Manager, Lynn Christian. AM Program Director, Don LeBlanc. FM Program Director, Charlie Witaker.

KPRC: 5,000 watts. Independent. Music format: "pop-standard" programming newest single releases and current hits of non-rock nature. Heavy LP programming with emphasis on new renditions of standards. Highly identifiable and influential air personalities. Respected news operation, programming 5, 10 and 15-minute news blocks. Vice-President and General Manager, Jack Harris. Program Manager, Glen Kensinger.

KTHT: 5,000 watts. Independent. Music format: "standard pop" programming mainly from current LP's with inclusion of some easy-listening singles. Vice-President and General Manager, Charles W. Brunt. Program Director, Bob Kelly.

KTRH: 50,000 watts. Independent. CBS affiliate. Information, talk, discussion 24 hours daily. Station has one notable music show aired Saturday nights 9:05-midnight entitled "All That Jazz" with Ed Case. Case features big band jazz, Dixieland and contemporary jazz. Show was voted "Best Jazz Program in Houston."

KXYZ: 5,000 watts. Independent. Music format: "conservative-standard-pop" programming music primarily from instrumental LP's with a sprinkling of current singles. Vice-President and General Manager, Jack G. Carnegie. Program Director, Milt Willie.

KTRK-TV: Larry Kane, host for the past six years of a Saturday TV dance show is also rated as influential with his audience in the area of "contemporary music."

WBBM (Chicago): . . . Alan Boyd, music director, WTAY (Robinson, Ill.) to staff of WPIC (Sharon, Pa.). . . . Bob Bandy, formerly with WCWC (Ripon, Wis.), joins air staff of WDUZ (Green Bay, Wis.). . . . Ron Brittain, former WSAI (Cincinnati) deejay now doing air stint at WHK (Cleveland). . . . Ron Turner, WTAC (Flint, Mich.) deejay, joins WFLA (Tampa) air staff as "Jack Armstrong-The All-American DJ." . . . Dick Curtis, actor, comedian and singer, takes over as host of WLW-D's (Dayton, Ohio) "A.M. Show" seen daily 9 to 10:10 a.m. . . .

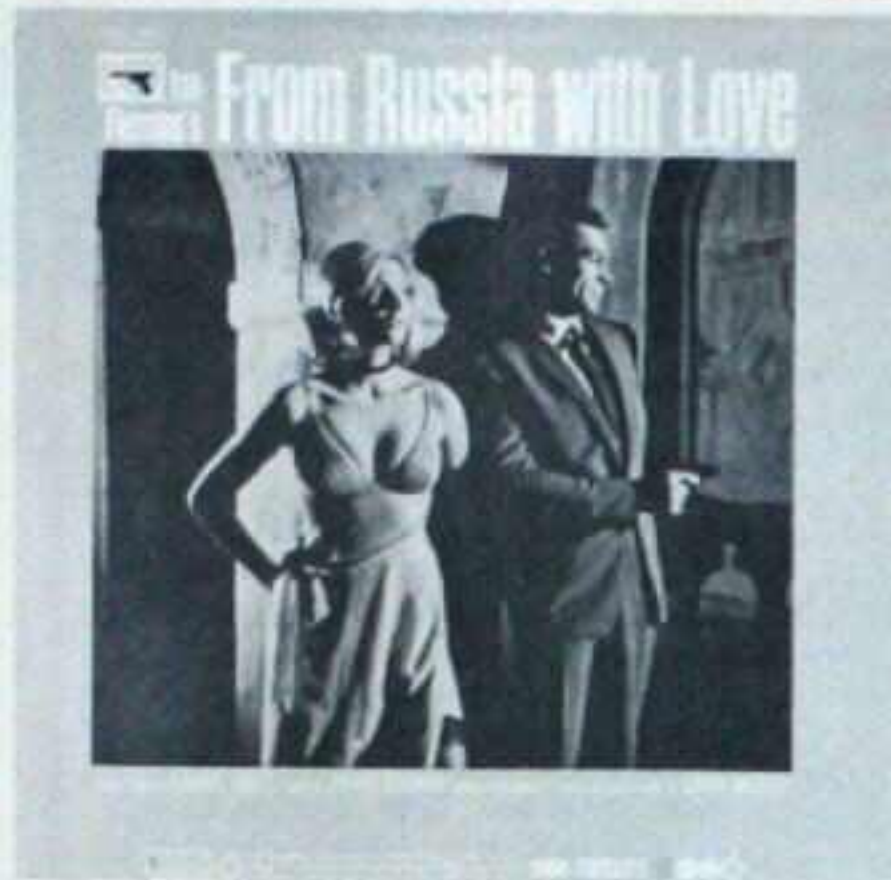
James Keith moves from WGH (Norfolk) to CHEC (Edmonton, Alta.) in promotion manager's slot. . . . Garford (Tony) Hill, WHKP (Hendersonville, N. C.) deejay, moves to sister station, WWIT (Canton, N. C.). . . . Roy Brown, formerly with CKRM (Regina, Sask.), now doing morning show on WECL (Eau Claire, Wis.). . . . Newest "Kuddle Good Guy" is Bill Miller, who has taken over the morning show after a turn on WILM (Wilmington, Del.). . . . Tom Tyler, WZOO (Spartanburg, S. C.), also new addition to air staff at KUDL.

FROM U A WITH LOVE

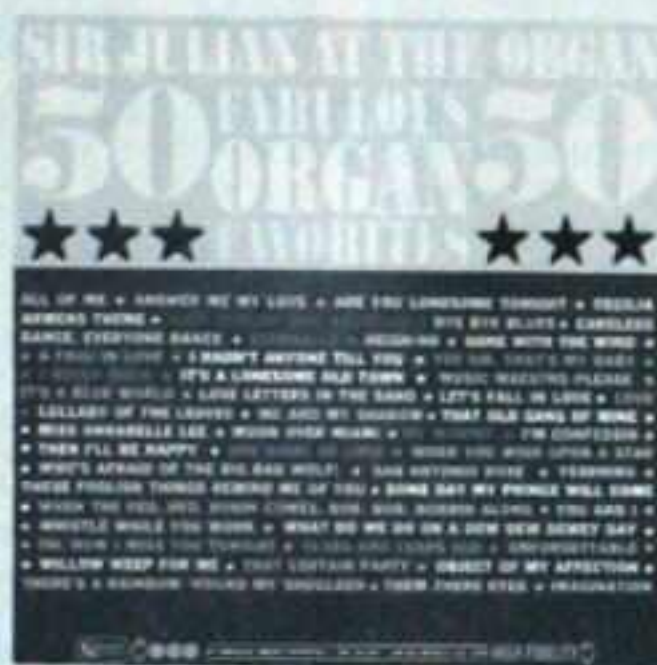
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Soundtrack from
the Swingingest
Film of 1964**



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Leroy Holmes and the Southwinds perform 50 all-time favorite Hawaiian songs in one smash album.

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Sir Julian at the organ with 50 popular classics that'll set feet tapping.

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Al Caiola with 50 liting melodies that bring sunny Italy into the living room.

Three Great New Additions to the Exciting & Best-Selling 'Fifty Fabulous Favorites' Series



BLUEGRASS HOOTENANNY

George Jones and Melba Montgomery — Two C&W giants join forces with telling results. Dixieland for Me; Will There Ever Be Another; I'd Jump the Mississippi; Please Be My Love; I'd Dreamed My Baby Came Home; Rollin' in My Sweet Baby's Arms; Blue Moon of Kentucky.



'TILL THE END OF TIME

Jan Peerce — One of the greatest voices of all time at his POP BEST. 'Till the End of Time; My Prayer; Stranger in Paradise; The Things I Love; On the Isle of May; Strange Music; The Story of a Starry Night; I'm Always Chasing Rainbows; The Lamp is Low; Tonight We Love.



ARTHUR GODFREY TIME

Memorable moments from the history making Arthur Godfrey shows. Arthur and such guest stars as Art Carney, Buddy Hackett, Dennis Regor, June Valli and others. Includes Terborro Tower.



WITH STRINGS

Dakota Staton—Great new performance that ranks among the talented performer's finest. I Thought About You; What's Your Story Morning Glory; Travelin' Light; I Understand; I Want to Talk About You.



POOR PEOPLE OF PARIS

Barclay Singers — The serenity of Paris and the excitement of a jazz solo blended in a superb vocal performance. Under Paris Skies; La Vie en Rose; Poor People of Paris; Beyond the Sea; Yomme Yomme; Armen's Song; La Temps Du Muguet; The Three Bells.



THIS YEAR'S TOP MOVIE SONGS

The Four Lads—These are the great new film songs — sung to a fare-thee-well by the popular Four Lads. Love Song of 'Tom Jones'; Theme Song from 'Mondo Cane'; Charade; Love With the Proper Stranger; Call Me Irresponsible; It's a Mad, Mad, Mad, Mad, World; Toys in the Attic.

The Proudest Name



in Entertainment

WRUL-WSM-Billboard Seg Exports C.&W. Worldwide

By MARK-CLARK BATES
NASHVILLE—WSM deejay T. Tommy Cutrer is rapidly gaining the title of "Mr. International C.&W. D.J." as he continues to build a worldwide network of fans as emceed on the WRUL-WSM-Billboard radio show, "Country Music Worldwide."

Conceived by Billboard last fall as an ideal show to build country music acceptance abroad, the show has been on the air since last November and provides exposure for the c.&w. product throughout Europe, Africa and South America. Basically, the format for the show is relaxed and informal. Cutrer spins records selected from Billboard's c.&w. charts, discusses the behind-the-scenes events of the world of country music, and keeps his listeners abreast of overseas appearances scheduled by c.&w. artists.

Live Interviews

Another feature of the show is the weekly playing of the pick of the week, usually a selection based on Billboard's Spotlight show. The highlight of the weekly show is a live interview with a guest of the week.

Hank Snow a Click On Japanese Tour

NASHVILLE—Hank Snow's recently completed tour of the Far East has been acclaimed a highlight of the RCA Victor artist's career.

During the 12-day tour, Snow and his unit packed clubs and concert halls, drawing rave reviews along the way. In Tokyo, the first stop on the tour, Snow attracted a full house of fans who paid a flat \$5 each for a gross of \$30,000.

"In my long career," Snow said, "I have never played before a more enthusiastic audience." Tsuneo Nagano, executive director of the RCA Victor Artists Corporation of Japan, said: "Country and western music has become one of the most favorite types of music among the younger generation in Japan." He attributes the rise in popularity to the influence of the U. S. Armed Forces Radio during the occupation days when Japanese audiences were first exposed to c.&w. music.

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

Among the artists who already have appeared on the show are Tompall and the Glaser Brothers, Flatt and Scruggs, Bobby Lord, Marty Robbins, Billy Anderson, Jimmy Newman, Roy Drusky, Billy Walker, Warner Mack, Bob Luman, Porter Wagoner, George Morgan and Billy Grammer.

Recently Billboard offered a free copy of its World of Country Music magazine to the first 25 letters received from overseas listeners. Mitchell Krauss, of Radio New York Worldwide (WRUL), said the offer swamped his office with letters from all over the world.

The program is broadcast over WRUL on Sundays at 7 a.m., EST, on the following frequencies: 15.44 megs. in the British Isles and South America, 17.76 in West Africa, 11.95 in the Caribbean, and 15.37 in Continental Europe. It is re-broadcast on Wednesdays at 11 a.m., EST, on the same frequencies as above in each area except Europe, where it is heard on 15.385 megacycles.

In the United States Billboard sponsors the show over WBSM, Nashville, at 1 a.m. Tuesdays. Negotiations are under way with British Broadcasting Company, the Canadian Broadcasting Company and an Australian broadcasting network for airing of the show through those facilities.

Colo. Music Fest Plans in Works

DENVER—Gladys Hart, local country music promoter, has begun preparations for the area's second annual Country Music Festival to be held at the Four Seasons' nitery in Aurora, Colo., in June, the exact dates to be announced later.

According to Walter Alkire, club owner, arrangements are being made to televise an hour-long show during the conclave directly from the nitery. On April 3, Alkire is slated to launch a weekly TV show from the Four Seasons, featuring top c.&w. artists augmented by local country music talent. The show will go out of Channel 2 in Denver.



RUSTY DRAPER and Fred Foster (right) get together at one of the first recording sessions held at the Fred Foster Sound Studio in Nashville. Draper, a Monument Records artist, cut an album of instrumental music, assisted by his son Johnny. Foster Sound, formerly the Sam Phillips Studio, is being completely renovated with the help of chief engineer, Billy Porter.



T. TOMMY CUTRER

Smash Signs Roger Miller

CHICAGO — Roger Miller, star singer, songwriter and musician, has been signed by Smash Records. He'll record a single and an LP in Nashville under Jerry Kennedy for early release. Miller's strongest impact is in the c.&w. field.

Past Miller sides, all on RCA Victor, include "You Don't Want My Love," "Hoy Little Star," "When Two Worlds Collide," and the recent charter, "Lock, Stock and Teardrops."

Joe Carson Dies in Crash

WICHITA FALLS, Tex. — Little Joe Carson, guitarist-singer well known in the country music field, was killed in an auto crash while en route to his home here recently. Surviving are his widow and three children. Mail will reach Mrs. Carson at Box 534, Wichita Falls.

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Veteran announcer Bill Sachs has been named program director at WFXL, Detroit country music station. Bill's familiar 6 p.m. to midnight slot is now being handled by Sunny Jim Mitchell. . . . Pappy Tipton is in charge of all country music on WFOL, Hamilton-Fairfield, Ohio, new 1,000-watter which signed on the air February 14. Pappy airs his "Hillbilly Hit Parade" from 6 p.m. to midnight, six days a week, and gets an extra shot Saturday mornings, 8:15-10, with "The Pappy Tipton Show." . . . On a recent hurry-up visit to New York, Eddie Zack, who emcees "Hayloft Jamboree" on WRIB, Providence, R. I., was the victim of thieves who ransacked his parked station wagon and made off with Eddie's orange guitar which has been in the family over 30 years. Until it's found or replaced, Eddie vows to just plain sing, and let somebody else do the playing.

Uncle Len Ellis, vet spinner at WWCA, Hammond, Ind., offered another live-show promotion at Hammond Civic Center March 7, featuring Johnny Cash and the Tennessee Two, Bill Anderson, Carl and Pearl Butler, George Hamilton IV, June Carter and the Duke of Paducah.

Glenn Craig, veteran country music jock, long at Station KCLE, Cleburn, Tex., died at his home there recently, following a heart attack. . . . Gary
(Continued on page 30)

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY FOR WEEK ENDING 3/21/64			
This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	SAGINAW, MICHIGAN Lefty Frizzell, Columbia 42924	11
2	5	UNDERSTAND YOUR MAN Johnny Cash, Columbia 42964	5
3	4	WELCOME TO MY WORLD Jim Reeves, RCA Victor 8289	9
4	3	BEGGING TO YOU Marty Robbins, Columbia 42890	17
5	2	B. J. THE D. J. Stonewall Jackson, Columbia 42889	16
6	8	MOLLY Eddy Arnold, RCA Victor 8296	8
7	7	FIVE LITTLE FINGERS Bill Anderson, Decca 31577	9
8	10	MILLER'S CAVE Bobby Bare, RCA Victor 8294	7
9	6	BEFORE I'M OVER YOU Loretta Lynn, Decca 31541	19
10	9	YOUR HEART TURNED LEFT (And I Was on the Right) George Jones, United Artists 683	8
11	16	A WEEK IN THE COUNTRY Ernest Ashworth, Hickory 1237	8
12	11	LOVE'S GONNA LIVE HERE Buck Owens, Capitol 5025	27
13	17	YOU ARE MY FLOWER Lester Flatt & Earl Scruggs, Columbia 42954	6
14	15	TIMBER I'M FALLING Ferin Husky, Capitol 5111	5
15	12	PEEL ME A NANNER Roy Drusky, Mercury 72204	16
16	18	THIS WHITE CIRCLE ON MY FINGER Kitty Wells, Decca 31580	8
17	23	HE SAYS THE SAME THINGS TO ME Skeeter Davis, RCA Victor 8288	9
18	14	D. J. FOR A DAY Jimmy "C" Newman, Decca 31553	15
19	23	LONG GONE LONESOME BLUES Hank Williams Jr., MGM 13208	7
20	30	EASY COME—EASY GO Bill Anderson, Decca 31577	6
21	20	OLD RECORDS Margie Singleton, Mercury 72213	13
22	25	LET'S GO ALL THE WAY Norman Jean, RCA Victor 8261	12
23	19	WIDOW MAKER Jimmy Martin, Decca 31558	7
24	26	LAST DAY IN THE MINES Dave Dudley, Mercury 72212	15
25	43	KEEPING UP WITH THE JONESES Margie Singleton & Faron Young, Mercury 72237	2
26	32	WAITING A LIFETIME Webb Pierce, Decca 31582	6
27	24	THE MORNING PAPER Billy Walker, Columbia 42891	13
28	28	THE FILE Bob Luman, Hickory 1238	5
29	29	THE WORLD LOST A MAN David Price, Rice 1001	5
30	38	THE PILLOW THAT WHISPERS Carl Smith, Columbia 42949	5
31	22	NINETY MILES AN HOUR (Down a Dead-End Street) Hank Snow, RCA Victor 8239	22
32	40	DREAM HOUSE FOR SALE Red Sovine, Starday 650	11
33	21	HOWDY NEIGHBOR, HOWDY Porter Wagoner, RCA Victor 8257	10
34	27	MY TEARS ARE OVERDUE George Jones, United Artists 683	7
35	31	GIRL FROM SPANISH TOWN Marty Robbins, Columbia 42958	3
36	37	PETTICOAT JUNCTION Lester Flatt & Earl Scruggs, Columbia 42982	2
37	39	PASSING THROUGH David Houston, Epic 9658	3
38	36	A LITTLE SOUTH OF MEMPHIS Frankie Miller, Starday 655	6
39	42	DOUBLE LIFE Joe Carson, Liberty 55664	3
40	35	LIFE CAN HAVE MEANING Bobby Lord, Hickory 1232	10
41	41	YOU'LL DRIVE ME BACK (Into Her Arms) Faron Young, Mercury 72201	14
42	34	HANGIN' AROUND Wilburn Brothers, Decca 31578	4
43	—	EIGHT YEARS (And Two Children Later) Claude Gray, Mercury 72236	1
44	33	THAT'S WHAT MAKES THE WORLD GO ROUND Claude King, Columbia 42959	4
45	48	I CAN STAND IT (As Long as She Can) Bill Phillips, Decca 31584	2
46	—	FOLLOWED CLOSELY BY MY TEARDROPS Hank Locklin, RCA Victor 8318	1
47	50	BURNING MEMORIES Ray Price, Columbia 42971	2
48	—	LOOKING FOR MORE IN '64 Jim Nesbitt, Chart 1065	1
49	46	BLUE TRAIN (Of the Heartbreak Line) John D. Loudermilk, RCA Victor 8308	3
50	44	DON'T LEAVE ME LONELY TOO LONG Kathy Dee, United Artists 687	4

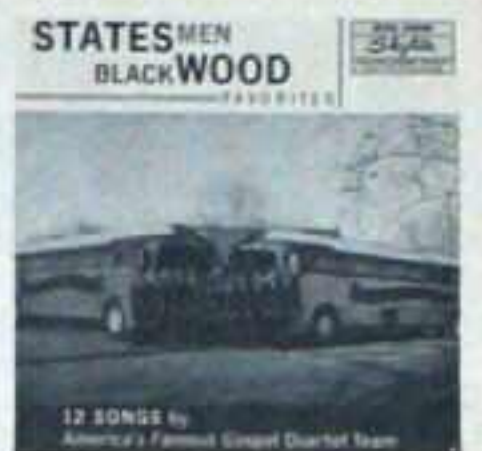
SALES! SALES! SALES!

Bobby Lord

SINGS

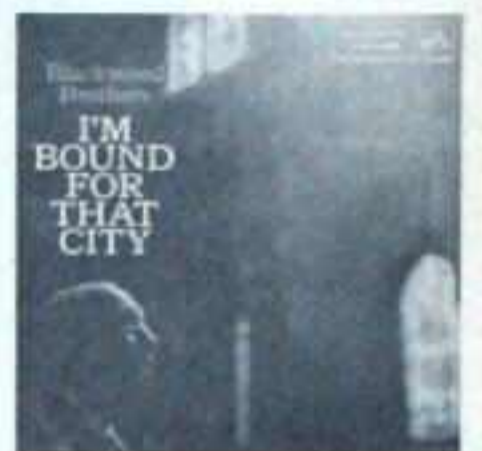
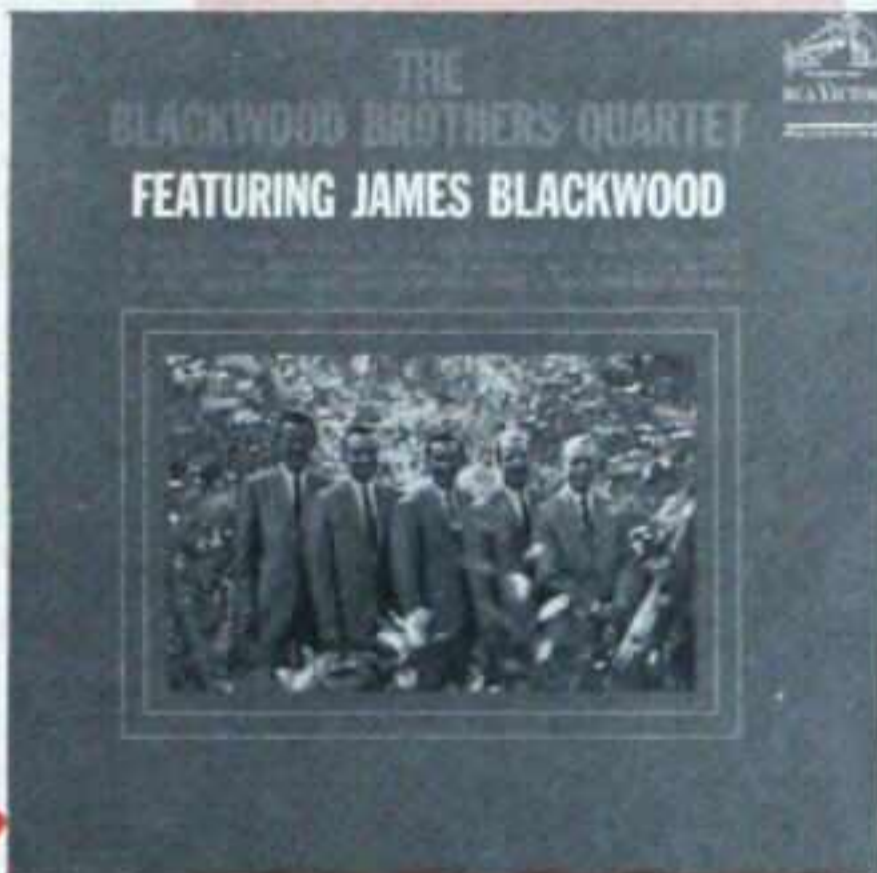
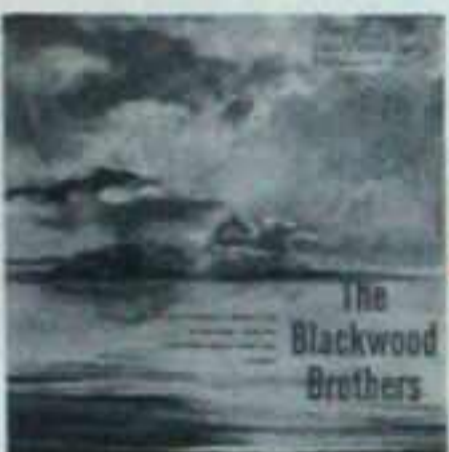
LIFE CAN HAVE MEANING

HICKORY 1232



THE BLACKWOOD BROTHERS

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THE BLACKWOODS invite you to watch the new gospel TV show, "Singin' Time in Dixie." Co-hosts are The Statesmen and other feature groups include The Speer Family, The Rebels and The Stamps Quartet.

Look for the Blackwood Brothers in Person at the Following Concert Dates:

- March
- 16 Denver, Colo., City Aud.
 - 17 Colorado Springs, Colo., City Aud.
 - 18 Liberal, Kan.
 - 19 Kansas City, Mo., Music Hall
 - 20 Springfield, Mo., Shrine Mosque
 - 21 Shreveport, La., City Aud.
 - 22 Little Rock, Ark., Robinson Mem. Aud.
 - 23 Paducah, Ky., Reidland High School
 - 26 Albertville, Ala.
 - 27 Anderson, S. C.
 - 28 Charlotte, N. C., Coliseum

The Blackwoods are available for network television and personal appearances

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Blackwood Brothers Records

209 N. Lauderdale Street, Memphis, Tennessee. Phone JA 7-4349



COUNTRY MUSIC CORNER

By BILL SACHS

Hank Williams Jr., Flatt and Scruggs, George Hamilton IV, Sheb Wooley, Carl and Pearl Butler, Nat Stuckey and Ray Frushay played to 4,600 at the recent season opener of "Louisiana Hayride," Shreveport, according to "Hayride" producer, Frank Page. The next "Hayride" showing is slated for April 11, with Carl Smith, Minnie Pearl and the Duke of Paducah as headliners. . . Ernest Ashworth treks it through Canada for the March 11-28 period. Other bookings take him to Miami, April 16; Jacksonville, Fla., April 18, and Tampa, April 19. On April 23, he begins a tour of the West Coast that carries him through May 9.

Andy Andersen's "Country and Western Jamboree" has moved to Station WNAX, with studios in Yankton, S. D., and Sioux City, Ia. The show is heard each Saturday from 9 p.m. to 2 a.m. The move to WNAX-Radio gives the program a primary coverage in five Midwestern States — Iowa, Nebraska, Minnesota and North and South Dakota. The new mailing address for "Country and Western Jamboree" is 1118 Pierce Street, Sioux City, Ia.

Buck Owens made his second appearance on the Jimmy Dean TV-er March 12 and then resumed with his band in Canada, where the unit is set through March 21. On April 2, Buck takes his bandmen into the Golden Nugget, Las Vegas, for a fortnight's stand. Buck and his lads played to S.R.O. at Chinese Alley in Portland, Ore.'s, Chinatown February 22, with the re-

sult that the group has been set for a return there in July. Deejays needing a copy of Buck's newest Capitol release may obtain one by writing to Buck's manager, Jack McFadden, at P. O. Box 21-4497, Sacramento, Calif. . . Hank Snow occupies the guest slot on the Jimmy Dean TV-er March 26. He will be followed in that spot by Jim Reeves, April 2; Hank Thompson, April 9, and Carl Smith, April 16.

Flatt and Scruggs have a new album just released on Columbia that was recorded live at Vanderbilt University, Nashville, some months ago. Radio stations may obtain copies by writing to Flatt and Scruggs, 201 Donna Drive, Madison, Tenn. . . On Monday, March 16, WSLR-Radio, Roanoke, Va., joined the growing family of stations engaged in broadcasting country music. While several other stations air country music in the Roanoke Valley, WSLR provides the only local country music service available in the evening hours until midnight. Host of WSLR's "World of Country Music" is King Edward Smith IV, King Records artist. Folks will remember him as half of the duo of Cecil Surratt and Smitty Smith of WHIS-Radio and TV, Bluefield, W. Va. Until recently he has been heard on WKWS, Rocky Mount, Va. Smith will host WSLR's country seg from 6:16 p.m. till midnight, Monday through Friday, and from 6-9 p.m. on Saturdays.

Smiley Wilson, director of talent for the Wil-Helm Agency, Nashville, announces that Cap-

itol artist Jean Shepard is now being represented exclusively by his agency. . . John W. Stephenson, head of Cowtown Records, has placed a master with a California company on "Out of the Night That Covers Me," b.w. "Cruel Love," with release due soon. Stephenson continues with his taped deejay show over KCAR, Clarksville, Tex. His Cowtown label has releases available to deejays who'll write in on their station letterhead. Write Stephenson at P. O. Box 192, Avery, Tex.

Dave Dudley concluded a tour in Custer, Wis., Saturday (14) and headed for Nashville for an album session for Mercury. He hits the road again late this week for a swing through North Carolina; then up to Oshawa, Ont., and westward through North Dakota, Wyoming and into Salt Lake City. . . Jimmy Newman, after winding up another session for Decca, is currently on tour of Colorado, Wyoming, South Dakota and Texas. . . Mrs. Jo Walker, executive director of the Country Music Association, is completely mended from injuries sustained in a recent auto crash.

The Johnny Wright-Kitty Wells show, with the Tennessee Mountain Boys along with Bill Phillips and Harold Morrison, wind up their March bookings at East Point, Ga., March 20, and Sarasota, Fla., 21. The group is routed through April as follows: Wichita, Kan., April 4; Kansas City, Kan., 5; Topeka, Kan., 7; Lincoln, Neb., 8; Omaha, Neb., 9; Sioux City, Ia., 10; Minneapolis, 11; Des Moines, Ia., 12; Oshkosh, Wis., 13; Elroy, Wis., 14; Jackson, Minn., 16; Mitchell, S. D., 17; Winona, Minn., 18; Mankato, Minn., 19; White-water, Wis., 21; Danville, Ill., 22; Chicago, 23; Freeport, Ill.,

(Continued on page 30)

HOT COUNTRY ALBUMS

Billboard SPECIAL SURVEY

FOR WEEK ENDING 3/21/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053 (M); CS 8853 (S)	11
2	2	LORETTA LYNN SINGS Decca DL 4457 (M); DL 74457 (S)	10
3	5	BUCK OWENS SINGS TOMMY COLLINS Capitol T 1989 (M); ST 1989 (S)	11
4	4	ON THE BANDSTAND Buck Owens, Capitol T 1879 (M); ST 1879 (S)	11
5	6	GUITAR COUNTRY Chet Atkins, RCA Victor LPM 2783 (M); LSP 2783 (S)	7
6	3	I LOVE A SONG Stonewall Jackson, Columbia CL 2059 (M); CS 8859 (S)	11
7	7	GEORGE JONES & MELBA MONTCOMERY SINGING WHAT'S IN OUR HEART United Artists UAL 3301 (M); UAS 6301 (S)	11
8	9	THE BEST OF GEORGE JONES United Artists UAL 3291 (M); UAS 6291 (S)	11
9	10	RAILROAD MAN Hank Snow, RCA Victor LPM 2705 (M); LSP 2705 (S)	10
10	8	NIGHT LIFE Ray Price, Columbia CL 1971 (M); CS 8771 (S)	11
11	13	LESTER FLATT & EARL SCRUGGS AT CARNEGIE HALL Columbia CL 2045 (M); CS 8845 (S)	9
12	11	500 MILES AWAY FROM HOME Bobby Bare, RCA Victor LPM 2835 (M); LSP 2835 (S)	8
13	15	STORY SONGS FOR COUNTRY FOLKS Faron Young, Mercury MG 20896 (M); SR 60896 (S)	6
14	16	LOVING ARMS Carl Butler & Pearl, Columbia CL 2125 (M); CS 8925 (S)	3
15	12	TALL, TALL GENTLEMAN Carl Smith, Columbia CL 2091 (M); CS 8891 (S)	11
16	18	SONGS OF THE CITIES Ray Drusky, Mercury MG 20883 (M); SR 60883 (S)	5
17	17	FOLK SONG BOOK Eddy Arnold, RCA Victor LPM 2811 (M); LSP 2811 (S)	2
18	—	OUR MAN IN TROUBLE Don Bowman, RCA Victor LPM 2831 (M); LSP 2831 (S)	1
19	14	RETURN OF THE GUNFIGHTER Marty Robbins, Columbia CL 2072 (M); CS 8872 (S)	11
20	—	HITS OF TODAY AND TOMORROW Ernest Ashworth, Hickory LPM 118 (M); (no Stereo)	1



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TONY ORLANDO

"TELL ME WHAT CAN I DO"
5-9668



BUDDY GRECO

"IT HAD BETTER BE TONIGHT"
(MEGLIO STASERA)
5-9666



KEN COLMAN FEATURING MICHEL, THE TALKING DOG

"MY TALKING DOG... NAPOLEON"
5-9667



RICHARD "POPCORN" WYLIE

"MARLENE"
5-9663

Two Sure Hits Headed For The Charts!



Ray Price

**THAT'S
ALL
THAT
MATTERS**

Columbia 4-42971



Hank Cochran

**WHAT
KIND OF
BIRD
IS THAT**

RCA Victor 47-8329

PAMPER MUSIC, Inc.

General Mgr.
J. HAL SMITH
Goodlettsville, Tenn.

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.

- TALL COOL ONE . . .**
Wailers, Golden Crest 518 (CFG, BMI) (Detroit)
- SAVE A LITTLE MONKEY . . .**
Corsairs, Tuff 5583 (Winlyn, BMI) (Pittsburgh)

SINGLES REVIEWS



SPOTLIGHT WINNERS OF THE WEEK

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

SINGLES REVIEW POLICY

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

POP SPOTLIGHT

JOE HENDERSON
YOU TAKE ONE STEP I'LL TAKE TWO
(Cramart, BMI) (2:34)—Todd 1096

The strongest side since "Snap Your Fingers" for Joe. He does the side in the Benton style in an easy-to-take middle tempo beat with chorus and ark support. Flip is "If We Could Start All Over Again" (Cramart, BMI) (2:34).

DISK JOCKEY PROGRAMMING SPOTLIGHT

GIGLIOLA CINQUETTI
NON HO L'ETA' PER AMARTI
(Chappell, ASCAP) (2:50)—CGD 10905

This is the 15-year-old Italian girl who stole the show at the San Remo festival. Her version of the winning song, in Italian, shows off a whisper-silk voice to a lush string and piano backing. Flip is "Sei Un Bravo Ragazzo" (Edizioni Successo, ASCAP) (2:37).

C.&W. SPOTLIGHT

JOHNNY & JONIE MOSBY
KEEP THOSE CARDS AND LETTERS COMING IN
(Pamper, BMI) (2:06)—Columbia 23005

The lyric idea of a soldier boy stationed in Berlin is exceptionally well-handled and the good strutting tempo with a strong lead guitar help give it a solid country accent. Flip is "Take Me Home" (American, BMI) (2:40).

C.&W. SPOTLIGHT

GEORGE JONES & MELBA MONTGOMERY
THERE'S A FRIEND IN THE WAY
(Glad, BMI) (2:05)

SUPPOSE TONIGHT WOULD BE OUR LAST
(Glad, BMI) (2:33)—United Artists 704

George and Melba are teamed up again on two solid country items. Both are in the weeper groove and the backing sets the proper mood for the lyric message.

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

POPULAR

CHARLES HODGES
★★★★ I'll Never Go to a Party Again (Hill & Range, BMI) (2:29)—★★★★ Is This the Beginning of the End (Valley, BMI) (2:32). PHILIP 40171

PAUL & PAULA
★★★★ We'll Never Break Up for Good (LeBlond, BMI) (2:13)—★★★★ Crazy Little Things (LeBlond-Jackpot, BMI) (1:58). PHILIPS 40168

GENE STRIDEL
★★★★ One More Mountain (One More River) (Roncom, ASCAP) (1:45)—★★★★ Every Time Is the First Time (Fascination, ASCAP) (2:46). COLUMBIA 42998

JIM KWESKIN & THE JUG BAND
★★★★ Don't You Leave Me Here (Tempo, ASCAP) (2:32)—★★★★ Rag Momma (Public Domain) (2:08). VANGUARD 35027

STEVE ALAIMO
★★★★ Love's Gonna Live Here (Blue Book, BMI) (2:00)—★★★★ Let Her Go (Leeds, ASCAP) (2:34). ABC-PARAMOUNT 10540

CAL TJADER
★★★★ Sake and Greens (Jodi, ASCAP) (2:24)—★★★★ Shoji (Jodi, ASCAP) (2:33). VERVE 10315

LITTLE JOHNNY TAYLOR
★★★★ First Class Love (Cireco-Voycon, BMI) (2:19)—★★★★ If You Love Me (Like You Say) (Cireco-Voycon, BMI) (2:21). GALAXY 729

JERRY FULLER
★★★★ Hollywood Star (4-Star Sales, BMI) (2:25)—★★★★ Footprints in the Snow (4-Star Sales, BMI) (2:21). CHALLENGE 59235

DIANE LEIGH
★★★★ Let Love Do the Talking (Fabor, BMI) (2:30)—★★★★ Little Boy Lost (BMI of Canada, BMI) (2:18). FAVOR 129

JIMMIE RODGERS
★★★★ The World I Used to Know (In, ASCAP) (2:35)—★★★★ I Forgot More Than You'll Ever Know (Travis, BMI) (2:06). DOT 16595

DION
★★★★ Shout (Wemar, BMI) (2:28)—★★★★ Little Girl (Just, BMI) (2:22). LAURIE 3240

(Continued on page 30)

POP SPOTLIGHT

THE BEATLES
CAN'T BUY ME LOVE
(Northern Songs, ASCAP) (2:12)—Capitol 5150

YOU CAN'T DO THAT
(Northern Songs, ASCAP)—Capitol 5150

Two more from the British group that are solid senders. Both are hard rockers and both are moving as they leave the plant.

POP SPOTLIGHT

THE RONETTES
THE BEST PART OF BREAKIN' UP
(Murber-Bertha-Hill & Range) (2:35)—Phillys 120

The gals swing in with a stompin' rock-scaled that has that famous Spector sound. Side brings full effect of strings, horns etc. to bear. The flip is "Big Fed" (H.P.S., ASCAP) (2:00).

POP SPOTLIGHT

BOOTS RANDOLPH
HEY, MR. SAX MAN
(Forrest Hills, BMI) (2:23)—Monument 835

Another great swinger from the Yakyety-Sax Man. Side really moves with some lively foot-stompin'-hand-clappin' beat featuring the yakety saxing of Boots. Flip is "Baby, Go to Sleep" (Combine, BMI) (2:14).

POP SPOTLIGHT

PAT BOONE
ROSEMARIE
(Spoone, ASCAP) (2:35)—Dot 14598

Pat's got a good one here. A lovely rhythm ballad reading in German. Side has a delightful, sing-a-long quality enhanced by chorus and easy rhythm. The flip is "I Understand, Just How You Feel" (Jubilee, ASCAP) (2:09).

POP SPOTLIGHT

MAJOR LANCE
THE MATADOR
(Curtom-Jalynne, BMI) (2:35)

GONNA GET MARRIED
(Curtom-Jalynne, BMI) (2:12)—Okah 7191

The Major is back leading his troops through two infectious sides. The first is in the do-the-dance groove, so close to his heart. The second is an infectious rockabilly treatment with a certain amount of stomp.

POP SPOTLIGHT

DUSTY SPRINGFIELD
STAY AWHILE
(Flamingo) (1:58)—Phillips 40180

This one could go even higher than Dusty's current hit. It's a medium tempo, driving rocker with a background in the Philadelphia sound groove. The flip is "Something Special" (Rogers) (2:20).

POP SPOTLIGHT

LESLEY GORE
THAT'S THE WAY BOYS ARE
(Earth, BMI) (2:13)—Mercury 72259

Lesley's latest is a hot entry that has the young gals voice multi-tracked over impelling beat and chorus. Another topper. The flip is "That's the Way the Ball Bounces" (Bonjour, ASCAP) (2:22).

POP SPOTLIGHT

LITTLE ESTHER
HELLO WALLS
(Pamper, BMI) (3:05)—Atlantic 2223

The Faron Young hit of a short time ago is sung in a strong gospel fashion coupled with a most unusual and captive arrangement. Thrush takes a Dinah Washington approach with gospel-like chorus and heavy string accents providing the backing. Flip is "Double Crossing Blues" (St. Louis, BMI) (2:38).

POP SPOTLIGHT

VIC DANA
SHANGRI-LA
(Robbins, ASCAP) (2:03)—Dolton 92

Big sound here for "hot pop" stations. The big production number builds and builds ably amplified by strings and chorus. Flip is "Warm and Tender" (Metric, BMI) (2:01).

POP SPOTLIGHT

BOBBY RYDELL
MAKE ME FORGET
(B. F. Wood, ASCAP) (2:18)—Cameo 309

Here's one that has a country bounce with Rydell's voice multi-tracked in an easy rockin' middle tempo. Flip is "Little Girl You've Had a Busy Day." (Fajob, ASCAP) (2:17).

POP SPOTLIGHT

JACKIE WILSON
CALL HER UP
(Merrimac, BMI)—Brunswick 55263

Jack's back with a hard swinging side that's in the medium tempo groove. Side has style with pumping big band sound and gals chorus. The flip is "The Kickapoo" (Merrimac, BMI) (3:02).

POP SPOTLIGHT

THE VELVETS
NIGHTMARE
(Forrest Hills, BMI) (2:23)—Monument 836

A crashing-stomping rocker that features the group in fine shouting style spotlighting a frenetic solo by lead singer. Flip is "Here Comes That Song Again" (Combine, BMI) (2:26).

POP SPOTLIGHT

BON BONS
COME ON BABY
(Emorey, BMI) (2:05)—Coral 62402

Wild, driving rocker with pulsing, exciting, penetrating sound from girl group. Flip is "What's Wrong With Rings?" (Emorey, BMI) (2:05).

DISK JOCKEY PROGRAMMING SPOTLIGHT

HENRY MANCINI AND HIS ORK
THE PINK PANTHER THEME
(Northridge-United Artists, ASCAP) (2:35)—RCA Victor 8286

Henry Mancini has been so hot with his pic music work that the jocks have to go with each new release. This one has a neat pop-jazz blending and sustains interest all the way. Flip is "It Had Better Be Tonight" (Northridge-United Artists, ASCAP) (1:56).

C.&W. SPOTLIGHT

HANK SNOW
BREAKFAST WITH THE BLUES
(Maricana, BMI) (2:09)

I STEPPED OVER THE LINE
(Robertson, ASCAP) (2:30)—RCA Victor 8334
There's never any doubt about Hank Snow's impact on the country market and these two sides just continue to prove the point. "Blues" is in a fine uptempo groove and "Line" is a strong weeper spelled out in three-quarter time.

C.&W. SPOTLIGHT

MERLE HAGGARD
SAM HILL
(Central Songs, BMI) (2:28)—Tally 478

Here's a smart piece of material sung in a Johnny Cash style. Female voices back the artists as well as heavy guitar sounds to keep it going in high gear. Flip is "You Don't Have Far to Go" (Owen, BMI) (2:24).

C.&W. SPOTLIGHT

PORTER WAGONER
SORROW ON THE ROCKS
(Screen Gems-Columbia, BMI) (2:00)—RCA Victor 8338

Here is a strong entry in the c.&w. sweepstakes that's filled with the sorrowful song saga which Wagoner does so well. It's money in the bank for all concerned. Flip is "The Life of the Party" (Pamper, BMI) (2:30).

Just in time for Easter sales...

LONDON is HIT HOPPY!

RECORDS

...and multiplying with each release...



NATIONAL BREAKOUTS

Over 500,000 sold in England...



The Bachelors DIANE

LONDON
RECORDS

#9639

Heading for the top 10

The Carefrees

WE LOVE YOU BEATLES

#10614



Ace Cannon SEARCHIN'

#2074

Hi
RECORDS

THE AMERICAN LONDON GROUP

Joe Tex SAY THANK YOU

#3019

DIAL
RECORDS

THE AMERICAN LONDON GROUP

REGIONAL BREAKOUTS

Broke in Miami and spreading

The Starlettes RINGO #717

Siana
RECORDS

THE AMERICAN LONDON GROUP

Broke in Cleveland and spreading

Bill Spivery MR. JOHN #2538

Tahoe
RECORDS

THE AMERICAN LONDON GROUP

ALBUM REVIEWS (continued)



SACRED SPOTLIGHT
GARDEN OF MELODY
 Speer Family
 Skylite SRLP 6013

There have been some changes in personnel since this group started in the early 1920's—but Ben Speer, Brock Speer, with the help of new talent, carry on the great tradition. There are some stirring gospel sides here, including "God Can" and "There's Been a Change in Me." The harmonies of the group (three men, two women) will catch the ear of the devotees. Dealers—particularly those in areas visited by the Speers during their appearances—should stock the package.

ALBUM REVIEW POLICY

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

SEE ALBUM REVIEWS ON BACK COVER



SPECIAL MERIT PICKS

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

POP SPECIAL MERIT

THE TREASURE CHEST OF GOLDIES
 Various Artists, Stax 703

Don't fight success. Five of these, from Jerry Lee Lewis' "Great Balls of Fire" (1958) to Booker T's "Green Onions" (1962), have sold a million. The others lag only barely behind. And charts, like chows, are apt to bite the man who does not feed them.

POP SPECIAL MERIT

THE FIRST HURRAH!
 The Clancy Brothers & Tommy Makem, Columbia CL 2165 (M); CS 8965 (S)

Here's another strong sampling of the boys' zesty and humorous approach to the folklore of their Irish heritage. They're all done with so much fun and exuberance that even the American ear can delight in them.

POP SPECIAL MERIT

MOONGLOW AND OTHER GREAT STANDARDS
 Living Voices, RCA Camden CAL 804 (M); CAS 804 (S)

Arranger-conductor Ralph Hunter leads the Living Voices through a melodic tour of some top standards that result in easy listening pleasure. A male and a female chorus are used imaginatively and draw interesting results from such songs as "My Funny Valentine," "I Get a Kick Out of You" and "Moonglow" but the others aren't to be discounted as good programming bets, too.

POP SPECIAL MERIT

KAY STEVENS IN PERSON
 Liberty LRP 3343 (M); LST 7343 (S)

All the excitement of Kay Stevens' night club act has been packaged for top effect here. The platter was produced during her show at the Copacabana and it duplicates the ebullience and bounce that she displayed there. It's brisk and bright and highly entertaining.

CHILDREN'S SPECIAL MERIT

STORIES AND SONGS ABOUT THE SEA
 Bradley Bolke, Children's Hour Singers & Various Artists
 Vocalion VL 3727 (M); VL 73727 (S)

One of a new educational series on Vocalion. Designed to educate the youngsters (starting from around five years of age) while entertaining them with interesting stories and songs. Others in the catalog are "Stories and Songs About Food," "The Mighty River" and "Stories and Songs About the Wide West."

LOW PRICE SPECIAL MERIT

HERE'S BUDDY GRECO
 Vocalion VL 3706 (M); VL 73706 (S)

A collection of previously recorded Greco, re-recorded in stereo. Much of the material sounds like it may have been taken from "Buddy Greco at Mr. Kelly's"—there's the barely discernible clinking of silverware in the background and, of course, applause after each number. Buddy is at his best and his warm, hip delivery is supported by only a good piano.



FOUR-STAR ALBUMS

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

POPULAR

HITS SONGS HIT SOUNDS
 George Cates, Dot DLP 3564 (M); DLP 25564 (S)

RICK NELSON MILLION SELLERS
 Imperial LP 9232 (M); LP 12232 (S)

YOU FASCINATE ME SO
 Jack La Forge, Regina R 301

FATS DOMINGO SINGS MILLION RECORD HITS
 Imperial LP 9103 (M); LP 12103 (S)

THE BALLADS OF IRVING BERLIN
 Melachro Strings & Ork, RCA Victor LPM 2817 (M); LSP 2817 (S)

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

SWEET & SOUR TEARS

Ray Charles, ABC-Paramount ABC 480 (M); ABCS 480 (S)

TOM JONES

Sound Track, United Artists UAL 4113 (M); UAS 5113 (S)

★ NEW ACTION LP'S

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

JUDY COLLINS #3 . . .

Elektra EKL 243 (M); EK5 7243 (S)

COMPETITION COUPE . . .

Astronauts, RCA Victor LPM 2858 (M); LSP 2858 (S)

ROGER WILLIAMS' 10TH ANNIVERSARY/LIMITED EDITION . . .

Kapp XLE 1 (M); SKLE 1 (S)

GOLDEN HITS OF JERRY LEE LEWIS . . .

Smash MGS 27040 (M); SRS 67040 (S)

THE HITS OF JUDY GARLAND . . .

Capitol T 1999 (M); ST 1999 (S)

NAVY BLUE . . .

Diane Renay, 20th Century-Fox TFM 3133 (M); TFS 4133 (S)

PERSPECTIVE ON BUD & TRAVIS . . .

Liberty LRP 3341 (M); LST 7341 (S)

ONE MORE TIME! . . .

Highwaymen, United Artists UAL 3323 (M); UAS 6323 (S)

UM, UM, UM, UM, UM, UM THE BEST OF MAJOR LANCE . . .

Okeh OKM 12106 (M); OKS 14106 (S)

LET'S FACE THE MUSIC . . .

Nat King Cole, Capitol T 2008 (M); ST 2008 (S)

MAKE LOVE TO ME . . .

George Maharis, Epic LN 24079 (M); BN 26079 (S)

QUIET NIGHTS . . .

Miles Davis, Columbia CL 2106 (M); CS 8906 (S)

MIDNIGHT MARY . . .

Joey Powers, Amy 9001 (M); (No Stereo)

GEMS BY THE MILLS BROTHERS

Dot DLP 3565 (M); DLP 25565 (S)

LIBERACE "MY MOST REQUESTED"

Dot DLP 3563 (M); DLP 25563 (S)

EDDIE PEABODY PLAYS MORE SMO-O-OTHIES

Dot DLP 3562 (M); DLP 25562 (S)

IT'S A FOLK, FOLK, FOLK, FOLK WORLD

Banjo Barons, Columbia CL 2135 (M); CS 8935 (S)

LOS INDIOS TABA-JARAS

Aravel AB 2001

COUNTRY

MUSIC FROM THE MOVIE "KIMBERLEY JIM" STARRING JIM REEVES

RCA Victor LSP 2780 (e) (S)

JAZZ

ANIMAL DANCE

John Lewis & Albert Mangelsdorff/The Zagreb Jazz Quartet
 Atlantic Jazz Quartet
 Atlantic 1402

THE FREEDOM RIDER

Art Blakey & the Jazz Messengers,
 Blue Note 4156

A QUARTET IS A QUARTET IS A QUARTET

Modern Jazz Quartet; Hungarian Gypsy Quartet; Quartetto Di Milano,
 Atlantic 1420

INVENTIONS & DIMENSIONS

Herbie Hancock, Blue Note 4147

LULLABIES IN JAZZ

Dave McKenna, Realm B 923

FOLK

AINT' NOTHIN' BUT THE BLUES

Judy Roderick, Columbia CL 2153 (M); CS 8953 (S)

INTERNATIONAL

A SENTIMENTAL GUITAR

Antonio Bribiesca, Columbia EX 5114

MUSICAL MEMORIES OF GERMANY

Various Artists, London Int'l TW 91311

SACRED

YOUTH SINGS OUT!

Orrell Quartet, Skylite SRLP 6011

THE JR. BLACKWOOD BROTHERS SING SONGS OUR FATHERS SANG AND OTHER FAVORITES

Skylite SRLP 6016

LOW PRICE COUNTRY

BILL MONROE SINGS COUNTRY SONGS

Vocalion VL 3702

LOW PRICE CHILDREN'S

STORIES AND SONGS ABOUT FOOD

Fiona Jamieson, Alex Campbell, Joe Locker & the Children's Hour Singers, Vocalion VL 3728 (M); VL 73728 (S)

STORIES AND SONGS ABOUT THE WIDE WEST

Michael Casack, Alex Campbell, Joe Locker & the Range-Rider Singers, Vocalion VL 3726 (M); VL 73726 (S)

STORIES AND SONGS ABOUT THE MIGHTY RIVER

Paul Krause, Children's Hour Chorus and Ork, Vocalion VL 3729 (M); VL 73729 (S)



THREE-STAR ALBUMS

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

POPULAR

THE ORIGINAL HOOSIER HOT SHOTS

Dot DLP 3561 (M); DLP 25561 (S)

FROM SEA TO SKI

Gladys, Mercury MG 20895 (M); SR 60895 (S)

FOREIGN FILM FESTIVAL

Jo Basile & His Ork, Audio Fidelity AFLP 2124 (M)

TEACH ME TIGER!

April Stevens, Imperial LP 9055 (M); LP 12055 (S)

THE NEW SOUND OF FOLK-DIXIE

Nick Dean & the Deans of Dixieland, Request RLP 10064 (M); SRLP 10064 (S)

HE'S A DRUMMER BOY

Sandy Nelson, Imperial LP 9089 (M); LP 12089 (S)

DIANE

Bo Rhambo, Imperial LP 9088 (M); LP 12088 (S)

CLASSICAL

SONGS OF NED ROEM

Various Artists, Columbia ML 5961 (M); MS 6561 (S)

INTERNATIONAL

MUSICAL MEMORIES OF BAVARIA

Various Artists, London Intl, TW 91313

MEMORIES OF MY FATHER'S HOUSE

Jack Hilliard, Ateo 100

RANCHERAS DE LA EPOCA DE DRO

Cuico Sanchez, Columbia EX 5115 (M); ES 1815 (S)

LOW PRICE FOLK

IT MUST BE THE MAN IN THE SKY . . .

Rhythm Masters Quartet, Skylite SRLP 6013

WHAT A DAY THAT WILL BE

Stamps Quartet, Skylite SRLP 6012

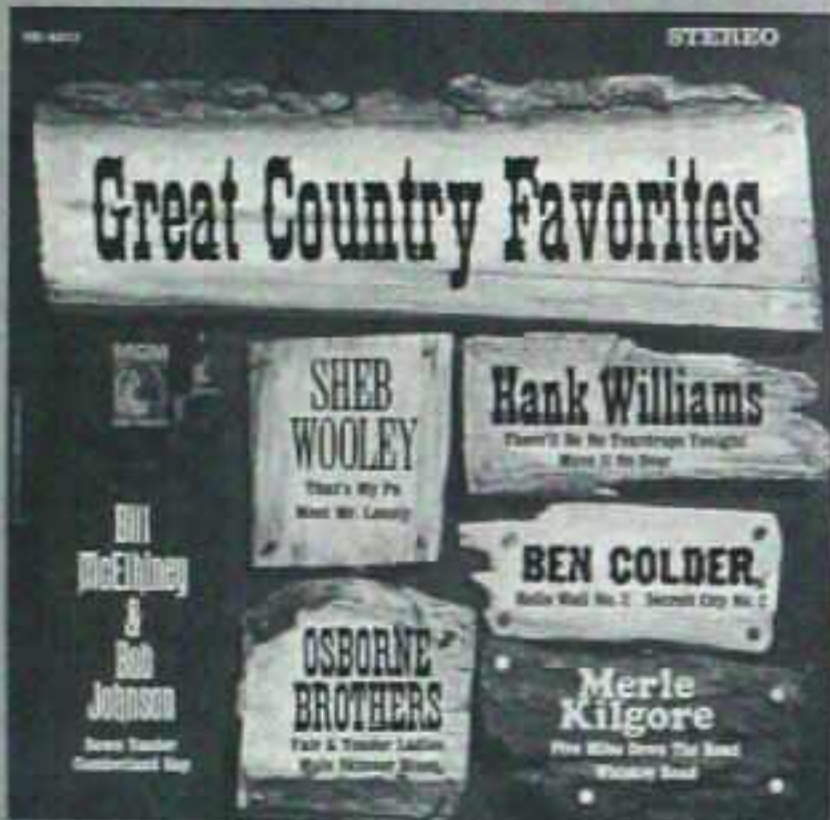
LOW PRICE FOLK

HOOTENANNY

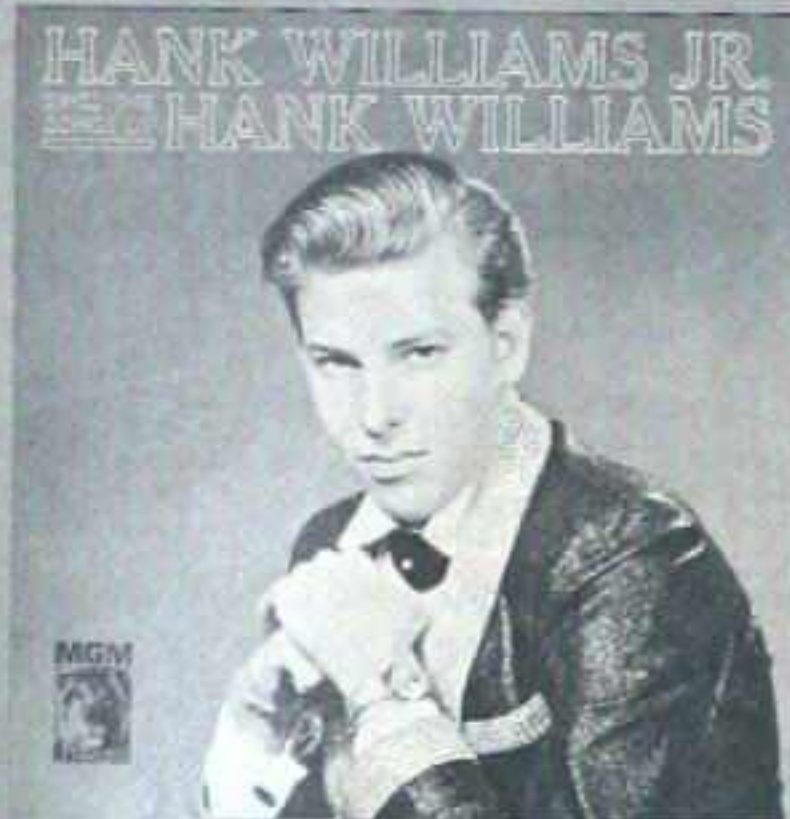
Skifflers, Harmony HL 7307

March into spring profits

WITH MGM & VERVE RECORDS



E/SE-4211



E/SE-4213



E/SE-4216



E/SE-4219



E/SE-4214



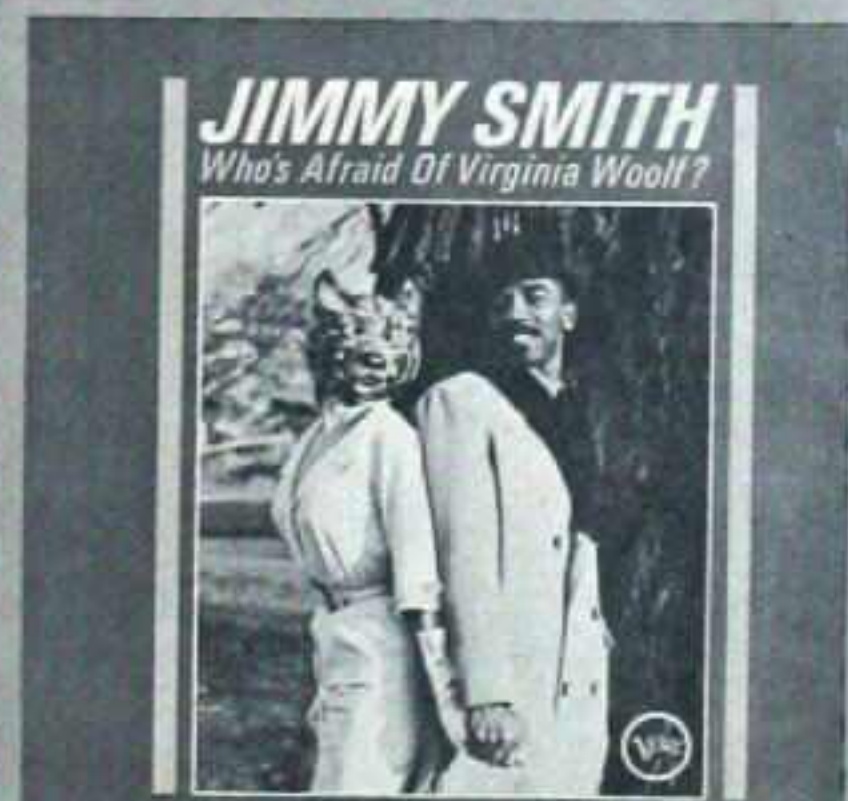
V/V6-8570



V/V6-8545



V/V6-8573



V/V6-8583

SHAKESPEARE, TCHAIKOVSKY & ME—JAYNE MANSFIELD E/SE-4202
 YIDDISH SING ALONG E/SE-4212
 HIT THE ROAD—CONWAY TWITTY E/SE-4217
 52 OF THE WORLD'S HAPPIEST SONGS—THE GEORGE MITCHELL VOICES E/SE-4218
 THE VERY BEST OF KATE SMITH E/SE-4220
 MUCH IN COMMON—RAY BROWN/MILT JACKSON V/V6-8580
 THE ESSENTIAL BENNY GOODMAN V/V6-8582



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TOP LP's

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

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

Pos. Last Week	Title, Artist, Label	Wks. on Chart	Pos. Last Week	Title, Artist, Label	Wks. on Chart	Pos. Last Week	Title, Artist, Label	Wks. on Chart
1	MEET THE BEATLES Capitol T 2047 (M); ST 2047 (S)	8	52	THAT WAS THE WEEK THAT WAS Various Artists, Decca DL 7114 (M); DL 79114 (S)	13	120	THE CARDINAL Sound Track, RCA Victor LOC 1064 (M); LSO 1064 (S)	7
2	INTRODUCING THE BEATLES Vee Jay LP 1043 (M); SR 1043 (S)	7	53	TRINI LOPEZ AT PJ's Reprise R 4093 (M); RY-4093 (S)	36	121	THE BEATLES MGM E 4215 (M); SE 4215 (S)	6
3	HONEY IN THE HORN At His, RCA Victor LPM 2733 (M); LSP 2733 (S)	27	54	OLDIES BUT GOODIES, VOL. 6 Various Artists, Original Sound 3001 (M); 8833 (S)	9	104	MORE TRINI LOPEZ AT PJ's Reprise R 4103 (M); RS 4103 (S)	16
4	HELLO, DOLLY! Original Cast, RCA Victor LOC 1087 (M); LSO 1087 (S)	5	55	RAMBLIN' ROSE Nat King Cole, Capitol T 1793 (M); ST 1793 (S)	79	113	SHUT DOWN Various Artists, Capitol T 1918 (M); ST 1918 (S)	37
5	BARBRA STREISAND/THE THIRD ALBUM Columbia CL 2134 (M); CS 8954 (S)	4	56	CURB YOUR TONGUE, KNAVE! Smothers Brothers, Mercury MG 20842 (M); SR 40842 (S)	15	94	KATE SMITH AT CARNEGIE HALL RCA Victor LPM 2819 (M); LSP 2819 (S)	14
6	YESTERDAY'S LOVE SONGS—TODAY'S BLUES Nancy Wilson, Capitol T 2012 (M); ST 2012 (S)	9	57	FOUR DAYS THAT SHOCKED THE WORLD Various Artists, Colpix CP 3300 (M); (no Stereo)	7	112	TOGETHER AGAIN! Benny Goodman Quartet, RCA Victor LPM 2498 (M); LSP 2498 (S)	3
7	IN THE WIND Peter, Paul & Mary, Warner Bros. W 1307 (M); WS 1307 (S)	22	58	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133 (M); CS 8434 (S)	307	116	ETTA JAMES ROCKS THE HOUSE Amp LP 4032 (M); LP 4032 (S)	8
8	THE SINGING NUN Phillips PCC 203 (M); PCC 403 (S)	20	59	APOLLO SATURDAY NIGHT Various Artists, Alca 139 (M); SD 139 (S)	5	114	LET'S GO Vanguard, Dolton BLP 3034 (M); BST 8034 (S)	30
9	THE WONDERFUL WORLD OF ANDY WILLIAMS Columbia CL 2137 (M); CS 8937 (S)	9	60	WONDERFUL! WONDERFUL! Lawrence Welk, Dol BLP 3532 (M); DLP 2532 (S)	16	129	KNOCKERS UP Bobby Warton, Jubilee JLP 2029 (M); (no Stereo)	176
10	CHARADE Henry Mancini & His Ork., RCA Victor LPM 2735 (M); LSP 2735 (S)	13	61	THE IMPRESSIONS ABC-Paramount ABC 450 (M); ABCS 450 (S)	30	119	ANY NUMBER CAN WIN Jimmy Smith, Verve V 8332 (M); V6-8332 (S)	20
11	THERE! I'VE SAID IT AGAIN Bobby Vinton, Epic LN 24081 (M); BN 24081 (S)	8	62	OLIVER Original Cast, RCA Victor LDCD 2004 (M); L500 2004 (S)	73	92	CHAD MITCHELL TRIO SINGIN' OUR MIND Mercury MG 20838 (M); SR 40838 (S)	20
12	FUN IN ACAPULCO Elvis Presley, RCA Victor LPM 2734 (M); LSP 2734 (S)	14	63	TALK BACK TREMBLING LIPS Johnny Tillotson, MGM E 4188 (M); SE 4188 (S)	5	118	BOB NEWHART FACES BOB NEWHART (Faces Bob Newhart) Warner Bros. W 1317 (M); WS 1317 (S)	4
13	TENDER IS THE NIGHT Johnny Mathis, Mercury MG 20890 (M); SR 40890 (S)	6	64	GUITAR COUNTRY Chet Atkins, RCA Victor LPM 2732 (M); LSP 2732 (S)	4	133	STOP THE WORLD—I WANT TO GET OFF Original Cast, London AM 38001 (M); AMS 88001 (S)	70
14	LIVING A LIE Al Martino, Capitol T 1973 (M); ST 1973 (S)	7	65	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2033 (M); CS 8833 (S)	35	96	GOLDEN HITS OF THE 4 SEASONS Vee Jay LP 1045 (M); SR 1045 (S)	29
15	WEST SIDE STORY Sound Track, Columbia OL 5470 (M); OS 2070 (S)	126	66	I LOVE YOU BECAUSE Al Martino, Capitol T 1914 (M); ST 1914 (S)	41	145	YOU MAKE ME FEEL SO YOUNG Ray Conniff, His Ork & Chorus, Columbia CL 2118 (M); CS 8918 (S)	6
16	MOVING Peter, Paul & Mary, Warner Bros. W 1473 (M); WS 1473 (S)	62	67	REFLECTING Chad Mitchell Trio, Mercury MG 20891 (M); SR 40891 (S)	3	111	THE BEST OF THE CHAD MITCHELL TRIO Kapp KL 1334 (M); KS 2334 (S)	26
17	PETER, PAUL & MARY Warner Bros. W 1449 (M); WS 1449 (S)	100	68	HOW THE WEST WAS WON Sound Track, MGM 183 (M); 1583 (S)	49	122	EVERYTHING IS A-OK Astronauts, RCA Victor LPM 2782 (M); LSP 2782 (S)	7
18	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 2013 (M); CS 8813 (S)	49	69	INGREDIENTS IN A RECIPE FOR SOUL Ray Charles, ABC-Paramount ABC 465 (M); ABCS 465 (S)	30	123	JOAN BAEZ, VOL. I Vanguard VRS 9078 (M); VSD 2077 (S)	108
19	ENCORE John Gary, RCA Victor LHM 2004 (M); LSP 2004 (S)	5	70	RAMBLIN' New Christy Minstrels, Columbia CL 2033 (M); CS 8833 (S)	31	124	LOVE HIM Doris Day, Columbia CL 2121 (M); CS 8921 (S)	2
20	THE SECOND BARBRA STREISAND ALBUM Columbia CL 2034 (M); CS 8834 (S)	28	71	110 IN THE SHADE Original Cast, RCA Victor LOC 1085 (M); LSO 1085 (S)	12	125	THE BEST OF JOAN BAEZ Squire SQ 32001 (M); SQ 32001 (S)	18
21	HOLLYWOOD—MY WAY Nancy Wilson, Capitol T 1934 (M); ST 1934 (S)	33	72	MOMS MABLEY OUT ON A LIMB Mercury MG 20809 (M); SR 40809 (S)	4	105	MY SON, THE NUT Allan Sherman, Warner Bros. W 1501 (M); WS 1501 (S)	32
22	THE MANY MOODS OF TONY Tony Bennett, Columbia CL 2141 (M); CS 8941 (S)	5	73	THE SOUND OF MUSIC Original Cast, Columbia KOL 9430 (M); KOS 2020 (S)	222	136	TOM JONES Sound Track, United Artists UAL 4113 (M); UAS 5113 (S)	1
23	JACK JONES' WIVES AND LOVERS Kapp KL 1332 (M); KS 2332 (S)	13	74	HEY LITTLE COBRA AND OTHER HOT ROD HITS Big Chords, Columbia CL 2151 (M); CS 8951 (S)	5	136	IT'S A MAD, MAD, MAD, MAD WORLD Sound Track, United Artists, UAL 4110 (M); UAS 5110 (S)	10
24	BACH'S GREATEST HITS Creative Single Singers, Philips PHM 200-097 (M); PHS 400-097 (S)	22	75	MY FAIR LADY Original Cast, Columbia OL 3090 (M); OS 2015 (S)	385	81	ROBERT GOULET IN PERSON Columbia CL 2088 (M); CS 8888 (S)	23
25	RICK NELSON SINGS "FOR YOU" Decca DL 6479 (M); DL 74479 (S)	12	76	JOHN F. KENNEDY—THE PRESIDENTIAL YEARS 1960-1963 20th Century-Fox TFM 2127 (M); (no Stereo)	13	103	HOT ROD RALLY Various Artists, Capitol T 1997 (M); ST 1997 (S)	15
26	THE BARBRA STREISAND ALBUM Columbia CL 2007 (M); CS 8807 (S)	50	77	THE BEST OF THE KINGSTON TRIO Capitol T 1705 (M); ST 1705 (S)	94	107	THE LANGUAGE OF LOVE Jerry Vale, Columbia CL 2043 (M); CS 8843 (S)	29
27	SOLID GOLD STEINWAY Roger Williams, Kapp KL 1334 (M); KS 2334 (S)	7	78	THE SMOTHERS BROTHERS AT THE PURPLE ONION Mercury MG 20411 (M); SR 40411 (S)	37	128	HIT CITY 64 Surfari, Decca DL 4487 (M); DL 74487 (S)	3
28	THE VENTURES IN SPACE Dolton BLP 2027 (M); BST 8027 (S)	9	79	THE NEW CHRISTY MINSTRELS Columbia CL 1872 (M); CS 8672 (S)	69	110	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410 (M); ABCS 410 (S)	100
29	TIME TO THINK Kingston Trio, Capitol T 2011 (M); ST 2011 (S)	8	80	LAWRENCE OF ARABIA Sound Track, Colpix CP 314 (M); SCP 314 (S)	56	148	THE ORIGINAL PENETRATION Pyramis, Best SR 14501 (M); BS 24501 (S)	2
30	JOAN BAEZ IN CONCERT, PART 2 Vanguard VRS 9112 (M); VSD 2122 (S)	16	81	ELVIS' GOLDEN RECORDS, VOL. 3 Elvis Presley, RCA Victor LPM 2745 (M); LSP 2745 (S)	28	134	FRANK FONTAINE SINGS HOW SWEET IT IS ABC-Paramount ABC 470 (M); ABCS 470 (S)	3
31	A LETTERMEN KIND OF LOVE Capitol T 2012 (M); ST 2012 (S)	7	82	MONDO CANE Sound Track, United Artists UAL 4105 (M); UAS 5105 (S)	36	132	SING A SONG WITH THE KINGSTON TRIO Capitol KAD 2005 (M); SKAD 2005 (S)	11
32	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1849 (M); CS 8649 (S)	90	83	BEAUTY AND THE BEARD Al Hirt & Ann-Margret, RCA Victor LPM 2490 (M); LSP 2490 (M)	4	135	SUNDAY IN NEW YORK Peter Marx, RCA Victor LPM 2827 (M); LSP 2827 (S)	4
33	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809 (M); CS 8409 (S)	98	84	THE BIG SOUNDS OF THE DRAGS Capitol T 2001 (M); ST 2001 (S)	15	117	SOUTH PACIFIC Sound Track, RCA Victor LOC 1022 (M); LSO 1022 (S)	259
34	PAINTED, TAINTED ROSE Al Martino, Capitol T 1973 (M); ST 1973 (S)	24	85	SINATRA'S SINATRA Frank Sinatra, Reprise R 1010 (M); RS-1010 (S)	25	141	THE SERENDIPITY SINGERS Phillips PHM 200-113 (M); PHS 400-113 (S)	3
35	CATCH A RISING STAR John Gary, RCA Victor LPM 2743 (M); LSP 2743 (S)	20	86	CONCERT FOR LOVERS Ferrante & Teicher, United Artists UAL 3215 (M); UAS 4215 (S)	15	142	SOMEWHERE Times, Parkway P 7029 (M); SP 7029 (S)	3
36	THE JAMES BROWN SHOW King 826 (M); S 826 (S)	39	87	ROY ORBISON'S GREATEST HITS Monument MLP 8000 (M); (no Stereo)	82	98	SINCE I FELL FOR YOU Lonny Welch, Cadence CLP 3048 (M); CLP 25048 (S)	8
37	OUT OF LIMITS Marketa, Warner Bros. W 1527 (M); WS 1527 (S)	7	88	WE SHALL OVERCOME Pete Seeger, Columbia CL 2101 (M); CS 8901 (S)	15	139	KISMET Mantovani & His Ork./Various Artists, London PM 35001 (M); SP 44843 (S)	2
38	CAMELOT Original Cast, Columbia KOL 5420 (M); KOS 2021 (S)	165	89	SURFIN' U. S. A. Beach Boys, Capitol T 1890 (M); ST 1890 (S)	47	147	JOAN BAEZ, VOL. II Vanguard VRS 9094 (M); VSD 2097 (S)	121
39	LITTLE DEUCE COUPE Beach Boys, Capitol T 1998 (M); ST 1998 (S)	20	90	BORN TO WANDER 4 Seasons, Phillips PHM 200-129 (M); PHS 400-129 (S)	4	140	SAMMY DAVIS JR. SALUTES THE STARS OF THE LONDON PALLADIUM Reprise R 4095 (M); RS 4095 (S)	2
40	TILL THE END OF TIME Jerry Vale, Columbia CL 2114 (M); CS 8914 (S)	5	91	HEAVENLY Johnny Mathis, Columbia CL 1331 (M); CS 8132 (S)	235	149	LESLEY GORE SINGS FOR MIXED-UP HEARTS Mercury MG 20849 (M); SR 40849 (S)	7
41	BYE BYE BIRDIE Sound Track, RCA Victor LOC 1081 (M); LSO 1081 (S)	48	92	THINK ETHNIC Smothers Brothers, Mercury MG 20777 (M); SR 40777 (S)	51	99	TWO SIDES OF THE SMOTHERS BROTHERS Mercury MG 20475 (M); SR 40475 (S)	66
42	LOUIE LOUIE Kingston, Wand 457 (M); (no Stereo)	10	93	BLUE VELVET Bobby Vinton, Epic LN 24048 (M); BN 24048 (S)	33	143	50 FABULOUS PIANO FAVORITES Ferrante & Teicher, United Artists UAL 3243 (M); UAS 4243 (S)	1
43	ROMANTICALLY Johnny Mathis, Columbia CL 2098 (M); CS 8898 (S)	13	94	THE VERY BEST OF CONNIE FRANCIS MGM E 4147 (M); SE 4147 (S)	21	138	OKLAHOMA Sound Track, Capitol WAD 395 (M); SWAD 395 (S)	263
44	JOAN BAEZ IN CONCERT Vanguard VRS 9112 (M); VSD 2122 (S)	74	95	WEST SIDE STORY Original Cast, Columbia OL 3330 (M); OS 2001 (S)	180	143	A TIME TO KEEP: 1963 Chet Huntley & David Brinkley, RCA Victor LOC 1088 (M); (no Stereo)	2
45	WASHINGTON SQUARE Village Stompers, Epic LN 34075 (M); BN 24075 (S)	20	96	WIPE OUT Surfari, Dol BLP 3335 (M); DLP 2535 (S)	33	146	THE FREEWHEELIN' BOB DYLAN Columbia CL 1984 (M); CS 8784 (S)	29
46	THE TIMES THEY ARE A-CHANGIN' Bob Dylan, Columbia CL 2105 (M); CS 8905 (S)	3	97	MANTOVANI MANHATTAN London LL 3228 (M); PS 228 (S)	20	147	JONATHAN WINTERS' MAD, MAD, MAD WORLD Verve V 13041 (M); (no Stereo)	1
47	PURE DYNAMITE James Brown, King 803 (M); (no Stereo)	4	98	FORGET HIM Bobby Rydell, Cameo C 1030 (M); SC 1030 (S)	3	148	WOODY HERMAN: 1964 Phillips PHM 200-118 (M); PHS 400-118 (S)	1
48	SURFIN' BIRD Trashman, Garrett G 200 (M); ST 200 (S)	6	99	MARIA ELENA Los Indios Tabajaras, RCA Victor LPM 2822 (M); LSP 2822 (S)	19	149	GLORIA, MARTY & STRINGS Gloria Lynne, Everest EE 3220 (M); 3088 1220 (S)	5
49	DRAG CITY Jan & Dean, Liberty LRP 3229 (M); LST 7229 (S)	10	100	SURFER GIRL Beach Boys, Capitol T 1981 (M); ST 1981 (S)	24	150	THIS IS ETHEL ENNIS RCA Victor LPM 2786 (M); LSP 2786 (S)	1
50	THE GIRL WHO CAME TO SUPPER Original Cast, Columbia KOL 6020 (M); KOS 2420 (S)	9	101	SWEET & SOUR TEARS Sound Track, RCA Victor LOC 1984 (M); LSO 1084 (S)	1			
51	BLUE VELVET AND 1963's GREAT HITS Billy Vaughn, Dol BLP 2559 (M); DLP 2559 (S)	8						

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CMA CHAIRMAN OF THE BOARD FRANCIS PRESTON (center) accepts a check for \$700 from Roy Acuff, seated left, who entered each of the members of his Smokey Mountain group as lifetime members of the Country Music Association. Seated at the right is June Stearns. Back row, from left: Shot Jackson, Jackie Phelps, Jimmy Riddle, Brother Oswald, Howdy Forrester and Gene Martin.

WITH THE COUNTRY JOCKEYS

• Continued from page 18

Cline, of KCOG, Centerville, Ia., writes: "We air a lot of c.&w. music and would appreciate records and biogs of country artists, or any other help to promote better c.&w. music in our area." . . . Jim Neal, of WIEL-Radio, Elizabethtown, Ky., has started a new two-hour platter show heard from 3-5 p.m. Saturdays. He continues with his two-hour-and-45-minute country music show on Wednesday nights. "We need records desperately," scribbles Jim, "as the local record shop is tiring of my begging."

Carl Fitzgerald, of WMOX, 10,000-watter at Meridian, Miss., feels that country artists, labels and publishers are "slackening up" on record promotion mail-outs. Carl invites anyone with an average-to-good record to shoot it along to his attention at the station. . . . Russell Sims, of Sims Records, P.O. Box 6308, Nashville 12, infos that he has available deejay samples on Bobby Barnett's "Worst of Luck," Tony Douglas' "Home Away From Home," and Bob Jennings' "The First Step Down Is the Longest," plus an array of albums for those who play them. Put your request on your station letterhead.

"Y'all done fouled me up—and KJNO Radio in Juneau, Alaska, too," typewrites Windy Hill, the station's country spinner. "Recently we wrote you, hoping to get mentioned in Billboard—me and KJNO. I hit the jackpot; y'all gave me a jim dandy write-up. But good, ole KJNO—nary a cotton pickin' word, I'm getting lotsa deejay copies, but not a one to good ole KJNO, the only radio station in all of Southeast Alaska, including a big chunk of Canada, with guts enough to allow time for a real country and western show. 'Taku Jamboree' on KJNO gets more fan mail than all the other stations and programs in Southeast Alaska. Please tell all them country folks to send promos to KJNO and we'll spin 'em on 'Taku Jamboree' till the north wind blows our megacycles off."

Bert Dixon, P.D. at WKJK, Granite Falls, N. C., is now spinning "The Bert Dixon Show" 9 a.m. to 1 p.m. daily, and welcomes the latest c.&w. releases. WKJK operates full-time country. . . . Jim Whitlock, country jock at K-BUB, Sparks, Nev.,

who bills himself as the *Singing Cherokee*, was the recipient recently of the Civic Award presented to him by the Eagles Lodge and mayor of Reno, Nev. It was the fourth such award made in the last 10 years. . . . The jocks weaving the country wax at KRDS, Phoenix, Ariz., these days are Cactus Jack Smith, Sheldon Gibbs, Lonesome Long John Roller, Bob Mitchell and Johnny Hatfield.

Country deejays in need of spinning material are invited to write to the following for copies of late releases: Ray Baker, Acclaim Music, Inc., P.O. Box 128, Madison, Tenn.; Ralph H. Compton, Ocono Records, P.O. Box 4131, Birmingham, Ala., 35206; Charles Wright, 706 North Bishop, Dallas, Tex.; Walt Breeland, 8708 Ruthy Street, Houston, Tex., 77017; Peggy Ann Munson, 3811 Wylly Avenue, Brunswick, Ga.; John Meredith, 410 East 15th Avenue, Columbus 1, Ohio; Jim Brannon, KTLW, Box 2279, Texas City, Tex.; Little Richie Johnson, Box 3, Belen, N. M.; WelDee Music Company, Box 337, Wooster, Ohio, and Slick Norris, P.O. Box 653, Highlands, Tex., 77562. Your request for records must be made on your station letterhead.

SINGLES REVIEWS

• Continued from page 22

POPULAR

NEW CHRISTY MINSTRELS
★★★★ Today Miller - Heritage House, ASCAP) (2:44) — ★★★★★ Miss Katy Cruel (Heritage House, ASCAP) (2:35). COLUMBIA 43000

SUGAR PIE DE SANTO
★★★★ Slip-in Mules (Chevis-Medal, BMI) (2:50) — ★★★★★ Mr. & Mrs. (Chevis, BMI) (2:05). CHECKER 1073

COUNTRY MUSIC CORNER

• Continued from page 20

24; Plymouth, Ind., 25, and Green Bay, Wis., 26.

Jimmy Driftwood is again one of the guiding lights of the Arkansas Folk Festival to be held at Mountain View, Ark., April 17-19. . . . Margie Bowes, wife of Doyle Wilburn, is in Room 229, St. Thomas Hospital, Nashville, mending from a recent operation. She will be off the "Grand Ole Opry" for about six weeks. . . . Del Wood shows off her country ragtime at Houston March 20-21. . . . Ernest Tubb this week embarks on a tour of England, which will carry him through March 28. . . . George Hamilton IV is routed for Winston-Salem, N. C., March 21; Daytona Beach, Fla., 25; Winter Park, Fla., 26-27, and Louisville, Ky., 28.

Lila Lou and the Country Boys, formerly on King's Bethlehem label, are currently heard on WWVA, Wheeling, W. Va. The group is new on the Kingston label, where its initial release is "No One Must Ever Know" b.w. "He Says I Don't Care." . . . Faron Young plays Kalamazoo, Mich., March 28, and Lansing, Mich., 29. . . . The gospel-singing Blackwood Brothers Quartet fills out the month with stops at City Auditorium, Denver, March 16; Colorado Springs, Colo., 17; Liberal, Kan., 18; Music Hall, Kansas City, Mo., 19; Shrine Mosque, Springfield, Mo., 20; City Auditorium, Shreveport, La., 21; Robinson Memorial Auditorium, Little Rock, Ark., 22; Reidland High School, Paducah, Ky., 23; Albertville, Ala., 26; Anderson, S. C., 27, and Charlotte, N. C., 28.

THE SURFARIS
★★★★ For Chula (Anthony, ASCAP) (2:36) — ★★★★★ Psyche-Out (Anthony, ASCAP) (2:40). FELSTED 8688

LENNY O'HENRY
★★★★ Saturday Angel (Saturday, ASCAP) (2:14) — ★★★★★ Across the Street (Saturday, ASCAP) (2:15). ATCO 6291

LINDA LAURIE
★★★★ Jose He Say (Mellin-Cottillon, BMI) (2:44) — ★★★★★ Chico (Keetch-Cesar-Dino, BMI) (2:15). KEETCH 6801

VINNIE MONTE
★★★★ What's the Matter With Marilyn (Shapiro-Bernstein, ASCAP) (2:30) — ★★★★★ Hey, Look at the Winter Snow (Stemick-Seventh Avenue, BMI) (2:15). TCF 7

MITTY COLLIER
★★★★ Let Them Talk (Jay & Ce- Big-Star, BMI) (2:35) — ★★★★★ Pain (Tree, BMI) (2:29). CHESS 1889

TOMMY SANDS
★★★★ Ten Dollars and a Clean White Shirt (Apt. ASCAP) (3:10) — ★★★★★ Won't You Be My Girl (South Mountain, BMI) (2:20). ABC-PARAMOUNT 10539

JOHNNY MAESTRO
★★★★ (It's Harder to) Make Up My Mind (Kalmann, ASCAP) (2:08) — ★★★★★ Lean on Me (Cameo-Parkway, BMI) (2:20). CAMEO 395

TOMMY NAVARRO
★★★★ I Cried My Life Away (Mellin, BMI) (2:48) — ★★★★★ Club of Broken Hearts (Starflower, BMI) (2:21). DE JAC 1253

KEITH COLLEY
★★★★ Cuando La Luna (Criterion) — ★★★★★ Aladdin (Lenmar-Kenwater) (1:50). UNICAL 3013

COUNTRY

JOHNNY HORTON
★★★★ Houray for That Little Difference (Tree, BMI) (1:53) — ★★★★★ Tell My Baby I Love Her (Golden West Melodies, BMI) (2:07). COLUMBIA 42993

CARTER FAMILY
★★★★ Fair and Tender Ladies (Acuff-Rose, BMI) (3:04) — ★★★★★ Keep On the Sunny Side (Peer Int'l, BMI) (2:25). COLUMBIA 4300

NED MILLER
★★★★ Invisible Tears (Central Songs, BMI) (2:00) — ★★★★★ Old Restless Ocean (American, BMI) (2:42). FAB 128

LINDA MANNING
★★★★ The Girl From Saginaw Michigan (Tree, BMI) — ★★★★★ Boo on You (New Keys, BMI). RICE 5010

LATIN AMERICAN

JOE CUBA SEXETTE
★★★★ To Be With You — ★★★★★ Wabble-Cha. SEECO 8060

SPIRITUAL

GOSPEL CLOUDS OF JOY
★★★★ Lord I'll Take Your Word (Excellorc, BMI) (2:57) — ★★★★★ A Brighter Day (Excellorc, BMI) (2:32). NASHBORO 807

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ARGENTINA

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This Week	Last Week	Title	Artist	Label
1	1	DECI PORQUE NO QUERES	*Palito Ortega (Victor); Leo Dan (CBS)-Korn	
2	5	EL MEREQUETENGUE	Los Cinco del Ritmo (Microfon)	
3	6	DOMINIQUE	Singing Nun (Philips); Alegres Cantores (CBS)-Fermata	
4	4	SIN TIMON	*Palito Ortega (Victor)-Korn	
5	2	SI VAS A DEJARME	Michele (Victor)-Fermata	
6	3	FANNY	*Leo Dan (CBS)-Korn	
7	7	AMAME	Beatles (Odeon)	
8	8	ANTES DE TI DESPUES DE TI	Caterine Spaak (CBS)	
9	9	UNCHAIN MY HEART	Trini Lopez (Reprise)-Korn	

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	1	I SAW HER STANDING THERE	The Beatles (Parlophone)-Leeds	
2	3	LOVE ME DO	The Beatles (Parlophone)-Castle	
3	—	THE HAREM	Acker Bilk (Columbia)	
4	2	HAWAII	The Beach Boys (Capitol)-Alberts	
5	5	I WANT TO HOLD YOUR HAND	The Beatles (Parlophone)-Leeds	
6	9	YOU DON'T OWN ME	Lesley Gore (Philips)-Alberts	
7	10	TWIST AND SHOUT	The Beatles (Parlophone)-Chappell	
8	7	SURFIN' BIRD	The Trashmen (Stateside)	
9	—	ANYONE WHO HAD A HEART	Dionne Warwick (Philips)	
10	4	GLAD ALL OVER	Dave Clark Five (Columbia)-Essex	
11	—	NEEDLES AND PINS	The Searchers (Astor)	
12	11	HE WALKS LIKE A MAN	Jody Miller (Capitol)-Boosey & Hawkes	
13	—	THAT'S WHAT I WANT	*The Cicalas (RCA)	
14	6	SHE LOVES YOU	The Beatles (Parlophone)-Leeds	
15	8	LONG TALL TEXAN	Murray Kellum & Glenn Sutton (London)-Alberts	

AUSTRIA

This Week	Last Week	Title	Artist	Label
1	1	DAS KANNST DU MIR NICHT VERBIETEN	Bernad Spears (CBS/Amadeo)	
2	2	ROTE LIPPEN SOLL MAN KUESSEN	Cliff Richard (Columbia); Gus Backus (Polydor)	
3	3	DER PLATZ NEBEN MIR	Sascha Distel (Polydor)	
4	4	NACHTS HOER ICH IMMER ALLE UHREN SCHLAGEN	Peter Alexander (Polydor)	
5	5	AMERICA	Trini Lopez (Ariola-Reprise)	
6	6	JEDES BOOT HAT SEINEN HAFEN	Conny Francis (MGM)	
7	7	WENN DER MONDSCHNEIN	Thomas Fritsch (Polydor)	
8	8	VOM STADTPARK DIE LATERNEN	Gitte/Rex Gildo (Electrola)	
9	9	SHE LOVES YOU	The Beatles (Odeon)	
10	10	SCHENK MIR EINEN TALISMANN	Peter Kraus (Polydor)	

BRITAIN

(A special list compiled prior to publication by the New Musical Express, London)
*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	1	ANYONE WHO HAD A HEART	*Cilla Black (Parlophone)-Hill & Range	
2	3	BITS AND PIECES	*Dave Clark Five (Columbia)-Ardmore & Beechwood	
3	2	DIANE	*Bachelors (Decca)-Keith Prowse Music	
4	5	I THINK OF YOU	*Merseybeats (Fontana)-Welbeck Mellin	
5	4	NEEDLES AND PINS	*Searchers (Pye)-Metric Music	
6	10	NOT FADE AWAY	*Rolling Stones (Decca)-Southern Music	
7	28	LITTLE CHILDREN	Billy J. Kramer (Parlophone)-Belinda Music	

This Week	Last Week	Title	Artist	Label
8	7	5-4-3-2-1	*Manfred Mann (HMV)-Keith Prowse Music	
9	6	I'M THE ONE	Gerry and the Pacemakers (Columbia)-Pacermusic	
10	8	CANDY MAN	*Brian Poole and the Tremeloes (Decca)-A. Schroeder	
11	20	BOYS CRY	*Eden Kane (Fontana-London)-142 Music	
12	13	OVER YOU	*Freddie and the Dreamers (Columbia)-Kennedy Street Music	
13	9	I'M THE LONELY ONE	*Cliff Richard (Columbia)-Eugene Music	
13	11	AS USUAL	Brenda Lee (Brunswick)-Jewel Music	
15	13	STAY AWHILE	*Dusty Springfield (Philips)-Flamingo Music	
16	—	JUST ONE LOOK	*Hollies (Parlophone)-T.S. Music	
17	—	THAT GIRL BELONGS TO YESTERDAY	Gene Pitney (United Artists)-Pakkamak Music	
18	17	LET ME GO, LOVER	*Kathy Kirby (Decca)-Aberbach	
19	21	I LOVE YOU BECAUSE	Jim Reeves (RCA)-Bourne, Ltd.	
20	18	ALL MY LOVING (EP)	*Beatles (Parlophone)-Northern Songs/ Dick James/ Dominion/Ardmore & Beechwood	
20	16	ROLLING STONES (EP)	*Rolling Stones (Decca)-Jewel/Dominion/Progressive	
22	23	BORNE ON THE WIND	Roy Orbison (London)-Acuff-Rose	
23	15	FOR YOU	Rick Nelson (Brunswick)-Feldman Music	
23	—	THEME FOR YOUNG LOVERS	*Shadows (Columbia)-Elstree-Shadows Music	
25	19	BABY I LOVE YOU	Ronettes (London)-Belinda Music	
26	26	YOU WERE THERE	*Heinz (Decca)-Mirror Music	
27	12	HIPPY HIPPI SHAKE	*Swinging Blue Jeans (HMV)-Ardmore & Beechwood	
28	24	I WANT TO HOLD YOUR HAND	*Beatles (Parlophone)-Northern Songs	
29	25	TWENTY-FOUR HOURS FROM TULSA	Gene Pitney (United Artists)-A. Schroeder	
30	30	NADINE	Chuck Berry (Pye Int.)-Jewel Music	

EIRE

(Courtesy Evening Press, Dublin)

This Week	Last Week	Title	Artist	Label
1	2	I'M THE ONE	Gerry and the Pacemakers (Columbia)-Pacermusic	
2	1	FOOLIN' TIME	Butch Moore and the Capitol Showband (Piccadilly)-Welbeck	
3	4	DIANE	Bachelors (Decca)-Keith Prowse	
4	3	NEEDLES AND PINS	Searchers (Pye)-Metric	
5	—	ANYONE WHO HAD A HEART	Cilla Black (Parlophone)-Hill and Range	
6	8	THE LEAVING OF LIVERPOOL	Clancy Brothers and Tommy Makem (CBS)-Harmony	
7	—	I LOVE YOU BECAUSE	Jim Reeves (RCA Victor)-Bourne	
8	5	CANDY MAN	Brian Poole and the Tremeloes (Decca)-A. Schroeder	
9	6	GLAD ALL OVER	Dave Clark Five (Columbia)-Ivy	
10	7	I'M THE LONEY ONE	Cliff Richard (Columbia)-Eugene	

FLEMISH BELGIUM

(Courtesy Juke Box Magazine)

This Week	Last Week	Title	Artist	Label
1	1	MARIA ELENA	Los Indios Tabajaras (RCA)	
2	7	VOUS PERMETTEZ MONSIEUR	*Adamo (Pathe)-Ardmore & Beechwood	
3	5	ALLEEN	*John Larry (Polydor)-Passe Partout	
4	8	MARIA NO MAS	Cliff Richard (Columbia)-World	
5	—	SHE LOVES YOU	The Beatles (Parlophone)-Belinda Music	
6	6	TCHIN TCHIN	Richard Anthony (Columbia)-World	
7	2	TOMBE LA NEIGE	*Adamo (Pathe)-Rudo	
8	—	KANSAS CITY	Trini Lopez (Reprise)	

This Week	Last Week	Title	Artist	Label
9	—	I WANT TO HOLD YOUR HAND	The Beatles (Parlophone)-Vedette	
10	—	MEXICO/YOU CAN'T SAY NO IN ACAPULCO	Elvis Presley (RCA)-Belinda Music	

HOLLAND

(Courtesy Plateneuws, Amersfoort)

This Week	Last Week	Title	Artist	Label
1	1	I WANT TO HOLD YOUR HAND	The Beatles (Parlophone)-Basart L.C.	
2	2	POUR MOI LA VIE VA COMMENCER	Johnny Hallyday (Philips)-International Music	
3	—	VOUS PERMETTEZ, MONSIEUR	Adamo (Pathe)-Anagon Music	
4	9	I'M THE LONELY ONE	Cliff Richard (Columbia)-Basart L.C.	
5	—	GLAD ALL OVER	Dave Clark (Columbia)-Basart L.C.	
6	3	THIS LAND IS YOUR LAND	Trini Lopez (Reprise)-Basart L.C.	
7	5	I'M LEAVING IT UP TO YOU	Dale & Grace (London)-Basart L.C.	
8	—	ONE MORE DANCE	Esther & Abraham Ofarim (Philips)-Chappell, Editions Nagel	
9	—	HIPPY HIPPI SHAKE	The Swinging Blue Jeans (HMV)-Anagon Music	
10	7	KANSAS CITY	Trini Lopez (Reprise)-Belinda Music	

HUNGARY

(All titles on Qualifon label)
*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	1	QUARDA CON ME DONDOLO	Janos Kocs-Alfa Editio Music	
2	2	RENATO	Ines Taddio-Class Music, Bruxelles	
3	3	FURGE GONZALES, GONZALES	Janos Kocs, Speedy Budd Music, London	
4	4	AVE MARIA NO MORRO	Vico Torriani-Southern Music, London	
5	5	MIKOR JOSSZ MAR ENFELEM	*Katalin Sarosi-Editio Musica	
6	6	TOTAGAS	Janos Kocs-Editio Musica	
7	7	TOPAZ	*Metro Dance Band-Editio Musica	
8	8	NEM VAGYOK IDEGES	*Gyorgy Korda-Editio Musica	
9	9	PAPRIKA TWIST	Janos Kocs	
10	10	A HAJA SZOKE VOLT	Janos Vamosi-Editio Musica	

ITALY

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

This Week	Last Week	Title	Artist	Label
1	1	UNA LACRIMA SUL VISO	*Bobby Solo (Ricordi)	
2	2	QUANDO VEDRAI LA MIA RABAZZA	*Gene Pitney (UA)	
3	3	OGNI VOLTA	*Paul Anka (RCA)	
4	4	NON HO L'ETA' PER AMARTI	*Gigliola Cinquetti (CGD)	
5	9	CITTA' VUOTA	*Mina (Ri Fi)	
6	7	UN BACIO PICCOLISSIMO	*Robertino (Carosello)	
7	5	STASERA NO NO NO	*Remo Germani (Jolly)	
8	12	PLEASE PLEASE ME	Beatles (Parlophone)	
9	11	CIAO RAGAZZI	*Adriano Celentano (Clan)	
10	8	SABATO SERA	*Bruno Filippini (MRC)	
11	6	QUANDO VEDRAI LA MIA RAGAZZA	*Little Tony (Darlum)	
12	10	CHE M'IMPORTA DEL MONDO/DATEMI UN MARTELLO	*Rita Pavone (RCA)	
13	14	LA PRIMA CHE INCONTRO	*Fabrizio Ferretti (Ri Fi)	
14	—	PIETA'	*Vasso Ovale (Pathe)	
15	13	CHE ME NE IMPORTA A ME	*Domenico Modugno (Fonti)	

JAPAN

(Courtesy Utamatic, Tokyo)
*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	1	WASHINGTON SQUARE	The Village Stompers (Epic)-Toshiba	
2	5	SAVE THE LAST DANCE FOR ME	Koshiji Fubuki (Toshiba)-Aberbach	
3	3	WAKARE NO IPPONSUGI	*Asaoka Yukiji (Toshiba)-JASRAC	

This Week	Last Week	Title	Artist	Label
4	4	I LEFT MY HEART IN SAN FRANCISCO	T. Bennett (Columbia)-Toshiba	
5	6	LANA	The Velvets (London)-Folster	
6	5	MENDOU MITAYO	*Ueki Hitoshi (Toshiba)-JASRAC	
7	—	MEMORIES, MEMORIES	Joanie Sommers (Warner Bros.)-Taiyo	
8	—	AWAYUKI NO WALTZ	*Ishihara Yujiro (Teichiku)-JASRAC	
9	10	SASURAI	*Katsumi Shigeru (Toshiba)-JASRAC	
10	7	GUITAR JINGI	*Kitajima Saburo (Columbia)-JASRAC	

MEXICO

(Courtesy Audiomusica)
*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	1	DOMINIQUE	*Angelica Maria (Musart); *Hna. Alegria (CBS); *Los Dominic (Orfeon); Singing Nun (Philips)-Fermata	
2	3	IF I HAD A HAMMER	Trini Lopez (Reprise)-Ludlow Music	
3	5	ENTREGA TOTAL	*Javier Solis (CBS)-Mundo Musical	
4	8	QUIERO QUEDARME AQUI	*Steve Lawrence-Eydie Gorme (CBS)-Aldon Music	
5	7	RECUERDOS DE IPACARAI	Neil Sedaka (RCA)-Fermata	
6	4	I WANT TO HOLD YOUR HAND	The Beatles (Musart)-Pending	
7	6	MI ADIOS	*Sonora Santanera (CBS)-Mundo Musical	
8	2	MAGIA BLANCA (Devil Woman)	*Hnos. Carrion (CBS)-Grever	
9	9	MAS	*Enrique Guzman (CBS)-Grever	
10	10	SOPRANO DE ORO	*Carlos Campos (Musart)-Brambila	

NEW ZEALAND

This Week	Last Week	Title	Artist	Label
1	1	I WANT TO HOLD YOUR HAND	The Beatles (Parlophone)-Leeds	
2	2	TALK BACK TREMBLING LIPS	Johnny Tillotson (MGM)-CC	
3	—	LOOK WHO IT IS	Helen Shapiro (Columbia)-Leeds	
4	—	SECRET LOVE	Kathy Kirby (Decca)-Allan	
5	—	GLAD ALL OVER	The Dave Clark Five (Columbia)-Connoly	
6	7	THE BOY NEXT DOOR	The Secrets (Philips)-CC	
7	—	THERE, I'VE SAID IT AGAIN	Bobby Vinton (Columbia)-CC	
8	6	SHE LOVES YOU	The Beatles (Parlophone)-Leeds	
9	—	YOU DON'T HAVE TO BE A BABY TO CRY	The Caravells (Decca)-MPS	
10	3	IT'S ALMOST TOMORROW	Mark Wynter (Pye)-Albarts	

NORWAY

(Courtesy Verdens Gang)
*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	1	HIPPY HIPPI SHAKE	Swinging Blue Jeans (HMV)-Imudico	
2	7	SKONA MITT HJARTA	Siw Malmkvist (Metronome)-Imudico	
3	3	JEG GAR PA SKOLE	*Wenche Myhre (Triola)-Egil Monn Iversen	
4	2	I WANT TO HOLD YOUR HAND	Beatles (Parlophone)-Edition Lyche	
5	4	GLAD ALL OVER	Dave Clark Five (Columbia)-Norsk Musikforlag	
6	9	I'M THE LONELY ONE	Cliff Richard (Columbia)-Bena Music	
7	4	DOMINIQUE	Singing Nun (Philips)-Norsk Musikforlag	
8	6	DETROIT CITY	Bobby Bare (RCA Victor)-Cedarwood	
9	—	BEAUTIFUL DREAMER	John Leyton (HMV)-Southern Music	
10	8	NEEDLES AND PINS	Searchers (Pye)-No publisher	
10	—	MEXICO	Elvis Presley (RCA Victor)-Belinda	

SOUTH AFRICA

This Week	Last Week	Title	Artist	Label
1	1	DON'T LET ME CROSS OVER	—Jim Reeves (RCA)	
2	2	TWIST AND SHOUT	The Beatles (Parlophone)	
3	3	LODDY LO	Chubby Checker (Continental)	
4	4	DOMINIQUE	The Singing Nun (Philips)	
5	5	HIPPY HIPPI SHAKE	The Swinging Blue Jeans (EMI)	
6	6	I'M YOURS	Elvis Presley (Teal)	
7	7	500 MILES AWAY FROM HOME	—Bobby Bare (RCA)	
8	8	DRIP DROP	Dion (CBS)	

SPAIN

(Courtesy Discomania)

This Week	Last Week	Title	Artist	Label
1	1	IF I HAD A HAMMER	Trini Lopez (Reprise)	
2	4	HEART	Rita Pavone (RCA)-Hispavox	
3	2	AMOR DE VERANO	*Duo Dinamico (Voz Amo)-Musica Sur	
4	3	LO NUESTRO TERMINO	*Duo Dinamico (Voz Amo)-Musica Sur	
5	5	CRYING IN THE WIND	Paul Anka (RCA)-Hispavox	
6	6	SPANISH LACE	Enrique Guzman (CBS)	
7	7	SHE LOVES YOU	Beatles (Voz Amo)	
8	—	NON HO L'ETA (PER AMARTI)	G. Cinquetti (Hispanavox)-Canciones Mundo	
9	10	TELL HIM	*Luis Aguile (Voz Amo)-Robert Mellin	
10	8	CONSUELO CONSUELA	*Los P y P (Belter)-Canciones del Mundo	

Erroll Garner Broadens His Fields

NEW ALBUM RELEASES

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

AUDIO FIDELITY

NAIF AGBY & HIS ORK—Bedouin Sahde: AFLP 2122, AFSD 6122 M S
 Sound Effects Daytona Speedway: ADFM 3031, WFS 7031
 ROSS TALBOT—Bermuda Is Paradise: AFLP 2125, AFSD 6125

DECCA

SOUND TRACK—Becket: DL 9117, DL 79117
 FRED WARING & THE PENNSYLVANIANS & THE WARING CHAPEL CHOIR—The Sound of Easter: DL 4511, DL 74511

DOT

LAWRENCE WELK—Early Hits of 1964: DLP 3572, DLP 25572

EPIC

CLIFF RICHARD—It's All in the Game: LN 24089, BN 26089

GATEWAY

Charles Bell Trio in Concert: GLP 7012
 AILENE GOODMAN—Animals, Funny Folk and Wee People: GLP 9010

HEART WARMING

Introducing the Illustrious Imperials: LPHF 1777
 CAROL AND JIMMY SNOW CARRY ON FAMILY TRADITIONS: LPHF 1771

IMPERIAL

APRIL STEVENS—Teach Me Tiger: LP 9055, LP 12055

KAPP

We Proudly Present Monsieur Gilbert Becaus: KL 1353, KS 3353
 Meet the Searchers/Needles and Pins: KL 1363, KS 3363

KENWOOD

SOLOMON BURKE: LP 498
 The Daniels Sing the Gospel: LP 483
 VARIOUS ARTISTS—Spiritual Moods: LP 481

LOST NITE

LEE ANDREWS & THE HEARTS—Biggest Hits: LP 101

MONUMENT

BOOTS RANDOLPH—Hip Boots: MLP 8015
 JERRY WHITE—White Lightning: MLP 8018

PRESTIGE

BOOKER ERVIN—Freedom Book: PR 7295
 SONNY ROLLINS—Three Giants: PR 7291
 SHIRLEY SCOTT TRIO—Drag 'Em Out: PR 7305
 JIMMY WITHERSPOON—Evenin' Blues: PR 7300

RCA CAMDEN

LIVING STRINGS—On a Sentimental Journey: CAL 803, CAS 803 M S

RCA VICTOR

How to Lose Weight: LPM 2829, LSP 2892
 MALUISA LANDIN—Ayer . . . Hoy . . . Y Siempre: MKL 1524, MKS 1524
 MIGUEL ACEVES MEJIN—Pa' Todo El Ano: MKL 1519, MKS 1519
 LOS INDIOS TABAJARAS—Always in My Heart: LPM 2912, LSP 2912
 MARIACHI VARGAS DE TECALITLAW—Bailando Polkas: MKL 1525, MKS 1525
 VARIOUS ARTISTS—Ballet Folklorico De Mexico: MKL 1530, MKS 1530

ROOST

SONNY STITT—Stitt Goes Latin: LP 2253

ROULETTE

COUNT BASIE & HIS ORK—Easin' It: R 52106
 MAYNARD FERGUSON—Maynard '64: R 52107
 ANITA HUMES WITH THE ESSEX—Young and Lively: R 25246
 Frankie Lyman's Greatest All-Time Oldies: R 25250
 JACK YEAGARDEN—A Portrait of Mr. T: R 25243
 SARAH VAUGHAN—The Lonely Hours: R 52104, SR 52104
 SARAH VAUGHAN/DINAH WASHINGTON/JOE WILLIAMS—We Three: R 52108
 DINAH WASHINGTON—In Tribute: R 25244
 DINAH WASHINGTON—A Stranger on Earth: R 25253
 BOB WYATT—Organ Dynamics: R 25245
 VARIOUS ARTISTS—Golden Goodies '63 Vol. 18: R 25247
 VARIOUS ARTISTS—20 Original Winners Vol. 1: R 25249
 VARIOUS ARTISTS—20 Original Winners Vol. 2: R 25251

TICO

RAY BARRETTE—La Moderna De Siempre: LP 1102
 WILLIE BOBO—Bobol Do That Thing: LP 1108, SLP 1108
 Los Chavales De Espana Presente: LP 1104
 RUTH FERNANDEZ—Es De Borinquen: LP 1101, SLP 1101
 GRACIELA MACHITO Y SU ORQUESTRA—Esta Es Graciela: LP 1107, SLP 1107
 Exitante Ritmo De Tito Puente: LP 1106, SLP 1106

UNITED ARTISTS

THE BARCLAY SINGERS—Poor People of Paris: UAL 3151, UAS 6151
 GEORGE JONES AND MELBA MONTGOMERY—Bluegrass Hootenanny: UAL 3352, UAS 6352
 SIR JULIAN—50 Fabulous Organ Favorites: UAL 3346, UAS 6346
 JAN PEERCE—'Till the End of Time: UAL 3350, UAS 6350
 VARIOUS ARTISTS—The Little Engine That Could/Jack and the Beanstalk: UAC 11037
 VARIOUS ARTISTS—Little Toot and Other Sea Songs: UAC 11036

*See Disk Deals for Dealers.

Anzac Welcome Best Ever for O'seas Acts

By FRED GEBBIE

AUCKLAND, N. Z.—While 1963 was a very good year for overseas talent touring New Zealand, 1964 looks already as though it will surpass anything before.

We have already had tours by Roy Orbison, the Beachboys, the Surfaris and the Joy Boys, Frank Ifield, Graham Bell and a non-appearance visit from Sheb Woolley (his show was canceled because of the weather). Talent lined up by the big three (Sir Robert Kerridge, Harry Miller and Harry Wren) should set the box-office tills ringing and the customers smiling.

Harry Miller announced his next imported show which will star top British Mersey sound men Gerry and the Pacemakers and Brian Poole and the Tremelos. He will follow this lot up with Peter, Paul and Mary. His office is also negotiated for ace jazz pianist Erroll Garner, who is as well known here as Louis Armstrong. He will also return for a short visit later in the year.

In January Miller's organization presented Ella Fitzgerald in Hong Kong and hopes to bring her back to New Zealand this year for her second appearance.

Miller told Billboard that he will bring two artists rated as the best in their field. Although he was in no position to release the names of this "blockbusting" talent, he did say that they were American acts. Rumors have been that this country could finally be getting Sammy Davis and Frank Sinatra, whose Re-

prise label is jointly operated by Miller and Viking Records in this area. Speculators, however, say that there is not enough money in New Zealand to bring this deal off.

Sir Robert Kerridge has already toured Frank Ifield and Graham Bell this year, and has the big Beatles scoop coming in June. His Kerridge-Odeon organization will also rerun "The King and I" with an overseas cast in April, and has quite a line-up of talent set to tour which will be announced soon.

Newcomer Jim Haddleton has Marty Robbins later this month and will follow this up with Shirley Bassey, then the all-Australian country show featuring Slim Dusty and Kevin Shegog. Haddleton is also chasing Jim Reeves for a tour here, which would be welcomed by all.

America's No. 1 Teenage Singing Sensation



LESLEY GORE SINGS OF MIXED UP HEARTS

Mercury MG 20849/SR 60849

Featuring:

You Don't Own Me
 She's a Fool
 Run, Bobby, Run
 The Old Crowd, Etc.



FOREMOST IN FINE RECORDING

Barsky Finds Living Language

NEW YORK—Ed Barsky has been appointed national sales manager of Living Language Courses and Young People's Records. David Stevenson, who was formerly national sales chief, will devote all his time to the firm's "The Living Shakespeare."

COMING NEXT WEEK ... MUSIC ON CAMPUS THE COLLEGE MARKET FOR RECORDS AND TALENT

Planned, Edited, Researched and Written
 As Only Billboard Can Do It!



"LET THEM TALK"

by

Mitty Collier

Chess 1829

SOCIETY COLUMN

Record Companies Regret, But Miss Otis Wants Swing

NEW YORK—Despite the virtual brushoff of society dance bands by the record industry, playing for the social set has built to an estimated \$100,000,000 annual business. Occasionally a society orchestra comes through on records as witness the successful string of albums by Lester Lanin on the Epic label but the over-all disk activity for the society orchestras lag far behind their operations in the "live" performance area.

Some society orchestra leaders like Al Madison have attempted to buck the major record company resistance by coming out with their own labels. Madison recently put together an LP titled "Smart Set Swings" on his independently owned Almad label and turned it over to Olympia for distribution. Although it's selling well, Madison admits that it would do even better if it had been issued by a major company.

Madison figures that most of the record companies shy away from society dance bands because of preconceived notions that are erroneous. "Many people still believe that society music is played only in a fast two-beat tempo," he says, "and they couldn't be farther from the truth." He explains that the base of society music has broadened in the past several years and it now encompasses all forms of music and tempo. His formula is to play "music that makes you want to dance" whether it be pop, show tunes or folk. He says that society's taste in music has become more commercial and the bands that play for the upper crust can no longer afford to concentrate on the fast two-beat tempo.

Madison Doctrine

The fact that the society bands play for an audience that has such a large record-buying potential is something the record companies are not taking into consideration or taking advantage of, is Madison's contention.

Meantime, he's concentrating on college dates where he lays the groundwork for his future engagement at smart set functions. He believes that playing for the undergraduates at proms and other campus functions as well as at prep schools and private schools plants the Madison name in the young dancers who'll call on him in later years for their society bash. He also hits the country club circuit

where young executives are bound to hang out. Along this line he's set to play at the posh Westchester Country Club in Rye, N. Y., for the month of August.

Even without record company interest there's plenty of musical action around for society orchestras, says Madison, and "you can still make money out of good music."

NEWS REVIEW

ABC-Paramount Boosts Irish

NEW YORK—The Irish record market gets another boost this week with a fine new group of albums released through ABC-Paramount Records. The disks were originally cut by the Glenside label on the Ole Sod and have been packaged in LP form and are being distributed by the U. S. firm.

Glenside is most famous as a manufacturer of harps in Ireland, but the company has been in the disk making business for more than 25 years and the collection of artists and songs on these albums show the depth of the company's catalog.

The initial release is composed of eight albums. The LP's contain a wide variety of talent with each set containing six or seven artists. This gives a real sampler quality to each LP and also keeps the party moving.

The albums contain dances, ballads and humor songs for which the Irish are famous. There is the music of the ceili, marches and patriotic songs like "Kevin Barry" and "The Foggy Dew," as well as a mass of other material that might be familiar to Irish-American audiences.

Some of the artists are Martin Dempsey, Joe Lynch, the Banba brass and Reed Band, Charlie Kennedy, Eamon O'Shea and many more.

The albums are: "Walls of Limerick" (471), "Come to the Ceili" (472), "Happy Memories of Ireland" (473), "Down by the Glenside" (474), "Songs From the Green Fields of Erin" (475), "The Old Bog Road" (476), "Songs and Marches of Gael" (477), "Songs of the Old Land" (478).

JACK MAHER

Mills Mines Bard's Ballads

NEW YORK—Mills Music is latching on to Shakespeare's 400th birthday anniversary celebration with a collection of texts from the Bard's dramas set to music. Most of the tunes were written in Shakespeare's own time and have been arranged for unison or mixed voices by Don Malin, Mills' educational director.

In addition to the 12 songs, the book includes five pieces for recorders. The volume is titled "A Shakespeare Song Book for Voices and Recorders." Mills also has issued a brochure listing the musical settings of the dramatist's sonnets and texts, which it publishes.

Included are 31 choral pieces, 11 vocal solos and 9 collections for recorder containing melodies written four centuries ago.

Irish Tax Hits Disk Industry

DUBLIN—The record industry, in common with all other industries and enterprises, has been seriously hit by the recently introduced government-imposed turnover tax. Tom Manahan, chief of Irish Record Factors, Ltd., told Billboard that he believes the tax, which is 2½ per cent of dealer turnover, whereby tax is payable on merchandise received, will work out at an estimated 10-12 per cent in the cost of living.

"Just as all other luxury items will be severely affected by this increase," he said, "the disk industry will also suffer very seriously."

While most people agree that the tax is grossly unfair since the top executive and the apprentice are fined similar amounts, nevertheless it appears that, politically, the country is behind the government, which won two recent elections by wide margins.

Tracy's Lively Ones

HOLLYWOOD—Lou Dennis, Smash Records' Western regional sales manager, reports signing of the Lively Ones, instrumental group, by Jack Tracy, Western director for the Mercury organization. Group was formerly with Del-Fi. Their new single is "Night and Day."

Dennis, with Smash since last October, has primarily been on the road but said he would anchor in Hollywood for the next several weeks.



STANDING ON THE CORNER: All those people on a Hamburg, Germany, street corner are not waiting for a trolley. They are the Searchers, hit British group, with friends. The group was in Hamburg for a concert and club date. Reading from left to right: Lawrence Yaskil, Deutsche Vogue international manager; Christian Toersleff, Billboard Hamburg rep; Chris Curtis, Mike Pender and Tony Jackson, members of the group; German songstress Bibi Jones, and Klaus Paulus, managing director of Deutsche Vogue.



"I GOT TO DANCE TO KEEP MY BABY"

by

The Radiants

Chess 1887

CHESS
PRODUCING CORP.

2120 S. Michigan Chicago 16, Ill.

'SURFSIDE '64' TO AUSTRALIA

SYDNEY — Following the huge success of "Surfside '64," featuring American recording stars Roy Orbison, the Beach Boys, Paul and Paula and the Surfers, Harry Miller, of Pan Pacific Promotions, has announced a similar tour of Australia and New Zealand for April. This time it's a mixture of English and American artists featuring the Liverpool "Mersey Sound" of Brian Poole and the Tremeloes and Gerri and the Pacemakers. From U. S. A. will come Gene Pitney and Trini Lopez to make another all-recording-star show.

New Shaper Pub Set by Writer

LONDON — Tunesmith Hal Shaper has quit his post as exploitation manager with Robbins Music to form his own publishing company, Sparta Music, which goes into operation early next month. Shaper has already acquired the catalog of Florida Music to push through Sparta and will publish most of the new compositions recorded by Ember—giving the diskery its first arrangement service.

His own compositions, of course, will also go through the new company. Shaper plans a visit to the U. S. shortly to continue current negotiations for several catalogs he hopes Sparta will acquire.

BEN E. KING

"THAT'S WHEN IT HURTS"

ATCO 6288

Growing Bigger and Bigger...

WORRIED GUY

Johnny Tillotson
(MGM)

B. F. WOOD MUSIC CO., INC.
New York, N. Y. 10019

VALERIE & NICK

"I'LL FIND YOU"

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ASCAP CHORUS: A group of ASCAP members swing out in song at a 50th anniversary luncheon held at Luchow's Restaurant, New York, after receiving a proclamation from Mayor Wagner. Left to right: Dorothy Fields, Noble Sissle, Harold Arlen; ASCAP President Stanley Adams, conductor Morton Gould. Back row: Leroy Anderson, Richard Adler and Arthur Schwartz.

DYLAN THOMAS SET TO MUSIC

NEW YORK — Now Dylan Thomas is being set to music. The London office of Mills Music has commissioned a series of musical settings to poems by Dylan Thomas.

"A Sunset Poem" from "Under Milkwood," music by Osian Ellis, has already been released, the music being in the traditional Welsh style of Penillion singing. Choral arrangements are now being prepared for the school market.

Col. Promotes Warren Vincent

NEW YORK — Warren Vincent has been promoted at Columbia Records to the post of pop artist and repertoire producer. He'll be responsible to Bob Mersey, director of pop a.&r., for assisting in recording and editing assignments.

Vincent joined Columbia in August 1962 as music editor and was later upped to editing co-ordinator. He'll continue to schedule and supervise pop editing work.

Prado Dengue Debs in Lima

LIMA, Peru — Perez Prado introduced this city to his new rhythm, El Dengue. A few appearances on the local TV together with Daisy Guzman showing the steps of the new dance where enough to create enthusiasm among local fans. Prado also signed an exclusive contract with I.E.M.P.S.A., licensee of Odeon.

Dengues by Perez Prado appear on two 45 singles with "Limena" (Peruvian hit arranged to this rhythm), "Dengue No. 6," "Guanabana" and "El Dengue del amor." These sold thousands of copies in a few days. Perez Prado was in Lima recording his first album of Dengues, which will be distributed from Peru to the whole world.

Polish to Record Much More in '64

WARSAW—This year Polskie Nagrania, Poland's leading recording company, hopes to put out a total of 2,500 minutes of music: 900 minutes of serious music, 100 of light music, 750 of pops and jazz, 100 of folk and choral music, and 540 minutes of spoken word with music recordings.

The rest consists of instructional disks for learning foreign language, etc. The company is also considering putting out an extra 250 minutes of classical and popular music which would bring the total up to about 3,000 minutes of music—this will be



BY AIR: M. S. Brenner, managing director of the Fermata label in Argentina, greets Bobby Rydell at the Buenos Aires airport. The singer appeared there recently.

DECCA RECORDS SETS DIVIDEND

NEW YORK — Decca Records has declared a regular quarterly dividend of 30 cents per share of the company's capital stock, payable March 0 to stockholders of record March 16.

more than in 1963 when the total was 2,500.

Polskie Nagrania plans to do some special recordings for people of Polish descent living in various parts of the world, particularly the United States. Among these will be the Stulgrosz Boys Choir which scored such a success during its tour of the States last year. The company now possesses portable recording equipment so that it can record on location.

London Adds Sound Tracks

NEW YORK — London Records is enlarging its sound track album line. The latest acquisition is "Mediterranean Holiday," a Walter Reade-Sterling presentation which will be released nationally in a few weeks.

Music for the film was composed, arranged and conducted by Rix Ortolani who clicked recently with the score for "Mondo Cane" and its successful pullout theme, "More." Some of the songs in "Mediterranean Holiday" are sung by Katyna Ranieri.

NEW YORK—Olympia Distributors has picked up Al Vino's new single, "Marry Me While I'm Ready," on Stadium Records for national release.

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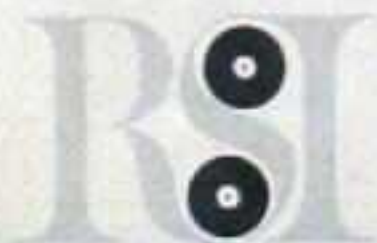
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MUSIC AS WRITTEN

HOLLYWOOD

Harry Dale's Guaranteed Record Sales is dark after two years. Rack jobber filed bankruptcy papers, owing creditors close to \$200,000. He's been in the record business eight years, starting with Dale's Record Service which developed into a combination one-stop rack operation. A fire in 1961 hurt financially and he sold the one-stop to **Sammy Ricklin**.

Ed Mason's Record Racks, rack jobber hit by flood waters in last December's Baldwin Hills Dam disaster, will receive \$250,000 from the city for damages, instead of \$125,000, as recently reported. . . . Columbia closed its Los Angeles plant March 13 and shifted all work to Santa Maria, Calif. Northern plant has already hired 200 people and will add an additional 150 employees. Over 285 persons were let go locally.

World Pacific has released a special radio promo single with one side 45 r.p.m. for AM stations and the other 33 1/3 for FM. Tracks are from **Gerald Wilson's** new "Musical Portraits" LP. Single includes ad lib material between leader and members of the band, which owner **Dick Bock** claims is a promotional first for his label. The AM cut is "Eric" and runs 3:40, while the FM tune is "Capricho," running 6 minutes.

Injuries plague record industry people: **Mike Maitland**, Warner Bros. president, his wife and mother mending from recent auto accident in Oxnard, Calif. Mike is behind his desk and the women are out of the hospital after eight days. Mike says both girls have concussions, his wife seven broken ribs and his mother a broken arm. . . . Columbia Custom's **George Costello's** wife recouping after stomach surgery.

Indie promo man **Skip Ferderber** walking around with a neck brace after an auto accident in Downey, Calif.

Dave Axelrod, one of two new Capitol a.&r. men, produced **Lou Rawls'** new single, "The House Next Door." Affiliation is a natural, as Dave's background is steeped in jazz and the blues and Rawls has built his reputation as a blues singer. **ELIOT TIEGEL**

LONDON

Big Dee Irwin was rushed into the Pye studios within hours of his arrival from New York to wax a follow-up to "Swinging on a Star," which was put out on Colpix within days. Title is "Heigh-Ho" from "Snow White and the Seven Dwarfs," and he duets with British lark **Vicki Hasegan**, of the **Breakaways Trio**. . . . If "More" wins an Academy Award as the best film song for 1963 (it is among the five nominated), then **Norman Newell** will become the first British songwriter ever to win an award. . . . BBC-TV has killed off its "Dancing Club" program after 16 years on the air. . . . **Martin Wyatt** left Pye Records and joined the Essex group of publishing companies as general manager of Hillside. . . . Owing to the extension of the ATV series he is currently filming, **Lonnie Donegan** will not be recording in Nashville (for Hickory) until the first week in May. . . . The **Swinging Blue Jeans** follow up their major hit, "Hippy Hippy Shake," with a revival of **Little Richard's** "Good Golly Miss Molly."

During his U. S. trip Pye managing director **Louis Benjamin**

renewed **Benny Ball's** contract with Kapp and made arrangements with **Wesley Rose** for several Pye artists to be issued in America on Hickory. . . . To shift surplus stocks Esquire has boosted dealer discount from a third to a half on more than 100 jazz albums—including those by such artists as **Stan Getz**, **Miles Davis**, **John Coltrane** and **Sonny Rollins**. . . . On legal advice EMI has withdrawn permission for records on its labels to be supplied to educational authorities at special discounts. The move is believed to be involved with the company's "toughening-up" policy with which it will fight against the abolition of retail price maintenance in Britain. . . . World-famous conductor **Herbert von Karajan** has signed a long-term exclusive contract with Deutsche Grammophon and will record several major works with the Berlin Philharmonic Orchestra. **CHRIS HUTCHINS**

WARSAW

Listeners taking part in a Polish radio poll voted "Today, Tomorrow and Always" as the best Polish Pop Song of 1963. This is a 1920-style Charleston written and composed by **Wojciech Pietowski** and **Andrzej Tylczynski**. . . . The organizers of this year's fourth annual International Song Festival in Poland's Baltic holiday resort, Sopot, have already dispatched translated versions of 70 Polish songs to foreign entrants to the festival. According to the rules, each foreign artist must perform one Polish song. Lyrics have been translated into four languages. It is expected that singers from 30 countries will take part this year, and the festival will be attended by about 300 foreign observers.

American impresario **Sol Hurrok**, who is currently presenting Poland's Mazowsze Song and Dance Company in the United States, is in search here of further Polish talent for presentation to American audiences. . . . French singer and composer **Gilbert Becaud** is making a highly successful tour of Poland. French singer and guitarist **Sacha Distel** is also expected to appear in Poland later in the year. . . . Polish recordings of a remarkable Soviet pianist are shortly to be on sale in shops here. When **Mario Greenberg** first appeared in person in this country she was an immediate sensation.

ROMAN WASCHKO

THE HAGUE

In the Dutch Philips GR series (10-inch LP's), two LP's were released of performances by the **Minneapolis Symphony** conducted by **Antal Dorati**: **Gershwin's** "Rhapsody in Blue" and "An American in Paris" (featuring pianist **Eugene List**) and the popular "Young People's Guide to the Orchestra" by **Britten** with **Morton Gould's** "Spirituals for Orchestra." . . . **Andre Previn's** music for the film version of "Irma La Douce" was released by Phonogram in a United Artists album. The film is a great success in Holland. **Johnny Hallyday** still belongs to the first best selling foreign artists in this country for 10 months already. He has three fast selling singles: "Pour Moi La Vie Va Commencer," "Ma Guitare" and "Tes Tendres Annees." Hallyday's latest 12-inch LP album is also a quick seller: a live performance at the Parisian Olympia Theater.

The **Modern Jazz Quartet** will appear in Holland in April. Also in the can is the in-person visit of bassist **Charlie Mingus** and a sextet on April 10 in the Concertgebouw, Amsterdam. Mingus will be presented here by impresario **Paul Acket**, who also plans to bring altoist **Ornette Coleman** in the coming season. **SKIP VOOGT**

OSLO

Bobby Bare and **Jim Reeves** will receive Norwegian silver disks when they hit Oslo on their European tour. They plan to arrive in April. Bare receives his for "Detroit City," and Reeves for "Odios Amigo," both RCA Victor. . . . Norwegian artists soar up foreign hit lists. The **Sunbeams** (Manu) are tops in Denmark with "I've Got a Lovely Bunch of Coconuts," and **Jan Rohde** is tops in Finland with "Doing the Jenka" (Sonet). . . . Polar Records in Stockholm is one of the few firms in the world with 100 per cent success. It has only issued

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one single and one LP (the single, "Jag Ventar Vid Min Mila" by the Hootenanny Singers has sold 15,000; the LP by the same quartet has sold 1,000 in three weeks). **ESPEN ERIKSEN**

ZURICH

"Drina March," an import from Yugoslavia to Switzerland, develops into the biggest 1964 seller yet in Switzerland. The Ex Libris label produced its own recording. . . . On the occasion of the Swiss National Exhibition 1964, the Ex Libris label issues a lavish anthology of Swiss folk songs and dances, the most comprehensive and representative enterprise yet in this domain with many top artists and instrumentalists under the general direction of **Cedric Dumont**. The exhibition takes place in Lausanne. **JIMMY JUNGERMANN**

DUBLIN

Persistent rumors that **Frank Sinatra** intends to film here shortly were denied by **Guy McElwaine**, of Jim Mahoney & Associates. . . . **Leo McCaffrey's** RCA Victor album, "Rare Songs of Old Ireland," issued by Irish Record Factors, Ltd., for St. Patrick's Day market. . . . **Big Dee Irwin**, whose "Swingin' on a Star" reached the chart, will visit Ireland for five days from

April 28. . . . **Dickie Rock and the Miami Showband**, who hit No. 1 with their first single, "There's Always Me," began a series of sponsored programs on Radio Eireann. . . . Dublin-born **Bachelors**, currently on the British and Irish charts with "Diane," will undertake an Irish tour from April 23. . . . **Peggy Seeger** and **Ewan McColl** recorded a program for Radio Eireann. **KEN STEWART**

MECHELEN, BELGIUM

Jeff De Boeck, of Ardmore and Beechwood Publishing, Belgium, obtained the Benelux rights for "Bits and Pieces" and "All of the Time," by the **Dave Clark Five**, and "Surfin' Bird," by the **Trashmen**. Jeff was in London recently with his top star, **Adamo**, to record with **Norrie Paramor** four English songs: "The Stars Will Shine" (Vous permettez Monsieur?), "Make Tonight Last Forever" (N'est ce pas merveilleux?), "Another Love Affair" and "She Was an Angel." . . . Just before leaving for New York, **Peter Plum** had important talks with his friend-associate, famous French composer **Georges Garvareux**, who is responsible with **Charles Aznavour** for the songs of the hit film "Cherchez l'idole." The picture includes 10 different songs recorded by such top names as **Charles Aznavour**, **Johnny Hallyday**, **Sylvie Vartan**, **Frank Alamo**, **Eddie Mitchell**, **Nancy Holloway**, **Les Surfs**, etc. **JAN TORFS**

AUCKLAND, N. Z.

Country king **Marty Robbins** arrived in New Zealand. Promoter **Jim Haddleton** had to cancel out a three-quarters-full early show in Hamilton and rushed Robbins troupe 90 miles to make the second show. Locals **Lou and Simon**, **Peter Posa**, and the **Yeomen** kept the restive audience entertained till the star arrived. The show was a great success and final curtain was at 11:45 p.m. . . . Australia will soon be overrun with New Zealand talent. No less than 10 of our top entertainers will make their way there in the next five weeks. Already on the way are folk singers the **Convairs**. Following them will be **Ray Columbus and His Invaders** and already mentioned **Peter Posa**, **Max Merritt**, **Lynn Barnett**, the **Sheratons** and the **Yeomen**. **FRED GEBBIE**

Musicians Strike Hits Norway

OSLO — Musicians are on strike in Norway and will not participate in recordings until they have received 50 per cent more fee for their play.

The strike started February 29, and although the Musicians' Union has many members, only 100 will be involved in the strike. Only some 20 are frequently hired to participate in recordings.

The recording industry is not worried about the strike and promise the audience will be able to buy as many Norwegian recordings as they need.

To give the musicians what they claim, the industry says disk producers would have to reduce the amount of musicians used on recording sessions and thus lessen the quality on Norwegian records. No professional musician lives from what he earns in the recording studio in Norway. They all have a regular job in an orchestra.

Mills Music Will Publish Creston Works

NEW YORK — A series of new works by Paul Creston is being published by Mills Music, including music from two scores composed for recent CBS-TV shows, as well as two orchestral compositions, "Corinthians: XIII" and "Rumba-Tarantella."

Philips Minds Meet

OSLO — Norsk Phonogram A/S was the host for a Scandinavian meeting of Philips people from a series of countries all over Europe. Among the problems discussed were how one single country may issue a CBS record when none of the larger countries plan to do so. Participants at the meeting were **Tony van de Haar** and **Bob Spits**, Holland; **Bo Lofberg** and **Ben Nornholm**, Sweden; **Werner Hamburger** and **Ove Wiesholm**, Denmark; **Osmo Ruuskanen**, Finland, and **Caesar Voute**, England. Norwegian participants were **Haakon Tveten**, **Rolv Wesenlund**, **Oivind Lyng-Jorgensen** and **Helge Buen**.

The NARM Story:

The Record Merchandiser in Today's Marketing Evolution

A Fully-Documented In-Depth Report Published as a Colorful 8½ x 11 Reference Section of April 25

Billboard

Excerpts from a letter by

JULES MALAMUD
Executive Director of
NARM

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"... will appear exclusively as a separate part of the April 25, 1964 issue of The Billboard. I am happy to inform you that the Board of Directors of the National Association of Record Merchandisers, Inc. has authorized me to announce their approval of the proposal made by The Billboard to our Board during its meeting in Chicago, Illinois, on July 30, 1963."

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Jazz Ballet Stuns N. Y. C.

REPORT

'Reflections' Opens Door

NEW YORK — The acclaim that has followed rave reviews in the New York daily newspapers of "Reflections in the Park" has brought a myriad of calls to co-producer Norman Schwartz. On-Broadway, off-Broadway, film, TV and touring company producers have not only made bids for the show itself, but for the services of the two show collaborators, composer Gary McFarland, and choreographer Don McKayle.

McKayle and McFarland as well as Schwartz have particular ideas about what will be done with "Reflections" and they are not rushing into anything.

The show itself stemmed from an idea of Schwartz to present jazz in other than the usual night club or concert setting. To achieve the purpose he brought together McFarland and McKayle, who worked together from scratch.

"In no way," says McFarland, "can you say that this dance was fitted to the music, or vice versa. Don and I worked together as we built the show. I created my musical ideas to his dance ideas at times; he fitted his dance ideas to my musical ideas at others. More often we traded ideas on the spot."

The importance of the music as an equal partner with dance is illustrated by the fact that the band, a Jim and Andy's all-star group of some of the leading jazz men in the city, appears on stage. The 11 men sat and stood behind the dancers as they went through their paces. McFarland says McKayle insisted on this.

Co-producer Schwartz said that "Reflections in the Park" may be done on Broadway for a limited two-week run at some time in the future, but nothing is definite. It is also possible that a selected number of out of town concert dates may be played. Schwartz also said ultimately he would like to do the performance on film, which he believes is a natural medium for such a project.

"More important than anything else," he said, "I think the success of 'Reflections' will open new areas for jazz musicians and composers. McFarland and McKayle have shown the stage people that jazz, as a musical medium, is perfectly applicable to any and all forms of theater and concert." This has been borne out already, at least in part, by the fact that one off-Broadway producer has already approached McFarland to rearrange and reorchestrate a Broadway revival for production later on this year.

BEATLES CLIMB IRON CURTAIN

WARSAW—Britain's Beatles are tremendously popular in Poland. In spite of the fact that their disks are virtually unobtainable in this country at the moment, the teen-agers manage to hear all their latest numbers on the radio—and a small dose of Beatlemania has broken out.

MJQ AWAITS OK FOR TRIP TO POLAND

WARSAW—The U. S. State Department has still to give the green light on the Modern Jazz Quartet's appearance here. The quartet's manager, Monte Kay, says that the group is set to play in Poland in May if the State Department gives the okay. If they do, the Modern Jazz Quartet will bring guitarist, Laurindo Almeida, along with them.

Anzacs Brace For Condon Commandos

AUCKLAND, N. Z.—Youth gave way to age this past week when the New Zealand Broadcasting Corporation reversed a decision it had made previously about sponsoring a tour of this country by an American jazz group.

The NZBC changed its mind about bringing the Gerry Mulligan quartet here a few weeks back, deciding to cancel the proposed trip to take place last month. This past week, however, the radio net decided to bring Eddie Condon and His Dixieland All-Stars to the country. With Condon will come "Mr. Five-by-Five," Jimmy Rushing, to sing the vocals.

The tour could be a flop though because little or no advertising is being done to promote the show. If this should happen it would negate the whole purpose of the Condon Commando invasion.

Jazz Club at World's Fair

NEW YORK—The New York World's Fair will get its share of well-known recording jazz names at a night club on the fair grounds called Jazzland. The club will be located in the Louisiana Pavillion and will seat some 750 patrons.

Already signed to appear at Jazzland on and after the official Fair opening, April 22, are the Maynard Ferguson band, the Dukes of Dixieland, Gene Krupa and Carmen McRae. The over-all effect of the musical offerings in the jazz area will be to portray the differing styles of jazz from Dixie to modern, with opportunities being given to new artists as well as veterans.

The groceries for the restaurant facilities of the pavilion will be supplied by Antoine's of New Orleans. Besides jazz, the Louisiana Pavillion will also offer a Teen Carnival, with a specific area devoted to teen-agers. Besides cultural exhibits contests and displays of prominent youth organizations, the Carnival will also showcase top teen-oriented talent.

REVIEW

'Park' Filled With Warmth

"Reflections in the Park" is an original jazz ballet choreographed by Donald McKayle to a score composed by Gary McFarland. In its first performance at Hunter College Auditorium, New York, Friday (6), "Reflections" proved to a near-capacity audience that simplicity, warmth and humor are still the most important qualities in art and entertainment.

"Reflections in the Park" is one of the most significant musical events of the 1963-1964 season. It far outstrips, in imagination, effort, craftsmanship and artistic achievement, the vast majority of jazz and semi-serious pop music performances presented at the Lincoln Center for the Performing Arts in the past two seasons. "Reflections" was produced by Norman Schwartz and Normand Maxon for presentation by the Modern Jazz Society of Hunter College.

No Pigeon-Hole

As in any really significant work, "Reflections" defies the pigeon-hole. It is jazz-based. The music has the feel and much of the liteness of jazz. There are a good many open spots in the score for one and two instrument improvisation. The dancing is modern and the fact that it has been influenced by jazz is most evident—even to the viewer who had never come in contact with McKayle's work previously. But the entire presentation transcends these specialized fields.

As presented at Hunter, "Reflections in the Park" is in the very best musical theater tradition. It is the art of musical theater that any audience can understand and delight in. Although it is called a jazz ballet, "Reflections" is neither artsy nor precious; nor is it bawdy, nor is it gutteral. Nor is it filled with the dreary, unending nonsense created by non-direction free-form music.

It is, on the other hand, bright, thoughtful, tender and at times dramatic series of vignettes lightly but firmly tied together by the title theme.

Simplicity Plus Talent

The story line for the vignettes is so simple that it might have become trite in less talented hands. It concerns a boy and girl who meet, are torn apart forcibly and are reunited—all the action taking place in the park. But the story line is really only incidental to the portrayals of sights and sounds in the park.

Besides the girl and boy, who are danced superbly by Gus Solomon Jr. and Carmen de Lavallade, there are striking performances by Pearl Reynolds, Raymond Sawyer, Jamie Rogers, Sylvia Waters, Robert Powell, Takako Asakawa and Mabel Robinson. Miss Reynolds really brought down the house, dancing the part of a matronly, but non-the-less swinging grandmother type. In a vignette titled "Jesus Sways" she portrays a groovy, but single-minded Evangelist. Sawyer and Rogers dazzled the crowd with darting, furtive footwork and a grand feel for comedy.

The execution by the entire



GETZ AROUND: Stan Getz is currently playing in London. The star tenor saxist is appearing at Ronnie Schott's club in the English capital and will be there through April 3. He then returns to the U. S. and plays the University of Colorado April 24. His current album is "Reflections" on Verve.

LITTLE RICHARD IN TV BATTLE WITH BEATLES

LONDON—The Beatles and Little Richard will be rivals in an international TV competition next month. Britain's commercial network, ITV, has entered an ABC-TV program "Thank Your Lucky Stars" which stars the Beatles and the pick of Liverpool's hottest disk groups in the Montreux Festival which takes place on April 17. But another commercial company, Granada (often regarded as the rebel by its rivals) submitted its own entry to the organizers—the highly acclaimed spectacular starring Little Richard and the Shirelles, which was filmed here last November and shown in January.

The BBC has entered an edition of "The Good Old Days" featuring comedian Jimmy Edwards in a music hall setting.

cast was excellent. And McKayle's ideas for portraying such common events as the feeding pigeons, a mugging, an unruly and enchanted carousel, and feeding time at the zoo, were handled with such uniqueness, warmth and humor that he undoubtedly is ready for his first Broadway offers.

McFarland, too, displayed a talent for Broadway writing. He has a feel for the characterization of personalities that gloved with those delineated by McKayle's choreography. A number of tunes had the feel for Broadway music field. "Something Awakening," "Does the Sun Really Shine on the Moon?" and one or two other melodies have real pop potential.

In addition, McFarland's use of three of the musicians as a trombone, tuba and trumpet Salvation Army band playing street-side in the "Jesus Sways" vignettes, did much to heighten the hilarity of the scene.

The 11 musicians in the group are all top-flight jazz-studio men in the city. Among the soloists who contributed first-class playing time and time again were Willie Dennis, trombone; Phil Woods, clarinet and alto; Jerome Richardson, tenor sax and

'My Fair Lady' Speaks Italiano

ROME—A complete original-cast recording of "My Fair Lady" in Italian has been issued by CBS on the eve of the company's debut at the Sistine Theater here under auspices of Lars Schmidt and Remigio Paone. It is the first translated disk of an American stage success ever made available, the only similar approach having been a translation of the Lerner-Loewe score for the film "Gigi."

Dusty Hits Road

LONDON—Dusty Springfield—currently showing the way for other British larks in the U. S. chart with "I Only Want to Be With You"—is now set to arrive in New York on April 20 for a series of TV and concert dates lasting three weeks which will almost certainly include an Ed Sullivan spot.

The 23-year-old lark's debut solo disk (she was a member of Philips' hit-scoring trio, the Springfields) has won her a gold disk award for sales which are now well in excess of a million. The Springfields disbanded last September at the peak of their career and to date Dusty is the only one to regain fame in her own right.

J.F.K. LP in Texas

AUSTIN, Tex.—The distribution of more than 3,000 recordings of President Kennedy's Texas speeches, delivered in San Antonio, Houston and Fort Worth during the 24 hours before he was assassinated, has been started. The special memorial album, produced by the State Democratic Executive Committee, will be sent to every person who purchased one of the \$100-a-plate tickets to the "Texas Welcome" dinner that was never held. The memorial record album is entitled "His Last 24 Hours."

flute; Jim Rainey, guitar; Richard David, bass; Mel Lewis, drums, and, of course, composer McFarland playing vibes.

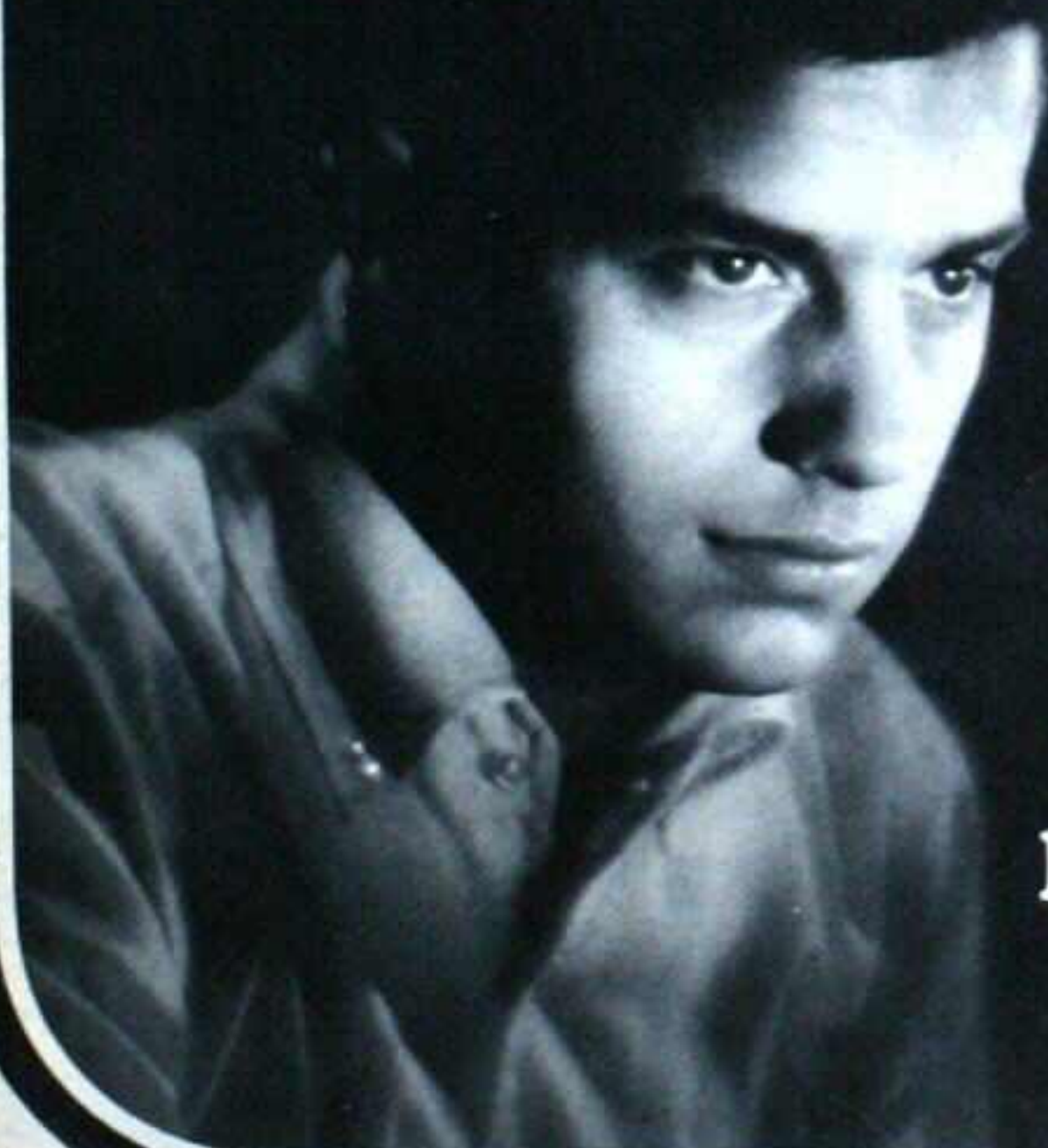
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TAPE RECORDER SURVEY: I

Wollensak, VM, Ampex, Sony
Named as Dealer's Hottest Brands

(This is the first in a series of four reports on merchandising of tape and tape recorders, based on a nationwide retailer survey by Gordon Jones, of the Wharton School of Business, University of Pennsylvania, in co-operation with the Record Market Research division of Billboard.)

NEW YORK—What do dealers consider their best selling tape recorder lines? What is the relationship between local advertising and tape recorder sales? Is there a strong correlation between recorder display and sales? How prevalent are discounting practices? What are the dealers' principal complaints about recorder manufacturers' products and policies? What do dealers think is wrong with the pre-recorded tape market?

Some significant answers to these questions are presented in a unique study of tape recorder retailing compiled early this year by Gordon Jones, of University of Pennsylvania's Wharton School of Business and the Record Market Research division of Billboard. The results were tallied by computer at the University of Pennsylvania.

A detailed questionnaire was mailed to a selected list of more than 600 tape recorder retailers. Some 17 per cent of these returned "usable replies—that is, they were completely filled out

and the respondents met the criterion of the survey; i.e., they handled recorders selling for \$100 and more. Thus, the survey did not cover a "representative sample," but is believed to be weighted on the side of the more aggressive tape recorder specialist. The replies provide an interesting insight into what is right and what is wrong with the tape recorder and tape market—from the dealer's standpoint.

Type of Store

Asked to classify their type of store, 25 per cent of those responding said they were music-record-phonograph stores, and an additional 6 per cent specified "record store." Another 25 per cent were hi-fi component stores, 11 per cent photographic dealers, 5 per cent department stores, 4 per cent instrument stores, 4 per cent appliance stores, 18 per cent a combination of several categories on the list, 2 per cent "other." The responding retailers were from 20 States and the District of Columbia.

Most Represented Brands

No direct conclusions about over-all brand popularity can be drawn from the survey, but the brands carried by surveyed retailers stacked up this way:

Wollensak was the most widely carried recorder brand by a considerable margin, being handled by 46 per cent of the retailers responding. Sony was second, represented in 27 per cent

of stores, followed by Ampex with 32 per cent representation, Webcor and VM with 31 per cent each; Norelco, 23 per cent; Roberts, 20 per cent; Tandberg, 18 per cent; Revere, 14 per cent; Telectro and Bell, 13 per cent each, and Concord, 10 per cent. Brands represented in fewer than 10 per cent of stores: RCA and Concertone, 8 per cent each; Columbia and Magnecord, 7 per cent each; Viking and Panasonic, 5 per cent each.

Best Selling Brands

Dealers were asked to name their best selling brands in terms of unit sales, and their best selling big-ticket line. In unit sales, there was virtually a three-way tie among Wollensak, VM and Sony—the first two named by 17 per cent of dealers each, and the third picked by 16 per cent. Webcor, selected by 7 per cent was fourth, and five brands were named by 4 per cent each — Norelco, Telectro, Columbia, Concord and Roberts.

The picture on the "best selling big-ticket line" was quite different. Ampex was the hands-down choice, picked by fully 25 per cent of the respondents. Roberts was second, with 19 per cent of dealers, followed by Sony and VM, tied at 16 per cent each. Wollensak, the No. 1 choice in unit volume sales, was checked by 8 per cent in the "big ticket" category, and Norelco, Revere and Tandberg were listed in the big ticket category by 4 per cent each.

Fully two-thirds of the retailers said they maintained their own tape recorder repair departments. Nevertheless, even in the relatively elite group covered by the survey, many dealers apparently find recorder sales little more than a small sideline. Asked to check how many clerk-hours per week were actually spent selling tape recorders, 74 per cent said 20 hours or less. In a further breakdown, 38 per cent devoted five or fewer man-hours per week to selling recorders. At the other end of the scale, 11 per cent devoted more than 55 man-hours to recorder sales.

Number of Units Sold

There were similarly wide variations in the number of recorders sold per year in the various price categories by these dealers. In the low-price class (\$100-\$200), 60 per cent of dealers had sold 30 or fewer recorders in the preceding 12 months, 17 per cent had sold 31 to 70, and 13 per cent had sold more than 70. At opposite ends of the scale, a more detailed breakdown shows that 30 per cent of the dealers sold 10 or fewer low-priced recorders in the preceding 12-month period, while 13 per cent sold more than 100 of them during the same period.

In the higher priced units, the results are somewhat surprising. In the \$200-\$300 category, 63 per cent of dealers sold 15 or fewer, 17 per cent sold 16-30, and 22 per cent sold more than 30. In \$300-\$400 merchandise, 52 per cent sold 15 or fewer, 27 per cent sold 16-30, and 20 per cent sold more than 30. Of recorders selling for more than \$400, some 60 per cent sold 15 or fewer, 27 per cent sold 16-30, and 23 per cent sold more than 30. Thus, among the surveyed dealers at least, it would appear that those who handle higher priced machines at all generally

(Continued on page 43)

Phono-Tape
MERCHANDISING

BEST SELLING PHONOS • DISK DEALS
EQUIPMENT NEWSLETTER

RECORD NUMBER

Of Hi-Fi Exhibitors

LOS ANGELES—A record 60 exhibitors displayed their wares at the 14th annual Los Angeles High Fidelity Music Show at the Ambassador Hotel (10-15), but the lack of a major technical breakthrough this year was noticeably felt. In previous years, the introduction of stereo and FM multiplexing generated an excitement which was infectious among trade and consumer audiophiles.

The major selling point for the amplifier and tuner manufacturers was solid state construction, which has been available for some time now. Significant among the new products were the following:

Marantz introduced its first FM tuner, which owner Saul Marantz said was the first commercial application of the "Butterworth filter" to eliminate separation distortion. Called the Model 10, tuner will retail for \$650 and was three years in preparation.

McIntosh introduced its first amplifier-pre-amplifier combination the MA 230, retailing at \$349. McIntosh's Dave O'Brien stated the pre-amp had 12 transistors with six tubes in the power amplifier. He emphasized that McIntosh "was still not satisfied with transistors in power amplifiers" and would not use them until they exceeded the ability of tubes. Firm also showed two FM tuners, the MR67 (\$299) with "multipath indicator," which determines whether ghost signals are impairing reception, and the MR 71 (\$399), which has an automatic electronic mono-stereo switching device.

Bogen introduced its first transistorized FM tuner, RT 1000 (\$550), while Scott offered three new FM tuners, the all transistor 312, with the price not yet finalized but from \$240-260; the stereo 345 tagged under \$355, which is a price breakthrough for Scott, and the 380, an AM-FM tuner (\$465) in one chassis for the first time.

An interesting program from Revere 3M offers dealers 26 stereo tape cartridges for \$98.80, thus gaining six free. Company claims over 100 tapes in its expanding library and is currently distributing the ABC-Paramount, Command and Westminster lines. For the consumer, company is offering seven free tapes when he buys the Revere tape cartridge system.

In the loudspeaker field, Fisher has expanded its line with the XP5 bookshelf model and the XP10 (\$259.50), which has a 15-inch woofer for the first time. New transistorized equipment includes the TX300 90-watt amplifier (\$329.50) and the TR300 tuner (\$329.50), which has one tube.

Pilot Speakers

Roberts debuted its 770 three-speed tape recorder (\$499.95) with the "crossfield head," which allows clear fidelity at low speeds; 1600 light-weight three-speed mono machine (\$169.95), 720 three-speeder (\$399.95), 455 professional model (\$599.95), with echo chamber and playback monitoring dials.

Pilot's new models include the R1000 (\$449.50) solid state amp-pre-amp tuner, pushing 55 watts. Firm is also reintroducing its speaker line with three models: SA1, \$69.50; SA2, \$99.50, and SA3, \$129.50.

The most expensive piece of merchandise displayed was the Ampex Signature 5 radio-phonograph-color TV home audio playback system, selling for \$30,000. Ampex is studying methods to sell the package to consumers, after having offered it exclusively to Neiman Marcus in Dallas late last year without any success.

The only manufacturer tying in with a record company was University Loudspeakers which worked with Capitol and offered visitors a free 45 by going to a University dealer and presenting him with a card obtained at the show.

Performance
and Profits

... in background music are yours with reliable VIKING tape cartridges.



Lightweight, drawn aluminum cases give VIKING tape cartridges exceptional rigidity that lasts. Designed to perform with minimum tape friction when loaded with shortest tape length or when loaded to capacity. VIKING tape cartridges have stood the test of countless hours in broadcasting and background music applications, year after year.

Cartridges With Clear Plastic Cover			
Single coated tape standard loop	M4 to 375'	M6 to 850'	M8A to 1700'
Double coated tape moebius loop	to 275'	to 600'	to 1200'

Write Sales Manager For Information

IF IT'S USED WITH TAPE IT'S MADE BY VIKING



OF MINNEAPOLIS, INC.
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Your assurance
of Quality in
Tape Components

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.

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

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

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

A 12½ per cent discount on all new and catalog ABC-Paramount and Impulse albums.

20th CENTURY-FOX—Expires March 31, 1964. Started February 1, 1964.

A 10 per cent discount on all albums during the "Leap Into Spring" sales program.

SIMS—Expires April 31, 1964. Started January 1, 1964.

On 15 country and gospel album releases, three free albums for each 10 purchased. A 100 per cent exchange privilege on all product.

STARDAY—Expiration indefinite. Started January 1, 1964.

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

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.

Spring Promotions Can Really Ring Cash Registers the Most



AUDIO CENTER: This new display fixture for radios and portable phonos is being offered by Philco as part of a merchandising program that also includes a long-term inventory finance plan and a separate advertising fund for use in local media. The audio centers are available in eight and 16-foot lengths, and may be financed along with the basic inventory.

A sure sign of spring is the blossoming of new promotions by home music equipment manufacturers. Here are some of the newly announced ones:

Philco is combining portable phonos and radios in a new program called "Operation Exposure," which includes an inventory financing plan permitting dealers to "maintain a full-line inventory with practically a zero

dollar investment," according to radio sales planning manager Harold B. Avery. The program includes a low-cost "audio center" store display fixture offer (see photo).

In a separate "Philco Week" promotion, the company will offer, through its dealers, a special D-Day commemorative record album and 36-page photographic *(Continued on page 43)*

German Store Performs and Sells Music

By OMER ANDERSON

HANOVER, Germany—The way to sell music is to let people listen—the longer the better, according to the proprietor of a unique combination record store and concert hall here.

Berthold Liebernickel, proprietor of the Hanover record shop "Die Schallplatten," specializes in classical pressings. A year ago he found himself with more business space than business.

Liebernickel not only sells classical music, but he believes in it as a way of life. Specifically, he believes that anybody who listens to classical music for any length of time will become addicted.

To test this theory and stimulate his business, Liebernickel remodeled part of his premises as a "concert studio," where anybody could listen without charge to classical disk concerts daily.

Liebernickel's studio at 5 Wespyhof, Hanover, is open from 10 to 5 Monday through Friday and from 10 to 1 Saturdays. His program format is to pick a single composer for each week's program and then present the full range of records dealing with the specific composer's works. This permits listeners to compare the various titles of different firms and the various interpretations.

Liebernickel's concert studio *(Continued on page 43)*

Fisher Radio Initiates New Dealer Franchise

NEW YORK—In an attack on the problem of component high-fidelity price-cutting, the Fisher Radio Corporation has initiated a new dealer franchising program.

Fisher vice-president-general sales manager Leon J. Knize said last week that the company had canceled all component dealerships, and currently is calling on stores that are qualified for the new franchise program. "This will involve a limited fair-trade franchise," he told Billboard. "We want to be in a position to exercise some indirect control over the discounts the dealers offer their customers on our equipment."

Knize characterized the new Fisher franchise program as "selective, rather than highly selective," and indicated that the company probably would end up with fewer dealers than it had before the franchising program. The program applies to Fisher component dealers only, and not to dealers in Fisher console merchandise, which is already price-maintained—as are the consoles of Fisher's major competitors, Scott and Pilot.

Say You Saw It in Billboard



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THE WORLD'S TOP ARTISTS record for

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THE BEATLES



MR ACKER BILK



The Dave Clark Five



Rolf Harris



FRANK IFIELD



Cliff Richard



THE SWINGING BLUE JEANS



DANNY WILLIAMS

Look out for still more British star artists from EMI RECORDS LTD LONDON ENGLAND

EMI

THE GREATEST RECORDING ORGANISATION IN THE WORLD

Tape Recorders Pose Some Dealer Problems

CHICAGO — Tape recorders can offer an excellent opportunity for diversification, but there can be problems. Not the least of these are discounting, service and the plain old-fashioned know-how of selling a new product.

That's the consensus of a panel discussion on tape machines held during the Master Photo Dealers & Finishers' Association convention at the Conrad Hilton Hotel here last week.

Many of the camera dealers

are also involved in the record business.

Of the four dealers on the panel, all had diversified departments. Besides cameras and tape machines, they carried greeting cards, records, radios and a limited amount of component parts.

To underscore their confidence in tape, two of the panelists presented their views via tape recorders, one even using a synchronized tape-slide machine.

Leo H. Profitt, Dayton, Ohio, noted there is a "natural relationship between good pictures and

good music. A customer interested in one can usually become interested in the other."

He also noted there is a "growing market for sound with slides and movies."

Robert G. Lawrence, with stores in Jackson, Wyo., and Seattle, Wash. (he commutes by flying his private plane), said that tape recorders replaced an unprofitable greeting card sideline carried by his stores up to two years ago.

Recorders now comprise some 25 per cent of his volume, Lawrence said. He pointed out that they are also an excellent compliment to his camera business.

"My big camera volume is in the summer, while my big tape recorder business is in the winter," said Lawrence.

On the negative side, however, Lawrence pointed out that his gross profit on recorders has dropped from 37 per cent to 30 per cent in the last two years.

He blamed discounting, with the encouraging of a fictitious list price by manufacturers. In answer to a question, Lawrence said his margin of gross profit wouldn't have to drop "too much farther" before he got out of the business altogether.

Among problems, Lawrence listed defective merchandise. He cautioned dealers entering the business to have a good understanding with manufacturers on how this would be handled.

Another bit of advice from Lawrence: "Examine your local market carefully. See who is selling what and at what profit."

Lawrence emphasized that tape recorders helped his volume grow and they correlated closely with cameras. "However, while successful, it hasn't been quite as profitable as we would have liked," he said.

Franklin Dunn, with three stores in Detroit (one handling records), pointed out that "you can't do a good job with a new line of merchandise without a complete stock."

He said he had the best experience with recorders in the low and medium-price categories. The high-priced recorder buyer is too much of a specialist, he said.

Dunn said he also did an excellent job with tape recorder accessories. Tape, he said, sold very well, and like records, "there were deals to be had."

Promotion was by newspaper ads, word-of-mouth and references from local tradespeople, said Dunn.

"We're not getting rich from recorders and the sales wouldn't support a separate business, but it is an excellent means of diversification," said Dunn.

All four speakers (the afore three and moderator Frank J. Snyder, Oxford, Ohio) emphasized the importance of either having access to a first-rate service facility or having a good service department of your own.

All four speakers said they rented recorders, at from \$4-\$6 for a machine daily, with credit against purchase.

The speaker said they carried from 15 to 25 machines in their stock at an investment of from \$3,000 to \$9,000.

All said they traded, one dealer noting he auctioned off his trade-ins at the end of the year and managed to get his money back.

The panelists agreed that only a good trade-in machine should be rented, as a machine that is too old could discourage a prospective tape recorder buyer.

Profitt said that the Minnesota Mining people had a series

of pamphlets that would help people getting into the tape business. Other panelists mentioned help from manufacturer reps in this context.

Cartridge tape units were given a general vote of approval, but panelists pointed out that they weren't for someone "just starting out in the tape business."

Asked about cabinets, one panelist said he has had good experience with everything except plastic, which he said tended to melt or sag from too much heat.

Among tips that Profitt offered dealers interested in selling tape recorders:

(1) Don't ask a customer, "May I help you?" Instead, engage him in a conversation, point out the features of a machine. In that way, he'll have had a sales pitch before he's aware of it.

(2) Get a mike into a customer's hand. Let him hear himself on the machine. But be sure to explain that his voice will sound differently on tape than he is used to hearing it himself.

(3) Don't be afraid to "ham it up." If a customer has a talent for poetry or hog-calling, let him try it. Be sure and illustrate to the customer how he can adapt a tape recorder for his own use.

(4) Know your product. Talk simply. Make the function of the recorder look simple. Profitt said too many recorders today looked like "computers," and tended to "scare customers." The salesman should be able to operate and thread a recorder with a minimum of effort, Profitt said.

(5) Have good service facilities. Use good machines as "loaners," since they tend to encourage sales.

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It's a gas!

Have you seen RCA Custom's new Hollywood Studios?

EQUIPMENT NEWSLETTER

Stereo: No Built-In Obsolescence

By DAVID LACHENBRUCH
Equipment Editor

NEEDED: NEW PRODUCTS. The market for phonographs and other playback equipment may well be stagnating, as some have charged.

The principal effort by phono manufacturers and dealers seems to be to sell stereo to people who don't have it. This is fine missionary work — but now something like 17 to 20 million families own stereo. What do you do for an encore?

The fact remains that there apparently has been very little replacement business in stereo. With proper care, a good packaged stereo phono will easily last 10 years. So what does the industry do now? Wait for new families to form, or try to educate the have-nots to the delights of recorded music? These are laudable objectives, but they don't help an industry move forward.

The fact is, there is no compelling reason today to trade in a four- or five-year-old operating stereo phonograph. Too many other intriguing products are competing for the consumer's money. So-called "innovations" in disk reproduction since the stereo age have really been just improvements in existing systems (and some of them haven't even been that). They may have convinced some non-owners to buy, but they haven't built up any overwhelming desire for consumers to junk their existing sets.

This is as it should be. The consumer isn't falling for forced obsolescence. If he has a good stereo phono, he's going to keep it until he collapses from sheer exhaustion—unless something really superior comes along.

Since the introduction of stereo, there just hasn't been anything really new, compelling enough—sufficiently better—to cause people to think about trade-ins.

Let's look at what happened in a related industry which was suffering from a similar stagnation. We're talking about television. TV is different from the phono in the it **does** have a replacement business. TV sets **do** wear out, probably faster than phonos. But the average life of

a television set has been estimated at 10 to 11 years.

After several flush unsaturated years when TV sales exceeded 7,000,000 a year, the industry settled into a five-year rut, during which sales settled down to as low as 5,000,000, but never higher than 6,300,000. During this time, there were no innovations more exciting than a new-shape picture tube — which, like many audio innovations, was played up by the industry but virtually undetectable to the consumer.

In 1962 and 1963, a couple of sizable TV innovations came along—although most of the industry resisted them at first. One was that old chestnut, color. We call it an innovation because, until 1962, practical color sets had not been pushed by any sizable segment of the industry.

The innovation of 1963 was opposed by most of the industry. It was the concept of the lightweight personal portable — starting with the 16-inch set and down to tinyvision. It succeeded because it met a need—the need for sets designed for individual viewing. Nothing could have held it back. In 1963, thanks to the color set for the living room and the personal portable for other rooms, TV sales hit the 8,000,000-mark for the first time. They also set a record in dollar sales.

Where is the breakthrough in the phonograph? Is it the coffee table? Is it the solid-state circuit? We doubt it. It doesn't appear to have come yet. It's hard to believe that it's not coming, unless the electronics industry has written off recorded sound reproduction as no longer worthy of intensive research.

We can't quite believe that the ultimate is now in existence. We can't believe that major scientific labs aren't exploring new and far superior methods of sound reproduction. It may provide, for example, tape cartridge recording—or it may not. It could involve an entirely new type of speaker which provides perfect stereo no matter where you sit or walk. It could involve a through-the-house sound system using neither wires nor speakers in the conventional sense.

We don't pretend to have any fixed ideas about what's needed. But certainly something materially better should be in the works right now. No industry or product ever moved forward by staying in the same place.

BEST SELLING PRE-RECORDED TAPE

Below is a list of the best selling pre-recorded tapes. This chart is compiled from pre-recorded tape dealer replies. Mail questionnaires are used to contact top dealers throughout the country on a weekly basis. Popular reels as well as classical reels and other types of pre-recorded tape will be reported on these pages with emphasis on popular reels.

CLASSICAL REELS

Pos. TITLE, Artist, Label & No.

- 1 **PUCCINI: MADAME BUTTERFLY**
Various Artists, London LO 90010
- 2 **THE LORD'S PRAYER**
Mormon Tabernacle Choir; Philadelphia Orchestra (Ormandy), Columbia MQ 324
- 3 **BRITTEN: WAR REQUIEM**
Various Artists, London LO 90067
- 4 **TCHAIKOVSKY: 1812 OVERTURE**
Minneapolis Symphony Orchestra (Dorati), Mercury ST 90054
- 5 **TCHAIKOVSKY: CONCERTO NO. 1**
Van Cliburn, RCA Victor FTC 2043
- 6 **STRAUSS WALTZES**
Mantovani, London LP 70002
- 7 **TCHAIKOVSKY: SWAN LAKE**
Philadelphia Orchestra (Ormandy), Columbia MQ 449
- 8 **BEETHOVEN: SYMPHONY NO. 5**
Chicago Symphony Orchestra (Reiner), RCA Victor FTC 3032
- 9 **RODGERS: VICTORY AT SEA, VOL. 1**
RCA Victor Symphony Orchestra (Bennett), RCA Victor FTC 2000
- 10 **SIBELIUS: FINLANDIA**
Philadelphia Orchestra (Ormandy), Columbia MQ 380

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 \$301 and \$400

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	12/7/63 Issue	9/7/63 Issue		
1	1	1	Magnavox	40.2
2	2	2	Zenith	8.4
3	5	4	Fisher	8.0
4	9	3	Curtis-Mathes	6.2
5	—	—	General Electric	5.0
6	6	5	Pilot	4.6
7	2	7	RCA Victor	4.0
			Others	23.6

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.

12/7/63 Issue: Packard-Bell (4); Voice of Music (V-M) (6); Motorola (8); Electrohome (10).
9/7/63 Issue: Packard-Bell (6).

Olympic-Bogen Console Stereo

NEW YORK—Entering the so-called "packaged component" field, two divisions of Lear Siegler, Inc., are pooling their efforts to produce a new line of de luxe stereo consoles. Olympic Radio & Television, producer of packaged consumer electronic equipment, and Bogen Communications, hi-fi component manufacturer, have just unveiled the Olympic-Bogen console series.

The line now consists of three consoles, in Early American, Danish and French Provincial, each priced at \$395. They feature Bogen components, Garrard turntables and jointly designed Olympic-Bogen cabinets and speaker systems. The sound system has two exponential horns, two six-inch midrange speakers and two 15-inch woofers.



NEW FROM MERCURY: One of two new battery-operated portable phonographs, made in Holland by Philips, which have been added to the Mercury Phonograph line. Operating on six flashlight batteries, the unit weighs eight pounds, has a diamond stereo stylus and retails for \$59.95. A smaller unit, weighing 4 3/4 pounds, i. priced at \$39.95.

Zenith Stresses De Luxe Features

CHICAGO — As part of its \$1.6 million-plus spring advertising campaign, Zenith will stress de luxe features of its stereo consoles. Zenith Sales Corporation President Leonard C. Truesdell announced last week. Major emphasis will be placed on furniture styling, the Micro-Touch tone arm and free-floating cartridge. The stereo drive, along with a TV-radio campaign, will use color and black-and-white insertions in "selective high-income audience publications with a combined circulation of well over 23 million and a total of over 119 million reader impressions," Truesdell said.

Spring Promotions

Continued from page 41

history of the World War II invasion of Europe. Philco dealers can offer the package for as little as \$2. The offer ties in with the international celebration of the 20th anniversary of the June 6, 1944, Normandy landings.

"Selling Knows No Season" is the theme of Minnesota Mining's spring promo for its reel-to-reel and tape cartridge recorders. It's highlighted by a 90-day offer, ending May 30, of seven pre-recorded cartridges (list price \$55.65) with every purchase of a Revere stereo tape cartridge system. Dealers receive one pre-recorded cartridge for each recorder sold during the period.

Three M's, with more than 100 titles available in its tape-cartridge library, has made available a list of 60 albums for the special offer. The campaign will be backed by ads in five major consumer magazines, three audio publications and The Wall Street Journal.

Electrohome of Canada and its U. S. subsidiary, International Electrohome, have announced a \$100,000 program for in-store decorator display of stereo and television consoles. As announced by International Electrohome President Howard Main: "The first phase is an interior decor plan that includes luxurious portable display backdrops, elegant three-dimensional wall decoration pieces, rug-covered product display platforms, richly appointed identification escutcheons, plus a comprehensive interior decorating brochure." Special "bonus promotions" will be announced later.

German Store

Continued from page 41

programs in the year have become a Hanover cultural institution. The daily program is published by local newspapers alongside theater and film announcements.

"The results have been astonishing," Liebernickel reports, "successful beyond my hopes. Our experience shows clearly that the main interest of the public is in listening to similar and contrasting versions of the same composer's works.

"We are able to achieve a flexibility of program format with recorded music which would be impossible with live performers. This is the point we drive home with our daily studio concerts."

Liebernickel argues that school children should be introduced to classical records at the earliest age. He is now arranging with Hanover schools for the use of his studio by school groups outside school hours.

Recorder Survey

Continued from page 40

make a specialty of them, selling in relatively large quantities.

Display of Recorders

Correlation between display and sales of recorders showed up strongly in the survey results. Some 56 per cent displayed an average of 10 or fewer recorders, 36 per cent displayed 10 to 18, and 11 per cent showed 19 or more.

The whiz-bang tape recorder merchandisers are the ones displaying plenty of machines. Taking the \$100-\$200 category, no retailer who displayed fewer than four machines sold more than 100 recorders in 12 months. Conversely, 66 per cent of those displaying under four machines sold fewer than 20 recorders. Of those displaying more than 35 recorders, half sold over 100 and the other half between 50 and 100.

Display appears to be even more important in higher priced goods. In \$200-\$300 merchandise, no dealer with fewer than 10 recorders on display was able to chalk up more than 80 sales in this category. Apparently over-displaying is a fault of some dealers, too, since the survey indicates that some sold fewer sets in a year than they displayed. But the study does make clear that you can't sell 'em if you don't show 'em.

(NEXT WEEK: Dealers' discounting and advertising practices.)

Ponder & Best Now Go National

LOS ANGELES—Ponder & Best, heretofore a distributor of tape recorders in the 13 Western States, plans becoming a national distrib.

The 26-year-old firm will first move into the New York and Northern New Jersey markets within two months, when it replaces Cardinal Electronics as the distrib for the Concord tape line. P.&B. imports the Japanese Olympus tape line which will also be offered. After New York, P.&B. hopes to open a Chicago office within four months.

Jay Katz, general manager, reports the firm anticipates locating its warehouse and regional sales office on Long Island and is presently negotiating for a site.

Overnight Smash!
"I WANT YOU TO BE MY BOYFRIEND"
THE CHIC-LETS
Josie 919
Nationally distributed thru
JAY-GEE RECORD CO., INC.
318 W. 48 St., N.Y. 36, N.Y.

SEND US YOUR TAPE...
We do the rest!
COMPLETE SERVICE — ALL SPEEDS,
PROCESSING, PRESSINGS, LABELS,
MASTERS.
SONG CRAFT
1650 B'way, N.Y.C. 19 (212) CI 7-8177

THANK YOU

for the warmth of the reception we have received and the generous hospitality and help accorded us on our first RUSH visit . . .

ED SULLIVAN SHOW . . . to Ed Sullivan, Bob Precht, Jack Babbs, Ken Campbell, Ed Brinkman and all the boys and girls on the crew.

DISC JOCKEYS . . . all over America and Canada and especially Jack Lacy, Scott Muni, Murray the K, Bob Murrow and B. Mitchell Reid.

EPIC RECORDS . . . Len Levy, Sol Rabinowitz, Judy Levinsky, Bob Morgan and to Roland Rennie of EMI Records.

and very specially to our representatives, Joe Glaser and Jack Green, of Associated Booking Corporation, 50 West 57th St., New York City.

DAVE CLARK FIVE



WOW!

Have you seen RCA Custom's new Hollywood Studios?

Billboard Buyers & Sellers CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personnel . . . serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

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SITUATIONS WANTED

COIN MACHINE MAN: YEARS' EXPERIENCE. Honest, reliable, non-drinker. Sales routeman, good operator, mechanic. Music, bingos. Arkansas resident. Will relocate. Distributors, have you route? Replies confidential. Box 547, Billboard, 165 W. 46th St., New York, N. Y., 10036.

NEEDS DISTRIBUTION—"IT'S BEST TO PLAY IT COOL," by Chick Finney group. Sensational 45 single. Contact: Chick Finney, 4013 Aldine, St. Louis, Mo. mh21

ANNOUNCING a new low rate for SITUATIONS WANTED ADS

to help people in the allied fields of
**MUSIC, RECORD, COIN, PROMOTION,
ENTERTAINMENT**

to make the right, best paying connections. **THIS IS THE PERFECT MEDIA FOR SELLING YOURSELF TO PROSPECTIVE EMPLOYERS.**

\$2.00 will do the trick for a 1/2" ad in one issue . . . maximum 15 words, plus name and address.

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Billboard Classified Mart
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New York, N. Y., 10036

HELP WANTED

HELP WANTED—2 MECHANICS, experienced with Seeburg music & misc. games. Permanent & dependable. Contact: Pete Carrico, Southern Amusement Co., 2810 Tidewater Drive, Norfolk, Va. mh21

SALESMAN WANTED

Knowledge of classical music. To sell outlets in metropolitan New York area for outstanding classical record manufacturer.

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New York, N. Y.
Phone: TN 7-9360

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RAYMAR'S MEMORY LANE

We can supply you with 400 of the greatest oldies but goodies. List upon request! Wholesale only! "Largest selection of other hard-to-get records."

100 Assorted New 45 RPM's, \$9.00 per 100
\$80.00 per 1000 (1 to 2 yrs. old)

WE SPECIALIZE IN CURRENT "TOP 100" 45's AND LONG PLAY
WE ALSO BUY INVENTORIES OF THE ABOVE.

RAYMAR SALES CO.
170-21 Jamaica Avenue
Jamaica 32, New York
OLympia 8-4012

NEW 45'S, 88 HUNDRED, FEW DUPLICATIONS: Mono and Stereo major LP's. \$1.25 each; Country and Pop budget LP's, 20 asst., \$13.95 ppd. Free catalogs on request. Hal Faktor, 4143 W. Armitage, Chicago 39, Ill. CA 7-3722. mh21

JOHN WARREN'S STRICTEMPO ORCHESTRA of Glasgow, Scotland, playing international style tempos—fox trot, waltz, quickstep, cha cha, samba, twist, medson and paso doble—on 45 r.p.m. singles and LP's. Dance Records, 224 B Springvale Ave., McLean, Va. mh28

BRAND-NEW 45'S, ASSORTED OLDER POPS AND STANDARDS: 88 hundred; free catalogue on major brand LP's, \$1.25 each, plus Pop Country and Children's Budget LP's. Hal Faktor, 4143 W. Armitage, Chicago 39, Ill. CA 7-3722. ap11

RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

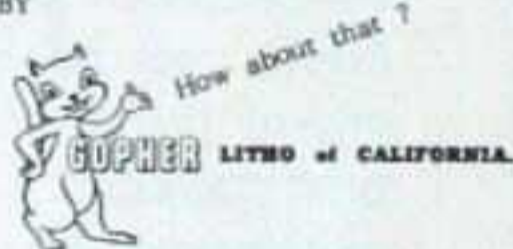
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DIVIDER CARDS !

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- All Artists, Composers & Categories Available
- Attractive - Increase Sales - Economical - None Better
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RECORD PROMOTION & PUBLICITY

NO JOB TOO SMALL—QUALITY pressing. Low cost. Special bonus with this ad only. No charge for shipping any where in the U. S. or Canada. The House of Wax, 1733 Broadway, N. Y. C. CI 7-2159. np-sp18

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RECORD PROMOTION
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New York 19, N. Y.
Phone: JU 6-6935

when answering ads . . .

**Say You Saw It
in Billboard**

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PROFESSIONAL DEMO RECORDS

Finest Quality—Low Prices—Top Notch Talent.
8 Singers (male-female),
10 Instruments—Vocal Groups.
Best, Modern Tape and Disc Equip.
(Ampex, Altec, RCA)
Large Sound Studios—Top Technicians. Piano or Organ & Vocal—1 Song, \$11.00; two songs, \$23.00 (45 or 78); add. Guitar, Bass, Drums, Sax, Clarinet, Steel Guitar, Violin for \$5.00 each per song.
WRITE FOR FREE BROCHURE.
DEMONSTRATION RECORD COMPANY
(Our 10th Year)
Box 3404, Sta. C Lincoln, Nebraska

BUSINESS OPPORTUNITIES

RECORD AND SHEET MUSIC STORE for sale. Well established clientele. Business established since 1943. Want \$3,000 plus inventory. Must have cash for inventory. Lease expires June, 1965, on monthly rental basis. Illness requires sale of business. Contact Mrs. Arbuckle at Arbuckle Music Mart, 123 East Garvey, Monterey Park, Calif. Phone: (213) 280-7181. mh28

SOUND RECORDING STUDIO—OPERATING business for sale in New York City, Broadway and 55th St. Steinway Concert Grand, 2-Keyboard Organ, Honky Tonk Piano, Ampex Stereo, ten Microphones. Fairchild Disc Mastering. Phone: LT 1-0960. ch

MISCELLANEOUS

FILM PRODUCTION UNIT REQUIRED to dispose of their 254% equity in pending TV series. Property has high six-figure potential (immediate sale) for \$10,000 plus \$30,000 reserve. Principals only! John W. Cleaton, Attorney/Trustee, P. O. Box 2801, Washington, D. C., 20013. ch

"JOCKEY JOKER"—FOUR FUNNY DJ folios of one-line gags, bits and fillers, \$2.50 per copy. All four, \$8.50. Show-Biz Comedy Service, Dept. B, 65 Parkway Court, Brooklyn, N. Y., 11235. mh21

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. mh28-64

ATTENTION ALL HITMAKERS and RECORD PRODUCERS

MR. MAESTRO, INC.
7 Central Park West
New York City

Now accepting single masters with hit potential.

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

- Partial list of contents:
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 - Top Talent for 1963
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 - Top LP Artists
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 - 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
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Include your name and address and "1963-64 Who's Who."

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

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Per Insertion

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

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- All rates are for EACH insertion. PAYMENT MUST BE IN ADVANCE!
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Copy: _____

Company Name _____ Authorized by _____

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City _____ State & Zip Code _____

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INTERNATIONAL EXCHANGE

BELGIUM

BELGIAN MANUFACTURER OF amusement games, football and billiards, offers distribution rights in following territories: England, Scandinavia and Austria. Contact: L. van Emden, Sodali s.p.a., 18-28, Rue Thomas Van cote, Brussels, 3, Belgium.

The "Union Belge de L'Automatique"

the only representative Belgian Coin Machines Trade Association, presents to all their Belgian and foreign friends best wishes for a prosperous new year.

Importers and operators, visit our "Bourse de L'Automatique" (Automatic Exchange) on last Friday of every month.
For further information: UNION BELGE DE L'AUTOMATIQUE Union Professionnelle Reconnue 228, Rue Theodore Verhaegen, Bruxelles 6. Phone: 02/38.43.14. Take a subscription to our magazine, "U.S.A. Revue," 300 F for 1 year (12 numbers), \$6.00. Advertisement rates upon request.

ENGLAND

IN ENGLAND
Advertise in the
NEW MUSICAL
EXPRESS

to reach your best
record buyers

For information write

NEW MUSICAL EXPRESS
23 Denmark Street
London, W.C. 2, England

FRANCE

RECORDING ARTISTS, FILM STARS and leading personalities always visit Harry's New York Bar in Paris. Become a member of International Bar Files. Trap No. 1 is at Harry's, 5 Rue Daunou, just off the Rue de la Paix. Tell the cab driver Sank Roo Doe Noo.

GERMANY

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

GREECE

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 Plomaritis, President
4 Sparti, Athens, Greece

UNITED STATES

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

RECORDS FOR EXPORT

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

DYNAGROOVE BUILDS

• *Continued from page 3*

RCA Victor marketing vice-president Harry Jenkins told Billboard that almost all of his label's U. S. -produced LP product was made utilizing the Dynagroove since the process was unveiled in March 1963. During the past 12 months, RCA Victor Dynagrooved 97 pop albums and 39 classical packages. RCA Victor, he said, does not apply the Dynagroove trade-mark on a disk unless the complete process has been followed in the production of an album.

This process consists of three separate phases, employing equipment designed to deliver what RCA Victor feels is the ultimate in sound recording. The three-stage process em-

braces tape equipment running at 30 i.p.s. (as compared to the conventional 15 i.p.s. speed), amplified cutting heads, and the use of a dynamic equalizer using an automatic correlator intended to aid in the proper tracking of a disk's grooves.

Careful Repertoire

Marek told Billboard he does not intend to re-record classical repertoire in the new process merely to make it available in Dynagroove. However, such repertoire will be recorded in the new process at a time when additional factors will prompt the need for new recordings, such as the performance by a different artist; or general market demands.

Congrats on Station 'Breaks'

• *Continued from page 12*

ticchia, general manager, WJET Erie.

"...using them as our main identity," Jim Workman, KOMY, Watsonville, Calif.

"They are beautifully produced and will aid us greatly," Marty Ishkikawa, WZIP, Cincinnati.

"It is an excellent idea and I hope you carry it forward with other similar efforts," Harry Lockhart, production manager, WAVE, Louisville.

"Aid record arrived just in time for use in one of our current station promotions, 'The Income Tax Contest'... the instrumental backgrounds just right for contest announcements," John T. Staub, general

manager, WMHI, Frederick, Md.

"Your idea for programming aids, based on 'That Haunting Theme,' is one of the best merchandising ideas record companies have come up with in a long time," Larry Monroe, program director, WACO, Baltimore.

"We were quite excited to learn about the new Decca production record. It sounds like a most unique venture," Orv Koch, administrative assistant, Stuart Broadcasting Company.

The production aids, recorded with a 14-piece orchestra and a six-voice chorus, feature six lush instrumental bridges and beds of varying lengths on one side of the record. The flip side has seven features: intros for the correct time, weather, traffic, news, community events, contests, and a five-second choral punctuation, all based on the current Jerome single release, "That Haunting Theme." The nature of the theme allows for use on virtually all stations regardless of format.

Kintner Preps

• *Continued from page 3*

an old story — the practices of a minority can bring an industry into disrepute... and if the minority succeeds, the majority succumbs... Then the public loses confidence. The whole thought (of establishing FTC guidelines) is to establish legality and morality in the record business and to force the minority to be decent."

Special Areas

Kintner stated that two aspects of the proposed rules were of special interest to distributors. One is the matter of functional discounts, which involves the future of the rack robber and one-stop. ARMADA's position validates these functions; that is, pay the distributor if he actually performs a function.

A second vital area of concern is transshipping. The distributor organization hopes a rule on transshipping is forthcoming. It takes the position that every element in the chain of distribution suffers as a result of this practice.

The board meeting was chaired by President Amos Heilicher, who expressed the view that the expected rules will be fully explained at the ARMADA convention, starting June 26 at the Eden Roc Hotel, Miami Beach. Heilicher also led a discussion on the association's forthcoming membership drive.

Columbia Execs

• *Continued from page 6*

to specialize in one-stop and rack jobber sales and promotion.

Leo Jaffe, executive vice-president of Columbia Pictures, was especially vehement in his denial of the story that Kirshner was leaving the Columbia Pictures fold. "We're very happy with what he's done," Jaffe stated.

Adler to Hawaii

Adler, it's been reported, will go into independent disk production after a short vacation in Hawaii. He headed the Coast operation for Columbia's music and recording activities for the past three and one half years. Chuck Kaye, who replaces him, was the Coast regional sales manager for Colpix-Dimension. He expects to go more heavily into "master buying" than his predecessor.

Lawrence, who replaces Walt Maguire, had at one time served as sales manager for Colpix and Dimension. Until this assignment Rosen had been director of special projects for Colpix and Dimension. Bagley was formerly general manager of Audio Fidelity and Eastern regional sales manager for Liberty Records.

Redcoats Widen

• *Continued from page 4*

exposure (March 8 and 15). Their next disk is already a top entry in their native land. It's No. 2 there and is called "Bits and Pieces." The Swinging Blue Jeans continue a solid climb with "Hippy Hippy Shake." Their next entry at home (and probably here) will be "Good Golly Miss Molly."

In the past few weeks other chart toppers from Britain have been released here to add to an already impressive list. Among them are the Bachelors, Rolling Stones, Manfred Mann, Gerry and the Pacemakers, and the Hollies. Although most of the big records and big acts in England have been released here, some were still waiting for the next Brian Epstein acquisition to be sprung on the American public. This is a young lady who had a No. 1 British disk with her first cutting, Cilla Black. Her current English hit probably will not be released here, however, for it is the British cover version of Dionne Warwick's "Anyone Who Had a Heart."

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Each Big, Fast-Reading Weekly issue brings you **National and International Country News** in a special country music section . . . 50 hot country singles chart . . . 20 top-selling country albums . . . special features, "With the Country Jockeys" and "Country Music Corner."

Subscribe Now!

Sessions Tackle Key Areas of Discounts And Transshipping

• *Continued from page 3*

ernment procedure can't be argued.

Freebies to One-Stops

James H. Martin, Chicago distributor and ARMADA member, rose to criticize free goods given to one-stops who use them (and sell them) to bring the price down below normal distributor's price, and undersell him from 10 to 12 cents.

Jerry Wexler, of Atlantic Records, endorsed the Martin stand, but pounced on distributors in general for passing on freebies to the one-stops, when manufacturers gave them out. NARRD spokesmen urged FTC to limit free goods to promotional use only, not for resale.

Discussion of proposed Rule 1, spelling out Commission prohibition of discriminatory prices, rebates, discounts, via special allowances, free records, et al., also fired the war between the rack jobbers and the retailers. Under this rule, permissible functional discounts for different segments in the sales and distribution chain are spelled out.

NARM's Carretta started the ball rolling by insisting that rackers furnish services for both manufacturers and distributors, as well as to the retail outlets, and so are as fully entitled to functional discounts as any other type of distributor. Some retailer spokesmen jumped up to argue that rackers are in effect retailers. They argued to retain proposed industry definition which would clearly show that dual distribution (where a firm operating as distributor, or rack jobber, or one-stop and also as a retailer, can obtain lowered prices and undercut competitive retailers who operate independently) a violation.

Carretta fought the idea of having rackers pulled in under another example given in the rules: That the business engaged in selling records to "ultimate consumers" by servicing locations' racks, selecting records, et al., be considered "a retailer within the meaning of this rule." Later he was to urge a second conference so that all material submitted in writing, such as RIAA comments on the rules, could be reshaped in the open. FTC attorney Benton said this is by no means habitual with the Commission but they would keep it in mind.

Sam Goody's spokesman,

Lowenthal, got up to blast the rack jobbers "alleged" services to retailers. He insisted rackers are the real owners and bosses of display, price, et al., on the merchandise, and are in a sense concessionaires of the huge retail chain operations they sell their records in. He said they are not "jobbers" in the true sense of the word, and urged the FTC to keep its definition of retailer as anyone who "ultimately" sells to the consumer.

At one point, Carretta, arguing with the Commission for better wording to protect rack jobbers' right to functional discounts, said, "I may be sticking my neck out to have it chopped off here." Said supervising Cmnr. John Reilly: "We'll give you all the room you need to stick it out." Carretta went ahead by denying categorically that rackers ever "fix" prices for their retailer locations, unless, he added, rackers are asked to do so—when they oblige.

What about those "secret" deals in the industry? FTC record industry guides expressly mention them in forbidding discriminatory practices under Rule 1. RIAA's attorney Meyers wanted to delete the phrase which forbids allowance "secretly or openly, directly or indirectly," any rebate, refund, discount, credit, etc., that effects price discrimination. He felt "directly or indirectly" was enough to cover everything.

ARMADA counsel Kintner endorsed leaving in the prohibition of "secret deals." They are plentiful in many industries, including the record industry—and it's best to spell out the big "no" on such deals.

A tiff developed when Hans Lengsfelder, Request Records, wanted easement of discrimination in credit for the smaller manufacturer who can't take chances on credit risks and must discriminate between the good risk buyer and the poor risk buyer. Retailer Nathan Fisher rose at once to say that these "small" manufacturers brought trouble on themselves by hanky panky with free records, suddenly going out of business, leaving identification off labels, etc. "They have created situations that reduce retailers' ability to pay," said Fisher. "Why give this type of small manufacturer a special privilege?"

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

Mail Sub Order Today

BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio, 45214
Please enter my subscription to BILLBOARD for

1 YEAR \$15 3 YEARS \$35 New Renew

Payment enclosed 2 EXTRA issues for cash Bill me later

Above subscription rates are for Continental U. S. and Canada. Overseas rates on request. 782

Company _____

Name _____

Address _____

City _____ Zone _____ State _____

Type of Business _____ Title _____



LOU WERNER, counsel for the New York State Operators Guild, makes his plea for support of State licensing of amusement machine operators, while Al Denver, president of the Music Operators of New York, left, and Ben Chicofsky, MONY office manager, look on.

NY State Coinmen Debate Licensing Pros and Cons

By ED BARNES

NEW YORK — Supporters and opponents of the pending bill to license New York State operators of coin-operated amusement machines both took their turn on the floor of the Wednesday (11) emergency meeting of the Music Operators of New York, called to discuss the issue.

The upshot of the debate was a seven to four vote by the members of MONY to cooperate with their upstate colleagues in an effort to pass the bill now before the State Senate Finance Committee (Billboard 3-14). The majority of the MONY members present abstained from the vote.

Millie McCarthy, president of the New York State Coin Machine Association, and Lou

Werner, counsel for the New York State Operators Guild, Inc., were invited by president Al Denver of MONY to state their case first and to answer questions from the floor.

Section 982

Mrs. McCarthy's chief point in support of the measure was the shaky position of all New York State coin game operators under the present cloudy provisions of Section 982 of the New York penal law. Right now, she said, the State could, if it wished, confiscate every coin amusement game in its jurisdiction on the grounds that all could be judged "readily convertible" to gaming devices.

The present bill, according to Mrs. McCarthy, would eliminate this danger by adding to Section 982 a clause that would

allow free play provided the games may be played immediately and subject to other restrictions. Of course this has no effect on existing municipal ordinances.

Objections to the bill were many, and they came mainly from New York City coinmen, who would be unaffected by the bill at present (except for the \$300 per year license fee requirement) since no pinball games are permitted in the city.

Kaufman Has Doubts

Harold Kaufman, of Musical Distributors, expressed the fear that the city operators would be voluntarily stretching out their wrists to be handcuffed if they supported a bill that would establish a licensing au-

(Continued on page 48)

MOA Seeks Meeting With Mfrs. On Performance Royalty Issue

By NICK BIRO

ROCKFORD, Ill. — Music Operators of America is asking the four juke box manufacturers to join in a meeting with record companies to seek a solution to the performance royalty problem.

MOA has held one such meeting with record company representatives in New York and another is planned for the near future. MOA vice-president Al Denver is making arrangements in New York.

MOA has invited the four juke box manufacturers to send a "participating representative" to the next meeting. MOA president Lou Casola said that it is in line with MOA's policy of working closely with the manufacturers in the field of copyright legislation.

The invitation came out of a meeting here last week-end between Casola, Fred Granger, MOA managing director, and Clinton Pierce, former board chairman.

The three MOA executives also explored such key associa-

tion areas as membership promotion, legislation, public relations committee is already at tion.

PR Committee

Granger said the public relations committee is already at work on the development of new services. A membership promotion drive is to be launched during the next three months to culminate with the convention in October.

Granger said this is to be tied in with heavier convention promotion than heretofore with the aim of increasing MOA membership and convention attendance as well.

Casola expressed great enthusiasm and confidence regarding the future of MOA. "The association is strong and is forging ahead," he said.

Membership Up

"Membership is on the increase, the new dues structure has been well received by the members and our new managing director has completed an overhaul of the MOA administrative organization."

Casola added that Granger was ready to fill speaking engagements for State and local associations in the interest of building these groups along with MOA.

The meeting with record companies on the copyright problem holds promise of fostering better relations between the two industry groups.

Previously MOA had suggested an increase in mechanical royalties instead of the enactment of a copyright fee. The record companies opposed this because it would not be limited to the juke box industry and would provide excessive book-keeping expense.

At the meeting between operators and record company representatives in New York recently, the two groups did manage to find a common ground of discussion and there was an air of mutual understanding.

The operators hope the diskeries will be able to provide some solution—be it help of any kind—in their fight to oppose the copyright enactment.

Coin Machine OPERATING

MUSIC MACHINE PROGRAMMING • DOUBLE PLAY DISKS
RECENT STEREO RELEASES • BULK VENDING

W. German Phono Firm to Expand Sales in Britain

BINGEN, W. Germany — Loewen-Automaten has announced expansion of its sales organization in Britain under a program designed to make the German firm a major competitive force in the British market.

Loewen announced appointment of the following distributors:

Coughtrey, 93-95 City Road, Dunkirk, Nottingham; Michael Beckett, Barrow Works, Pewsey; Northeast Machine Supply, 3 Marine Avenue, Whitley Bay; Vending Automats, Ltd., Builder Street, Llandudno; P. & P. I. Palmer, 22 Spencer Avenue, Leek; A. Taddei, 73-75 High Street, Inverkeithing.

Morgan's Music Company, 6 Carlisle Circus, Belfast, has been appointed distributor for Ireland.

Loewen has arranged training courses on its latest-model phonographs after the success of the first such course. The second course opened March 9.

The firm is opening its own office in London to provide faster and more complete serv-

ice to all of its distributors in the United Kingdom. Spare parts will be stocked at this office, which will also give commercial and technical information and advise. Loewen said, however, that this office will not handle sales but will be restricted to supporting Loewen-Automaten's distributor network in the U. K. An English manager will be in charge of the new London office.

The Bingen manufacturer said that expansion of its sales organization in Britain was a reflection of the extremely good sales record compiled by its new Serenade phonograph.

Loewen, the sales arm of the N.S.M. coin machine manufacturing company at Bingen, reports that the Serenade has received general acceptance on the world market.

The Serenade has been designed for the export trade on the basis of simplified servicing and maintenance and rugged mechanism. N.S.M. has incorporated into the Serenade the

(Continued on page 52)

Coin Machine Sells 45-RPM Records

NEW WESTMINSTER, B. C. — A vending machine to sell 45 r.p.m. records is being manufactured in Toronto. Claude Crocker, owner of a music store here, developed the idea and is president of Record King Sales, Ltd., the company marketing the product.

Three years ago Crocker had converted every department of his store to self-service except the record counter. Pilferage, especially of 45's, made constant supervision of that department a necessity, and the new machine grew out of that situation. It can hold 3,000 records stacked on 30 hollow tubes, each of which handles 100 disks. The tube is the heart of the device and the component

that forms the basis of the patent protection.

Linkage, running through the hollow center of the tube, operates a device similar to the record changer on a phonograph, which releases one record from the stack on the tube when the correct amount of money is dropped into the machine. It does not make change, but can handle goods in three price categories up to \$1.50, dropping the freed records into a metal tray at the front of the machine.

Production began six months ago at Monarch Masters, Ltd., Toronto, a major producer of coin-operated laundry equipment, and so far totals about

(Continued on page 52)

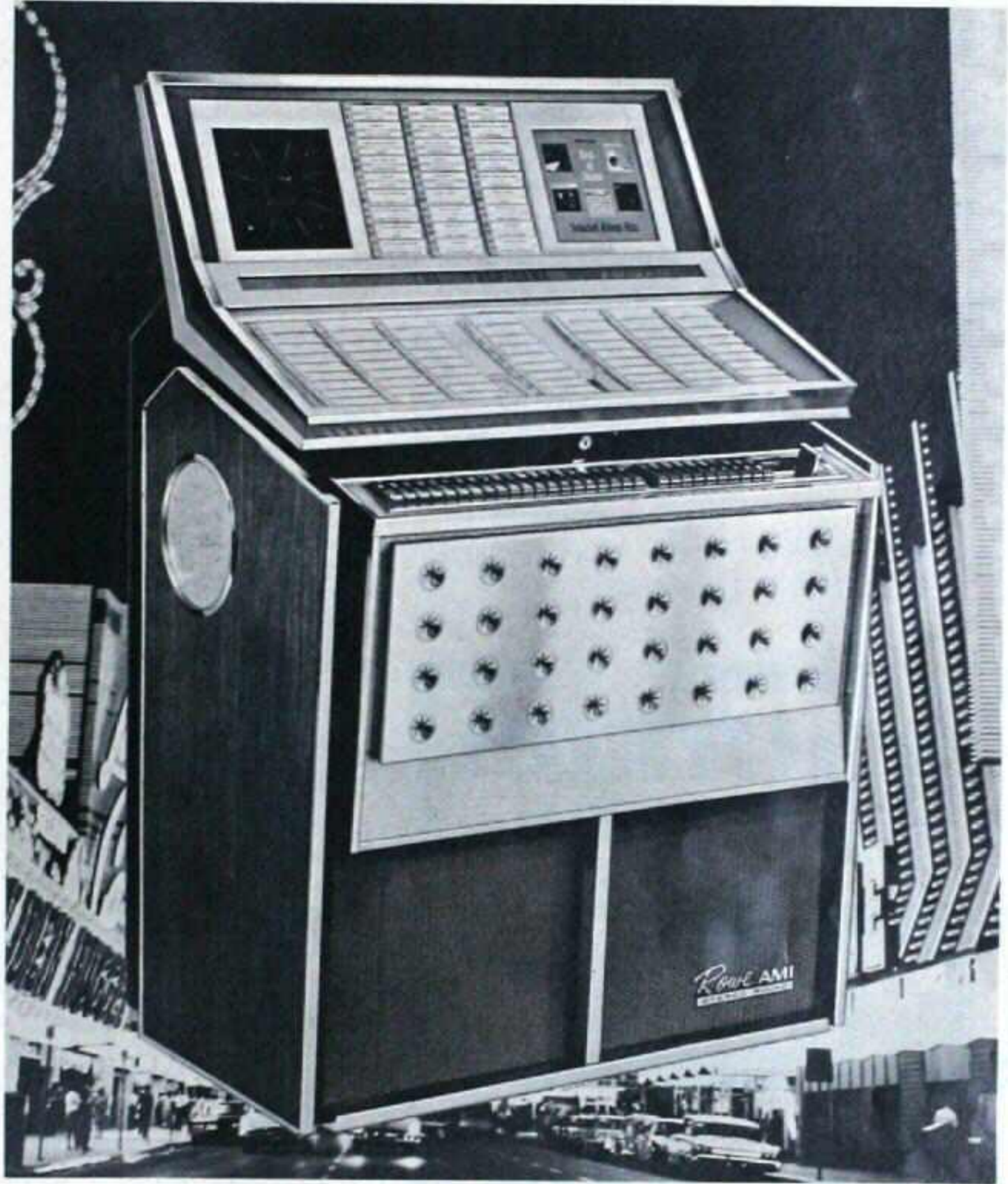


CLAUDE CROCKER demonstrates loading of the patented tube that forms the heart of record-vending coin machine.

THE NEW ROWE AMI TROPICANA

brings you
PLUS VALUE
TO BEAT
THE BAND!

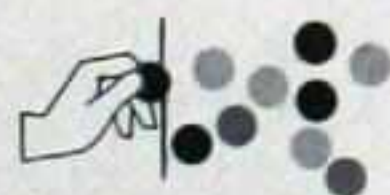
Rowe has built *everything* into *The Tropicana*. Big-time entertainment. Big-time styling. Play-inviting features galore. But it has also built reliability into this new 1964 phonograph—and a new simplified mechanism—and new ease of servicing—features that you as well as your customers will like. See for yourself at your Rowe AMI distributor's—now.



**MORE FEATURES!
MORE QUALITY!
MORE PROFIT!**

- Exciting New Styling
- Room-filling Stereo Round*
- Exclusive Self-Contained Speakers
- Versatile "Three-in-One" Programming
- Dramatic Personalized Location Display
- Top Album Hit Feature
- Color, Motion, Salesmanship

*Pat. pending



ROWE AC
MANUFACTURING

The Merchandise Mart, Chicago 54, Illinois

Rowe sets the standards in vending equipment, bill changers, music systems

MUSIC MACHINE PROGRAMMING

Seek Juke Box Stereo Solution

• *Continued from page 1*

that operators will buy the product if it is made available to them. They have also demonstrated that when properly merchandised, this product brings in steady play.

The need for adult stereo programming becomes more acute each day. Right now, some 215,000 of the nation's estimated 465,000 juke boxes are capable of playing stereo records; 100,000 of the total are capable of playing the 33 speed, and 50,000 of the total are capable of playing little LP's.

As virtually every U. S. juke box made today is dual speed, stereo and capable of playing the little LP, machines which play 45 monaural only will be replaced completely within the next four or five years.

The operator's problem boils down to this: Most of his locations are taverns which cater exclusively to adults. All machines on top locations are capable of producing a good stereo sound.

Yet the bulk of the product available is geared for the teenage market—and it is monaural.

The number of juke boxes on location has decreased by an estimated 100,000 during the last decade. Urban renewal, which tears down city blocks which housed good juke box

locations, is partially responsible for this decline.

Replacing some of the gin mills which were destroyed have been better-class suburban restaurants and cocktail lounges. Many of these new locations look with disdain on what they call "juke box music" and have substituted background music, with either on-location or central studio arrangements.

These locations could become juke box stops if the musical fare programmed were the same sort of fare the consumer enjoys in his home. And while stereo helps somewhat, the important factor is the music itself. It must be tailored for the audience.

Latest proposal is that the record companies deal with the one-stops through their distributors in making the adult stereo material available to operators. Material would be selected on the basis of record company and one-stop recommendations, based on reviews and chart action of the albums.

Irv Perlman, head of the Record One Stop Association, said ROSA members would cooperate in the program by ordering product from the manufacturers.

Music machine manufacturers, represented by Bob Bear and A. D. Palmer of Wurlitzer, and Hugh Gorman of Rock-

Ola, said they would support the adult programming concept with promotion and advertising. The advertising, using four-color album reproductions would enable the operator to get point-of-purchase miniatures with each record purchased.

While Paul Huebsch, the Rowe-AMI representative, was not able to make the meeting, he had previously said Rowe-AMI would join with the other music machine manufacturers in promoting the stereo singles and little LP's.

A Seeburg spokesman indicated that the firm would consider an industry-wide program to make product available to the operator.

Bill Miller, representing the Star Title Strip Company, said that additional title strips for operators with large numbers of wall boxes would be inventoried and available.

Record company executives at the meeting included Ray Clark, RCA Victor; George Lee, Warner Bros.; Sidney Goldberg, Decca; Brown Meggs, Capitol; Al Cahn, Kapp; Victor Linn, Epic, and Andy Miele, United Artists.

Tentative plans call for the polyethylene jackets, complete with the title strips and album reproductions to be shipped from RSI to the record companies, who in turn would insert the records and ship through their distribution channels.

Floor browsers and other point-of-purchase material for use by one-stops would be furnished by RSI.

RICHMOND, Va.—Roanoke Vending Exchange, Inc. celebrated the remodeling of its Richmond office building with four-day open house February 27-March 1. Mr. and Mrs. Jack Bess and Harry D. Moseley were hosts for the event.

Among the scores who attended were Ellis Rayol, Rowe Manufacturing Company, Atlanta; George Klersey, Rowe Manufacturing, Miami; Arnold Kaminkow and Arnold Jr. and Irving Blumenfeld, General Vending Sales, Baltimore; Paul Calamari, Bally Manufacturing Company, Chicago; Rusty Derby, Roanoke Vending Exchange, Inc., Charlotte, N. C.; Paul A. Huebsch, Rowe Manufacturing, Chicago; Jack H. Mittel, Williams Manufacturing Company, Chicago; Irving Kaye, Irving Kaye Company, New York, and Robert Threadgill, Vendor Manufacturers, Inc., Nashville.

Empire Staters Debate Licensing

• *Continued from page 46*

thority in the office of the Secretary of State and would give them no benefits in return.

Irving Holzman, United East Coast Corporation, objected to allowing judgment of an operator's financial stability to rest in the hands of the Secretary of State. It is not unknown, he said, for an operator to have a low bank balance and still turn out to be financially responsible for his business dealings. A Secretary of State could not be expected to understand this, and such matters were better left to the private negotiations of operators and distributors.

He also doubted that the Attorney General would approve of a licensing bill that also amends Section 982. Mrs. McCarthy answered the latter objection by stating that the bill had been thoroughly checked by lawyers from the Attorney General's office and no such exception had been taken.

Carl Pavesi, president of the Westchester Operators Guild, when asked by Chairman Denver what the position of his association was, replied that the Westchester group had met the previous evening, debated the bill and had voted unanimously not to support it.

Bill in Hopper

The bill is already in the Senate hopper. It was submitted, in fact, five minutes before the deadline for filing, and this close shave was given by Mrs. McCarthy as the reason that the measure was not discussed more fully with New York City operators before it was filed. One such meeting was held, Malcolm Wein, attorney for the Westchester operators, reminded Mrs. McCarthy, at which she had agreed that further discussion would be held.

The need for extreme haste had forced her to disregard that agreement, Mrs. McCarthy said. The late filing date also means that very little time remains to press for adoption of the bill in the present session of the Legislature.

Per-Machine Taxes

Al Denver brought out the fact that issuance of licenses to amusement machine operators would not in itself prevent later passage of a per-machine tax. Mrs. McCarthy acknowledged the truth of the observation, but said that passage of the bill, in addition to creat-

ing status for the operators, would also give them a strong talking point for the reduction of any per-machine tax that might be proposed in the future.

Two prominent supporters of the bill were Jack Wilson, president of NYSOG, and Tom Greco, Glasco, N. Y., operator and a director of Music Operators of America. Mike Mulqueen of the upstate operators also was articulate in defense of the measure's provisions. He pointed out that the broad powers given to the Secretary of State differ in no way from those embodied in any other licensing law in the State.

Chairman Denver's fear that the bill might pass only in part—for example, that the licensing requirement might be adopted without the paragraph dealing with Section 982—was termed an impossibility by Mrs. McCarthy. The bill would pass, if it did, only in total and only in the form which the operators had submitted it, she said.

It would never pass, Mrs. McCarthy added, without constant pressure from her and other supporters. It was not a measure that the Legislature wanted to put over on New York operators, she emphasized, but a bill originated by the coinmen themselves for their own protection and benefit.

Proponents of the bill also insisted that its administration would not be like that of the New York State Liquor Authority because of the differences between the two lines of business. Inspections, they claimed, would not be on a periodic basis, but would occur only upon complaint.

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SEND FOR
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LATEST CATALOG
64 Pages—Fully
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Joe Kline
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chicago coin's

New **CADILLAC**
BIG BALL
BOWLER

- IT'S GOT SHADOW-BOWL!
- IT'S GOT SPARE-LITE!
- IT'S GOT STEP-UP!

"SWING-AWAY" CABINET
Provides 10 Second
SERVICING, ANYWHERE!

AT YOUR CHICAGO COIN DISTRIBUTOR:

Chicago Dynamic Industries, Inc. 1725 W. DIVERSEY BLVD
CHICAGO 14, ILLINOIS

Recent STEREO RELEASES for Music Operators

- **SEEBURG LITTLE LP's**
- Pop Vocal**
NANCY WILSON—Yesterday's Love Songs . . .
Today's Blues Capitol
- Pop Instrumental**
ERROLL GARNER—A New Kind of Love . . . Mercury
KAI WINDING—More!!! Verve
- Folk/Country & Western**
PETER, PAUL AND MARY—In the Wind
. Warner Brothers

All titles listed are custom 33 1/3 stereo singles packaged for the juke box operator. Other packages 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.

versatile new
ROCK-OLA
Rhapsody II

150 play deluxe stereo-aural
phonograph now with new 7" LP Feature



Model 4185A

Plus—these big new top profit features:

- New plastic laminate "Conolite" finish.
- Full Dimensional Stereo Sound.
- Exclusive Rock-Ola Selector Mechanism.
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PUT THIS PROFIT PRODUCER TO WORK FOR YOU NOW

Look to **ROCK-OLA** for
advanced products for profit

ROCK-OLA Manufacturing Corporation
800 N. Kedzie Ave., Chicago 51, Illinois

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

Open House at Richmond



ROANOKE VENDING Exchange's recent four-day open house attracted many industry leaders. George Klersey, left, regional sales manager of Rowe AMI, is seen with host Harry D. Moseley, vice-president of the Exchange; Paul Huebsch, national manager of Rowe AMI, and co-host Jack G. Bess.



IRVING KAYE, of the Irving Kaye Company, Inc., is the interested reader between Moseley and Bess. Many manufacturers attended the get-together.



THE CO-HOSTS for Roanoke Vending are pictured here with Paul Calamari of Bally Manufacturing. Juke boxes and coin-operated games were equally well represented at the meeting.

Valley Expands Plant To Meet Pool Demand

BAY CITY, Mich.—Increased demand for six-pocket and bumper pool tables is responsible for a new plant expansion by Valley Sales Company here, third major expansion for the firm in the past three years.

Earl Feddick, president, and John Ryan, vice-president, announced jointly that Valley was acquiring an additional 60,000 square feet of production room for tables in the coin-operated and home entertainment fields.

Ryan said that in the past few weeks, Valley had a "sharp and unexpected upswing in national demand for Bumper Pool—almost 10 times the

normally large volume of previous months."

Ryan said the new demand had created a backlog which the firm was "pushing hard to clear up." Shipments from the new addition are expected to begin in June.

Currently in the Valley line are the Bumper Pool table and a series of six-pocket tables in various models: the "775," 78 inches by 45 inches; the "875," 88 inches by 50 inches, and the "975," 93 inches by 53 inches.

Valley also owns the Schmelke Manufacturing Company, a cue stick factory occupying 60,000 square feet of space in a one-floor building in Shakopee, Minn.

Ames and Duarte Form Distributing Partnership

LOS ANGELES—Marshall Ames and Joseph Duarte have formed a partnership and opened the distributing firm to be known as Vendart Corporation at 2809 West Pico Blvd.

Ames, who was with Badger Sales Company for nearly nine years and with Amco Music &

Vending for nearly two, recently resigned from the latter firm. At the time, he was operating the firm's sales office on West Pico, a branch of the West Slauson main office.

Duarte was formerly export manager for Badger Sales and opened his own Duarte International Sales some years ago. He will continue this business, it having no connection with Vendart.

Ames said the firm will announce lines to be handled. The firm plans to carry all types of used games and phonographs in addition to the lines obtained.

New York Notes

E. J. (Jim) Gauvreau, president of Gilchrist Vending, Ltd., of Toronto, joined Maurice Cardinal, of Gilchrist's Quebec branch in a visit to American Shuffleboard Company's Union City, N. J., office and plant. . . . From the Montreal Gilchrist office Andre Carmell was also in town to go through American Shuffleboard's service school. . . . Chris Christensen and John Donnelly, Diamond Coin Machine Exchange, Norfolk, Va., Wurlitzer distributors, were in town last week. . . . Also appearing, for the United Jewish Appeal Committee, was John Bilotta, New York State Wurlitzer distributor. . . . Tony Comella, Lakeside Amusements, Newark, N. Y., and his wife Dottie were in New York for a long weekend. ED BARNES

OPERATE
 Williams
 NEW 2-PLAYER GAME
OH BOY
 ADJUSTABLE 3 or 5 BALL PLAY
 EXCLUSIVE WILLIAMS FEATURES
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HERE IT IS—
 A NEW Counter Game

Marvel's NEW SLUGGER

Accurate, Competitive Skill Scoring
 • A Real Money-Maker! \$54.50
 1c, 5c or 10c Play (Specify)

Slugger is sturdily built—natural wood cabinet with polished chrome fittings. Precision-built scoring unit and fool-proof mechanism.

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H—18", W—12", D—8"

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Date of Issue:

MAY 16, 1964

Advertising Deadline:

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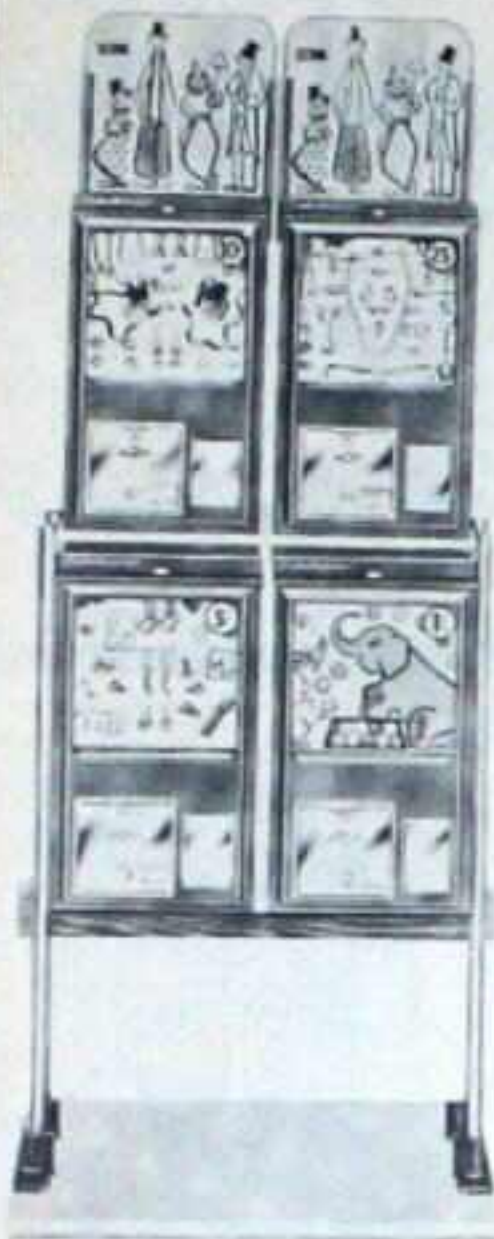
Early space reservations recommended. Advertising deadline is for all material in New York. Offset Printed; No Plates Required!

Billboard

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PRICE: \$1.00
 WHO'S WHO IN THE COIN MACHINE WORLD
 ANNUAL COIN MACHINE DIRECTORY

SELECTORAMA®



Outstanding Merchandiser of all time, greatest ever in the Bulk Vending field.

Interchangeable Merchandise Display Panel. Selectorama vends 100 Count Gum, V, V-1 and V-2 capsules and is available in 1¢, 5¢, 10¢, 25¢ or 50¢.

Selectorama multiple units put on a tremendous display, yet take up very little floor space.

Space required of this unit is only 3 square feet, 18" deep and 24" wide.

Be first with the finest of bulk merchandising. Double and triple your sales with this great Vendor. Write for further details, color circular and prices, or contact your Distributor.

VICTOR VENDING CORP.

5711 W. Grand Ave., Chicago 39, Ill.

Say You Saw It in Billboard

NVA Conclave Looms Big

CHICAGO—National Vendors Association is rapidly picking up steam for its April 15-19 convention in sunny Miami Beach, Fla. According to Don Mitchell, legal counsel, reservations to date are excellent, and the association stands a good chance of having its best year ever.

Already some 15 exhibitors have signed to show equipment and supplies, and Mitchell said there was a strong possibility

that the number would be doubled by convention time.

Adding to the excitement is the fact that Miami Beach is enjoying one of its best seasons in years. The weather has been excellent and resorts are booked to overflowing.

Mitchell urged operators and guests desiring reservations to rush them in to NVA immediately. He said that according to the present trend, the associa-

tion would easily sell out its allocation of space.

As in past year NVA is offering operators a modified American plan, starting at \$10.75 per person per day. Mitchell noted that a couple could attend the entire convention, including all meals, expenses and lodging, for less than \$100.

Another highlight of the convention will be its special program for ladies. On Friday, April 17, there will be a special

seminar titled "Professional Tips for Private Entertaining." This will be conducted by a chef who will show ladies some of the fine arts of preparing delicacies. On Saturday afternoon the ladies will be treated to a cruise of Biscayne Bay. There will, of course, be the usual program of mixed entertainment throughout the conclave.

Victor's New Selectorama Sports Many Innovations

CHICAGO—Victor Vending Corporation's new Selectorama vending machine will hold 100-count gum, V, V-1 and V-2 capsules, and is available with 1-cent, 5-cent, 10-cent, 25-cent or 50-cent chutes.

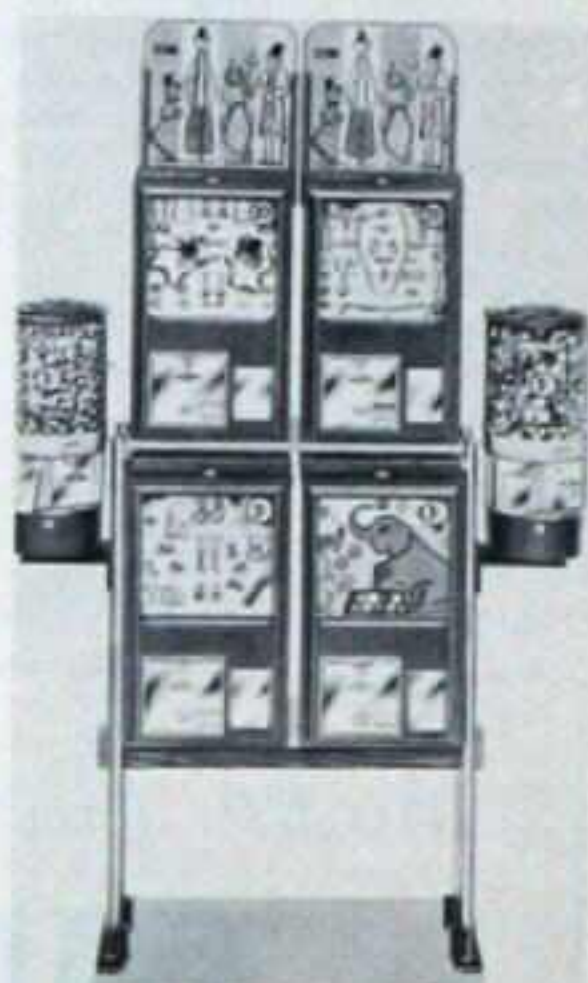
Victor is also introducing an accompanying stand and bracket attachment which can adapt the Selectorama to multiple unit installations.

A prime feature of Selectorama is its interchangeable merchandise display panel with a window of tempered glass. The coin mechanism is also removable by key.

Selectorama holds 2,300 balls of 100-count gum, 600-700 V capsules, 300-350 V-1 capsules and 110-120 V-2 capsules. Floor space with the stand is 18 inches deep, 24 inches wide.

Selectorama stands will accommodate four, six or eight machines. Side brackets are optional. The Selectorama cabinets, stands and brackets are made of heavy gauge steel, finished in baked enamel and trimmed in chrome.

The Selectorama vender sells for \$34.50. The optional top signs, trimmed in Day-Glo paint, sell for \$3.75 each. The multiple stands are \$10.50 each, brackets are \$1.50 each.



SELECTORAMA

Party Marks New HQ for L. A. Firm

LOS ANGELES—Operators Vending Machine Supply Company has issued an invitation to all operators and their wives to attend the company's open house to be held Sunday (29) at its new headquarters at 650 South Avenue 21 (in the 2600 block of North Main with access from the Main Street off ramp of the Golden State Freeway) from 1 to 5 p.m.

The new offices will be open for business April 1. Company executives Sid Bloom and Sam Weitzman are confident the new location will afford greater service to operators. It covers 15,000 square feet and is located on a 4 1/2-acre site, giving ample parking and speeding up drive-in service. The site has its own railroad spur and is accessible to all major freeway systems in the Los Angeles area.

Bonanza in Prizes for Ops at NVA Convention

CHICAGO—At least a half dozen operators stand a good chance of coming home from the April 15-19 ational Vendors Association convention in Miami Beach, Fla., richer than they left.

Such are the prizes, that a winner can virtually finance the cost of his trip if he is lucky enough to hold a lucky door prize ticket.

Leaf Brands is donating a console model radio, hi-fi and television combination. Oak Manufacturing Company is donating a three-day trip for two to the Tropicana Hotel in Las Vegas.

Eppy Charms is donating a 50-piece set of silverware. Paul Price is donating a \$50 savings bond, and Karl Guggenheim is donating a Sony miniature portable television set.

Don Mitchell, legal counsel,

said that this is just a preview of what is to come. Additional prizes will be announced before convention time.

The prizes will be given away Saturday evening, April 18, at NVA's traditional wind-up banquet to be held in the Napoleon Room of the Deauville Hotel.

The affair will be a gala conclusion to the bulk vending industry's single big show of the year. In addition to cocktails and dinner, the association will put on a full evening of entertainment, with dancing until the early hours.

Ops Are Guests Of Eppy, Vendall

MINNEAPOLIS — Vendall Distributing Company, Inc., of this city and Eppy Charms, Inc., of New York co-operated as weekend hosts to bulk operators and their wives during a three-day meeting at the Sheraton Ritz Hotel here (13, 14, 15).

The purpose of the gathering, which will be covered fully in Billboard's next issue, was to acquaint operators with the newest in bulk vending lines for 1964. Earl Grout and DuWayne Lohrke of Vendall shared the host duties with George Eppy.

Tiny Garden

IN CAPSULES \$20.00 per M
at your nearest warehouse or direct from . . .

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See You at the
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Convention in Miami Beach**

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The Finest for Vending Flat Pack Products

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Vends flat packs up to 1/8" x 2" x 1/4". Advance coin detector with automatic coin return when machine is empty. Separate coin box.

For Details and Prices Write, Wire, Phone Today.

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Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise EVERYTHING THE OPERATOR REQUIRES

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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 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.

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Over 23 different assorted bags, each with free display front.

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

1c-5c ATLAS MASTER VENDOR

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.

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520 Second Avenue, North, Birmingham, Alabama
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715 ENSOR ST. BALTIMORE 2, MD.

COINMEN IN THE NEWS

Los Angeles

Herman Bied, Associated Coin Amusement Company, Inc., vice-president and general manager of the Southern division, and Mrs. Bied leave soon for a trip around the world that will take two months. . . . Harry Burdman, assistant vice-president of ACA, and Haruo Maki are back in Los Angeles following a trip to Oakland for a Colorsound installation, combining tone and color, and using two 2600 Wurlitzers, offering 400 selections. . . . G. E. Vadeboncoeur, field service engineer

for AMI in Grand Rapids, visited the R. F. Jones Company in Los Angeles.

R. F. Jones is expected to visit the Los Angeles branch from his San Francisco headquarters soon. . . . R. F. Jones Company will hold a music school the latter part of this month with John Pentecost to be in charge. . . . Chuck Klein and Don Edwards of R. F. Jones Company returned from a business trip to San Diego. . . . John Montgomery has joined Amco Music & Vending. . . . Larry Greenspan was in town from his tri-City Vending in San Diego.

Ray Hanlin was in town shopping for his route in San Bernardino. . . . Tex Leerskov was a visitor from Barstow. . . . Lela Smith of Barstow made her regular buying trip to West Pico for supplies for her route. . . . Bakersfield was represented on Coin Row by Bill Schaeffer and Tod Simonson. . . . Al Pogatachnik of Delano was in town. . . . Bill Walker of Tune Time Music in Glendora dropped in at Advance Automatic Sales. He reported that his part-

Bulk Banter

Los Angeles Angles

Bob Norling, general manager of Victor Vending, was in the city visiting with Bill Evangeloff of Ace Vending. . . . Dan Lally of Lally Vending Service, Gardena, stopped off at Ace for supplies as did Ted Werner, who recently went full time on bulk vending. . . . Irene Rosen, wife of Ed Rosen of Operators Vending Machine Supply Company, has been discharged from the hospital and is recuperating at home from a broken ankle. . . . Bernie Salit's daughter is in Israel, where she is working for a year. . . . Lee Davis, who sold his route some time ago to Crest Vending, said that he is not planning to return to bulk vending. But — he still drops into Operators Vending. . . . Carol Valleroy, who operates in the San Gabriel Valley, in Operators for supplies. . . . Eddie

(Continued on page 53)

ner, Jim Jagers, is out from Florida—for, of all things, the winter. Jagers will be here until June.

Bob Portale of Advance Automatic Sales is spending the week-ends at his home in San Francisco until he makes plans to move his family to Los Angeles. . . . Jack Leonard, who recently resigned from R. F. Jones Company, to go with Advance Automatic Sales, is back at work following two days in the Canoga Park hospital. Advance, a branch of the Lou Wolcher firm in San Francisco, will handle Chicago Coin, Williams Manufacturing Company, Irving Kaye and Southland Engineering products. . . . Frances Kahl Scherb, who is well known in the coin field having been with Minethorne Music and Amco, is now secretary at Advance Automatic.

SAM ABBOTT

Tennessee Topics

Drew Canale, Canale Enterprises Inc., Memphis, was a weekend visitor to the horse races at the Oaklawn track at Hot Springs, Ark. Drew owns a race horse, enter him in races about the country. The horse is currently in South America. . . . George Sammons, president of Sammons-Pennington Company, Memphis, reports sales of music, vending and games is higher now than any time in the history of his company.

A delegation of officials and key personnel of Southern Amusement Company, Memphis, drove to Birmingham last week for the four-day opening of Southern's new Birmingham office, where new equipment was shown. Mrs. Celia G. Hodge, Southern's president, reported the open house highly successful with many operators attending from all over Alabama.

Attending with Mrs. Hodge from Memphis were: her husband, Ward Hodge; Charles V. McDowell, vice-president and general manager; Wolf Lebovitz, secretary-treasurer; Allen C. Smith, director of vending sales; W. E. Dotson, director of music and game sales; Paul Barnett, director of background music sales; Jesse Burse, music service manager and George Johnson and Louie Bianchi, vending servicemen.

Around the state: William Forsythe, Forsythe Amusement Company, Millington, was in Memphis buying new records for his route. . . . James White, Alamo Music Company, Henderson, reports the Beatles still

(Continued on page 53)

Oak Appoints Assoc. Distributors

LOS ANGELES—Oak Manufacturing Company has appointed Lex Boy Distributing Company, Detroit, and Auto-Coin Sales Company, St. Louis, as associate distributors.

Sid Bloom and Sam Weitzman of Oak said the new associate distributors will handle full lines of Oak machines, parts, gum and charms.

Earl Veatch of Auto-Coin Sales will represent Oak in the St. Louis area on an associate basis with S. J. Phillips & Company, which has been affiliated with the manufacturing company for more than 10 years.

Penny King Rings

PITTSBURGH—The Penny King Company is featuring a new line of stone rings including a "moon fire," "Aztec diamond," "sweetheart" and "pearl" ring. The items are ready for shipment in lots of a thousand or more.

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe 1c or 5c Comb.	17.00
N.W. 10-Coin, 1c Tab Gum Mach.	18.00
N.W. Model 23, 1c Perc. Converter for 100 ct. B.G.	4.50
ABT Guns	30.00
Mills 1c Tab Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

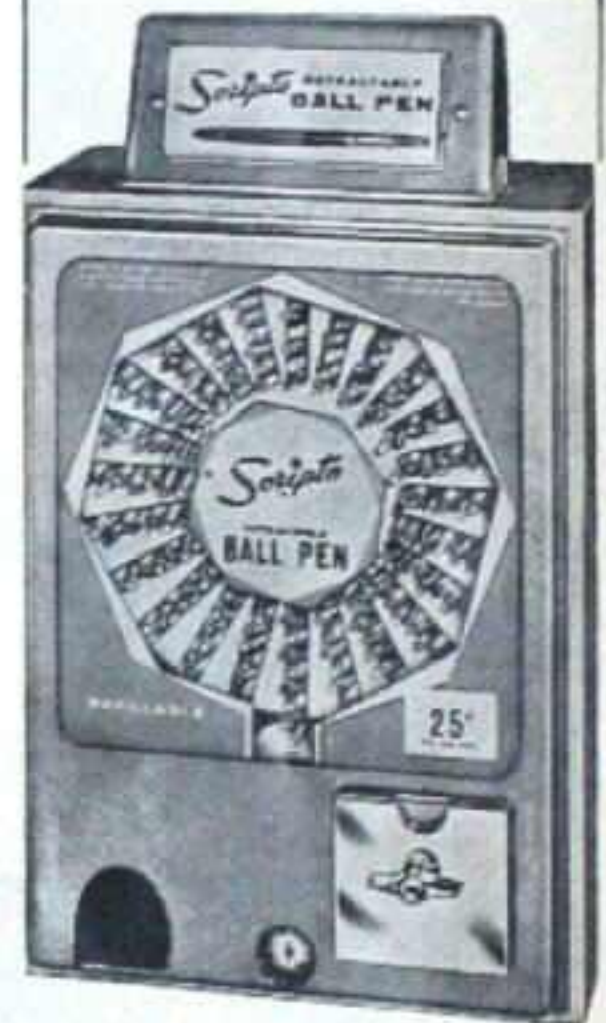
Pistachio Nuts, Jumbo Queen, Red	.77
Pistachio Nuts, Jumbo Queen, White	.70
Pistachio Nuts, Large Tulip	.75
Pistachio Nuts, Vendor's Mix	.68
Pistachio Nuts, Sheik, Red	.63
Cashew, Whole	.65
Cashew, Butts	.65
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanut	.32
Bridge Mix	.36
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.48
Hershey's	.47

Rain-Bo Gum, 72 ct.	.32
Mallote, 100 ct., per 100	.35
Rain-Bo Ball Gum, 140 ct.	.35
170 ct., 210 ct.	.32
Rain-Bo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Bo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 300 ct.	1.30
Minimum order, 25 Boxes, assorted.	

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

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Stand Can Be Assembled and Ready for Use Within 5 Minutes
Assembly Instructions Packed in Each Carton
Shipping Weight 45 Pounds

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- Un. Advance, 16' 200.00
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- Miss America Boat 275
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| Tusko Elephant 495 | Trucky 75 |
| Hole-in-One 550 | Ten Pins 125 |
| Pro-Golfer 595 | All Star 125 |
| Hair Dryer & Chair. 175 | Bonus Gun 195 |
| Jet Pilot 195 | C. C. Ray Gun 375 |
| Foot Vibrator 150 | Carnival Gun 125 |
| Lord's Prayer 175 | Big Top Gun 175 |
| Motorama 175 | Harvard Metal Typer 175 |
| Mid. Red Ball 125 | Standard Metal Typer 225 |
| Mills Scales 75 | Kiddie Color 225 |
| Waiting Scales 110 | Cartoons 225 |
| Rock-Ola Scales 65 | Phil. Toboggans 350 |
| Pro Basketball 325 | Ex-Ray Pokers 225 |
| Pro Hockey 325 | Mid. Shooting 175 |
| Quarterback 125 | Mid. Bazooka 175 |
| Road Racer 275 | Four Bagger 125 |
| Radiogram, ft. model 95 | Fun Phone 145 |
| Space Age 195 | Bally Golf Champ 150 |
| Sidewalk Engineer 110 | Cross Country 225 |



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MEMBERS OF THE EXECUTIVE COMMITTEE of the Coin Division of the 1964 United Jewish Appeal of New York halted proceedings for a picture during their most recent meeting, held at the New York UJA offices. Seated, left to right: Ben Chicofsky, manager of the Music Operators of New York; operator Max Klein; Carl Pavesi, president of the Westchester Guild of Operators; Al Denver, president of MONY; guest of honor Harry Siskind and wife Evelyn, and operator Martin Herbstman. Standing are operators Stanley Feldman and David Sachs; Ed Barnes and Aaron Sternfield, Billboard; Louis Wolberg, Runyon Sales; operator Sidney Mittleberg; John Bilotta, Bilotta Distributors, Newark, N. Y.; Martie Toohey and Ed Adlum, Cash Box; operators Gil Sonin and Harry Brodsky and Harold Kaufman, Musical Distributor.

EUROPEAN NEWS BRIEFS

Bingo for Norway

OSLO—Several U. S. firms are planning to introduce bingo machines into Norway, which has virtually no bingos at present.

Surveys indicate that there is apparently a promising market for bingos here. Bingos are permitted on the basis of free plays, but no cash or merchandise awards.

Pinballs do well, and the absence of bingos in Norway is attributed by trade experts to sheer oversight combined with a shortage of maintenance personnel. The U. S. firms plan to train maintenance personnel in Norway.

Renotte to Spain

BRUSSELS — The Belgian phonograph manufacturer Renotte has shifted the bulk of its activity to Spain, where Renotte is producing its machine in partnership with the Spanish firm Petaco.

Renotte produces an economy machine which is regarded as having a promising sales future on the just-developing Spanish coin machine market. Spain has restricted the importation of foreign equipment.

Spanish producers have negotiated licensing arrangements with foreign firms, but Renotte is the first foreign producer with a well-known machine to set up shop in Spain.

Danish Association

COPENHAGEN — Dansk Automat Brance, the Danish trade association, has opened a unity campaign aimed at drawing the trade together and suppressing unfair competition.

The association publishes a code of ethics, which is amended and updated as changing business conditions dictate. Membership in the Dansk Automat Brance has increased from 40 to 60 in the last three years.

The association holds semi-annual membership assemblies, rotating from city to city. Dansk Automat has admitted all coin machine operators after initially restricting membership to phonograph operators.

Model Tax Bill

COLOGNE — West Germany's coin machine trade is giving close study to Belgium's pending coin machine tax bill as a model for possible similar German legislation.

The Belgian legislation is attracting wide interest in this country because it deals with a parallel situation to that which is blamed for the worst of the German trade's woes—diverse local legislation.

The Belgian law places coin machine taxation exclusively on the national level, thus making taxes uniform and eliminating overlapping.

French Kiddie Rides

PARIS—France is becoming Europe's biggest single market for kiddie rides, partly a reflection of French prosperity and partly of the traditional French affection toward children.

French children are the most pampered in Europe. Moreover, U. S.-type kiddie rides fit into the current French emphasis on "pedagogical toys," which teach as well as amuse.

U. S. firms dominate the French kiddie ride market, but several French firms are preparing to enter the field in strength.

Sales to Bordeaux

WASHINGTON — A company in Bordeaux, France, is interested in purchasing or in assuming the agency for new or rebuilt coin-operated amusement machines, according to information received by the U. S. Department of Commerce from the U. S. Consulate in Bordeaux.

The French company, Societe d'Equiptement de Materiel Industriel & Agricole, 20-22bis Rue des Allamandiers, Bordeaux Gironde, France, is chiefly interested in flipper pinball machines, ball types, skill games, strength-testing devices and similar equipment.

Sells 45 RPM Disks

• Continued from page 46

60 units. It has now been stepped up to 10 a day, with most of the units sold or leased in the U. S.

Before development of the Record Bar, as the company's machine is called, others had been tried—two in the U. S.—and had failed to function properly. Record King's model was designed from scratch by two Vancouver engineers, Carl Stevenson and Earl Bismeyer. Record King, with about \$200,000 invested in development cost and establishment of distribution offices in the U. S. and Eastern Canada, is currently negotiating a distribution deal with RCA Victor.

As part of RCA's test of the unit, several have been installed in Montreal stores. The only machine in British Columbia, where it was born, is in Crocker's New Westminster store. It has been there for four months and is selling about 100 records a day with no mechanical difficulty yet.

Crocker sees a wide field for the product—in record stores, supermarkets and travel terminals. Some record dealers have become reluctant to stock 45's because of the pilferage problem, which the Record Bar would eliminate.

W. German Firm

• Continued from page 46

experience it gained in manufacturing and selling more than 10,000 Fanfare phonographs.

Loewen began deliveries in February of its Minibox version of Serenade. The Minibox is a precise miniaturized version of the Serenade and has all of the senior box's features.

Finally, Loewen is distributing three different cabinet models, each with the Fanfare mechanism, under its "Twen" program. The machines are the Twen, the Senator, and the Consul. Each box is available with either the Fanfare 60 or 100-selection mechanism.

The firm's current program permits it to offer a phonograph for every type of location. The Minibox has been designed for bandbox locations, while the Twen program is angled toward hotel lobbies and highbrow settings.

N.S.M., with a large new plant on the banks of the Rhine, is the Continent's biggest manufacturer of coin machine equipment, including payouts. The firm's "Mint" series were the first coin machines produced in West Germany after the war. They are still in production, and N.S.M. has just brought out a new machine in the series, a Bingo version of Rotamint.

Atlas Music Has Service Session

CHICAGO — Atlas Music Company will hold its second service school in as many weeks on the M-200 Tropicana phonograph Wednesday (25).

Rowe-AMI engineers Cliff Bitting and Henry Hoevenaar and Atlas engineer Frank Bach will conduct the sessions.

The school will start promptly at 6:30 in Atlas' showrooms. All operators and their servicemen are invited. Refreshments will be served.

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COINMEN IN THE NEWS

• Continued from page 51

strong on his rural boxes. . . Charles Keene, Keene Amusement Company, Union City, reports an upswing in business. . . Earl McDaniel, McDaniel Amusement Company, Jackson, was in Memphis shopping for new equipment.

Memphis Memoes: Edward H. Newell, Or-Matt Amusement Company, reports coin machine break-ins are on the increase. It's one of the banes of the operator. . . Jake Kahn, Tri-State Amusement Company, is feeling better again after a recent illness. . . Eddie Bodenheimer, Shelby Amusement Company, is serving as president of Memphis Music Association beyond his one-year term. He will remain in office till elections are held, about two months late this year.

ELTON WHISENHUNT

Detroit Doings

Art Kras, of the Art Kras Music Company, has returned from a three-week vacation at North Miami Beach, Fla. He spent much of his time visiting a number of friends in the nearby Hollywood area. . . Don Ruffles, formerly active contact man with the Miller-Newmark distributing organization for the juke box trade, has joined the sales staff of the Apco Corporation here. . . Linden J. Bush, juke box operator and also active with MoodMaster background music systems, has renamed his business, formerly Bush Music and Sales Company, as the Bush Record and Sales Company, and moved to new headquarters on Santa Rosa Street.

Taylor H. Cooper, who operates Taylor's Vending System with a route of cigaret venders, has added juke box operation to his firm's activities, and moved to new offices at Rich-ton and Dexter avenues. . . Arthur D. Drew, who operates his route as Drew's Music, has also moved to Detroit's mid-town center on Grand Boulevard. . . Virginia Farrell, of the Meltone Music Company, is planning to move into a more creative field of activity, utilizing her unusual personal background, in addition to her post with the company.

Martin S. (Marty) Moss is now operating the Moss Music Company, leading juke box firm, following the recent death of his father, Erwin B. Moss, with whom he was associated in business. . . "I'm pushing these Beatle records," reports Edward A. Grodzicki, of the E & A Music Company. He is using pictures of the British quartet, available in quantities at low cost, to push play of their numbers on location.

HAL REVES

Bulk Banter

• Continued from page 51

Solomon, Orange County bulk merchandiser, back from a visit with friends and relatives in Cleveland. . . Herb Goldstein, Oak Manufacturing Company sales manager, is moving into his new home in Monterey Park. . . Marvin Shaffer, who bought the DPS Enterprises in Phoenix from Lee Davis, was in the city. Davis sold his operation in Los Angeles and Phoenix after being in the business for 30 years.



HANK HOEVENAAR explains the mechanism on the new Rowe-AMI phonograph to operators and servicemen attending a school hosted in Chicago last week by Atlas Music Company. A series of three different sessions were held.

Calif. Assn. to Install New Slate

LOS ANGELES—The California Automatic Vending Association's annual installation banquet will be held Saturday (14) at the Riviera Hotel, Palm Springs.

The new slate of officers includes Dwight Dickinson, Bay Cities Automat, San Francisco, president; Don Richardson, Richardson Vending, Los Angeles, vice-president; Jay Scherer, Oakland Cigarette Service, Oakland, vice-president and Harry Robb, Davidson division of ARA, Los Angeles, secretary-treasurer. Sid Kallick continues as executive secretary and legal counsel.

Chuck Mannian, MAB Vending, Los Angeles, leaves office

after two years as president of the association, a state council of NAMA.

The new board of directors includes John Berg, Redwood City; Armond Clavere, Sacramento; Don Fisher, Los Angeles; Richard Hairway, Palo Alto; Charles Kaplan, Los Angeles; Clarence Landis, Oakland; Chuck Mannian, Los Angeles; Robert Natoli, San Diego; Ted Nicolay, San Bernardino; Richard Parina, San Francisco; Stan Russo, Beverly Hills; Ed Stanton Sr., Los Angeles; Rod Wattle, Bakersfield; Al Weymouth, Los Angeles; Ivan Wheaton Sr. and Pang Wheaton, Long Beach; Claude Witbeck, San Francisco and Dan and Tom Young, Los Angeles.

Loewen-Automaten Named Keeney European Distrib

CHICAGO — Loewen-Automaten, major German manufacturer and distributor of coin-operated amusement and music equipment, was last week named distributor for J. H. Keeney & Company for all of Europe except the Scandinavian countries, Italy and the British Isles.

The announcement was made jointly by J. H. Keeney and Mar-Matic of London, Keeney's international distributor. The agreement was concluded between Tony Cole of Mar-Matic, Art Weinand of Keeney and

Gerhardt Schulze of Loewen-Automaten.

Loewen-Automaten headquarters in Bingen-Rhein and has offices throughout Europe. Its manufacturing facilities in Bingen produce numerous coin-operated amusement games and the Serenade juke box. Its distribution offices are among the leading outlets in Europe.

Oak Cards to Be Skin-Packed

PITTSBURGH — Oak Sales Company has purchased skin-packaging equipment and will use skin-packed merchandising display cards with its 10-cent capsule mixes, now being featured. One display card comes with every bag of 250.

Oak is releasing a number of new capsule items in the current month in the hope of adding to the number of operators eligible for the free Bahama trip April 19-22 following the Miami National Vendors Association convention. Oak is paying the expenses of those who have bought \$2,000 worth of Oak equipment between October 5, 1963, and April 15, 1964.

Among the new items is the Oogoo series, a line of flexible, high-impact polyethylene figures representing father, mother, brother, sister and infant.

Cops End 3-Year Employee Thefts From Cig Mach.

MEMPHIS—For three years a sneak thief had been using a screwdriver or similar instrument to pry open a cigaret machine at Minit Car Wash here and rob it of part of the take.

O. J. Barsotti & Company, owner of the machine, suspected the thefts, but had no proof. It was not known how many hundreds of dollars had been stolen, and the machine was never damaged.

The mystery was recently solved when patrolmen checked the car wash building at 12:30 a.m. and found a burglar inside.

He turned out to be 32-year-old employee Johnny Lee Anderson, who ran but stopped and submitted when fired upon. Detective Chief Charles Young said Anderson confessed the thefts, explaining he would ride a bus to the car wash at midnight, use a key to get in, burglarize the vending machine and take the last bus home. He didn't remember how many times nor how much he had taken.

Police were able to establish 15 such burglaries and charged him with that many. City Court Judge Boushe bound Anderson to the grand jury.

Solons Ban Pinballs

ALGERIA — The National Assembly has banned the use of pinball machines in this country. The action is thought to be part of an attempt to rid Algeria of any influence from France, where the machines have been popular for years.

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 ARIZONA—the "HIT" of all Europe... Versatile... Limitless location opportunities... Fascinating, absolutely safe live-action gun. Unique construction design reduces servicing to a minimum... appeals to all age groups!
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1468	325.00	1446	95.00
1465	295.00	1442	95.00

SEEBURG

8D-200	\$325.00	C	\$125.00
V-200	200.00	R	125.00
8-100	100.00	3 W 1 Wall Boxes	25.00

AMI

J-120	\$325.00	F-120	\$95.00
G-80	150.00	E-120	95.00
D-120	75.00	I-20	95.00

WURLITZER

2200 \$295.00

SHUFFLES FOR SALE

Bally-Deluxe Club \$195.00
Chicago Coin Pro Bowl 295.00

AMUSEMENT GAMES FOR SALE

BALLY

Mean Shot	\$295.00
Cross Country	265.00
3 in Line	375.00
Spinner	95.00
Heavy Hitter	195.00

GOTTlieb

Show Boat \$225.00

WILLIAMS

Vagabond	\$295.00
Reserve	225.00
Magic Clock	225.00
Space Ship	195.00

MIDWAY

Baseball	\$325.00
Shooting Gallery	195.00

BOWLERS FOR SALE

BALLY

Challenger	\$345.00	Lucky Alley	\$200.00
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CHICAGO Gold

Royal Crown	\$745.00	Crown	\$695.00
Continental	\$595.00		
Duchess	345.00		
Official Spare Lite	895.00		

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Open House Swings B&B, New Buffalo Distrib, Into Action

BUFFALO—A week-long open house marked the recent opening of the B&B Distributing Company, Wurlitzer outlet owned by John Bilotta and Charles Broderick. Bilotta is head of the Bilotta Distributing Company, Newark, N. Y., and Broderick is a former operator.

Ed Clinton, formerly associated with Western New York Wurlitzer distributors, will assist in the B&B sales department. Bill Nesbitt is service manager, and one man is specifically assigned to the parts department.

The showrooms are centrally located at 777 Main Street, feature modern appointments and design for good product display and attracted a large number of operators.

Wurlitzer personnel on hand included Bob Bear, manager of sales; A. D. Palmer Jr., advertising and sales promotion manager; Al Dietrich, assistant sales manager; C. B. Ross, regional service manager; Reid Whipple, North Tonawanda plant service department; Bob Sagliani, special sales representative, and Henry L. Barber, president of



C. B. ROSS, center, Wurlitzer field service, conducted a well-attended service school for Western New York operators during the opening days of the B.&B. distributorship.

A. D. PALMER, Wurlitzer advertising and sales promotion manager; Charlie Broderick, John Bilotta, and Al Dietrich, Wurlitzer assistant sales manager, all were pleased with the results of the week's open house.



JOE FISCHER, Williamsville, N. Y., operator, gets the pitch on the Model 2800 from John Bilotta, left. Ed Clinton of B.&B. Distributors is at right.



OPERATOR ED SCHAEFFER, right, was one of the buyers of new equipment. Here he gets the word on the latest features from B.&B. partner, Charlie Broderick.



MUSIC OPERATORS Harry Davis, Buffalo, and Joe Cardone, Medina, N. Y., talk business with Broderick. Trade was almost as brisk as talk during the week-long festivities.



Wurlitzer's advertising agency.

Operators who were present during the week to look or buy were Ed Schaeffer; Pete Scatolini, Empire Smokes; Joe Fischer, Williamsville; Herb Sternberg, New Jersey office of Empire Smokes; Harry Liaros, Liaros Vending Company, Buffalo; and serviceman Ted D'Angela; Joseph Cardone, Cardone Amusements, Medina, and serviceman Frank Hemingway; Joseph Lewis, Lewis Music, Tonawanda, and servicemen Vito Vacanti and Chuck Ippolito; Vince Licata, Licata Vending, Lockport, and servicemen Howard Weaver and Frank Carlo; Bill Daniels, Daniels Vending, Buffalo; Babe Kaye, Towne Amusements, Buffalo; Leo Schuh, Schuh Vending, Buffalo; Ed Jakubowski, Vending Service of Batavia; Morrie Schnittman, Buffalo; Ralph and Helen Pelletier, Lake Shore Amusement, Silver Creek, and servicemen Chuck Timmerman and Vince Conti; Arthur Kroll, Empire Smokes, Buffalo; Chet Wenk, Merit Vending, Buffalo, and servicemen Bill Peters, and Joe Rampino, Buffalo.

One feature of the new B&B showroom that attracted constant attention is a section in the rear set up as a simulated tavern with a small bar, tables, chairs, a Wurlitzer 2800, U. S. Billiards six-pocket table and a Smoke-shop cigaret machine.

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GUNS

Bally Sharpshooter	\$195.00
Ge. Circus	225.00
Ge. Rifle Gallery	125.00
Wms. Titan	275.00
Wms. Crusader	225.00
C.C. Ray Gun	245.00
Midway DeLuxe Shooting Gallery	225.00
Midway Shooting Gallery	175.00
Ex. Pop Gun	195.00
Ex. Treasure Cove	125.00

ARCADE

C.C. Pro Hockey	\$375.00
C.C. All Star Hockey	375.00
Midway Ski Fun	225.00
Midway Target Gallery	245.00
C.C. Twin Hockey	175.00
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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.

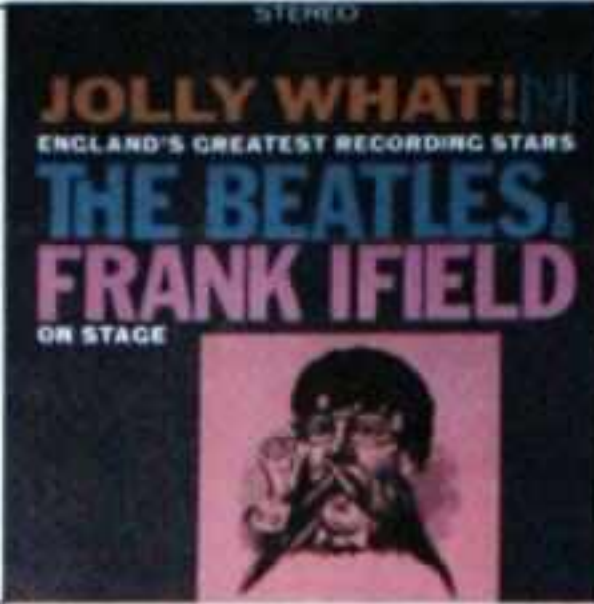
More Album Reviews on Page 2

POP SPOTLIGHT

JOLLY WHAT!

Beatles & Frank Ifield. Vee Jay VJLP 1085 (M); VJS 1085 (S)

Obviously Frank Ifield was the star of this "on stage" LP with eight performances against four for the Beatles. However, the magical name of Beatles will sell anything—this LP will be among them. The boys register with two of their hit singles, "Please, Please Me" and "From Me to You." Ifield is at his best as he does some smooth vocalizing on standards like "Unchained Melody," "The Wayward Wind" and "Anytime."



POP SPOTLIGHT

EARLY HITS OF 1964

Lawrence Welk. Dot DLP 3572 (M); Dot DLP 25572 (S)

Dot and Welk have come up with a solid entry again. The album not only contains what looks like Welk's next hit, "Stockholm," but also contains a flock of Welk instrumental versions of hits by other artists. "Good News," "Hello Dolly," "Java" and "Southtown, U.S.A." are just a few. Jocks looking for that little something out of the ordinary should take a listen to "For You."

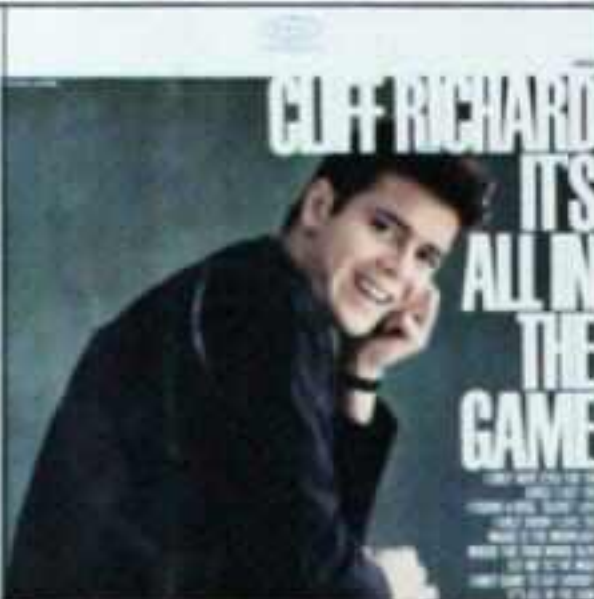


POP SPOTLIGHT

IT'S ALL IN THE GAME

Cliff Richard. Epic LN 24089 (M); BN 26089 (S)

Cliff Richard scored on the American market with the soft, dulcet ballad. This whole set is geared to that type of performance; the type of singing that made "It's All in the Game" a hit on the U. S. market. This album showcases the lad's voice against simple warm backings putting guitar out front often. "Secret Love" is a track to watch.

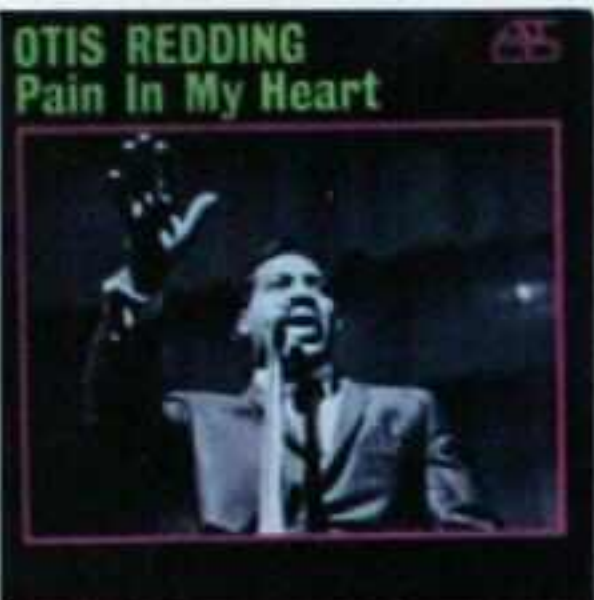


POP SPOTLIGHT

PAIN IN MY HEART

Otis Redding. Atco 161

This album by Otis Redding has a strong blues feel. The set is composed of great pop tunes made popular by Otis and other singers and it's the artist's first such set. It contains his two past hits, "Pain in My Heart" and "These Arms of Mine." Another first-class track is "I Need Your Lovin'."



POP SPOTLIGHT

MORE OF EVERYTHING!

Limelitters. RCA Victor LPM 2844 (M); LSP 2844 (S)

The humor and folk song know-how of the Limelitters show to advantage in his new song roundup. The items are varied (Brazil, Australia, French-Canada, Woody Guthrie and John Donne are some of the sources), but all work out extremely well.



POP SPOTLIGHT

TIME CHANGES

Dave Brubeck Quartet. Columbia CL 2127 (M); CS 8927 (S)

On the first side of this LP, Dave and the combo take another step into the realm of time and meter. Paul Desmond carries the lead with Dave. Two strong tracks in "Shim Wha" and "Cable Car." The second side of the LP is devoted to a jazz-classical work for quartet and string orchestra called "Elementals."



POP SPOTLIGHT

INVITATION

Peter Duchin, His Piano & Strings. Decca DL 4471 (M); DL 74471 (S)

Duchin's last LP, "At the St. Regis," fared quite well. In this offering a large recording orchestra is used to back up the pianist. Muted strings, muted brass and the Duchin touch add up to highly pleasant listening and dancing experience—although the beat is soft and dreamy (a change from the last LP, which featured the "businessmen's bounce" beat). A few of the tunes included are "Angel Eyes," "Sometimes I'm Happy" and "Darn That Dream."



POP SPOTLIGHT

THAT LATIN FEELING

Bert Kaempfert & His Ork Decca DL 4490 (M); DL 74490 (S)

A highly listenable collection of Latin American dance rhythms. Kaempfert abandons his usual bouncy trumpet stylings for the modified Latin tones of such favorites as "Maria Elena," "Say Si Si" and "The Breeze and I." Represented tempos include cha cha, mambo, and bossa nova.

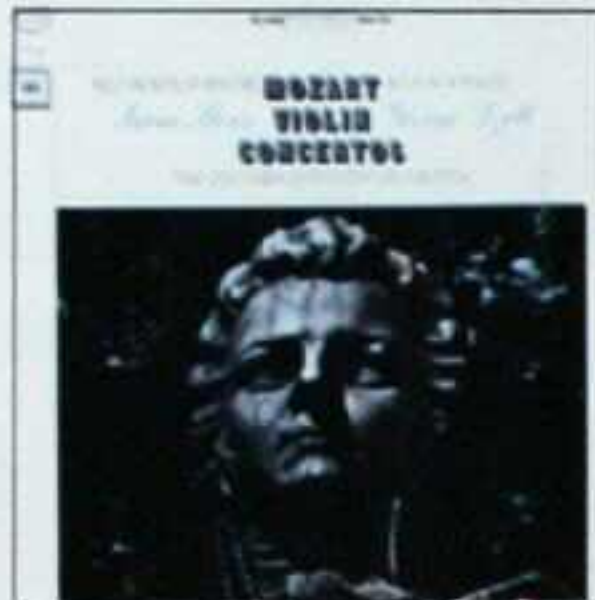


POP SPOTLIGHT

DELLA REESE AT BASIN STREET EAST

RCA Victor LPM 2782 (M); LSP 2872 (S)

The singer packs a strong vocal punch when she's on a night club floor and this on-the-spot recording hits as strongly. She puts everything in a proper frame with her opening "Put on a Happy Face," and she's hard to resist from then on. It's one of her best.



CLASSICAL SPOTLIGHT

MOZART VIOLIN CONCERTOS

Isaac Stern; Columbia Symphony Orchestra (Szell). Columbia ML 5957 (M); MS 6557 (S)

Soloist Isaac Stern and conductor George Szell team for an admirable performance of these two Mozart works. The violin concerto No. 1 is rarely recorded as a matter of fact, only one other disk performance is available. There are more than 10 recordings of the other work but this must rank as one of the better ones.



CLASSICAL SPOTLIGHT

VLADIMIR HOROWITZ

Columbia ML 5941 (M); MS 6541 (S)

This is the third Horowitz album on Columbia. The pianist makes his recording debut in three works. On the LP he plays the Beethoven "Pathetique" Sonata, Debussy's "Three Preludes" and "Two Etudes" by Chopin. The album also contains the Chopin Scherzo No. 1 in B Minor. The Horowitz reading of the "Pathetique" is a collector's item.



CLASSICAL SPOTLIGHT

STRAVINSKY CONDUCTS SYMPHONY OF PSALMS; SYMPHONY IN C

CBC Symphony Orchestra, Festival Singers of Toronto (Iseler). Columbia ML 5948 (M); MS 6548 (S)

There is something majestic and mystic about Stravinsky conducting Stravinsky. There are only three recordings of the "Psalms." One is by the conductor himself (mono only, ML 4129) with the CBC Orchestra. There are only two versions of "C," one of these by Stravinsky himself with the Cleveland orchestra (ML 4890, mono only).

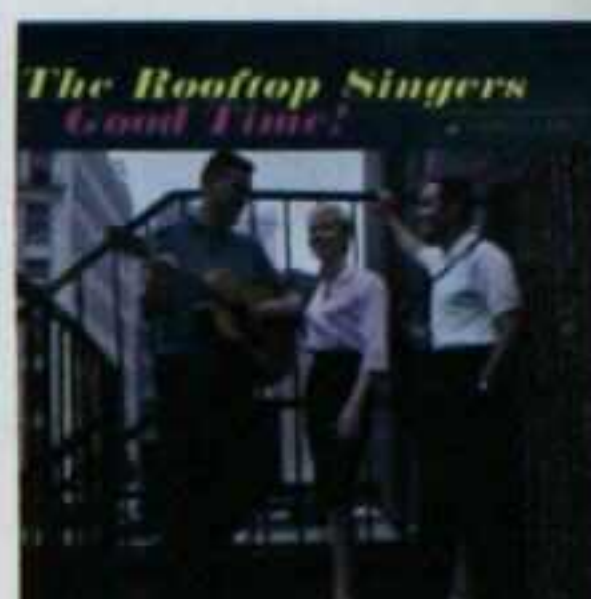


C.&W. SPOTLIGHT

BLUES HOOTENANNY

George Jones & Melba Montgomery. United Artists UAL 3352 (M)

Jones and Miss Montgomery have a hard-riding album in their first tandem set "What's in Our Hearts," and this one should score just as heavily. The tunes are all delivered in the high, hill fashion and there are any number of high-stepping, toe-tapping tunes. "Dixieland for Me," "Once More" and Hank Williams' "House of Gold" are top tracks.

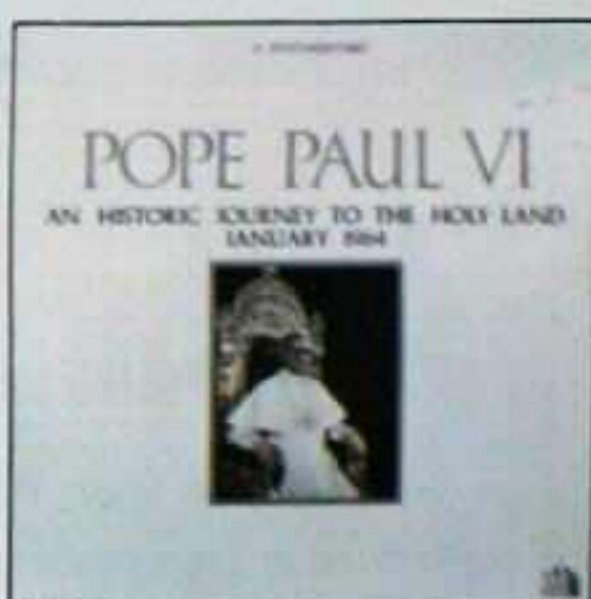


FOLK SPOTLIGHT

GOOD TIME!

Rooftop Singers. Vanguard VRS 9134 (M); VSD 79134 (S)

Unbelievably this is only the second album the Rooftop Singers have made. It's a strong folk offering with much on it that has pop potential. Erik Darling, Lynne Taylor and Bill Symone perform admirably and run through a repertoire they used in night club appearances. Much of the material is familiar, but "San Francisco Bay Blues" tops 'em all.



DOCUMENTARY SPOTLIGHT

POPE PAUL VI

20th Century-Fox TFM 3129

The newsworthiness of this album should make it a strong seller. Interest on all levels should build from strong Roman Catholic interest as a basis. Dealers might think in terms of sales to the Knights of Columbus and other Catholic organizations. It is unfortunate, however, that the album lacks a script that better describes the importance of the pilgrimage and its significance.