

Billboard

The International Music-Record Newsweekly

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

Broadway Lights Up Labels; Diskers Aim for Peak Year

By MIKE GROSS

NEW YORK — The music and drama of Broadway is making solid impact on the record company scene this season. Not since the heyday of "My Fair Lady" have the diskers looked to Broadway product with such bullish attitudes.

In addition to a much larger spread of record company involvement in legit properties than ever before, the singles field also appears to be bubbling with tunes of Broadway origination from companies that don't have the original Broadway cast set. For example, Kapp Records is currently running with Louis

Armstrong's slice of "Hello, Dolly," an RCA Victor property, and Columbia is pushing Barbra Streisand's "People," a Capitol original cast album deal.

Season's Last Half

The line-up for the closing half of the 1963-64 legit season is bringing more companies into the cast album sweepstakes than ever before. RCA Victor and Columbia are the leaders, of course, but now in the race are Capitol with "Funny Girl," Warner Bros. Records with "Rugantino" and ABC-Paramount with the upcoming "High Spirits" and "A Girl to Remember."

RCA Victor, which opened its Broadway cast album season with "Jennie," "110 in the Shade" and "Hello, Dolly" is following with "Foxy," which opened on Broadway last night (16). Columbia's entries so far have been "Here's Love" and "The Girl Who Came to Supper," and the label is now readying packages of "What Makes Sammy Run" and "Anyone Can Whistle." Capitol's lone entry in the Broadway sweeps thus far is "Funny Girl."

Angle Angeling

Disk company angeling of the Broadway shows is picking up steam this season, too. Victor, in close association with David Merrick's productions, has \$50,000 in "110 in the Shade," \$70,000 in "Hello, Dolly" and \$49,000 in "Foxy."

Although Victor had the original cast album rights to "Jennie," the Mary Martin starrer, it had no investment in the production. The show folded on Broadway after a short run. Victor, however, dropped about \$10,000 in Rick Besoyan's "The Student Gypsy." The musical closed on Broadway before Vic-

tor was required to fulfill its original cast album commitment.

Columbia in Front

Columbia has been the most generous with its financing outlay so far this season. It has \$375,000 in "Here's Love," \$150,000 in "What Makes Sammy Run" and its parent company, CBS, has \$297,000 in "The Girl Who Came to Supper." Capitol's stake in "Funny Girl" is about \$200,000 and Warner Bros. shelled out \$100,000 for the Italian musical "Rugantino."

Columbia also has been most active on putting straight plays into the groove. The label recorded "Dylan," the Alec Guinness starrer last week and is now

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British Success Keys New Entries

LONDON — As the sweet smell of success continues to waft through the British disk industry, several hopefuls are entering the indie market. Manager Larry Parnes has formed his own production company, Trend Records, and will wax his own artist Billy Fury (one of Decca's hottest) and is leasing the tapes to Decca. Another of Parnes' artists, Joe Brown, has independently produced a new Pye single by Vince Eager, "I Shall Not Be Moved," and ex-Tornado Alan Caddy has got together with singer Don Charles to form Sound Ventures (London) Ltd., to record three or four acts under a release pact just made with EMI. First release of Sound Ventures features Charles himself singing an untitled Gene Pitney composition for release March 6.

Beatles Beguile East Coast

Beatles Bring Love to N. Y.

By MIKE GROSS

NEW YORK — This was the week that was the Beatles'. First in the platter polls, first in the press, first in police protection and first in the hearts of New York teen-agers who upset the mechanics of John F. Kennedy Airport, The Plaza, a CBS-TV studio, Penn Station and Carnegie Hall ever since the four-some arrived from London a week ago Friday (7).

The Beatles' invasion of Gotham, which received front-page coverage in most of the New York press, culminated in a two-concert engagement at

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BEATLES DISK CHI MYSTERY

By NICK BIRO

CHICAGO — As if four Beatles singles weren't enough, Chicago last week got a fifth—on an unknown label yet.

A dub of "Roll Over Beethoven," by the Beatles, was circulating the city, but no one really knew what it was all about. Nor were dealers able to figure out where they could buy a copy.

Gene Taylor, program director of powerful WLS, liked it well enough to immediately put

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FTC Issues Proposals

By MILDRED HALL

WASHINGTON—It's official: the Federal Trade Commission last week publicly announced hearings on 34 trade practice rules for the record industry. The proposed rules, which are for "guidance" of the industry, will be discussed at industry conference March 13, as previously announced in Billboard. FTC notes that the draft rules consist of "rules proposed by industry members, and additional rules which the Commission staff feel should be considered."

The complete list of the industry-suggested rules, plus the FTC additional proposals, has gone out to industry members, and is available on request to the Commission. (Address Federal Trade Commission, Pennsylvania Avenue at Sixth Street, Washington 25. March 13 hearing will be held at 10 a.m. in Room 532 in the FTC building.) Careful analysis indicates that the lion's share of the rules proposed has been provided by American Record Merchants and Distributors Association (ARMADA), with big assist from ARMADA counsel, Washington attorney Earl Kintner, former chairman of the Federal Trade Commission.

Covering letter to go with the FTC's mail-out of proposed rules will be delayed because FTC Commissioner Sigurd Anderson, who was to supervise the conference, has resigned to run for governor of South Dakota. The Commission will assign another member to oversee the conference, but decision had not been made as of Billboard's deadline.

(Continued on page 6)

Wilma Cozart Exits; Built Merc Classics

CHICAGO — Wilma Cozart Fine, vice-president in charge of Mercury Record Corporation's classical division and a prime mover in its development these past 15 years, is resigning from the firm.

The classical division will be taken over by a management committee of three Mercury regulars: Harold Lawrence, to handle Mercury product; Claire Van Ausdall, to handle Philips, and Bernard Braddon, administrative co-ordinator and national sales director for all classical material.

No change is expected in the administration or direction of the classical division.

Mrs. Fine is resigning to devote more time to her family and two children. Her husband, Robert Fine, is head of Fine Recording Studios in New York.

Mrs. Fine's name has been virtually synonymous with Mercury's classical efforts since she joined the firm in 1950. She is largely responsible for the build-up of the firm's present catalog of several hundred classical items.

It was under the Fine aegis that Mercury produced its "1812 Overture" with the Minneapolis Symphony Orchestra under Antal Dorati. The record received a "gold award," a comparative rarity in classical circles.

She also was responsible for

Mercury's present roster of classical artists, including such names as Byron Janis, Janos Starker, Gina Bachauer, Frederick Fennell, Rafael Puyana, Marcel Dupres and Henryk Szeryng.

Mrs. Fine made a practice of recording classical material all over the world and Mercury became the first (and only) American company to take its artists and recording equipment for a session in Moscow.

Another distinguishing mark of the label was its extensive program with American orchestras. Mercury at one time had under contract the Minneapolis Symphony Orchestra, the Detroit Symphony and the Chicago Symphony (during the days of Kubelik).

The label also did a major chronicling of American music with Howard Hansen and the Eastman Rochester Orchestra, including a study of marching

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Monument Buys Phillips Studio

NASHVILLE — Phillips Recording Studio was sold last week to a local corporation, headed by Fred Foster, president of Monument Records, Hendersonville, Tenn., Foster announced Wednesday.

The studio, formerly owned by Sam Phillips of Memphis, has been renamed the Fred Foster Sound Studio. Bill Porter, formerly chief engineer at Nashville's RCA Victor and Columbia studios, will head the studio, Foster said.

Phillips, who owns Sun and Phillips International record companies as well as other business interests, said the studio "has been successful financially and artistically since it opened in January 1961."

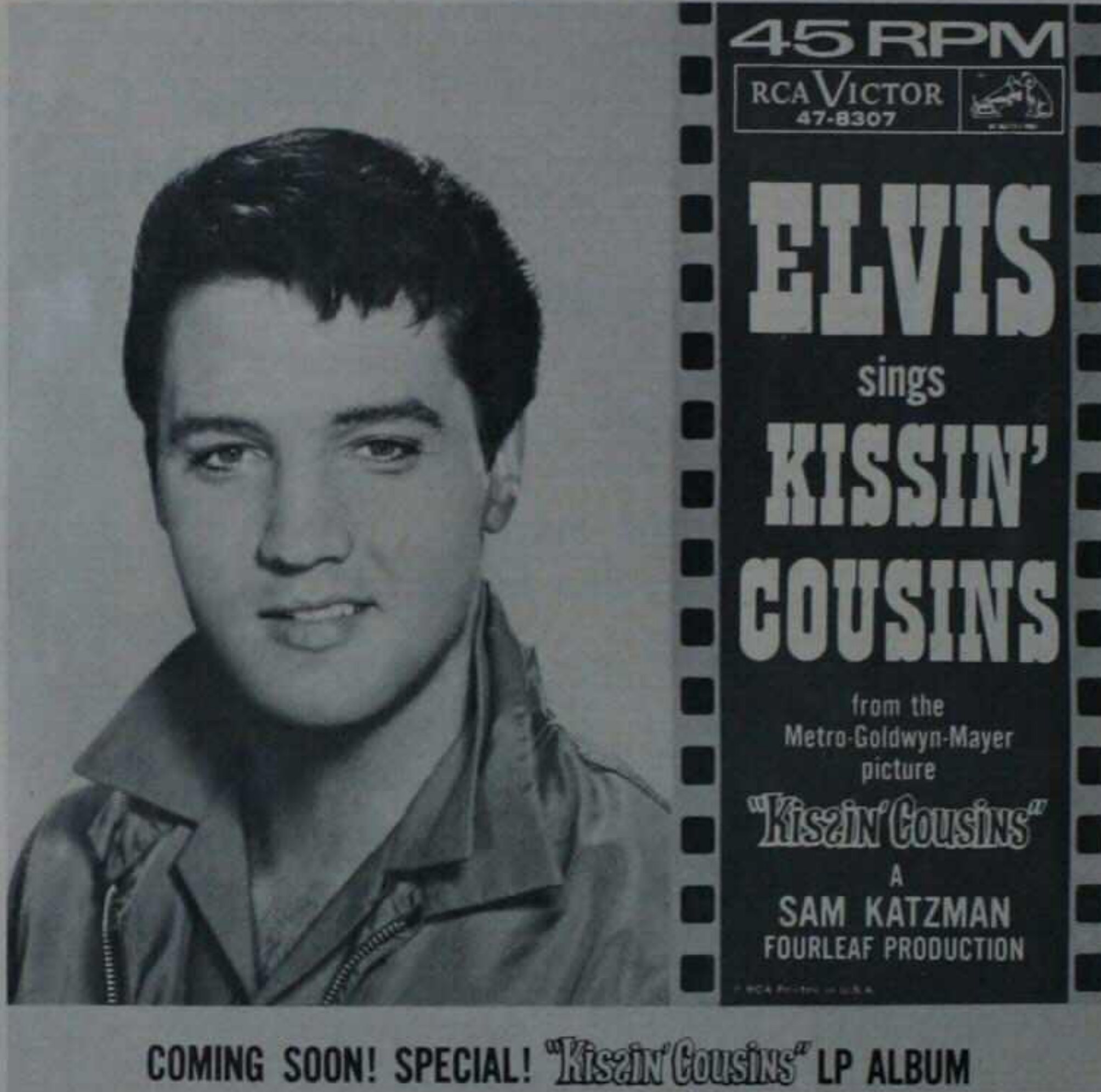
He explained his reason for selling, saying "an operation of this type needs personal on-the-scene attention from the owner. Due to my numerous other businesses and residence in Memphis I could not devote the necessary time."

Faith in Music

Foster, commenting on the acquisition, said, "This is a statement of my faith in the music

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
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'Stop One-Stops,' Cry Worried L. A. Distributors

By ELIOT TIEGEL

LOS ANGELES—Several key L. A. distributors, distraught over inroads being made into their business by one-stops, have turned their collective thoughts toward combatting these problems here.

So concerned are the distributors with the aggressive policies of the one-stops, who are now sending out salesmen to retail outlets and offering to completely handle their record operations plus offering 100 per cent return privileges, that the distributors are beginning to publicly announce their concern and plans.

Abe Diamond, head of Diamond Distributors, told Billboard he was "considering dropping his minimum price program" while also possibly lowering prices—thus cutting his profit—to remain in competition with the one-stops. He said his 5 per cent return policy could not compete with the 100 per cent returns being offered by the one-stops.

Sid Talmadge, head of Record Merchandising, said he, too, was considering reducing prices and was even considering buying a one-stop operation. But he doesn't consider the policies of many L. A. one-stops as a major threat to the existence of distributors yet. He felt each distributor must handle the problem individually.

According to Diamond, the manufacturers must provide the strength to halt the conditions which have placed their distributors behind the eight ball. Diamond blasted the general practice of offering free goods, adding that these free disks often wind up in the hands of the one-stops which "gives them the edge to knock us off."

Diamond feels the manufacturers should eliminate all free goods, stating the standard deal of giving 300 free singles for every 1,000 "permits the one-stops and racks to flagrantly abuse basic price structures."

Pell & Carson Set at Liberty

HOLLYWOOD—Liberty has added Dave Pell as a staff a.&r. producer, upped Buzz Carson to full producer and moved Dick Glasser from its publishing firm to the a.&r. slot at Dolton, vacated by retiring Bob Reisdorf.

Pell previously served Liberty as an independent producer. Carson formerly had been assistant to Snuff Garrett, who continues handling top 40 projects. Glasser had been general manager of Metric, Travis and Post Musics, and will now handle all Dolton a.&r.

Remo Winner Goes to Chappell

NEW YORK — Chappell has picked up the world rights to the winning song of the San Remo Festival, "No Ho L'Eta Per Amarte." It's been given an English lyric by Buddy Hayes and Phil Springer and will go out under the title of "This Is My Prayer." The song was composed by Nisa with Italian lyrics by Di Panzari.

Concerning his minimum price program on the ABC-Paramount and Impulse lines, Diamond explained that his price for 15 mono LP's is \$2.17 each. If a dealer doesn't buy the minimum number, the price reverts to \$2.48, but Diamond said he may be forced to cut that to \$2.25.

It is generally known that sev-

eral one-stops are currently selling singles at below the normal 65-cent price, and that several distributors have cut their price to remain in competition.

Diamond's singles price was 60 cents, with one-stop California Music offering singles for 58 cents, and Merit Distributors dropping down to 56 cents on all cash counter sales.

LATE SINGLE SPOTLIGHTS

Pop

BOBBY VINTON

MY HEART BELONGS TO ONLY YOU (Regent, BMI) (2:42)—Here's another big winner for the singer from his current LP. The side has the strong ballad sound, features voices and strings in support. The flip is warm and tender" (Acacia, ASCAP) (2:44).

Epic 9662

THE MIRACLES

(YOU CAN'T LET THE BOY OVERPOWER) THE MAN IN YOU (Jobete, BMI) (2:44)—More strong singing from this most successful group. Lead waits the plea while even medium swing pushes a solid dance beat. The flip is "Heartbreak Road" (Jobete, BMI) (2:44).

Tamla 54092

RUTH BROWN

YES SIR, THAT'S MY BABY (Bourne & Donaldson, ASCAP) (2:10)—Sensational comeback for Miss Brown here. Side has a very contemporary sound shouting chorus behind the gal and strong beat to the side. The flip is "What Happened to You" (Premier Music, BMI) (2:35).

Decca 31598

Treasury Series Begins With New Toscanini

NEW YORK—RCA Victor is resuming its "Treasury of Immortal Performances" series with new releases, bringing today's market some of the great past performances. RCA Red Seal a.&r. manager, Roger Hall, said that the "Treasury" series will make available to this generation historic performances by many of the greatest artists of yesteryear.

The plans for the series, inactive for 12 years, are long range. Hall said a new five-year contract has been signed with Walter Toscanini, the late conductor's son, assuring the availability of hitherto unreleased Toscanini recordings with the NBC Symphony Orchestra.

PLEASE POST FOR 2 CARLS

NEW YORK—Will the real Carl Post please stand up? Even that wouldn't solve the confusion that is going on right now in the industry. There are two of them and they perform identical jobs but at different places.

To try to put the record straight: the Carl Post who used to work for Capitol Angel is not the Carl Post that works for Capitol Angel now, and the (or should we say these) Carl Post who works as National Sales Manager at DGG is not the Carl Post who worked in sales for Jesse Seltzer (Ransel). Now that we know who is not, let us try to figure out who is.

The DGG Carl Post used to be with Capitol Angel, and the Carl Post who is presently with Capitol Angel came from Ransel. Still confused? Let's leave it at that and hope for the best.

The February release consists of three albums: Toscanini and the NBC Symphony in performances issued for the first time, Enrico Caruso arias not previously available on LP's, and Pablo Casals 1926-1928 recordings. See Billboard's January 29 issue for reviews. Other recordings in the series will be issued on an alternate-month basis.

Decca Honors St. Patrick's

NEW YORK—"Up the Irish" will be the Decca-Coral theme for St. Patrick's Day next month. The companies are putting their entire LP and EP catalog of Irish records into their current dealer incentive program.

The Decca-Coral Irish catalogs include such LP's as Bing Crosby's "When Irish Eyes Are Smiling" and "Shillelaghs and Shamrocks."

The Irish push will be spotlighted by a special full-color litho book featuring the disks in the mood of the Old Sod.

Turner Adds Innis

HOLLYWOOD — Rhythm and blues vocalist and disk owner Ike Turner is on an expansion kick, hoping to become the Tamla/Motown of the West Coast.

Since debuting his own Sonja label several months ago, Turner has opened a second label, Innis, and has hired George Grenier to handle his business affairs.

Grenier told Billboard that Turner planned cutting down his personal appearances with his band and revue to concentrate on recording activities and to solicit new artists for his two labels.

SILVER CERTIFICATE SCREEN

Atlantic Heightens Selling With Film Clips & Program

By JACK MAHER

NEW YORK—Atlantic Records has heightened its selling impact and added extra dollar volume to its sales program through two new selling tools. The label has scored heavily through the use of film clips and special salesmen incentive commissions to add extra emphasis to its "period of adjustment" album sales program.

The use of film clips to boost sales of its "Apollo Saturday Night" album on Atco is a new technique for the label. The clips are being used during current shows at the Apollo Theater, New York; Howard Theater, Washington; Royale Theater, Baltimore; Uptown Theater, Philadelphia, and Regal Theater, Chicago. The clips plug the album, show the cover and names the many artists that appeared on the bill at the Apollo when the LP was cut. The final line of the visual pitch reminds viewers to pick up the album at their favorite record dealer.

The advertising program, of which this new technique is a part, also offers strong radio, print co-op advertising benefits.

Commission Fund

The salesmen's commission fund, which supplements distributor incomes, has proved particularly effective since it has

provided an extra incentive for the field men to work on Atlantic and Atco product.

Yet another factor in the success of the period of adjustment sales program has been the solid LP line being offered by the label. The company followed its recent pattern of concentrated product following up on hit singles and album artists. Typical new albums in the program are sets by Barbara Lewis, Rufus Thomas, on Stax; Herbie Mann, Ray Charles, Nino Tempo and April Stevens and Acker Bilk.

The label has also scored with "The Sheriff," one of the best-selling Modern Jazz Quartet albums in recent months; new artist Chuck Wayne, on the Focus label and "Hot Rod City" on the Vault label.

In addition to other incentives mentioned the label is also offering a 12½ per cent discount on new albums as well as catalog.

BMI Mails New Contracts

NEW YORK—Broadcast Music, Inc., is mailing out this week to its radio and TV licensees a simple form of renewal extending contracts for a period of one year. Current BMI contract with its broadcasting licensees expires March 11, 1964.

Both the TV and radio licensing committees are recommending signing of the renewal.

Robert T. Mason (WMRN, Marion, O.), chairman of the All-Industry Radio Station Music Licensing Committee, sent a letter to members stating that BMI has taken a position that is based on increase in use of BMI music it is entitled to an increase in fees. Mason wrote, "You cannot resist this attempt to increase fees. As a result BMI agreed to offer to renew its license for one year only on existing terms and conditions."

The renewal will give BMI and the broadcasters an added year to come to terms on a contract based on the increased usage of BMI music.

Japanese Mail Disk Biz Prospers

By J. FUKUNISHI

TOKYO — The mail-order business is flourishing here, particularly in the fields of cameras, watches, cosmetics and electric merchandise. But the merchandise sold is not exactly first class, so people generally do not place re-orders.

In records, Reader's Digest achieved some success in selling Victor records to rural customers through mail order. Following this lead, Concert Hall Society launched the same business here about two years ago, and started an all-out sales campaign at a huge expense.

The society, however, spent the first ten months in convincing potential customers the records distributed were not phony.

The repertoire of Reader's Digest is rather limited, but [\(Continued on page 39\)](#)

LONDON ISSUES REMO ALBUM

NEW YORK — The winning songs of the 1964 San Remo Festival are already available on a London International LP. The diskery taped in advance, in Italy, every song entered in the Festival with leading singers. Four-color covers were printed and ready, as were liners. On the day of the awards (February 1) London called San Remo and received the winners and runners-up. The LP was mastered the same night; jackets assembled and records pressed, and within one week London International's 1964 San Remo Festival was ready.

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GEMA Seeks Wide German 1903 Copyright Act Revisions

By OMER ANDERSON

BONN—Dr. Erich Schulze, general director of GEMA, is calling for support of American and other foreign authors-composers in GEMA's drive for amendment of the Bonn government's draft law revising the 1903 German copyright act.

Dr. Schulze said in an interview that the German performing rights society is approaching the copyright draft bill "not as a solely German organization concerned only with the well-being of German creative talent, but, as one of the economically most important performing rights societies in the world, with the protection of the interests of the foreign performing rights societies with which we have bilateral contracts."

GEMA's network of such bilateral contracts, the most important being with ASCAP, makes revision of the German copyright law, in Dr. Schulze's opinion, a matter of international rather than solely domestic concern.

Dr. Schulze pointed out that the major issues in the dispute involve the financial interests of foreign equally with German authors-composers. These are the taping of music and the placing of GEMA under direct state supervision as a "monopoly" institution.

GEMA's chief declared that GEMA is fighting for the cause of culture no less than in protection of the economic interests of those it represents. He said GEMA has heavy commitments in this field.

GEMA is spending around DM 3 million (\$750,000) annually to advance serious music. It is spending a further approximately DM 922,000 for social security assistance to its members, and it contributes several hundred thousand marks annually to institutes with cultural, scientific, and social character.

Dr. Schulze made it clear that nothing has nettled him as much during the copyright law skirmishing in parliament as charges that GEMA's demand for music taping royalty payments postulated organization of a "GEMA Gestapo," which would clump into private homes hunting bootleg recording setups.

GEMA's chief branded such innuendo as malicious fabrications. On the contrary, he ex-

plained, GEMA seeks to make taping royalty payments "painless" for all concerned. This would be done by levying the taping royalty fee at the source—when the tape recorder was purchased.

Dr. Schulze believes GEMA is making headway in rallying Bundestag deputies behind amendment of the draft bill to restore the taping fee provision. The taping fee was rejected by the Bundesrat (upper house), which routinely must give preliminary approval to legislation when it is introduced in parliament. He quoted a number of Bundestag deputies as opposing unauthorized music taping on the grounds that it puts the state in the position of concurring in the "dispossession" of creative artists through "piracy"

of their works and thus has a stultifying effect upon the general cultural development.

Turning to another widely discussed aspect of the copyright law reform—its effect upon East Germany and the cause of German unity—Dr. Schulze expressed confidence that the reform would not prejudice the German copyright position in this respect.

At present West and Communist East Germany are still legally bound by the 1903 Copyright Act, and this common legislation is the basis for efforts by GEMA to collect royalties in East Germany.

Dr. Schulze said that East Germany is in the process of enacting new copyright legislation and he is confident any conflict can be harmonized.

Aussies Look to Britons As U. S. Influence Fades

SYDNEY — The Australian pop music scene is, at the moment, less dominated by American music than at any time in the past 20 years. Top national chart showed only one American tune in the top 10 and that, Roy Orbison's "Beautiful Dreamer" follows a successful nation-wide tour by the artist.

British tunes are holding the reins most times with seven out of the top 10, including four by the Beatles, who are now described locally as the "Beat alls." Never in the history of local pop music has any one act had so many tunes in the top 10.

Looking a little further, there are only five U. S. records in the top 20 plus four local and 11 English. Where, previously, top d.j.'s and artists concentrated on the American scene for interview tapes and overseas knowledge, they have shifted their sights to the British front. Many Australian artists have left for England and many more plan to do so. Promoters, too, are planning big tours featuring all British stars for the first time. The Beatles are booked for an Australian tour in June, preceded in May by Gerri and the Pacemakers, Brian Poole and possible Kathy Kirby on one

bill. Frank Ifield and Matt Munro have just completed night club seasons here most successfully and will be followed by Shirley Bassey in mid-February.

Local record companies and publishers have their worries with this new trend. Previously, comparatively firm US-Australian deals in catalog agreements have worked smoothly. It may well be that in the next 12 months labels here may make local versions of top U. S. songs, something previously considered taboo in this country.

Heilicher Fund To Be Raised As a Memorial

PHILADELPHIA — The entire record industry, including manufacturers and distributors, will join together in helping to establish a living memorial to perpetuate the memory of Menahem Heilicher, who was the father of Amos Heilicher, of Minneapolis, president of ARMADA.

Spearhead for the industry effort to establish scholarship to Camp Ramah for deserving students at the Minneapolis Talmud Torah is David Rosen, president of David Rosen, Inc., independent record distributor.

Rosen said that since Amos Heilicher is one of the most respected leaders in the record industry, it is most fitting that the industry make this gesture. He added that inspiration for this tribute also came from his own spiritual leader, Rabbi David A. Goldstein, of Her Zion Temple, who was a student of Menahem Heilicher, who met a tragic and untimely death in an auto accident last year.

The contributions realized will be used to enable deserving students to spend a summer at Camp Ramah in the United States or in Israel. The camps, which combine religious education with a camping experience, are sponsored by the United Synagogue of America. The students selected will be among those attending the Minneapolis Talmud Torah where the late Mr. Heilicher was a dedicated teacher for almost half a century.

"The living memorial created

DOG TALKS ON EPIC LABEL

NEW YORK — Epic Records is going to the dogs—figuratively speaking, of course. The label has signed Michel Messick, billed as "the incredible talking dog." The canine, a two-year-old black poodle who recently appeared on Johnny Carson's NBC-TV "Tonight" show, will make his disk bow on a single titled "My Talking Dog... Napoleon."

Duetting with Michel will be young singer Ken Colman, who was also signed to an Epic deal. Colman has sung in niteries in Las Vegas and New York and has appeared a number of times on NBC-TV's Merv Griffin show.

Palmer In, Cohen Out At Everest

HOLLYWOOD—Lee Palmer has replaced Murray Cohen as national sales manager for Everest Records. Cohen's recent departure after a year with the diskery was described by owner Bernie Solomon as a result of differences in "sales policies." Palmer has been Cohen's assistant the past eight months.

Cohen told Billboard he is reactivating his Tip diskery and had a single and LP ready for release. He also said he was negotiating with several labels and would announce his new affiliation soon.

Solomon, just returned from Europe, also stated he has signed new license affiliations for his classical line with Ariola in West Germany and French Decca in France. He renewed his classical representation in England with the World Record Club.

Vee Jay Records Moves Office To West Coast

CHICAGO—Vee Jay Records officially transferred its headquarters to the West Coast last week but retained an office here for Cal Carter, its a.&r. chief, and for Conrad Music, its BMI publishing affiliate.

The new quarters officially opened Monday (10) at 9056 Santa Monica Boulevard, Los Angeles 69, telephone Crestview 3-5800.

Making the move were most of the Vee Jay hierarchy, including Randel Wood, president; Jay Laker, executive vice-president; Manny Sands, controller; and Steve Clark, vice-president. Carter will operate from both the Los Angeles and Chicago offices.

Lasker said the move was made to bring Vee Jay "closer to the heart of the entertainment industry." He said the label could realize considerable savings by the move.

by the record industry," said Mr. Rosen, "would be a great tribute to his memory and a mark of our affection for Amos."

Under Mr. Rosen's signature, more than 1,000 letters were sent to every record manufacturer and distributor throughout the nation soliciting their active participation in this industry-wide effort.

Pincus Picks Streak From Beatles' Back

NEW YORK—George Pincus is riding a hot publishing streak on the backs of the Beatles. His firm, Gil Music, has the U. S. publishing rights to a flock of tunes written by two of the Beatles, John Lennon and Paul McCartney.

The U. S. rights were acquired by Ambassador Music, Pincus' London-based firm run by his son, Lee. (The songs are published in England by Northern Music of London.)

The Beatles' songs published by Pincus in the U. S. are "She Loves You" on the Swan label; "I Saw Her Standing There," which is the flip side of the Capitol click; "I Want to Hold

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zine of automatic vending: one year, \$7 in
U. S. A. and Canada; Amusement Busi-
ness, the weekly magazine of amusement
management: one year, \$10; High Fidelity,
the magazine for music listeners:
one year, \$7; American Artist: one year,
\$7; Modern Photography, \$5, and the
Carnegie Hall Program. Postmaster,
please send Form 3579 to Billboard,
2160 Patterson St.,
Cincinnati, O., 45214.

Vol. 76 No. 8

Vee Jay Wins One Round in Beatles Case

CHICAGO—Vee Jay won a round in its court battles with Capitol over Beatles records. An appellate court "stay" on a Capitol injunction permits Vee Jay to again manufacture and sell its Beatles single, "Please Please Me."

Vee Jay's album, "Introducing the Beatles," is still blocked from the market by Capitol's injunction issued by the New York federal court. Capitol had obtained this order on behalf of its publishing subsidiary, Ardmore-Beechwood, Ltd., of England, which owns the copyright to "Love Me, Do" and "P.S. I Love You," two tracks in the Vee Jay LP. Vee Jay will argue this injunction Wednesday in an effort to have it lifted.



MARCH FUND: MARCH, the philanthropic organization for women in the music industry and allied fields, received its first fund-raising check at a recent meeting from the Bobby Darin Fan Clubs. Shown at presentation ceremonies are (left to right): Bev Weinstein, co-chairlady of the fund-raising committee; Edy Sohmer, treasurer of MARCH; Peggy Anastos, president of the Darin clubs, and Jeanette Hender, president of MARCH. Check will aid underprivileged children of the University Settlement House of New York.



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Charlie Rich: a great new talent on **Groove**

FTC Chooses ARMADA Rules

FTC Lists 34 Trade Rules

• Continued from page 1

Chalmers B. Yarley, director of FTC's Bureau of Industry Guidance, says there has been "strong industry support" for this proceeding. He hopes industry members will provide constructive criticism and advice in the forming of final rules. If the list of proposed rules does not cover everything, industry members are invited to submit other subjects for consideration, to be talked over during the trade conference.

Subject to Be Considered

Among the subjects to be considered, and included in the draft of industry and FTC staff proposals, are the following: Discriminatory prices, advertising and promotional allowances and services and facilities; inducing or receiving prohibited discriminations, trade restraints such as unlawful price fixing, exclusive dealing, tie-in sales, defamation of competitors or false disparagement of their products, misrepresenting products as conforming to a standard.

Also: Inducing breach of contract, lifting of stocks of competitors, push money, commercial bribery, unauthorized shipment; imitation of trademarks, trade names, etc., of a competitor; reissuing records under new titles without disclosing the fact of re-issue, using as album titles

MRS. R. S. PEER WEDS D. MORRIS

SAN FRANCISCO — Mrs. Ralph Sylvester Peer, widow of the late noted music publisher, Ralph Peer, was married last week to David Henry Morris, a retired Royal British Navy Commander. The reception following the wedding was held at the Royal Suite of the Mark Hopkins here. The City Hall nuptials were witnessed by her son, Ralph Reer II, Stanford University sophomore and editor of the year book, "The Quad."

The groom, in addition to his rank in the Royal Navy, is a journalist and author, and has been referred to as the Grover Whalen of Hong Kong. He has been serialized in the press. He has also served as radio correspondent for the Australian Broadcasting Commission and Far East correspondent for "The London People."

ARMADA RENTS ROOMS PRIOR INVASION

NEW YORK—The American Record Merchants and Distributors Association has reserved 100 rooms at the Statler-Hilton Hotel, Washington, D. C., for the convenience of record industry personnel who wish to attend the FTC trade practice conference March 13. A survey of Washington hotels indicates a tight situation in the city—which prompted the ARMADA move.

Amos Heilicher, ARMADA president, stated that the government-sponsored conference has aroused such interest that he felt it advisable to make certain that rooms would be available.

Persons using the free convenience of ARMADA's reservation service are responsible for their own room charges.

Dealers, distributors, manufacturers or others desiring hotel reservations for the night of March 12 may contact Edgar Jones, ARMADA executive secretary, at 663 Fifth Avenue, New York (code 212) Pl 2-9666, Heilicher stated.

the names of prominent performers without adequately disclosing the limited scope of their contribution, palming off records by unknowns as being performed by prominent artists, mislabeling as stereo records originally produced as monophonic.

Rules also cover misrepresenting the composition, playing life, or origin of phonograph needles—and other false or deceptive acts or practices.

Big Jazz at Little Theater

NEW YORK—A series of six weekly jazz concerts will be held in the Little Theater here beginning Friday (21). The concerts came about as a result of the closing down of the theater for Friday nights because of religious observance by the Habimah, the National Theater of Israel which is currently playing there.

The concerts will feature such artists as Coleman Hawkins, Ben Webster, Earl (Fatha) Hines, Lucky Thompson, Randy Weston and Cecil Taylor. All seats will be \$2.50.

New FTC Rules Are Summarized

NEW YORK—The proposed trade practice rules published by the FTC and sent to industry members (see companion story) includes all the ARMADA proposals summarized in Billboard, February 8. In fact, this body of proposals is by far the largest segment of the total FTC-staff and industry suggestions. In addition to those proposals carried in Billboard, February 8, the proposals include the following, which are herewith summarized:

Misuse of "Stereo" and "Stereophonic," etc.... These terms shall not be used to refer to a recording which does not have two distinctly separate modulations derived from an original live recording in which a minimum of two separate channels were employed. Such phrases or words may be applicable to a recording having two distinctly separate modulations derived from an original monophonic recording if it is made clear that the original recording was monophonic and was altered to simulate stereo reproduction or permit reproduction on stereo players.

Deception As to Performing Artist.... An artist may not be featured or identified on the cover of a recording, or in advertising, if the artist does not perform with regard to each selection on the record, unless it is clearly indicated which renditions the artist does not perform.

Further, an artist may not be represented as famous, prominent or well-known when such is not the case.

Deception As to Contents of Recording.... It may not be represented on the cover of a record, or in advertising, that a recording is of any ballet, opera, play or other known work... when in fact the record does not contain essentially the entire work or performance, unless it is clearly disclosed that the recording does not contain the complete work; and unless there is conspicuously listed on the cover the parts the record contains or does not contain.

Deception Involving Re-Issue, New Titles and Date of Origin.... A recording may not be reissued under a new title, without clear disclosure on the cover and in advertising the fact of re-issue and the title or titles under which the recording was previously issued.

Songs or selections shall not

CMA Skeds Showing For Detroit Admen

PALM SPRINGS, Calif. — The board of directors and officers of the Country Music Association, in their first quarterly meeting of 1964 at Gene Autry's Melody Ranch here last week, voted to sponsor a country music presentation before the Ad Craft Club in Detroit Friday, April 17. The presentation will be along the lines of those presented before the New York Sales Executives Club last May and for the Nashville area Chamber of Commerce last month.

Billboard publisher, Hal B. Cook, chairman of CMA's Projects Committee, has appointed committee member Roy Horton to head up the Detroit show. Horton will be assisted by Joe Allison. The CMA's directors and officers will hold their second quarterly meeting in conjunction with the Detroit presentation.

Membership chairman Connie B. Gay announced the signing of three new organizational members—Country Music Record Club of America; Red River Songs, Inc., and Vidor Publications, Inc.—and appointed co-chairmen to recruit organizational members. Those named were Ben Rosner, of RCA Victor Records, for the New York area;

be given new titles when such songs or selections have previously been issued or have been commonly known under titles.

A recording which is not entirely composed of currently recorded material shall not be issued without clearly indicating that the material is not entirely current.

Composition and Playing Life of Phonograph Needles.... The word "Sapphire" "Ruby" or "Jewel," etc., may not be used in describing needle tips made of synthetic material, unless the word "synthetic" precedes the use of such terms.

It may not be represented that a needle may be relied upon to play any specified number of records, or for any particular length of time, if this has not been proven under the varied conditions of normal use; or to represent that a needle will give satisfactory performance forever.

Cancellation of Membership in Commercial Club or Membership Organizations.... In the operation of any commercial record club or membership organization, an industry member shall not: (a) Represent that persons may cancel membership if cancellation is not always permitted without any conditions or limitations, unless a clear disclosure of all conditions or limitations are made in immediate conjunction with such representations; or (b) ship merchandise and attempt to collect the price of such merchandise when the right of cancellation of membership has been exercised and proper notification of cancellation has been given.

Foreign Origin Deception.... In the sale or distribution of needles, record brushes and other phono record accessories, industry members shall not misrepresent the origin or place of manufacture or fail to disclose that a product is of foreign origin by means of a legible marking or label or tag of such permanency as to remain legible until consumption of the consumer sale, and of such conspicuousness as to be likely observed by potential purchasers.

W. E. (Lucky) Moeller, of Denny-Moeller Talent, Inc., Nashville, and Dick Schofield, of KFOX Radio, Long Beach, (Continued on page 13)

Victor Adds J. Fogelsong

NEW YORK—Jim Fogelsong has joined RCA Victor's a.&r. staff as a producer. He had been with the Columbia-Epic a.&r. staff for the past 10 years.

Reporting directly to Hugo (Perretti) and Luigi (Creatore), who head Victor's New York pop recording activity, Fogelsong joins an a.&r. organization that includes Ben Rosner, manager of pop a.&r.; Herman Diaz, manager of special projects; Joan Deary, manager of creative services; and a.&r. producers Joe Linhart, Andy Wiswell, Jack Somer, Ethel Gabriel and Brad McCuen. All work under Steve Sholes, division veepee for pop a.&r.

During his stay at the Columbia-Epic labels, Fogelsong worked on some original cast albums and, most recently, supervised the recording of such show recreations as "Annie Get Your Gun," "Showboat," "The Student Prince" and "Lady in the Dark."

WTAQ Vince Essig Dies in Chicago

CHICAGO—Vince Essig, 47, news director at WTAQ in suburban La Grange, died here last Monday (10), reportedly of a heart ailment. Essig had been with WTAQ for 11 years and also conducted the morning Polka Jamboree show from 10:30 to noon, daily. Before joining WTAQ, he was with WKAN, Kankakee, Ill., and WSAP, Portsmouth, Va. He is survived by his mother, Katherine Essig, and two brothers, Herbert and Norbert.

RETAILER ROLE DEFINED IN PROPOSED RULE

NEW YORK — Billboard in its February 8 issue carried in its story on proposed trade regulations the ARMADA proposal that the classes of "distributor," "rack jobber" and "one-stop" be recognized as valid functional classifications in the chain of distribution, and that functional discounts may be extended provided the recipients actually perform the function for which the discount is granted. This relates to the proposed industry rule under the general heading of prohibited Discriminatory Prices, Rebates, Discounts, etc. In the full list of proposed trade practice rules just released, an alternate industry proposal is listed, the sense of which is as follows:

An industry member who sells records to ultimate consumers by placing the records in locations dealing principally with commodities other than records, and who determines the selection of disks, their price, etc., and assumes the function of servicing by keeping merchandise current and racks filled, is considered a retailer within the meaning of this rule.



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NEW ALBUM RELEASES

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

ARM	
Baja Marimba Band—LP 104, SP 104	M 5
ASCOT	
The Best of Richard Hayman; AM 13011, ALS 16011	
COLUMBIA	
ORIGINAL CAST—"Dylan"; Alec Guinness, Kate Reid; DOL 301, DOS 701 (3-12")	
DECCA	
BACH: Cantata No. 51, Suite No. 1 in C for Orchestra; Raskin, The Festival Orch. of New York (Dunn) DL 710089	
MANDEL: Israel in Egypt; Addison, Kopieff, McCollum, Natale, Fuller, Musica Aeterna Orch. and Chorus (Waldman); DKSA 7178 (2-12")	
MANDEL: The Organ Concertos; Marie-Claire Alain, Orchestra de Chambre Jean-Francois Paillard; Vol. 1/Nos. 1-4; DL 710085, Vol. 11/Nos. 5-8; DL 710086, Vol. 111/Nos. 9-12; DL 710087, Vol. 1V/Nos. 13-16; DL 710088	
NAYDN: Toy Symphony, Clock Symphony; Paris Chamber Orch. (Kuentz); DL 71090	
LUDWIG SENFL: Composer to the Court & Chapel of Emperor Maximilian I; New York Pro-Music (Greenberg)	
GEORGE CATES—Hit Songs; Sounds; DLP 3564, DLP 25564	
LIBERACE—My Most Requested; DLP 3563, DLP 25563	
Guns by the Mills Brothers; DLP 3565, DLP 25565	
Eddie Peabody Plays Marx Smoo-o-thies; DLP 3562, DLP 25562	
DUSA	
VARIOUS ARTISTS—Los Exitos De 1963; 20013	
FOLKWAYS*	
PETER GOTT & JOHN COHEN—Old Love Songs & Ballads From the Big Laurel, North Carolina; FA 2309	
Best Bowl Ballads Song by Woody Guthrie; TH 5212	
Woody Guthrie Sings Folk Songs, Vol. II; FA 2434	
The Virtuoso 5-String Banjo Played by Barry Hall; FG 3533	
DAVID MANGURIAN & DONALD HILL—Music From the Ozarks; FA 3812	
JERRY SILVERMAN—The Art of the Folk-Blues Guitar; FI 8355	
The Sounds of the Junk Yard; FX 6143	
FONTANA	
SOUND TRACE—Hallelujah the Hills; MGT 77524, SAT 67524	
GATEWAY	
Harold Betters Even Better; GLP 7008	
BOB GAZDA—Folkies; GLP 1601	
The Lira Tamburitza Play for You; GLP 1250	
Mac Martie and the Dixie Travelers; GLP 2080	
The Pittsburghers Barbershop Quartet; GLP 9011	
HICKORY	
ERNEST ASHWORTH—Hits of Today and Tomorrow; LPM 118	
LONDON*	
Operatic Recital—Robert Merrill; SB33, OS 25833	
BELLINI: I Puritani; Joan Sutherland; OSA 1373	
TCHAIKOVSKY: Symphony No. 5 in E Minor; Vienna Philharmonic Orch. (Maazel); CM 9376, CS 6376	
LONDON INTERNATIONAL	
THE LEON SYMPHONETTE—Musical Memories of Japan; SW 99314	
MINIT	
VARIOUS ARTISTS—New Orleans Home of the Blues, Vol. 11; LP 0004	
PACIFIC JAZZ	
JIM HALL QUARTET—Jim Hall; PJ 79, ST 79	
LES McCANN—Soul Hits; PJ 78, ST 78	
PENINSULA	
AL LaGUIRE—I Dreamed I Was a . . . P-4	
RCA CAMDEN	
EDDY ARNOLD—Eddy's Songs; CAL 798	
PERRY COMO & THE RAY CHARLES SINGERS—Love Makes the World Go 'Round; CAL 805, GAS (x) 805	
LIVING STRINGS—On a Sentimental Journey; CAL 803, CAS 803	
LIVING VOICES—"Moonlight" and Other Great Standards; CAL 804, CAS 804	
RCA VICTOR	
PAUL ANKA, SAM COOKE, NEIL SEDAKA—3 Great Guys; LPM 2720, LSP 2720	
Belafonte at the Greek Theater; (2-12") LDC 6009, LSO 6009	
SAME COOKE—Ain't That Good News; LPM 2899, LSP 2899	
LUIS GONZALEZ Y SUS PANTASIAS—Deliciosamente Bailable; MKL 1526, MKS 1526	
Homer and Jethro Go West; LPM 2674, LSP 2674	
AGUSTIN LARA Y SU ORQUESTA; MKL 1559, MKS 1559	
THE LIMELITERS—More of Everything; LPM 2844, LSP 2844	
THE MELACHRINO STRINGS AND ORCHESTRA—The Ballads of Irving Berlin; LPM 2817, LSP 2817	
THE PAGE 7—Impact at Basin Street East; LPM 2810, LSP 2810	
Della Reese at Basin Street East; LPM 2872, LSP 2872	

JIM REEVES AND ORCHESTRA AND CHORUS—Music From the Movie "Kimberly Jim"; LPM 2780 (x), LSP 2780	M 5
More Hank Snow Savvenirs; LPM 2812, LSP 2812	
FERRUCCIO TAGLIAVINI—Songs My Father Sang; FPM 121, FSP 171	
HUGO WINTERHALTER AND HIS ORCHESTRA—I Only Have Eyes for You; LPM 2645, LSP 2645	
The Womenfolk; LPM 2832, LSP 2832	
DANCE-A-STORY ABOUT BALLOONS ; Anne & Paul Berlin-Schoop; LE 104	
DANCE-A-STORY ABOUT LITTLE DUCK ; Anne & Paul Berlin-Schoop; LE 101	
DANCE-A-STORY ABOUT THE MAGIC MOUNTAIN ; Anne & Paul Berlin-Schoop; LE 103	
DANCE-A-STORY ABOUT NOAH'S ARK ; Anne & Paul Berlin-Schoop; LE 102	
BRAMMS : Trio No. 2 in C; BEETHOVEN : Trio in G (Kaduki Variations); Graffman, Semofsky, Trepel; LM 2715, LSC 2715	
DYORAK : Quartet Op. 61; WOLF : Italian Serenade; Juillard String Quartet; LM 2524, LSC 2524	
LISZT : Concertos Nos. 1 & 2; Ferrario, London Symphony Orch. (Leibowitz); LM 2690, LSC 2690	
MASSENET . . . PUCCINI : A Portrait of Manon; Maffeo, Kerns, Di Stefano, Alberti, Cassula, Di Stasio, RCA Italiana Opera Orch. (Leibowitz); (2-12") LM 7028, LSC 7028 (SP 33 237, SP 33 237 Sample Record to be wrapped with LM & LSC 7028)	
MOZART : Concerto No. 17; SCHUBERT : Impromptu Op. 90 Nos. 3 & 4; Rubinstein, RCA Victor Symphony Orch. (Wallenstein); LM 2636, LSC 2636	
PROKOFIEFF : Symphony No. 5; Boston Symphony Orch. (Leinsdorf); LM 2707, LSC 2707	
PROKOFIEFF : Symphony-Concerto for Cello & Orch.; FAURE: Elegie; Mayes, Boston Symphony Orch. (Leinsdorf); LM 2703, LSC 2703	
TCHAIKOVSKY : Swan Lake; Boston Pops Orch. (Fiedler); LM 2668, LSC 2668	
VERDI : Falstaff; Lanigan, Evans, De Palma, Foliano, RCA Italiana Opera Orch. (Solti); LM 6163, LMS 6163 (2-12")	
VARIOUS COMPOSERS : Operatic Rareties; Caruso; LM 2700	
VARIOUS COMPOSERS : The Art of Pablo Casals; LM 2699	
VARIOUS COMPOSERS : Romantic Organ Music; Weinrich; LM 2698, LSC 2698	
VARIOUS COMPOSERS : Toucanini Conducts Overtures; NBC Symphony Orch. LM 7036	
VARIOUS COMPOSERS : I'm Going to Sing—Sixteen Spirituals; Robert Shaw Chorale; LM 2580, LSC 2580	
VARIOUS COMPOSERS : Masters of the Guitar, Vol. 1; Presti-Lagoya; LM 2705, LSC 2705	
RCA VICTROLA	
BEETHOVEN : Piano Concerto No. 3; Graffman, Chicago Symphony Orch. (Hendy); VIC 1059, VICS 1059	
BEETHOVEN : Symphony No. 7; London Symphony Orch. (Monteux); VIC 1061, VICS 1061	
PUCCINI : Tosca; Milanov, Spiering, Warren, Rome Opera House Orch. & Chorus (Leinsdorf); VIC 6000, VICS 6000 (2-12")	
STRAUSS : Till Eulenspiegel's Merry Pranks, Death and Transfiguration; Vienna Philharmonic Orch. (Reiner); VIC 1004, VICS 1004	
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ORIGINAL CAST—The Absent-Minded Dragon; M 25	
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TREASURY OF JOHN DONNE—Speight; SA 859	
TREASURY OF JOHN DRYDEN—Speight; SA 866	
TREASURY OF JOHN KEATS—Edison and Speight; SA 868	
TREASURY OF JOHN MILTON—Edison and Speight; SA 867	
TREASURY OF PERCY BYSSHE SHELLEY—Edison and Speight; SA 869	
TREASURY OF ALFRED LORD TENNYSON—Speight; SA 858	
TREASURY OF WILLIAM WORDSWORTH—Speight; SA 860	
VEE JAY	
JERRY BUTLER—Need to Belong; VJ 1076	
BETTY EVERETT—You're No Good; VJ 1077	
EDDIE HARRIS & HIS ORK—The Theme From Exodus and Other Film Spectaculars; VJ 1081	
John Lee Hooker Concert at Newport; VJ 1078	
JIMMY REED—More of the Best; VJ 1080	
BRADLEY WAYNE—12 String Guitar—Nanny; VJ 1079	
VARIOUS ARTISTS—This is Where It Is the Original Nitty Gritty; VJ 1084	
WORLD-PACIFIC	
Lord Buckley in Concert; IRIS	

FOUR FIRMS JOIN RIAA

NEW YORK — Four firms joined the Record Industry Association of America, Henry Brief, RIAA executive director, disclosed. New members are Pickwick International, Premiere Albums, 20th Fox and Tory Records.

Capitol Moves Perkins to N. Y.

HOLLYWOOD — Jack Perkins has been promoted from sales manager at Capitol's Newark branch to regional manager of the New York branch, replacing George Novak, who resigned after eight years with the company. Bill Tallant Jr., vice-president and national sales manager for the label's distributing corporation, said that Perkins' slot in Newark would not be immediately filled, but that Ben Savoia, the New York branch sales manager, would double as Newark manager. Perkins has been with label since 1946 and has worked in the company's Cincinnati, Scranton, Dallas and Los Angeles offices.

Japanese Pick 'Paula,' Sommers

TOKYO — Music Life, a music magazine for teen-agers has chosen its Golden Disk Awards for 1963. The panel of judges, which included disk jockeys, music critic and journalists, named "Hey Paula" as the best single of the year. Most popular foreign artist on the Japanese scene was Joanie Sommers. The new star award went to Paul and Paula.

'Empire' Falls to Col.

NEW YORK — The sound track album rights to "The Fall of the Roman Empire" has fallen into the Columbia Records hopper. The score for the pic was written by Dimitri Tiomkin. The film, produced by Samuel Bronston and directed by Anthony Mann, stars Sophia Loren, Alec Guinness, James Mason, Stephen Boyd, Christopher Plummer, Mel Ferrer, John Ireland, Omar Sharif and Anthony Quale. The film is scheduled to open in New York March 26.

RIAA Certified 29 Records

NEW YORK — The Record Industry Association of America during 1963 certified 29 records — two pop singles and 27 albums — for Gold Record Award. A record of quality for certification must have sold at least one million, in the case of a single; an album must have amassed a minimum of \$1 million in factory sales.

The two pop singles certified were Paul and Paula's "Hey Paula" on Philips, and Jim Gilmer and the Fireballs' "Sugar Shack" on Dot.

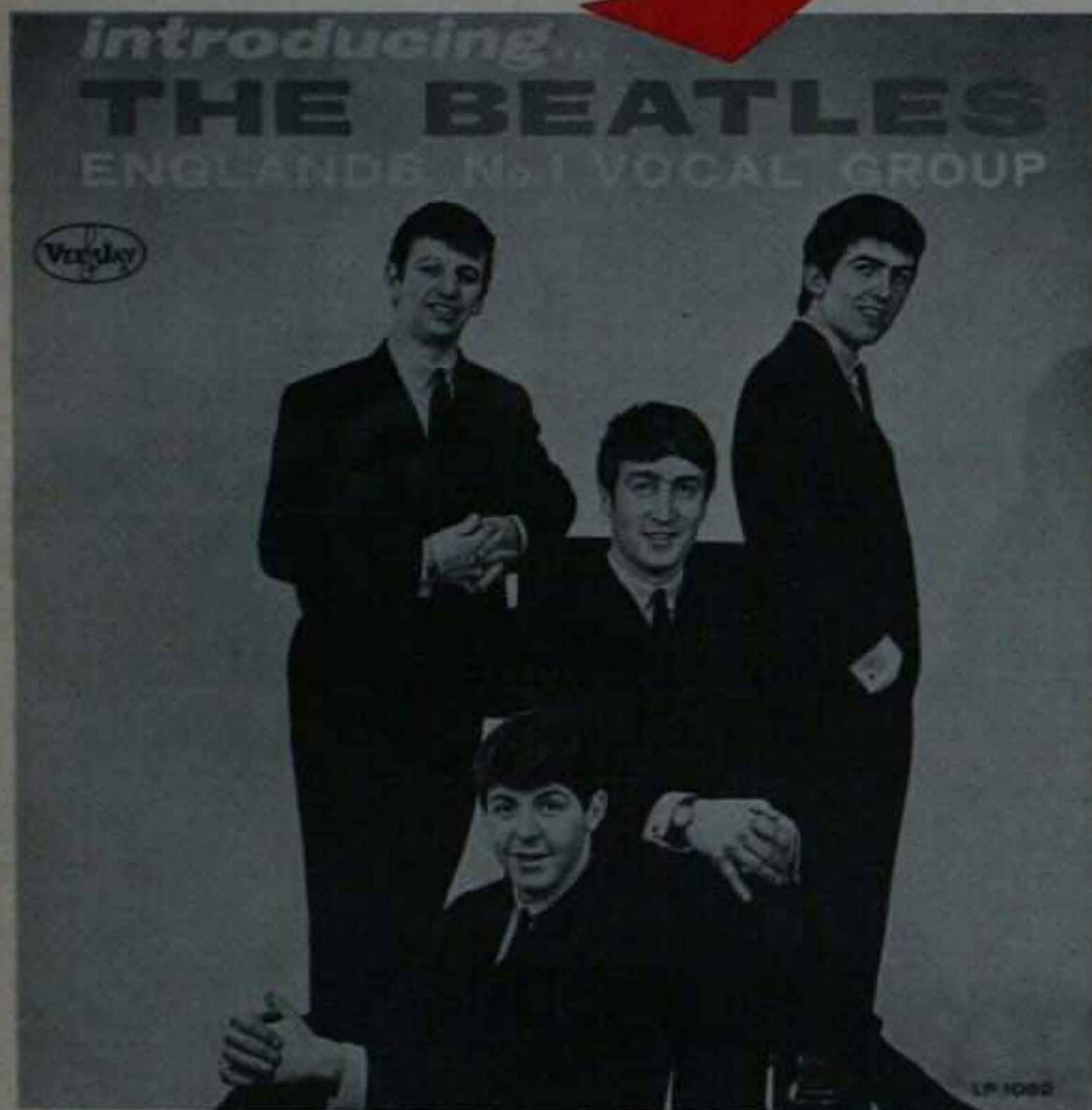
The albums were Columbia's original sound track of "West Side Story"; "Glorious Sound of Christmas, Eugene Ormandy and Philadelphia on Columbia; "1812 Overture," Antal Dorati and the Minneapolis on Mercury; "Exodus," RCA Victor's original sound track; Harry Belafonte's "Calypso" on RCA Victor; "G. I. Blues," Elvis Presley, RCA Victor; "Season's Greetings From Perry Como," RCA Victor; "Viva," Percy Faith, Columbia; "The Music Man," sound track, Warner Bros.; "Time Out," Dave Brubeck, Columbia; "I Left My Heart in San Francisco," Tony Bennett, Columbia; "Elvis' Christmas Album," Elvis Presley, RCA Victor; "Girls, Girls, Girls," Elvis Presley, RCA Victor; "Belafonte Returns to Carnegie Hall," Harry Belafonte, RCA Victor; "Belafonte," RCA Victor; "Jump Up Calypso," Belafonte, RCA Victor; "Moving," Peter, Paul and Mary; Warner Bros.; "Exodus," Mantovani, London; "Days of Wine and Roses," Andy Williams, Columbia; "Moon River and Other Great Movie Themes," Andy Williams, Columbia; "Handel's Messiah," Ormandy and the Philadelphia, Columbia; "The Lord's Prayer," Mormon Tabernacle Choir, Columbia; "Porgy and Bess," original sound track, Columbia; "Folk Song Sing Along," Mitch Miller, Columbia; "In the Wind," Peter, Paul and Mary, Warner Bros., and "Singing Nun, Soeur Sourire," Philips.

HOLLYWOOD — The publishing firm handling "Glad All Over," by the Dave Clark Five on Epic, is Campbell Connelly and not Ivy Music as has been reported. Ivy is the pubbery in England, while C. C. is the U. S. outlet.

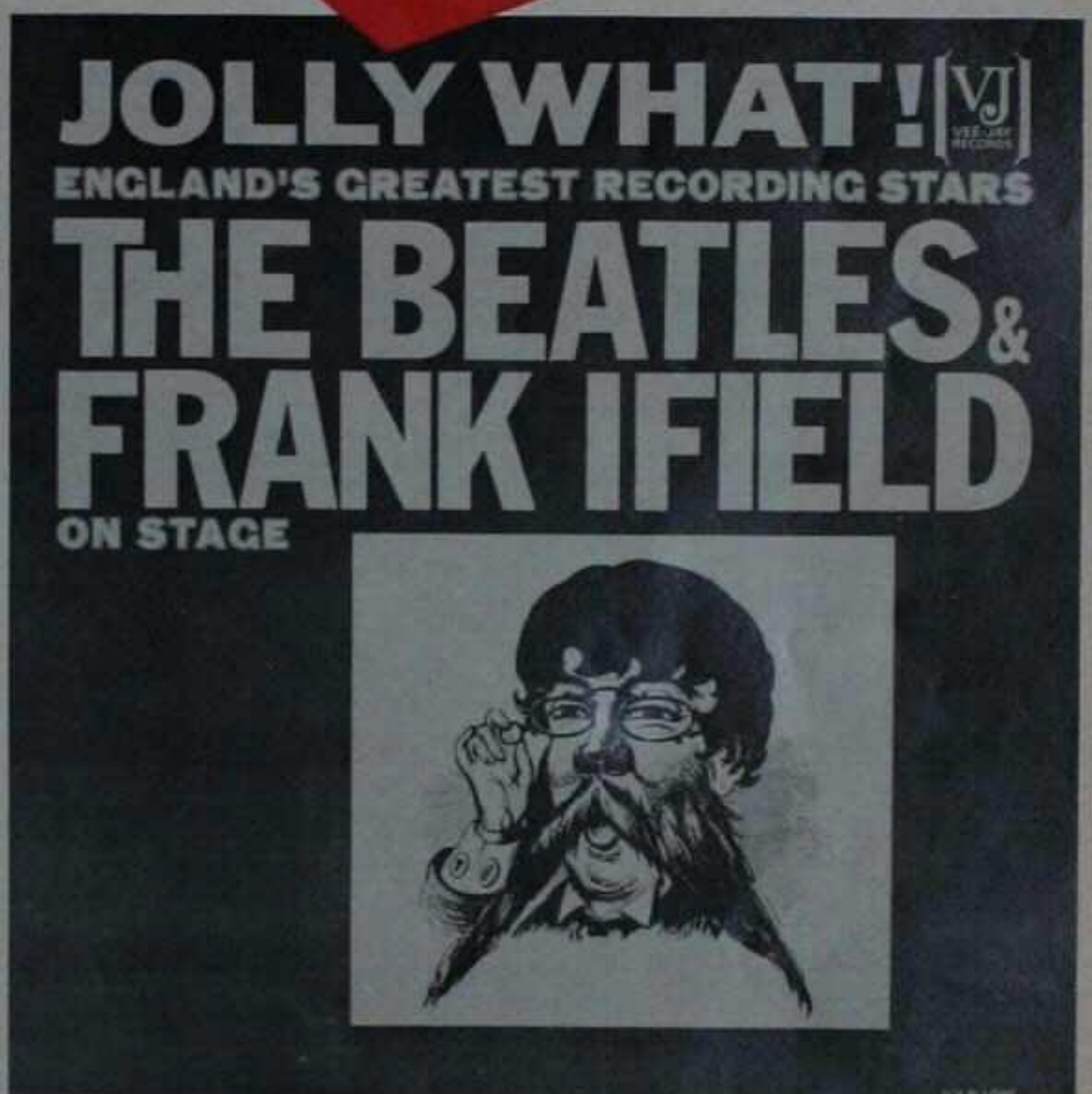


ORGAN-PUBLISHER TIE: Boosey and Hawkes and the Hammond Organ Company have merged to form a firm in England called Hammond Organ (U.K.), Ltd. Pictured is James A. B. Gibbs, managing director of the newly formed firm.

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THEATER REVIEW

The New 'Blithe Spirit'
Is Airborne in Boston

Noel Coward's "Blithe Spirit" becomes airborne in the new version of the 23-year-old comedy which opened at Boston's Colonial Theater (11) as the musical, "High Spirits" on its way to Broadway. For Coward fans this should be meat and drink with lots of spirits added in the form of magnificent contributions by Bea Lillie and Tammy Grimes who demonstrate that they can be just about the funniest females on earth or above it. Miss Lillie must be the original happy medium, and Miss Grimes is wonderously entertaining as a returned spirit trying to work a little accident so that her husband, now remarried, may rejoin her in the astral apartment.

Edward Woodward, who co-starred with Miss Grimes in "Rattle of a Simple Man," shows why he has been a favorite in London musicals and revues by singing and acting most acceptably in the role of the harassed husband contending with two spirit wives. "High Spirits" is a generally happy and boisterous show with gayly witty songs and daffy dances, but if it has a fault it may be that there are an over-abundance of production numbers,

making the scenes in the staid English country house seem dull by comparison. And it almost seems as though the choreography was conceived to give the piece the status of a musical and not as an integral part.

As for songs, there may not be many that will make the Top Ten, but certainly there are at least a half dozen "pretty" and appealing numbers in the Coward style that could well become popular. There are two specialty numbers that are almost show-stoppers, Tammy Grimes' "Home Sweet Heaven," a fastidious and funny recitation of the characters one encounters in the hereafter and Bea Lillie's production number, "I've Never Had a Manifestation," a mad conglomeration of comical lyrics and outlandish dancing. Other quite intriguing songs are "Where Is the Man I Married," "Was She Prettier Than I?" "If I Gave You," and Miss Lillie's "Talking to You," which is certainly out of this world.

There are wild scenes of scences in which Bea Lillie, who once was known as "the wittiest thing out of trousers," parades around in outrageous trousered costumes in her marvelously, wintery detached manner, gayly amusing herself and apparently quite unaware of the audience. Tammy Grimes is a joy as she flies, Peter Pan like above the stage, singing ridiculous songs, running amok in a nonchalant fashion. The songs, dances and the players are all highly entertaining, but somehow they don't seem to belong in the same show. "High Spirits" is an engaging musical in many ways, but it needs cutting and a

Eire Discovers
The Clancy Bros.

DUBLIN—In the last few weeks the Clancy Brothers and Tommy Makem, who had never performed professionally here prior to their success in the U. S., have made what is best described as a march of triumph through Ireland.

Everywhere there were capacity houses and their three CBS albums continue to sell like singles. At present it's a case of the demand considerably exceeding the supply. In Limerick they gave an impromptu concert from a window of the Savoy Cinema to the thousands who thronged the street below.

Tom Manahan, chief of Irish Record Factors Ltd., told Billboard: "They have completely revived national interest in Irish music. Their first single to be marketed here, "The Leaving of Liverpool," has been released.

Ferrer Will Double
As Impresario

NEW YORK — Actor Jose Ferrer will double as a concert impresario with the presentation of pianist Joe Bushkin at Town Hall on March 20. The gig will mark a first for Ferrer in the concert presentation field and a first for Bushkin as a concert performer with his own group. Ferrer is currently starred in the Broadway musical "The Girl Who Came to Supper" and Bushkin is now playing at the Embers, New York nitery.

few replacements for some of the musical numbers wouldn't hurt. There is undoubtedly work to be done, but for an opening, it provided an engaging and diverting evening.

CAMERON DEWAR

TALENT ON TOUR

(Top record talent in top record towns this week)

EAST
The New Christy Minstrels, following their Canadian tour, play a series of engagements in Amherst, Mass. (16), Bethlehem, Pa. (19), Morgantown, Va. (20) and Columbus, O. (22). A week (17-24) in Providence for Joe Williams. One-night stands for the Smothers Brothers in Buffalo (16), Lafayette, La. (18), Stillwater, Okla. (19), New Orleans (20), Montgomery, Ala. (21) and Jackson, Miss. (22). Seven concerts for Count Basie this week: Providence (16), Pease AFB, N. H. (17), W. Peabody, Mass. (18-19), Burlington, Vt. (20), New York (21) and Trenton, N. J. (22).

SOUTH
Peter, Paul and Mary will appear this week in Raleigh, N. C. (16), Columbus, Mo. (19), Sioux City, Ia. (20), Moorhead, Minn. (21) and Minneapolis (22). More one-nighters for Dave Brubeck this week: Tuscaloosa, Ala. (16), Denton, Tex. (17), Beaumont, Tex. (18), El Paso, Tex. (19), Austin, Tex. (20), San Antonio, Tex. (21), Dallas (22). Vaughn Meader plays Miami for one night (17) and begins a week's stint (22-28) in St. Petersburg. Dates in Montgomery, Ala. (21) and Jacksonville, Fla. (22) for Johnny Tillotson. Sheb Wooley tours with dates in Fort Worth (16), Temple, Tex. (21) and Shreve-

port, La. (22). Justin Tubb goes to Durham, N. C. (16), Milwaukee (18-20), and Louisville (21-22). Concerts with Corpus Christi Symphony for Gina Bachauer in Corpus Christi, Tex. (17) and Kingsville, Tex. (18). Henryk Szeryng plays in Jacksonville, Fla. (18).

MIDWEST
Earl Wrightson and Lois Hunt are booked for concerts in Skokie, Ill. (22), Faribault, Minn. (24), Muscatine, Ia. (25) and North Platte, Neb. (26). Nancy Wilson and Cannonball Adderley play Cincinnati (16). Roy Hamilton at Le Bistro in Chicago through March (4). Buddy DeFranco and Tommy Gumina open in Chicago (17). Three weeks for the Serendipity Singers at Mr. Kelley's in Chicago (17-8). New Christy Minstrels, Josh White and the Journeymen in Columbus, O. for a hootenanny (21).

WEST
Shelley Berman opens at the Sahara in Las Vegas, Nev. (18) for a month. Comic Jackie Mason continues at the Fairmount in San Francisco through (26). Xavier Cugat and Abbe Lane begin an engagement at the Riviera, Las Vegas, Nev. (17). Peter Nero plays a college date in Bellingham, Wash. (17). Louis Prima and Co. engaged for the Circle Arts Theater in San Diego, Calif. (20-23).

TV GUEST APPEARANCES
BY RECORD TALENTFEBRUARY 17-23
(All Times Eastern Standard)

- MONDAY 17—MAVIS RIVERS**
Mavis Rivers will be Steve's special guest this evening.
- TUESDAY 18—RICHARD CHAMBERLAIN, GOGI GRANT**
These two pop singers will be guest celebrities on the You Don't Say program (NBC-TV, 8:30 p.m.).
- TUESDAY 18—NAT KING COLE**
The King joins Garry on the Garry Moore show tonight (CBS-TV, 10-11 p.m.).
- TUESDAY 18—JIMMY WITHERSPOON, CHRIS PARKENING**
Blues singer Witherspoon and 15-year-old classical guitarist Parkening perform on the Steve Allen Show.
- WEDNESDAY 19—GOGI GRANT**
Gogi meets others on the Steve Allen Show tonight.
- THURSDAY 20—JONATHAN WINTERS, NEW CHRISTY MINSTRELS**
Jonathan plays host to the New Christy Minstrels and others in his hour-long special entitled, A Wild Winters Night (NBC-TV).
- THURSDAY 20—WOODY HERMAN BAND, JACK SHELDON QUARTET**
These two jazz groups come together on the Edie Adams Show this week (ABC-TV, 10-10:30 p.m.).
- THURSDAY 20—PHYLLIS DILLER, ALLAN JONES**
The popular comedienne and the singer who made "Donkey Serenade" famous meet on the Steve Allen Show.
- FRIDAY 21—GEORGIA GIBBS, THE YOUNGER BROTHERS, "THE SECOND CITY" TROUPE**
An assortment of talent for the Jack Paar program (NBC-TV, 10-11 p.m.).
- SATURDAY 22—THE NEW CHRISTY MINSTRELS, WILL HOLT, PHOENIX SINGERS, ROLFE HARRIS, NAOMI BROSSART, EVEN DOZEN JUG BAND**
All join host Jack Linkletter at Fordham University for tonight's Hootenanny (ABC-TV, 7:30-8:30 p.m.).
- SATURDAY 22—DELLA REESE**
Della will be heard in song on Hollywood Palace (ABC-TV, 9:30-10:30 p.m.).
- SUNDAY 23—MEL TORME, DIAHANN CARROLL**
Jazz singer and Broadway star join Miss Show Business on the Judy Garland Show (CBS-TV, 9-10 p.m.).

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.

ARTISTS' BIOGRAPHIES

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



THE SAPPHIRES
Swan Records
PM.: Bill Holmes
BO: Associated Booking Corporation

Carol Jackson, age 20; George Garner, age 23, and Joe Livingston, age 22, are the three talents that make up the popular singing group known as the Sapphires. They all come from Philadelphia, a city where pop competition runs high, but this group has not only held its own but is giving the rest of the country a run for its money. The group has been together for about two years and in that time has been polishing up its material in a night club and theater act. Jerry Ross, the producer, saw them, signed them, and the rest is record history. Their hobbies are skating and dancing.

LATEST SINGLE: "Who Do You Love" goes to position No. 37 this week on Billboard's Hot 100. An album with the same title is due shortly.

NIGHT CLUB REVIEW

John Gary Refreshing to Taste

Gary was in Los Angeles to open at his first major bistro here, the Crescendo (6), sharing the bill with funny gal Phyllis Diller. Between the two of them, the Crescendo did record-breaking business.

If anyone strikes a close musical resemblance to the late, great Buddy Clark, it's Gary. It's refreshing to watch him work and feel relaxed that he's not another hippy vocalist. Gary is a well-polished performer, with a lyric baritone voice and the capability of hitting a high C. John uses these high soft notes for affect, but can really wake you up with a powerful burst.

Despite an annoying dinner crowd which just wouldn't maintain a respectful din, Gary was able to present his turn in good fashion, offering such titles as "Once Upon a Time," "Red Rosey Bush" on which he accompanies himself on guitar, "Unchained Melody," "If," "Tender Is the Night" and "Danny Boy."

Gary has fun with "O Sole Mio," in which he comically shows the evolution of the tune from a Neopolitan ballad to a Tony Martin romantic singature and finally to the way Elvis Presley scrambled the words around.

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(the new SWINGOVA rhythm)

ABC-10530

"Money in the Bank"
single ...

Ray Charles

*and for extra dividends,
stock up now
on Ray's
brand new
album*



ABC-480



DISTRIBUTED IN CANADA BY SPARTON OF CANADA, LTD.

ABC-PARAMOUNT

Radio-TV PROGRAMMING

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

Code Board Warns on Ciggie Ads

By MILDRED HALL

WASHINGTON — The NAB Radio Code Board did not make any specific provisos limiting cigaret advertising during recent Sarasota joint board meetings of the National Association of Broadcasters — but they are under consideration. In the wake of the Surgeon General's special report on Smoking and Health, the TV Code board put up some warnings for broadcasters to refrain from special youth-appeal in TV cigaret commercials.

Howard H. Bell, NAB Director of Code Authority says the radio code problem is so complex, in the cigaret advertising area, that it will take some more study. Meanwhile, broadcasters are urged to check on their cigaret advertising to see if it "meets public interest" considerations. In other words, the

WLIB Boosts Power

NEW YORK—The FCC has granted a power increase from 1,000 to 10,000 watts for WLIB radio. Plans are underway, according to Harry Novik, station general manager, for the construction of a tower on a 30-acre plot in Lyndhurst, N. J.

FOCUS ON DEEJAY

Fat Daddy High Priest Of R.&R. in Baltimore

Baltimore has emerged as an all-important area for the exposure of records. The tightly competitive situation in the market makes for high-powered radio and distinctively individualistic air personalities. In both the areas of playing the right new records and projecting a personal sound, Paul (Fat Daddy) Johnson deserves the regal robes he's wearing.

"Fat Daddy" has earned the title of the "High Priest of Rock and Roll" with the thousands of young radio listeners within WSID's signal. The fast-talking 270-pound deejay literally shakes the studio with his own evident enthusiasm for the music he plays. "Fat Daddy" leans back in his chair, throws his head back and howls out several lines of quick-paced gibberish that sends his fans into a tither and his sponsors clamoring for more.

On a visit to WSID on a show Saturday several months ago, I witnessed the rapport he has with the high school set. Four high school gals were on hand in the studio to read dedication into the microphone and personally revel to the in-person performance of "The High Priest" himself.

Paul selects four deejays of the week from thousands of cards sent in each week from high schoolers all over the area.

H. S. STUDENTS REPORT NEWS

FLINT, Mich.—WATC radio has inaugurated a new service for high schools in the Flint, Saginaw, Bay City and Midland area. The station has turned over four of its regular evening newscasts to news of the "Weetac Teen Scene" — exclusive news from the high schools.

A faculty adviser from each school appoints a student representative as their official "Weetac Teen Scene" reporter, who in turn mails a copy of their school publication to WTAC each week as well as beep-telephoning school news to the station for broadcast.

government is now geared to educate the public to hazards of smoking. Legislation and agency action are in the works to curtail youth-appeal in cigaret advertising — so radio broadcasters should get in tune with the times.

Radio Code Board also wants to wait for the outcome of the Federal Trade Commission's proposal for rules to put a "hazard" warning on cigaret labels and advertising. Other factors that may influence final decisions on what to do about radio commercials on smoking, is stepped up research that may produce less harmful cigaretts; last but not least is the hope that

(Continued on page 41)



FAT DADDY JOHNSON

Although WSID is primarily a Negro-oriented station, that Saturday the four guest deejays were white, as is much of his audience.

Recently appointed program director, Johnson, holds down the noon to 4:45 p.m. slot. When not on the air he's usually running one of his jam-packed record hops. (Many of which are benefits for worthy causes.)

Johnson adopted his unorthodox on-the-air delivery, which includes instant creation of rhymes, while a student at Morgan College where he had a proficiency for English literature.

BBC Radio Hip to U. S. Artists

By ANDRE de VEKEY

LONDON — Participation in BBC live radio programs seems now to be a sought-after feature of U. K. visits by American recording artists. Two top-rated radio shows, "Saturday Club" and "Easy Beat" (Sunday mornings) each have a listenership of ten million and are showcases for both new and established talent.

Artists and groups such as Del Shannon and the Ronettes were surprised how hip the BBC engineers were in providing the sound they wanted on "Saturday Club."

Unused to live radio, many visiting American artists are nervous of the medium and sometimes have to be talked into playing a radio date when in London. The Ronettes, however, were so pleased with their broadcast they asked for a tape to take back to recording manager Phil Spector, and Del Shannon's management made a point of calling the BBC asking to come on the show.

Owing to the growth of demand for popular radio pro-

grams, the BBC formed the Popular Music Department (Radio) out of two previously separate departments in July 1963. This is headed by Kenneth Baynes, with Donald McClean as chief assistant in charge of production.

Investment

Under McClean there are 23 producers. From the Light Program Network of about 120 hours broadcasting a week, McClean's men produce about 70 hours of live programs out of which less than 4 per cent is taken up with actual record playing. It is estimated that the BBC spends in excess of four and one half million a year on this program production not including payment to staff musicians which may be up to two and a quarter million a year. There are five full time and two part time orchestras totaling 164 musicians, plus some 650 to 700 session musicians used each week.

"Saturday Club" has grown from a half million listener rating in 1958 to its present 10 million. The BBC has its own audience research department headed by Robert Silvey, whose team, spread throughout 4,000 adults and 1,000 children between the ages 5-16 each day, seven days a week. Figures of audience size and reaction are fed daily to producers from tabulations via computing machines.

Mass audience radio shows such as the two mentioned and other live hit parade shows on this network represent 9-10 hours of air-time per week out of the 70 hours.

"The fact that we have no sponsor breathing down our necks gives us the freedom to experiment and build programs," said Donald McClean.

"We can cater for the minority groups as well, staying with a program which seems promising so it can grow," he said. Rules regarding the repetition of a title prevent producers putting the same title in consecutive shows and not more than four plays per network per day.

Big Recovery

Radio, which took something of a beating during the

first rush of television, came back in great strength, re-adjusting itself to new peak hour listening times such as weekend mornings. "The future for radio here is very rosy indeed," says the department head, Kenneth Baynes.

Disk programs run, by the BBC's Gramophone Programmes Department have certain "needle-time" restrictions imposed on them and discussions are still going on between the BBC and the Musician's Union regarding the allocation of live and needle time for the proposed extended hours of broadcasting. At present, on the Light Programme Network, there are an average of 17 hours a week of deejay and record request programs. The highest rating goes to "Two-Way Family Favorites" between London and Cologne with an average listenership of 22 million. Mid-week broadcasts of the Housewives' Choice kind draws well over a three million rating.

On the two other BBC networks (Home and Third) minority groups are catered for in music magazine programs which play and discuss new classical record releases and talk about the problems of choice in building up a record library.

WBBM Begins Promo Drive

By NICK BIRO

CHICAGO—How many stations capitalize on their ability to break new records? WBBM here is launching a giant promotion campaign to do just that. The station promotion, described as the largest co-ordinated campaign in station history, is keyed to the theme, "You Hear It First on WBBM Radio."

The campaign is designed to show that WBBM is first in just about everything: Music programming, news, sports, weather and even helicopter reports.

Although not a top 40 station, WBBM prides itself on its ability to be first with a record. Lennie Kaye, music librarian, describes it all as a subtle campaign to woo the young market. WBBM

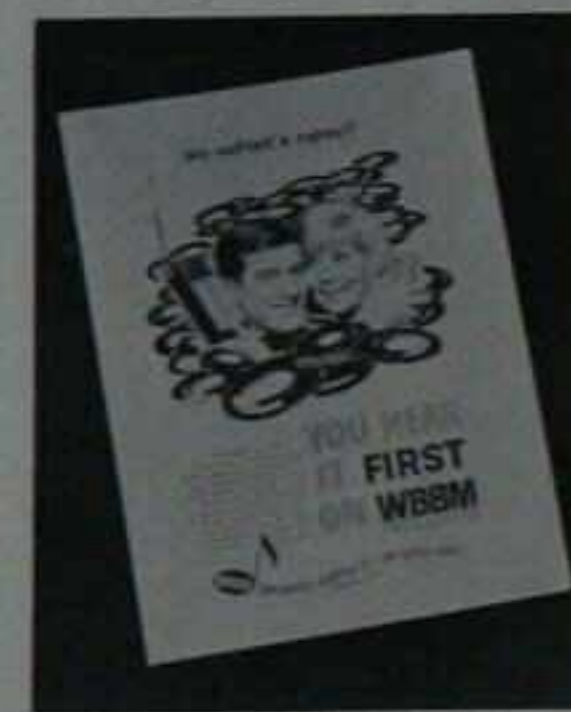
Shakespeare Plays Offered to Radio

NEW YORK—Caedmon Records has opened its Shakespeare recording library to radio stations. More than 20 albums of plays and poetry by the Bard, interpreted by outstanding actors and actresses are being made available.

The Caedmon plan allows for complete usage of all of the Shakespeare Recording Society drama recordings for \$125 performance fee, plus cost of albums which are budget priced for radio stations. Another plan is on single-play clearance basis. For a \$10 broadcast fee, radio stations may play one of the drama recordings in the SRS catalog. Costs of the recordings are extra, but specially priced for radio.

Among the recordings now being offered are: "Coriolanus," Richard Burton; "Measure for Measure," Sir John Gielgud; "Romeo and Juliet," Albert Finney and Claire Bloom; "Much Ado About Nothing," Rex Harrison and Rachel Roberts; "Taming of the Shrew," Trevor Howard and Margaret Leighton, and "Hamlet," Paul Scofield.

Address for Caedmon Record Service is 461 Eighth Avenue, New York.



feels its audience is primarily in the "mature adult" category. It has no intention of giving this up, but it also wants to make a pitch at what deejay Pat Sheridan describes as the "young goers." The result is a music policy with quite a bit more "swing." In fact, Sheridan, who now opens the day with his 5:30 to 8 morning show, says he plays as much as 80 per cent singles compared to a station average of a fraction of that about a year ago.

Turn to More Pop

The big Columbia Broadcasting System owned-and-operated outlet is still described as "middle-of-the-road" in record circles, but it's a road that's subtly turning to the land of 45 r.p.m.

(Continued on page 41)

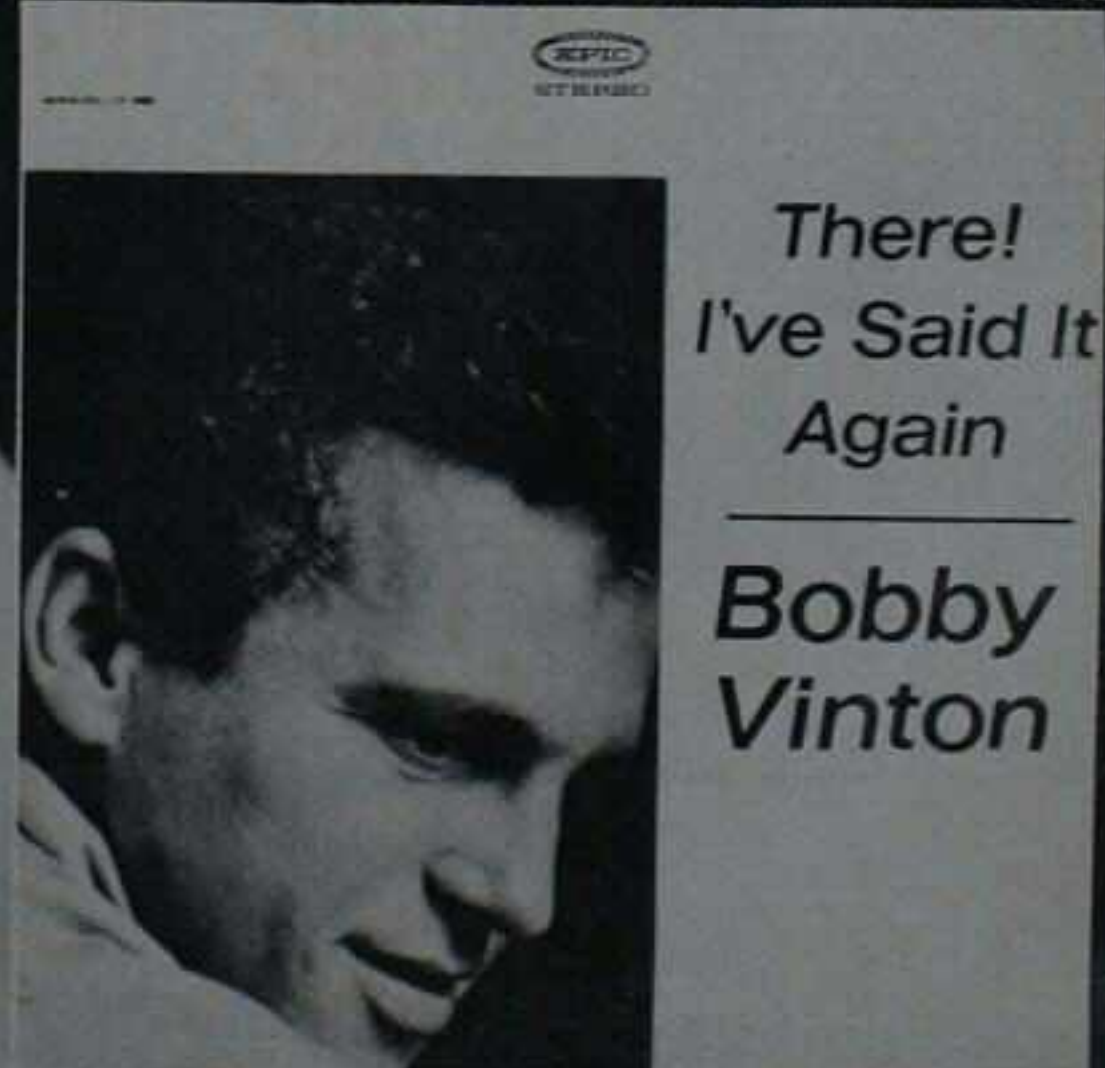


**JUST
RELEASED!
ANOTHER
#1 SMASH HIT
by**

**BOBBY
VINTON**

**"MY HEART
BELONGS
TO ONLY
YOU"
5-9662**

**RELEASED BY POPULAR DEMAND!
FROM BOBBY'S SMASH ALBUM**



*There!
I've Said It
Again*

**Bobby
Vinton**

VOX JOX

By GIL FAGGEN



By GIL FAGGEN

Bob Rogers, Sydney, Australia, air personality entertains flock at hop down under. Radio station 2GB in Sydney has launched a promotion called the "870 Club." Designed to attract Sydney's young people, the free club offers a constant supply of quality gifts, entertainment activities, and competitions through special club bulletins broadcast during the day on 2GB. 2GB Tune Table Charts, circulated through record stores all have a printed club membership application.

A few radio stations putting their heart in Valentine Day promotions were: KPRC (Houston) where the deejays asked listeners to send in home made Valentines. The first place winner receives a color TV set. . . . WSJD radio (Toldeo) is award-

ing a Valentine 8½ feet high and 19½ feet long to the sender of the best line to a Valentine rhyme. Winners are selected from pages of telephone book. Deejay gives page number, first listener whose name is on the page to call is a winner. . . . CKY (Winnipeg) has been featuring throughout the week many songs with "Love," "Heart," or "Valentine" in the title. Each listener is asked to jot down the title of every such song he hears, and at the end of the week mail the list into CKY. Contestants receive one point for each correct title—but two points are subtracted for each incorrect entry. The four highest point totals win cash awards. . . . WQXR (New York) had "Love," as the theme on St. Valentine's Day and the station featured love

(Continued on page 15)

PROGRAMMING NEWSLETTER

Judging What Is in Bad Taste

By BILL GAVIN
Contributing Editor

The Federal Communications Commission, as a matter of policy, has consistently refused to control, restrict, or in any way to interfere with the specific program content of either radio or television. As a part of our system of free business enterprise, broadcasters are called upon only to operate "in the public interest, convenience and necessity," and to fulfill the commitments made in their application for a license.



Aside from an occasional public statement by a Commissioner on the overall quality of programs, the FCC has never canceled or suspended a broadcast license because of an objectionable program or portion thereof. All cases of recent record involving a license suspension have involved a deliberate attempt to misinform the public or to deceive the commission itself.

As a procedural matter, however, the Commission's file on each licensee contains every single complaint received regarding that station, whether from a reputable group or from a "crank." When the application for license renewal is taken up, all complaints are reviewed, and the applicant must have explanations. Most public complaints have to do with specific program content, and although these may not make the headlines, they often make the headaches that afflict broadcasters and their attorneys.

It is small wonder, then, that broadcasters in general exercise careful censorship on program content. An extreme case in point was the famous re-recorded ending of Jimmy Dean's "Big Bad John," changing the line "He was a helluva man" to something like "a big big man." Too many stations refused to play a record using the word "hell." A current record uses the phrase "don't give a damn" and has been banned on that account by a good many stations.

To say that radio in general is sensitive about

offensive language or lyrics is to put it mildly. A deejay may mispronounce a sponsor's name or play a spot at the wrong speed and receive only a reprimand. But his use of "blue" material on the air is usually cause of instant dismissal. Good taste by all of its air voices is a watchword in radio.

A different and more difficult problem arises over lyric content of records. Certain words may be used which to the average listeners are innocuous enough, but which to the teenage "hippie" have a special and highly suggestive meaning. A vocal background that may seem unintelligible jargon to most listeners may sound to others like a group of off-color words. A song lyric that frankly refers to certain well-known social attitudes about sex may be offensive to some and acceptable to others.

And so it goes. The degree to which individual radio stations rule out specific records as being in bad taste is usually not a measure of the manager's own social conscience. It is much more often a mark of his sensitivity to possible listener complaints as endangering his license.

A few weeks ago a State governor caused a brief news flurry by discovering offensive words in the record "Louie Louie," by the Kingsmen. The record had been played uncounted thousands of times before on just about every top 40 station in the country, and nobody had discovered anything wrong, even after the public revelation of the offending lyrics. Many program directors and managers listened carefully to the record and still could detect nothing wrong. Even when tested at a slower speed, the dirt content still assayed zero. But the governor heard something wrong and asked his State's Broadcasters Association to request its member stations to not play it. At this writing it is not known how many complied. There were those who said, however, that as a guardian of public morality the governor could have found a better target for his attack.

We are not concerned here with any specific record. The central point is that what constitutes "bad taste" on records is highly debatable.

Good taste is sometimes not as important as

BANB 137 PD 2 XTRA FAX AM NY 13 321 P EST

CHESS RECORD CORP

2120 SO MICHIGAN

CHICAGO

1964 FEB 13 TIME 2:32 AM

. . . ONE OF THE NIGHTS THE BEATLES WERE FEATURED GUESTS ON WINS RADIO, THEY TOLD OUR NEW YORK LISTENERS THAT THEIR FAVORITE RECORD OF THE WEEK WAS THE NEW CHUCK BERRY RECORD

'NADINE'

JULIE ROSS

WINS, NY

COUNTRY D. J. OF THE WEEK



Tom Sabiston Jr., heard Monday through Friday, 8:30 to 11 a.m., on WAGF, Dothan, Ala., the Tri-States Station which serves Southwest Alabama, Southwest Georgia and Northwest Florida, will be "Mr. D.J. U.S.A.," February 22, on WSM Radio, Nashville. Sabiston, whose program is billed as "The Orange Blossom Special," has been with WAGF five years, is married and is the father of a year-old daughter. His hobby is photography.

A Helluva Note!

NEW YORK—With the premiere last week of "Tex McCrary Time," and "The Vincent Tracy Show," to the Monday through Friday schedule, WOR-Radio, now has a week-day lineup that presents 22½ hours of talk in each 24-hour period.

good sense. Self-interest, motivated by license worries, is at best a limited guide to policy. Radio is an integral part of community life. It touches vital areas among its listening audience. Whatever undermines the welfare of any segment of its audience undermines radio as well.

Radio management may concern itself over the

READY-TO-GO PROGRAMMING

Program directors and disk jockeys will find this material a ready source from which to build weekly programming periods. All that's needed are the disks from the station's record library.

MIDDLE-ROAD SINGLES

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

This Week	Last Week	From this week's Hot 100 TITLE, ARTIST, LABEL	Weeks on Hot 100
1	3	JAVA, Al Hirt, RCA Victor 8280	8
2	7	HAVEY BLUE, Diane Renay, 20th Century-Fox 456	5
3	1	FOR YOU, Rick Nelson, Decca 31574	9
4	5	STOP AND THINK IT OVER, Dale & Grace, Montel 922	5
5	2	ANYONE WHO HAD A HEART, Dionne Warwick, Scepter 1262	12
6	8	SEE THE FUNNY LITTLE CLOWN, Bobby Goldsboro, United Artists 672	7
7	4	A FOOL NEVER LEARNS, Andy Williams, Columbia 42950	7
8	13	I LOVE YOU MORE AND MORE EVERY DAY, Al Martino, Capitol 5108	4
9	12	THE SHELTER OF YOUR ARMS, Sammy Davis Jr., Reprise 20216	11
10	10	IT'S ALL IN THE GAME, Cliff Richard, Epic 9633	12
11	9	FORGET HIM, Bobby Rydell, Cameo 280	16
12	16	GOING, GOING, GONE, Brook Benton, Mercury 72230	5
13	6	THERE! I'VE SAID IT AGAIN, Bobby Vinton, Epic 9638	13
14	19	I WISH YOU LOVE, Gloria Lynne, Everest 2036	7
15	14	AS USUAL, Brenda Lee, Decca 31570	11
16	11	POPSICLES AND ICICLES, Murmaids, Chatahoochee 628	14
17	—	MILLER'S CAVE, Bobby Bare, RCA Victor 8294	3
18	20	HE SAYS THE SAME THINGS TO ME, Skeeter Davis, RCA Victor 8288	5
19	—	HELLO, DOLLY! Louis Armstrong, Kapp 573	2
20	—	(I'll Remember) IN THE STILL OF THE NIGHT, Santo & Johnny, Canadian-American 164	6

The three remaining music shows on the RKO top-rated 50,000 watt are: "Sunrise Serenade" (5-5:30 a.m.), "Rambling With Gambling" (5:30-9 a.m.),

and "Radio New York" (4:15-6 p.m.). From 9 a.m. to 4:15 p.m., and from 6 p.m. to 5 a.m. not a single note of music is played on the station.

effect of programming on the FCC, but the first concern should always be the effect of programming on the listeners. Radio cannot afford to sacrifice its position of responsibility in and to the community just for the possible gain of an extra percentage point in the ratings. Listeners are more than the numbers in an audience survey.

YESTERYEAR'S HITS

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

POP-5 YEARS AGO February 23, 1959

1. Stagger Lee, L. Price, ABC-Paramount
2. Donna, R. Valens, Dal-Fi
3. 16 Candles, Crests, Coed
4. All American Boy, B. Parsons, Fraternity
5. Charlie Brown, Coasters, Alco
6. I Cried a Tear, L. Baker, Atlantic
7. Tall Paul, Annette, Disneyland
8. Petite Fleur, C. Barber's Jazz Band, Laurie
9. Lonely Teardrops, J. Wilson, Brunswick
10. Peter Gunn Theme, R. Anthony, Capitol

POP-10 YEARS AGO February 20, 1954

1. Oh, My Papa, E. Fisher, RCA Victor
2. Secret Love, D. Day, Columbia
3. That's Amore, D. Martin, Capitol
4. Stranger in Paradise, T. Bennett, Columbia
5. Changing Partners, P. Page, Mercury
6. Make Love to Me, J. Stafford, Columbia
7. Stranger in Paradise, Four Aces, Decca
8. From the Vine Came the Grape, Gaylords, Mercury
9. Till We Two Are One, G. Shaw, Decca
10. Till Then, Hilltoppers, Dot

RHYTHM & BLUES-5 Years Ago-February 23, 1959

- Stagger Lee, L. Price, ABC-Paramount
I Cried a Tear, L. Baker, Atlantic
Lonely Teardrops, J. Wilson, Brunswick
It's Just a Matter of Time, B. Benton, Mercury
Try Me, J. Brown, Federal

- 16 Candles, Crests, Coed
Smoke Gets in Your Eyes, Platters, Mercury
The Right Time, R. Charles, Atlantic
Nobody But You, D. Clark, Abner
Pretty Girls Everywhere, E. Church, Class

VOX JOX

Continued from page 14

scenes, love duets, love waltzes, as sung and played by the world's great classical artists. WQXR also reproduced letters from a cross section of its audience in a Valentine booklet which has been mailed to 3,500 advertisers and agencies as a greeting.

Allen, formerly with KREO (Indio, Calif. and Denver) joins KQV's all-night show. . . . Jack Jackson, program director at KBEA (Kansas City) joins air staff of KUDL (Kansas City). . . . Jim Hanlon, former Pittsburgh and Erie deejay, joins WPGC (Washington, D.C.) as air personality. . . . Kerm Gregory to WHK (Cleveland) from WAEB (Allentown).

SEGUE

Hal Murray, 22-year broadcast vet, leaves KEWB (Minneapolis) wake-up show to join KQV (Pittsburgh) as morning air personality. . . . Dexter (Bill)

VIP APPOINTMENTS: Robert E. Klose, program director of KFRE (Fresno) and former program manager for WFIL (Philadelphia), named general manager of WNBK radio (Bing-

(Continued on page 41)

ready
to blast off
from twentieth
century fox
records

billy b/w under age

Fox 466

Betty Madigan

finders keepers

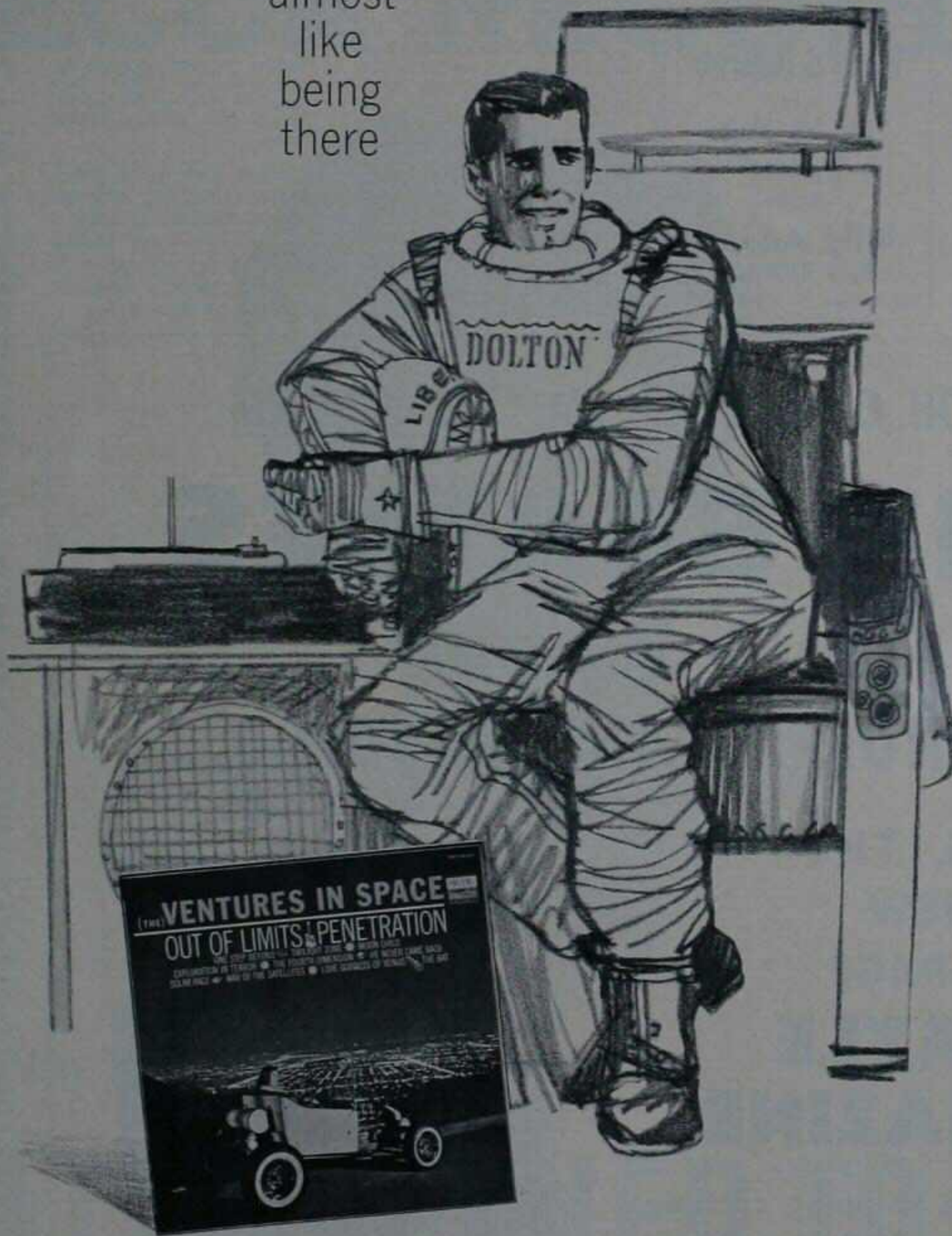
b/w
i've got a secret

Fox 468 The Shepherd Sisters A Bob Crewe Production



WATCH FOR THEM!

it's
almost
like
being
there



MISSION: To entertain, excite, intrigue, and stimulate gigantic sales!

METHOD: The greatest Ventures album ever made!

THE VENTURES IN SPACE BLP-2027/BST-8027

featuring

OUT OF LIMITS and PENETRATION

Mission accomplished!



NEXT SPACE VENTURE:

JOURNEY TO THE STARS THE NEW VENTURES SINGLE #91

COUNTRY MUSIC CORNER

By BILL SACHS

Boots Collins, a regular on "Country Jamboree," beamed

SALES! SALES! SALES!

Bobby Lord

SINGS

LIFE CAN HAVE MEANING

HICKORY 1232

via WHIS-TV, Bluefield, W. Va., each Saturday, 5-6 p.m., has a new release on the Upland label, coupling "Sad Street to Lonely Road" b/w. "Does It Bother You," both penned by Tom Hall, who has "D.J. for a Day" and "The World Lost a Man" on the same label. Country deejays may obtain copies by writing on their station letterhead to Upland Records, P.O. Box 4091, Bluefield, W. Va. . . . Al Rogers, president of Arsak Music, Amarillo, Tex., appears with his band at Abilene, Tex., 20-22; Roswell, N. M., February 28-29; Altus, Okla., March 6, and Hereford, Tex., March 7.

Marion Worth and George Morgan teamed recently to cut a duet session for Columbia Records at the Bradley Studio in Nashville. They waxed six tunes—two old ones and four new ones. . . . Gary Buck last week hopped from Canada to Nashville, where Happy Wilson produced two sessions for him for Petal Records. . . . Cowboy Blair, singing deejay of KORA, Bryan, Tex., jumps to Simonton, Tex., February 28, to guestar on "Rodaio Round-Up," featuring Hank Thompson, George Hamilton IV and Happy Harvey Tompson, deejay at KTLW, Texas City, Tex.

Clyde Beavers has a new 30-minute syndicated TV show appearing weekly on stations in Albany, Ga., and Dothan, Ala. . . . Faron Young and the Country Deputies are routed as follows: Houston, February 20-22; St. Louis, 23; Toronto (TV show), 26-27; Florence, Ala., 29 (with the Whitt Brothers); Oscar Davis tour through the Pacific Northwest, March 4-8; Muskegon, Mich., 12; South Bend, Ind., 13; Grand Rapids, Mich., 14; Saginaw, Mich., 15; Tulsa, Okla., 21; Kalamazoo, Mich., 28, and Lansing, Mich., 29. Bookings were arranged by Shelley Snyder, Nashville. . . .



WARNER MACK, Decca artist, is back in the Billboard spotlight with his c.&w. chartmaker, "Surely." The number is getting strong radio action in numerous U. S. markets and was spotlighted on the WRUL-WSM-Billboard international radio show, "Country Music Worldwide," last week. Looks like a winner for Warner. (Advertisement)

Marlene Garner recently appeared on the "WGN Barn Dance" on WGN-Radio and TV, Chicago, for producer Dolph Hewitt.

Jack B. Andrews, of Denny-Moeller Talent, Inc., Nashville, has just concluded an extensive tour of fair association meetings and reports fair bookings for the upcoming season running far ahead of previous years.

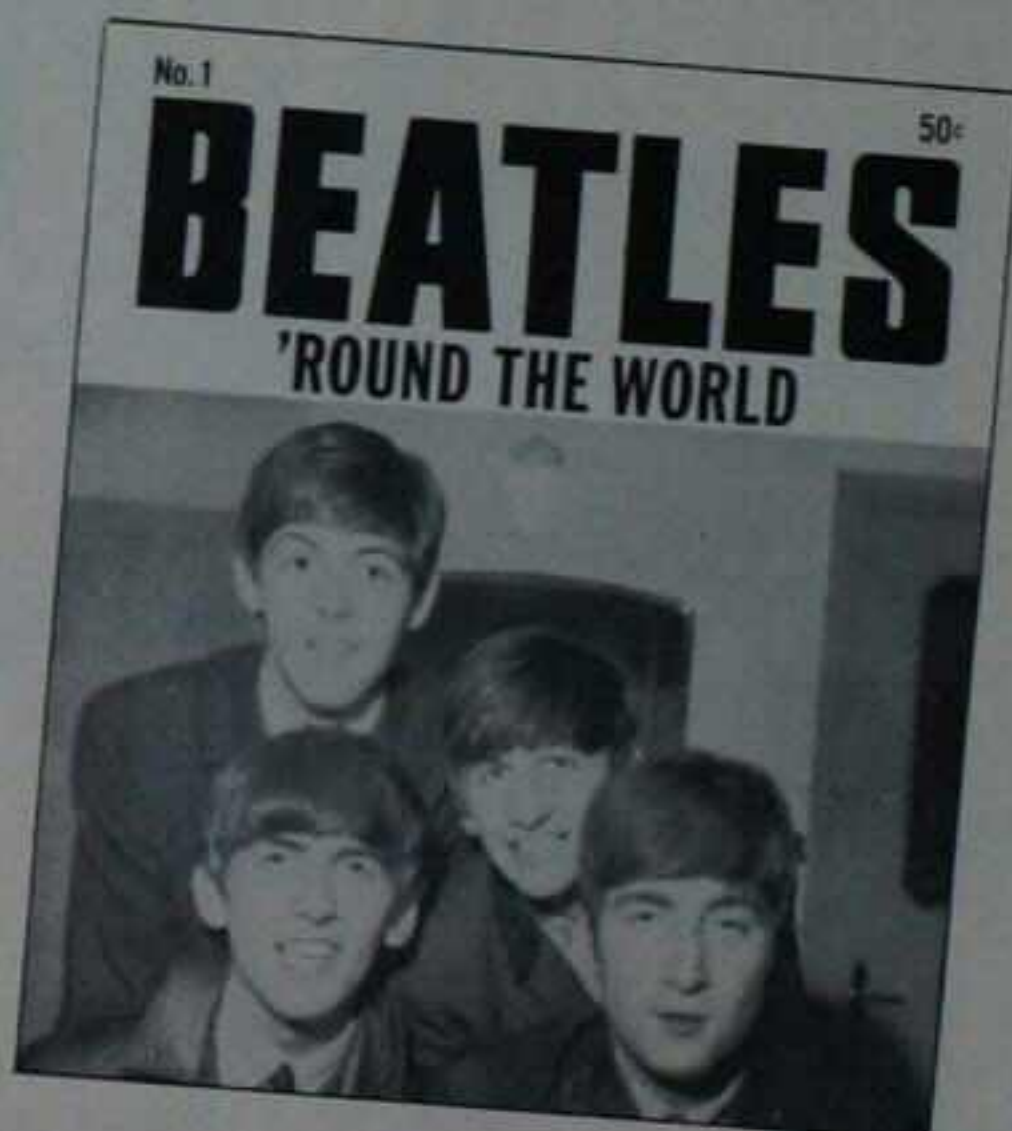
Going All the Way!
STAR DUST
The New Hit for
NINO TEMPO & APRIL STEVENS
(ATCO)
MILLS MUSIC, INC.
New York, N.Y. 10019

"Betty & Dupree"
b/w
"Got My Mojo Working"
Sun 2389
Billy Adams
SUN RECORDS
639 Madison Memphis, Tenn.

IF YOU CAN'T BEAT 'EM . . . JOIN 'EM
THE BEATLES
JUMP ON THE
PROFIT BANDWAGON

SELL THE
NEW
40-PAGE
**BEATLE
MAGAZINE**

Packed 100 to shipping carton.
Weight 31 lbs., FOB New York
or Miami.



50c RETAIL (your cost 33c each) Also Available 2 FULL COLOR PHOTOS 8 x 10 EACH, SUITABLE FOR FRAMING Retailing at 10c each Packed 100 to a shipping carton

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Lewis Sets N. Y. Garden Talent Cast

CINCINNATI—Toledo promoter Vic Lewis was in town Tuesday (11) to arrange for promotional printing in connection with his mammoth country music spec, National Country Music Cavalcade of Stars, slated to open at New York's Madison Square Garden, May 16, for a two-day stand.

Lewis spent Wednesday (12) in Louisville to arrange for an upcoming date at the Fairgrounds Coliseum there. He will spend most of this week in New York finalizing arrangements for the Madison Square Garden showing. During his stop here, Lewis revealed that his talent line-up for the New York engagement is 90 per cent set, with only a background vocal group and a line of square-dancers still to be added to complete the cast.

Already contracted for the Madison Square Garden stand are Marty Robbins, Buck Owens, Ferlin Husky, Carl and Pearl Butler, Stonewall Jackson, Carl Smith, Ray Price, Kitty Wells, Bill Monroe, Webb Pierce, Ernest Tubbs, Bill Anderson, Hank Snow, Skeeter Davis, George Jones, Lonzo and Oscar, Grandpa Jones, the Duke of Paducah, Porter Wagoner, Leon McAuliffe and His Cimarron Boys, Bobby Smith, Charlotte Hardin and Old Joe Clark.

Advance ticket sales for the Garden showing will get under way in New York around mid-March, Lewis says.

CMA Skeds Show for Det. Admen

• Continued from page 6

Calif., for the West Coast sector.

The CMA board passed a resolution to extend the number of life-time members from 50 to 200. Life-time membership in the CMA had been closed at 50 in 1959. Another resolution was adopted, commending ABC-Television for its recognition of country music and the continuation of "The Jimmy Dean Show," and telegrams were sent to show producers Bob Banner, Julio DiBenedicto and Tom Eagan.

CMA's premium album, a fund-raising project, is being handled by the premium departments of the various labels involved. The label whose premium department submits the highest bid will follow through with the album. Director George Crump and his committee have prepared a new insert for CMA's Radio Kit, giving aid to stations which will be programming country and western music for the first time. The insert will be included in all future kits.

The CMA officials also drew up a resolution to change National Country Music Week to National Country Music Month. November was selected for the designation, and Roy Horton, of Southern Music and Peer International, was appointed to again serve as chairman for the project.

Col. and Mrs. Tom Parker joined the group for luncheon during the meetings here. Entertainment was provided by Monty Montana Jr. and his singing group and Gene Austin and the Whipperwills. Juanita Jones, of ASCAP, hosted a party one night during the meeting here.

"Miss Rhythm"

RUTH BROWN

Now exclusively on

DECCA® RECORDS



With Her Latest Hit

WHAT HAPPENED TO YOU

c/w

YES SIR THAT'S MY BABY

31598

AVAILABLE NOW AT ALL DECCA BRANCHES

LONDON
RECORDS

BIG TRIPLE PLAY

(AIR-HITS-SALES)



Excitement + Air Play = HIT!

The Blue Orchids

LOVE HIT ME

9637

200,000 Sold First Week In England!

The Bachelors

DIANE

9639

*This will be
their first
BIG American
HIT!*

Boston Breakout!

Bill Clifton

BEATLE CRAZY

9638

Comedy Smash!

BILL GAVIN'S RECORD REPORT
HOT TWENTY

LM/LSC-2696

Sergio Franchi
women in my life



Franchi has a new hit album



Franchi has a new hit single

“Chicago”

°/w “Cuando Calienta El Sol”

#8315

RCA VICTOR

Ⓜ The most trusted name in sound Ⓜ

ALBUM REVIEWS

Billboard

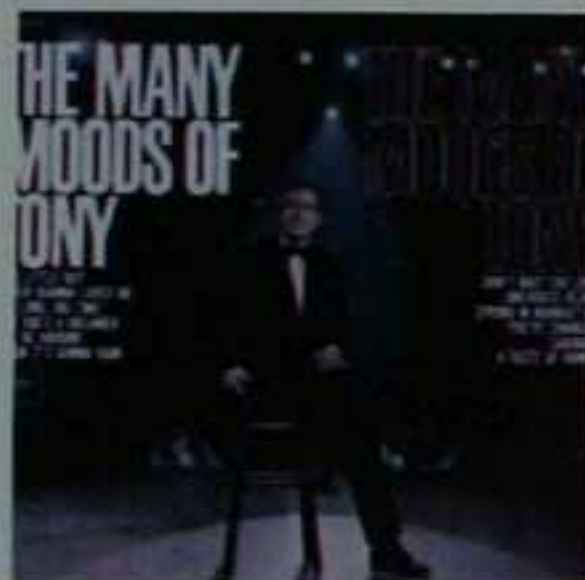


Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.



POP SPOTLIGHT
THE MANY MOODS OF TONY

Tony Bennett, Columbia CL 2141 (M); CS 8941 (S)
Tony Bennett sings another string of fine tunes here. Leading items, of course, are his recent hits, "The Little Boy" and "Don't Wait Too Long," but the rest of the LP is filled with prime material as well. Tony leans to the ballads mostly with "When Joanna Loved Me," "I'll Be Around" and "You've Changed" among the top tracks.
Best Track: "I'll Be Around" (Regent, BMI).



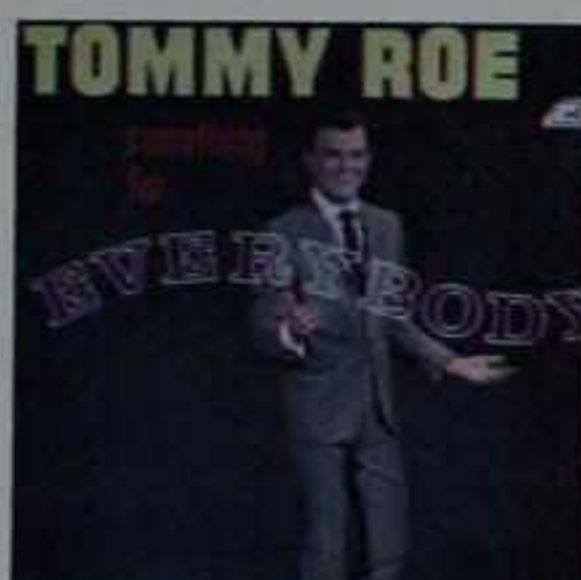
POP SPOTLIGHT
HEY LITTLE COBRA AND OTHER HOT ROD HITS

The Rip Chords, Columbia CL 2151 (M); CS 8951 (S)
The Rip Chords really socked it in with the "Cobra" side as a single, and the album can be expected to soar right up after the hit. The hot rod-oriented singing group under the direction of Terry Melcher (Doris Day's boy) has a mighty potent new track in "Here I Stand." Besides these, the group does other new material as well as established hits in the groove.



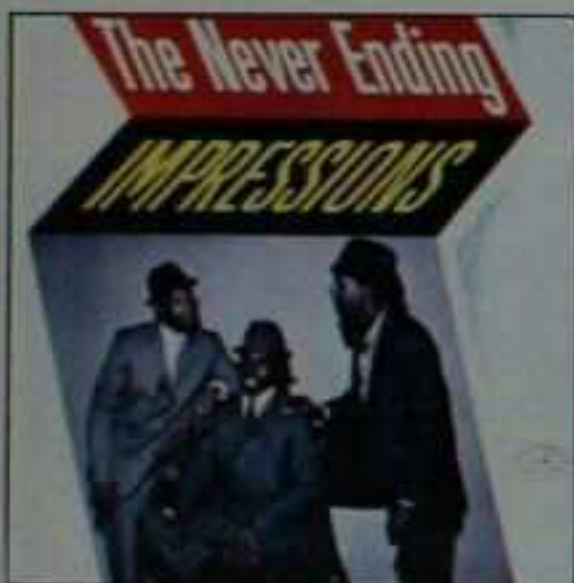
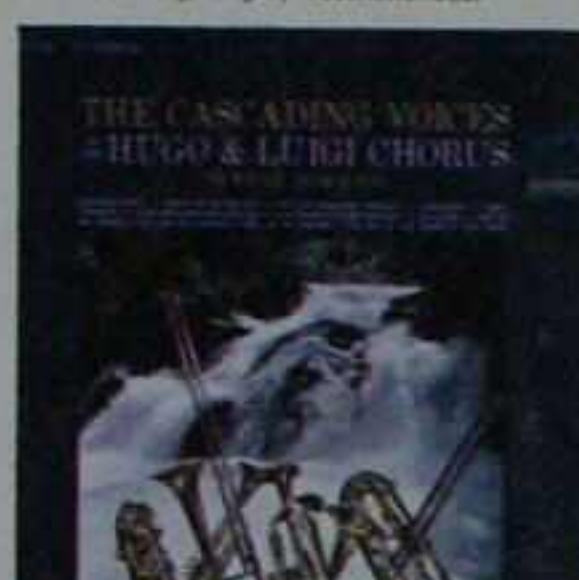
POP SPOTLIGHT
SOMETHING FOR EVERYBODY

Tommy Roe, ABC-Paramount ABC 467 (M); ANCS 467 (S)
Tommy's Roe's latest LP contains his current hit "Come on and Dance," but that seems a second consideration. The album really shows off the versatility of the singer. He moves from one style of singing to another, ranging all the way from the hit to "Dominique" and a folkish interpretation of "Taste of Honey." He also sings other people's hits like "Be My Baby" and "Nitty Gritty."



POP SPOTLIGHT
THE CASCADING VOICES OF HUGO & LUIGI CHORUS—WITH BRASS

RCA Victor LPM 2789 (M); LSP 2789 (S)
There is no more romantic music than the 12 tunes herein assembled. There is hardly a more romantic way to perform them than the choral technique used of gliding up and down the scales while backed by rhythm and brass. Unbeatable for dancing or romancing. Highly recommended.



POP SPOTLIGHT
THE NEVER ENDING IMPRESSIONS

ABC-Paramount ABC 468 (M); ABCS 468 (S)
The Impressions have had a string of pop single hits that have established them solidly with the pop music buyer. The group gives relaxed and smoothly professional readings of standards such as "Satin Doll," "Little Boy Blue" and "September Song."



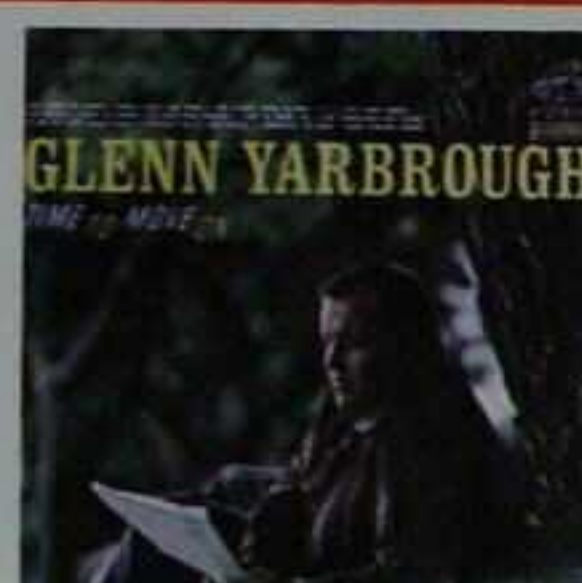
POP SPOTLIGHT
TILL THE END OF TIME

Jerry Vale, Columbia CL 2116 (M); CS 8916 (S)
Jerry Vale has turned into a consistent LP performer in the last year. This album follows the pattern established by the other sets; that is, it is filled with the big lush sound of Jerry backed by strings. One unusual thing, however, is that all of the great love songs, former pop hits, are based on classical themes. "Till the End of Time," "My Reverie," "Full Moon and Empty Arms" are a few.



POP SPOTLIGHT
COMPETITION COUPE

Astronauts, RCA Victor LPM 2858 (M); LSP 2858 (S)
The boys have been as hot lately as the cars they musically represent. This package features the group's smooth instrumentalizations of the drag scene. Should register big with the younger set.



POP SPOTLIGHT
TIME TO MOVE ON

Glenn Yarbrough, RCA Victor LPM 2836 (M); LSP 2836 (S)
Glenn Yarbrough may be remembered as the tenor of the popular Limericks. He has a free and easy quality that may be compared to the country, and times of which he sings so well. Quality material coupled with quality performance. Should be popular with pop and folk fans alike. All tracks recommended, but especially "San Francisco Bay Blues."



POP SPOTLIGHT
LONELY GUITAR

Duane Eddy, RCA Victor LPM 2798 (M); LSP 2798 (S)
Duane puts down his heavily vibrant twang guitar for a sentimental strum through some delightful pop, country and folk tunes. Duane's lonely guitar is completely surrounded by a chorus and Marty Paich's superb instrumentation and arrangements. Easy listening guitar for people who hate guitar playing.

POP SPOTLIGHT
SOFT AND SWINGING

Andre Previn, Columbia CL 2114 (M); CS 8914 (S)
Here's Andre Previn in two moods with two kinds of support. The first side of the LP is filled with waltzing strings playing lush ballads. The flip features piano trio work mostly and that side has the swing. The tunes are all from the pen of Jimmy McHugh, and include such items as "I'm in the Mood for Love" and "Don't Blame Me."



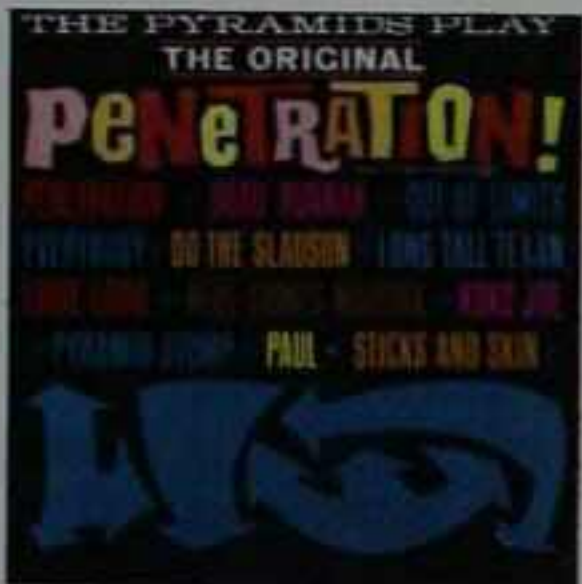
POP SPOTLIGHT
BREEZE FROM THE EAST

Cal Tjader, Verve V 8575 (M); V6 8575 (S)
Cal Tjader follows his top-selling LP "Several Shades of Jade" with another power package that sounds like a sure chart climber. Each cut is musical excitement, sure to please as many pop music buyers as jazz fans. Aided and abetted by arranger and conductor Stan Applebaum, Tjader and vibes have produced a top-notch album.



POP SPOTLIGHT
THE ORIGINAL PENETRATION

The Pyramids, Best BR 16501 (M); BRS 36501 (S)
Here's one of the numerous California-based instrumental combos featuring another variation of the surf-hot rod sound, in this case using something of a "Telstar" approach in the echoey guitar spots. The tune, "Penetration," which has received singles attention, is especially reminiscent of the British hit. Other dancable, spinnable tracks include "Louie Louie," "Out of Limits" and "Road Runnah."



POP SPOTLIGHT
TURN AROUND

Dick and Dee Dee, Warner Bros. W 1538 (M); WS 1538 (S)
The talented duo has made its mark on the pop-folk scene with a hit single "Turn Around." Dick and Dee Dee sing both new and old folk tunes with the same natural warmth and simplicity that gained them fame on their single. There's much here to appeal to young and old; pop and folk music fans. Selections include "Freight Train," "500 Miles," and "Old Maid Song."



POP SPOTLIGHT
ONE MORE TIME!

The Highwaymen, United Artists UAL 3323 (M); UAS 6323 (S)
The Highwaymen continue to produce fine albums filled with change of pace and bright filled material. The group sings a wide variety of tunes from the deadly serious anti-war tune, "Universal Soldier," through a delightful fable-type tune, "Lady Bug and Centipede," and a reflective version of "Abilene."



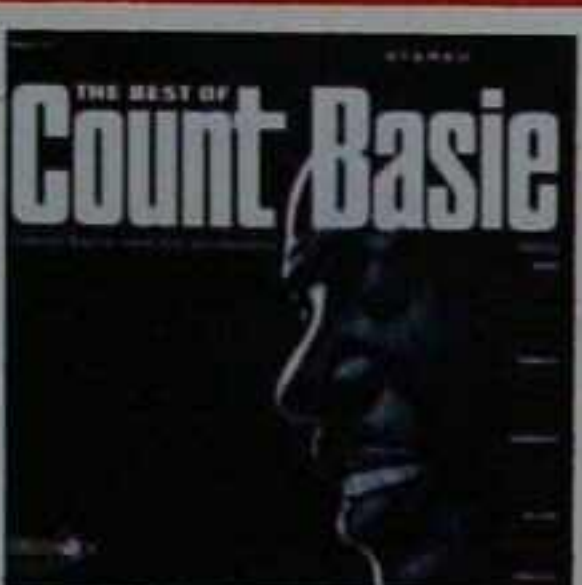
POP SPOTLIGHT
KISMET

Mantovani & His Ork / Various Artists, London PM 55001 (M); SP 44043 (S)
This attractive package proves there's room for another excellent presentation of the oft-recorded "Kismet." An outstanding cast starring Robert Merrill with Regina Resnik, Kenneth McCall, Adelle Leigh and Ian Wallace, put in a stellar performance, supported ably by the Mike Sammers Singers. Mantovani and his orchestra are incomparable.



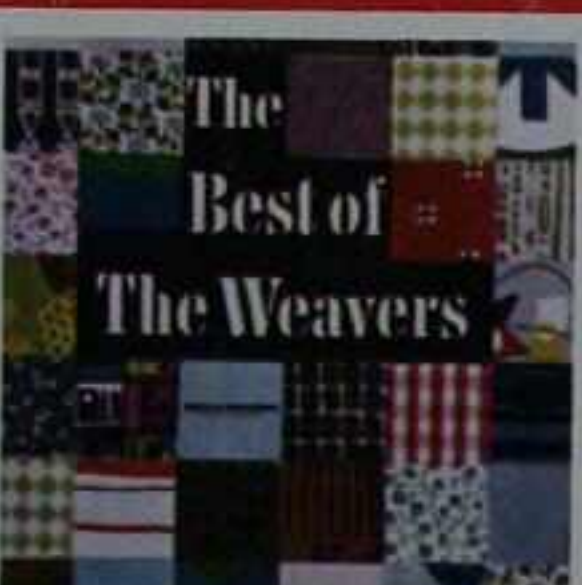
POP SPOTLIGHT
1964 SAN REMO FESTIVAL

Various Artists, London Int'l TF 91332 (M)
Here's the first San Remo package which was released just 10 days after completion of the event. It includes a version of the winning song "No Ho L'eta per Amarti" as well as many of the other runner-up tunes. This is a prime item for radio play, adding variety and pace to pop shows.
Best Track: "No Ho L'eta per Amarti."



JAZZ SPOTLIGHT
THE BEST OF COUNT BASIE (2-12")

Decca DXB 170 (M); DXSB 7170 (S)
Basieites will be ecstatic as will big band jazz lovers with this two 12-inch LP package of the Count's original recordings that made him famous. Featured are the well-known sidemen that helped build the Basie aggregation. Featured too, are 24 tunes from "Blame It on My Last Affair," to "Topsy." Album offers stereo and a seven-page commentary and photo booklet.



FOLK SPOTLIGHT
THE BEST OF THE WEAVERS (2-12")

Decca DXB 173 (M); DXBS 7173 (S)
This is a fine collection of 24 of the Weavers' best recordings. LP has added importance since this famous group has disbanded, putting it into the collector's class. Among the tunes represented are: "Goodnight Irene," "So Long," "Tzena," "On Top of Old Smoky" and "Old Paint." Highly recommended. Should be a big item for the folk lovers.



SPOKEN WORD SPOTLIGHT
VOICES OF HISTORY

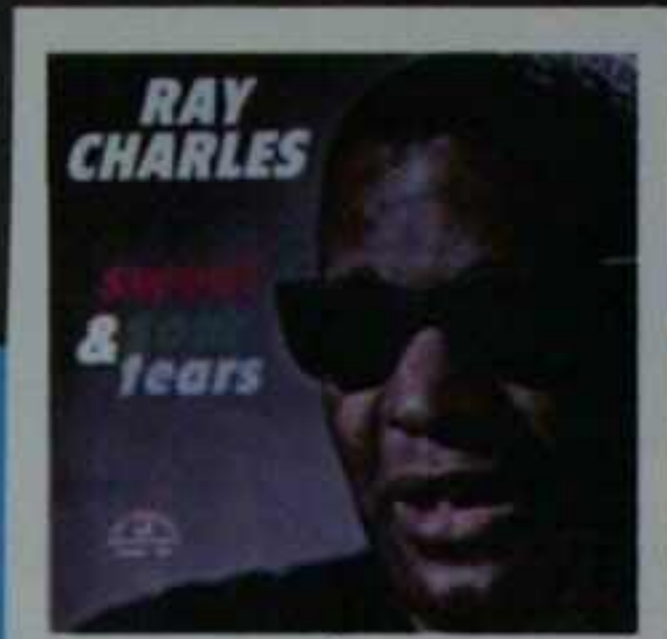
Various Artists, United Artists UAL 3351
A very nicely paced and structured capsule history of the past 30 years through the voices and the speeches of the men who made it. This album features such dramatic excerpts of speeches such as Roosevelt's "Fear Itself" oration, Churchill's "Their Finest Hour" speech, and many more.



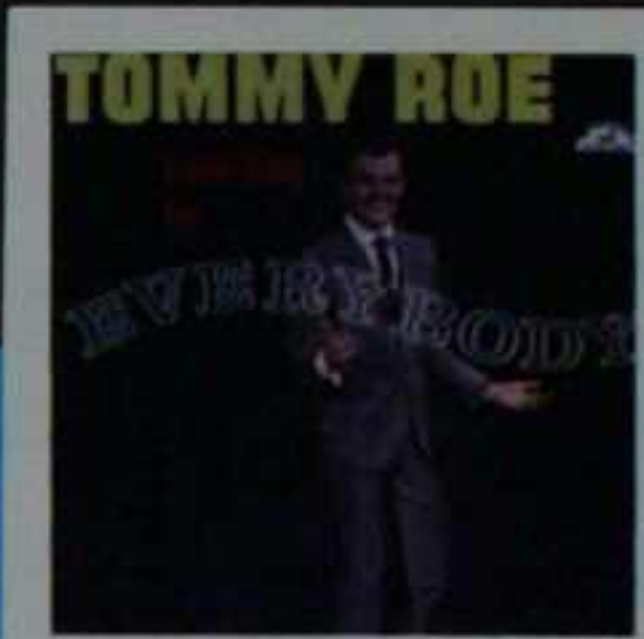
ABC-PARAMOUNT

SCORES

with these sensational,



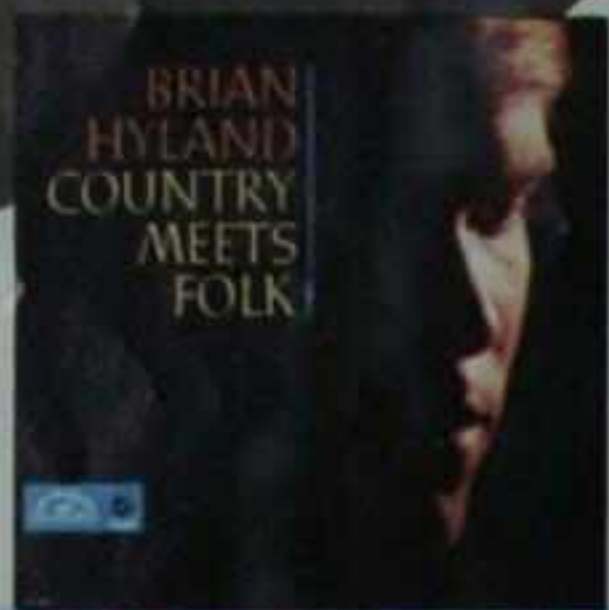
ABC-480 ABCS-480



ABC-467 ABCS-467



ABC-469 ABCS-469



ABC-463 ABCS-463



ABC-462 ABCS-462



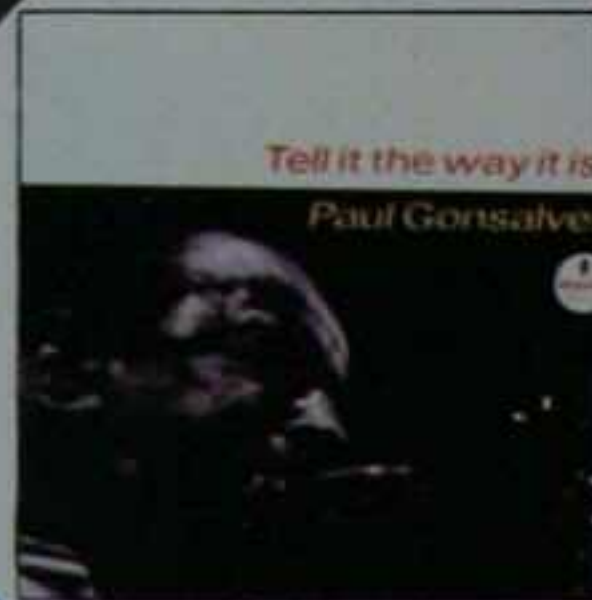
ABC-451 ABCS-451



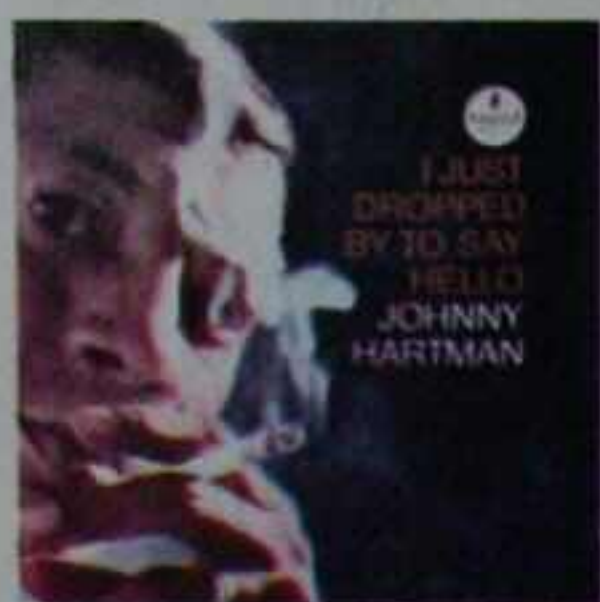
A-53 AS-53



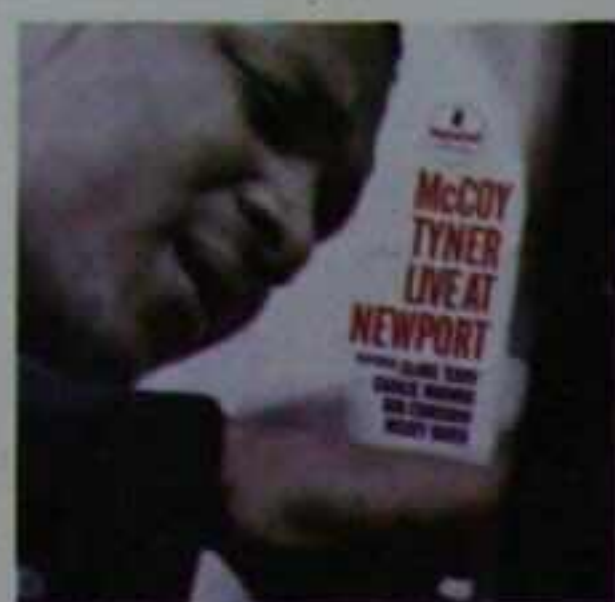
A-45 AS-45



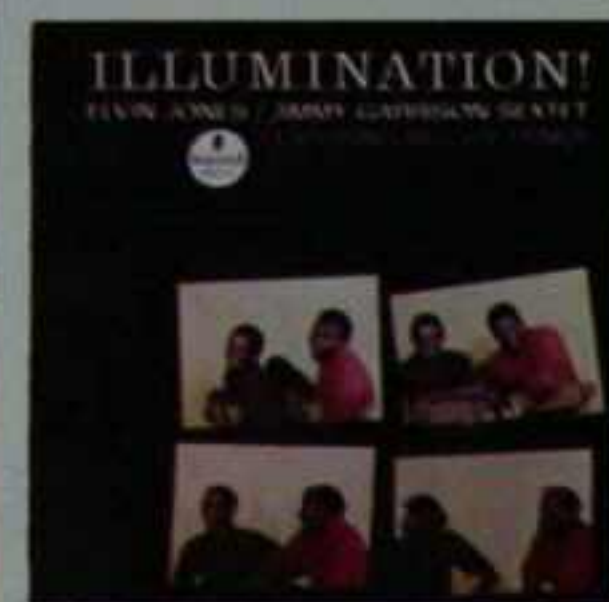
A-55 AS-55



A-57 AS-57



A-48 AS-48



A-49 AS-49



Zeros in new "bul-



ABC-471
WALLS OF LIMERICK—
Jackie Hearst, Jack
Barrett, Liberty Boys

RAMMOUNT

A DIRECT HIT

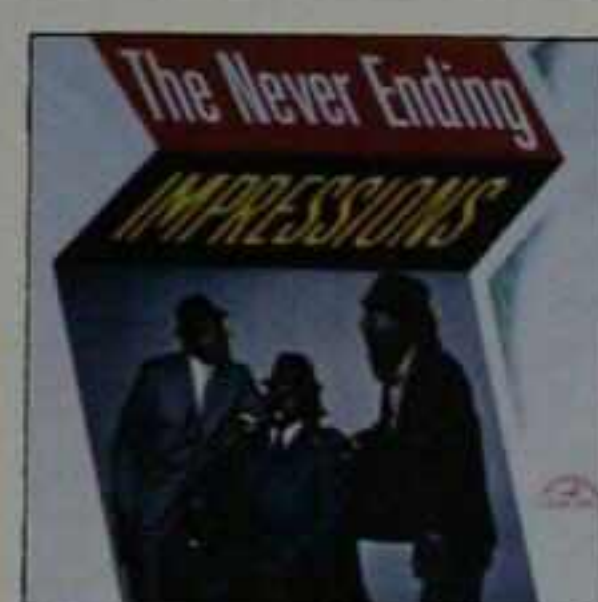
New "on-target" album releases!



ABC-470 ABCS-470



ABC-466 ABCS-466



ABC-468 ABCS-468



ABC-479 ABCS-479



ABC-458 ABCS-458



ABC-461 ABCS-461



ABC-459 ABCS-459



A-56 AS-56



A-44 AS-44



A-54 AS-54



A-50 AS-50



A-51 AS-51



A-46 AS-46

on
Use!
 Wave
 33
 with twelve
 eye" LP's

PLUS...

8 exciting new albums of authentic Irish favorites

ABC-472
 TO THE CEILI—
 Hearst, Jack
 Liberty Boys

ABC-473
 HAPPY MEMORIES OF IRELAND
 —Joe Lynch, Eamon O'Shea,
 Johnny Keyes, Fergus O'Kelly,
 Charlie McGee, Delia Murphy,
 Liberty Boys' Ceili Band

ABC-474
 DOWN BY THE GLENSIDE with
 other Patriotic Gems of Ireland
 —Martin Dempsey, Charlie Ken-
 nedy, John Laheen and others

ABC-475
 SONGS FROM THE GREEN FIELDS
 OF ERIN—Charlie McGee, Fergus
 O'Kelly, Joe Lynch and others

ABC-476
 THE OLD BOG ROAD
 and Favourite Ballads
 of Ireland—Fergus
 O'Kelly, Joe McNally,
 Charlie McGee and
 others

ABC-477
 SONGS & MARCHES OF
 THE GAEL—Martin
 Dempsey, Joe Lynch,
 Eamon O'Shea, and
 others

ABC-478
 SONGS OF THE OLD
 LAND—Eamon O'Shea,
 Charlie McGee, Charlie
 Kennedy and others

ALBUM REVIEWS (continued)



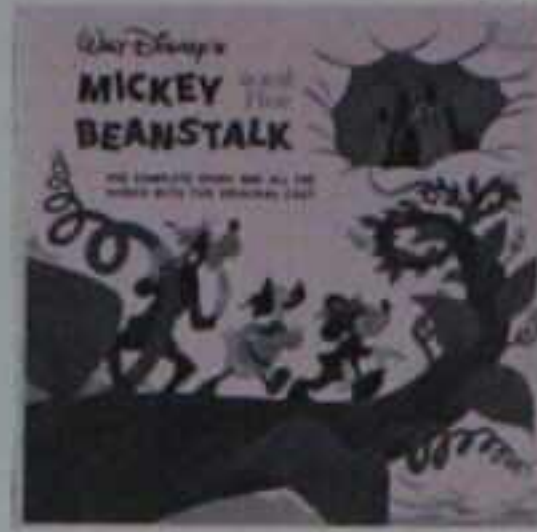
BAND SPOTLIGHT
DER GROSSE ZAPFENSTREICH
Band of the 11th Panzer Grenadiers. MGM E 4197 (M); SE 4197 (S)

Here's a unique album for those interested in some of the history of military band music. The title album comes from the German for "Big Tattoo," which is a particular drum figure and music played by march bands of the 18th and 19th centuries. The music is colorful and filled with history. The band is conducted by Major Hans Friess.



CHILDREN'S LOW PRICE SPOTLIGHT
THE FRIENDLY GHOST CASPER
Golden LP 113

With most TV stations across the country featuring Casper films, there are few, if any, youngsters who are not good friends of this little character and cohorts. The stories are fun and the songs well done. Should be a smash with the kids.



CHILDREN'S LOW PRICE SPOTLIGHT
WALT DISNEY'S MICKEY AND THE BEANSTALK
Disneyland DQ 1248

All the ingredients necessary to entertain and hold a youngster's attention is contained in this LP. The characters of Mickey, Donald and Goofy are known to all youngsters as is the Beanstalk story. Narration, music and sound effects tie it all together effectively.



POP LOW PRICE SPOTLIGHT
DEDICATED TO YOU
Tommy Dorsey. CAL 800 (M); CAS 800 (S)

Here's another fine nostalgia package from the Camden archives. The album features the old Dorsey band in versions of tunes from the period 1938 through 1942. Jack Leonard, Jo Stafford, Frank Sinatra and the Pied Pipers are among the singers.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

HELLO DOLLY!

Original Cast, RCA Victor LOC 1087 (M); LSO 1087 (S)

THE MANY MOODS OF TONY

Tony Bennett, Columbia CL 2141 (M); CS 8941 (S)

ENCORE

John Gary, RCA Victor LPM 2804 (M); LSP 2804 (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.

WOMEN IN MY LIFE . . .

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

LADY IN THE DARK . . .

Original Cast, Columbia OL 3990 (M); OS 2390 (S)

REFLECTING . . .

Chad Mitchell Trio, Mercury MG 20891 (M); SR 60891 (S)

THIS IS ETHEL ENNIS . . .

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

BORN TO WANDER . . .

Four Seasons, Philips PHM 200-129 (M); PHS 600-129 (S)

BEAUTY AND THE BEARD . . .

Al Hirt & Ann-Margret, RCA Victor LPM 2690 (M); LSP 2690 (S)

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

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

TOGETHER AGAIN! . . .

Benny Goodman Quartet, RCA Victor LPM 2698 (M); LSP 2698 (S)

I REMEMBER BUDDY HOLLY . . .

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

THE LESTER LANIN DANCE ALBUM . . .

Epic SN 6046 (M); BSN 146 (S)

GUITAR COUNTRY . . .

Chet Atkins, RCA Victor LPM 2783 (M); LSP 2783 (S)

THE VERY BEST OF JIMMY DURANTE . . .

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

SUNDAY IN NEW YORK . . .

Peter Nero, RCA Victor LPM 2827 (M); LSP 2827 (S)

MOM'S MABLEY OUT ON A LIMB . . .

Mercury MG 20889 (M); SR 60889 (S)

HELLO YOUNG LOVERS . . .

Jimmy Durante, Warner Bros. W 1531 (M); WS 1531 (S)

THE VERY BEST OF JUDY GARLAND . . .

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

SAMMY DAVIS JR. SALUTES THE STARS OF THE LONDON PALLADIUM . . .

Reprise R 6095 (M); RS 6095 (S)

WOODY HERMAN: 1964 . . .

Philips PHM 200-118 (M); PHS 600-118 (S)

DOWN AT PAPA JOE'S . . .

Dixiebelles, Sound Stage 7 55M 5000 (M); 55M 15000 (S)

HIT CITY 64 . . .

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



CHILDREN'S LOW PRICE SPOTLIGHT
GULLIVER IN LILLIPUT
United Artists UAC 11024 (M)

Another fine selection from the Tale-Spinner series. The story is told by Denis Bryer and the Famous Theater Company with the Hollywood Studio Orchestra. The production is excellent and the tale absorbingly told. Highly recommended.



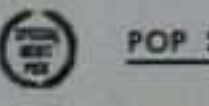
SPECIAL MERIT PICKS

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



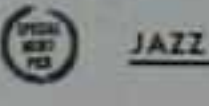
POP SPECIAL MERIT
CHARLIE RICH
Groove GM 1000 (M); GS 1000 (S)

Charlie Rich is a fine artist in the Memphis rockabilly school and has enjoyed single chart items in his earlier Memphis-based label affiliation. Now with his first album it would seem only a matter of time until the next hit, because these are solid performances, full of drive, and they are accomplished to effective backings by both Bill Justis and Anita Kerr. "Big Boss Man" is one of the better sides.



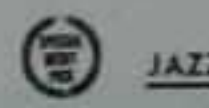
POP SPECIAL MERIT
BOBBY HACKETT PLAYS THE MUSIC OF BERT KAEMPFFERT
Epic LN 24080 (M); BN 26080 (S)

Bobby Hackett's clearly crisp jazz trumpet matches perfectly with the music of Bert Kaempfert. The hit-making Kaempfert sound is retained but the jazz-oriented approach gives this music a bright freshness that should prove popular with many contemporary LP buyers. Among the tunes are: "Danke Schoen," "Now and Forever," "Wonderland by Night" and "Afrikaan Beat."



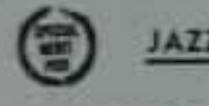
JAZZ SPECIAL MERIT
McCOY TYNER LIVE AT NEWPORT
Impulse A-48 (M); AS-48 (S)

This is an LP by Coltrane's pianist that's a bit out of his usual mold. The tracks have strong swing and an off-the-shoulder spontaneity that's most refreshing. At least part of this is the result of spirited blowing by Charlie Mariano and Clark Terry. Set was recorded at an afternoon Newport concert.



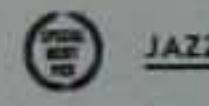
JAZZ SPECIAL MERIT
GERRY MULLIGAN MEETS BEN WEBSTER
Verve V 8534 (M); V6-8534 (S)

For the jazz fan who likes his music melodic, informal and swingy, this album starring Ben Webster, tenor, and Gerry Mulligan, baritone, should be a soul-satisfying sound package. The set also features fine playing by Jimmy Rowles, Mel Lewis and Leroy Vinnegar in rhythm.



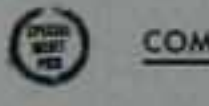
JAZZ SPECIAL MERIT
POINT OF DEPARTURE
Gary McFarland Sextet
Impulse A-46 (M); AS-46 (S)

The point of departure is actually the point of entry for Gary McFarland, closely associated with the many jazz compositions bearing his name. This is a collection of all new McFarland works and the composer takes part in performing them with a newly formed sextet featuring Willie Dennis, Richie Kamuca, Jimmy Raney, Steve Swallow, Mel Lewis. Jazz fans will find much to listen for and enjoy in this LP.



JAZZ SPECIAL MERIT
A JAZZ PORTRAIT OF ROGER KELLAWAY
Jim Hall, Regina R 298 (M)

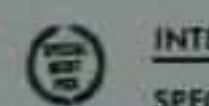
Although Roger Kellaway is a relative newcomer he has nevertheless a brilliant solo style of his own. Jazz and piano devotees will delight in finding this fine jazz talent. Six of the selections are Kellaway compositions. Listeners will probably be hearing his "Same Old, Same Old" played as a single on many pop radio stations across the country in the near future.



COMEDY SPECIAL MERIT
OUR MAN IN TROUBLE
Don Bowman
RCA Victor LPM 2831 (M); LSP 2831 (S)

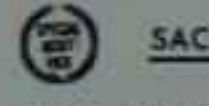
Don Bowman is the name attached to Victor's "Man in Trouble," and Bowman has a great time lampooning the country field and

its Texas-styled drawl. There's a funny parody of "500 Miles," a plea to RCA's Nashville a.k.a. man, in the form of "Chet Atkins, Make Me a Star," and some humorous originals like "Breakfast Food Song," "Wildwood Weed" and "That'll Never Sell Records." This boy has a chance.



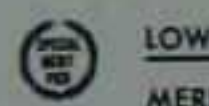
INTERNATIONAL SPECIALTY SPECIAL MERIT
KENNEDY NOS HABLA
Gil Salinas, Harmonia HLP 3006 (M)

Here is another memorial album devoted to the late President, and aimed exclusively at the Spanish-speaking market. Some of Kennedy's most historic speeches are reproduced with a running Spanish translation, giving a sort of UN General Assembly effect. The inauguration, Alliance for Progress, Cuban Crisis, Berlin and lastly, his final speech in Dallas, are all presented in this way.



SACRED SPECIAL MERIT
TRAVELING TOGETHER
Phil & Louie Palermo
Word W-3279 (M)

The Palermos register a warmth and sincerity in their singing and playing that's hard to beat. The duo keeps the pace and presentation bright and most listenable. A few of the selections are: "Mansion in the Sky," (sung with Soul Harbor TV chorus), "Down Deep in Your Heart," and "Jesus is the One."



LOW PRICE POP SPECIAL MERIT
FOLK-DIXIE JAMBOREE
Living Guitars
RCA Camden CAL 801 (M); CAS 801 (S)

Here's a smart bit of low-end packaging that could result in lots of rack sales. It pairs the popular folk guitar sound with a Dixieland band in presenting such recent hits as "Washington Square," "Green Green," "Blowin' in the Wind," "500 Miles" and "Saturday Night." A nice, bright stereo sound here.

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.

(Continued)

CHILDREN'S SPECIAL MERIT

ROW, ROW, ROW YOUR BOAT AND OTHER MOTHER GOOSE RHYMES

United Artists UAC 11035 (M)

The best of the Mother Goose nursery rhymes are all rhythmically performed by male and female chorus. The tunes are highly complimentary to the rhymes and should prove helpful in teaching.

☆☆☆☆
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

SWING REVISITED
 Johnny Keating & His Band. London SP 44034 (S)

COMIN' IN THE BACK DOOR
 Wynon Kelly. Verve V 8576 (M); V618576 (S)

NEW SOUNDS ON BROADWAY
 Edmundo Ros & His Ork. London LL 3352 (M); PS 352 (S)

YOUR INSTANT DANCE PARTY
 Artie Singer Ork. Cameo C 1072 (M); SC 1072 (S)

ORGAN FANTASY
 Byron Melcher. United Artists UAL 3304 (M); UAS 6304 (S)

SONG I'VE SUNG ON THE PERRY COMO SHOW
 Caterina Valente. London LL 3355 (M); PS 355 (S)

MUSICAL MEMORIES OF LOVE FROM PARIS
 Camillo. London Int'l TW 91316 (M)

MUSICAL MEMORIES OF LONDON
 Various Artists. London Int'l TW 91312 (M)

BOSS DRAG
 The T-Bones. Liberty LRP 3346 (M); LST 7346 (S)

CHILDREN'S

SING ALONG WITH CHIPPER AND HIS PLAYMATES
 United Artists UAC 11032 (M)

THE EMPEROR'S NEW CLOTHES
 Frank Luther. United Artists UAC 11021 (M)

ALI BABA AND THE 40 THIEVES
 Various Artists. United Artists UAC 11018 (M)

UNDER A MUSICAL MUSHROOM
 Mrs. Miggsey. Word W-3254 (M)

COUNTRY

THE VERY BEST OF JIMMIE OSBORNE
 King 892

JAZZ

A JAZZ MESSAGE
 Art Blakey Quartet. Impulse A-45 (M); AS-45 (S)

STEPPIN' OUT!
 Harold Vick. Blue Note 4138 (M)

CLASSICAL

MOZART: SYMPHONY NOS. 41 & 33
 Cologne Philharmonic Orchestra (Wand). Counterpoint/Esoteric 613 (M)

HAYDN: SYPHONIES NOS. 103 & 82
 Cologne Philharmonic Orchestra (Wand). Counterpoint/Esoteric 615 (M)

BACH: CONCERTOS NOS. 1 & 2/
 DOUBLE VIOLIN CONCERTO
 Toulouse Symphony Orchestra (Auracombe). Counterpoint/Esoteric 610 (M)

INTERNATIONAL

GREECE
 Hrach Yacoubian. MGM E 4199 (M); SE 4199 (S)

MUSICAL MEMORIES OF CALABRIA
 Salvatore Ida. London Int'l TW 91317 (M)

MUSICAL MEMORIES OF SICILY
 Various Artists. London Int'l TW 91318 (M)

LOW PRICE POPULAR

IT'S HONKY-TONK TIME
 Del Wood. RCA Camden CAL 796 (M); CAS 796 (S)

BLUE SKY BOYS
 RCA Camden CAL 797 (M); CAS 797 (S)

SACRED

THE JANZ BROTHERS
 Word W-3198 (M)

LOW PRICE CHILDREN'S

WALT DISNEY PRESENTS THE STORY OF THE LITTLEST OUTLAW
 Sound Track, Disneyland DQ 1246

WALT DISNEY'S TALES OF MOTHER GOOSE, VOL. 3
 Disneyland DQ 1247

A GOLDEN TREASURY OF FAVORITE SONGS
 Sandpipers and the Golden Orchestra, Golden LP 106

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

POPULAR

DIXIELAND AND HONKY TONK PIANO
 Various Artists. Ascot ALS 16010 (S)

JAZZ

GORDON JENKINS PRESENTS MY WIFE THE BLUES SINGER BEVERLY JENKINS
 Impulse A-44 (M); AS-44 (S)

FOLK

FOLK AND JAZZ WING DING
 Various Artists. UAL 3328 (M); UAS 6328 (S)

FIVE ON EIGHT
 Rufus Jones. Cameo C 1076 (M); SC 1076 (S)

CLASSICAL

BAROQUE MUSIC CONCERT
 Orchestra of the Sarre (Ristenpart). Counterpoint/Esoteric 608 (M)

TCHAIKOVSKY: SYMPHONY NO. 4
 Paris Philharmonic Orchestra (Albert). Counterpoint/Esoteric 611 (M)

TELEMANN: CONCERTO NO. 1 & 2—OVERTURE
 Orchestra of the Sarre (Ristenpart). Counterpoint/Esoteric 612 (M)

MOZART: CONCERTOS FOR OBOE, HORN, FLUTE AND HARP
 Saltburg Mozarteum Orchestra (Paumgartner). Counterpoint/Esoteric 609 (M)

WAGNER: PRELUDE & LIEBESTOD FROM TRISTAN & ISOLDE/OVERTURE & VENUSBERG MUSIC FROM TANNHAUSER
 Munich Philharmonic Orchestra (Albert). Counterpoint/Esoteric 614 (M)

INTERNATIONAL

IN THIS CORNER . . . THE MUSICAL WORLD OF ANTONINO ROCCA
 MGM E 4138 (M); SE 4183 (S)

HAUNTING! THE AUTHENTIC ARGENTINE TANGO
 Troilo & His Ork. Tipica. RCA Victor Int'l FPM 118 (M); FSP 118 (S)

NEW MUSIC OF THE PHILIPPINES
 Leopoldo Silos. RCA Victor Int'l FPM 117 (M); FSP 117 (S)

MUSICAL MEMORIES OF NAPLES
 Various Artists. London Int'l TW 91313 (M)

SAN FRANCISCO

Riverside's new chief, Orrin Keepnews, was in town to call on distributor Bob Ellis of Epic.

The Lu Watters single, "Blues Over Bodega," has sold more than 2,000 locally. Fantasy plans to follow up with a Watters LP. . . . Vince Guaraldi-Bola Sete LP is moving. Over 2,600 sold in northern California as of February 1, with brisk action starting in Los Angeles and Washington. . . . Paul Bryant's "Why Me" is Fantasy's hottest single, with sales of more than 8,000 and a strong re-order pattern shaping up. . . . Irv Pinensky's Eric-Mainland house is handling the Beatles' "He Loves Me" on Swan, which sold 5,000 singles in this area within two weeks of release.

The JFK LP explosion has sputtered out here. Everyone's wondering what to do with heavy inventories on this material.

Ethel Ennis and Cal Tjader are booked into off-Broadway February 25, with Victor distributor A. H. Meyer planning special promotion on Miss Ennis during her run. . . . All-jazz FM Station KJAZ is experimenting with delayed "live" remotes

POPULAR EP

L'ECOLE EST FINIE
 George Mansfield, Symco EX 07
 1. THE PRATT CITY BLUES
 2. CALIFORNIA SUN
 Ben Tate, Ronnie 2084
 Scruggs
 (Winslow, ASCAP) (2:25 & 3:02)
 1. COME BY ONCE IN A WHILE
 2. SLEEPING IN THE MOONLIGHT
 I. James
 2. Dyer
 (Winslow, ASCAP) (2:36 & 2:50)

INTERNATIONAL EP

RI-CO-TA
 Elle, Symco 06

from local clubs. Music is taped, rushed to studio and aired while band is still on the stand. The idea was launched with Woody Herman's stint at Tin Pan Alley in Redwood City, February 3-6.
DICK HADLOCK

MEMPHIS

William Bie, station manager of radio Station KWAM has received word from Washington that the FCC has granted the station an FM license. . . . Alvin S. Bennett, president of Liberty Records, was a Memphis visitor. He visited business interests here, including a record distributorship. Hi Records' Bill Black, who grew up within a stone's throw of Beale Street, is haunting it again to get the feel for the blues album he and his combo are cutting.

ELTON WHISENHUNT

HOLLYWOOD

Mike Coolidge, head of Columbia's Hollywood Custom Pressing department, is celebrating his sixth year with the company here. Mike is a native of Chicago and, ironically, all the members of his friendly office are also out-of-towners; namely, George Costello from Bridgeport, Conn., Marcel Boudet from Lakeland, Fla., and Janice Sommerville from Ogden, Utah.

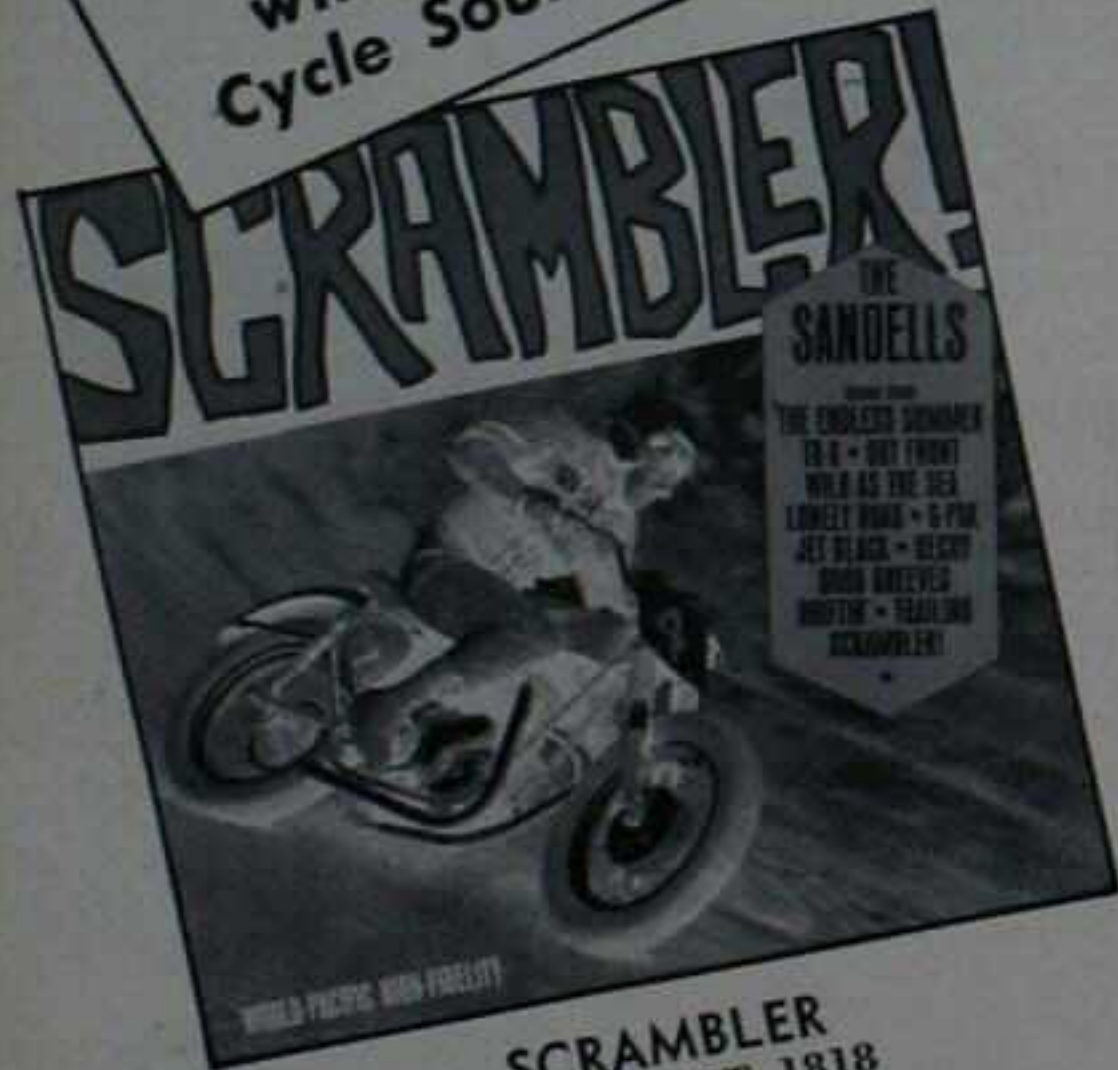
Liberace has just completed a Dot LP of most requested tunes, done up in concerto style. Lee has been playing piano since he was four years old and had been a classical pianist before turning to the pop idiom for repertoire.

Al Sherman's new promo
(Continued on page 35)

WORLD PACIFIC/PACIFIC JAZZ

Biggest Release Ever!

1st with the Cycle Sound



SCRAMBLER
 WP 1818/ST 1818



WP 1816/ST 1816



PJ 80/ST 80



PJ 78/ST 78

First Hot Single with Big New Cycle Sounds . . .

OUT FRONT b/w Scrambler—(The Sandrells) WP 405

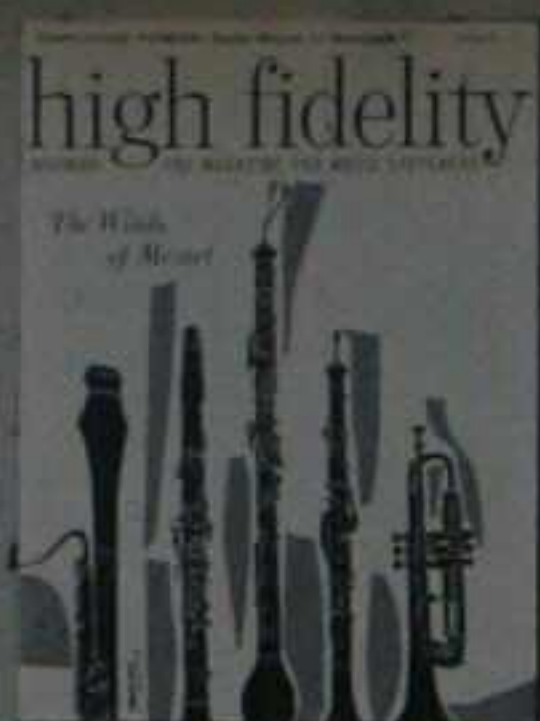
First Record by the New 12-Year-Old Singing Sensation . . .

**(JESSIE PAUL) Johnny Let Me Go b/w My First Lonely Night
 WP 402**

8715 W. 3rd Street, Los Angeles, California—90048



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AMERICAN ARTIST—With the world's largest art magazine circulation, American Artist editorially bridges the creative art interests between fine and commercial art. Since 1937 it has looked over the shoulder of more than 1,700 fine, commercial and graphic artists to explore their working methods, the techniques they employ and the media they use.



VEND aims in each of its 24 issues to answer the questions: What's happening in vending? and What does it mean? Its editorial works to be thorough but selective, complete but brief, to provide a working tool for all people in all phases of merchandising vending.



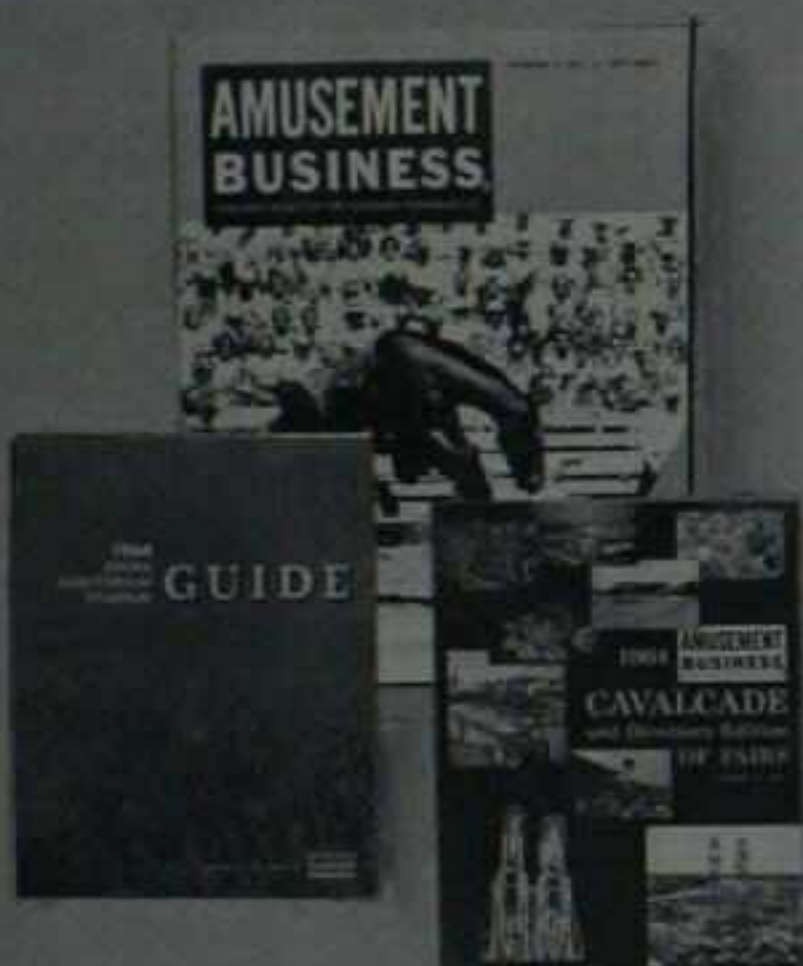
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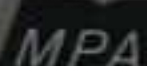
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TOP LP's

★ **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 in million dollar LP's.

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	MEET THE BEATLES Capitol T 2047 (M), ST 2047 (S)	4
2	2	THE SINGING NUN Philips PCC 203 (M), PCC 403 (S)	16
22	1	INTRODUCING THE BEATLES See Jay LP 1043 (M), SR 1043 (S)	3
4	3	IN THE WIND Peter, Paul & Mary, Warner Bros. W 1507 (M), WS 1507 (S)	18
5	10	HONEY IN THE HORN Al Nix, RCA Victor LPM 2732 (M), LSP 2732 (S)	23
12	1	CHARADE Woody Mann & His Ork, RCA Victor LPM 2755 (M), LSP 2755 (S)	9
7	8	JOAN BAEZ IN CONCERT, PART 2 Vanguard VRS 9113 (M), VSD 2132 (S)	12
6	6	PETER, PAUL & MARY Warner Bros. W 1449 (M), WS 1449 (S)	96
11	11	FUN IN ACAPULCO Ethel Prezley, RCA Victor LPM 2754 (M), LSP 2754 (S)	10
10	4	LITTLE DEUCE COUPE Beach Boys, Capitol T 1978 (M), ST 1978 (S)	16
9	9	THE SECOND BARBRA STREISAND ALBUM Columbia CL 2054 (M), CS 2054 (S)	24
12	7	MOVING Peter, Paul & Mary, Warner Bros. W 1472 (M), WS 1472 (S)	58
21	1	THE WONDERFUL WORLD OF ANDY WILLIAMS Columbia CL 2127 (M), CS 2127 (S)	5
19	1	YESTERDAY'S LOVE SONGS—TODAY'S BLUES Nancy Wilson, Capitol T 2012 (M), ST 2012 (S)	5
5	5	WEST SIDE STORY Sound Track, Columbia DL 5670 (M), DS 2070 (S)	122
14	14	THE BARBRA STREISAND ALBUM Columbia CL 2007 (M), CS 2007 (S)	46
20	1	RICK NELSON SINGS "FOR YOU" Grosche DL 4478 (M), SL 74479 (S)	8
89	1	THERE, I'VE SAID IT AGAIN Bobby Vinton, Epic LN 24001 (M), BN 24001 (S)	4
29	1	CATCH A RISING STAR John Gary, RCA Victor LPM 2745 (M), LSP 2745 (S)	16
13	1	THAT WAS THE WEEK THAT WAS Various Artists, Decca DL 9114 (M), DL 79114 (S)	9
33	1	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 2015 (M), CS 2015 (S)	45
51	1	DRAG CITY Jan & Dean, Liberty LSP 2329 (M), LST 7329 (S)	6
30	1	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1849 (M), CS 1849 (S)	86
27	1	JOHN F. KENNEDY—THE PRESIDENTIAL YEARS 1960-1963 20th Century-Fox TFM 2127 (M), (no Stereo)	9
58	1	LOUIE LOUIE Kingston Trio, Wood 637 (M), (no Stereo)	6
16	1	SURFER GIRL Beach Boys, Capitol T 1967 (M), ST 1967 (S)	20
26	1	JOHN F. KENNEDY—MEMORIAL ALBUM Premier 2099 (M), (no Stereo)	6
37	1	THE VENTURES IN SPACE Delton BLP 2027 (M), BBT 2027 (S)	5
38	1	WONDERFUL! WONDERFUL! Lawrence Walk, Dot BLP 2552 (M), BLP 2552 (S)	12
31	1	JACK JONES' WIVES AND LOVERS Kapp KL 1352 (M), KS 2352 (S)	9
28	1	SHUT DOWN Various Artists, Capitol T 1918 (M), ST 1918 (S)	33
35	1	OLDIES BUT GOODIES, VOL. 6 Various Artists, Original Sound 0001 (M), 0002 (S)	5
34	1	THE GIRL WHO CAME TO SUPPER Original Cast, Columbia KDL 4020 (M), KDS 3420 (S)	5
15	1	WASHINGTON SQUARE Village Stompers, Epic LN 24078 (M), BN 24078 (S)	16
25	1	CURB YOUR TONGUE, KNAVE! Smothers Brothers, Mercury MG 20842 (M), SR 40842 (S)	11
52	1	ROMANTICALLY Johnny Mathis, Columbia CL 2098 (M), CS 2098 (S)	9
40	1	110 IN THE SHADE Original Cast, RCA Victor LDC 1065 (M), LSD 1065 (S)	8
72	1	TIME TO THINK Kingston Trio, Capitol T 2011 (M), ST 2011 (S)	4
62	1	FOUR DAYS THAT SHOCKED THE WORLD Various Artists, Capito CP 2500 (M), (no Stereo)	3
41	1	THE JAMES BROWN STORY King 824 (M), S 824 (S)	35
56	1	THE BIG SOUNDS OF THE DRAGS Capitol T 2001 (M), ST 2001 (S)	11
45	1	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809 (M), CS 1809 (S)	94
36	1	JOAN BAEZ IN CONCERT Vanguard VRS 9112 (M), VSD 2132 (S)	70
46	1	SINATRA'S SINATRA Frank Sinatra, Reprise R 1010 (M), RS 1010 (S)	21
23	1	BACH'S GREATEST HITS Creative Single Singers, Philips PFM 300-097 (M), PHS 600-097 (S)	18
90	1	TENDER IS THE NIGHT Johnny Mathis, Mercury MG 20890 (M), SR 40890 (S)	2
24	1	CAMELOT Original Cast, Columbia KDL 3420 (M), KDS 2021 (S)	161
17	1	TRINI LOPEZ AT P.J.'s Reprise R 4093 (M), RS 4093 (S)	32
71	1	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1123 (M), CS 6234 (S)	303
57	1	LAWRENCE OF ARABIA Sound Track, Capito CP 514 (M), SCP 514 (S)	52
47	1	HOLLYWOOD—MY WAY Nancy Wilson, Capitol T 1924 (M), ST 1924 (S)	29

This Week	Last Week	Title, Artist, Label	Wks. on Chart
52	44	PAINTED, TAINTED ROSE Al Martino, Capitol T 1973 (M), ST 1973 (S)	20
18	18	BYE BYE BIRDIE Sound Track, RCA Victor LDC 1081 (M), LSD 1081 (S)	44
50	50	THE BEST OF THE KINGSTON TRIO Capitol T 1795 (M), ST 1795 (S)	90
32	32	OLIVER Original Cast, RCA Victor LDC 3084 (M), LSD 3084 (S)	69
59	59	JFK THE MAN, THE PRESIDENT Barry Grey, Documentaries Unlimited 1 (M), (no Stereo)	7
70	70	BLUE VELVET Bobby Vinton, Epic LN 24048 (M), BN 24048 (S)	29
43	43	RAMBLIN' New Chubby Minstrels, Columbia CL 2045 (M), CS 2045 (S)	27
82	82	LIVING A LIE Al Martino, Capitol T 1973 (M), ST 1973 (S)	3
63	63	ROY ORBISON'S GREATEST HITS Mercury MLP 8900 (M), (no Stereo)	78
60	60	MONDO CANE Sound Track, United Artists DAL 4100 (M), UAS 4100 (S)	32
55	55	RAMBLIN' ROSE Nat King Cole, Capitol T 1793 (M), ST 1793 (S)	75
39	39	SURFIN' U. S. A. Beach Boys, Capitol T 1890 (M), ST 1890 (S)	43
74	74	INGREDIENTS IN A RECIPE FOR SOUL Ray Charles, ABC-Paramount ABC 443 (M), ABCS 443 (S)	26
49	49	ELVIS' GOLDEN RECORDS, VOL. 3 Elvis Presley, RCA Victor LPM 2746 (M), LSP 2746 (S)	24
61	61	ANY NUMBER CAN WIN Jimmy Smith, Verve V 8332 (M), V6-8332 (S)	16
73	73	TOP HITS OF 1963 SUNG BY BOBBY RYDELL Compo C 1879 (M), BC 1879 (S)	6
67	67	CHAD MITCHELL TRIO SINGIN' OUR MIND Mercury MG 20838 (M), SR 40838 (S)	16
53	53	WIPE OUT Savoy, Dot BLP 2032 (M), BLP 2032 (S)	29
95	95	CONCERT FOR LOVERS Forecasts & Tunes, United Artists DAL 2515 (M), UAS 4315 (S)	11
42	42	THINK ETHNIC Smothers Brothers, Mercury MG 20777 (M), SR 40777 (S)	47
69	69	TWO SIDES OF THE SMOTHERS BROTHERS Mercury MG 20473 (M), SR 40473 (S)	62
54	54	THE SOUND OF MUSIC Original Cast, Columbia KDL 3430 (M), KDS 3030 (S)	218
81	81	OUT OF LIMITS Marketa, Warner Bros. W 1327 (M), WS 1327 (S)	3
75	75	THE SMOTHERS BROTHERS AT THE PURPLE ONION Mercury MG 20411 (M), SR 40411 (S)	33
78	78	THE IMPRESSIONS ABC-Paramount ABC 430 (M), ABCS 430 (S)	26
66	66	HOW THE WEST WAS WON Sound Track, MGM 153 (M), 1323 (S)	45
79	79	HOT ROD RALLY Various Artists, Capitol T 1997 (M), ST 1997 (S)	11
68	68	MARIA ELENA Lee Indian Tabalares, RCA Victor LPM 2822 (M), LSP 2822 (S)	15
65	65	WE SHALL OVERCOME Pete Seeger, Columbia CL 2101 (M), CS 2101 (S)	11
84	84	GENE PITNEY SINGS WORLD-WIDE WINNERS Mercury MM 2005 (M), MS 2005 (S)	30
115	115	SURFIN' BIRD Trackdown, Barrett S 200 (M), ST 200 (S)	2
76	76	THE FREEWHEELIN' BOB DYLAN Columbia CL 1984 (M), CS 1984 (S)	25
83	83	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC Ray Charles, ABC-Paramount ABC 410 (M), ABCS 410 (S)	96
119	119	A LETTERMEN KIND OF LOVE Capitol T 2013 (M), ST 2013 (S)	3
77	77	MANTOVANI MANHATTAN London LL 3228 (M), PS 228 (S)	16
97	97	GOLDEN HITS OF THE 4 SEASONS See Jay LP 1043 (M), SR 1043 (S)	25
103	103	SINCE I FELL FOR YOU Lenny Welch, Cadence CLP 3048 (M), CLP 32048 (S)	4
121	121	BLUE VELVET AND 1963'S GREAT HITS Billy Vaughn, Dot BLP 2559 (M), BLP 2559 (S)	4
124	124	THE LANGUAGE OF LOVE Jerry Vale, Columbia CL 2042 (M), CS 2042 (S)	25
91	91	HERE'S LOVE Original Cast, Columbia KDL 4000 (M), KDS 2400 (S)	15
48	48	MORE TRINI LOPEZ AT P.J.'s Reprise R 4102 (M), RS 4102 (S)	12
80	80	PICK HITS OF THE RADIO GOOD GUYS Various Artists, Laurie LLP 2021 (M), (no Stereo)	6
64	64	MY SON, THE NUT Allan Sherman, Warner Bros. W 1301 (M), WS 1301 (S)	28
107	107	I LOVE YOU BECAUSE Al Martino, Capitol T 1914 (M), ST 1914 (S)	37
128	128	SOLID GOLD STEINWAY Roger Williams, Kapp KL 1254 (M), KS 2254 (S)	3
98	98	THE DREAM DUET Anna Moffo-Sergio Franchi, RCA Victor LM 2675 (M), LSC 2675 (S)	5
105	105	ETTA JAMES ROCKS THE HOUSE Arge LP 4032 (M), LP 4032 (S)	4
86	86	JOAN BAEZ, VOL. 1 Vanguard VRS 9078 (M), VSD 2077 (S)	104
102	102	EVERYTHING IS A-OK Affronzo, RCA Victor LPM 2782 (M), LSP 2782 (S)	3
111	111	I'M LEAVING IT UP TO YOU AND 11 OTHER HIT SONGS Dale & Green, Monnal MLP 100 (M), MLP 100 (S)	4
88	88	LET'S GO Vanguard VRS 9075 (M), VSD 2075 (S)	26

This Week	Last Week	Title, Artist, Label	Wks. on Chart
130	130	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2033 (M), CS 2033 (S)	31
123	123	YOU MAKE ME FEEL SO YOUNG Ray Conniff, His Ork & Chorus, Columbia CL 2118 (M), CS 2118 (S)	2
129	129	ROBERT COULET IN PERSON Columbia CL 2088 (M), CS 2088 (S)	19
112	112	KATE SMITH AT CARNEGIE HALL RCA Victor LPM 2819 (M), LSP 2819 (S)	10
87	87	SING A SONG WITH THE KINGSTON TRIO Capitol KAO 2005 (M), SKAO 2005 (S)	7
104	104	STOP THE WORLD—I WANT TO GET OFF Original Cast, London AM 58001 (M), AMS 80001 (S)	66
85	85	THIS IS ALL I ASK Tony Bennett, Columbia CL 2054 (M), CS 2054 (S)	27
100	100	KNOCKERS UP Beatty Warren, Jubilee JLP 2029 (M), (no Stereo)	172
113	113	WEST SIDE STORY Original Cast, Columbia DL 5670 (M), DS 2070 (S)	176
110	110	THE VERY BEST OF CONNIE FRANCIS MGM E 4147 (M), SE 4147 (S)	17
—	—	HELLO, DOLLY! Original Cast, RCA Victor LDC 1087 (M), LSD 1087 (S)	1
137	137	SOUTH PACIFIC Sound Track, RCA Victor LDC 1022 (M), LSD 1022 (S)	255
—	—	THE MANY MOODS OF TONY Tony Bennett, Columbia CL 2141 (M), CS 2141 (S)	1
96	96	MY FAIR LADY Original Cast, Columbia DL 5090 (M), DS 2019 (S)	381
101	101	THE BEST OF THE CHAD MITCHELL TRIO Kapp KL 1224 (M), KS 2224 (S)	22
134	134	HEAVENLY Johnny Mathis, Columbia CL 1301 (M), CS 1301 (S)	231
122	122	THERE'S A MEETIN' HERE TONIGHT Joe & Eddie, Crossroads GMP 86 (M), GMP 86 (S)	6
120	120	THE BEST OF JOAN BAEZ See Jay LP 1043 (M), SR 1043 (S)	14
126	126	BUDDY HOLLY STORY Coral CEL 57279 (M), (no Stereo)	163
—	—	ENCORE John Gary, RCA Victor LPM 2745 (M), LSP 2745 (S)	1
99	99	JOAN BAEZ, VOL. II Vanguard VRS 9094 (M), VSD 2097 (S)	117
93	93	ELLA & BASIE Ella Fitzgerald & Count Basie, Verve V 4681 (M), V9-4681 (S)	19
92	92	THEMES FOR YOUNG LOVERS Perry Faith & Ork, Columbia CL 2022 (M), CS 2022 (S)	36
94	94	OKLAHOMA! Sound Track, Capitol WAO 295 (M), WAO 295 (S)	259
133	133	YOU DON'T HAVE TO BE A BABY TO CRY Carroll, Smash MG 27044 (M), SR 47044 (S)	2
135	135	THE SOUND OF THE WONDERFUL TYMES Parkway F 7028 (M), SP 7028 (S)	10
138	138	THE CARDINAL Sound Track, RCA Victor LDC 1084 (M), LSD 1084 (S)	3
—	—	TALK BACK TREMBLING LIPS Johnny Thelma, MGM E 4188 (M), SE 4188 (S)	1
106	106	CHECKERED FLAG Dick Dale & His Del-Tones, Capitol T 2002 (M), ST 2002 (S)	11
—	—	TILL THE END OF TIME Jerry Vale, Columbia CL 2116 (M), CS 2116 (S)	1
144	144	THE NEW CHRISTY MINSTRELS Columbia CL 1972 (M), CS 1972 (S)	65
125	125	TIME OUT Sava Brankic, Columbia CL 1207 (M), CS 1192 (S)	162
140	140	500 MILES AWAY FROM HOME Bobby Bare, RCA Victor LPM 2823 (M), LSP 2823 (S)	4
117	117	LET ME SING Brenda Lee, Decca DL 4429 (M), DL 74429 (S)	10
132	132	JOHNNY'S NEWEST HITS Johnny Mathis, Columbia CL 2014 (M), CS 2014 (S)	45
149	149	HOT ROD HOOTENANNY Mr. Seeger with the Members, Capitol T 2010 (M), ST 2010 (S)	2
114	114	DEEP PURPLE Nina Tempo & April Stevens, Aco 134 (M), SO 134 (S)	14
—	—	HEY LITTLE COBRA AND OTHER HOT ROD HITS Ray Charles, Columbia CL 2151 (M), CS 2151 (S)	1
146	146	PERCY FAITH & HIS ORK PLAY GREAT FOLK THEMES Columbia CL 2106 (M), CS 2106 (S)	2
148	148	ACADEMY AWARD LOSERS Steve Lawrence, Columbia CL 2127 (M), CS 2127 (S)	2
—	—	BOBBY VEE'S GOLDEN GREATS Liberty LSP 2343 (M), LST 7343 (S)	42
145	145	JOE AND EDDIE COAST TO COAST Crossroads GMP 94 (M), GMP 94 (S)	2
150	150	GORME COUNTRY STYLE Ethel Green, Columbia CL 2120 (M), CS 2120 (S)	2
141	141	JOHNNY Johnny Mathis, Columbia CL 2044 (M), CS 2044 (S)	27
147	147	THE BEATLES MGM E 4213 (M), SE 4213 (S)	2
136	136	BIG FOLK HITS Brothers Four, Columbia CL 2032 (M), CS 2032 (S)	20
—	—	APOLLO SATURDAY NIGHT Various Artists, Aco 139 (M), SO 139 (S)	1
—	—	MORE HITS OF THE '50'S AND '60'S Coral CEL 57279 (M), (no Stereo)	1

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■ STELLA BY STARLIGHT ■ PENTHOUSE SERENADE (WHEN WE'RE ALONE) ■
I REMEMBER YOU ■ OUT OF NOWHERE ■ DOLORES ■ DRIFTING AND DREAMING ■
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■ AC-CENT-TCHU-ATE THE POSITIVE ■ BASIN STREET BLUES ■ HEY, LOOK ME OVER
■ DEAR HEARTS AND GENTLE PEOPLE ■ FIVE MINUTES MORE ■ I'LL WALK ALONE
■ ENJOY YOURSELF (IT'S LATER THAN YOU THINK) ■ I'M GLAD THERE IS YOU ■
■ FOR EVERY MAN THERE'S A WOMAN ■ IT'S BEEN A LONG, LONG TIME ■ KIDS
■ IT'S SO NICE TO HAVE A MAN AROUND THE HOUSE ■ OLE BUTTERMILK SKY ■
■ I'VE HEARD THAT SONG BEFORE ■ MAKE BELIEVE BALLROOM ■ WITCHCRAFT ■
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Prieto Puts Blast On San Remo Meet

By RAUL MATAS

MADRID — Antonio Prieto, stopping here on his way back to Argentina from the San Remo Festival, leveled a blast at the world-famous event. He took exception to the running of the event and the treatment of non-Italian artists.

It is Prieto's opinion that the inclusion of foreign artists saved the Festival this year. "San Remo was dying," he said, "and the inclusion of world stars added new life." "I paid my own way. I received no salary or expenses and was treated as a foreigner." Prieto put extra emphasis on the word foreigner. "The non-Italian artists were treated as strangers, not as invited guests as they were lead to believe," he said.

Prieto was one of a dozen or so world-wide artists invited to participate in the Festival this year. It is his belief that the inclusion of Frankie Laine, Ben E. King, Gene Pitney, Paul Anka, Frankie Avalon, the Fraternity Bros., Bobby Rydell, Little Peggy March, Peter Kraus and the other international artists made San Remo into a world event rather than the local festival it has been in the past.

Prieto also leveled criticism at the judging in the contest. This performer, who had a world-wide hit in "La Novia," and who has had a leading TV show in Argentina for four years, felt that the winning song "No ho l'eta per amarti" was not the best song. He did however think that the young girl who sang the winner, Gig-

liola Cinquetti, was lovely and sincere.

Prieto had special praise for the composer and singer of "Iere ho incontrato mia madre," Gino Paoli. He ranks him with such composer-singers as Jacques Brel of Belgium, Gilbert Beaud of France, his brother, Joaquin Prieto, and Italy's Domenico Modugno.

Locals & Richard Top H.K. Chart

HONG KONG — A Hong Kong group and an English artist topped the 1963 year-end charts calculated by the Hong Kong Music Maker. These charts were based on the number of appearances—and the positions—each record or performer made on the weekly charts throughout the year. Finishing as No. 1 record of the year was "Little Bit of Soap," by the Fabulous Echoes. The top recording artist was Cliff Richard. Other top disks were "Dance On," the Shadows (Columbia); "Sunshine," the Fabulous Echoes (Diamond); "It's Up to You," Rick Nelson (Imperial), and "Rhythm of the Rain," the Cascades (Warner Bros.).

More German Beatles Wax Due

LONDON—Polydor has just issued another old German recording by Tony Sheridan backed by three of the Beatles (as on the current U. S. hit, "My Bonnie"), titled "Sweet Georgia Brown." Visiting London from Hamburg, Sheridan's manager Henri Henriod (he's British too) said the star would go to America for an MGM-planned promotion trip in the spring and shortly would record several songs he wrote three years ago with Beatle John Lennon.

Victor Sets Up North European Sales Meets

OSLO—RCA Victor began an important series of conferences with affiliates from all over Scandinavia beginning Tuesday (27) in Stockholm. At the meetings the label plotted 1964 sales and promotion plans with top executives from many of its North European associated firms. Participating were Peter Baumberger and Peter Grob from RCA, New York; Karlheinz Richter and Peter Ingwersen from Hamburg; Eilif Meyer, Norway; Bengt Lileroth and Johan Vikstedt, Finland; Elith Henriksen, Denmark; and Sixteen Erikson, Sweden. The meetings were hosted by Gramophon A/B Electra.

Ellis Fields for Philips

CHICAGO—Philips Records last week named Fred Ellis field manager for the label's Southeast territories. For the past several months Ellis has done promotion here for Leonard Garmisa's distributing firms. Prior to that, he was record department manager for three CMA stores in Miami.

In his new Philips post, Ellis will cover the record markets in Miami, Atlanta, Charlotte, N. C.; New Orleans, Nashville, Houston and Dallas. He'll headquarter in Miami.



NEW DEAL: Hispavox has signed a new pact with the Busse organization of Germany. The deal was consummated between Jose Manuel Vidal Zapater, of Hispavox (left), and Hans W. Schenkis, representing Busse's new International label which will be issued through Hispavox. First artists are Elka Sommer and Peppino de Capri.

Ship Beams Comm'l TV Off Dutch Coast

THE HAGUE — The TV island from which commercial television programs will be broadcast this year will be installed by a team of experts which will operate from the Global Adventurer, a construction vessel which was fitted by the Verolme Shipyard in Ireland.

The TV island will have an 80-meter-high aerial with a radius of 50 kilometers. The island will also have a platform where helicopters can land and take off. The managing director of the Reclame Exploitatie Maatschappij (REM), Brandel, has announced that commercial television from the TV island off the coast between Noordwijk en Katwijk will start experimental transmissions on May 15.

Advertising bureaus in Holland have been informed of the rates for advertising spots, which vary from 6000,00-9000,00 pfennig (\$1,700-\$2,500) per minute. According to Brandel, 95 per cent of the television sets will be able to receive the commercial programs which start officially July 1. Only aerials will have to be modified.

Thorpe Expands Fax

HOLLYWOOD—Bob Thorpe, new owner of Fax Records, plans expanding into the pop music field and is currently negotiating with several artists to join his diskery.

Fax was developed by the late Bill Door as a party line, but owner Thorpe, a direct mail ad executive, told Billboard the party field will eventually be a small part of the diskery's business.

Thorpe bought the label several weeks ago from Mrs. Myrtle Swanson, Door's secretary, who was willed the company.

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NEWS REVIEW

Maximum Melody Medleys From UA

United Artists Records has come up with something quite unique in a format for a new series of albums for the pop market. The label is presenting 50 songs on two sides of an LP. The 50 tunes are played, medley fashion, by some of the company's strongest names. The medleys are geared for maximum variety and maximum melody.

There are five LP's in the first group all-time 50 favorites. Ferrante and Teicher, for instance, play 50 tunes, a good many of them associated with great piano repertoire. On yet another album Al Caiola plays "50 Fabulous Guitar Favorites." For the Latin-American dancing market Tito Rodriguez plays 50 Latin classics and standards in cha cha, merengue, mambo, guaracha and samba tempi.

For yet another change of pace the Ralph Marterie big band shouts out a set in a well-paced package that seems to mix up swing with solid ballad dance music. The fifth album in the new series is by the Greenhill Singers and includes a wide variety of well-known folk favorites, along with some of the more recent offering in this groove that have been chart items.

The albums are: "50 Fabulous Piano Favorites," Ferrante & Teicher (UA 3343); "50 Fabulous Guitar Favorites," Al Caiola Ork (UA 3330); "50 Fabulous Latin Favorites," Tito Rodriguez Ork (UA 3345); "50 Fabulous Folk Favorites," the Greenhill Singers (UA 3347); "50 Fabulous Dance Favorites," Ralph Marterie Ork (UA 3349).
JACK MAHER

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MUSIC AS WRITTEN

Continued from page 29

man handling the MGM labels is **Larry Goldberg**, who replaced **Tom Virzi**, gone to Columbia. **Sherman** has recently consolidated S.S. Music and Big Town under his Record Sales headquarters.

Joe Williams and the **Junior Mance Trio** make their first appearance in the San Fernando Valley at the Hootenanny in Canoga Park March 3. . . . Jazz diskman **Les Koenig** reports St. Louis developing as a good jazz area because of the Gaslight Square in which many jazz joints are located. He also notes that **fadism** has disappeared with the bossa nova and "soul" music not being emphasized any more. . . . **Joe Glaser** is preparing a concert package to tour Japan in March and is reported to have signed four drummers and one bassist. **ELIOT TIEGEL**

LONDON

British promoter **Don Arden** is in Nashville to discuss **Brenda Lee's** return with her manager, **Dub Albritten**. The tour is provisionally set for September, but other bids are being made for the lark. . . . Expect **Lonnie Donegan's** British-waxed "Lemon Tree" to be his first U. S. release on **Hickory** about the end of this month. . . . A **Shuman-Pomus** composition, "Little Children," is the surprise title on **Billy J. Kramer's** new hot single. Kramer is another of **Brian Epstein's** artists and **Beatles Lennon** and **McCartney** have written his previous three smash hits. . . . EMI is backing its huge promotion campaign with television advertising for its first-ever lan-

guage course albums. The first four courses consist of seven LP's, retail at \$13.50 and are in French, German, Spanish and Italian. A Russian course will be released in March.

With no Colpix follow-up ready for **Big Dee Irwin's** smash "Swing on a Star," Stateside has issued the star's "Donkey Walk" here to catch the sales. . . . Manager **Al Wilde** planned in from New York to accompany **Ben E. King**, who arrived from Rome for a tour with **Gerri and the Pacemakers**. . . . After d.-j.'s had received their copies and thousands had been pressed, **Phil Spector** (currently visiting) ordered Decca to withdraw the **Crystals'** "Little Boy" from its schedule because he said it was "not up to their present standard." The group begins a nationwide tour here this weekend. . . . Sister artist to the Beatles, **Cilla Black**, looks all set for her first smash with a cover of **Dione Warwick's** "Anyone Who Had a Heart." Like the Beatles, Cilla is managed by **Brian Epstein** and records for **George Martin** on Parlophone.

CHRIS HUTCHINS

TORONTO

"Stop the World I Want to Get Off" plays Toronto's Royal Alexander Theater February 10 to March 7, and London is looking forward to a new run on the cast album. . . . RCA Victor announcing the biggest week for them in singles since early December. . . . **Jimmy Witherspoon** and the **Dizzy Reece Sextet** seen on CBS-TV's *Quest*, Tuesday, February 11. Dr. **Wilfried Pelletier**, Canada's famous and distinguished statesman in the music world, will introduce six young artists from many parts of Canada on the one-hour program, "Young Canadians in Concert," to be telecast February 19. These artists are to be featured in concert with Toronto Symphony Orchestra.

RUTH MCGARRETT-CHILDS

THE HAGUE

Thelonious Monk gave a midnight concert at the Amsterdam Concertgebouw February 15. A car smash killed 71-year-old **Tabu Bas Sr.** in Amsterdam. He had been the promoter of young Dutch singers. . . . During the coming Holland Festival, June 15-July 15, there will be a first performance of **Alexandre Tasmann's** opera "Le Serment." . . . Warner Bros. is now high on its German **Peter, Paul and Mary** version of "Blowing in the Wind." . . . **Bovema's** Stateside label rushed out four high-flying Billboard hits: **Joey Powers'** "Midnight Mary," the **Murmaids'** "Popsicles and Icicles," **Dean and Jean's** "Tra La La La Suzy" and the **Trashmen's** "Surfin' Bird." . . . **Imca Marina** and **Shirley** are now regularly appearing on Dutch Radio and TV.

Rida Corita recorded her "O, Wat Heb Ik Ee Figuur" in German. **Herie Ellis'** "Midnight Roll" album is now getting rave reviews and radio plugs. . . . The (new) **Selvera's** Dutch reading of the German hit "Drei Musketeere" and trumpeter **Willy Schobben's** new version of his former success, **Trumpet Tango**, are hitting the market. . . . ABC's jazz line, **Impulse**, has become the No. 1 jazz label on the Dutch market. . . . During his four-day stay in Benelux, **Trini Lopez** got a Platina replica of the 250,000th copy of the

"Hammer" etching sold in this territory. It's the first time an American singer received such award.

SKIP VOOGD

MEXICO CITY

Esteban Garcia-Morencos and **Luis Ferrer**, manager and artistic director of Zafiro Records, Madrid, spent a week in Mexico and discussed the details of the contracts signed with two Mexican companies: **Gamma**, which distributes here the Zafiro catalog and **Orfeon-Video Vox**, whose catalog Zafiro will distribute in Spain. . . . The **Dukes of Dixieland** appeared at the Terrazza Casino. Before they left, they recorded an LP in the studios of CBS Mexicana, under the supervision of **John Hammond**, artistic director of Columbia Records, who arrived during the last days of January. . . . There are also talks about an LP with Latin songs in Spanish, to be recorded by **Pat Boone** in the studios of RCA Victor Mexicana. . . . **Musart** will release this month the fifth volume of "Famous Pieces," recorded by **Franck Pourcel** for "La Voix de son Maitre."

"Dominique," the song created by the Belgian "Singing Nun," is becoming increasingly popular in Mexico. Besides the original Philips recording, over six local versions are already available in the market, some of them instrumental and in dance rhythm. . . . Dusa issued "Jazz Sebastian Bach" by the **French Swingle Singers** (Philips) and, under the Polydor label, an LP with the greatest hits of **Connie Francis** ("Gracias"), the **Blue Diamonds** ("Romona"), **Bert Kaempfert** ("Muchas gracias"), the **Platters** ("Only You"), **Johnny Hallyday** ("Les Bras en creux"), **Stan Getz** ("Desafinado") and other top artists of Philips, Polydor, Mercury, MGM and Verve.

OTTO MAYER-SERRA

COPENHAGEN

Recently a teen-age program on Danish radio presented the most popular disks of 1963. In all there were 20 tunes. No. 1 was **Elvis Presley** with "Devil in Disguise," which held first position for 12 weeks. Other American stars such as **Trini Lopez**, the **Crystals** and **Connie Francis** held good positions on the list. **Elvis** was also elected No. 1 singer of 1963 in Denmark's largest weekly magazine. **Cliff Richard** was No. 2.

The big surprise in Danish circles in 1963 was **Bjorn Tildmand**, who outsold both **Richard and Presley** several weeks with his hit "Braend mine breve" (*Burn My Letters*). Also a surprise was a new name in Scandinavia, **Suzie (Holland)**, whose first release, "Johnny Loves Me," was No. 1 for three weeks, topping many well-known international stars. A new Danish teen-age singer, **Johnny Reimar**, came into charts with "Down in Napoli" in October 1963 and since then has become the most popular Danish teen-age singer. His supporting group, the **Scarlets**, are No. 14 this week on our charts with "Princess Toben" (instrumental).

Jorgen Ingmann has a current hit in Denmark with his version of "The March to Drina," No. 1 for two weeks. . . . **Bent Fabric** ("Alley Cat") has his own TV show on Danish TV every fortnight called "The Blue Hour." He presents many international stars on this program. Latest was **Frankie Vaughan** from England. **KLAS NICHOLSON**

Chi NARAS
Picks Carroll

CHICAGO—The two-year-old National Academy of Recording Arts and Sciences (NARAS) chapter here, flush with over 100 members on its rolls, elected a new slate of officers recently, naming **Mercury's** perennial hit-maker **David Carroll** president.

Bill Trout, of Seeburg's publishing arm, was elected first vice-president; **Mike Simpson**, second vice-president; **Joe Wells**, head of RCA Victor's custom studios here, secretary, and **Bernie Clapper**, head of Universal Recording Studios, treasurer.

Retiring President **Dick Schory** also told NARAS directors that **John Scott Trotter**, NARAS' national president, is slated to be on hand for the Chicago chapter's next meeting February 17.

In turning over the reins to **Carroll**, **Schory** noted he was proud to have seen the chapter grow from its inception to over 100 members and the treasury from an initial balance of less than \$70 to its current balance of nearly \$7,000.

The Chicago chapter is also marked by an exceptional attendance record, regularly above 50 per cent. Monthly meetings cover discussions and forums on various aspects of the record industry.

The Chicago chapter is holding its next social event May 12, at the Knickerbocker Hotel, in conjunction with the national NARAS award presentations.

New 1964 governors here are **Nick Biro**, **Sol Bobrov**, **Don Bronstein**, **Willis Charkovsky**, **Robert Dedrick**, **Charles Fach**, **Warren Kime**, **Dick Price**, **Seymour Schwartz**, **William Trout**, **Sheldon Wax**, **Joseph Wells**, **Peter Wright**, **Bernie Clapper**, **Mike Simpson**, **Lew Green**, **David Carroll**, **Dick Schory**, **Ken Soderbloom**, **Rudolph Nashan** and **Fred Spector**.

Prestige Follows
Beatle Business
And Sets New Deal

BERGENFIELD, N. J.—Following up its extra concentration on the pop market, noted recently in the appointment of **Gerry Field** to the newly created post of general manager of singles sales, **Prestige Records** has picked up a new master and appointed a string of new distributors.

The master follows in on the Beatles-based craze. It's called "Beatle Fever" backed by "Beattle Hop," by **Bret and Terry**. The artists are dancers at the **Peppermint Lounge** and they have created a dance step to go with the disk. Master was purchased from the **Frank Shay** office.

New distributors are **Essex**, **Newark, N. J.**; **Marnel**, **Philadelphia**; **Craig**, **Seattle**; **Jather**, **Minneapolis**; **Record Merchants**, **Detroit**; **Seaway**, **Cleveland**; **Broadcast Records**, **Tulsa**.

Prestige Records also has set a new deal on all product on the parent and subsidiary labels that takes effect February 1. The label is offering a 10 per cent discount on all product. This deal will be carried on until further notice. The label is also offering a special "buy the artist" program on all **John Coltrane** albums in the **Prestige** catalog. Deal on the **Coltrane** package is buy 12 get four free. This deal ends March 31.

Another New
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She's a Fool
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Excise Tax Overexercising May Be Clarified by House

WASHINGTON—Recent announcement of House Ways and Means Committee hearings to explore excise tax situation later this year may end the tug-of-war now going on over excises during Senate voting on the tax amendment bill. Attempts to put in amendments to kill excise on live admissions, musical instruments, ladies' handbags and other items have failed so far in the Senate.

Sen. Edward Long (D., Mo.) and others have declared against any attempt at "piecemeal" kill of the old wartime excises. Cut in excises suggested would cost the treasury \$460,000,000 for fiscal 1964, said Long. Also, partial excise removal would be unfair. For instance, no one has proposed to amend present tax-cut bill to end excise on components of radio, TV and phonographs, or on freezers, air conditioners and many other items subject to tax.

Ways and Means Committee

Chairman Wilbur D. Mills (D., Ark.) said the hearing date will be set later in the session. He urges all business interests to prepare statistics and information they will want the Committee to consider.

Many elements in recording and broadcasting will want to tell their story to the tax committee. The record industry's increasing high-volume, low-price sales characteristics may provide an argument for removing the federal excise on record manufacture. High fidelity component manufacturers have been fighting a Treasury move to slap federal tax on this highly specialized and hard-pressed industry. Manufacturers of radios and TV sets may point out that these are no longer "luxury" items but are a necessary part of every American household—all-channel set manufacture required by government after April 1964, at added cost to consumer, will strengthen the argument.

Bills to end the wartime excises, including tax on wired music, hi-fi components, all-channel sets, admissions and cabaret taxes, and others have been introduced in this and in many previous congresses.



BEFORE THE TRIP: Prior to his trip to New York, Eddie Barclay (right) is shown with two of his European associates, Peter Plum (left) and Raoul St. Yves. Barclay was in New York last week, meeting with U. S. affiliates, and a press reception was thrown for him.

SOUTH'N WINS POKER HAND

MILAN — Southern Music has prosecuted a successful case against S.R.L. Poker Records, which sells cut-rate mail-order records, for having used "Perfidia" without permission. Southern won damages and costs of more than \$1,000 and publication by the loser of the decree in various music publications. Mail-order sales have been a successful gambit in Italian disk circles and both Poker and other companies have been successful in the sale of LP's with many tunes on them along with low-price reproduction equipment. California, an unrelated company, recently advertised all of the 24 San Remo tunes along with some 30 others for a total price of \$5.40. First name disks in the field came from CGD which rushed two into production to meet the competition.

Capitol Names Ole Georg

HOLLYWOOD — Capitol's Custom Services department has named Ole Georg, label's former a.&r. producer in Copenhagen, as account replacement for the recently departed Craig Peters, who has joined Researchcraft. Georg reports to Bud Harden, director of Custom Services.

In another replacement move concerning Capitol's Record Club, Ron Beyl has been shifted to special merchandising from label's own product, covering work performed by John Phillips, who has resigned. Club President Daniel C. Bonbright also named William Sheck as operations administrator. Sheck had formerly been assistant operations director for the Columbia Record Club.

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Shein Lauds Pirate Control

HONG KONG—The government here and the Commercial Crimes Department are doing an excellent job in helping to curb piracy of records in Hong Kong, said Harvey Shein, vice-president of CBS Records, during a brief visit to the Colony.

Shein, who arrived on the same plane from Tokyo as Ella Fitzgerald, Norman Granz and party, was entertained at a dinner given in his honor by Ren da Silva, managing director of the Diamond Music Company, CBS licensee here. Shein met leading dealers, disk jockeys, the press and broadcasting company executives.

Shein said that he found youngsters in Hong Kong were buying more LP's and less singles, probably because of the prosperity of the city and the fact that they found they were getting more value for their money. While here, the CBS executive had the opportunity of seeing Hong Kong's leading popular music group — the Fabulous Echoes—perform, and was very favorably impressed. He expressed the hope that he would be able to promote this group together with two of Hong Kong's other singers, Kong Ling and Rebecca Pan, both Diamond recording stars.

NEW YORK—A goof in last week's Spotlights credited "I Wonder Who's Kissing Her Now" to Vogel, ASCAP. The publisher is really E. B. Marks and the tune is one of the biggest standard items in the catalog for the firm and its copy-right representative.



THE SURF EBBS: The surf rolled in from Madagascar on the foam of a group called the Surfs. They made their way back to their homeland after a successful month's tour of Spain on the goodbye kiss of Luis Calvo, of Hispavox, who gives a kiss to one of the gals in the group.

ARIOLA'S NEW OFFICIAL NAME

GUETERSLOH — Ariola has officially altered its firm name from Ariola-Sonopress GmbH, to Ariola-Eurodisc GmbH. Ariola represents the entertainment section and Eurodisc the classical.

The W. & G. Record Processing Company of Melbourne has taken over distribution of the Ariola-Eurodisc label for Australia, thus extending Ariola-Eurodisc distribution to five continents and 35 countries.

Tobias Suggests One-Sided Single

NORTHRIDGE, Calif.—Singlette Records is experimenting with a one-sided single, intended to sell for 69 cents. First release is titled "Banjo Joe," written by Jerry Tobias, who is vice-president of Singlette. Jerry, incidentally, is the son of the noted songwriter, Charles Tobias.

Jerry Tobias is conducting a poll of West Coast jockeys, to ascertain their reaction to the one-sided disk. He asks for the jockey's general opinion of the idea; whether the jockey believes a one-sided disk would get increased air play; and whether, in the jockey's opinion, the public would pay 69 cents for a one-sided disk. He also asks what price the jock thinks the disk warrants; and whether the money saved in production costs could be advantageously used in advertising.

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Chi Airs Mystery Beatle Disk; Midwest Simmers as Sales Fall

• Continued from page 1

it on the air. "We're going to continue playing it, too," he told Billboard.

The big ABC outlet already has the Beatles on Capitol in its No. 1 spot; the Beatles on Swan in No. 2; the Beatles on Vee Jay as an "extra," and the latest offering on the unknown label "just being played."

A spokesman for Capitol's branch here said he knew nothing about the new record except that he thought it came from Capitol in Canada (not the same firm as Capitol in U. S.).

A spokesman for M-S Distributing Company, which handles Vee Jay and Swan, said the "Roll Over Beethoven" is a mystery to him.

Beatles No Mystery

The Beatles, however, were no mystery to the Midwest's dealers, rack jobbers and one-stops, not to mention juke box operators, all of whom were being besieged with requests for Beatles product.

Capitol's branch spokesman said he had no accurate count, but by best estimates he had moved close to 300,000 singles and 200,000 albums, easily the hottest disks the branch has had in its history.

At M-S, Vic Faraci said he had moved 172,000 Swan singles, 43,000 Vee Jay singles and 20,000 Vee Jay albums. Most of the Vee Jay albums and singles were moved in the past week since prior to that the firm had been prohibited from shipping or manufacturing by a Capitol injunction (see separate story).

Individual store records were fantastic. Musical Isle, large one-stop and rack jobber in Milwaukee, last week ordered 2,000 Capitol singles. A day later they called again to order 35,000.

Both Music Box and Singer one-stops in Chicago were buying Beatles singles at the rate of several thousand per day.

New Deal, supplier for the city's four Corvette stores, alone ordered 900 Swan singles from M-S in a single day.

Store Promotions Heavy

Store promotions were equally heavy. Corvette, which traditionally shies away from factory promotions, placed the Capitol mobile Beatle statue on top of its 45 merchandise rack.

Swan's Fountain Square store in Indianapolis has literally papered its walls with Beatles fliers. Among items furnished by Capitol: A national Beatles newspaper, day-glo posters, die-cut jackets, banners, buttons, and of course, the popular Beatles wigs.

Wieboldt's in Chicago has been discounting Beatles albums but selling Beatle wigs for \$4.98.

Patio Television in Chicago has literally turned its store into a Beatle House and the practice has been followed to a more or less degree by virtually every promotion-minded dealer in the city.

At WLS, Ron Riley (7:30 to 9 p.m.) spent five days asking listeners to send in cards with a drawing to be held for 25 Beatles wigs and 25 Beatles singles. To date, Riley received over 7,000 replies.

Art Roberts, WLS' 9-midnight man, told listeners he would get a Beatle haircut if he received 10,000 cards. Roberts was saved from this fate when the contest

closed after WLS got 9,112 cards.

Beatles Fan Club

Both Roberts and Riley are also pushing a Beatles fan club, with the reward being a photo of the Beatles plus one of the two deejays. A Capitol spokesman, who is having the photos printed, said he has scheduled an initial run of 25,000 copies.

WYNR continued to play Beatles records despite a recent switch to r.&b. format.

WIND, with its middle-of-the-road policy, added the Capitol disk to its list. The Swan disk had been put on just a few days before.

WIND also got Chicago a scoop when it put on its own Beatles documentary just 25 minutes before the Beatles bowed on the Ed Sullivan show last Sunday. Conclusion by the station: "The Beatles are the greatest artists of our time by virtue of their popularity."

Not all, however, was rosy. The city's so-called good music stations continued to ignore the four mop-heads from Liverpool, while WVON, the big r.&b. out-

let owned by the Chess brothers, was playing "Bumble Bee" by the Vandellas, "Earthworm" by the Turn Keys and "Blang Dong" by Dr. Feelgood and the Interns, but nothing by the Beatles. We've already got enough of menagerie, Gwen McDonough told the Billboard.

Many other distributors and dealers were critical of the Beatles' effect on the record business in general. Most stores were moving Beatle merchandise but little else.

A spot check of the city's distributors showed that business was generally not up to snuff. A lot of hot new records were being showcased, not to mention played and sold, but volume was definitely off.

Promotion men compared the Beatle craze to the big rush on the First Family a year ago, when everyone wanted the Vaughn Meader disk, but few wanted anything else.

Event distributors for the Beatle merchandise admitted that the records were not helping the record business like they thought they would.

Beatles Breathe on Capitol

• Continued from page 1

casters gave the uninitiated adults (rumor is there are some) a snatch of Beatle style on record. Some reporters played it deadpan, some donned Beatle wigs, but everybody enjoyed it, even those who nominally scorned such highjinx.

"I Want to Hold Your Hand" was the city's theme song, and only the efforts of Washington's Finest (cops, that is) kept it from becoming a reality as the fans converged on the Liverpool kids at the train on arrival and at the Coliseum later. The Beatles' own mixture of ingenuous mop-flop, and their own kind of singing, with lyrics more sentimental than sexy, may have been one reason why there was no rioting in the crowds of teenagers.

Washington Deejay

On the Coliseum's centered platform stage, Washington deejay WWDC's Carroll James

emceed, and kept his aplomb through the first wave of moans and groans when he announced that the Beatles would be on later, but first there were Jay and the Americans, the Carvelles, Tommy Roe, the Righteous Brothers, and the Chiffons. Favorite local deejays, wearing Beatle mops, phalanxed the boys to the stage. Guard of honor included Johnny Dark of WCAO, Baltimore; Dean Griffith (Dino) of WPGC, Morning-side, Md., and Jay McKay, WEAM, Arlington, Va.

The Beatles were in fine fettle, undisturbed at having to move clockwise around the central stage to give each bank of fans a face-view. Swooners in the audience were strongest—or perhaps weakest—for the favorites doing "I Want to Hold Your Hand," "Till There Was You"; "Please, Please Me"; "She Loves You" and "I Saw Her Standing There."

Pincus Picks

• Continued from page 4

Your Hand," "I Wanna Be Your Man," also on Capitol; "Misery" on Vee Jay. The "I Want to Hold Your Hand" tune, incidentally, is owned in the U. S. by Lou Levy's Duchess Music.

In addition to racking up a high disk score, Pincus reports that there's a lot of sheet music activity as well. On "She Loves You," for example, Pincus reports that it's heading for a 50,000 sales rack-up.

All of Pincus' eggs aren't in the Beatles' basket, however. He's also rolling with "Going, Going, Gone," recorded by Brook Benton on the Mercury label; "Young Only Yesterday," cut by Anthony Newley on London; "The Harem," recorded by Acker Bilk for Atco; "One Good Solid 24 Carat Reason," cut by Mark Thatcher on Columbia, and "Lost Dreams and Lonely Hearts," etched by Don Cornell for 20th Century-Fox Records.

Pincus runs his New York operation with another son, Erwin.

Wilma Cozart

• Continued from page 4

band music by Frederick Fennell and the Eastman Wind Ensemble.

Bernard Braddon, an accomplished pianist in his own right, has been with Mercury for the past two years as administrative director of the classical division. For 17 years before that he was with the Liberty Music Shop chain in New York as record buyer and manager.

Harold Lawrence has been musical director of Mercury's classical division for the past eight years. He was previously in charge of classical programming for WQXR, New York, and prior to that, directed the import record department for the Liberty Music Shops chain in New York.

Clair Van Ausdall has been with Mercury for six years, producing classical albums, handling promotion, publicity and advertising for classical product, and packaging.

Beatles Bring Love to N. Y.

• Continued from page 1

Carnegie Hall last Wednesday (12), both of which were sold out at a \$5.50 top hours after the tickets went on sale a couple of weeks ago.

Several years ago violinist Isaac Stern fought a long, hard battle to "Save Carnegie Hall." Stern probably had no idea that the Beatles were coming.

The kids did, though, and they were out in force not so much to hear the Beatles as to see them. Inside and outside Carnegie Hall they released all inhibitions to show their approval and adoration for the uniquely coiffed quartet.

With signs and screams the femme adolescents displayed their emotions for John Lennon, Ringo Starr, John McCartney and George Harrison. Love has seldom been put on a more public display.

The concert itself was an example of pulsating pandemonium. It was virtually impossible to hear what the boys were singing through their close-to-35-minute turn. The roar from the girls in the audience was constant and had a decibel count that was ear-shattering. For those unfamiliar with the Beatles repertoire, it was virtually impossible to separate a "She Loves You" from a "I Want to Hold Your Hand." It seems that records still remains the only way to get an idea of what the group sounds like.

Young Folk Group

The Carnegie date was arranged by the newly formed Theater Three Productions who also set a group of New York disk jockeys to stir up the intros and a fresh young folk group called the Briarwood Singers as an opening act. The Briarwoods (four boys and a girl), who record for United Artists Records, were in a tough spot but they acquitted themselves admirably and drew respectful attention from the kids who waiting on the Beatles to come on.

Monument Buys Phillips Studio

• Continued from page 1

and recording industry in Nashville. The studio is sufficiently flexible to handle any sort of production. It is one of the best equipped in the nation and will enable us to offer the best of custom service."

The studio's assets also include a lease through 1969, Foster said.

MEMPHIS—Sam C. Phillips, owner of Sun Record Company and Phillips International Records, Inc., said last week he "has no intention whatsoever of getting out of the record business."

Phillips, who last week sold his Nashville recording studio to Fred Foster, president of Monument Records, said:

"We are going to be much more active in Memphis than we have been. Our personnel have had to divide their time between the two studios.

"At the end of February, Scotty Moore, who has been managing the Nashville Studio, will work in our Memphis studio full time. We have several things pending which will enable us to enhance our labels nationally through both albums and singles."

Only miscue in the deejay setup came from Murray (The K) Kaufman, of WINS. Sharing the first show with WABC platter spinners Cousin Bruce Morrow and Scott Muni, Kaufman came on solo midway in the proceedings and filled the Hall with a series of jokes and mannerisms that were in extremely bad taste and quite embarrassing the young girls in the audience.

Plans to put the concert on tape for a "Beatles at Carnegie Hall" album release by Capitol Records ran into union problems and an on-the-spot recording session was dropped.

The package probably would have been a hot seller for Capitol, but then again, this whole hysteria may just be a teenager's hair fetish.

B'way Lights Up Labels

• Continued from page 1

warming up the grooves for a disking of "Hamlet" with Richard Burton in the title role. The "Hamlet" disk will be part of Columbia's effort in the celebration of the 400th anniversary of the birth of William Shakespeare.

It's also expected that Columbia may soon announce that it will record the Lincoln Center Repertory production of Arthur Miller's "After the Fall." The play stars Jason Robards Jr. in the Elia Kazan production, which opened the new theatre in New York. Columbia's inside track on the Lincoln Center play may also be followed by a recording of "Marco's Millions," which joins the Miller in repertory later this month. The disking of "Marco's Millions" would be a follow-up of the "Strange Interlude" release as part of the label's acquisition of the exclusive recording rights to all of Eugene O'Neill's plays.

The off-Broadway theatre, too, has been getting its disk licks in this season. Columbia has etched the straight play, "In White America," Capitol cut the "Cabin in the Sky" musical and London is out with "Ballad for Brimshire" as well as "Prince and the Pauper."

Musically and dramatically it looks as if Broadway again has become a potent source of disk material with the companies still hoping for another "My Fair Lady" album which has already topped the 5,000,000 sales mark.

WHEN LESLEY GETS SQUEEZED

CHICAGO—Lesley Gore got squeezed last week but she didn't mind a bit. In fact she sent the male culprits a big thank you. Of course, we're talking about Lesley's single, "You Don't Own Me," firmly lodged on Billboard's Hot 100 last week between the Beatles' "I Want to Hold Your Hand," and "She Loves You." Lesley said she had no hard feelings and didn't mind playing second fiddle to the Beatles at all. Her welcoming telegram to the mop-headed four read in part, "... a girl likes to be squeezed, fellas, but four against one? Congratulations and welcome to America."

Japan's Disk-By-Mail Biz Prosperes Despite Handicaps

• Continued from page 3

Concert Hall offers a comprehensive range of classical music disks recorded in Europe and pressed in Japan. This helped the society acquire its 700,000 members.

Following the pattern established by these mail-order houses, Radio Kanto in Yokohama established a subsidiary named Japan Music Service which is now engaged in the record mail-order business and supply of "Musicast-Reditune" background music. Radio Kanto publicizes its subsidiary's record and music supply business daily by repeated commercials. Additionally, Japan Music Service operates two record shops: one in Takashimaya Department Store in Yokohama and the other in downtown Tokyo.

New In Game

A rookie record mail-order house is Japan Record Credit

Sales Company which was formed about eight months ago in Tokyo. This company sells all kinds of LP's on time payments, aiming at students and young people, because the prices of LP's are exceptionally high here in comparison with ordinary people's income. Time will tell whether or not the concern will be successful.

Customs are entirely different here from those in the States. Average income Japanese people do not have check accounts (salaries are all paid in cash) and shops do not accept personal checks. So purchase must be paid in cash.

Concert Hall has had a tremendous number of delinquent accounts. Records are shipped every month unless members send in their notices of cancellation of membership beforehand. Numerous members have

failed to do this punctually, so records are shipped, but members never pay for the records received.

Concert Hall is said to have sent out approximately 350,000 requests for immediate payment by its lawyers last December. Since there are no laws to protect installment sales, it is extraordinarily hard to foster sound mail-order business and credit sales in Japan.

Nevertheless, it is astonishing that Concert Hall has expanded its business to the present state in spite of these difficulties. The album of "Carmen," consisting of three 12-inch stereo LP's at Y4,050.00 (\$11.25), or monos at Y3,400.00 (\$9.44), by Orchestre de Concert de Paris under the direction of Pierre-Michel Le Conte, is highly acclaimed. Several more packages of this class are slated for release this year.

EQUIPMENT NEWSLETTER

Home Video Tape Being Tested

By DAVID LACHENBRUCH

Contributing Editor

(Editorial Director, Television Digest)

A NEW HOME VIDEO TAPE development which may make possible the recording of a full hour's TV programming on a seven-inch reel of standard audio tape will be watched closely by the industry in the months to come.



No information has been released on the new system, but its proponents hope to demonstrate it to the television and recording industries within the next few months. Private demonstrations of the new system have already been held.

Word of the new system is making the industry sit up and take notice—for several reasons. First, it is being developed by the IIT Research Institute of Technology, which holds most of the basic patents on magnetic recording. This is a highly respected organization, with about 60 American licensees, and approximately the same number abroad. Its home video development presumably would be made available to all of its licensees.

Hopeful interest centers on the new system because it apparently overcomes the major shortcoming of the only other home TV recording system demonstrated to date—the British-developed Telcan recorder, to which Cinerama holds U. S. exploitation rights. Telcan records video at the speed of 120 inches per second, requiring an 11½-inch reel of triple-play tape to record 44 minutes. It's understood that IIT scientists are aiming at a speed of 12 to 15 inches per second.

To pack a full and recognizable video signal onto quarter-inch tape obviously requires a full-fledged breakthrough. IIT isn't saying what its breakthrough is. But engineers may well hark back to a paper given at last year's convention of the Institute of Electrical and Electronics Engineers by IIT's leading magnetic recording scientist, Marvin Camras, in which he described a new method of recording.

It's not known whether IIT's development makes use of Camras' new recording technique, but (as he described it last March) this would be a sensible assumption.

The new recording technique is electron-beam scanning—as opposed to magnetic scanning. Instead of magnetic recording and playback head, a cathode-ray tube is used, with leads protruding through the glass seal—somewhat similar to electronic printing tubes now being used for read-out of computers. This new technique, Camras said a year ago, "holds promise of video recorders comparable in complexity and price with TV receivers."

At that time, he said the electron scanning system could use standard audio tape for video recording, providing broadcast quality with half-

inch tape run at 7½ inches per second, or quality comparable with 8-mm. movies using one-eighth inch tape at the same speed. One year ago no complete recorder had been assembled, but on the basis of research, Camras said: "It seems quite feasible—it can go."

The new home television recording system which IIT hopes to demonstrate soon—whether or not it is based on electron-beam scanning—is understood to feature vastly increased recording density, as compared with any previous system. In simple language, this means it can pack more material in a smaller area of tape. In other words, the tape can be narrower, or move slower. As compared with Telcan, IIT scientists are shooting for 10 times the information density—meaning the same amount of material could be placed on a tape which runs at one-tenth of Telcan's 120 inches per second. The goal, of course, is an hour's programming on a seven-inch reel of standard tape.

IIT's recording specialists think that their type of machine can be produced at a cost which will put it within reach of the average consumer. In fact, they say, it potentially can be built at a lower cost than the high-speed systems proposed to date—presumably because it won't require a heavy-duty motor to transport the tape at Telcan's breathtaking seven miles per hour.

The perfection of electron scanning could make possible significant changes in the audio recording art, too—such as ultra-narrow and ultra-slow tape.

Cinerama meanwhile is continuing intensive talks with major companies in the television and recording industries in hopes of finding an important U. S. producer for Telcan. There have been a number of rumors of Cinerama deals with various producers—including Webcor, Sears-Roebuck, Ranger Electronics and Philco. At present time there were plenty of denials and no confirmations.

Most persistent report was that Cinerama and Philco were close to a deal. Cinerama didn't deny it, but Philco did. So, for the present, it appears that there is no American producer for Telcan.

Another home video recording system may be demonstrated in the next few weeks by Fairchild Camera & Instrument Company. Like Telcan, this method is believed to use quarter-inch tape and relatively high transport speed. Other systems are understood to be in the labs at Minnesota Mining, Ampex and CBS Laboratories, probably many more companies.

Extending the art of home recording to video may well be the highest priority project in the home entertainment electronic field. It's unlikely that any home video machines will be on the consumer market at a reasonable price this year. But next year may see the beginning for this entirely new category of product—with vast implications for the television, radio and recording industries.

Phono-Tape MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS
• EQUIPMENT NEWSLETTER

BEST SELLING

PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTING BETWEEN \$101 and \$150

POSITION			BRAND	% OF TOTAL POINTS
This Issue	11/16/63 Issue	8/17/63 Issue		
1	1	1	Magnavox	25.6
2	3	6	RCA Victor	12.2
3	2	3	Masterwork	11.4
4	8	5	Decca	8.8
5	4	7	Voice of Music (V-M)	8.3
5	7	2	Zenith	8.3
7	5	4	General Electric	4.6
8	—	—	Symphonic	4.4
9	10	—	Motorola	3.4
9	—	—	Sylvania	3.4
9	9	8	Webcor	3.4
			Others	6.2

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

11/16/63 Issue: Capitol (5).

8/17/63 Issue: Delmonico (9).

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.

- MERCURY—Expires February 29, 1964. Started January 2, 1964.**
Ten per cent discount on all new January releases and all catalog product except Storyteller children's series. Dated billing to qualified dealers.
- MONUMENT—Expires February 29, 1964. Started February 5, 1964.**
All monaural and stereo will be sold at a six-and-one-free deal.
- SIMS—Expires February 29, 1964. Started January 1, 1964.**
On 15 country and gospel album releases, three free albums for each 10 purchased. A 100 per cent exchange privilege on all product.
- SOUND STAGE 7—Expires February 29, 1964. Started February 5, 1964.**
All monaural and stereo will be sold at a six-and-one-free deal.
- 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.
- 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.

Pickering Makes Lightweight Pickup

PLAINVIEW, N. Y.—Pickering has developed a miniature sized, lightweight (five grams) pickup and will market it as its V-15 Micro-Magnetic (TM) Stereo Cartridge. According to Pickering, the V-15's high compliance, output and sturdy construction will allow its use in either manual turntables or changers. The manufacturer claims the tiny pickup will outperform cartridges several times its size.

Pilot Receiver

YONKERS, N. Y.—A new AM-FM-FM 110-watt solid state amplified stereo receiver was introduced here by Pilot Radio Corporation. The Pilot R-1000 features a calibrated center tuning meter for AM and FM plus new speaker selector switches. Its front panel includes a headphone output. According to Pilot, the FM tuner has a 1.8 microvolts sensitivity (IHF1M) and a one decibel capture ratio.

Sell Tape Accessories When You Sell Recorder

By ROBERT LATIMER

DENVER—The time to sell tape recorder accessories is at the same time the recorder itself is purchased, according to Bernie Cook, of Dave Cook's, highly successful in recorder merchandising for the past 10 years.

Add-on sales volume represented by accessories is actually so important at the big downtown Denver store, and two suburban stores that the Cook concern invested more than \$300 in construction of the fixture shown — so that an eye-level tier of shelving, spaced between four tiers of recorders

and speakers, could be given the spotlight.

As shown, the five-foot long shelf displays head cleaners, magnets, tape splicing equipment, extra microphones, conference microphones, junction boxes, patch cords, and all associated accessories right where the customer and his salesman can see them most easily. One section is set aside for tape and head cleaning, including anti-static compounds, brushes, and cloths.

In selling each new tape recorder, the Dave Cook concern is careful to "talk accessories from the beginning." First, the customer is reminded that buying a recorder is in many ways similar to buying a car except, of course, for the fact that maintenance will be considerably less expensive percentage wise. Then, if the customer's principle interest is music (and it usually is where stereo equipment is concerned) the next step is to show the accessories which will aid in keeping the music reproduction at its best. One by one, head de-magnetizers, wiping magnets for clearing tape, distortion-free splicing equipment, extra reels, raw tape, are all demonstrated. Even though the customer may have budgeted his funds closely in order to make the recorder purchase, the chances are that he will buy one or two accessory items along with the initial recorder purchase, and eventually wind up with them all.

Selling around 350 tape recorders per year, the Dave Cook store is proud of the fact that

Norelco Pays Dealer Ads

NEW YORK — Norelco has begun a special advertising campaign in support of its tape recorder products. The most salient feature of the program is the company's move to set up a special advertising fund for dealers to use locally. The fund, 100 per cent Norelco paid, permits the dealer to promote and increase his own store traffic as he advertises Norelco products.

According to W. Semmelink, product manager and J. Gerrity, sales manager of the company's hi-fi products division, the new program is geared to build local Norelco dealer advertising to a level unequalled by any other tape recorder manufacturer.

Advanced Dealer for Car Tape Player Unit

DALLAS — Advanced Stereo was named dealer and distributor here for Auto-Stereo Products (stereo tape playing devices for car installation). A compact stereo system, it is a complete tape play-back deck using a continuous tape cartridge. The unit is installed under the dash of the car, and four speakers are added in front and back.

George Slaughter, Advanced Stereo president, expects the device to enjoy healthy sales in this market.

eight out of 10 original purchase tickets show the one or two accessory items mentioned above, and in many cases, as many as five. Further research into records show that the average customer is usually back within 30 days or so for at least one accessory, and that in the course of a year, he can be counted upon to buy five or more. That's why every sales demonstration is extended to include accessories, as well as the reason for displaying accessories so prominently that "the prospect actually sees them first" as soon as he begins looking at a recorder.

Accentuating the Positive

PALO ALTO, Calif.—"Going the other way" instead of attempting to compete on a price basis on stereo phonograph and tape-recorder merchandising has proved that the prestige approach can be far more profitable, according to B. E. Sorby of Campus Radio & Television Company, here.

Sorby doesn't carry the so-called "competitively priced lines" at all, and, instead, has made up his inventory entirely of moderate - to - high - priced stereo consoles and recorders. He uses "white space" advertising in newspapers every Friday, concentrating on such points as distinguished cabinet design, the best in electronic engineering, a wide choice of the finest names in phonographs and recorders, plus an invitation to come in for a demonstration. Only around 40 per cent of the ad space is taken up with cuts and copy and each display ad is run on editorial pages, rather than on other pages which are already heavily loaded with advertising.

To add more interest to the approach, the Campus store contains an art gallery of paintings produced by top local artists, in a quality bracket which

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.

POPULAR REELS

Pos.	TITLE, Artist, Label & No.
1	WEST SIDE STORY Sound Track, Columbia CQ 417
2	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CQ 493
3	BARBRA STREISAND ALBUM Columbia CQ 593
4	OKLAHOMA Sound Track, Capitol ZW 595
5	BELAFONTE AT CARNEGIE HALL Harry Belafonte, RCA Victor FTO 6000
6	MUSIC MAN Sound Track, Warner Bros. WST 1459
7	TIME OUT Dave Brubeck Quartet, Columbia CQ 437
8	CAMELOT Original Cast, Columbia CQ 344
9	SOUTH PACIFIC Sound Track, RCA Victor FTO 5001
10	HOW THE WEST WAS WON Sound Track, MGM ST 4701

Ingenious Work Incentive

BOISE, Idaho — A highly original system for compensating phonograph and tape recorder mechanics with maximum "work incentive" is claimed by Boise Music & Appliance Company, large sound equipment dealership here.

Instead of attempting to pay his service mechanics a straight salary, or on a commission basis, Ollie Hon, head of the store, lets his servicemen "pay their own salaries."

Under this plan, the service department is separate from the sales section, but is considered a highly important supplemental section. Separate books are kept on service income, and the two men who operate the repair department are practically "in business for themselves." The reason is that Hon allows the two mechanics to keep the first \$400

taken in each month as salary, or a guaranteed \$200 each. Then, each man is also allowed a commission of approximately 10 on all parts which are sold over the counter, or installed in customers' sets. Lastly, as an extra incentive, each man is entitled to one quarter of the total gross amount above the \$400 base which is taken in on the basis of the number of hours which each man has worked.

Pro-rating the number of hours worked guides the "split" on excess income in the service department, and therefore, both men put in long hours, and try to keep at an even pace. In addition, instead of retiring a set amount of money for each warranty, the money is paid to the men, which guarantees that service work on customers' appliances will be done as efficiently as possible to avoid callbacks and "wasted time."

The idea has worked out perfectly, according to Hon, who, like many other dealers, feels that if the service department "breaks even" it is a powerful sales tool.

Under the plan, if during a 30-day period \$700 is taken in by the shop, the two servicemen get the first \$400, and in addition one-half between them of the remaining \$300 or \$150. If both men work the same number of hours, each receives an additional \$75 on his monthly income. If, over and above this, they sold as much as \$200 in parts, there is a 10 per cent commission of \$20 coming, which means \$10 for each man. This amount, split up between them, gives each service mechanic the type of income which draws a high-caliber man, according to Hon. There are no longer such things as hourly rates, basic guarantees, "docking," etc., to be considered—and the intentness with which each man sees to the perfection of his repair work is ample testimony that the men appreciate it.

Surprisingly, the Boise Music and Appliance Company has shown a steady profit, as well. If the store takes in as much as \$75 over and above the amount taken by the men, this is considered adequate to pay for the space occupied by the service department, and anything above that is "pure profit."

GOING TO NEW YORK?
Stay at the
NEW HOTEL CHESTERFIELD
130 West 49th St.
AT RADIO CITY IN TIMES SQUARE
SPECIAL FAMILY PLAN
AIR CONDITIONING, TV, RADIO AVAILABLE
RATES ON REQUEST

\$6.50 SINGLE
\$8.50 DOUBLE
with PRIVATE BATH

SPECIAL THEATRICAL RATES
From \$17.50 Weekly

18 Floors...600 Rooms
For booklet or reservations, see your travel agent or write direct to hotel.

Performance and Profits

... in background music are yours with reliable VIKING cartridge players, in package or component form... Cartridges... Pre-recorded music.



Showing Vik-o-matic — completely self contained cartridge player. Consists of deck, 8 watt amplifier with microphone input and speaker. Also, reel-to-reel transports, recorders, amplifiers for every use and purpose.

Write Sales Manager For Information

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



VIKING OF MINNEAPOLIS, INC.
9600 Aldrich Avenue South, Minneapolis, Minnesota, 55420

Your assurance of Quality in Tape Components

SINGLES REVIEWS

Continued from page 22

POPULAR

FREDDIE SCOTT

★★★★ Where Does Love Go (Columbia, BMI) (2:57) — ★★★ Where Have All the Flowers Gone (Fall River, BMI) (2:44). COLPIX 724

THE EDITORS

★★★★ My Son the Bed Bug (Rambler, BMI) (2:00) — ★★★ Piano Time (Rambler, BMI) (2:37). DEXTER 101

JOHN CACAVAS

★★★★ That Old Gang of Mine (Bourne, ASCAP) (2:45) — ★★ Give a Little Whistle (Bourne, ASCAP) (1:54). MURBO 200

COUNTRY

JOHNNY WRIGHT AND THE TENNESSEE MOUNTAIN BOYS

★★★★ They're All Going Home But One (Cole, BMI) (2:50) — ★★★★★ Walkin', Talkin', Cryin', Barely Beat-in' Broken Heart (Tree, BMI) (2:15). DECCA 31593

HANK LOCKLIN

★★★★ Followed Closely by My Teardrops (Northern, ASCAP) (2:10). ★★★★★ You Never Want to Love Me (4-Star Sales, BMI) (2:24). RCA VICTOR 8318

DON KIRKLAND

★★★★ Ten Thousand Yen (English, BMI) (2:32) — ★★★★★ I'll Make It (Howl, BMI) (2:12). SIMS 164

JANET McBRIDE

★★★★ Almost There (English, BMI) (2:48) — ★★ Swiss Cheese (Slick Norris, BMI) (1:54). SIMS 163

GEORGE KENT

★★★★ This Is Me (Newkeys, BMI) (2:35) — ★★ How'd He Get That way (Newkeys, BMI) (2:35). RICE 5004

WALLY NIX

★★★★ Lovellife Number Two (MacArthur, BMI) (2:14) — ★★★★★ Ten Steps (MacArthur, BMI) (1:55). GLENN 306

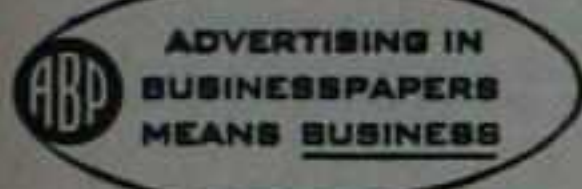
PATSY CLINE

★★★★ I've Loved and Lost Again (Four Star, BMI) (2:28) — ★★ I Love You Honey (Four Stars, BMI) (1:57). EVEREST 2039

INTERNATIONAL

EILEEN DONAGHY

★★★★ If You're Irish Come Into the Parlour (Leeds, ASCAP) (1:42) — ★★★★★ Hanigan's Hooley (Box & Cox, ASCAP) (1:48). EPIC 9497



SURE FIRE

chart and sales sensation!



DALE & GRACE

Stop and think it over

MONTEL =922

J/G JAMIE/GUYDEN DISTRIBUTING CORP.
PHILA. 23, PA.

VOX JOX

Continued from page 15

hamton)—all three are Triangle stations. . . . Paul Lindley, promotion manager of WIND (Chicago) appointed general chairman of 1964 Broadcaster's Association Seminar scheduled in Chicago next November. . . . Terry O'Connor, program manager at WSKI (Barre, Vt.) resigns to accept programming and sales positions with WILL (Willimantic, Conn.). . . . Dick Paisley, former station manager of WRCV radio (Philadelphia) assumes similar post with WRAW (Reading).

WBBM Begins Promo Drive

Continued from page 12

and a more contemporary sound. The "You Hear It First" promotion is especially interesting in that it utilizes no less than six media. Even television, normally a radio arch-rival, is being used. On radio, WBBM is airing jingles calling attention to the variety of features on its program. Each jingle also features another block in the WBBM face-lifting approach, the station's new musical signature, "Seventy - eighty - O - on-your-radio."

The television segment involves a series of 10 and 20-second spots on sister station WBBM-TV, rotated monthly to promote various services and features.

The station is using 30-sheet posters on a "100 show" basis to cover the city and suburban area, with a copy change planned every 30 days. (The current sheets herald WBBM's helicopter traffic reports.)

A newspaper campaign calls for heavy lineage each week in the four daily newspapers serving the city. During December alone, the station placed over 10,000 lines of rotated advertising copy. Jumbo posters are being placed on the backs of Chicago Transit Authority busses (120 busses covered to date) featuring the same theme and format as the billboards. And last but not least, there are bumper stickers and jumbo buttons with the "You Hear It First" theme.

Code Board Warns

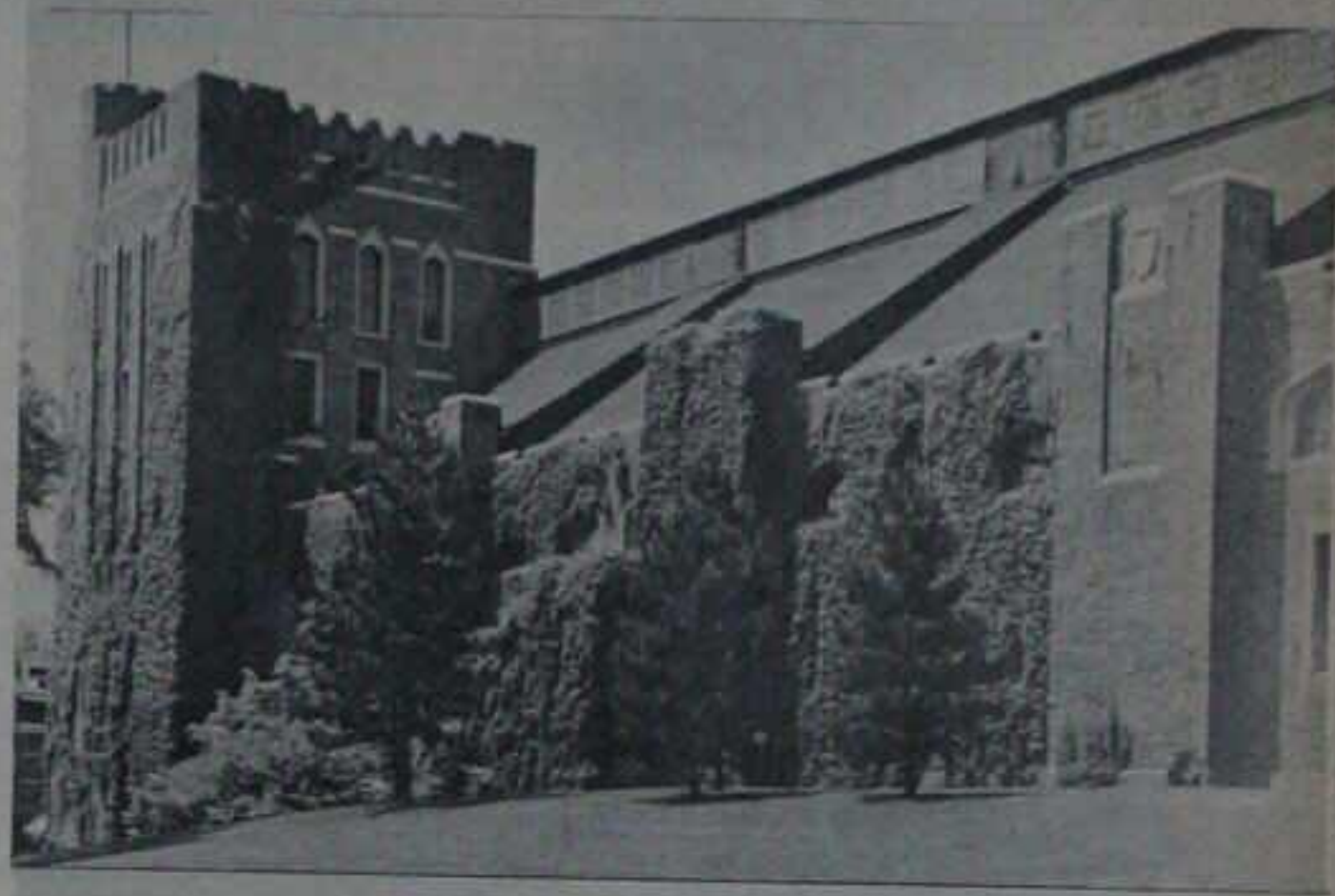
Continued from page 12

cigaret industry will regulate its own advertising, particularly the youth-appeal variety that the Smoking and Health report says "habituates" young people to smoking.

Two amendments were made to the Radio Code: One to bar broadcasts of fortune telling, occultism, astrology, palm reading, etc., that lures belief in these practices. A second change will set commercials limit of 14 minutes average per hour, or 18 minutes maximum for any one hour, in both single-sponsor and participating programs. Previously, only participating sponsor programs were held liable.

Elmo Ellis, general manager of radio station WSB, Atlanta, Ga., was named chairman of the Radio Code Review Board, succeeding Cliff Gill, KEZY, Anaheim, Calif.

THIS IS
BARTON HALL
at
Cornell University
ITHACA, N. Y.



It seats 6,500 people for concerts. Cornell's student population is over 12,500. Here are some of the artists that have played Barton Hall:

- Tony Bennett • George Shearing • Duke Ellington • Ahmad Jamal • Louis Armstrong • Four Preps • The Limelighters • Josh White • The Kingston Trio • Chubby Checker • The Weavers • Peter, Paul and Mary • Joan Baez

Barton Hall has complete lighting facilities and sound systems.

Seven Campus Organizations are permitted to book shows into Barton Hall. You'll find their names plus complete information about colleges, all over the U. S., in Billboard's March 28th 2-part issue and separate supplement titled:

MUSIC ON CAMPUS
THE
COLLEGE MARKET
FOR RECORDS
AND TALENT

Extra bonus distribution to buying influences at leading colleges and universities.

A Buyers and Sellers Guide to the College Market of 4,700,000 students.

Reserve Your Advertising Space NOW!
Advertising Deadline: March 3.
Another Industry Service From BILLBOARD.

Billboard Buyers & Sellers

CLASSIFIED MARKET

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.

EMPLOYMENT SECTION

SITUATIONS WANTED

GENE AUBRY, BUDY VALLEE Co-authored published songs with lyricist composer now seeking co-author country recording artist. Buddy Valentine, 2341-A No. 44th St., Milwaukee 10, Wis. fe22

NEW ENGLAND EXPOSURE NEEDED? Finest personal representation available with top independent promotion team. Free trial! Contact: Steve Bell or Paul Case, 23 Keller Path, Newton, Mass., 02458. Telephone: 617-527-1878. fe22

TOP MAN — FORMER MUSIC TRADE magazine editor and music publisher. Heavy symmetrical experience. U. S. & abroad. D. Young, Able Agency, 475 Fifth Ave., New York, N. Y. MU 8-8000. ch

WE WISH TO OBTAIN MATERIAL FOR a European Act which appears at resorts in New York. Contact: Mr. Lewis Koppenstein, 1027 East 187th St., Bronx 38, New York.

RECORD LIBRARIAN-TYPIST desires position for radio station. Small salary acceptable in lieu of experience. Contact Mary E. Germain, R.D. 3, Bethlehem, Pennsylvania.

YOUNG MAN, 17, DESIRES POSITION in American Music Industry. Operates British Duane Eddy Fan Club. Write: Jack Kilgaly, 99 Hill Village Rd., Four Oaks, Sutton Coldfield, Warwickshire, England.

15 YEARS EXPERIENCE MUSIC PUBLISHING, Record Production, Promotion, Talent Management, Manage Hollywood operation, my office. Contact Box 342, Billboard, 185 West 48th St., New York, N. Y. 10036.

HELP WANTED

HELP WANTED—MAN WHO CAN RE-pair Durrans, Juke Boxes and Pin Ball machines. Good reference. Hazy Music Co., 528 N. Carver, Greensburg, Indiana. fe29

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

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 \$8 HUNDRED, FEW DUPLI-cations! Mono and Stereo major LP's, \$1.25 each; Country and Pop budget LP's, 20 ass't., \$13.95 ppd. Free catalogs on request. Hal Faktor, 4143 W. Armitage, Chicago 39, Ill. CA 7-3722. mh21

RECORD MFG. SERVICES, SUPPLIES AND EQUIPMENT

PRESSING, PLATING

NO JOB TOO SMALL — QUALITY pressing. Low cost. Special bonus with this ad only. No charge for shipping anywhere in the U. S. or Canada. The House of Wax, 1733 Broadway, N. Y. C. CI 7-2159. np-ap18

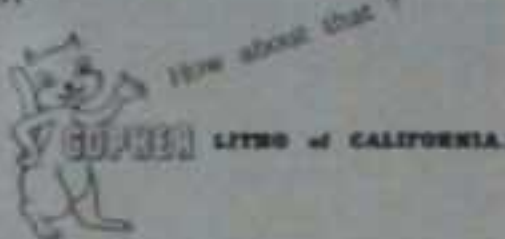
FOR SALE

DIVIDER CARDS !

- Washable Porcelain White Rubberized Plastic
- Silk Screened Letters Guaranteed For The Life Of The Card
- Guaranteed Unbreakable Under Normal Use
- All Artists, Composers & Categories Available
- Attractive - Increase Sales - Economical - None Better
- Categories for 45's and Tapes

**CHATTON ENTERPRISES
2521 SAN PABLO AVE.
OAKLAND, CALIFORNIA
415-444-5678**

ARE NOW EXCLUSIVE NATIONAL DISTRIBUTORS FOR THE PLASTIC DIVIDER CARDS MANUFACTURED BY



DEMOS BY "EDFOR" The Sound for Selling

Your song recorded by professional musicians and singers, a mist professional sound at prices well below competition. Three sensibly priced series from which to choose... there's one to fit your budget and needs. Complete demo service including lead sheets, song revisions and song analysis. For demos that really pack a p-u-n-c-h, look to Edfor. Write for free literature.

EDFOR CUSTOM RECORDINGS
P.O. Box 212 North Bergen, N. J.

RECORDING FACILITIES & SUPPLIES

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, \$15.00; Two Songs, \$23.00 (45 or 78); add. Guitar, Bass, Drums, Sax, Clarinet, Steel Guitar, Violin for \$3.00 each per song. WRITE FOR FREE BROCHURE.

DEMONSTRATION RECORD COMPANY
(Our 10th Year)
Box 3404, Sta. C Lincoln, Nebraska

WANTED TO BUY

WANT RECORDS—45'S SURPLUS returns, overstocks, misc, etc. Harry Warriner, Knickerbocker Music Distributors, 453 McLean Ave., Yonkers, N. Y. Phone: GReenleaf 8-7778. ch

BUSINESS OPPORTUNITIES

ROUTE FOR SALE — JUKES AND Games. Income \$75,000 per year. Price \$115,000. Terms, or will consider partner. Box 543, c o Billboard, 165 West 48th St., New York, N. Y. 10036. chfe29

THE COMPANY THAT REALLY GOES after more business can get more business. Consistent advertising in this Classified Mart is a proven economical way to arouse interest, make valuable contacts and increase sales and profits. Handy order form printed below for your convenience. ch-mp

MISCELLANEOUS

ANNOUNCING A GREAT NEW GROUP!

"The Voyagers"

Ghost of the Delta Queen

b/w
Angel From the Lord

Armor #101
ARMOR RECORDS
3120 O. Street
Sacramento, California

"BROADCAST COMEDY" — A FREE publication available to Disc Jockeys doing light comedy. Write: Show-Biz Comedy Service (Dept. B), 65 Parkway Court, Brooklyn, N. Y., 11235. ch

HAWAIIAN PARTY KIT — \$4.98 instrumental music Hawaiian LP plus colorful Sea Treasure Kit including flash net and complete instructions for giving a successful Hawaiian Party; \$9.98 value, only \$5 postpaid. Hal Faktor, 4143 W. Armitage, Chicago 39, Ill. fe22

INCOME TAX CONSULTANT — SPE-cializing in returns for musicians, performers and anyone in the allied fields of entertainment. Marvin Shulman Associates, 143 W. 33rd St., New York 19, N. Y. PL 7-0246. sw-1f

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service. Free catalog. Robert Orben, 3525 Daniel Crescent, Baldwin Harbor, N. Y. mh28-64

when answering ads . . .

Say You Saw It in Billboard

PUBLICATIONS & SERVICES

MUSIC MAIL ORDER SERVICE—POP-ular Vinyl Books, Sheet Music, Folk and Noutenanny Books and more! For free list write to Frank's Music Service, 89 Cottonwood Dr., Williamsville 21, N. Y.

THE WORLD OF COUNTRY MUSIC

A 200-page book that gives the whole story of all the excitement, color and growing popularity of country music.

The history of country music, including styles and pictures of artists, composers, and a list of all-time best-selling country records from 1942 to the present time... stories by the top country artists... by the men who make the best selling country records... these are just a few of the many highlights of this exciting edition.

Packed with pictures, 4-color cover, glossy paper, and published by the folks who publish Billboard, the international music weekly newspaper, this 214-page, 8 1/2 x 11 edition is ready to be sent to you now.

Only \$2.00 per copy. Order Now!

COUNTRY ORDER FORM

Billboard Box 5, 165 W. 46th St., New York, N. Y. 10036
Please send _____ copies of the World of Country Music.

My check or money order \$ _____ is enclosed.

Name _____

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MUSIC BOX and RECORD BUSINESS IN EUROPE

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Braunschweig, Germany
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Telex 09-52 604

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WRITER WANTED

European or American who can complete scenario for a musical production which is already sought by 10 top publishers in America and Europe. Must know Italian. Write

MAGNIFICO RECORDS
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Mamaronock, N. Y.

Coin Machine

OPERATING

MUSIC MACHINE PROGRAMMING • DOUBLE PLAY DISKS
RECENT STEREO RELEASES • SILENT VENDING

Germans May Stage Major Trade Show

HAMBURG—A major international coin machine show—backed by West German manufacturers and importers—may be staged this fall at the International Frankfurt Fair.

German tradesters, dissatisfied with the inadequate display facilities at the recent Amusement Trades Exhibition in London, feel they'll get better exhibition facilities in Frankfurt and that the German location is more convenient for European buyers.

Until 1959, many German coin machine firms had exhibited at the Frankfurt Fair.

Last year, German coin machine manufacturers tried to get space at the Hanover Fair, but were unable to do so.

The Frankfurt date, in November, follows the Music Operators of America show in Chicago in mid-October. This means that American manufacturers who timed their new models to break with MOA would be inclined to bring them to Europe.

If the Germans are able to get space in Frankfurt this fall, they'll probably pull out of the A.T.E. Otherwise they'll wait until 1965, unless the facilities in London improve and the show acquires more of an international atmosphere.

MOA Votes Graduated Levy To Aid in Legislative Battles

CHICAGO—Music Operators of America last week voted a substantial membership dues hike in an effort to prepare for

a fresh round of legislative copyright battles.

MOA directors took the action "in lieu of further appeals

for special donations," and "to put the association on a more realistic financial base."

The so-called administrative dues remains at \$35 per year, but an additional legislative dues has been assessed on a graduated per-phonograph basis.

Operators with one to 50 machines pay a \$15 legislative fee which together with the \$35

(Continued on page 50)

EDITORIAL

Welcome Aboard

"Although it is not possible to meet and talk with all of you personally, at least not until the convention next October, I do want to let you know by letter that I am now on the job for MOA. And I like it."

That's the greeting Music Operators of America members got last week from their new managing director Fred Granger, and chances are, an informal poll would show that they too "like it."

Granger took over his office a couple of weeks ago and has since made several appearances before local and State groups. He's also in the throes of moving the MOA headquarters to new and larger quarters, "the better to serve the associations' membership."

In his letter to members Granger lists continued membership promotion, legislative representation, public relations, increased service to members and a successful 1964 convention as his immediate goals.

It's an ambitious program, but one we feel Granger has an excellent chance of fulfilling. He closes his message to members by saying: "If there is anything I can do for you, please do not hesitate to let me know. I'm working for you." To this we can only add a very sincere "Good Luck."

Williams Bows New 2-Player Pinball Game



OH BOY

CHICAGO—Oh Boy, Williams' new two-player pinball, features a total of nine bumpers at the top of the playfield to help the player increase his

(Continued on page 50)

Chicago Coin Business on Even Keel

CHICAGO—The city's coin machine business has been on a remarkably even keel for the past year—in fact the past several years. But there are a number of subtle changes.

Billboard interviewed each of the city's four major distributors here last week, and the comments of each give some insight into the direction the business can be expected to take in the years ahead.

In capsule form, here's what they said:

- Collections are spotty. Some distributors feel they're "normal," others say they're off by 10 to 15 per cent.

- Juke box and game operators are turning more and more to vending in an effort to diversify. But taken as a whole, the vending influence in the coin machine business is still small. Those distributors handling vending lines (along with juke box or game lines) still have two sets of customers.

- Pool tables are having their best year ever. They're trailed

in popularity by shuffle alleys and music.

- New locations are springing up for music and vending. Chief among these are the big dry cleaning establishments. Second are bowling alleys.

- The high cost of equipment is forcing more and more operators to turn to rentals. At least two of the city's distributors are doing big business in this area.

- The industry is becoming more organization conscious. One veteran distributor spoke strongly of the need for strong leadership in the areas of equipment, legislation, organization and public relations. Music Operators of America was given a vote of approval, but many look at it as a beginning—sort of a promise of what can be done.

Joe Kline Speaks Up

Joe Kline, of First Coin Machine Distributors, spoke at length of his rental program. First has been in the business for some eight years and Kline now estimates that some 25 per

cent of his volume is in this area.

Operators have a variety of plans that they can utilize. Under some, they have an option to own the equipment after 26 weeks. Under others, they pay a straight rental fee with ownership remaining with First.

Kline noted that the high

price of equipment was forcing more and more operators to rent. "We used to rent a lot of used equipment—now it's more new," he told Billboard.

Another factor helping First's rental business is better availability of financing. Kline noted that a fantastic amount of credit is needed for this business, and

(Continued on page 48)

Coin Exports Continue to Soar

NEW YORK—Exports of United States music machines and coin games for October more than doubled the dollar totals for October, 1962, according to figures released this week by the United States Department of Commerce.

The October figure—9,027 units valued at \$3,797,801—compared with 4,548 units valued at \$1,776,503 for the comparable month a year earlier.

New juke box exports jumped from 596 units valued at \$462,598 to 1,659 units valued at \$1,043,998. Belgium was the major purchaser of new music machines with 580 units, fol-

lowed by West Germany with 367 units.

Belgium was also the leader in used juke box purchases with 526 units and was third to France and the United Kingdom in game purchases.

West German purchases of used phonographs—five units valued at \$1,820—were the lowest in some time. However, the Germans did buy some 367 new machines during the month.

This would indicate that the Germans are relying on new American equipment for their top locations and the less expensive domestic product for their other locations. At one

time, used American equipment was pressed into service for all but the top stops.

Europeans still continue to dominate the export market, with Belgium, United Kingdom, France, Italy and West Germany the top U.S. customers in that order.

During the last few months Canada appears to be shaping up as a market for new U. S. phonographs, due primarily to a relaxation of restrictions against juke box play on the Provincial level. Last October some 233 new phonographs were shipped into the country. A year earlier the figure was 97.

'Elimination' Could Boost 6-Pocket Pool Collections

CHICAGO—Operators will soon be hearing more about "Elimination," a new game which can be played on any six-pocket pool table. Fischer Sales and Manufacturing Company is circulating the rules.

The game can be played by three or five players, one of the few (if any) pool games which utilize an odd-number of players. Such traditional games as regulation, eight-ball, rotation and nine-ball all call for an even number of players.

Elimination was inspired by A. E. Schmidt, Midwestern billiard table manufacturer, and adapted for the coin-operated pool market by R. W. (Bill) Weikel, Fischer sales manager.

Weikel has had the rules printed on large white card-

board cards and is circulating them to his distributors. Operators may also secure copies by writing to Fischer directly.

To start the game, 15 balls are racked in a triangle. No special placement is necessary. Each player is assigned a certain number of balls.

The object is for each player to eliminate all balls from the table except his own. The general rules of pocket billiards also apply to Elimination.

The player can shoot at any ball he wishes including his own. It is not necessary to call the ball or pocket. Each player continues shooting until he misses.

Winner is the last player having one or more balls on the table. When a player's balls are all pocketed, he is eliminated.

Coin Machine Exports

October 1963

Country	New		Used		Amusement		Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value	No.	Value
Belgium	580	\$ 405,600	526	\$146,233	766	\$ 283,473	1,872	\$ 835,306		
United Kingdom	12	8,159	79	11,965	1,359	586,063	1,450	606,187		
France	15	11,909	17	2,490	1,456	521,253	1,488	535,652		
Italy	75	52,959	5	1,820	591	314,255	671	369,034		
West Germany	367	232,166	5	1,350	77	34,851	449	268,367		
Canada	233	111,207	40	8,000	460	125,351	733	244,558		
Switzerland	58	46,137	—	—	269	180,254	327	226,391		
Japan	136	100,069	113	33,685	230	83,837	479	217,591		
Venezuela	146	45,301	—	—	191	72,217	337	117,518		
Greece	—	—	34	9,055	174	60,314	208	69,369		
Argentina	—	—	25	1,974	183	43,362	208	45,336		
Sweden	—	—	—	—	92	39,479	92	39,479		
Denmark	2	1,549	—	—	71	32,684	73	34,233		
Australia	—	—	—	—	88	29,845	88	29,845		
Nan Islands	—	—	58	23,762	—	—	58	23,762		
Other Countries	35	28,942	225	52,038	204	54,193	494	135,173		
Totals	1,659	\$1,043,998	1,127	\$292,372	6,211	\$2,461,431	9,027	\$3,797,801		

Recent

STEREO RELEASES

for Music Operators

SEEBURG LITTLE LP's

Pop Vocal

ANDY WILLIAMS—The Wonderful World of Andy Williams Columbia

Pop Instrumental

THE GUITAR RAMBLERS Columbia

Jazz-Rhythm & Blues

JOE WILLIAMS—Joe Williams at Newport '63 RCA Victor

International

WILL GLAHE—Bis Fruh Un Funfe Decca

* * *

SEEBURG ARTIST OF THE WEEK

GEORGIA GIBBS—Georgia Gibbs' Greatest Hits Epic (Pop Vocal)

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.

UJA Coinmen Set June 6 Dinner Date

NEW YORK — The annual victory dinner of the Coin Machine Division of the United Jewish Appeal for 1964 will be held Saturday, June 6, at the Statler Hilton Hotel, at 7:30 p.m.

Chairman Irving Holzman, United East Coast Corporation, made the announcement at a meeting of the executive committee held Wednesday (12) at the New York U.J.A. offices. Brooklyn operator Harry Siskind, guest of honor at the dinner, made the arrangements with the hotel, which include an opportunity for guests who wish to stay over for the night to rent rooms at \$15 double and \$10 single. Reservations must be made at least one month in advance.

Decisions on other matters, such as dinner price, choice of emcee, entertainment and music, were held in abeyance until the next meeting on Wednesday, March 4. At that time Holzman and George Nemzoff of the U.J.A. expect to present solutions to many of these questions for committee approval.

Those present at the meeting in addition to Holzman, Nemzoff and Siskind and his wife, Evelyn, were: Al Denver, president, and Ben Cicofsky, manager of the Music Operators of New York; Meyer Parkoff, Atlantic New York Corporation; Harold Kaufman, Musical Distributor; John Bilotta, Bilotta Distributing Company, Newark, N. Y.; Aaron Sternfield and Ed Barnes, Billboard; Marty Toohy and Ed Adlum, Cash Box; Carl Pavesi, president of the Westchester Operators Guild; operators Harry Brodskey, Dave Sachs, Al Cookler, Sidney Mittelberg, Max Weiss and Ted (Champ) Seidell.

Operate Williams NEW 2-PLAYER GAME OH BOY ADJUSTABLE 3 or 5 BALL PLAY EXCLUSIVE WILLIAMS FEATURES NEW DRUM UNITS NEW COIN SWITCH NEW LATCH-LOCK PLAYFIELD NEW MOTOR UNIT Williams Electronic Mfg. Corp. 4242 W. Fillmore St., Chicago 24, Ill.

LOOK TO ROSEN FOR MORE IN 1964 ALL MACHINES LIKE NEW GUARANTEED CLEAN & CHECKED * Ready To Go! * World's Largest Inventory ARCADE GAMES VENDING MUSIC RIDES Send for Complete Lists WIRE - PHONE - WRITE TODAY Exclusive AMI Dist. Co. PA. DAVID ROSEN INC 855 N. BROAD ST., PHILA., PA. 19123 Phone: 12151 Center 2-2903

NOW DELIVERING United's Fabulous BANK POOL Order From Your United Distributor Today! UNITED MANUFACTURING CO. Chicago, Ill. 60618

Beatlemania Hits Juke Boxes

By NICK BIRO

CHICAGO — Beatlemania has infected the juke box business, as it has just about every other business in the nation. Operators who normally wouldn't know Liverpool from liver sausage are becoming Beatle-conscious to the nth degree.

Wieboldt department stores are selling Beatle wigs here for \$3.98 and more than one operator went down to pick up a dozen or more to give to his locations.

WLS, the big singles-playing powerhouse, has been running Beatle contests and is starting a Beatles fan club and a lot of juke box operators are getting on the bandwagon by starting Beatle clubs in their various locations.

Adult Reaction

Interesting is that while the Beatles are primarily a teen-age fad, their popularity is beginning to run over into adult circles. Whether out of approval, disapproval or merely curiosity, adults are punching the "Beatle button" to hear what the four wooly ones sound like.

Record stores have been putting up Beatle-houses for some weeks and now the location owners are getting on the bandwagon. It's not uncommon to walk into a teen-age location and see the place cluttered with Beatle posters, signs, stickers, placards and what have you.

Even some of the staid and conservative adult bars are getting Beatle-conscious. One suburban tavern held a Beatle-haircut contest, though not surprisingly, the contestants were restricted to the feminine gender.

Play Cards

Another large South Side operator distributed Beatle-Play-Cards, indicating the number on his machine of each Beatle record. Each hour the waitress would punch the three Beatle buttons, and a mild sort of pandemonium would take place.

One Rush Street location owner first asked for "all the Beatle records," but a few days later

called the operator to have them taken out. It seems his patrons were divided into two groups: a very small but vocal group highly in favor of the mop-headed four, and a large group equally adamant in opposition.

Every time a Beatle record was played, the place went up for grabs. Invariably half of the customers would either get into arguments or leave in disgust. "I can't afford their popularity," the location owner said.

'New Life'

Fred Sipiora at Singer One Stop noted, however, that the Beatle business had given the juke box business "new life." He said many operators who normally don't use teen-age records are now buying them in abundance.

Sipiora said he hasn't seen anything like this since the heyday of Elvis Presley.

Jack Krug at Music Box also reported excellent sales to operators, though Krug wasn't sure it wasn't due more to the "tremendous amount of good singles out," than to the highly virulent form of Beatle fever.

Both Singer One Stop and Music Box agreed that operators were buying a lot of "Worried Guy," Johnny Tillotson, MGM; "Someday You'll Want Me to Want You," Patsy Cline, Decca, and "Kissin' Cousin," Elvis Presley, RCA Victor.

Singer also reported good sales on "Hello Dolly," Pete King, RCA Victor, and "You Know You Don't Want Me," Connie Francis, MGM. Music Box, on the other hand, was going with the flip side of the Francis disk: "Blue Winter."

'Java' Scores

Music Box claimed its hottest juke box disk of the week was "Java," by Al Hirt on RCA Victor. "If we had a record like this every week we'd be millionaires," Krug quoted operators.

Other juke box hits at Music Box: "Stardust," April Stevens and Nino Tempo on Atco; "Baby Don't You Cry," Ray Charles, ABC-Paramount, and a good polka record, especially good in senior citizen locations: "Psiakrew Polka," Ampola Aires on Ampol.

Rhodesian Operators Visit U. S.

CLEVELAND — When the giant Amusement Trades Exposition wound up in London last week, a number of coinmen decided to make a real outing of it and come to the States. One such pair was Mr. and Mrs. William Chapman, music and game operators in Salisbury, Southern Rhodesia.

Among their stops was Cleveland Coin International here, headed by Morris Gisser, where they have been doing business for several years. It was their second trip to the U. S.

The Chapmans operate over a 500-mile area. They note that juke boxes are a big favorite with the natives of South Rhod-

desia, whereas the games they buy are favored by the European population.

Both speak enthusiastically about the London conclave, noting it has become a major coin machine trade show with a very substantial amount of business being transacted.

As all visitors, the Chapmans delight in picking up U. S. novelties. During their last trip here they picked up an electric can opener. They claim the wonder still hasn't worn off.

In fact, they still save empty cans so they can demonstrate the opener to visitors.



MR. AND MRS. WILLIAM CHAPMAN, of Salisbury, Southern Rhodesia, are welcomed to the U. S. by Morris Gisser of Cleveland Coin International. The pair decided to make a U. S. stop after visiting the giant Amusement Trades Exposition in London recently. They'll stay here 30 days.

New Scopitone Set for England

LONDON—The new Scopitone model, coin-operated musical film machine, will soon be available here, according to Norman Miller of Radiovision Westminster, Ltd., which handles the line in the United Kingdom.

The new model, unavailable in time for the recent Amuse-

ment Trades Exhibition, is reported to be taller, slimmer and with a larger screen than the current machine. It will cost 10 per cent less.

Both Radiovision and Film-box Equipment, which handles the Cinebox line, are expanding their installations in new areas, but only where adequate maintenance service can be assured.

THE NEW ROWE AMI TROPICANA

brings you
THE DRAMATIC WORLD
OF BIG-TIME
ENTERTAINMENT
IN STEREO-ROUND*

What's the most profitable item in any location? The music a customer buys through this Rowe AMI phonograph to entertain himself. Let your Rowe AMI distributor tell you the whole money-making story.

*Pat. pending



NEW, POWERFUL POINT-OF-SALE CLOCK

When you merchandise music, you make the profitable *Tropicana* an even greater money-maker. What better time to remind customers that it's time to enjoy music than right now? This attention-getting clock is a great merchandiser for the location, a powerful business-opener for you. See your Rowe distributor for the complete details on this clock promotion.

GREAT NEW MUSIC-MAKER! UNBEATABLE MONEY-MAKER!

- Exciting New Styling
- Versatile "Three-in-One" Programming
- Exclusive Self-Contained Stereo
- Dramatic Personalized Location Display
- Top Album Hit Features
- Color, Motion Salesmanship
- See it at your Rowe AMI Distributor



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*Rowe sets the standards in
vending equipment, bill changers, music systems*



BULK VENDING

OPERATORS REPORT FABULOUS EARNINGS FOR **VENDORAMA® V2 25c & 50c Capsule Vendor** HOLDS 200 V2 CAPSULES



New V2 capsule shown above. (Actual size is 2 1/4" in diameter.)

Write today for full information on the Vendorama V2 Capsule Vendor and the new V2 capsule.

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

Erickson Bows Perfume Vender



TWELVE-column perfume-vending machine dispenses purse-sized tubes.

NORTH SACRAMENTO, Calif.—F. E. Erickson Company, Inc., coin equipment designer and manufacturer here, is offering a new type of 12-column perfume vending machine that sells purse-sized tubes at 25 cents.

Seventeen of the units have been location-tested for nine months, the maker claiming returns much above expectations and only two service calls. The mechanisms and coin rejectors were built by the Watling Manufacturing Company. The machines hold 240 tubes divided into 12 selections.

Guggenheim Charms

NEW YORK—Karl Guggenheim, Inc., charms manufacturer here, is marketing two new items, Puss in Boots and Racers. The former is a movable small animal in a boot and the latter a jockey on a horse. Free labels come with orders.

NAMA Spring Meetings

State Council Annual Meetings

Date	Council	Place
March 21	Georgia Automatic Merchandising Council	Atlanta (Americana Motor Hotel)
April 4	Connecticut Automatic Merchandising Council	Hartford (Statler Hilton)
April 25 (joint meet)	Pennsylvania Automatic Merchandising Council New Jersey Automatic Merchandising Council	Hershey, Pa. (Hotel Hershey)
May 2	Maryland Automatic Merchandising Council	Baltimore (Sheraton Belvedere)
May 16	Oklahoma Automatic Merchandising Council	Tulsa (Hotel Not Set)
June 5-7	California Automatic Vendors Association	Monterey, Calif. (Mark Thomas Inn)
June 20	Wisconsin Automatic Merchandising Council	Madison, Wis. (Edgewater Hotel)
June 27 (tentative)	Northwest Automatic Merchandising Council	(Location Not Set)

Special Area Meetings

May 9	Kentucky/Tennessee	Nashville (Holiday Inn)
April 11	Chicago/Midwest	Chicago (Hotel Not Set)

Independent State Vending Association Meetings In Which NAMA Will Participate

April 18	Ohio Automatic Merchandising Association	Cleveland (Shaker House Motor Hotel)
May 8-10	New York Automatic Vending Association	Swan Lake, N. Y. (Stevensville Lake Hotel)
May 22-24 (joint meet)	North Carolina Vending Association, Inc. South Carolina Automatic Merchandising Association	Asheville, N. C. (Battery Park Hotel)
June 13	Massachusetts Automatic Merchandising Council	Boston (Kenmore Hotel)

Placement on Locations Important for Capsules

DENVER—Because 10-cent capsules are relatively new to this area, placement of the machines within a location turns out to be all-important to good returns.

Frank Thorwald, veteran bulk operator here met the problem by persuading location owners to give his machines prominence and by investing in new step-back stands to make a handsome display of his units. These are hardwood shelves on chromium bases, accommodating four, six and eight machines.

Thorwald always spots the 10-cent capsule dispenser on the top righthand corner and his 5-cent machines on the top left.

The standard 1-cent units line up below.

"Everyone is familiar with penny machines," he says, "so these don't need to be on top. The ball gum, nuts and charms pull traffic, and at the same time the customer gets a good look at the capsules above."

A large dairy store in Arvada, a Denver suburb, that is some-

(Continued on page 50)

Tiny Garden



IN CAPSULES \$20.00 per M
at your nearest warehouse or direct from . . .
KARL GUGGENHEIM
155-07 Archer Ave., P.O. Box 316,
Jamaica 31, N.Y. 212 RE 9-3437



A complete line of ACORN

Vending machines with original slip-out mechanism **NOW IN STOCK!** Immediate delivery. These are finest bulk vendors in America. Write for prices.

BULK MERCHANDISE	Pack Lbs.	Per Lb.
Cashews, 450 count, whole	30	.68
Mixed Nuts	30	.55
Spanish Peanuts	30	.51
Virginia Splits Peanuts	30	.55
Rainbow Peanuts (candy)	30	.52
Boston Baked Beans	30	.52
Licorice Lozenges	30	.52
Confection Mix	30	.52
Jumbo Pistachios (red)	30	.82
Medium Pistachios (red)	30	.72
Small Pistachios (red)	30	.67
Leaflets (M&M style candy)	25	.35
Tummy Jelly Beans	25	.32
Hersheyettes	25	.47
M & M's	25	.57
Candy Coated Choc. Peanuts	25	.47
Chiclic Base Cub Chicks	220	.42
Chiclic Base Cub Chicks	220	.42

RAINBOW BALL GUM VARIETIES	Pack Lbs.	Per Lb.
140-170-310	25	.32
100's Centuries, ass'd colors	18	.34
grape, cherry, orange	18	.34
Swami Balls	18	.35

ACCESSORIES	Price
Single Floor Stand	\$ 5.50
Del. Cross Bars for above	2.00
Triple Cross Bars for above	2.25
4 Place Rack without wheels	5.00
4 Place Rack with wheels	12.50
3 Place Rack with wheels	8.50
1/2 Coin Counting Scale	23.50
1/2-5c Coin Counting Scale	23.50
Stamp Folders, per 10,000	4.00
Ass'd Trading Cards	2.25
Ball Point Pens, Gr.	5.50

RECONDITIONED & REFINISHED VENDORS

N.W. Model 49, 1/2 or 5c Bulk	\$13.50
N.W. Model 49, 1/2 Ball Gum	13.50
Silver King, 1/2 or 5c Bulk	8.50
Victor Toppers, 1c	11.00
Acorns, 1/2 or 5c Bulk, clean	12.50
Mills 1/2 Tab, 6 col.	14.50
Premier 1/2 Card Vendors	14.50
Ajax 5c-10c 2 col, bulk	29.50
Model V 1/2 Ball Gum	6.50
Model V 1/2 Mds.	6.50
Scharnack 3-col. Roll-Type	49.50
Stamp, 10c & 25c vend	49.50
8 Col. Cigarette Vendor, 35c	49.50
Pre-Pop Popcorn Vendor, 10c	79.50
N.W. Model 60, 5c	12.50
Victor Vendoramas, 1/2 B/G	13.50
Victor Vendoramas, 1c Mds.	13.50
Victor Vendoramas, 3c or 10c	13.50
Cap.	13.50
3 Col. Trading Card	29.50

COUNTER GAMES	Price
Kickers and Catchers	\$29.50
ABT Total Score	29.50

SEND FOR NEW CATALOG
1/3 DEPOSIT ON ALL ORDERS
BALANCE C.O.D.
SEND PAYMENT IN FULL ON ALL ORDERS UNDER \$20.00.

Rake Coin Machine Exchange
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- Capacity of 2 Cases Conifery Gum (6000 Pieces)
- Separate Coin Box
- Built in Cast Iron Base No Other Stand Needed
- Coin Control Interchangeable 1c, 5c, 10c, 25c or Foreign Coins
- Shipping Weight, 45 lbs.
- Height 40", Diameter 15"
- Packed One to a Carton

\$49.50 F.O.B. Factory

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- Will Take All Size Acorn Machines
- No Need to Disassemble Upper Row of Machines to Service Bottom Machines
- Stand Takes Up Only 1 1/2 Square Feet of Floor Space
- Cast Iron Base Weighs 30 Pounds
- Base Measures 13x15 Inches
- Overall Height of Stand Including Machines is 50 Inches
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Abelson Sets Program for Nassau Trip

MIAMI — M. J. Abelson, of Oak Sales of Florida, Miami Beach, has announced the program for the bulk vending operators' trip to the Nassau Beach Hotel, sponsored by Oak Sales (Billboard, January 18).

The winning group of opera-

(Continued on page 50)

the Newest and Best in

ROCKET CHARMS

WITH FREE DISPLAY FRONTS

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

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

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World's Largest Selection of Miniature Charms

10c ATLAS MASTER Capsule Vendor

New European Coin Machines Challenge U. S. Product Sale

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N.W. Model 48, 12 or 3c.....	\$14.50
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N.W. 10-Col. 1/2 Tab Gum Mach.	18.00
N.W. Model 332, 1c Parc. Con-	4.50
verted For 100 ct. B.G.	25.00
ABT Guns.....	12.00
Mills 1c Tab Gum.....	18.50
Acorn 8 lb. Globe.....	18.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	..\$.77
Pistachio Nuts, Jumbo Queen, White	.. .70
Pistachio Nuts, Large Tulip	.. .75
Pistachio Nuts, Vendor's Mix	.. .65
Pistachio Nuts, Sheik, Red	.. .68
Cashew, Whole	.. .65
Cashew, Butts	.. .45
Peanuts, Jumbo	.. .32
Spanish	.. .37
Mixed Nuts	.. .35
Baby Chicks	.. .32
Rainbow Peanuts	.. .32
Bridge Mix	.. .32
Boston Baked Beans	.. .32
Jelly Beans	.. .32
Licorice Gems	.. .32
M & M, 500 ct.	.. .48
Hershey's	.. .47

Rain-Blo Gum, 72 ct.	..\$.32
Malt-ffe, 100 ct., per 100	.. .35
Rain-Blo Ball Gum, 140 ct.	.. .32
170 ct., 210 ct.	.. .34
Rain-Blo Ball Gum, 100 ct.	.. .34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.. .45
Wrigley's Gum, all flavors, 100 ct.	.. .45
Beech-Nut, 100 ct.	.. .45
Hershey's Chocolate, 200 ct.	.. .30
Minimum order, 25 Boxes, assorted.	

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ALL PURPOSE VENDOR
1c, 5c, 10c or 25c Mechanisms
All parts interchangeable in seconds.
Vends bulk candy, peanuts, ball gum, charms and capsules. Many new time-saving features, including removable cash box and no top lock.

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Always a complete stock of outstanding Northwestern machines, parts and supplies.
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Always a complete stock of outstanding Northwestern machines, parts and supplies.
Write today for complete information and price list.

PARKWAY MACHINE CORP.
715 ENSOR ST. BALTIMORE 2, MD.

COLOGNE—European coin machine manufacturers look for 1964 to be one of their best years since the phonograph boom began on the Continent a decade ago.

This optimism is based largely on the increasing sophistication of Continental product as it is being displayed at trade fairs. There has never been such a dazzling assortment of European-made equipment as that being shown this winter and spring at trade centers.

For the first time European operators "have a genuine option in buying equipment as between American and European product," a representative of the Marchant firm in Paris remarked.

New Games
Sophisticated new European equipment is not limited to phonographs but encompasses a number of original new games, which, like the phonographs,

are designed for European operating conditions.

"Peaceful co-existence" is the theme of the European trade as it gathers increasing strength for competition in world markets against U.S. product.

European manufacturers are proceeding on the theory that the world market is more than ample for both U.S. and European products and that European product should stress factors largely ignored in American equipment—economy of cost and operation and economy of space.

Europe's trade fairs, unrivaled anywhere else in the world, offer a matchless showcase for the coin machine manufacturers. The fair circuit opened with the hotel equipment exhibition in late autumn in Paris, which featured a special coin-operated equipment section. The Dutch held the Horecava fair in early January for the hotel, restaurant and cafe trades, and there followed the 19th annual Amusement Trades Exhibition (A.T.E.) in London January 28 to 30.

Other fairs this spring include those at Frankfurt, Milan, Paris and Zagreb.

Virtually every European manufacturer has new equipment, some of it spectacular, to exhibit. This is Europe's "year of the compact phonograph," and the proof is prodigal at the exhibitions.

Compact Machines
Attracting special attention is the new phonograph of Tonomat, the German subsidiary of Automatic Canteen Company. Called "Electronic," it features "blitz selection" by electronic means, substantially cutting the between-play time and increasing collections. Electronic is being paired off with the prestige AMI Tropicana.

Jupiter's two latest models, the 120-console and the 96-selection wall box, incorporate a number of prestige-box features, including independent speech coils for each channel, neon grill lighting and simplified servicing. Jupiter is manufactured by a Franco-Swiss company which claims "music as well as time is the art of the Swiss."

N.S.M.'s Serenade is being heavily promoted in the world market by the Bingen firm, which regards it as one of the most sophisticated of all the compact boxes.

German Wurlitzer
Wurlitzer's German subsidiary, Deutsche Wurlitzer GmbH, has face-lifted its Lyric compact, but Dr. Wilhelm Foelkel, general manager of the German subsidiary, says the emphasis is on reliability and economy of the mechanism.

Th. Bermann & Co. of Hamburg is offering its new model S 100 stereo in console and wall models, and new models with technical refinements have appeared from Marchant of France, Renotte of Belgium, and Osca of Holland.

Perhaps even more impressive is the number of new European games on exhibition. In general these follow original conceptions based on the European market. One of the most interesting is

Euromat, a wall pinball, designed for the handbox location. It has, in miniature, most of the features of the conventional pinball, with vast saving in space. Bergmann has added an electric shooting game, Safari Gun, to its Arizona target game, a runaway success. Safari Gun is said to be the smallest electrical mirror game made, another example of efforts by European manufacturers to tailor equipment to European locations.

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the first and only machine that "SEALS-IN-PLASTIC" photos, licenses, clippings, passes, cards, etc.

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TREMENDOUS ACCEPTANCE AND RESULTS in locations such as drug stores, bowling alleys, car washes, bus & train depots, colleges, theaters. PERMA-VEND DELIVERS PROFITS OF 400% TO OPERATORS AND THE SALES HAVE BEEN TERRIFIC. ACT NOW! GET THE FACTS! CALL OR WRITE.

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Wurlitzer Holds Service Schools

SYRACUSE — Hank Peteet, Wurlitzer factory field engineer, will conduct service schools for the three outlets of the Bilotta Distributing Company this week. Bilotta distributes Wurlitzer for all of New York State outside of the New York City area.

On Monday and Tuesday (17-18), Peteet will visit Albany and Bob Catlin, local manager, and conduct schools for the Hudson Valley operators.

The next two evenings are set for Syracuse, with Jack Shawcross, manager of the Syracuse branch, assisting Peteet with the sessions.

On Friday (21) the classes move to Newark, N. Y., where John Bilotta will play host to local operators.

Bilotta recently acquired the Gold Medal line of popcorn machines and utility venders. Representing him in New York City is Wiener Sales.

German Arcade Assn. Disbands

HAMBURG — The German Arcade Owners Association (Verband der Automatenbetriebe e.V.) has disbanded in order to allow its members to join the German Operators Association (ZOA).

The move unites all branches of the German coin machine industry in its fight for better conditions. All arcade owners not previously members are being invited to join the operators' group, and special arcade branches are being established.

Lars K. Skriver has retired from association work to devote his full time to his own company, Skriver Brothers (Gebrüder Skriver), Hamburg distributor, importer, exporter and arcade owner.

Chicago Coin Business on an Even Keel

Continued from page 50

his firm had finally been successful in establishing an adequate source of funds.

Kline predicted that 1964 would be the best year ever for pool tables. He described his own business as excellent. Operator collections he said were normal—about the same as last year.

Need for Leadership

Joe Robbins at Empire spoke of a need for new leadership. He said Music Operators of America was "tremendous," but that a lot more cooperation between all segments of the business was needed.

"If all operators were to join MOA, and all distributors join the National Coin Machine Distributors Association (NCMDA), and together with the manufacturers all would work together, what a tremendous amount could be accomplished."

Robbins spoke of the need for some new thinking in game equipment—better legislative representation—better State and

local organization—and more effective public relations.

Robbins said that Empire's business was "normal," though operator collections seemed to be off by as much as 10 to 15 per cent.

"Pool tables are the big staples in the Midwest," he said. "Shuffle alleys are doing well in urban areas. Music is also continuing to do well."

Among the best locations, Robbins cited bowling alleys as offering the best potential. "The younger element seems to have more money to spend," he said.

What about vending? Generally operators report cigaret sales off by as much as 10 to 16 per cent. However individual machines are often doing better. It seems that many people who used to buy cartons are now buying packs and the vending machines are profiting. Robbins noted however that sales of cigaret vending equipment was definitely off. "Many operators are reluctant to invest a lot of money in new equipment until the cigaret situation is more settled," he said.

Feinstein Satisfied

World Wide's Nate Feinstein said it was hard for him to make a comparison to last year since he's only owned World Wide less than a year, but he described business as "quite good."

He described his vending business as "also good" and said the Seeburg line was improved with the firm's acquisition of the Du Grenier line of mechanical candy, cigaret, cigar and merchandise machines.

Feinstein said a surprising number of juke box and game operators were turning to vending as a means of diversification. Most were operating cigaret and candy machines and a lot were putting merchandise vendors into such locations as laundromats and dry-cleaning villages.

Feinstein noted that the big laundry and dry-cleaning villages had opened a lot of locations in areas where previously urban renewal eliminated many of the best honky-tonk taverns and the like.

As an example, Feinstein cited a big Norge dry-cleaning village that opened recently on Rush Street (the city's swinging night club belt) where an operator (Garfield Music) installed

a plush Seeburg console and some vending equipment.

Feinstein said a similar installation was made at a dry-cleaning village on West Division Street.

Feinstein also mentioned bowling alleys as offering considerable potential. "They used to be a location for music only, now, they're 'total recreation centers,'" he said.

Bowling Lanes Big

"The operator who formerly handled the music, now finds it convenient to handle the entire ball of wax," Feinstein said. He pointed out that the big bowling alleys in the Chicago area handling music, games and a surprising amount of vending equipment.

Feinstein had more than a word of criticism for the operator who failed to operate his business in a clean, efficient, business-like manner.

"We had an installation where we helped an operator put in a new piece of equipment last week, and when we got there, we found our brand-new juke box with dirty, hand-written title strips. This is the sort of thing that hurts the entire business—not just the individual operator," Feinstein said.

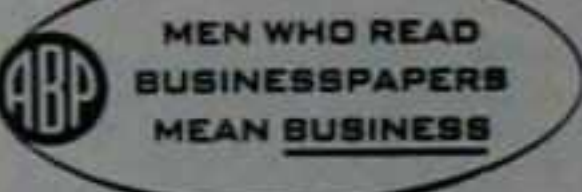
"We would rather an operator invest more in an individual location by upgrading his equipment, than spend his money in acquiring new spots," said Feinstein.

The World Wide executive said that the entire coin machine business had an excellent future but that operators had to realize this was a new era of operating.

Eddie Ginsburg of Atlas Music was likewise optimistic about the coin machine business future. He said his business was "excellent."

"Music is up—ditto for vending."

Ginsburg noted, that most of his vending business was with the traditional big vending firms rather than with the old-line juke box and game operators. The latter are, however, taking an increased interest in such things as candy and cigarets, he said.



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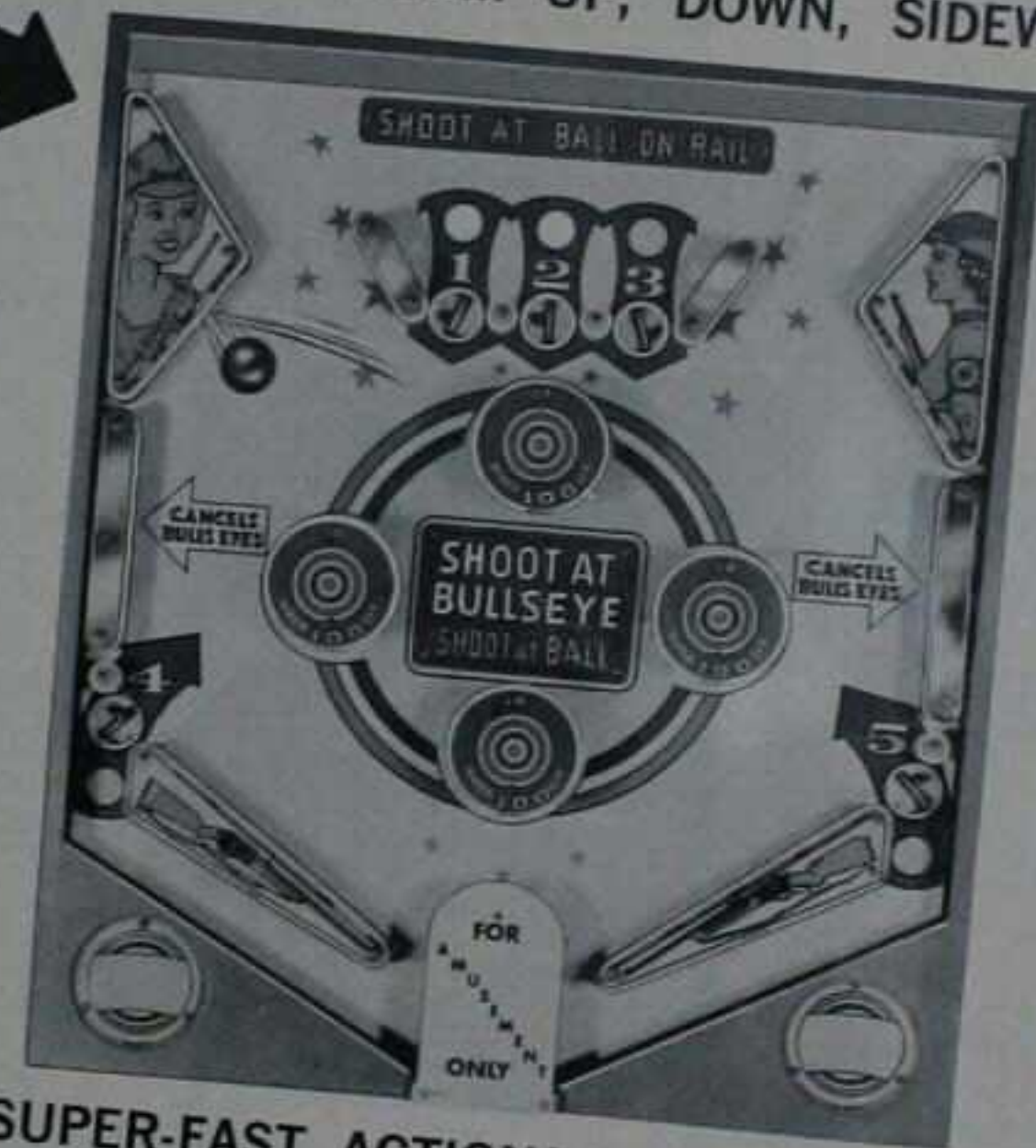
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**Morris Shuckman Honored
By Philly Coin Division**



MORRIS SHUCKMAN (left) hears David Rosen name him "Man of the Year" on behalf of the Coin Machine Division of the Philadelphia Allied Jewish Appeal. At right is Isadore Goldberg, president of Globe Consumer Discount Corporation, of which Shuckman is secretary.

PHILADELPHIA — Morris Shuckman, secretary of the Globe Consumer Discount Corporation, has been named "Man of the Year" by the Coin Machine Division of the Allied Jewish Appeal here.
David Rosen, president of David Rosen, Inc., Philadelphia Rowe AMI distributor, made the announcement at the Division's recent annual dinner attended by more than 1,000, including all industry leaders. The

honor to Shuckman recognizes his company's long service to the coin machine industry in the financing of local operators.

Joseph Silverman, executive secretary of the Amusement Machines Operators Association of Greater Philadelphia, is chairman of the Coin Machine Division's campaign.

Abelson Sets

• Continued from page 46
tors — those who have bought \$2,000 worth of Oak equipment between October 5, 1963, and April 15, 1964, are eligible — will fly from Miami on April 19, each being allowed to bring back \$166 worth of purchases.

Plans include a rum swizzle party Sunday afternoon on the Goombay Terrace with calypso music and dance prizes, dinner Sunday and Monday in the Lamplighter Room with two dance bands, a beach party Sunday evening, crab races on the beach Monday morning and afternoon tea in the lobby.

MOA Votes

• Continued from page 43
administrative levy gives them a total annual dues of \$50. Operators with 51 through 100 juke boxes pay total dues of \$75.
Those with more than 100 phonographs pay a total dues of \$100. Associate members (distributors and jobbers) pay \$100 per year legislative dues in addition to their administrative levy.

Lou Casola, president, said that "after a thorough study of the dues structure, the board decided that this was the fairest possible way to make the increase."

Locations Important

• Continued from page 46
thing of a local social center makes a fair example. Thorwald got a spot facing the front door for his machines, making sure they were the first thing an entering customer would see.
He then educated the store employees on the contents of the units and made sure his service was frequent and thorough. These methods brought him double the usual amount of 5-cent and 10-cent sales for a new location within a few days.

**Warrant Names Milwaukee
Ops on Conspiracy Counts**

MILWAUKEE—A five-count John Doe warrant charging conspiracy to set up pinball machines for gambling purposes has been issued here recently naming Joseph Beck, 57, and his brother Ervin, 38, president and secretary, respectively, of Mitchell Novelty Company.

Circuit Judge John L. Coffey, who has been conducting the 20-month-old John Doe inquiry into public corruption, vice and gambling, issued the warrant, each of whose charges carries, upon conviction, a maximum penalty of one year in prison and \$5,000 fine.

Count one charges the Becks and an employee with conspiring to set up gambling machines in various licensed taverns, conspiring with the tavern owners to repay them the money and the value of prizes awarded as pay-offs to players and with dividing the proceeds of the machines with the tavern operators.

The other four counts named

four additional Mitchell Novelty employees and four unidentified tavern operators on similar charges.

None of the men named in the warrant had any immediate comment, but Joseph Beck told a reporter several months ago that he expected to be named in a John Doe warrant and would plead no contest.

The complaint was signed by Le Roy L. Dalton, an assistant attorney general.

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Counter Game
1c, 5c or 10c
play. Size: 18" x
12" x 8". Weight,
25 lbs. Natural
wood cabinet. Pol-
ished chrome fit-
tings.
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SCOREBOARDS**
Coin operated for shuffleboards,
15, 21 and/or 50 points. (Versa-
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plete with coin box.
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48" Cues \$ 1.50 ea.
52" Cues \$1.75 ea.; 25 1.50 ea.
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Plastic Triangles, 3 1/4" 1.00
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WEEK OF FEB. 17 & 24 ONLY	Auto Test	\$395	Wattling Scales	\$110
AUTO PHOTO =9. \$ 795	Fire Engine	395	Rock-Ola Scales	65
AUTO PHOTO =11. 1395	Hot Rod	375	Pro Basketball	325
only two of each model—	Western Express	425	Pro Hockey	325
Act Fast.	Speed Boat	395	Quarterback	125
PRE-SEASON SPECIALS	Boat Ride	250	Road Racer	275
Basket Ball Champ	Big Bronco	295	Radiogram, ft. model	95
Chester-Pollard Football	Chuck Wagon	395	Space Age	195
Chester-Pollard Golf	Champion Horse	395	Sidewalk Engineer	110
Evans Bal-A-Score	Donald Duck	195	Set Shot Basketball	195
Hi-Ball, Goalee	Helicopter	595	Silver Gloves	125
Hi-Fly Baseball	Junior Jet	175	Trucky	75
Combination of any three	Choo-Choo Train	245	Ten Pins	125
for \$275.00	Meteor Car	195	All Star	125
JAGUAR & GIRAFFA	Motorcycle	325	Bonus Gun	195
CRANES	Miss America Boat	275	C. C. Ray Gun	275
For Export Only	Old Smokey	275	Carnival Gun	125
Write for Special Prices	Indian Scout	595	Big Top Gun	175
	Red Nose Reindeer	225	Harvard Metal Typer	175
	Sandy Horse	350	Standard Metal Typer	225
	Tusko Elephant	495	Kiddie Color	225
	Hole-in-One	550	Cartoons	225
	Pro-Golfer	595	Phil. Toboggans	350
	Hair Dryer & Chair	175	Ex-Ray Pokers	225
	Foot Vibrator	195	Mid. Shooting	175
	Lord's Prayer	175	Gallery	175
	Motorama	175	Mid. Bazooka	175
	Mid. Red Ball	125	Four Bagger	125
	Mills Scales	75	Fun Phone	145
			Bally Golf Champ	150
			Cross Country	225

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CONNIE AND FREDDY: Although they've both been active recording in Germany, Connie Francis and the German star Freddy met for the first time at Miss Francis' recent "Blue Winter" date in the U. S.



SOUTHERN HOSPITALITY: Young Hank Williams (second from right) gets a few friendly hints from veteran Southern music hands Huey Meauxx, Merle Kilgore and Eddie Kilroy (left to right around Hank Jr.).



LAUGHS ON TV: Jimmy Dean (right) breaks up singer Johnny Tillotson and songstress Jane Morgan during rehearsal of his ABC-TV show.



MORE PLAYBOY: Kai Winding seems perfectly happy surrounded by more and more Playboy bunnies. The artist's luck ran good with bunny pictures on his past Verve smash, "More." Hoping for the same effect with "More '2," Kai is pictured again with the lovelies.



TIME IS GOLDEN: Trini Lopez exhibits big grin and gold clock he received in Berlin for his 500,000 copy smash of "If I Had a Hammer" in Germany. Clock was given by time-conscious Ariola-Eurodiscz firm.



SCHEIN IN MANILA: Columbia Records executive Harvey Schein checks mail orders for Columbia product in the disk department of the U. S. firm's Philippine rep, Villar Records. At his right is Luis Villar, general manager of Mareco, Inc., parent company of the P.I. disk firm.



ELLA AND GOOD GUYS: Joe O'Brien, Harry Harrison and Jack Spector grin in WMCA good-guy fashion at Ella Fitzgerald when the songstress appeared at pool-side bash staged for Miss Fitz when she was starring at the Americana Hotel, New York City.



ROYALTY AND POLITICS: Duke Ellington is all smiles as he accepts Achievement Award from Mayor Robert F. Wagner. Award was made by the mayor on behalf of New York City Station WLIB at the 11th annual "Festival of Negro Performing Arts" at Carnegie Hall. Duke loves 'em all madly.