

# Billboard

The International Music-Record Newsweekly

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

## FCC Payola Probe Hoopla Is Poopla

By MILDRED HALL

WASHINGTON — Recent hoopla in the trade press about an alleged crackdown on payola by the Federal Communications Commission in the offing brought baffled and annoyed response from FCC staffers. "This thing has been blown up beyond all proportion. We have not even made a recommendation to the full commission that such an investigation be launched," said spokesman for the Complaints and Compliance Division which would normally instigate such a probe.

The story evolved out of a release of the record of a closed-door House Appropriations hearing on FCC funds held last February. Actually, neither the FCC Chairman E. William Henry nor any of his staff, nor the committee members made any reference at all to payola during the hearing. The FCC submitted no request for extra funds or man-

*(Continued on page 8)*

## LADIES WILL NOT BE SEATED

PHILADELPHIA—The gentlemen of Local 77, AFM, at the annual election meeting on Monday (25), were not very chivalrous. For the third time they refused a lady a seat—a seat on the local union's executive board. The union membership—for the most part male—once again in a count of ballots rejected the bid of Anita Romero, leader of a Latin-American band, for a seat on the Local 77 executive board. "She made a good showing for an independent," said a union official. Miss Romero was defeated for the same post in 1960 and 1962. The membership has never elected a woman to office.

Winners of the seven executive board seats were Walter Alexander, Edward Casey, Tony DeAngelo, Phil DeLuca, Nat Fine, Louis Ingber and Robert Peiffer.

Incumbent officers of Local 77 were unopposed in the bi-annual election.

## NARM Meets July 28-30

CHICAGO — The National Association of Record Merchandisers' midyear meeting, to be held at the Sheraton-Chicago Hotel here July 28-30, will feature person-to-person meetings between rack jobbers and record manufacturers.

Each NARM member and each associate member (record companies) will spend 20 minutes together. Only members and associate members may attend the sessions.

Albert A. Carretta, NARM  
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## Original Casters' Boom Spurs Disk Firms

By MIKE GROSS

NEW YORK — The record companies are getting an early start in wrapping up the original cast album rights to Broadway musicals for the 1964-1965 season beginning in September. This is a reflection of the strong sales tally chalked up by original Broadway cast albums in the past season. More original casters have been hitting the best selling charts this season than ever before and the record companies are out to get the upcoming musicals in their hop-pers as fast as they can.

Already set and announced are "Golden Boy" to Capitol and "Kelly" to Columbia. Now it's learned that RCA Victor has

come into next season's sweepstakes with "Fiddler on the Roof" and Capitol will have another entry with "Ben Franklin in Paris."

It's not yet been learned whether Victor has a financial investment in "Fiddler," but it's expected that Capitol will probably have a deal somewhat simi-

lar to "Golden Boy" on its takeover of "Ben Franklin in Paris." Capitol has a \$200,000 investment in "Golden Boy."

"Fiddler on the Roof," an adaptation of Sholem Aleichem's stories by Joseph Stein (book) and Jerry Bock and Sheldon Harnick (score), is scheduled to

*(Continued on page 8)*

## L. A. Discotheques Ruffle Feathers of AFM Local

LOS ANGELES—With two discotheques operating on the Sunset Strip and others considering a jump into the frenetic swirl of rock 'n' roll recorded music, Local 47 of the American Federation of Musicians has begun feeling the impact of disk night clubs.

John Tranchitella, 47's president, reports that representatives from Imperial Artists in New York have contacted him about allowing members to play in prospective discotheques in Los Angeles hotels similar to the ones operating in Chicago and New York where live musicians accompany recorded music.

### Bid Turned Down

"We turned their request down," Tranchitella explained, because it violated a Federation by-law forbidding members from playing in any establishment which uses any form of recorded

music for accompaniment or in conjunction with live performance, except by explicit Federation permission.

In a recent action in Chicago, AFM president Herman Kenin bounced ruffled Local 10 members back in line after they picketed the Ambassador West hotel in objection to a discothe-

que which opened with a trio hired to strum along with the disks. The Chicago musicians were objecting to the club because they claimed it downgraded their art.

Los Angeles' first two disk clubs, the Whiskey Go Go and Le Disc, employ both live musi-

*(Continued on page 6)*

## Personal Appearance Fees Hiked by BMI

NEW YORK—BMI licensees who book musical attractions for personal appearances have been notified of an increase in rates by the licensing agency. Effective July 1, the BMI repertoire will be available to such licensees at a rate of 1 per cent of

gross box-office receipts from admissions. The fee excludes all federal, State and local taxes as well as all bona fide ticket refunds.

The BMI move is regarded by tradesters as reflecting the increased value of the BMI catalog and BMI's intent to seek what it considers fair payment. The old rates were created in 1947, when the BMI music pool was much smaller than currently.

BMI President Bob Burton, speaking of the new rates, said: "The music of BMI writers and publishers is entitled to fees from all users in proportion to its value and use. The increasing importance and share of the market which our music continues to earn, both in public acceptance and use by musical attractions, demands this increase."

"The rate structure we are abandoning was based on a 1947 situation which has no relation to the present. As custodians of the performing rights of those writers and publishers whose music is being used so widely by musical attractions, we are asking for a realistic and economically just rate, one that is more in line with that paid by other music users."

## The Redcoats Are Coming

LONDON—Accompanied by Lionel Bart (who will now produce their flick to be made here next month), the Rolling Stones are due in the U. S. this week for a tour starting on the West Coast and culminating with a Carnegie Hall concert on June 20. And more British talent is on its way.

Freddie and the Dreamers are due to arrive next week for TV and radio dates. Peter and Gor-

*(Continued on page 10)*

## Norm Weiser Named Head Of Kapp Records Division

NEW YORK—Norm Weiser this week was named managing director of Four-Corners Records, a division of Kapp Records, Inc.

Michael Kapp, executive vice-president of the parent label, said that Four-Corners will operate autonomously, with Weiser as top man working directly with the Kapp management.

Marketing director of Four-Corners will be Moe Preskell, who moves over from his post as national promotion director for Kapp Records.

Four-Corners has been in existence for some time, but with no staff. It served as a vehicle for the release by Kapp of overseas material and artists.

### Pop Label

Under the new setup, Four-



NORM WEISER

Corners will be a pop label, with both singles and albums  
*(Continued on page 10)*

## LINKE NAMED BY MANAGERS

HOLLYWOOD—Dick Linke, personal manager for Andy Griffith and others, has been elected president of the Conference of Personal Managers, West. He replaces Glen Rose for the one-year term. Also elected were: Allan Bregman, first vice - president; Leonard Grant, second vice - president; Seymour Heller, secretary; and Arnold Mills, treasurer.

As previously, the conference this year will present awards to Walter Winchell, syndicated columnist, as "Man of the Year," and Andy Griffith as "Entertainer of the Year." The plaques will be awarded at the organization's annual dinner June 18 at the Beverly Hills Hotel.

What are the top SALES IMPACT STATIONS in Cincinnati?

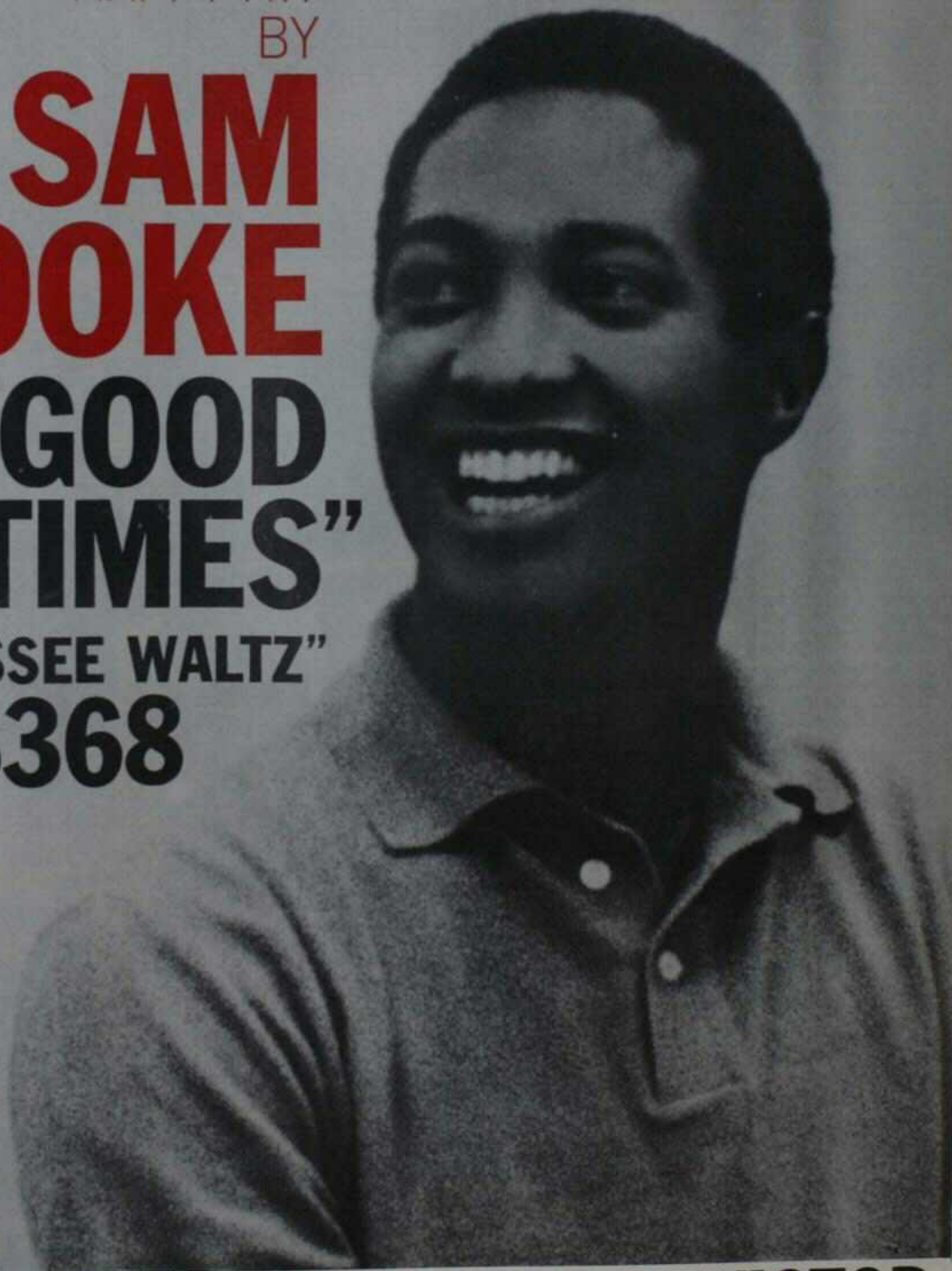
See Radio Response Chart in Radio-TV Section

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## High-Flying Music

The success of "Entertainment in the Sky" has been proved by TWA Airlines, which initiated "in-flight" movies in 1961.

Now, competing airlines, in an attempt to expand income from passenger revenues, are racing to install entertainment systems in their jets. Stereophonic music and closed-circuit TV are being studied and tested currently by a number of airlines, including American Airlines and Pan American. TWA, too, is examining new entertainment possibilities.

Billboard, since early in 1960, has been working for the record industry to showcase its product via a "Music in the Air" system. This would provide the record industry with a coast-to-coast, around-the-world listening post. Music programs, on a choice of two to four channels, would present to the listeners the best product of the record industry.

Billboard is certain that stereophonic music will get the nod, and that "Music in the Air" will become a reality. Billboard will continue its efforts to secure for the record industry this new market and point of exposure. Virtually every facet of the music-record industry will benefit, including manufacturers, publishers, writers, artists, the American Federation of Musicians and performing rights societies.

We urge all these groups to be aware of the potential of "Music in the Air" as it is now envisioned—the presentation of the best product of the record industry—and to lend their support to the campaign.

## German Diskery Is Caught With Its Pressings Up

BONN — The West German disk trade has grown tremendously since emerging from the rubble of the last war. Thus, nobody boggled strenuously when a leading German diskery, not long ago, announced that it has sold well over 300,000 pressings of a hot tune. Nobody, that is, except West Germany's vigilant ASCAP counterpart, GEMA.

Where, asked GEMA, were the royalties on the difference between the 150,000 pressings his firm had reported to GEMA and the over 300,000 it claimed to have moved?

### Admit White Lie

Controversy between GEMA and the diskery boiled hot and heavy until the diskery's executives finally admitted, sheepishly, that total sales, in fact, had to-

taled no more than the royalties paid.

One of the top executives of a major German diskery related, "It is usually pretty risky to take all of the figures at face value that one has thrown at him."

The company executives generally defend the German trade's figures, exuberant as they occasionally are. A record company executive insisted, "The figures may be padded somewhat at the beginning, but the end figures must be right; there's no getting away from correct totals at the end."

The diskery executive thus alluded to the watchdog role GEMA has assumed for the German disk industry. The record companies know that GEMA takes a jaundiced view of trade puffery, insisting that published sales figures jibe with performing rights royalties paid the copyright society.

It is this no-nonsense attitude as much as anything else which explains why the performing rights society headed by Dr. Erich Schulze has become a major—if not THE—force in the German record industry.

As chief of GEMA, Dr. Schulze is proud that he runs a taut ship, and he insists that the record industry do the same.

## Ronnie Goes Solo

NEW YORK — Ronnie Gilbert, formerly with the Weavers, will make her record debut as a solo singer via the Mercury Records album titled "Alone with Ronnie Gilbert." The LP was recorded in New York following her appearance at the Bitter End.



CBS RECORDS second annual international sales convention held in Torremolinos, Spain, on May 20-22, drew representatives from all parts of the world. Pictured here (l. to r.) are members of the Italian delegation: Dr. Guido Rignano, general manager, Dischi Ricordi; Harvey Schein, vice-president and general manager, CRI International; Antonio Lo Vecchio (newly acquired artist for CBS label in Italy); Peter de Rougemont, vice-president, European operations, CRI International; Lucio Salvini, promotion and publicity director, Dischi Ricordi; Paolo Ruggeri, co-ordinator, foreign and domestic repertoire, Dischi Ricordi.

# Denials Filed in L. A. Court On Huskey's Payola Charges

HOLLYWOOD—Al Huskey's charges of payola have been denied by four of the defendants in the West Coast action. The rebuttals, filed in Los Angeles Superior Court, were made by Liberty Records; Don Anti, KFWB record librarian; Peter Gram, Park Avenue Gaxex Records and Gram Brothers Automotive Repair Service, and Bill Mercer, KGFJ disk jockey.

The other parties named in the suit have until June 15 to

submit their pleadings to the court, which will hear arguments on June 22 as to who may take depositions first. A hearing scheduled for May 25 was postponed until the June date.

### Liberty Statement

Liberty Records, through its attorneys Sandler and Rosen, said it had "no information or belief on the subject to enable it to answer the allegations." Liberty denied "generally and specifically each and every mat-

ter, fact and statement and allegation set forth." The company further denied Huskey had been damaged to the extent of \$230,000, the amount asked.

The label denied ever having employed "any surreptitious or devious means in the promotion or exploitation or broadcast of records."

According to its sworn answer, the label added it had no information or belief that Huskey commenced an investigation into the alleged payola activities and reported any uncovered facts to the appropriate governmental authorities.

### Anti Statement

Anti, through attorney E. Gregory Hookstratten, said "he had no information or belief to enable him to answer the allegations." He further denied that "Huskey had been damaged in the amount charged as a result of any act of omission or commission of any kind by himself."

Peter Gram, through attorney Walter Anderson, denied "generally and specifically all allegations, "based on claiming to have "no information or belief on the subject sufficient to enable him to answer the allegations." Gram further denied that Huskey had suffered damages in the amount asked and that the "complaint fails to state facts sufficient to constitute a cause of action or explain what acts were performed by the individuals named in the suit."

Bill Mercer, through attorneys Magana, Olney, Cathcart and Gelfand, denied all allegations based on "no information or belief on the subject which would enable him sufficiently to answer the charges." Like the others, he also denied that Huskey had incurred damages totaling \$230,000.

## ZINGY, ZANY, ZESTFUL

# 'Fade Out-Fade In' Scores Well With Score and Carol

Broadway has another musical hit in "Fade Out-Fade In" and ABC-Paramount should reap the rewards of the recording rub-off with the original cast album of the show which it put into the grooves Sunday (31). The big marquee lure at both the box office and record retailer levels is Carol Burnett but the show has quite a number of other things going for it, too. (A roundup of the New York critics' comment is on page 12.)

The book, fashioned by Betty Comden and Adolph Green, is a lightweight lampoon of Hollywood's heydays in the 1930's but Miss Burnett, with smash assists from Jack Cassidy and Lou Jacobi, bring such a zanny and zestful approach to the material, and George Abbott has directed with such a zingy pace, that the cliches become uncluttered and it emerges as an enjoyable romp.

### Brisk, Bright Score

Composer Jule Styne, who has already clicked this season (in collaboration with Bob Merrill) with "Funny Girl," has devised a score (with lyrics by Miss Comden and Green) that's brisk and bright and which fits neatly into the libretto and gives it all a happy lift. This, however, means that there's an overload of special material and comedy numbers that work well within the framework of the book but have doubtful possibilities as single entries in the record market. There are some chances, though, for the title song, "Fade Out-Fade-In," a snappy romantic ballad, to build on the disk jockey and juke box circuits.

Others such as "You Mustn't Be Discouraged," which Miss Burnett does with Tiger Haynes, her "The Usher From the Mezzanine" and Cassidy's "My Fortune Is My Face" are among the click song segments that will sustain impact in the original cast album concept, but offer little opportunity for other disk versions. Another plus for the show and the album is the singing of Miss Burnett and Cassidy. Both have the lung power that gets the most out of the melody and the lyric which makes them a joy to hear.

The musical marks the second of the season that ABC-Paramount has gotten through its parent company's (American Broadcasting - Paramount Theaters) tie with On-Stage Productions (the Jule Styne-Lester Osterman producing firm). The other show is "High Spirits," the Beatrice Lillie-Tammy Grimes-Edward Woodward starrer. ABPT has a \$300,000 investment in the \$400,000 venture and it

looks like a payoff for all concerned. MIKE GROSS



CAROL BURNETT plays a star-struck chorine in the new Broadway musical "Fade Out-Fade In." The original cast album will be on the ABC-Paramount label.

## EDITORIAL

# Time for Maturity

The record community—the world of manufacturers, distributors, promotion men—has contributed a great deal to the radio community. For the last decade it has provided radio with its chief source of programming—and at virtually no cost. When TV became the prime broadcasting medium and radio stations could no longer afford to employ house bands, records filled the gap—providing name talent and musical excitement and initiating a whole new era of radio prosperity.

Today, another segment of the record community is providing something of value to radio.

We refer to the record promotion men who, through the medium of Billboard's Radio Response Rating, make possible the measurements of a station's impact in its market. The Radio Response Rating has become a sales tool which helps radio sell itself to ad agencies, time buyers, sponsors—all of whom have flooded Billboard with mail anent the Radio Response Rating feature. They value the service—which again is provided gratis to the radio and advertising community.

In truth, radio has benefited from its association with the record industry. It owes much to the record community, just as the latter is in debt to radio for having provided a choice medium of exposure.

The time has come, therefore, for the development of a more mature relationship between these two segments of the show business—and the burden of implementing this falls squarely upon the broadcasters. Unlike record men, who have accorded radio due respect, radio has been lax in its attitude toward the record industry—and particularly toward promotion men. As one promotion man stated: "We do not demand appreciation; but we do feel radio in general lacks a sense of responsibility; that it could better serve its own programming needs by adopting a more mature point of view with regard to the record industry in general, and the record promotion man in particular."

### We agree.

It is therefore proper for broadcasters to develop a closer liaison with an industry upon which they are so dependent. The need for this is further pinpointed by the fact that the marketing of records is in a period of flux. Manufacturers are depending upon non-radio exposure for the promotion of much of their product. Both records and radio will suffer if such a trend continues.

Let the promotion man come in the front door.

# FTC Rules in Final Stage

WASHINGTON—It is possible that the ARMADA convention may coincide with the Federal Trade Commission's approval of the proposed record industry rules of fair practice. It would be a fitting coincidence since the Association of Record Merchants and Distributors can take a good share of the credit for the industry guidelines.

FTC attorney John Benton has about concluded his part of the job, writing final draft of the rules which combine industry suggestions, FTC staff suggestions and some made during the oral hearing held in Washington in March. It now remains for the full commission to consider the rules and declare them in effect. This might well be done by the final week of June, barring unforeseen developments.

Attorney Benton says the final rules will not touch on anything that was not discussed during the hearing in March, and there are no drastic changes from the rules as originally drawn up. Corrections have been largely a matter of rewording, and result from discussions during the hearings, Benton said.

The industry members who sign up as adherents to the guidelines pledge themselves to fair practices spelled out in the rules. Since the record industry rules merely clarify existing

laws, non-signers will be equally liable for any violation, and certainly more suspect. The industry's "Ten Commandments," as they were termed by ARMADA counsel and former FTC Chairman Earl Kintner, forbid discrimination by manufacturers via free records, special discounts, promotional allowances, rebates, "secret deals" or any other form of favoritism.

Allowable differentials for functional discounts and other special situations spelled out by law are not affected. Among other predatory practices forbidden are restraints of competition, exclusive deals, tie-in sales, price fixing, push money, price slashing to drive out competition, false claims on labels all now clearly spelled out in the industry rules.

# Show Caters to Vets, GI's

NEW YORK — If a man walked into the offices of a new record company and told the promotion director that he could get exposure for one of their artists on 4,800 radio stations, the promotion man might look a little skeptical. However, there is such a man doing this, who does have a show heard weekly on that many stations and who has been offering such a promotion opportunity since 1946.

His name is L. C. (Les) Fitzgerald, of the Veterans Administration Public Relations department. From his home base in Los Angeles he has been producing a weekly show, "Here's to Veterans," for the past 17 years. It's a public service show that runs 15 minutes and features top record talent.

Most shows are recorded in Los Angeles, but Fitzgerald comes to New York once a year to tape interviews with artists whose schedules do not permit sessions in California. First artist to be interviewed was Kay Kyser; most recent: Mitch Miller. In one week utilizing the Capitol studios here, he taped interviews with Robert Maxwell, the Tarriers, Al Caiola, Peter Duchin, Billy Taylor, Lou Monte, Mark Fredericks, Richard Maltby, Lee Evans, Morgana King, Kai Winding, Cozy Cole, Sal Salvador, Big Tiny Little, Henry Jerome, Warren Covington, Burl Ives, Bill Snyder, Jerry Vale, Rip Taylor, Jerry Keller, Si Oliver, Homer Deni-

son, Ted Auletta, Mabel Mercer and Mitch Miller.

## Heard Weekly

In addition to the weekly 15-minute show, Fitzgerald also produces a five-minute show called "Sound Track Five," which also includes interviews and is aired on 1,200 stations. "Here's to Veterans," is heard weekly on 3,300 U. S. stations and on Armed Forces Network stations abroad. Stations play the programs as a public service and the shows have been termed in the Congressional Record as the "single most valuable public

# 2 Newsmen For Billboard

MILAN—Billboard last week added two correspondents to its worldwide corps of newsgatherers. Pietro A. Malaspina was appointed as correspondent in Milan, thus expanding Billboard's coverage of the burgeoning Italian music industry. He will operate in addition to Sam'l Steinman, veteran Billboard Rome correspondent.

In Stockholm, Lief Mattesson was appointed to cover Sweden. Several weeks earlier, Erik Haaest was appointed to cover Denmark, from Copenhagen. The appointments were made during the current swing through Europe by Billboard's European director, Andre de Vekey, and Lee Zhitto, editor-in-chief.

Malaspina is a Milan native who previously had served as publicity director for Voce del Padrone, the EMI His Master's Voice label in Italy. Mattesson is a veteran Swedish newsmen specializing in music and show-business coverage. Haaest is currently on the staff of one of Copenhagen's leading daily newspapers covering the show-business scene.

# Hillman Goes To Regina

NEW YORK—Mort Hillman has moved into the Regina Records setup as national sales and promotion chief. The appointment of Hillman is part of Regina President Jack La Forge's buildup program for the label that also includes moving into larger quarters and a strengthening of Regina's distribution setup.

Hillman comes to Regina from Jerry Blaine's Cosnat Corporation, where for the past several years he has held such spots as national sales and national promotion director and has had responsibility for rack jobbers for both Cosnat Distributing and Jubilee Records.

# GR, Capitol Agree on Ban

HOLLYWOOD — Greatest Recordings, a Brooklyn firm, and Capitol Records agreed upon a stipulation requiring the East Coast firm to halt manufacture and sale of its LP "The Original Greatest Hits."

Nathan and Arthur Shechtman, named in the suit with GR, are charged with allegedly using counterfeited Capitol Beatles disks for the LP.

information vehicle." The five-minute show is fed to the Mutual Network weekly and both shows carry announcements of interest to 22,000,000 veterans and servicemen.

The success of the shows, Fitzgerald said, is due to the "wonderful co-operation of record companies and their artists and the recording facilities made available to us which enable us to produce shows that enjoy such sincere reception and broadcast from practically every radio station." Although it is a one-man operation, Fitzgerald works under the direction of Frank Hood and John Radovich, director and assistant director, respectively, of the Radio TV Information Division of the Veterans Administration in Washington.

# King-Kent Pact Illegal—Newton

NEW YORK — B. B. King's exclusive recording contract with ABC-Paramount doesn't run out until 1965, according to Larry Newton, ABC vice-president.

Newton charged that the contract recently signed by King and Kent Records is illegal and invalid.

Saul Bihari, Kent president, said the West Coast label will take legal action to insure that King is able to start his new affiliation.

# Two Leave Pye Records

LONDON — International manager Ian Rolfini and a&r manager Ray Horricks have both left Pye.

Rolfini has become Anthony Newley's business manager.

Horricks is returning to Decca where he will be part of Dick Rowe's recording team. His place at Pye is being taken by John Schroeder, who has exited Oriole where he was a&r chief.

# AGENCY MEN CALL IT SPLITS

LONDON — Vic Lewis and Alan Blackburn—who, as the Blackburn-Lewis Agency represented GAC in Britain—have split their partnership. After a series of meetings with GAC executives in London, it was announced that Lewis will continue agency and booking commitments in Europe.

# HOOTENANNY HOME SELLER

MANCHESTER, N. H.—The Hootenanny shows are being used to sell mobile homes in this area.

Raiche Mobile Homes, Inc., under Hooksett road management, presented a free show by Hank Decato and the Rambling Ranch Gang on May 22 and will continue to feature the group every Friday night during the summer.

A similar Hooksett establishment, Goodnight Mobile Homes, announced country music programs will be presented by Clyde Joy and the Country Folks, featured at WMUR-TV here, and at Lone Star Ranch in Reeds Ferry.

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# Change Made At Columbia

HOLLYWOOD — New personnel additions to Columbia's Los Angeles operation involve Rudy Butterfield, named promotion man for the label's Los Angeles distributorship, and Bernard Silverman, named account executive with the Special Products division.

Silverman is a former independent disk production executive and replaces Don Shauer. Butterfield was formerly with H. R. Basford, San Francisco, and replaces Tom Virzi.



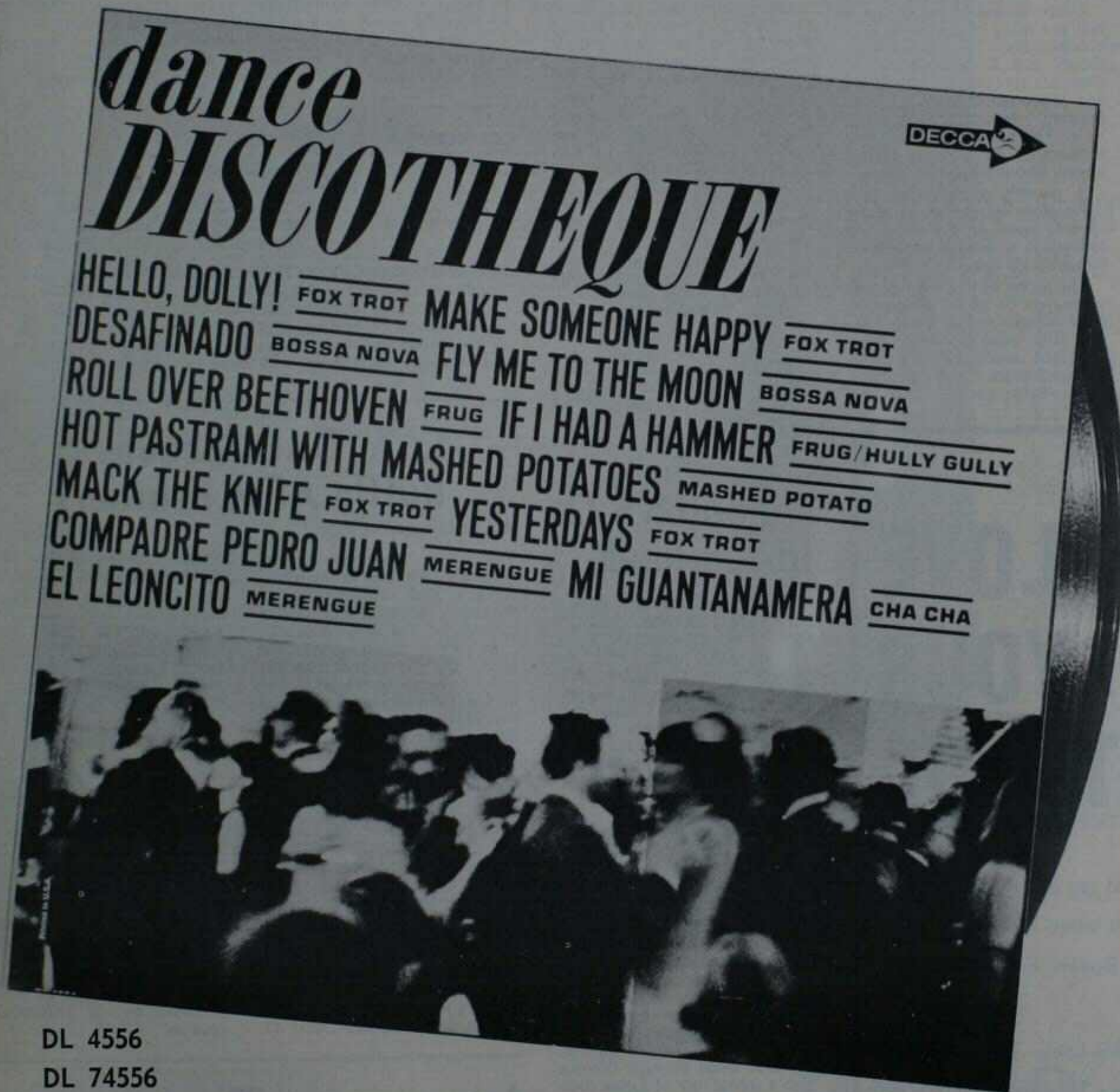
AFTER A MEETING with the representatives in Europe of Vogue Records, the Searchers (Chris Curtis, Mike Pender, John McNally and Tony Jackson) hosted a party for visiting American singing star Dionne Warwick. (L. to R.): Lawrence Yaskiel, international manager of Deutsche-Vogue in Germany, Tony Jackson; M. Leon Cabat, president of Vogue; Louis Benjamin, managing director of Pye Records; Dionne Warwick; Joe Zerga, American representative of Vogue and international representative of Scepter Records; Chris Curtis; Mike Pender and Peter Knight Jr., assistant international manager of Pye Records. In the forefront is John McNally. The reception was held recently at A.T.V. House, Great Cumberland Place, London W.1. The meeting was with the executives of Vogue Records and Pye Records.

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## SIGN UP LOCAL RACKS

# Discounters Unravel Complex Disk Mart

SANTURCE, Puerto Rico — Proving that Puerto Rico is a complex record market is the experience of two big Stateside-based discounters each operating three stores in Puerto Rico.

Initially these two outfits employed young, inexperienced record buyers for their departments. This resulted in poor sales and huge stocks of dead

inventory. Their second step was to use the services of Stateside rack jobbers. This move, due in great part to the caliber of the men that the rackers sent here and who antagonized the local wholesalers and suppliers, ended in another failure.

As a last resort, both these discounters engaged the services of local rack operators that know their records and the taste of the Puerto Rican public. Bargaintown has signed the local firm of J. Martinez Vela, Inc., to operate their three record departments and Barkers has done likewise with Southern Records of Ernesto Herger to run the record counters of their huge stores in Caparra, Caguas and Ponce. All these outlets are located in shopping centers.

Other Stateside-based stores that are using local rackers are: Woolworth's, Franklin's, Walgreens and Kresge's. Most of these are serviced by locals: Allied Wholesale Company, Casa Frago, Inc. and Martinez Vela. The highly successful supermarkets, Pueblo and Grand Union, also use local rackers.

A recently opened Gem discount store (several new outlets opening soon) gave their record concession to Island Records of Bernardo Herger.

The moral of this story is that unless you tie up with men that know records and the local taste, you will wind up with huge stocks of useless LP's that will not move even if you slash them at way-below-cost.

## STAMP HONORS MUSIC OF U.S.

WASHINGTON — A 5-cent postage stamp honoring American music will soon be released. The stamp design was shown last week by Postmaster General John A. Gronouski to ASCAP representatives. The stamp shows wind and string instruments which were in vogue when the U. S. became a nation. ASCAP members at the unveiling ceremony were president Stanley Adams, Jimmy McHugh, Richard Adler, Harold Arlen, Paul Creston, Ned Washington, Jack Yellen and Wolfe L. Gilbert.

## WNEW Gala On June 10

NEW YORK—Many top recording artists will perform at the WNEW "World of Music" Fair, slated for New York's Madison Square Garden, Wednesday evening, June 10. The four-hour show is being presented by the Metromedia station on behalf of the Greater New York Fund and its 425 health and welfare agencies.

Steve Lawrence and Eydie Gorme, Sarah Vaughan, Jack Jones, Jerry Vale, Buddy Greco, the Smothers Brothers, the Serendipity Singers, Joe Harnell, the Epics are among the stars to perform in the giant gala.

Skitch Henderson is musical director. He will conduct the WNEW orchestra.

WNEW air personalities Fred Robbins, Kyle Rote, Marty O'Hara, Bob Landers, Ted Brown, William B. Williams and Klavan and Finch will emcee.

## Hampton B.O. In Carloads

NEW YORK—Lional Hampton helped boost the box-office receipts at the World's Fair's Custom Car Cavalcade in the Transportation & Travel Pavilion during his special engagement there May 23. Hampton and his all-star jazz combo pulled in 8,000 visitors at a fee of \$1 for adults and 50 cents for children. Receipts at the pavilion for the previous week had been around \$3,800, with about half as many in attendance. "Cavalcade" promoter Bob George wants Hampton back as often as possible and will add "live" shows to his auto exhibit every weekend.

Meantime, Hampton is off to Harvey's Wagon Wheel in Lake Tahoe (two weeks starting June 10); then to the Antibes Jazz Festival in France (July 23 for 10 days); New York's Metropole (Aug. 10) and the one-nighters and club dates through October with a repeat tour of Japan coming up in November.

## Jamieson to Talk

NEW YORK — Fraser C. Jamieson, managing director of London Records of Canada, will address the International Record and Music Men's Club on "The State of the Record Business in Canada" at the organization's regular meeting on June 9 at the Hotel Taft here. Jamieson is a leading figure in the Canadian disk industry and has held his present position since the inception of London of Canada in 1948.

## LATE SINGLE SPOTLIGHTS

### ACROSS-THE-BOARDS

**DAVE CLARK FIVE—CAN'T YOU SEE THAT SHE'S MINE** (Beechwood, BMI) (2:21)—A great swinging side emphasizing the Beatles' sound and beat. Great for dancing, great for listening, great potential! Flip: "No Time to Lose" (Campbell-Connelly, ASCAP) (2:00). Epic 9602

**LOUIS ARMSTRONG—I STILL GET JEALOUS** (Morris, ASCAP) (2:10)—Satchmo has another entry in the "Hello Dolly" vein. His gravel-voiced, up-tempo delivery also includes long licks on the horn to a rousing Dixie beat. Flip: "Someday" (International, ASCAP) (3:37). Kapp 597

**HERB ALPERT'S TIJUANA BRASS—THE MEXICAN SHUFFLE** (Almo, ASCAP) (2:03)—Great "going-out" music for programming. Snappy and bright Tex-Mex instrumental, interestingly arranged and performed. Flip: "Numero Cinco" (Irving, BMI) (2:19). A & M 742

### HOT POP

**DIANE RENAY — GROWIN' UP TOO FAST** (Saturday-Valbo, ASCAP) (2:19) — **WAITIN' FOR JOEY** (Saturday, ASCAP) (2:24)—Strong follow-up to "Navy Blue." Teen-age directed ballad receives multi-tracked vocal performance from thrush. Youthful sound and great dance beat. Flip is a side to watch, too. Diane does a bang-up performance to a calypso beat with a great arrangement in support. Both sides could make chart in quick order. 20th Century-Fox 514

### COUNTRY MUSIC

**LEFTY FRIZZELL—THE NESTER** (Tree, BMI) (3:07)—Saga of the nester and his fight against the cattlemen. Frizzell, who is still riding high with "Saginaw Michigan," should crack the chart with this one. Flip: "The Rider" (Cedarwood, BMI) (3:10). Columbia 43051

**BILL ANDERSON—CINCINNATI, OHIO** (Moss Rose, BMI) (2:08) **ME** (Acclaim-Samos Island, BMI) (2:12)—First side is infectious tune featuring Anderson and echoing chorus on tune somewhat reminiscent of "Davey Crockett." Flip side is the unusual one, with Anderson doing the talking in dulcet-loving prose. Chorus punctuates his delivery with choir-like answers. Heavenly. Decca 31630

## L. A. Discotheques Ruffle AFM Feathers

• Continued from page 1

cians and recorded sounds, switching from one to the other. P.J.'s, a club which caters to the young theatrical set, has also entered the disk dance business.

In some discotheques the music runs the gamut from the rocking sounds to "Hello Dolly" by Louis Armstrong. Locally the live entertainment has featured unknown rock 'n' roll groups, blasting away with rhythms conducive for any of the popular teen-oriented dances.

### DJs, Club Split

Le Disc, formerly the famous Ciro's, which has been closed for some time, recently ran into trouble with its disk spinners, all from good music station KLAC. After several weeks the KLAC DJ's and the club parted company because of the rock records played which the DJ's felt did not correspond with their station's image.

In a recent action, Local 47

killed an attempt to have members strumming along with disks at a Los Angeles club. When a club allows musicians to play 45 minutes and then offers 15 minutes of recorded music, the union has no objection. Tranchitella emphasized. But when the musicians are called upon to play along with disks, that's taboo, the local president said.

While there are approximately 700 night spots which use live musicians anywhere from two to six nights a week, only 19 per cent of the union's 15,000 membership is employed in its craft, Tranchitella revealed. Eighty-five per cent of the Las Vegas union's membership is gainfully employed in music, Tranchitella offered in comparison. While discotheque continue to grow, employment opportunities for 47 members is nowhere as good as is could be, in Tranchitella's opinion.

## Jazzmen to Tour Japan

TOKYO — The First World Jazz Festival will be held in Tokyo, Osaka and Nagoya beginning in each city on July 10, sponsored by the Japan Booking Corporation.

About 80 American musicians will be included in programs, which will move from city to city as self-contained units, concluding with additional alternating concerts in Kyoto and Sapporo.

Unit A will consist of the Miles Davis Quintet, J. J. Johnson's All-Stars and Carmen McRae. Unit B: the Gene Krupa

All-Stars, the Dukes of Dixie, Red Nichols and His Five Pennies, Dakota Staton and Edmond Hall. Unit C: the Tommy Dorsey Orchestra with Frank Sinatra Jr., the Pied Pipers, Jane Thomas, Charlie Shavers and Louis Bellson.

Each unit will have its share of Japanese jazz talent, bringing the total number of artists to over 100. At the conclusion of the festival, the Tommy Dorsey orchestra and the Gene Krupa All-Stars will remain in Japan for a two-week concert tour.



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# Original Casters' Boom Probe Goes Poopla

• *Continued from page 1*

be the first musical of the fall season. It's being produced by Harold Prince and Fred Coe with Jerome Robbins as director and Zero Mostel as star. Tommy Valando is publishing the score.

## "Golden Boy"

Next up on the Broadway calendar is "Golden Boy," a musicalization of Clifford Odet's play with a score by Charles Strouse and Lee Adams. Hillard Elkins is producing, Peter Coe is directing. Sammy Davis will star. E. H. Morris has the score.

"Ben Franklin in Paris," starring Robert Preston, is now scheduled for an October opening on Broadway. Sidney Michals did the book and lyrics. Mark Sandrich wrote the music. The producers are George W. George and Frank Grant. E. H. Morris is also publishing this one.

"Kelly," an original with book and lyrics by Eddie Lawrence and music by Moose Charlap, has not yet scheduled its Broadway premiere. The musical will be produced by Joseph E. Levine, David Susskind and Daniel Melnick. It's been reported that Columbia has about \$50,000 in

the financing. Score will be by Chappell through Charlap's own firm.

## Originals Spotlighted

The activity on this season's original cast sets is spotlighted in this week's Billboard charts with two shows taking over the No. 1 and 2 spots. RCA Victor's "Hello Dolly!" is the leader and Capitol's "Funny Girl" is running second. Also on the chart is Columbia's "What Makes Sammy Run" and "High Spirits," a newcomer from ABC-Paramount, is beginning to move up. ABC-Paramount also looks likely to have an important late entry in "Fade Out-Fade In," the Carol Burnett starrer which opened Tuesday (26) and already shapes up as a box-office hit.

Another unusual aspect of the showtune genre this past season was the emergence of several songs in the singles market. Louis Armstrong's version of "Hello, Dolly," on the Kapp label knocked the Beatles out of the No. 1 spot and the new Armstrong album, also on Kapp, which uses "Hello, Dolly!" as the title lure is No. 3 on this week's Billboard chart.

Also of Broadway origination is Barbra Streisand's "People" on the Columbia label. The tune, by Jule Styne and Bob Merrill, is from "Funny Girl" and is currently No. 12. Nat King Cole's version of the same song on the Capitol label is also getting a lot of disk jockey action.

Columbia also picked up lots of play with Steve Lawrence's "Room Without Windows" and Eydie Gorme's "My Own Hometown." Both are from Ervin Drake's score for "What Makes Sammy Run."

## Faith in Whistle

Another unusual aspect of the past season's disk action on Broadway is Columbia's faith in the Stephen Sondheim musical, "Anyone Can Whistle." The record company cut the album after the show folded on Broadway, figuring it will have long-range run a la another Broadway flop, Leonard Bernstein's "Candide." On the other hand, RCA Victor didn't bother to record the Johnny Mercer-Robert Emmet Dolan musical "Foxy," another Broadway flop. The irony of it is that Bert Lahr received a Tony award for his performance.

• *Continued from page 1*

power for a probe. The committee report made no mention of payola.

## How It Started

What did happen was that back in the late summer of 1963 FCC submitted its regular and detailed request for funds for the next fiscal year to the Budget Bureau. It was mentioned in passing that payola was still believed to be widespread, possibly on the increase, and that an investigation at some time might be desirable. Even at that time, FCC staffers point out, this was merely a possibility, and one of a number of general aspects FCC keeps in mind for industry-wide rather than case-by-case approach. No extra funds for a probe was requested at that time.

This paragraph found its way into the released record of the appropriation hearings and sparked rumors of a big payola push by FCC.

This is not to say that the FCC will never under any circumstances look into payola on an across-the-board basis. But considering all factors, it does

not seem that any plans are even in the thinking-about-it stage.

Commission staffers point out that there is a fairly regular number of complaints on payola that could indicate possible increase. But not a single individual complaint so far has checked out into a case for prosecution under the 1960 anti-payola law.

The law is at once a deterrent to payola, and unfortunately also a deterrent to getting evidence of payola. The practice now calls for criminal prosecution by Justice Department, which means the FCC must come up with the kind of evidence that can stand court trial by jury. They seldom get it. Since the case must eventually end in a jury trial and fines or jail sentences for the accused, "it is hard to get anyone involved to give evidence."

Most of the payola complaint coming to the FCC is just "suspicion." Staffers say they get wholesale accusations that "all the deejays" in a certain area are playing only the big labels. Complaints often come from disgruntled songwriters and record salesmen who feel they are not getting fair exposure on the air.

FCC has found that licensees themselves are rarely involved in payola complaints investigated—accusations are generally lodged against deejays, record librarians, other record companies, etc.

## Fred Fox on Europe Tour

NEW YORK — Fred Fox, vice-president of Sam Fox Publishing Company is on a six-week business tour through Europe. His first stop is in London where he'll confer with Fox affiliates, as well as other business associates. Plans for an increase in background music recording sessions for the worldwide Sam Fox Background Music Library will be discussed at the meetings.

Sam Fox, president of the publishing firm, and his wife, Clara, will also visit London on an extended visit. The couple will fly directly to England from Miami, where they live, on June 11.

## Goldblatt on Csida Team

NEW YORK—Burt G. Goldblatt has joined Joe Csida's Recording Industries Corporation (RIC Records) as art director. In addition to his work for RIC, Goldblatt is currently working on three photo-text books: A history of country music for which the text is being done by Robert Shelton of The New York Times, a pictorial history of the Carnegie Hall, and a new children's book.

In the record field for the past 10 years, Goldblatt has designed over 3,500 popular, jazz and classical album covers.

## BMI Conference For Composers

NEW YORK—Broadcast Music Inc. (BMI) will again serve as a sponsor of the Bennington Composers' Conference, to be held at Bennington College, Vt., Aug. 16-30. Ulysses Kay will serve on the conference staff as visiting composer under BMI auspices. BMI-affiliated composers Chou Wen-chung and Charles Wuorinen are also members of the composers staff.

BILLBOARD, June 6, 1964

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## BREAKOUT SINGLES

### ★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

### ★ REGIONAL BREAKOUTS

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

**DANG ME . . .**  
Roger Miller, Smash 1881 (Tree, BMI) (Seattle, Houston)

**BARRY'S BOYS . . .**  
Chad Mitchell Trio, Mercury 72257 (Wood, ASCAP) (Philadelphia)

**TENNESSEE WALTZ . . .**  
Sam Cooke, RCA Victor 8368 (Acuff-Rose, BMI) (New York)

**THE GIRL'S ALRIGHT WITH ME . . .**  
Temptations, Gordy 7032 (Jobete, BMI) (Baltimore, Washington)

**SIE LIEBT DICH (She Loves You) . . .**  
The Beatles, Swan 4182 (Gil, BMI) (Philadelphia)

**MIXED-UP, SHOOK-UP, GIRL . . .**  
Patty & the Emblems, Herald 590 (Ben-Lee, BMI) (Washington)

**I DON'T WANT TO HEAR ANYMORE . . .**  
Jerry Butler, Vee Jay 598 (Metric, BMI) (Baltimore)

**GYPSY WOMAN TOLD ME . . .**  
Eddie Powers, Sims 167 (English, BMI) (New Orleans)

**YOU TAKE ONE STEP (I'll Take Two) . . .**  
Joe Henderson, Todd 1096 (Cramart, BMI) (Philadelphia)

**RUN LITTLE GIRL . . .**  
Donnie Elbert, Gateway 731 (Celestine, BMI) (Washington)

**I NEED SOMEBODY . . .**  
Emanuel Lasky, NPC 303 (Grooves Ville-Thelma, BMI) (Detroit)

**GOTTA GET AWAY . . .**  
Billy Butler & the Enchanters, Okeh 7192 (Jalynne-Curtom, BMI) (Washington)

## Weiser to Head Four-Corners

Continued from page 1

planned in r&b, country and pop material. The move represents a major expansion effort by Kapp.

Weiser, a record company veteran, last week resigned from 20th Century - Fox Records where he had been vice-president in charge of operations for more than a year.

Before that, he had held a similar post with United Artists for nearly three years.

### Old News Hand

A veteran journalist, Weiser had been an editor of Billboard for six years, publisher of Downbeat for five years, authored a nationally syndicated music column which appeared in more than 400 newspapers and con-

ducted a syndicated radio show.

He has also written four books about the entertainment field and has published more than 25 songs.

Preskel had held executive posts with Leeds Music, operated his own advertising agency and was associated with the Bob Merrill publishing firm. He activated the Walt Disney and Wonderland publishing companies and had been national sales and promotion director for Disneyland Records. He joined Kapp as national promotion director several years ago.

Kapp also announced the appointment of Mike Berniker as a&r director. Berniker had held a similar post with Columbia Records for four years and recently received the Grammy Award as Producer of the Album of the Year, "The Barbra Streisand Album."

## NARM Meets

Continued from page 1

legal counsel, will brief the regular members on the progress of the phonograph record industry's trade practice rules which are under consideration by the Federal Trade Commission. He will talk at a closed business session July 28.

Registration forms will be sent to all regular and associate members this month. All hotel arrangements will be made directly through the NARM office in Philadelphia.

## Beatles' Single Is Released by Atco

NEW YORK—Atco Records has released a single by the Beatles. The tune is "Sweet Georgia Brown"—regarded as the first pop standard by the Beatles offered to American buyers. The disk was formerly available in Germany on the Polydor label.

All four of the present Beatles are on the disk along with Tony Sheridan, a former Beatle.

Atco is supporting the disk with a major promotion campaign.

## DECCA FETE FOR SALESMEN

LONDON—Eight American record salesmen who won British Decca's Mantovani Month competition arrived here recently. At a special luncheon, they were greeted by top artists from the label including the Rolling Stones, Brian Poole, Billy Fury, Kathy Kirby and Lulu, and a group of artists' managers.

The trip included a visit to the company's recording studios and demonstrations of pressing and distributing procedures.

## Decca June Drive Stars C&W Music

NEW YORK—Decca Record is swinging toward the country and western field for a special promotion during June. The campaign is sparked by 10 new c&w packages and also makes available the full Decca LP and EP catalog of c&w music and artists.

Leading off the new product is a set by the late Patsy Cline titled, "A Portrait of Patsy Cline." Veteran country artist Jimmie Davis is represented in the new release with "Jimmie Davis Sings." Also represented are Loretta Lynn, Jimmie Martin, Bill Monroe, Ernest Tubb and the Wilburn Brothers. Another deluxer in the new release will be "The Webb Pierce Story," a two-record set complete with pictures and text and containing 24 of his all-time clicks.

In the catalog of Decca c&w are such other names as Bill Anderson, Red Foley, Billy Grammer, Goldie Hill, Jimmy Martin, Jimmy (C) Newman and Kitty Wells.

The June c&w program will be rounded out with the release of Volume five of "All-Time Country and Western Favorites—The Original Hit Performances."

To aid the promotion, Decca has prepared a full litho book spotlighting all the new releases and highlighting the entire promotion. Window and in-store displays have also been prepared and are now available from all the local Decca branches.

## Redcoats Coming

Continued from page 1

don are scheduled to play dates in New York and the Midwest from the end of this month.

Jack Green is negotiating American appearances for Millie Small over a 10-day period commencing July 30, while Millie's manager, Chris Blackwell, has been in New York discussing a film offer with United Artists.

Alan Lewis, manager of the Four Pennies, plans to send them to the U. S. in September.



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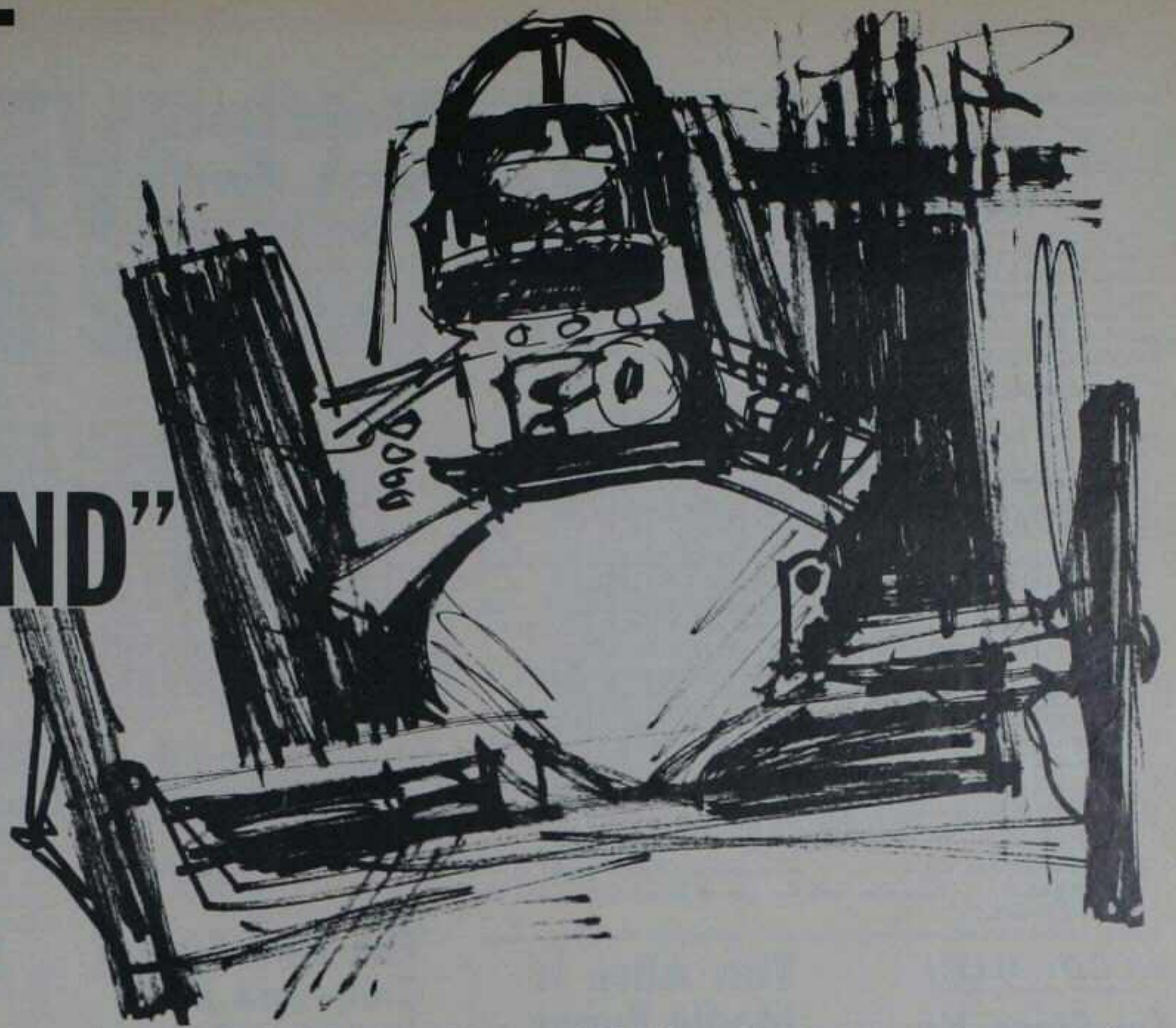
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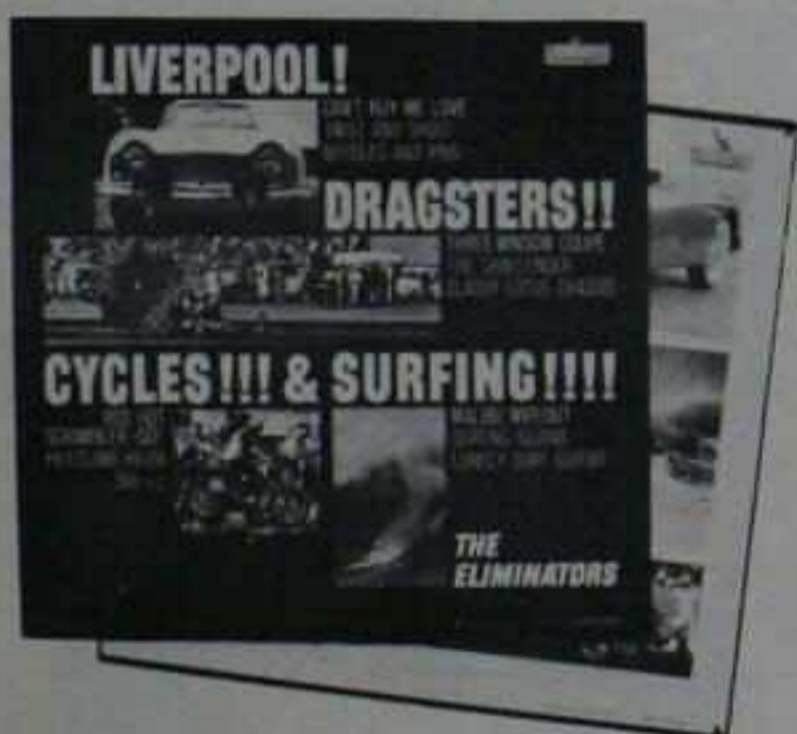
SOUNDS OF THE BIG IRONS  
Actual Sounds—with music LRP-3362 / LST-7362



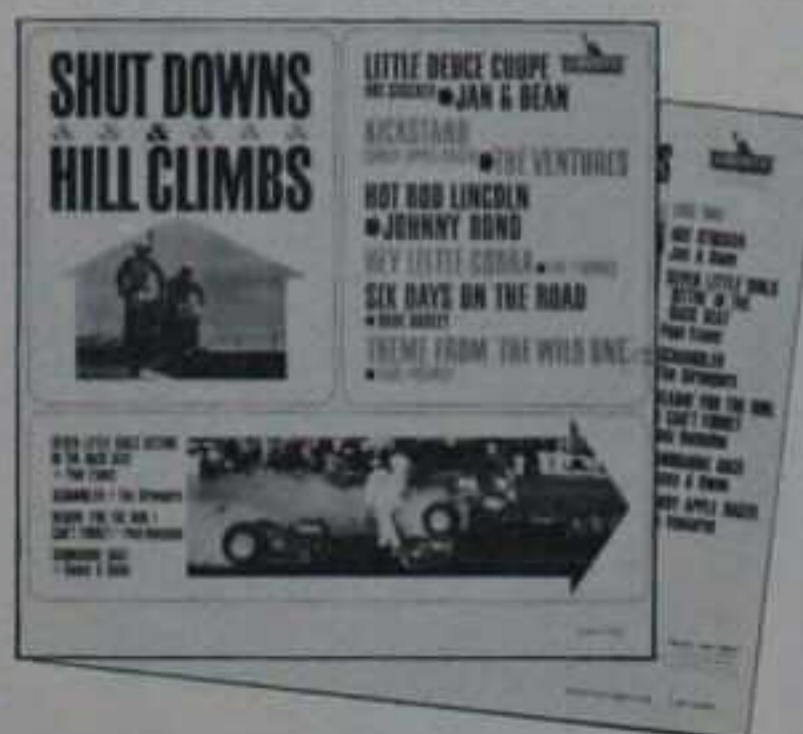
BOSS DRAG AT THE BEACH  
The T-Bones LRP-3363 / LST-7363



BIG DRAG BOATS U.S.A.  
The Hornets LRP-3364 / LST-7364



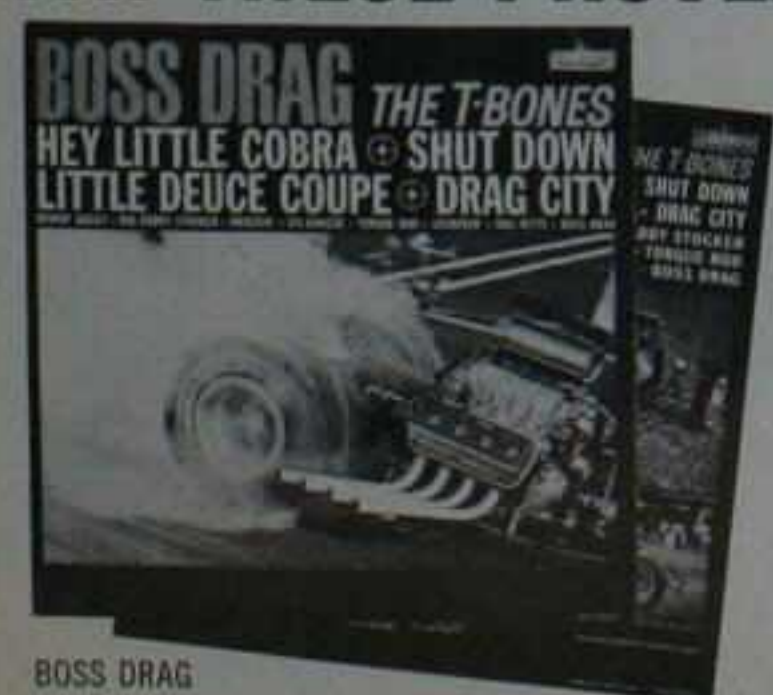
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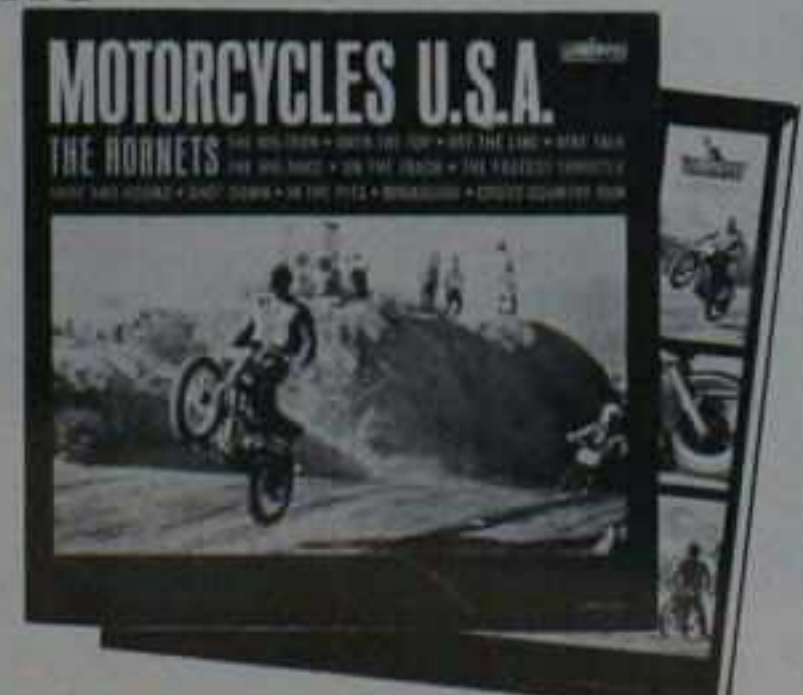
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## LIBERTY RECORDS

New York PRESS BOX SCORE

"FADE OUT—FADE IN"

"Fade Out—Fade In," a musical spoof of Hollywood in the 1930's, by Betty Camden and Adolph Green (book and lyrics) and Jule Styne (music), opened on Broadway May 26 to generally favorable notices, especially for its star, Carol Burnett. ABC-Paramount will issue the original cast album and Stratford Music is publishing the score.

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

- TIMES: SHOW**—"... Big, lavish, colorful and sporadically diverting."
- SCORE**—"... Comden and Green... have provided Mr. Styne with words for some attractive tunes."
- HERALD TRIBUNE: SHOW**—"I sat there at the Hellinger last night watching 'Fade Out—Fade In' and I plain didn't see why I couldn't like it."
- SCORE**—"There were Jule Styne sounds coming constantly from the pit, all of them familiar and some of them fun."
- DAILY NEWS: SHOW**—"... a real World's Fair musical with something in it for everybody and everything in it for somebody."
- SCORE**—"Jule Styne, the composer, has filled the show with zestful, brassy, jazzy tunes which are in the right period—and come to think of it, it wasn't a bad period."
- POST: SHOW**—"... pretty commonplace in its ingredients, but it has enough enthusiastic relish and sheer gusto to make it entertaining."
- SCORE**—"Jule Styne's songs are always pleasant, although I doubt if this stands among the unfailingly talented composer's most notable scores."
- JOURNAL-AMERICAN: SHOW**—"... an opulent musical... generally joyous if not distinguished."
- SCORE**—"... the music... is good without being great."
- WORLD-TELEGRAM: SHOW**—"... an exuberantly funny musical show."
- SCORE**—"... endowed with the gift of broad satire which this story needs."

Getz Gets Jazz Fans

For most jazz fans 1964 has already offered one occurrence: the continuing success of Stan Getz.

By most standards Getz' success had been the most spectacular in the whole field of jazz.

And for good reason. During his recent engagement at New York's Cafe Au Go Go, tunes were introduced, the pacing was intelligently varied and the overall effect was of an integrated whole.

Early in the engagement there were some musical problems, because guitarist Joao Gilberto had an ailing hand. But soon the quartet—vibra-harpist Gary Burton, bassist Chuck Israels, and drummer Joe Hunt—settled into a marvelously swinging group.

Stan has coupled the so-called soft, "Long Island Sound" with some harsher contemporary sound, but the top turn of Getz is still the flow, the swing, the running of the melodic line.

BILL COSS

The Kim Sisters Can—and Do—Just Anything

The Kim Sisters have been in the mainstream of the bistro circuit since they came to this country from Korea some five years ago, so it was with some relish that we went to see their current show at Chicago's Empire Room after we heard they had signed a recording pact with Monument Records.

The act is as big and varied as a circus. The sisters sing, dance, mimic, cavort—and this is no exaggeration—play some 15 different instruments. (In fact, the logistics of preparing for the act is something to watch by itself.)

The sisters (and they actually are sisters) are easily one of the top club acts in the business today. Their show has wonderful pacing and yet none of the hackneyed or trite material that often develops with big-name. They're on over an hour, but the time is hardly noticeable.

In their show, they do two selections from their first album: "Try to Remember," a lilting ballad from the Broadway show, "Fantastic"; and "Charley Brown," a rocking thing that Monument is also putting out as a single.

As far as TV goes—they're virtually regulars on the Ed Sullivan Show (in fact, Sullivan even wrote the liner for their album), with three more appearances left this year and six scheduled for 1965.

NICK BIRO

Book on U. S. Music

NEW YORK—A roundup of musical Americana is being prepared for publication by A. S. Barnes & Company. The book, by Theodore Raph, will be titled, "American History Sing-Along" and will contain 100 of the the top songs. The book is scheduled for August publication. Raph has been a TV conductor-arranger for many years.

Mrs. S. Silver Dies

NEW YORK — Mrs. Sarah Silver, mother of Al Silver, president of Herald-Ember Records, died May 18 at 80.

PEOPLE AND PLACES

By MIKE GROSS

The Beatles have now been immortalized in sculpture, the work of David Wynne, were bought for \$4,200 by Sir Edward Bedding-Behrens... Harold Battiste has taken over as head of Sam Cooke's SAR Productions... Joe Mooney is at Paul Taubman's Penthouse Club in New York for an unlimited engagement... Paul Anka will begin a month's engagement at the Empire Room of the Waldorf-Astoria June 1... Stu Martin is the new drummer with the Dudley Moore Trio, now appearing at the Rainbow Grill in Rockefeller Center... Composer-conductor Franz Waxman will conduct a program of Shakespearean themes at the Hollywood Bowl July 9... The Ted Auletta Orchestra, featuring Ray Michaels and Melino and His Latin Rhythms, are playing nightly at New York's Tavern-on-the-Green in Central Park... The Concert Choir of Arizona State University will make its debut in New York's Town Hall June 6, the day before its scheduled appearance at the World's Fair.

Dayle Stanley, folk singer on the Squire label with an album titled "Child of Hollow Times," begins a two-week engagement at Gerde's Folk City in New York May 26... Fred Price has agented 12 orchestras into bookings at the World's Fair... Joe Sherman's orchestra will debut at the World Artists label with "Time Alone Will Tell." Tune was written by Sherman in collaboration with George Weiss... Maestro Ned Harvey, formerly musical conductor of NBC's "Star Time" TV shows, will conduct a talent workshop this summer instructing youngsters in musical classes at Hotel Brickman, South Fallsburg, N. Y... Herb Goldfarb and Marty Wargo, national sales manager and sales administrator for London Records, respectively, have returned from London where they hosted the 16 representatives of the disk company's eight top selling distributors who won an all-expense paid trip to England in the firm's "March Is Mantovani Month" campaign.

Lester Sims, managing director of DFD Records, is taking on an international flavor. His current releases, "Geisha Girl" and "Fumer Cigare" are of French origin, were originally released in Italy and recorded in England by the Leicester Squares, were performed by one American, two Englishmen and two Danes... Round Robin, currently on the Domain (London Group) single, "Kick That Little Foot Sally Ann," will be in the Dick Clark tour which will run through the summer... Roberta Peters, Metropolitan Opera coloratura soprano, will appear at the Salzburg Festival in Austria to sing in Mozart's "Magic Flute" June 27. On July 29 she'll make her debut at the Munich Festival in "Ariadne auf Naxos."

Dylan Book On Harmonica

NEW YORK—The renewed interest in the harmonica as a folk music instrument prompted a top music publishing house to join with a click folk singer to publish its first harmonic song book.

"Bob Dylan's Songs for Harmonica," to be published next month by Music Publishers Holding Corporation, will include most of the songs written and recorded by the young folk singer-composer, including "Bob Dylan's Dream" and "Blowin' in the Wind."

In addition to having music for harmonica, the 24-page book will include guitar chords and symbols, so that the songs can be played on the harmonica with guitar accompaniment, just as Dylan performs them.

Cole to Open Opera Season

PITTSBURGH — Nat King Cole and his revue, who closed last year's Civic Light Opera season at the Civic Light Opera, will open the 19th season this year July 6-11.

The eight-show season, to be produced by William Wymetal, includes "The Sound of Music," "Top Banana," "Mr. President," "My Fair Lady," "Tovarich," "South Pacific" and a closing revue topped by Arthur Godfrey.

Among the stars signed are Phil Silvers, Vivian Blaine, Norwood Smith, Margo Moser, Ginger Rogers, John Vivyan, Giorgio Tozzi, Nancy Dussault, Webb Tilton and Elizabeth Allen.

WOODY ALLEN On Stage—No; Disks, TV—Yes

Woody Allen is ushered on-stage at New York's Village Gate as "America's fastest growing comedian." However, if his performance on opening night (19) was any criterion, Allen's "growth" may be due for a serious decline.

Allen depends on a stream of consciousness, spontaneous style, wherein delivery and imagery are the thing. He requires complete concentration throughout, for you must imagine with him and identify with him. He should also appear to be forthright, intimate and informal.

Woody fails on all counts. His striving to achieve these necessary elements—by wearing sahara boots, ruffling his hair, continuously kicking at the microphone cord on the floor, fidgeting with his glasses, is distracting and seems contrived. The delivery itself comes out as self-conscious, disorganized and rambling and lacks impact and personality.

In all fairness to Woody, however, he should do very well on

(Continued on page 31)

This Allen Is Madly Funny

Visitors to New York's Living Room the past two weeks have been treated to widely diversified entertainment. Heading up the show through the 31st is madly funny Bernie Allen.

Allen, who works almost completely ad-lib and ad hoc plays havoc with his audience. Catching a couple looking at each other while he's on stage, Allen promptly relieves them of their table. The waiters are also subjected to his harrassments and virtually sneak the drinks to customers to avoid being victimized.

Sharing the bill with the comic is Coral recording artist Tinnie Leonard, a perky redhead with a bubbling vocal approach and personality to match.

Miss Leonard, who concentrates a bit too much on special material, is at her best with the standards such as "Once in Awhile," which she sings beautifully. When in the upper register, Tinnie has a tendency to move off pitch on the more up-tempo numbers.

Miss Leonard has all the

(Continued on page 31)



VERA KILPATRICK, five-year-old singer who is RCA Victor's youngest artist, records at the company's new studios in Hollywood.



AL HIRT (center) is presented with a gold record award signifying the \$1,000,000 in sales of his RCA Victor album, "Honey in the Horn," from Chet Atkins (left), Victor's Nashville operations manager who produced the album. Looking on is Steve Sholes, division vice-president of popular artists & repertoire.

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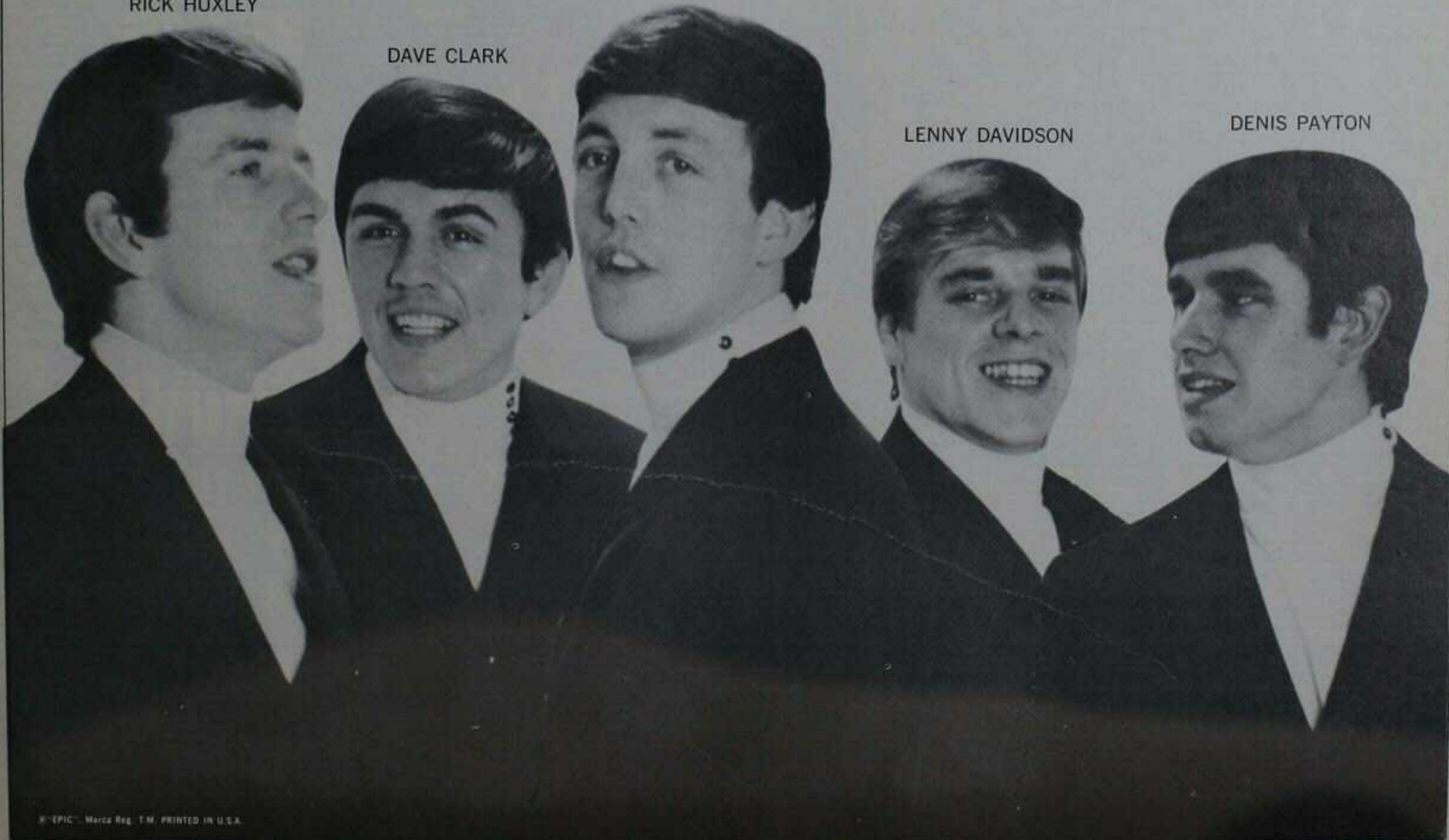
RICK HUXLEY

MIKE SMITH

DAVE CLARK

LENNY DAVIDSON

DENIS PAYTON



# Radio-TV

## PROGRAMMING

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

### Triangle No Square, Goes Big for FM

BINGHAMTON, N. Y.—Added emphasis is being given to FM by one of the nation's rapidly growing broadcast groups, Triangle Stations.

Triangle, which is headquartered in Philadelphia, is stepping up its development of the company-owned FM stations as well as expanding its program services for all FM.

Roger Clipp, Triangle vice-president, is reported giving the word for an all-out increase in stereocasting for WNBC, Binghamton, N. Y.; WFRE, Fresno, Calif.; WNHC, New Haven, and WFPG, Altoona, Pa.

Under the direction of Warren A. Koerbel, WNBC-FM station manager, the Binghamton station is now programming 6 p.m. to 10 p.m. in stereo. In an important effort to win community support while providing interesting programming, the station records local choral groups from colleges, churches and business organizations, airing them in stereo. The programs are broadcast in co-operation with Harper College.

The station has 2,500 subscribers who pay \$1 a year for its booklet of program highlights. WNBC-FM also uses the booklet as a merchandising vehicle for its clients.

#### Serves Five Counties

WNBC-FM stereo serves five counties with an impressive 102,000 FM homes, according to Koerbel. The station's immediate acceptance in the community is in large measure due to the high intelligence and income level of the workers in the area where IBM and General Electric maintain large facilities, says Koerbel.

Koerbel has recently been given the assignment of developing all of Triangle's FM operations.

Triangle is now offering to both FM and AM stations a 16-hour daily program service—four in stereo—for fully automated stations. Exclusive in each market, the tape service is designed for all-day use by FM outlets and all-night use by AM stations. Some 33 stations across the nation and Canada have already bought the syndicated service.

Included in the package are opening and closing themes for each of the 11 different programs, supplied on a separate reel of tape for dubbing-in the local announcer with local copy. A complete listing is provided of all music, with individual running times, label, side and cut identifications. These are supplied one month in advance, to enable the station to produce guides and publicity.

### Name Esther Rauch

NEW YORK — Esther M. Rauch, research analyst, has been named director of sales services for Peter, Griffin, Woodward, Inc., station rep firm.

Miss Rauch, whose special project for KVIL, Dallas, titled "Anatomy of a Market," won

### CKY GIVEN A NO VOTE

BINSCARTH, Manitoba—In what could have been the first naming of a city after the call letters of a radio station, the residents of this Canadian resort city narrowly (10-vote margin) voted down a proposal to rename itself "Seekaywy" (CKY, Winnipeg). This would have been in exchange for a public relations campaign promoting the town as a vacation resort. CKY has presented a similar plan to the Manitoba community of La Riviere.

### Nothing Static About New NAB Aid

TOLEDO, O.—The National Association of Broadcasters' newly appointed vice-president for radio, Sherill Taylor, is rapidly proving himself an active champion of the medium.

In an address before the Ohio Association of Broadcasters he disclosed an outline for an added, far-reaching NAB service to radio members to be known as "Operation Genny." The term was chosen, he said, as a contraction for regeneration—a restoration to a better, higher and more worthy state.

Highlights of the Taylor operation, scheduled for presentation and discussion at the NAB board meeting in Washington this month will include:

An effort to promote effective radio business practices, by expanding NAB services in specific areas, especially to save radio stations money. Points to be covered are automation and alleviation of expensive overhead in engineering, etc.

NAB's upcoming fall radio program clinics will make it possible for NAB membership, through a new exchange plan, to receive new programming concepts and ideas. Following the fall radio clinics, there will be a steady flow of program ideas dispatched to the membership.

Other points of the plan specify an intensified public relations campaign to enhance radio's image; an increase in communications and publications to members; and a standard measurement for all radio.

"Radio right now is emerging into a new, exciting and even golden area. And the status is no longer quo. Radio is ready for the next big jump—in revenue, in programming, in total audience measurement.

"If 24,000,000 set sales were tallied up last year, and there are currently 214,000,000 work-

(Continued on page 31)

her industry acclaim, has been associated in the past with KSTP, Minneapolis, and WMT, Cedar Rapids, Ia. She is an active member of AWART and AMA.

### Station Changes Format, Name

DULUTH, Minn.—There's a new sound and set of call letters for the Duluth area. WAKX (formerly WQMN, Superior) made the big switch to a contemporary music format and a new name May 9.

WAKX, located in the "House of Wax" in Superior, Wis., began its new programming with former station manager John Grinden telling the history of the old WQMN. Grinden is now with the public relations division of Minnesota Power & Light Company.

Other promotional stunts included the dropping of 300 balls of wax over the Twin Ports area from a helicopter, while "wax dolls" paraded the streets carrying transistor radios tuned to the new WAKX. The balls of wax were redeemable at a local shopping center for prizes according to a code number.

Program director for the 1,000-watter daytimer is Lance (Tac) Hammer.

### Program Puts Voices on Tape

NEW YORK—An hour-long documentary featuring the voices of the oddballs, the mavericks, the fellows whose personality moves them away from the crowd and its conventions, has been produced by WRVR, the FM station of the Riverside Church in New York City.

Distributed nationally by the National Educational Network, "People Out of Step: A Study of the Eccentric," like other projects in WRVR's "American People" series, employs neither narration nor commentary. The program focuses its full attention on the attitudes, feelings, and beliefs of the people themselves as expressed in their voices.

### VOX JOX

By GIL FAGGEN



ABC's "Cousin" Bruce Morrow chats with Paul Anka during recent ABC-TV "Career-A-Thon" telecast. Cousin Bruce emceed the all-star show aimed at reducing school drop-outs.

KFWB's (Los Angeles) 3-6 p.m. deejay, Gene Weed, took first-place honors in the Apple Valley CATS Golf Tournament. CATS (California Association of Tee Swatters) is an informal group of golf enthusiasts in the record-radio-entertainment field.

Radio is not dead even though CHUM (Toronto) has a highly successful "Pops of the Past" program Saturday nights, featuring ghoulish and monstrous voices as guests. "The Blob" and "Barbed Wire" have so influenced the show's host, Brian Skinner, that he had a custom-built coffin made to tie in with personal appearances. What a natural if Skinner should ever "die" at one of his appearances.

Charley Dennis, WOAI (San Antonio) will emcee this year's Miss Seguin contest sponsored by the Seguin Junior Chamber of Commerce. Next time Charley sends info to me addressed to "Bill Board," I will

(Continued on page 31)

### WITH THE COUNTRY JOCKEYS

By BILL SACHS

Darnell Miller, who whirls the country wax at WHIS-Radio, Bluefield, W. Va., and who recently signed a recording pact with Challenge Records, has just had his initial release on the label, "Show Me the Door" b.w. "The Floor Above the Ceiling." Stations and deejays missed in the first mailing may obtain a copy by writing to Four-Star Music, 1313 North Vine, Hollywood 28. . . Canadian country deejays may obtain a copy of "The Doggone Machine," by Jeanie Green, by writing on their station letterhead to Sparton Records, P. O. Box 2125, London, Ont. Sparton of Canada has just leased the master of the tune from the Les Kangas Music Publishing Company, San Gabriel, Calif. Flip side is "Land of Lovin'."

Jim Neal, spinner of country music at WIEL, Elizabethtown, Ky., infos that service from the major labels is somewhat improved but a number of them must still improve their service and take a survey of their mailing list. "Most Top 40 stations receive the new c&w material, and in most cases trash-can it," writes Neal. "At the same time, many country music stations are forced to go without it. If the labels don't think enough of their artists to send us a copy for air play, we don't care enough for the artist and label to go out and buy them. We simply can't afford to. If all the country stations took the same attitude, the labels might start sending us a few records."



CHAD STEWART and JEREMY CLYDE made the rounds of San Francisco radio stations during a recent promotion tour in behalf of their World Artist recording, "Yesterday's Gone," currently climbing the Hot 100 chart. Upper right: The Britishers take over office of Al Newman, KSFO program director (left), while KSFO deejays Jim Lange (standing) and Dean Weber clown around. Photo, lower left, records in hand, Stewart and Clyde pose with (l-r) KEWB mentors "Honest" John Trotter, Art Nelson and Ron Lyons. Below, boys climb the KYA ladder held by program director Russ Syracuse and deejay Jim Washburne. Accompanying the British duo on the tour were Stan Ediss, World Artists, and Dan Graham, DM Sales Company, San Francisco.



BILLBOARD, June 6, 1964



**THANK  
YOU  
NARAS**

**best female  
vocal  
performance  
of the year**

**best album  
of the year**

**best  
album cover**

**recording for  
COLUMBIA RECORDS**

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# RADIO RESPONSE RATING

## CINCINNATI

### TOP STATIONS

Rank	Call Letters	% of Total Points
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#### ★ For POPULAR Singles

1.	WSAI	46%
2.	WCPO	33%
3.	WING (Dayton, O.)	11%
4.	WCIN	10%

#### ★ For POPULAR LP's

1.	WKRC	46%
2.	WLW	21%
3.	WCKY	10%
4.	WNOP	9%
5.	WING (Dayton, O.)	8%
6.	WZIP	6%

#### ★ For R&B

1.	WCIN	100%
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#### ★ For JAZZ

1.	WNOP (Newport, Ky.)	70%
Others	(WCIN, WAEF-FM, WKRC-FM)	30%

#### ★ For C&W

1.	WCNW (Fairfield, O.)	65%
2.	WPFB (Middletown, O.)	25%
3.	WMOH (Hamilton, O.)	10%

#### ★ For SINGLES

Rank	Call Letters	% of Total Points
1.	WKRC	41%
2.	WLW	27%
3.	WCKY	23%
4.	WZIP	9%

(Middle of Road)

#### ★ For FOLK

1.	WKRC	74%
Others	(WLW, WNOP)	26%

#### ★ For COMEDY

1.	WNOP	44%
2.	WKRC	34%
Others	(WLW, WZIP, WCKY, WCPO)	22%

#### ★ For CLASSICAL

1.	WLW	43%
2.	WKRC-FM	25%
Others	(WAEF-FM, WSAI-FM, WZIP, WPFB-FM, WCPO-FM)	22%

### TOP DISK JOCKEYS

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

1.	Mark Edwards	WSAI	27%
2.	Dusty Rhodes	WSAI	19%
3.	Bob Harper	WSAI	16%
4.	Dick Provost	WCPO	14%
5.	Bob Holliday	WING	11%

Others 13%

(Paul Pertone-WSAI)  
Charlie Brown-WCIN  
Michael "O" Gavin-WCPO  
Dick Wagner-WSAI)

#### ★ For POPULAR LP's

1.	Jerry Thomas	WKRC	67%
2.	Bob Jones	WKRC	12%
3.	Bill Albert	WLW	7%
Others			14%

(Jack Gwyn-WLW)  
Ron Allen-WZIP  
Ted McKay-WKRC)

#### ★ For R&B

1.	Charlie Brown	WCIN	47%
2.	Larry Daley	WCIN	20%
3.	Bill Clark	WCIN	17%
4.	Bob Hudson	WCIN	16%

#### ★ For JAZZ

1.	Dick Pike	WNOP	54%
2.	Leo Underhill	WNOP	18%
3.	Ray Scott	WNOP	14%
4.	Ty Williams	WNOP	10%
5.	Bill Clark	WCIN	4%

#### ★ For C&W

WCNW switched to a c&w format on May 18 and has just begun to influence the market it serves.

Because of the recent format change at WCNW and the distance from Cincinnati of WPFB and WMOH, no disk jockeys were considered sufficiently influential in the Cincinnati market to rate.

Time," 11:25 a.m.-noon, M-F; Noon-1 p.m., Sat. "Good Morning," in-person audience, live music with remote from department store. Host Bob Braun. "Open House," 10:30-11:15 a.m., Fred & Joanne Bernard and guests remote from Bernard home. "Sports Eye," 6-6:10 p.m., Paul Sommercamp. News and information, 6:10-7:05 p.m. "Conference Call," Crosley station news directors exchange viewpoints via tie-lines, 7:05-7:30 p.m. Local, national and international news, 10:30-11 p.m. "Theater of Suspense," Syndicated Mystery dramas, 11:25-11:55 p.m., M-F. "Bob Braun Bandstand," teen-age dance party remote from department store Sats., 1-4 p.m. Helicopter reports daily, 15-min news 7 and 8 am.

**WNOP:** 1,000 watts. Independent. **Music format:** Jazz. Highly identifiable air personalities. Station has all-jazz music format. Special programs: 4-hr. remote from Living Room Club, 1-5 p.m. daily, hosted by Jack Clements and featuring guests from jazz world. "Bread Cast Beat," jazz show Sun. 3-5 p.m., emceed by Episcopal Priest, Father, (Tom) Underhill. Station's logo—"Radio Free Newport." Frequent remotes aired. Gen'l Mgr., Dick Pike (also does air show). Sta. Mgr., Leo Underhill (also does daily air show). PD, Ray Scott (also does daily air show).

**WSAI:** 5,000 watts. Jupiter Broadcasting Co. **Music format:** Contemporary. Highly identifiable air personalities. 4-Man news department with two-way radio equipped newscars under direction of Dan Young. Heavy on and off-air promotion. Public service deejay softball, basketball teams. Special programs: "Conversation," 5-min. interviews on current topics of local interest aired 6:30 p.m., M-F. "Sunday Spectacular," four million-seller singles played each hour throughout day. Gen'l Mgr., Dale Moudy. PD, Jim Smith.

**WZIP:** 1,000 watts day. Independent. Mutual & CBS affiliate. **Music format:** Standard. Cleveland Browns and Ohio State football games carried. Special programs: audience participation show remote broadcast from department store daily 9:10-10:30 p.m. with Jimmy McClaim. Live music, interviews and guests. Syndicated mystery shows aired 2:10-2:40 p.m. (5 different each week) daily. Mystery spectacular aired Sundays 2-3 p.m.; 4-4:30 p.m. VP-Gen'l Mgr., Harold Parry.

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

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

## STATIONS BY FORMAT

**CINCINNATI:** 8 AM; 4 FM. 3 standard; 2 contemporary; 1 standard-pop; 1 r&b; 1 jazz.

**WCIN:** 5,000 watts. Rounsaville-owned. **Music format:** R&B-Gospel-Spiritual. Highly identifiable air personalities. Negro-oriented programming. Special programs: "Cindy Hamilton Show," 10-10:30 a.m., M-F. Miss Hamilton visits five Negro homes daily in conjunction with her program. "Roll Call," 7-11 p.m., special dedication and requests from audience. VP & Gen'l Mgr., Carl Glicker.

**WCKY:** 50,000 watts. An L. B. Wilson station. ABC affiliate. **Music format:** Standard. Station on April 13, 1964, dropped its c&w music after close association with that sound for 25 years. New air personalities and programs have been introduced. Daily editorials aired three times each day. Four-man news department, two-way radio car. Dept. under direction of Don Herman. Special programs: Cincinnati Reds baseball home, away games carried. "Compass," 6-6:25 p.m., M-F, part of 76-min. news, information block aired 6-8:15 p.m. "Lee Leonard Show," 7:15-midnight, M-F, featuring discussions, interviews and music. "Sportsline," with Dick Baker, carried as part of "Lee Leonard Show," Mon. and Thurs., 9-10:30 p.m., featuring guests and sportscaster Baker answering sports comments and questions phoned in by listeners. Woman's show with Pat Williams, 1:30 p.m., M-F (5-min.). Sta. Mgr., Paul Miller. PD, Mrs. Essie Rupp

**WCPO:** 1,000 watts day, 250 watts night Scripps-Howard Broadcasting Co. **Music format:** Contemporary. Identifiable air personalities. Combo news operation, 4 radio newsmen, 2-way radio equipped cars under direction of Al Schottelkotte and Jack Fogarty. Newscasts originate daily to 5:30 p.m. from Cincinnati Post & Times Star Building. Gen'l Mgr., Robert Gordon. PD, Bob Keith (also does daily air show).

**WKRC:** 5,000 watts day, 1,000 watts night. Taft Broadcasting Co. **Music format:** Standard-Pop. Highly identifiable air personalities. Editorials 5 times daily. U. of Cincinnati football, basketball carried. 15-man combo news operation 10-min. newscasts 6, 7, 8 a.m.; noon; 5, 6 p.m. Special programs: "Will With a Way," with Will Warren. Handyman tips to audience phoned questions, 7:06-8 p.m. "Party Line," guests answer questions called in by audience—both sides of conversation aired, 8:05-9 p.m. Capsulized stories, and features interspersed with music. Host, Stan Matlock, 6:10-10 a.m. Gen'l Mgr., Jack Remington. PD, Ted McKay (also does daily air show).

**WLW:** 50,000 watts. Crosley Broadcasting Corp. NBC affiliate. **Music format:** Standard. Station will begin editorializing news operation, two-way radio equipped cars. News editor, Bill Robbins. Two full-time meteorologists man Radar Weather Service Building. Special programs: "Everybody's Farm," daily remote broadcasts, M-Sat., 5:40-6:15 a.m. direct from station's 400-acre farm. "Everybody's Farm

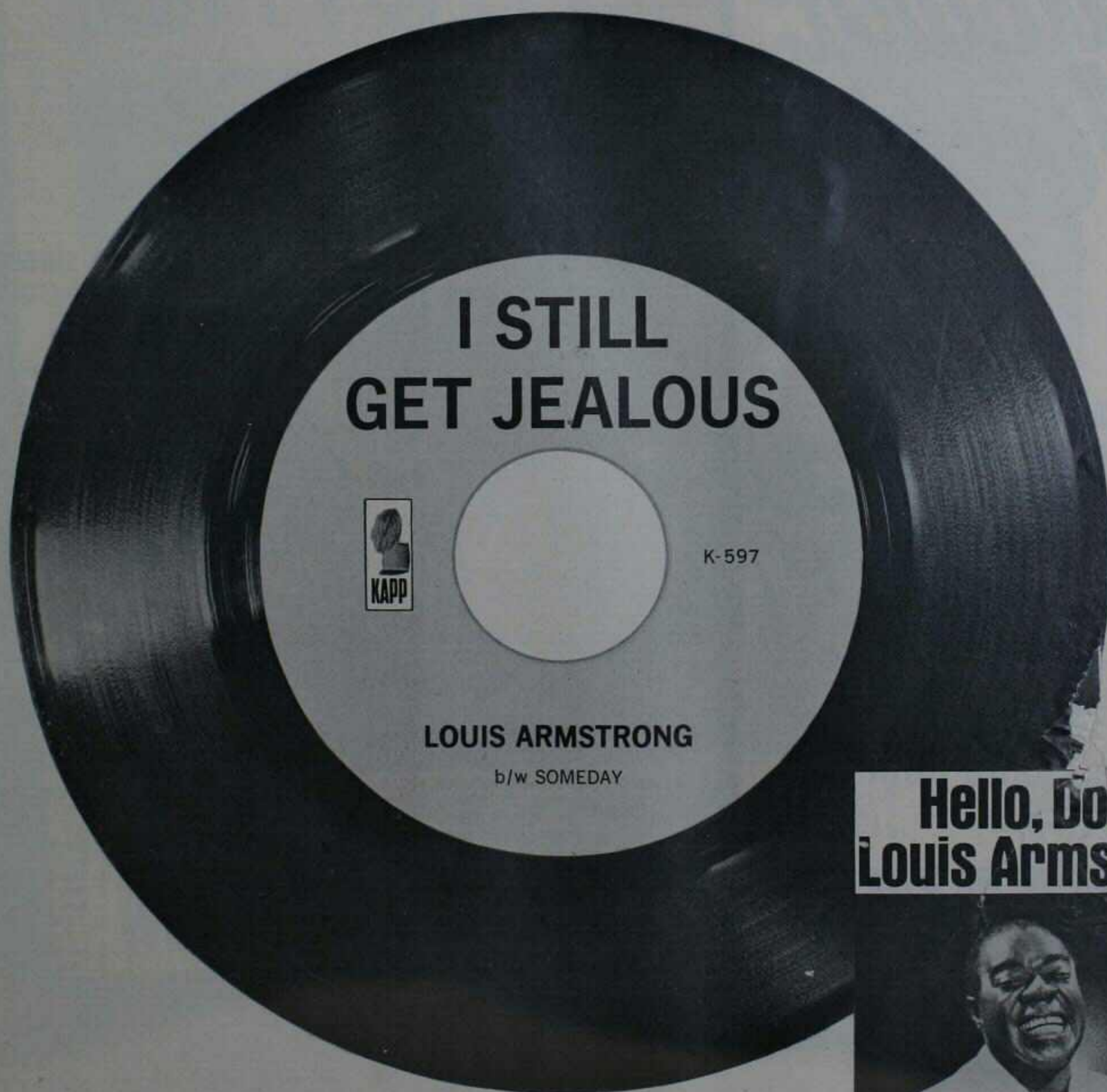


**HARRY NOVIK**, New York's WLIB, presents a diamond wristwatch to Mrs. Alice (Mother) Brown, during a ceremony in New York's Basin Street East night club. The party honored Mrs. Brown as being the "Oldest Negro Mother of the Year." The watch, a gift from WLIB's oldest sponsor, prompted a reply from Mrs. Brown that it will help her keep up with her "active schedule." Mrs. Brown is 111 years old.



**You can stop asking  
for the new  
Louis Armstrong single.**

**You've got it.**



**Hello, Dolly!**  
**Louis Armstrong**



**From Louis' best-selling album**



# 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.



**MILLIE SMALL**  
(Smash)

The 16-year-old "Queen of the Blue Beat" comes from Jamaica via Great Britain. Born in Clarendon, Jamaica, one of 13 children, Millie decided on a career as a film star or a singer at the age of nine. No one took her seriously until three years later when she won \$50 in a talent contest. A year after, she cut her first record, which climbed quickly to the top of the Jamaican pop charts.

Soon Millie was the sensation of the Island and the news traveled fast. Chris Blackwell, a British star-maker and the promoter of the "Ska," a native Jamaican dance, introduced her to London and the "Blue Beat." Shortly afterward, she became the rage of country and Continent.

Under Blackwell's guidance, Millie is being groomed for stardom with speech lessons and intensive dance training. She loves England and dreams of buying of a big house and bringing her family to live with her.

**LATEST SINGLE:** "My Boy Lollipop" is No. 27 in its third week on Billboard's Hot 100.

# PROGRAMMING NEWSLETTER

## Ratings Are Called Rutings

By **BILL GAVIN**  
Contributing Editor

**RADIO IS IN A RUT.** The name of the rut is Ratings. To many station managers, competition is a battle of numbers. In almost every large city, "rating week" is a time of intense concentration on programming and promotion for at least some of the stations in the area.



Some concentrate heavily on old hits during rating week. Some play only the top 40. The general idea is to grab and hold as many listeners as possible, so that the rating survey will be favorably influenced. It is assumed by many program directors that normal programming is inadequate. Listeners must be wooed or hyped by something special.

This strikes me as ridiculous, if not slightly subversive. If a station's published ratings are the result of program gimmicks, produced only during one week per month while surveys are being taken, then we must assume that the rating results are less than completely accurate.

**WHO IS FOOLING WHOM?** This little monthly game deceives no one—least of all the advertisers. Time buyers are interested in many other radio station qualities. Agency men will tell you that their station buy these days are based more than ever on qualitative evaluation, instead of only on periodic quantitative samplings. They want to know, not just how many cars they are buying, but whose ears they are.

Some stations offer advertisers so many attractive plus values that they show comfortable profits year after year, without worrying about their fourth or fifth in the market. Their news, their public service, their believability and their status of respectability and acceptance all combine to attract the cream of the national business.

**THE STATIONS** that live and die by the numbers probably have little else to offer the advertisers than a statistical cost per thousand. Such figures can at times be very attractive, but often they are not enough. Many advertisers insist that certain specific qualities be included in their

market coverage; good music, top news coverage, community identification, and so on.

The station that features news in depth, plus thoughtful commentaries, may not be one of the top rated in town. On the other hand, it develops a reputation for believability, something that most advertisers consider highly important. **The number of people exposed to a commercial is not as important as the number of people who are sold by it.** The station that goes out of its way to support the local symphony or the school band campaigns, or the park and recreation projects develops an identity with its listeners that advertisers are often happy to join.

Rating battles among top 40 stations lead to an unfortunate obsession with saturated audience appeal. There is a frantic necessity to fill each moment with the most commercial music, presented for the station to be anything but a juke box with time and weather.

Every station logs a certain number of public service spots, as pledged to the FCC. They are well meant, but they mean little. They are mostly perfunctory capsules of "donate to this" or "help that cause." And "now let's get back to the records." A basic weakness of top 40 rational is that its hold on its audience is so tenuous that a wasted minute that is not commercial may cause an irreparable loss in listeners.

In most cities only the top-rated 40 stations can develop profitable billings. That one station makes its income strictly on the numbers. The competing formula stations have several alternatives. They can try to push their way to the top by a better formula, better DJ's and more contests and prizes; they can cut their rate cards to produce an attractive cost per thousand; they can change to a "good music" policy.

There should be other alternatives. There probably are, but they certainly have not been explored. A station that features "contemporary" music should not of necessity exist by the numbers alone. There should be room in pop music programming for a more rational and relaxed approach.

Music programming can successfully be reduced to a formula. Community service and human relations cannot.

# Barbara Lynn's

New!

SELL-SATIONAL SMASH!

Cash Box

Pick of the Week

# "OH! BABY"

(WE GOT A GOOD THING GOIN')

B/W

# "UNFAIR"

JAMIE #1277



**JAMIE/GUYDEN**

DISTRIBUTING CORP.

PHILADELPHIA 23, PA.

when answering ads . . .

SAY YOU SAW IT IN BILLBOARD

## WAKY Honors Columbia Label

LOUISVILLE — WAKY recently programmed a special 24-hour "Salute to Columbia Records" during which time only Columbia disks were featured.

The station also aired special breaks recorded by Columbia artists and executives thanking WAKY for the tribute.

The unusual promotion was arranged by Hugh Dallas, Columbia Records field promotion manager; Tony Martell, the label's regional sales manager; and WAKY program director, Jim Brandt, in conjunction with Kentucky Derby Week.

## AUTRY BUYS STATION FOR \$12 MILLION

WASHINGTON—Those Autry cowboy songs have parlayed into FCC approval of Gene's \$12 million buy at KTLA-TV, Los Angeles, from Paramount Television Productions. Melody Ranch Enterprises, owned 51 per cent by Gene and his wife and 31.6 per cent by the Robert O. Reynolds family, paid the second largest price in the history of single TV station sales. Highest tab was \$12,360,000 for KTUV-TV, Oakland-San Francisco, in 1963.

This makes the 10th broadcast holding controlled by Gene Autry's song-built enterprises. Others are KOOL, AM-FM-TV, in Phoenix, Ariz.; HOLD, AM-TV, Tucson, Ariz.; KMPC, Los Angeles; KFSO, San Francisco; KVI, Seattle, and KEX, Portland, Ore.

## POP-STANDARD SINGLES

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

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
1	1	LOVE ME WITH ALL YOUR HEART, Ray Charles Singers, Command 4046	9
2	2	HELLO, DOLLY, Louis Armstrong, Kapp 573	17
3	4	PEOPLE, Barbra Streisand, Columbia 42965	10
4	5	DIANE, Bachelors, London 9639	8
5	3	COTTON CANDY, Al Hirt, RCA Victor 8346	9
6	8	TODAY, New Christy Minstrels, Columbia 43000	9
7	10	TELL ME WHY, Bobby Vinton, Epic 9687	3
8	6	I DON'T WANT TO BE HURT ANYMORE, Nat King Cole, Capitol 5155	7
9	11	BE ANYTHING (But Be Mine), Connie Francis, MGM 13237	5
10	15	TEARS AND ROSES, Al Martino, Capitol 5183	4
11	12	WRONG FOR EACH OTHER, Andy Williams, Columbia 43015	8
12	9	WHITE ON WHITE, Danny Williams, United Artists 685	14
13	17	I'LL TOUCH A STAR, Terry Stafford, Crusader 105	3
14	19	I DON'T WANNA BE A LOSER, Lesley Gore, Mercury 72270	3
15	18	GONNA GET ALONG WITHOUT YOU NOW, Skeeter Davis, RCA Victor 8347	6
16	7	SHANGRI-LA, Robert Maxwell, His Harp & Drk, Decca 25622	12
17	20	GONNA GET ALONG WITHOUT YOU NOW, Tracey Day, Amy 901	7
18	—	TOO LATE TO TURN BACK NOW, Brook Benton, Mercury 72266	5
19	14	WHENEVER HE HOLDS YOU, Bobby Goldsboro, United Artists 710	8
20	—	BEANS IN MY EYES, Serendipity Singers, Phillips 40198	3

## YESTERYEAR'S HITS

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the last 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 June 8, 1959

- The Battle of New Orleans, J. Horton, Columbia
- Dream Lover, B. Darin, Atco
- Personality, L. Price, ABC-Paramount
- Kansas City, W. Harrison, Fury
- Quiet Village, M. Denny, Liberty
- A Teenager in Love, Dion & the Belmonts, Laurie
- Kookie, Kookie (Lend Me Your Comb), E. Brynes & C. Stevens, Warner Bros.
- Sorry, I Ran All the Way Home, Impalas, Cub
- Only You, F. Pourcel, Capitol
- The Happy Organ, D. Cortez, Clock

### POP—10 Years Ago June 5, 1949

- Little Things Mean a Lot, K. Kallen, Decca
- Wanted, P. Como, RCA Victor
- Three Coins in the Fountain, Four Aces, Decca
- If You Love Me (Really Love Me), K. Starr, Capitol
- Happy Wanderer, F. Weir, London
- Young at Heart, F. Sinatra, Capitol
- Oh, Baby Mine, Four Knights, Cap...
- Cross Over the Bridge, P. Page, Mercury
- Hernando's Hideaway, A. Bleyer, Cadence
- Man Upstairs, K. Starr, Capitol

### RHYTHM & BLUES—Five Years Ago—June 8, 1959

- Kansas City, W. Harrison, Fury
- Personality, L. Price, ABC-Paramount
- So Fine, Fiestas, Old Town
- Battle of New Orleans, J. Horton, Columbia
- Endlessly, B. Benton, Mercury
- Dream Lover, B. Darin, Atco

- So Close, B. Benton, Mercury
- I Waited Too Long, L. Baker, Atlantic
- I'm Ready, F. Domino, Imperial
- There Is Something on Your Mind, J. McNeely, Swingin'

BILLBOARD, June 6, 1964

back where it all began

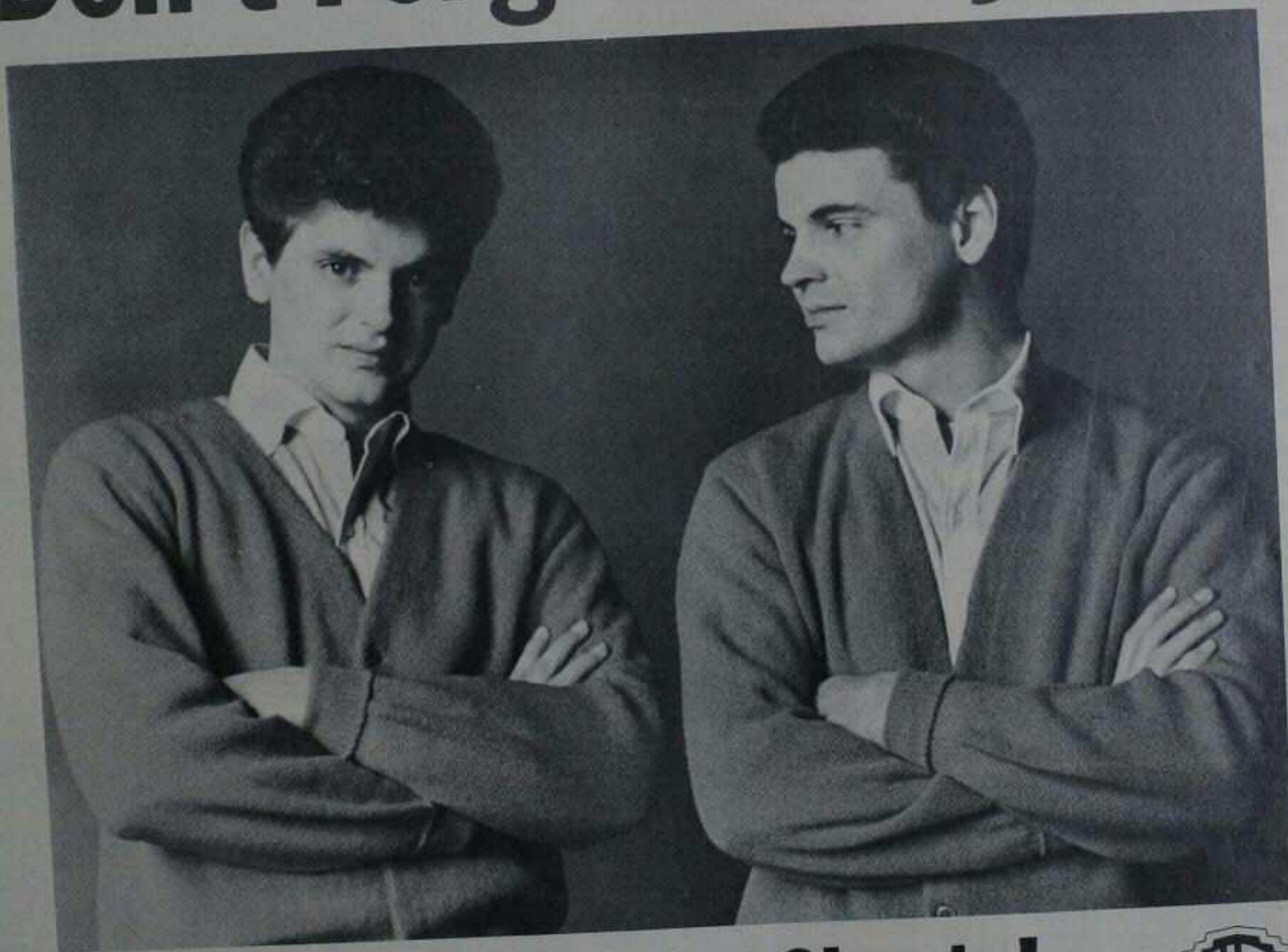
# THE EVERLY BROTHERS

WITH THEIR NEWLY RECORDED-IN-NASHVILLE SINGLE JUST PRODUCED IN A FABULOUS SESSION WITH WESLEY ROSE



## THE FERRIS WHEEL

Don't Forget to Cry 



it's headed for the Charts!  
we're sure you'll agree:



5441



# SINGLES

# REVIEWS



## HOT POP SPOTLIGHTS

**STEVIE WONDER — HEY HARMONICA MAN** (Jobete-Little Darlin', BMI) (2:38)—Stevie has hung his harmonica on a strong beat and a hit sound this time. It's all done in unison with a male chorus and hard hand clapping. Flip: "This Little Girl" (Jobete, BMI) (2:49). **Tamla 54096**

**PREMIERS—FARMER JOHN** (Venice, BMI) (2:56)—Formerly on the Faro label, this has now been released by Warner Bros. It's a wild one, punctuated by screaming, shouting and stomping. The beat is as chilling as an impending Watusi attack with poison darts. Flip: "Duffy's Blues" (Padua, BMI) (2:56). **Warner Bros. 5443**

**LITTLE RICHARD — ANNIE IS BACK** (Little Richard-Kags, BMI) (1:57)—And so's Little Richard (who hasn't had a big one since "Long Tall Sally"). The side really moves along with his wailing. Traditional rock 'n' roll. Flip: "Bama Lama Bama Loo" (Little Richard, BMI) (2:11). **Specialty 692**

**ASTRO-NOTES — MONKEY WORKOUT** (Ben-Tone-Bibo, ASCAP) (2:15)—Guitar and organ, punctuated by hand clapping, make this a strong dance number with plus for listening, too. Flip: "Teen-Age Blues" (Ben-Tone-Bibo, ASCAP) (2:15). **Dot 16621**

**DUKE DANIELS—BACKFIRE** (Wemar, BMI) (2:37)—A big and powerful new voice, Daniels packs wallops that grab the listener. Chorus backs him on this rocker. He is definitely an artist to watch. Flip: "This Is the End" (Wemar, BMI) (2:34). **Eastern 60-002**

**TONY SHEYTON — A MILLION DRUMS** (T.M., BMI) (2:28)—Here you have a high-pitched teen-oriented delivery coupled with Tex-Mex instrumentation. The echoing chorus adds to the wild beat, plenty of strings and insistent drums. Flip: "Dance With Me" (Tredlow, BMI) (2:51). **Parrot 10616**

## REVIEWED THIS WEEK, 101—LAST WEEK, 125

### GUEST PANELIST OF THE WEEK

#### LEE GRAY

Program Manager & DJ, 2-6 p.m., M.-Sat. WTRY, Albany-Schenectady-Troy

**JOHNNY LOVES ME**  
Florraine Darlin  
RIC

**MONKEY WORKOUT**  
Astro-Notes  
Dot



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

**TONI FISHER — THE TRAIN OF LOVE** (Music Productions, ASCAP) (2:20) — The new Jamacia Ska beat is coupled with the famous Fisher outer space sound effects. A great chart contender, this is her most commercial side since "Hurt." Flip: "The Springtime of Life" (Music Productions, ASCAP) (2:05). **Signet 664**

**RUSTY HOWARD—HELP!** (Meadowlark-Breezy Willow, ASCAP) (2:06) — Funny ditty done in the "Polka Dot Bikini" style of gal who looses her bikini while swimming. Could be big summer novelty. Flip: "Rusty Blues" (Meadowlark, ASCAP) (2:01). **Dore 707**

**FLORRAINE DARLIN — JOHNNY LOVES ME** (Seven Brothers Music, BMI) (2:05)—Snappy pop march with interesting teen-flavored lyrics. Florraine spells out her message of love. Flip: "I'll Take You Back Again" (Csidia-Finneran Music, Inc., BMI) (2:20). **RIC 105-64**

## PROGRAMMING SPECIALS

### HOT POP

- McKINLEY MITCHELL—It's Spring** (VaPac, BMI) (2:05). **ONE-DERFUL**
- THE DYNAMICS—Summertime**, U. S. A. (Sonovox, ASCAP) (2:20). U. S. A. 769
- THE ALL-NITERS—You Talk Too Much** (Ron, BMI) (2:29). **GMA 1**
- ANNETTE—Custom City** (Beechwood-Annette, BMI) (1:37). **VISTA 432**
- CAL BOSTIC—Longin' For You** (Buckeye, ASCAP) (2:08). **FRATERNITY 929**
- SONNY PARKS—Raindrops on a River** (Circle 7-Lonette, BMI) (2:42). **FEATURE 103**
- JAMES BROWN—So Long** (Shapiro-Bernstein, ASCAP) (2:46). **KING 5899**
- JIMMY CLANTON—If I'm a Fool for Loving You** (Drury Lane-Beckie, BMI) (2:25). **PHILIPS 40208**
- MERSEYBEATS—Don't Turn Around** Miller, ASCAP) (2:18). **FONTANA 1905**
- LES McCANN—Route 66** (Morris, ASCAP) (2:39). **WORLD PACIFIC 411**
- THE TIKIS—All That Talk** (Chu-Fin, BMI) (2:13). **MINARET 116**
- ANDY & GINO—Love is Love** (All Around the World) (Wolf, ASCAP) (2:18). **GOLDEN CREST 58641-2**

#### SINGLES REVIEW POLICY

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

### SPOTLIGHT WINNERS OF THE WEEK

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

**ADDRISI BROTHERS—The Way You Look at Him** (Sherman-DeVorzon, BMI) (2:17)—**Love Me Baby** (Sherman-DeVorzon, BMI) (2:02). **VALIANT 6047**

**BLUE-BELLES—You're Just Fooling Yourself** (Philter-Mardix, BMI) (2:25). **RAINBOW 1903**

**DON & DEWEY—Annie Lee** (Venice, BMI) (2:20). **SPECIALTY 691**

**CARRUTH & CLARK—Grass Grows on Main Street** (Ott, BMI) (2:20). **SPECTATOR 4700**

**DEAN CARTER—Sixteen Tons** (American, BMI) (2:22). **LIMELIGHT 3019**

**FIVE KEYS—I'll Never Stop Loving You** (Wisto, BMI) (2:17). **KING 5877**

**JOHNNY FORTUNE—Juarez** (Shaka-Abacus, BMI) (2:13). **UNITED ARTISTS 720**

### POP STANDARD

**CHARLES ALBERTINE—The Long Ships** (Parts 1 & 2) (Screen Gems-Columbia, BMI) (2:10 & 2:15). **COLPIX 726**

**ELSIE BRETTON SINGERS—Look at the World** (Bourne-Rank, ASCAP) (1:40). **TOURNAMENT 405**

**LITTLE DEANS COMBO—The Happy Bullfrog** (Coming in the Back Door) (Irving, BMI) (2:10). **PEORIA 101**

**KITTY KALLEN—Quiet Nights** (Duchess, BMI) (2:52). **20th CENTURY-FOX 513**

**PETER, PAUL & MARY—Oh, Rock My Soul** (Complete) (Pepamar, ASCAP) (5:36). **WARNER BROS. 5442**

### COUNTRY MUSIC

**SHEB WOOLEY—Blue Guitar** (Aberbach, BMI) (2:30)—**Natchez Landing** (Trec, BMI) (2:58). **MGM 13241**

**TINY HARRIS & THE TALKABOUTS—She Will** (S & R) (2:50). **ACCENT 1114**

**JAY EARLE—Poor Street** (Becks, BMI) (3:05)—**The Jewel Box** (Becks, BMI) (2:50). **KINGSTON 439-440**

**THE SANETTES—My Old Man** (Sands, BMI) (2:20). **OHN-J 1003**



## POP STANDARD SPOTLIGHTS

**ADAM WADE — WHEN APRIL SMILES AT ME** (United Artists, ASCAP) (2:15)—A lovely ballad sung with class and distinction by Wade. Sufficient air play could make this one a chart entry. Top-notch programming. Flip: "Pencil and Paper" (Kingsley, ASCAP) (2:42). **Epic 9686**

### Album Reviews on Page 48



## COUNTRY MUSIC SPOTLIGHTS

**ERNEST ASHWORTH—I LOVE TO DANCE WITH ANNIE** (Acuff-Rose, BMI) (2:38) — **MY HEART WOULD KNOW** (Rose, BMI) (2:33)—First side is an up-tempo toe-tapper with hoedown sound. Ashworth is backed ably by chorus. Flip is tear-jerker ballad. Plenty of pathos as delivered by real pro. Multi-tracked duet adds to effect. **Hickory 1265**

**RAY BAKER—WITHOUT A REASON** (Glad, BMI) (2:20)—**A MILLION MILES OR MORE** (Glad, BMI) (2:14)—Powerful reading and equally powerful lyric line on this heart-breaker ballad. Good country backing. On flip message is still sad, but the tempo moves along at a much happier pace. **United Artists 726**



## TRACK RECORDS

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

### HOT POP

#### IRMA THOMAS

**WITHOUT LOVE (THERE IS NOTHING)** (2:57) —From LP: "Wish Someone Would Care" (Imperial 9622)

### POP STANDARD

#### JACK JONES

**BEWITCHED** (4:04) — From LP: "Bewitched" (Kapp 1365)

#### THE CASCADING VOICES

**DREAM** (2:23)—From LP: "The Cascading Voices of the Hugo and Luigi Chorus With Strings" (RCA Victor 2863)

#### THE SERENDIPITY SINGERS

**THE NEW FRANKIE AND JOHNNY SONG** (2:28)—From LP: "The Many Sides of the Serendipity Singers" (Philips, 200-134)

### RHYTHM & BLUES

**JAMES BROWN—The Things That I Used to Do** (Music, BMI) (2:55)—**Out of the Blue** (Try Me, BMI) (2:18). **SMASH 1908**

**JAMES DUNCAN—My Pillow Stays Wet** (Boblo, BMI) (3:05)—**Here Comes Charlie** (Boblo, BMI) (2:50). **KING 5887**

### SPIRITUALS

**FIVE BLIND BOYS—Leaning on Jesus** (Lion, BMI) (2:54)—**Something to Shout About** (Lion, BMI) (2:35). **PEACOCK 3023**

**SISTER VICTORIA HAWKINS—There is a Fountain** (Lion, BMI) (2:47). **PEACOCK 3022**

**GOSPELAIRES—I Feel the Spirit** (Lion, BMI) (2:13). **PEACOCK 3018**

**GOSPEL COMMANDERS—My Mother is at Church** (Lion, BMI) (2:40). **SONG BIRD 1010**

### LATIN AMERICAN

**RAUL SANCHEZ-FLACO JIMENEZ Y SU CONJUNTO—Mujeriego** (2:59). **JIMO 102**

three  
of a kind



from  
one  
of a kind

# Diane Renay

it's another chart-climber from Diane, *watch it move!*



the ultimate in entertainment

TOP LP's

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

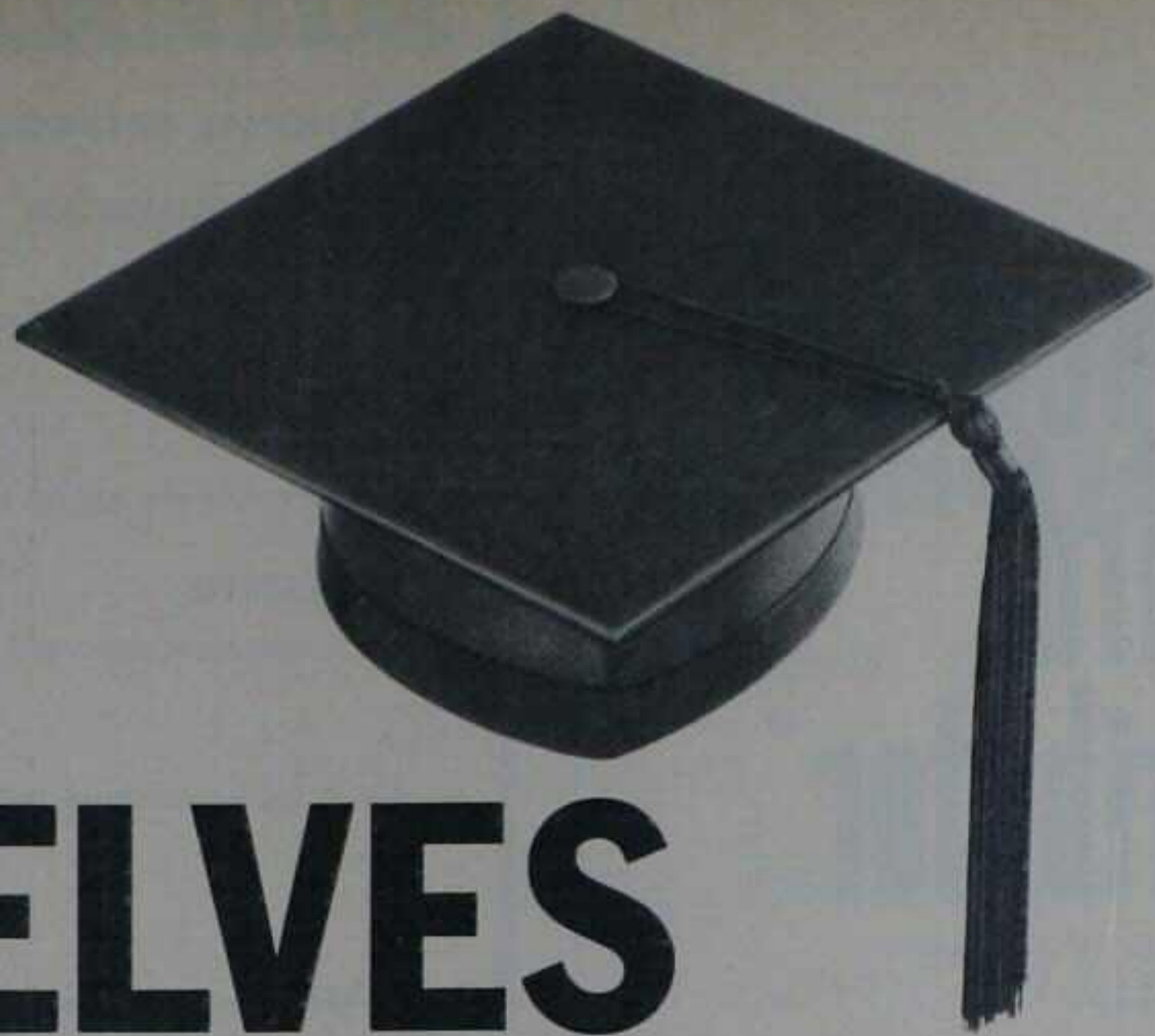
Record Industry Association of America seal of certification as million dollar LP's.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Includes entries like HELLO, DOLLY!, FUNNY GIRL, HELLO, DOLLY!, THE BEATLES' SECOND ALBUM, CALL ME IRRESPONSIBLE AND OTHER HIT SONGS, MEET THE BEATLES, HONEY IN THE HORN, GLAD ALL OVER, TODAY, BARBRA STREISAND/THE THIRD ALBUM, INTRODUCING THE BEATLES, KISSIN' COUSINS, THE PINK PANTHER, SHUT DOWN, VOL. 2, THE SERENDIPITY SINGERS, THE BARBRA STREISAND ALBUM, BELAFONTE AT THE CREEK THEATRE, SHANGRI-LA, IN THE WIND, LOUIE LOUIE, WHO'S AFRAID OF VIRGINIA WOOLF?, COTTON CANDY, SOMETHING SPECIAL FOR YOUNG LOVERS, PETER, PAUL & MARY, THE SECOND BARBRA STREISAND ALBUM, MOON RIVER & OTHER GREAT MOVIE THEMES, JACK JONES' WIVES AND LOVERS, WEST SIDE STORY, DAWN (Go Away) AND 11 OTHER GREAT SONGS, DAYS OF WINE AND ROSES, MOON RIVER AND OTHER ACADEMY AWARD WINNERS, CATCH A RISING STAR, ALLAN IN WONDERLAND, GLORIA, MARTY & STRINGS, YESTERDAY'S LOVE SONGS—TODAY'S BLUES, THE SHELTER OF YOUR ARMS, ENCORE, SWEET & SOUR TEARS, TENDER IS THE NIGHT, PURE DYNAMITE, TOM JONES, MEET THE SEARCHERS/NEEDLES AND PINS, MOVING, DAYS OF WINE AND ROSES, JOAN BAEZ IN CONCERT, PART 2, TRINI LOPEZ ON THE MOVE, LAWRENCE OF ARABIA, EARLY HITS OF 1964, CAMELOT, CHARADE.

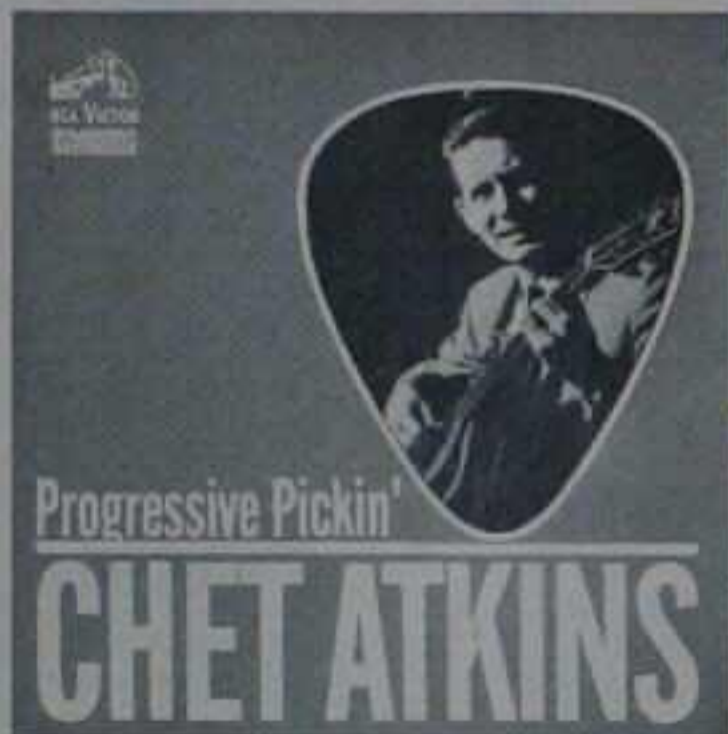
Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Includes entries like LIVING A LIE, TRINI LOPEZ AT PJ's, RAMBLIN', I LEFT MY HEART IN SAN FRANCISCO, THE MANY MOODS OF TONY, THE SINGING NUN, I'LL SEARCH MY HEART, THE ITALIAN VOICE OF AL MARTINO, IT MUST HAVE BEEN SOMETHING I SAID!, MONDO CANE, AIN'T THAT GOOD NEWS, OLIVER, HOLLYWOOD—MY WAY, WHAT MAKES SAMMY RUN?, SHOWTIME, MY FAIR LADY, TODAY, TOMORROW, FOREVER, THE NEVER ENDING IMPRESSIONS, BACH'S GREATEST HITS, JOHNNY'S GREATEST HITS, TILL THE END OF TIME, ROY ORBISON'S GREATEST HITS, MANHATTAN TOWER, RING OF FIRE—THE BEST OF JOHNNY CASH, WE SHALL OVERCOME, THE NEW CHRISTY MINSTRELS, JOAN BAEZ IN CONCERT, MOMS MABLEY OUT ON A LIMB, BACK IN TOWN, NEW YORK WONDERLAND, GREAT VOICES OF THE CENTURY, TIME CHANGES, SINATRA'S SINATRA, PAINTED, TAINTED ROSE, SOLID GOLD STEINWAY, ALWAYS IN MY HEART, RAMBLIN' ROSE, THERE! I'VE SAID IT AGAIN, ANY NUMBER CAN WIN, DEAD MAN'S CURVE/THE NEW GIRL IN SCHOOL, THE SMOTHERS BROTHERS AT THE PURPLE ONION, FROM RUSSIA WITH LOVE, ROMANTICALLY, THE TIMES THEY ARE A-CHANGIN', MARY WELLS AND MARVIN GAYE TOGETHER, BAJA MARIMBA BAND, THE BEATLES AMERICAN TOUR WITH ED RUDY, MEET THE TEMPTATIONS, FOREVER, APOLLO SATURDAY NIGHT, REFLECTIONS.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Includes entries like SUSPICION!, PACKAGE OF 16 HITS, MASS FOR JOHN F. KENNEDY; MOZART: REQUIEM, CALL ME IRRESPONSIBLE AND THE JACK JONES HITS, GETZ/GILBERTO, THE MOTORTOWN REVUE, VOL. 2, THINK ETHNIC, PAIN IN MY HEART, THE WONDERFUL WORLD OF ANDY WILLIAMS, MORE THEMES FOR YOUNG LOVERS, TIME TO THINK, QUIET NIGHTS, HOW THE WEST WAS WON, BOOTS RANDOLPH'S YAKETY SAX, THE SOUND OF MUSIC, SHANGRI-LA, SPEAK TO ME OF LOVE, PERCY FAITH & HIS ORK PLAY GREAT FOLK TUNES, COME DANCE TO THE HITS, MARY WELLS GREATEST HITS, STAY, THE FIRST HURRAH!, WHEN LIGHTS ARE LOW, LILIES OF THE FIELD, AMERICA, I HEAR YOU SINGING, THE VOICE OF AFRICA, MARIA ELENA, HIPPI HIPPY SHAKE, I LOVE YOU BECAUSE, YOU MAKE ME FEEL SO YOUNG, DIMENSION '3', HIGH SPIRITS, GOLDEN HITS OF THE 4 SEASONS, HER JOY, HER SONGS, THE JAMES BROWN SHOW, TODAY'S ROMANTIC HITS/FOR LOVERS ONLY, VOL. 2, THE SWINGLE SINGERS GOING BAROQUE, HEY LITTLE COBRA AND OTHER HOT ROD HITS, A LETTERMEN KIND OF LOVE, CHUCK BERRY'S GREATEST HITS, CURB YOUR TONGUE, KNAVE!, NAVY BLUE, JOAN BAEZ, VOL. 1, ELVIS' GOLDEN RECORDS, VOL. 3, MARVIN GAYE GREATEST HITS, REFLECTING, THE WOMENFOLK, THE BEST OF THE KINGSTON TRIO, MORE OF EVERYTHING!, I WISH YOU LOVE.

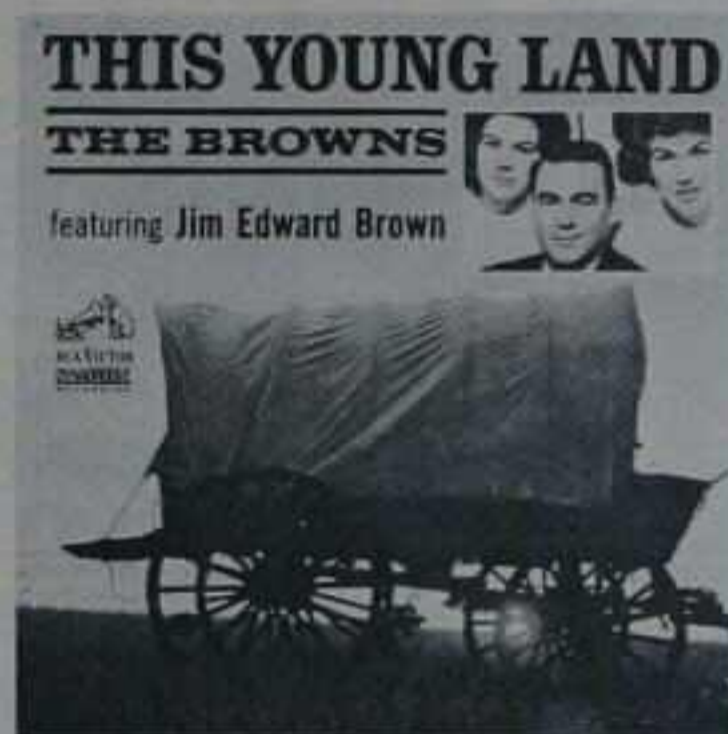
# IN A CLASS BY THEMSELVES



Singing in the style that won him millions of fans. Includes "Lonely People" and "Then I'll Be Happy." LPM/LSP-2909



A romping session for every Chet Atkins enthusiast. Includes "Satan's Doll" and "Gravy Waltz." LPM/LSP-2908



The pioneer spirit of a nation expressed on songs like "This Land Is Your Land" and "The Grass Is Red." LPM/LSP-2860



Musical madness on another set of wild selections like "Hot Lips" and "Somebody Stole My Gal." LPM/LSP-2861



For all those still cheering her first success, includes "Love for Sale," and "One Man Woman." LPM/LSP-2862



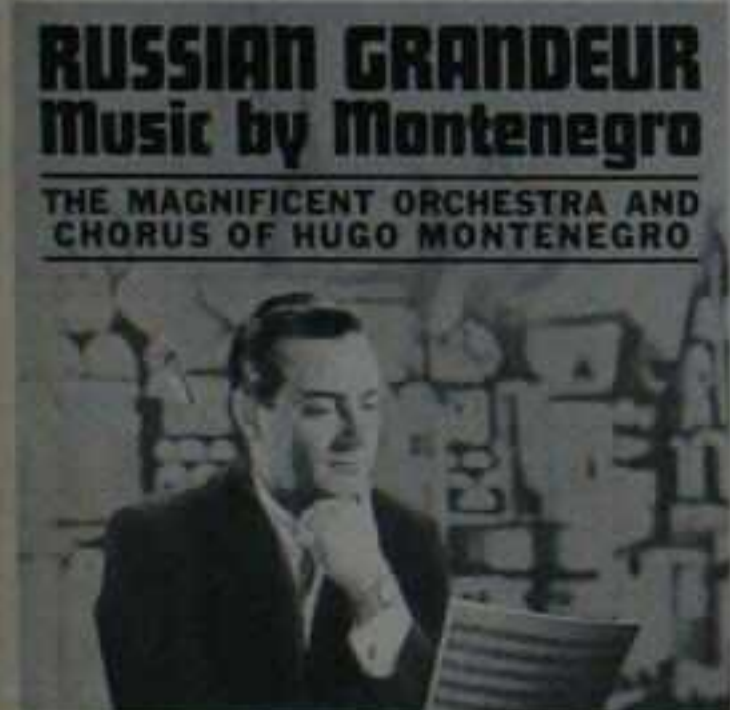
The hottest comics on records go oriental with laugh-filled songs like "Mother Goose Is Chicken." LPM/LSP-2928



The rich, sensuous sound of beautiful voices includes "Love Letters" and "When I Lost You." LPM/LSP-2863



Great jazz group caught "live" on selections like "Jumpin' at the Woodside" and "Meetin' Time." LPM/LSP-2891



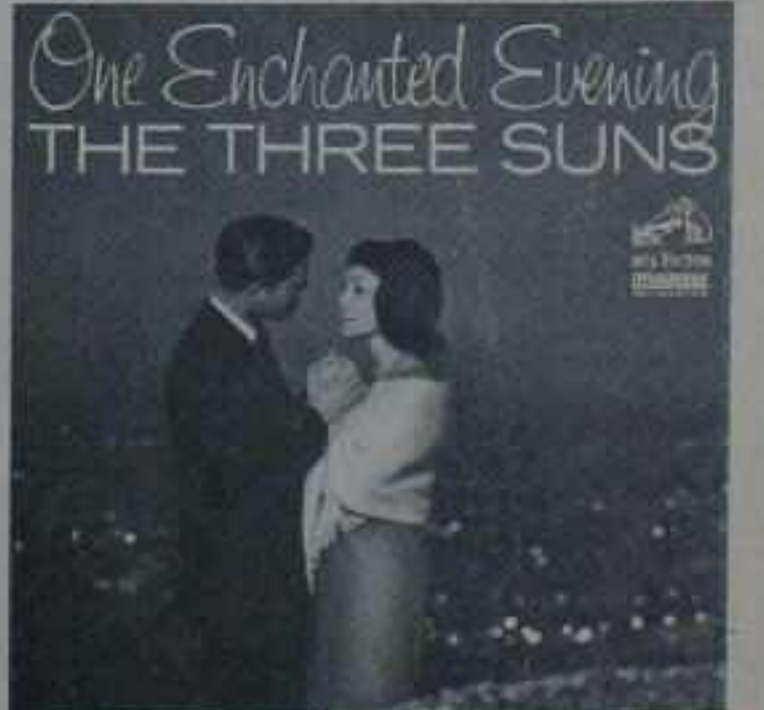
Orchestra and chorus of Hugo Montenegro on melodies like "Meadowland" and "Scheherazade." LPM/LSP-2902



Her first album recorded in this country. Includes "Remember Me" and "Just Once More." LPM/LSP-2900



Songs that made Edith a worldwide sensation. Includes "La vie en rose", and "Amour du mois de Mai." FPM-123



This popular trio on a romantic set of standards like "In the Still of the Night" and "The Tender Trap." LPM/LSP-2904

NEW FOR JUNE ON **RCA VICTOR**

The most trusted name in sound



# "The Independent Record Distributor"

*A Profile Of The Industry*

An exclusive in-depth report by Billboard on the fast-paced, highly competitive world of the independent record distributor . . . and his conscientious, fast-growing trade association.



(American Record Merchants and Distributors Association)

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## BREAKOUT ALBUMS

### ★ NATIONAL BREAKOUTS

#### THE BEATLES AMERICAN TOUR WITH ED RUDY

Radio Pulse Beat News, News Documentary 2 (M); (No Stereo)

#### REFLECTIONS

Peter Nero, RCA Victor LPM 2853 (M); LSP 2853 (S)

#### GETZ/GILBERTO

Stan Getz & Joao Gilberto, Verve V 8545 (M); V6-8545 (S)

#### STAY

Four Seasons, Vee Jay VJ 1082 (M); VJS 1082 (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.

#### 50 GUITARS GO ITALIANO . . .

50 Guitars of Tammy Garrett, Liberty LMM 13028 (M); LSS 14028 (S)

#### MOONLIGHT AND ROSES . . .

Jim Reeves, RCA Victor 2854 (M); LSP 2854 (S)

#### BY REQUEST . . .

Brenda Lee, Decca DL 4509 (M); DL 74509 (S)

#### FOREVER . . .

Billy Vaughn, Dot DLP 3578 (M); DLP 25578 (S)

#### NINO AND APRIL SING THE GREAT SONGS . . .

Nino Tempa & April Stevens, Atco 162 (M); SD 162 (S)

#### LATIN LUSH AND LOVELY . . .

Morton Gould & His Ork, RCA Victor LM 2752 (M); LSC 2752 (S)

#### WHITE ON WHITE . . .

Danny Williams, United Artists UAL 3359 (M); UAS 6359

#### DISCOVERY!! . . .

Vikki Carr, Liberty LRP 3354 (M); LST 7354 (S)



#### 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

##### THE LONG SHIPS

Soundtrack, Colpix CP 517 (M); SCP 517 (S)

##### THEME FROM "MR. NOVAK" AND OTHER HIGH SCHOOL THEMES

No Artist Listed, MGM E 4222 (M); SE 4222 (S)

##### MUSCLE BEACH PARTY AND OTHER MOTION PICTURE SONGS

Frankie Avalon, United Artists UAL 3371 (M); UAS 6371 (S)

#### JAZZ

##### WEST COAST VIBES

Roy Ayers, United Artists UAL 3325 (M); UAS 6325 (S)

#### POLKA

##### GORALU GORALU

Frank Wojnarowski & His Ork, Silverbell 10165 (M)

#### COMEDY

##### THE ROYAL FAMILY

The Triangle Players, King KC-1 (M)

#### SPOKEN WORD

##### GEN. DOUGLAS MACARTHUR'S SENTIMENTAL JOURNEY TO THE PHILIPPINES

Villar MLP 5040 (M)

#### SACRED

Various Artists, Nashville NLP 2003

#### LOW PRICE COUNTRY-WESTERN

##### COUNTRY BOYS & GIRLS

Various Artists, Mercury Wing MGW 12275 (M); SRW 16275 (S)



#### THREE-STAR ALBUMS

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

#### POPULAR

CINDY  
Original Cast, ABC-Paramount ABC-OC-2 (M); ABCS-OC-2 (S)

#### FOLK

WANDERIN'  
Baytown Singers, MGM E 4221 (M); SE 4221 (S)

#### SPIRITUAL

WELL DONE  
Radio Choir of the Institutional Church of God in Christ, Faith LP 1003 (M)

## BMI to Attend CISAC Parley

NEW YORK — Broadcast Music Inc. (BMI), currently the only U. S. member of the Confederation Internationale des Societes d'auteurs et Compositeurs (CISAC), will attend the official Congress of the Confederation in London during the week of June 14. CISAC is the international organization of authors and publishers and includes all of the major performing rights societies of the rest of the world. BMI's principal participation will be in connection with the meetings of the performing rights organizations.

The BMI delegation includes Robert J. Burton, president; Sidney M. Kaye, board chairman; Leo Cherniavsky, head of the foreign rights division, as well as BMI composers Gunther Schuller, William Schuman and Roger Sessions.

## April-Blackwood Appoints Teifer

NEW YORK—Gerald Teifer has been set as professional manager of the April-Blackwood Publishing Companies, music publishing arm of Columbia Records. In this post, Teifer will be responsible to David Kapralik, general manager of the publishing firms, for developing and co-ordinating the material and assignments of the April-Blackwood writing staff as well as acquiring material from freelance writers.

## LEND-LEASE THE JAZZ WAY

LONDON — Brian Epstein and Vic Lewis (GAC's British representative) have begun the first phases of an exchange program whereby American jazz groups will play England in return for Epstein's groups playing American tours. It's one-sided thus far. Cannonball Adderley's sextet began the lend and lease program in London on May 11.

## Supreme Records Signs Up Avalone

HOLLYWOOD — Supreme Recordings has snared Ronnie Avalone, veteran religious vocalist. Avalone and president Paul Mickelson formerly worked together when Avalone was on Word Records and Mickelson was vice-president of the religious label.

Avalone had recorded for Word five years and before that for Zondervan Recordings of Grand Rapids, Mich. Mickelson said he planned cutting two LP's with Avalone, one a choral package here and the other with the Concert Orchestra of London this fall.

## Oriole Staffer Quits

LONDON — Oriole Records' a&r chief John Schroeder exits the company this weekend after two and a half years.

## Festival Offers Program Disk

SYDNEY—Festival Records will offer the American Decca programming-aid disk based on Henry Jerome's recording of "That Haunting Theme" to all commercial radio stations in Australia.

As with the original American release (Billboard, Feb. 29), the record will be provided free of charge and Festival sees a similar successful reaction by program directors looking for novel programming ideas.

The disk will be accompanied by an information sheet. It details ways to live up presentation of public service announcements. Frederick C. Marks, Festival's director, says he will make the service available to the company's subscribers in New Zealand.

## GNP-Crescendo Opens Office

HOLLYWOOD—GNP-Crescendo Records has opened a New Orleans office staffed by Dave Bartholomew as a&r representative. Bartholomew will travel through the South, searching for talent and masters, explained label President Gene Norman.

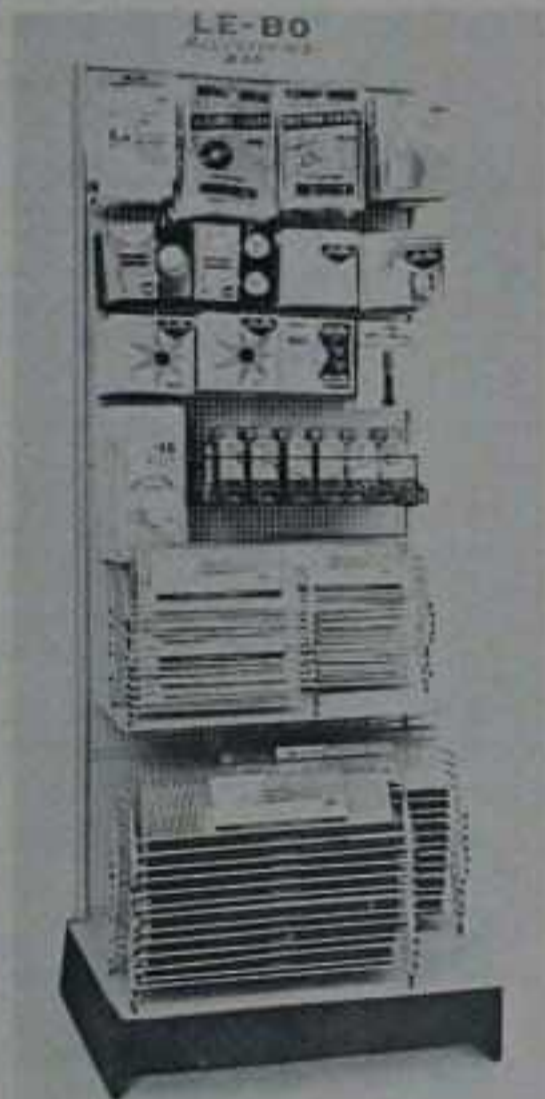
Crescendo's new a&r rep, Norman points out, had a successful track record with Fats Domino at Imperial. The new office is located at 2804 Roberts Street.

BILLBOARD, June 6, 1964



# ONE THING IN COMMON

*All seek and get  
new business every year  
by using Billboard's  
International Buyer's Guide*



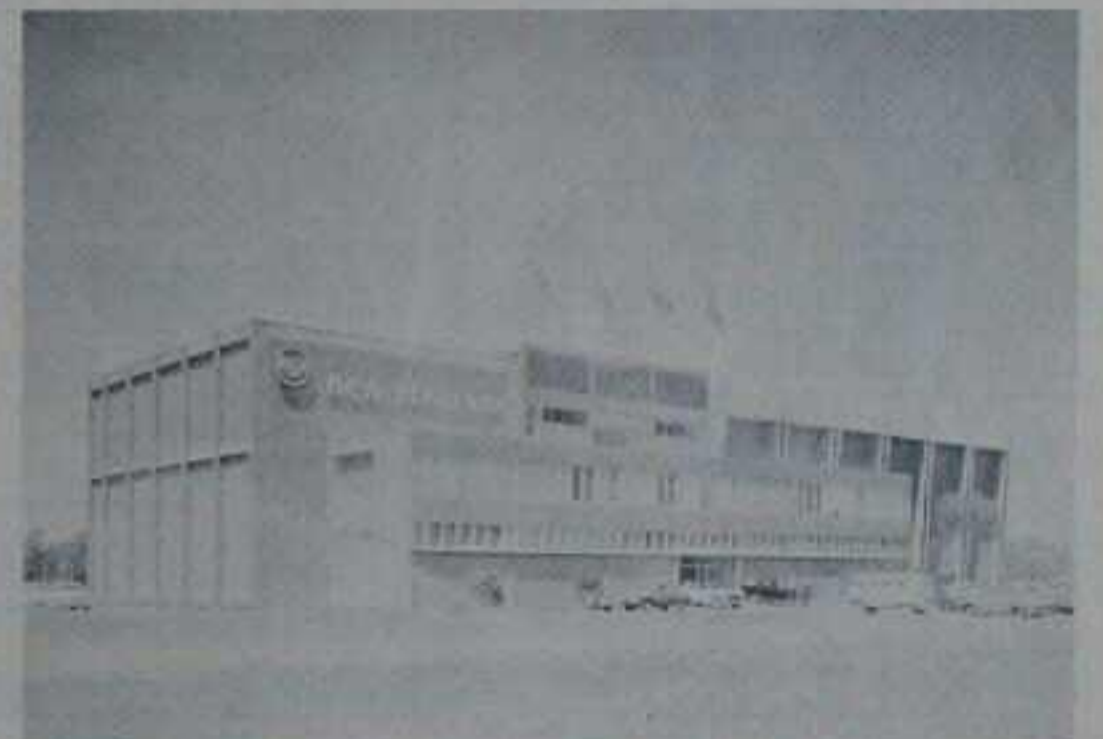
Dealer Accessories.  
Picture courtesy Le-Bo Products.



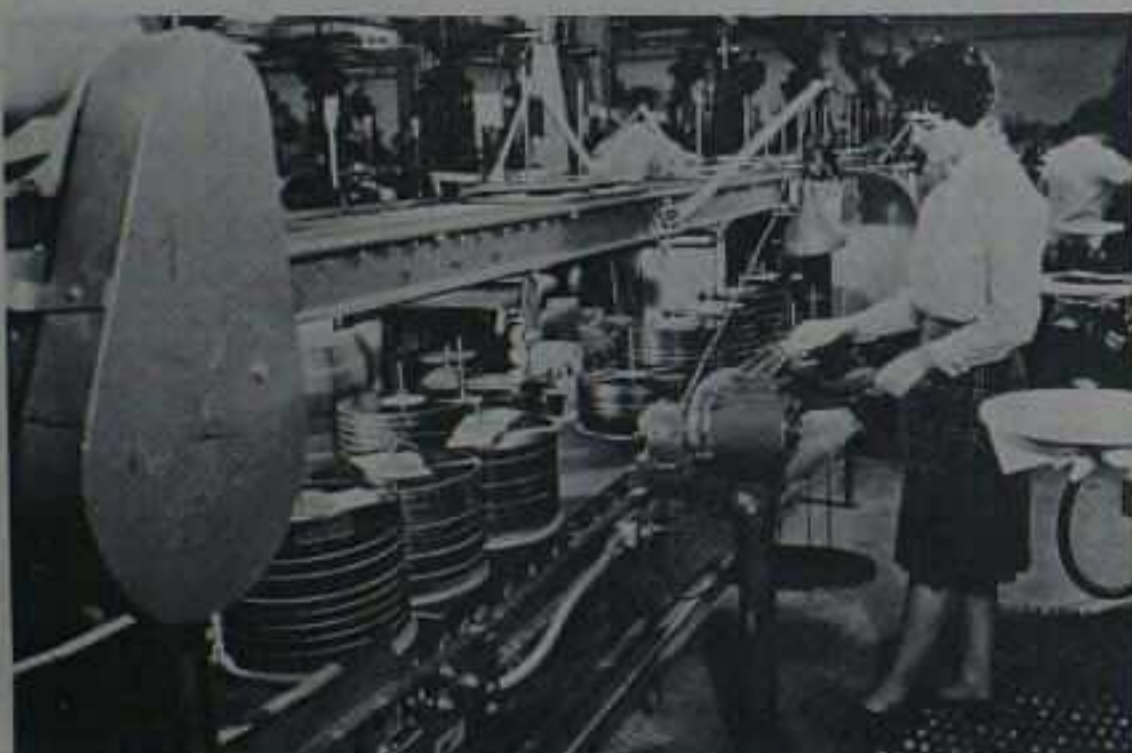
Rack Operators. Picture courtesy NARM.



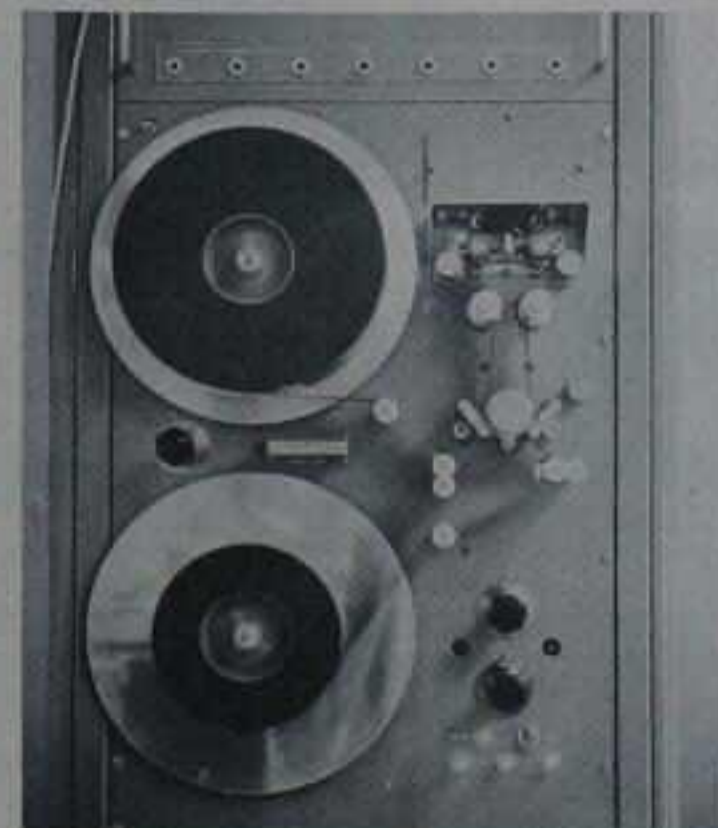
Recording. Picture courtesy M-G-M/Verve Records.



International Facilities. Picture courtesy RCA Italiana.



Record Pressing & Labeling. Picture courtesy Columbia Records.



Recording Equipment. Picture courtesy RCA.

**BILLBOARD'S INTERNATIONAL  
BUYER'S GUIDE** is received and

kept and used by more music-record influentials throughout the world than any other publica-  
tion. Coming August 1. Advertising deadline June 20.

## ARGENTINA

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	QUE SUERTE	*Violeta Rivas (RCA); Los Tres Sudamericanos (CBS); Beto Fernan (Music Hall)—Korn
2	2	TWIST AND SHOUT	Beatles (Odeon); Tammys (Philips)—Fermata
3	3	LOVE ME DO	Beatles (Odeon)—Korn
4	5	COMO TE EXTRANO MI AMORLITA	*Leo Dan (CBS)—Mundo Musical
5	4	DOMINIQUE	Singing Nun (Philips); Alegres Cantores (CBS)—Fermata
6	10	A MILLION DRUMS	Tony Mitchell (Microfon)
7	7	NON HO L'ETA PER AMARTI	Gigliola Cinquetti (Music Hall)—Korn
8	6	SABOR A NADA	*Palito Ortega (Victor); Siro San Roman (Music Hall)—Korn
9	8	MARY ISABEL	*Leo Dan (CBS)—Mundo Musical
10	9	OH MI SENOR	Eduardo Vianello (Victor); Juan Ramon (Disc Jockey)—Fermata
11	11	EL MEREQUETENGUE	Los Cinco del Ritmo (Microfon)
12	13	LA MAMMA	*Antonio Prieto (Victor)—Korn
13	12	SI TUVIERA UN MARTILLO	Rita Pavone (Victor); Trini Lopez (Music Hall)—Fermata
14	14	BEATRIZ	*Larry (CBS)—Mundo Musical
15	15	EL PATITO	*Chicote Lopez (Odeon)—Korn

## AUSTRALIA

(Courtesy Music Maker, Sydney)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	5	POISON IVY	*Billy Thorpe & Arctics (Linda Lee)—Chappell
2	1	CAN'T BUY ME LOVE	Beatles (Parlophone)—Leeds
3	4	ALL MY LOVING	Beatles (Parlophone)—Leeds
4	2	SHE WEARS MY RING	*Johnny O'Keefe (Leedon)—Acuff-Rose
5	3	WORLD WITHOUT LOVE	Peter & Gordon (Columbia)—Leeds
6	8	MY GUY	Mary Wells (Stateside)—Chappell
7	6	MY BOY LOLLIPOP	Millie Phillips—Chappell
8	—	ROCK AROUND THE CLOCK	Bill Haley & Comets (Festivals)—Southern
9	—	MEMORIES ARE MADE OF THIS	Kathy McCormack (RCA)—Alberts
10	—	VIVA LAS VEGAS	Elvis Presley (RCA)—Belinda
11	12	DIANE	Bachelors (Decca)—Alberts
12	—	SUSPICION	Terry Stafford (London)
13	—	IT'S OVER	Roy Orbison (London)—Acuff-Rose
14	11	COME ON EVERYBODY	Elvis Presley (RCA)—Belinda
15	9	TWIST AND SHOUT	The Beatles (Parlophone)—Chappell

## BRITAIN

(Courtesy New Musical Express, London)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	JULIET	*Four Pennies (Philips)—Flamingo Music
2	6	YOU'RE MY WORLD	*Cilla Black (Parlophone)—Aberbach
3	5	IT'S OVER	Roy Orbison (London)—Acuff-Rose
4	3	MY BOY LOLLIPOP	*Millie Small (Fontana)—Chappell
5	11	CONSTANTLY	*Cliff Richard (Columbia)—World Wide-Biem
6	7	A LITTLE LOVING	*Fourmost (Parlophone)—Jaep Music
7	2	DON'T THROW YOUR LOVE AWAY	*Searchers (Pye)—Welbeck Music
8	4	I BELIEVE	*Bachelors (Decca)—Cinephonic
9	20	NO PARTICULAR PLACE TO GO	Chuck Berry (Pye Int.)—Jewel Music
10	10	WALK ON BY	Dionne Warwick (Pye Int.)—17 Savile Row
11	16	THE RISE AND FALL OF FLINGEL BUNT	*Shadows (Columbia)—Shadows—Belinda

This Week	Last Week	Title	Artist
12	9	DON'T LET THE SUN CATCH YOU CRYING	*Gerry and the Pacemakers (Columbia)—Pacermusic
13	12	I LOVE YOU BECAUSE	Jim Reeves (RCA)—Bourne Music
14	24	NON HO L'ETA PER AMARTI	Gigliola Cinquetti (Decca)—Chappell
15	—	MY GUY	Mary Wells (Stateside)—Belinda Music
16	18	I WILL	*Billy Fury (Decca)—Bens Music
17	—	I LOVE YOU BABY	*Freddie and the Dreamers (Columbia)—Sherwin Music
18	17	MOCKING BIRD HILL	*Migil Five (Pye)—Southern Music
19	14	DON'T TURN AROUND	*Merseybeats (Fontana)—Robbins Music
20	15	MOVE OVER DARLING	Doris Day (CBS)—California Music
21	8	WORLD WITHOUT LOVE	*Peter and Gordon (Columbia)—Northern Songs, Ltd.
22	13	CAN'T BUY ME LOVE	*Beatles (Parlophone)—Northern Songs, Ltd.
23	27	SOMEONE	*Brian Poole and the Tremeloes (Decca)—Burlington Music
24	—	HERE I GO AGAIN	*Hollies (Parlophone)—Belinda Music
25	22	YOU'RE THE ONE	*Kathy Kirby (Decca)—Latin American Music
26	25	ANGRY AT THE BIG OAK TREE	*Frank Ifield (Columbia)—Shapiro-Bernstein
27	19	EVERYTHING'S ALL RIGHT	*Mojos (Decca)—West One Music
28	30	IF I LOVE YOU	*Richard Anthony (Columbia)—Williamson
29	—	SHOUT	*Lulu and the Luviers (Decca)—George Wiener
30	—	SUSPICION	Terry Stafford (London)—Hill & Range

## EIRE

(Courtesy Evening Press, Dublin)

This Week	Last Week	Title	Artist
1	1	I BELIEVE	Bachelors (Decca)—Cinephonic
2	3	LIVERPOOL LOU	Dominic Behan (Piccadilly)—Active
3	2	CAN'T BUY ME LOVE	Beatles (Parlophone)—Northern Songs, Ltd.
4	4	FALLEN STAR	Cadets (Columbia)—Thames Music, Ltd.
5	8	MY BOY LOLLIPOP	Millie Small (Fontana)—Chappell
6	—	I'M YOURS	Dickie Rock and the Miami Showband (Piccadilly)
7	6	I'M COUNTING ON YOU	Dixielanders (Parlophone)—Aberbach
8	5	DON'T THROW YOUR LOVE AWAY	*Searchers (Pye)—Welbeck
9	9	NOT FADE AWAY	Rolling Stones (Decca)—Southern
10	7	I LOVE YOU BECAUSE	Jim Reeves (RCA)—Victor)—Bourne

## HOLLAND

(Courtesy Platennieuws, Amersfoort)

This Week	Last Week	Title	Artist
1	1	VOUS PERMETTEZ, MONSIEUR	Adamo (Pathe)—Anagon Music
2	5	LA MAMMA	Corrie Brokken (Philips)—Ed. Altona
3	3	DE WINTER WAS LANG	Willeke Alberti (Philips)—Basart L.C.
4	2	CAN'T BUY ME LOVE	Beatles (Parlophone)—Basart L.C.
5	4	NON HO L'ETA	Gigliola Cinquetti (Show)—World Music
6	—	'N MOEDERHART, 'N GOUDEN HART	Gert Timmerman (Telefunken)—Basart L.C.
7	8	OH MY DARLING, CAROLINE	Ronny (Telefunken)—Holland Music
8	7	GIB MIR DEIN WORT	Freddy (Polydor)
9	—	I LOVE YOU BECAUSE	Jim Reeves (RCA)
10	—	JAILER BRING ME WATER	Trini Lopez (Reprise)

## HONG KONG

Two Weeks  
This Week

This Week	Last Week	Title	Artist
1	1	CAN'T BUY ME LOVE	Beatles (Parlophone)
2	3	VIVA LAS VEGAS	Elvis Presley (RCA Victor)
3	2	WAIT AND SEE	Fabulous Echoes (Diamond)
4	4	I SAW HER STANDING THERE	Beatles (Parlophone)
5	—	MOVE OVER DARLING	Doris Day (CBS)
6	6	HEY BOBBA NEEDLE	Chubby Checker (Parkway)
7	5	I WANT TO HOLD YOUR HAND	Beatles (Parlophone)
8	9	TRUE TRUE LOVIN'	Cliff Richard (Columbia)
9	8	SWING LOW SWEET CHARIOT	Satellites (Diamond)
10	—	CHEER UP	Paul Anka (RCA Victor)

## HUNGARY

(All recordings on the Qualiton label) \*Denotes local origin

This Week	Last Week	Title	Artist
1	1	CAMPING TWIST	Janos Koos (Editio Musica)
2	—	MINDEN ORSZAG VAROSA	Lehel Nemeth (Editio Musica)
3	—	INGOVANY	Iren Psota (Editio Musica)
4	—	O SOLE MIO	Gyorgy Korda (Bote und Bock)
5	—	QUARDA CON ME DONDOLO	Janos Koos (Alfa Editio Musicale)
6	—	SZEP REGI REGI TANGO	Katalin Sarosi (Editio Southern)
7	—	MERT JARSZ ALMOK UTAN	Katalin Sarosi (Editio Musica)
8	—	NALAM MINDEN A REGI MARADT	Vico Torriani (Editio Musica)
9	—	EXODUS	Lehel Nemeth (Chappell and Co.)
10	—	TOTAGAS	Kek Csillag Combo

## ITALY

(Courtesy Musica e Disci, Milan) \*Denotes local origin

This Week	Last Week	Title	Artist
1	1	E' L'UOMO PER ME	*Mina (Ri Fi)
2	2	CIN CIN	Richard Anthony (Columbia)
3	4	ER GIA'	La Ragazza del Clan (Clan)
4	3	CITTA' VUOTA	*Mina (Ri Fi)
5	7	SHE LOVES YOU	Beatles (Parlophone)
6	5	UNA LACRIMA SUL VISO	*Bobby Solo (Ricordi)
7	8	LA NOTTE E FATTA PER AMARE	Neil Sedaka (RCA)
8	6	NON HO L'ETA	Gigliola Cinquetti (CGD)
9	9	ANGELITA DI ANZIO	*Marcellos Ferial (Durium)
10	11	PLEASE PLEASE ME	Beatles (Parlophone)
11	13	IL PRIMO BACIO CHE DARO'	*Gigliola Cinquetti (CGD)
12	—	IN GINOCCHIO DA TE	*Gianni Morandi (RCA)
13	10	RITORNA	Gene Pitney (UA)
14	—	CON TE SULLA SPIAGLIA	*Nico Fidenco (RCA)
15	14	AMORE SCUSAMI	*John Foster (Style)

## JAPAN

(Courtesy Utamate, Tokyo) \*Denotes local origin

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

## MEXICO

(Courtesy Audiomusica) \*Denotes local origin

This Week	Last Week	Title	Artist
1	2	ENTREGA TOTAL	*Javier Solis (CBS)—Mundo Musical
2	—	TIJUANA	Persuaders (Gamma)—Drive-In Music
3	3	GUARDA COME DONDOLO	—Edoardo Vianello (RCA)—Pending
4	4	LABERINTO	*Sonia Lopez (CBS)—Pham
5	—	PIENSALO	*Sonora Santanera (CBS)—Pending
6	6	I WANT TO HOLD YOUR HAND	Beatles (Musart)—Pending
7	1	LAS CEREZAS	*Hnos Carrion (CBS)—Pending
8	8	QUE SERA, SERA	*Los Moonlights (RCA)—Pending
9	9	ATRAS DE LA RAYA	(Loddy Lo)—*Apsion Boys (Peerless)—Kalmann
10	10	NO TENGO EDAD	Gigliola Cinquetti (Gamma-CGD)—Pending

## PHILIPPINES

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	I WISH YOU LOVE	Robert Goulet (Columbia)—Mareco, Inc.
2	2	THERE'S ALWAYS ME	Elvis Presley (RCA)—Filipinas Record Corp.
3	4	WHAT'D I SAY	Elvis Presley (RCA)—Filipinas Record Corp.
4	3	BOYS	Ronnie Villar & the Firedons (Mabuhay)—Mareco, Inc.
5	5	LOSING YOU	Doris Day (Columbia)—Mareco, Inc.
6	9	HAVA NAGEELA	Ronnie Villar & the Firedons (Mabuhay)—Mareco, Inc.
7	—	FROM RUSSIA WITH LOVE	—Al Caiola (United Artists)—Mareco, Inc.
8	6	MALAGUENA SALEROSA	Geula Gill (Columbia)—Mareco, Inc.
9	7	ROLL OVER BEETHOVEN	Beatles (Parlophone)—Mico, Inc.
10	—	CRY FOR A SHADOW	Beatles (MGM)—Mareco, Inc.

## SOUTH AFRICA

This Week

1	I'M LEAVING IT UP TO YOU	Dale & Grace (London)
2	CAN'T BUY ME LOVE	Beatles (Parlophone)
3	AS USUAL	Brenda Lee (Decca)
4	NON HO L'ETA	Gigliola Cinquetti (Meteor)
5	JAVA	Al Hirt (RCA)
6	I'M THE LONELY ONE	Cliff Richard (Columbia)
7	ANYONE WHO HAD A HEART	D. Warwick (Fontana)
8	NEEDLES & PINS	Searchers (Parlophone)

## URUGUAY

("Discometro Mundial" of LA MANANA-Montevideo)

This Week

This Week	Last Week	Title	Artist
1	1	AMARRADITOS	Luis Ordonez (CBS); Raul Lavie (Vic); Fetiche (Philips)—Korn
2	6	QUE SUERTE	Violeta Rivas (Vic); Panchito Nole (Gold-Laut)—Korn
3	2	DOMINIQUE	Daisy Simons (Orfeo); Soeur Sourire (Philips); Raquel Castano (Discomoda-Clave)—Fermata
4	7	TE GUARDARE EN MI CORAZON	Mondo Cane; Moacyr Franco (Antar); Ritz Ortolan (Fermata); Enrique Guzman (CBS); Tony Renis (Odeon)—Fermata
5	5	CELIA-CANTA EL CORAZON	Leo Dan (CBS)—Mundo Musical
6	9	SABOR A NADA	Palito Ortega (Vic)—Korn
7	3	NO TENGO EDAD PARA AMARTE	Gigliola Cinquetti (CGD-Clave)—Korn
8	4	IF I HAD A HAMMER	Trini Lopez (Reprise-Sondor)
9	10	COMO TE EXTRANO MI AMOR-CELIA	Leo Dan (CBS)—Mundo Musical
10	12	EL PATITO	Chicote Lopez (Odeon)—Korn

## Setting Record Straight On Some One-Stop Talk

SAN FRANCISCO—Business hereabouts is "fluctuating." As examples: West Coast Record Distributors, headquartered in Seattle, does not plan opening a one-stop operation here, states Norman Larson, sales manager, in reply to trade comment which has anticipated such a move.

"There is no foundation to the talk that we plan opening a one-stop in San Francisco," Larson told Billboard. "We have never considered a one-stop op-

eration in San Francisco." It had been mentioned that C.&C. Distributors, a local firm owned by the Seattle company, would open a one-stop branch.

In another much-discussed situation, Chuck Dondero, of D.M. Sales, three-year-old distributing firm, stated the firm was not for sale. "We've talked about merging the operation," he said, "but that's about it. We are not selling out."

Amid talk here and in Los Angeles about inroads being made by one-stops, Mainland Distributors recently began handling MGM. Melody Sales previously represented MGM as well as Verve. Al Bramy, co-owner of Melody Sales, in squelching talk about his firm owning the Music Five retail store on Market Street, said he had only helped organize the store for some people not in the business.

Tradesters were also discussing Lee Hartstone's recently opened Nor Cal one-stop, now competing with Dave Watson's Western one-stops. Another new entry here is Music Box one-stop, whose main interests are centered in Chicago.

One major distributor expressed concern over these new one-stops and their competing for accounts since he said they would affect both major and independent distributors. But, he added, he didn't think the situation was any different these days than they've been in the past. "This town has always swung and things are always fluctuating."

## Lou Adler, 2 Others Combine

HOLLYWOOD — Dunhill Productions and Trousdale Music have been formed as a triple venture of Lou Adler, Pierre Cossette and Bobby Roberts.

Adler was formerly a Colpix Records vice-president and VP of Aldon Music. The other two partners are active in their own personal management firm.

Dunhill will produce masters for sale to companies. Adler has been named president, with Cossette and Roberts executive vice-presidents.

Signed for the publishing firm are Phil Sloan and Steve Barri as producer-writer-artists. First artist under the Dunhill banner is Johnny Rivers, whose products are being released through Imperial. Office are located at 321 S. Beverly Drive, Beverly Hills.

# MUSIC AS WRITTEN

## SYDNEY

MGM's movie, "Blackboard Jungle," has been released in Australia for commercial TV and its opening theme, "Rock Around the Clock" by Bill Haley and His Comets, which 10 years ago totaled 100,000 sales for Festival Records, seems about to make a comeback with leading deejays. Station 2UW played the disk in one of its best time spots several times to satisfy requests after initial airing. Festival will re-release the album, now that it is available in stereo. Indications are that r&b sounds, similar to Haley's, could be easily revived, particularly because of a brand-new teen-age market.

In February, Festival released the English Ember master, featuring Chad Stuart and Jeremy Clyde's "Yesterday's Gone." Nothing happened. But since the record made its impact in the U. S., the disk is now receiving heavy play by Aussie disk jockeys, leading, perhaps, to our greatest sleeper. . . . Festival has also released an Ember original of the Dave Clark Five's "Cha-Quita" b.w. "In Your Heart," which seems to be exploding on the charts as the Mersey sound continues to run riot here.

GEORGE HILDER

## HAMBURG

Later this summer Ariola-Eurodisc will move all departments from Guetersloh to Munich, except distribution and Ariola-Eurodisc will move all departments from Guetersloh to Munich, except distribution and pressing. . . . New production chief for Philips Ton is Dr. Unger. . . . Cliff Richard and the Shadows toured five cities in Germany with big success. . . . The annual song festival Deutsche Schlager - Festspiele will start June 13 in Baden-Baden and will be transmitted by German TV. Twelve titles are in the final contest. Caterina Valente will be guest star.

CHRISTIAN TOERSLEFF

## LONDON

The Hollies follow up their "Just One Look" success with "Here I Go Again," written by Mort Shuman. . . . Independent producer Harold Baim is making two 30-minute color films for United Artists based on a Radio Luxembourg series, "Swinging U. K.," featuring many top groups and artists including the Swinging Blue Jeans, Brian Poole and the Tremeloes

and Millie. . . . The BBC has signed Decca's Kathy Kirby to star in six TV spectaculars this year and 12 next year for \$3,000 a show, the highest fee ever paid to a female artist for a series.

. . . ATV will lose its "Sunday Night at the London Palladium" compere, Bruce Forsyth, when he opens in his first musical, "Little Me," later this year. American producer Arthur Lewis and Bernard Delfont will present the show. Forsyth stepped in when Shirley Bassey left her engagement at Britain's top niter, the Talk of the Town. . . . Columbia has recorded and released the first British disk by Australian singer Bryan Davies, "Raincoat in the River," penned by Aaron Schroder and Chuck Kaye. . . . Last week Oriole issued a low-price EP series on its Realm catalog (previously confined to LP's). First releases include Ray Charles, Brownie McGhee and Sonny Terry.

CHRIS HUTCHINS

## HELSINKI

A new kind of Twist is being danced here, the "Twist Tango." The tango has long been a favorite in Finland. Even the twist bands have begun to play it now, with modern variations.

. . . Jazz concerts have been successful here lately. The Ella Fitzgerald, Oscar Peterson and Roy Eldridge package sold out, as did Art Farmer. . . . Because of the presence of our troops in Cyprus there are plans to tour there with popular Finnish artists. This writer will present concerts there with Tuula Ikaheimo, Rauni Pekkala, Anneli Sari, Marja Liisa Stahlberg, Sirpa Suosmaa, Reino Helismaa, Tuula and Paula, Niilo Tarvejarvi, Seppo Rannikko and five musicians.

HARRY AALTONEN

## LONDON

Elvis Presley's next single is not expected here until about July 10. It will be another flick title song, "Kissin' Cousins." . . . Billy J. Kramer has just been signed for tours of Sweden and Australia in June and August, respectively. . . . Brian Epstein, Beatles' manager, has now agreed for the group to do two concerts at the Hollywood Bowl on Aug. 23. He has turned down offers for either show to be televised. . . . Manchester group, the Four Pennies, surprised everyone by taking over the No. 1 chart position with their Philips' single, "Juliet" (published by Flamingo Music). . . .

## PHILLY NARM MARKS DEATH

PHILADELPHIA—The National Association of Record Merchandisers (NARM) offices in Philadelphia was closed for a short time due to the death of Isaac Malamud, father of Jules Malamud, executive director of the organization.

Rolling Stones' manager Andrew Oldham has waxed Decca's Jet Harris singing the "The Duke of Earl." . . . Philips hosted a reception at Ronnie Scott's London jazz club for Cannonball Adderley. . . . In its Golden Guinea Collectors Series, Pye has issued "Sinfonietta for Orchestra and Operatic Overtures" by the Pro Arte Orchestra, conducted by Charles Mackerras

## Bergstrom Trip Here Near End

NEW YORK—Gunnar Bergstrom, president of Sonet Gramofon, returned to Stockholm Monday (25) after a two-week business trip here. He visited firms whose record product is released through his firm in Sweden. He also contracted for representation of several new firms.

While in the U. S., Bergstrom conferred with Colpix, whose product has been available through Sonet in Sweden. He also concluded recently begun negotiations with U. S. A. Records and the Chess-Checker-Argo group, and successful negotiated for the release of the recorded product of RIC Records and Lieber-Stoller Productions.

## Montgomery Ward Names Forsyth

CHICAGO—Roland Forsyth, marketing specialist, has been named phonograph record and accessory buyer for the 500-some chain of Montgomery Ward stores. Forsyth succeeds Richard Laga, who left the firm some weeks ago.

Forsyth has been with Montgomery Ward since late 1963 as an executive in the phono merchandising department. Prior to that he spent eight years with Bell & Howell, last as sales manager of the firm's Cannon products division. Before that, Forsyth was an executive with the Harris Trust bank here.

## Daniels Disk

HOLLYWOOD—Billy Daniels has recorded a rock 'n' roll version of "Old Black Magic" for the York label, new firm owned by Brian Stone and Charlie Greene. Daniels, according to Stone, has been signed to an exclusive pact.

The two owners, who formerly operated the Hootenanny night club in Canoga Park, Calif., are lining up other artists and working out distribution for their new company.

## Store Dedication

HOLLYWOOD—Music City's Canoga Park store in the Topanga Plaza Shopping Center will be dedicated Friday evening, June 5. Prizes of all sorts, remote broadcasts plus guest celebrities are being arranged. The store is the chain's debut in the San Fernando Valley.

in stereo—a major achievement for the company's recording engineers.

## OSLO

At least a dozen Norwegian pop artists will go to Sweden this summer because of slim tour possibilities here. Among them are Ray Adams, Gynet Molvig, Jan Holland, Wenche Myhre, Per Asplin and Jack Dailey. . . . Siemens Norge A/S issued "I'll Let You Hold My Hand" by a Hollywood-based girl quartet, the Bootles, on Nashville label. . . . Jim Reeves' "I Love You Because" is topping Norwegian charts. The success of the RCA Victor disk is surprising because the song was released in Scandinavia last year by Manu. Sung by Ray Adams and titled "Mest Av Allt," it never got off the ground.

## PHILADELPHIA

Pan-Vil Music Publishers leased offices in the Shubert Theater Building. . . . Josie Heyward adds another local label in setting up shop as Brown Records. . . . Gene Shay, folk music deejay at WHAT-FM and an officer of the Philadelphia Folk Festival Society, left mike chores to enter the public relations field. . . . Larry Magid, who has been promoting special talent and entertainment for college and college fraternities in this area for the past five years, has joined Music Associates to head up a newly created College Division.

The Detroit-based Detroit Discs, Inc., has received a business charter to operate its business of selling records, tapes and other accessories in Pennsylvania. . . . Bob Marcucci, former Chancellor Records chief, now engaged in talent and record promotions, was married recently to Marlene Bruno, former localite. . . . Martin Septee,

(Continued on page 30)

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FRANK FONTAINE, ABC-Paramount recording artist, autographs albums at the Chattanooga airport. Fontaine appeared before 5,000 persons at Chattanooga's Memorial Auditorium at a benefit performance recently for the 365 Club, dedicated to the rehabilitation of handicapped children.

# MUSIC AS WRITTEN

• Continued from page 29

Newark, N. J., promoter, will stage the Convention Hall concert with the Beatles Sept. 2, with WIBG's Hy Lit to emcee the offering. He emceed the Convention Hall concert May 26 with the Dave Clark Five. . . . The third annual Philadelphia Folk Festival has been scheduled for August 28-30, again staged in suburban Paoli. Robert Siegel, former president of the Philadelphia Folk Song So-



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ciety, has been named chairman for the event.

MAURIE H. ORODENKER

### CHICAGO

The Pheasant Run Playhouse starts its summer season with "Take Her, She's Mine," starring William Bendix, June 16-28. Denise Darcel opens in "The Little Hut," June 30-July 12; Howard Duff in "Under the Yum-Yum Tree," July 14-26; Johnny Desmond and Christine Crawford (Joan Crawford's daughter) in "Sunday in New York," July 28-Aug. 9, and Dody Goodman in "Lullaby," Aug. 11-23. David Morrison is the director for all shows.

Bob Newhart has signed with the Ashley Steiner Famous Artist Corporation booking agency (he was previously with William Morris). It's a three-year pact and covers Newhart in all areas—radio, TV, concerts, motion pictures and personals. He'll appear this fall in CBS's new "Entertainers Show" which also will star Carol Burnett. . . . Dick Gregory is on the verge of signing a pact with Colpix. . . . The Dave Clark Five will do a McCormick Place concert June 6.

Sandy Mason has a new disk coming on Camay, a New York label. Sandy is also completely revamping her act, dropping her ventriloquist routine and going all vocal. . . . Dick Noel, of the "Breakfast Club," has a side coming on Drumboy: "Darling I'll Be Around." . . . Garmisa promotion man Jim Scully is due back this week from his Nassau honeymoon. He married the former Sharon Harms. NICK BIRO

### DALLAS

The Beach Boys, Capitol recording group, will appear in San Antonio, Houston and here under sponsorship of the Gordon McLendon radio stations. Their concert, at the Southern Methodist U. coliseum, will include the Jades, Kirby St. Tomaine, Bob Hayden, the Marksmen and Scotty McVay. . . . The Cabana Motor Hotel signed Bill Hayes, Jennie Smith, Al Hibbler, Don Cornell, the Stylers, Vikki Carr, Eagle and Mann, Marian Montgomery, Don Sherman and Enzo Stuarti for engagements.

### MEMPHIS

Deejay Hugh Frizzell, Station WHBQ, is running a popularity contest between Elvis Presley, of Memphis, and the Beatles. The hometown boy was ahead at last count 40,751 to 29,425. . . . Smash Records' Jerry Lee Lewis is booked into a Cocoa, Fla., club the week of June 8-14 and the Montreal Club here June 19-27, with one-nighters in between. . . . Ace Cannon and his combo is also booked solid for June on a Southern tour, reports Ray Brown, National Artists Attractions.

ELTON WHISENHUNT

### PITTSBURGH

Tim Tormey, former branch manager of Cosnat Records, was the dark-horse bidder for the Beatles, who make their Pittsburgh debut Sept. 14 at the Civic Arena. All seats, sold only by mail, will be \$5.90, with 11,300 seats available. . . . Bobby Vinton, from nearby Canonsburg, is back home fulfilling a date at Rose Calderone's Twin Coaches.

The "Grand Ole Opry" will make its first visit in this area in many years with a cast including Hank Snow, Webb Pierce, Ray Price, Ferlin Husky, Minnie Pearl, Skeeter Davis, Sheb Wooley, Simon Crum, Bobby Smith, Mother Maybelle and the Carter Sisters and emcee Ralph Emery. The date is June 14, with two performances due at the Civic Arena. . . . The Horizon Room at the Greater Pittsburgh Airport is closing down indefinitely. . . . Barry Miller, formerly with National Record Marts here and in Butler, Pa., has joined the Nick Lomakin record store staff.

Lenny Litman reports a brisk advance sale for the Dave Clark Five, due at the Civic Arena June 5.

LEONARD MENDLOWITZ

### ROME

San Remo has announced its 15th Festival of Italian Song for Jan. 28-30. Publishers must announce their intention of competing by July 1 and all songs must be received not later than Oct. 26. . . . Popularity of Mexican trios such as RCA's Los Hermanos Rigual and Durium's Los Marcellos Ferial has prompted the new Surf label to bring along another group, Los Tres Caballeros, who will be seen as Mexican representatives in June at the Pesaro International Festival. The group's first three disks have been released. . . . Decca, riding high here with Kapp's "Hello Dolly" by Louis Armstrong, has come up with London's Jack Jones "From Russia With Love" theme in Italian. Same label also has a new Trini Lopez LP. . . . Meanwhile CGD has brought out the latest Lopez by Reprise, "Unchain My Heart." Same diskery also has Henry Wright with his 10th Italian record, "Give Me Your Hand" and "Between My Arms." . . . It isn't often that an Italian song travels across the

ocean, acquires new words and returns here, but MGM has done just that with the "Mondo Cane" theme which it has released as "More" with Kay Winding. . . . Following up on Bobby Vee's successful Italian tour, Liberty has put out his "Stranger in Your Arms" and "1963." . . . Style, which has been building its organization in the last year with new names, has brought out two new ones, Gil Vetrici, 21, and Mimmo, 28, with their first records. . . . Milva is expected back from Japan to compete in St. Vincent finals of "A Summer Record" radio event in which she is represented by her Cert recording of "When I Go to the Seashore." SAM'L STEINMAN

### TORONTO

NBC-TV has purchased 10 CBC-TV Parade productions for network showing this summer. The Canadian-made variety programs will be telecast Friday evenings starting in mid-July. Programs range from featuring vocalist Diahann Carol to featuring Jane Morgan. Other program headliners will be Rosemary Clooney and Nelson Riddle, the Limelights, Julius J. Rosa and Shirley Harmer, Patricia Munsel, Tony Bennett, Henry Mancini, Steve Lawrence and Eydie Gorme. Vancouver-born CBC producer Norman Sedawie devised the format of Parade in 1960. He is executive producer.

The Dave Clark Five due here for several shows at the Varsity Arena in June. . . . Montreal's Claude Jutra was awarded the top Canadian Film award. Claude wrote "A Tout Prendre." He produced and directed it, too.

RUTH MCGARRETT CHILDS

### THE HAGUE

The opening concert of the 1964 Holland Festival, which will be given by the Residency Orchestra under conductor Willem van Otterloo, will be in Kurzaal on June 15. The program will open with the conductor's "Intrade," and include the "Chromatic Phantasy" of J. P. Sweelinck and Alfons Diepenbrock's "Te Deum." Soloists will be Annette de la Bije, Aafje Heynis, Tom Brand, Herman Schey and the choir of Nederlandse Radio Unie.

Bovema will organize the second Kaag Talent Contests at Warmond during June and July. There will be separate sections for rock, jazz and miscellaneous. . . . CBS Holland expects Dave Brubeck for a concert here June 19, and Miles Davis on Oct. 10. Both concerts will be handled by Paul Acket in co-operation with CBS. . . . CBS will record Dutch jazzman Louis van Dijk at a concert.

SKIP VOOGD

### DUBLIN

Tom Manahan, chief of Irish Record Factors, Ltd., announced that his firm has secured a long-playing tape of Irish and Scottish songs by Peg and Bobbie Clancy. Disk is expected to be issued in the next few weeks on the London-Globe label. . . . Entrepreneur Phil Solomon arranged for Butch Moore and the Capitol Show Band to record under the supervision of Ivor Raymonde. He also signed a contract with Phil Coulter, who wrote material for the band's last two singles. . . . EMI (Ireland), Ltd., reports an unprecedented 6,000 copies of the album, "President Kennedy in Ireland," moved in the first week of release. . . . Waterford's Royal Showband will visit Britain in September for a series of radio, TV, ballroom

and recording dates, as part of new agreement with Peter Walsh's Starlite Artists. . . . June wedding for emcee Gay Byrne and harpist Kathleen Watkins. . . . Helen Shapiro will tour for 10 days, starting at Dublin's Crystal June 12. . . . Without benefit of any broadcasts (owing to Radio Eireann's policy), Cadets' tribute to President Kennedy, "We Shall Remember," sung by Eileen Reid and penned by band's secretary Kay Clinch, is nearing chart. KEN STEWART

### HOLLYWOOD

Columbia has its follow-up to the New Christy Minstrels, the Back Porch Majority, seven-voice folk chorus created by Randy Sparks. Group has been playing Ledbetters in Westwood, Calif., and is used by the Christies as a farm team to develop singers. Two girls have already been promoted to the Minstrels from the new group. They will record for the Epic subsidiary.

The Villan's Lute, a new folk club, has opened in Van Nuys, Calif. First groups booked are the Countrymen and comic Norm Jensen. Lori Spring and Ward Ellis are producing the shows. . . . World Pacific has signed the Stoneman Family, c&w artists, and will release their first LP soon. . . . Regency Records has signed Ty Hardin, film actor. Label's new general manager is Bill Copley; a&r man, Judd Hamilton. ELIOT TIEGEL

### TOKYO

Figures on March record production in Japan have been released: 5,102,239 records or \$4,624,523 (factory value); of that, stereo disks comprised 2,032,655 or a factory value of \$2,557,162. . . . Japan Music Service, a mail-order house, is marketing the "Jacketer," a record holder which can be nailed to the wall and holds 15 LP's. It has a grill-iron frame, a color picture front and sells in stores for \$2.05. . . . In conjunction with the Village Stompers' tour here, Nippon Columbia has issued the "La-Dee-De Song" album. . . . George Lewis and His All Stars will continue touring Japan until Aug. 10, mostly in the northern part of the country. . . . The Roland Kirk Trio is giving concerts here this week. . . . Tony Dallara begins a two-week concert tour in mid-July. King Records is issuing his album which includes "La Novia" and other hit numbers on June 30.

### 20th-Fox Inks David

HOLLYWOOD—Mack David has contracted to write the title song lyrics for 20th Century-Fox' "Hush. . . Hush, Sweet Charlotte," a psychological drama starring Joan Crawford and Bette Davis. Frank DeVol will compose and conduct the score.

### Correction

OSLO—Billboard's man in Norway erroneously listed Copenhagen's Moerk as the Scandinavian publisher of "Non Ho L'Eta" (Billboard, May 16). The correct publisher is Stockholm's Musikproduktion of Stockholm.

### Vee Jay Inks Boyd

HOLLYWOOD—Jimmy Boyd, the kid who saw "Mommy Kissing Santa Claus" years ago, has signed with Vee Jay. Boyd is now 24 and will record for a&r director Steve Clark.

BILLBOARD, June 6, 1964

# VOX JOX

• Continued from page 14

take the matter up with my attorneys.

**Ted Brown**, WNEW (New York City) air personality, debuted yesterday in the comedy, "Under the Yum-Yum Tree," at the Mayfair Theater. Ted plays Hogan.

WGH's (Norfolk, Va.) **Gene Loving** has returned recently from England where he was entertained in the home of one of the Beatles. **Louise Harrison Caldwell**, sister of **George Harrison**, one of the Beatles, accompanied Gene on his flying trip. Of course, Gene returned with reels of taped interviews with the famous group.



I had the pleasure recently to present **Al Hirt** with four

## Woody Allen

• Continued from page 12

records (he's signed with Colpix), where his style will have the direct, personal appeal so badly lacking on stage. Records—and TV for that matter—are the best media for him. They have a self-contained intimacy. On stage, Allen tries too hard to be natural; perhaps that's why he failed. His comedy of imagery and association—which could be called comedy of mirrors—reflects an insincere light.

Also on the bill was **Judy Henske**, the long-legged, skinny, honky-tonk folk-singer who performs with a frenzy and style that is matchless. She is ably backed by the Red Onion band. Her offbeat anecdotes, introducing each song, are extremely funny. Completing the bill were the Modern Folk Quartet. Need I say more? They are an exceptionally fine group, who appropriately enough open with "Sing Out if You Wanna Go to Heaven." Sing out they do. They show versatility and blend wonderfully together. However, some of their prefaces before each song should be reduced.

**BOB SOBEL**

## Bernie Allen

• Continued from page 12

potential needed to project her into the "big time." However, additional polish is still needed.

Permanent party at the club these days is pianist **Bobby Cole** and his group. Cole is no run-of-the-mill performer. He has a distinctive sound and approach to all the music he plays and sings.

## Nothing Static

• Continued from page 14

ing order radio sets, then our medium obviously is bigger and better than even we in the business thought possible. And it's up to us to program, sell and measure to keep pace with this exploding 1964 demand on the part of listeners," said Taylor.

Billboard Special Awards. **Al**, who's RCA Victor waxing of "Cotton Candy" is No. 15 on the Hot 100 (It already passed "Java" in total records sold), took top honors in the recent Billboard 1964 DJ Poll as "Most Played Solo Instrumentalist," "Most Promising Solo Instrumentalist," and "Favorite Solo Instrumentalist-Jazz," thus our broad smiles and the award.

## SEGUE

**Hal Durham**, WBCM (McMinnville, Tenn.) program director and deejay, joins WSM (Nashville) as announcer. . . . **C. A. "Bud" Beal** joins WSIX FM (Nashville) as announcer and program coordinator. . . . **Henry DeBecco**, long time deejay at KQV (Pittsburgh), exits station. . . . **Buddy McGregor**, KTRH (Houston) talker, moves to KNUZ (Houston) as deejay. . . . **Chad Lasseter** joins KTRH (Houston) air staff. . . . **Rodger Allen Scott**, news announcer and air personality at WAIT (Chicago), to WEEI (Boston) as staff announcer. . . . **Richard King**, KGB (San Diego) staffer, and **Lee Leonard**, WANN (Annapolis) airman, join staff of WCKY (Cincinnati). King's show is 6-10 a.m., M-F and 6-noon Saturdays. Leonard is doing the 7:15 p.m. to midnight show daily on the 50,000-watt outlet.

**VIP APPOINTMENTS:** **Tom Doyle**, former WIBC (Indianapolis) deejay, appointed program director, WNDY, that city. . . . **Jack S. Sampson**, vice-president of KOMA (Oklahoma City), appointed general manager, KXOK (St. Louis). . . . **Harlan "Mickey" McFadden**, manager of Lennox & Newell's San Juan office, to WAPA (San Juan) as general manager. . . . **Garry Miller**, chief announcer at WTOL (Toledo) since 1961, upped to assistant program director, radio. . . . **Peter Affe**, manager of WNBC-TV (New York City), resigned suddenly last week.

**NEWSMAKERS:** **William J. Rowan Jr.**, named news and sports director for WTRY (Albany - Schenectady - Troy). . . . **Jim McGiffert** promoted to editor and **Allen (Greg) Harris** has joined WINS (New York City). . . . **Tom Perryman**, news director WAKY (Louisville), appointed news director, WFAA radio (Dallas). . . . **Frank Tomlinson**, news editor at WJR (Detroit) since 1959, upped to news director, replacing **George Kendall**. . . . **Charles R. (Chuck) Sanford**, WGAN (Lancaster) newsman, appointed station's news chief.

## Colpix Distrib Parley Is Set

NEW YORK — Colpix Records has set its distributor sales meeting at the Eden Roc Hotel in Miami Beach on June 28. The record company will present 16 new albums at the conference, including LP's in the categories of both newly-signed Colpix artists and by artists who have long been on the label. Soundtrack sets included in the release are "The New Interns," "The Long Ships," "Hey There, It's Yogi Bear" and "Song Without End."

Pop artists in the release are **Jane Morgan**, the **Will Bronson Singers**, **James Darren**, **Shelley Fabares**, **Paul Peterson** and **Woody Allen**. In the jazz field are **Chet Baker**, the **Laurie Orchestra**, the **Chad Mitchell Trio**, **Nina Simone** and the **Gatemen**.



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C&W Wk. June 8-13 in Colo.

DENVER—June 8-13 has been proclaimed Colorado Country Music Week by Gov. John H. Love. The proclamation was issued to tie in with the Country Music Festival to be held at the 4 Seasons, Aurora, Colo.

The proclamation was issued to Gladys Hart, Country Music Festival director, in the governor's executive chambers last week.

Present at the ceremony were Thurston Moore, Don Donavon, RCA; Bob Murphy, Columbia; Lee Cantrell, Starday; Calvin Lee, Musicians Unlimited, and Art Hudek, program concessionaire.

Opening ceremonies for the festival will be held at 11 a.m. Monday (8). A guest speaker from the governor's office will give the keynote address.

Country artists will be backed by Jim McGraw and the Western Sundowners.



COLORADO GOV. JOHN A. LOVE, seated, presents a proclamation making the week of June 8 Colorado Country Music Week to Gladys Hart, who is in charge of a three-day Country Music Festival there. Others looking on from left are Calvin Lee and Thurston Moore.

NASHVILLE SCENE

By PAUL CARDEN

Wayne Walker, veteran songwriter with Cedarwood Publishing Company, will take the reins as Nashville manager of April - Blackwood Publishing Company. The Columbia affiliate is located in the Columbia Records studio building, 804 16th Avenue South. . . . According to Harry Silverstein, assistant a&r man at Decca here, New Orleans clarinetist Pete Fountain will be in town again this week for some recording sessions. Fountain made a personal appearance at the Grand Ole Opry House. . . . Capitol recording artist Jean Shepard is in the process of cutting a duo album with Cal Smith of Ernest Tubb's Texas Troubadours. Jean's newest single is "Second Fiddle (To an Old Guitar)."

The Browns are here for album sessions at RCA Victor Studios and then leave for a swing through the Midwest and West. . . . Hank Locklin cut some new singles for Victor last week, his last session before leaving for a tour of Ireland and England July 1. . . . Nicky Firth, manager of Acuff-Rose, Ltd., in London, is visiting here for three weeks. It is his first trip to Music City. . . . Roy Drusky, busy with SESAC duties here, recorded an album for Mercury last week.

Roy Acuff and his gang flew out of Nashville Thursday (28), bound for a two-week tour of Japan. Japan is becoming a ma-

ior target for country music stars. . . . WSM's disk jockey, Ralph Emery, cut sessions for Mercury Wednesday (27) at Columbia Studio.

Martin Haerle, administrative assistant to Starday's Don Pierce, is visiting his native Germany. He is calling on Starday affiliates, in addition to visiting relatives. . . . Ott Devine, program director of WSM, announced recently that Hal Durham, a University of Tennessee graduate, has joined the announcing staff.

Twin Hits to Go National

NEW YORK — Twin Hits, Inc. and the Reuben H. Donnelley Corporation Marketing Division have agreed to nationally market a Twin Hits record line. Twin Hits will be the producer and the Donnelley organization through its national facilities will provide the distribution.

The line will devote itself exclusively to hit song material appearing in trade paper listings.

It is expected that no fewer than eight singles a month will be released and distributed to a minimum of 3,000 outlets across the nation. Donnelley expects an eventual turnover of 8,500,000 records annually.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY  
(FOR WEEK ENDING 6/6/64)

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	4	TOGETHER AGAIN Buck Owens, Capitol 5136	10
2	1	MY HEART SKIPS A BEAT Buck Owens, Capitol 5136	11
3	8	WINE, WOMAN AND SONG Loretta Lynn, Decca 31608	6
4	2	BURNING MEMORIES Ray Price, Columbia 42971	13
5	3	UNDERSTAND YOUR MAN Johnny Cash, Columbia 42964	16
6	9	KEEPING UP WITH THE JONESES Margie Singleton & Faron Young, Mercury 72237	13
7	7	LOVE IS NO EXCUSE Jim Reeves & Dottie West, RCA Victor 8324	11
8	11	SORROW ON THE ROCKS Porter Wagoner, RCA Victor 8338	7
9	5	WELCOME TO MY WORLD Jim Reeves, RCA Victor 8269	20
10	6	BALTIMORE Sonny James, Capitol 5129	11
11	26	MEMORY NO. 1 Webb Pierce, Decca 31617	3
12	12	BREAKFAST WITH THE BLUES Hank Snow, RCA Victor 8334	9
13	16	GONNA GET ALONG WITHOUT YOU NOW Skeeter Davis, RCA Victor 8347	4
14	10	THIS WHITE CIRCLE ON MY FINGER Kitty Wells, Decca 31580	19
15	18	LOOKING FOR MORE IN '64 Jim Nesbitt, Chart 1065	12
16	24	CIRCUMSTANCES Billy Walker, Columbia 43010	7
17	17	CHICKASHAY David Houston, Epic 9658	11
18	21	KEEP THOSE CARDS AND LETTERS COMING IN Johnny & Jonie Mosby, Columbia 43005	5
19	15	FOLLOWED CLOSELY BY MY TEARDROPS Hank Locklin, RCA Victor 8318	10
20	13	INVISIBLE TEARS Ned Miller, Fabor 128	7
21	22	PICK OF THE WEEK Roy Drusky, Mercury 72265	5
22	45	PASSWORD Kitty Wells, Decca 31622	2
23	20	TIMBER I'M FALLING Ferlin Husky, Capitol 5111	16
24	25	NOT MY KIND OF PEOPLE Stonewall Jackson, Columbia 43011	7
25	23	A WEEK IN THE COUNTRY Ernest Ashworth, Hickory 1237	19
26	14	SAGINAW MICHIGAN Lefty Frizzell, Columbia 42924	22
27	28	MOLLY Eddy Arnold, RCA Victor 8296	19
28	19	LONG GONE LONESOME BLUES Hank Williams Jr., MGM 13208	18
29	29	WALKIN', TALKIN', CRYIN', BARELY BEATIN' BROKEN HEART Johnny Wright & the Tennessee Mountain Boys, Decca 31593	6
30	27	EASY COME—EASY GO Bill Anderson, Decca 31577	17
31	46	SLIPPING AROUND Marion Worth & George Morgan, Columbia 43020	5
32	32	MY BABY WALKS ALL OVER ME Johnny Sea, Philips 40164	3
33	36	THEN I'LL STOP LOVING YOU Browns, RCA Victor 8348	4
34	40	SUMMER SKIES AND GOLDEN SANDS Jimmy "C" Newman, Decca 31609	2
35	35	THE FIRST STEP DOWN Bob Jennings, Sims 161	5
36	39	BE BETTER TO YOUR BABY Ernest Tubb, Decca 31614	2
37	30	WHEN THE WORLD'S ON FIRE Tillman Franks Singers, Starday 670	6
38	—	I'M HANGING UP THE PHONE Carl Butler & Pearl, Columbia 43030	1
39	41	UNDERSTAND YOUR GAL Margie Bowes, Decca 31606	3
40	42	SECOND FIDDLE (To an Old Guitar) Jean Shepard, Capitol 5169	2
41	—	DANG ME Roger Miller, Smash 1881	1
42	31	YOU ARE MY FLOWER Lester Flatt & Earl Scruggs, Columbia 42954	17
43	47	EIGHT YEARS (And Two Children Later) Claude Gray, Mercury 72236	11
44	37	I CAN STAND IT (As Long as She Can) Bill Phillips, Decca 31584	13
45	33	YOU TOOK HIM OFF MY HANDS Marion Worth, Columbia 42992	8
46	48	I'M A WALKIN' ADVERTISEMENT (For the Blues) Norma Jean, RCA Victor 8328	2
47	—	HAVE I STAYED TOO LONG Bobby Bare, RCA Victor 8358	1
48	44	THE VIOLET AND A ROSE Wanda Jackson, Capitol 5142	6
49	—	SAM HILL Merle Haggard, Tally 178	1
50	—	SOMETHING I DREAMED George Jones, United Artists 724	1

# COUNTRY MUSIC CORNER

By BILL SACHS

Thurston Moore, of Heather Publications, Denver, was in Nashville recently to arrange with Jack Andrews and Larry Moeller, of the Denny-Moeller Talent Agency, to handle his line of country music playing cards. Andrews and Moeller will pitch the cards to artists and bookers for show sales, while Moore will retain the mail-order end. . . . Bonnie Owens, now working under the Jack McFadden Agency banner, Sacramento, Calif., is set for an appearance at the Golden Nugget, Las Vegas, June 11-17, with the Buck Owens (no relation) show. She has another release coming up soon on the Tally label and asks that deejays who want to be put on her mailing list to write her at P. O. Box 842, Bakersfield, Calif.

Benny Williams (Todd Records) and Paul Charon added their musical talents to those of Bill Monroe and His Bluegrass Boys at Vic Lewis' mammoth country music spec at New York's Madison Square Garden Saturday and Sunday (16-17). . . . Darnell Miller, a regular on WHIS Radio and TV, Bluefield, Va., and formerly heard on the Salem label, is reported netting solid action with his initial release on Challenge Records, "Show Me the Door." KFOX, Long Beach, Calif., recently named him Artist of the Day, and played his new disk every hour on the hour for the entire broadcast period. The new platter was also Pick of the Week recently at WENO and WLVN, Nashville.

A country music package headlining Ernest Tubb and His Texas Troubadours, Ray Price and His Cherokee Cowboys, Skeeter Davis, Loretta Lynn, Claude King, Mac Wiseman, Don Reno and Red Smiley attracted some 5,000 paid in Richmond, Va., Sunday, May 3,

according to Sheriff Tex Davis, who was brought in from WCMS, Norfolk, Va., to do the emceeing. . . . Biggest country sellers in the Norfolk, Va., sector these days, according to WCMS' Tex Davis are "Burning Memories" by Ray Price, "My Heart Skips a Beat" by Buck Owens, and "Understand Your Man" by Johnny Cash. Mel-O-Dy, the new country label out of label, also has come up with what looks like a winner in Howard Crockett's "A Long Time Leaving," says Tex. . . . Johnny Drolz, steel guitarist with Howard Vokes' combo, is in Room 329W, Veterans' Hospital, Butler, Pa. 16001, where he's expected to be confined for more than a year. Friends are urged to drop him a line.

Buck Owens and His Buckaroos display their wares at the Flame Club, Minneapolis, June 1-6, and at Mocking Bird Park, Anderson, Ind., June 7. . . . It's a daughter, Karen Patricia, for Mr. and Mrs. Mickey Barnett. Papa Mickey is heard on the ABS Records label. . . . Donald Ray and Coqueese, who appear regularly on the weekly shindig and TV show in Tyler, Tex., with Curtis Kirk, have a new release, "Lonely as Can Be," on the Flash label. . . . Charles Wright, veteran Dallas agent, has inked several new artists for master sessions during July and August. New talent includes Jimmy Wood, Joe Bill, Billy Noel, Ronnie Murray, and a teen combo, Anthony and the Sensations. Wright is presently reviewing new material for the artists whose records will be leased to labels for fall release.

Seattle promoter Jack Roberts has just completed a busy two months. Roberts had Hank Thompson and His Brazos Valley Boys on a nine-day string of one-nighters throughout Washington and Oregon late in March. In April, Roberts directed two Pacific Northwest tours, nine days with Ray Price and the Cherokee Cowboys, and

# HOT COUNTRY ALBUMS

Billboard SPECIAL SURVEY  
(FOR WEEK ENDING 6/6/64)

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	<b>GUITAR COUNTRY</b> Chet Atkins, RCA Victor LPM 2783 (M); LSP 2783 (S)	18
2	2	<b>RING OF FIRE—THE BEST OF JOHNNY CASH</b> Columbia CL 2053 (M); CS 8853 (S)	22
3	5	<b>MORE HANK SNOW SOUVENIRS</b> RCA Victor LPM 2812 (M); LSP 2812 (S)	7
4	3	<b>SAGINAW MICHIGAN</b> Lefty Frizzell, Columbia CL 2169 (M); CS 8969 (S)	8
5	4	<b>FOLK SONG BOOK</b> Eddy Arnold, RCA Victor LPM 2811 (M); LSP 2811 (S)	13
6	6	<b>LORETTA LYNN SINGS</b> Decca DL 4457 (M); DL 74457 (S)	21
7	10	<b>BUCK OWENS SINGS TOMMY COLLINS</b> Capitol T 1989 (M); ST 1989 (S)	22
8	7	<b>THE BEST OF GEORGE JONES</b> United Artists UAL 3291 (M); UAS 6291 (S)	22
9	9	<b>I LOVE A SONG</b> Stonewall Jackson, Columbia CL 2059 (M); CS 8859 (S)	22
10	11	<b>STORY SONGS FOR COUNTRY FOLKS</b> Faron Young, Mercury MG 20896 (M); SR 60896 (S)	17
11	8	<b>NIGHT LIFE</b> Ray Price, Columbia CL 1971 (M); CS 8771 (S)	22
12	12	<b>ON THE BANDSTAND</b> Buck Owens, Capitol T 1879 (M); ST 1879 (S)	22
13	13	<b>BLUEGRASS HOOTENANNY</b> George Jones & Melba Montgomery, United Artists UAL 3352 (M); UAS 6352 (S)	6
14	18	<b>FLATT &amp; SCRUGGS RECORDED LIVE AT VANDERBILT UNIVERSITY</b> Lester Flatt & Earl Scruggs, Columbia CL 2134 (M); CS 8934 (S)	10
15	15	<b>LOVING ARMS</b> Carl Butler & Pearl, Columbia CL 2125 (M); CS 8925 (S)	11
16	14	<b>RAILROAD MAN</b> Hank Snow, RCA Victor LPM 2705 (M); LSP 2705 (S)	21
17	16	<b>BILL ANDERSON SINGS</b> Decca DL 4499 (M); DL 74499 (S)	10
18	—	<b>MOONLIGHT AND ROSES</b> Jim Reeves, RCA Victor LPM 2854 (M); LSP 2854 (S)	1
19	17	<b>HANK WILLIAMS JR. SINGS THE SONGS OF HANK WILLIAMS</b> MGM E 4213 (M); SE 4213 (S)	6
20	—	<b>OUR MAN IN TROUBLE</b> Don Bowman, RCA Victor LPM 2831 (M); LSP 2831 (S)	3

a 10-day string featuring Leon McAuliff and his band. Roberts last week completed a nine-day tour with Jim Reeves and the Blue Boys and is currently playing Rose Maddox and her group throughout Washington and Oregon. The jaunt takes Miss Maddox through a string of one-nighters May 22 through May 30.

## Product Outlet

HOLLYWOOD — All South Distributing, New Orleans, has been named outlet for Liberty-Dolton product. Harry Hildebrand heads the firm, with Charles Landry general manager. The new distributor will also cover the Houston market.



KEY PERSONALITIES in the c&w music field are busily raising funds for CMA's projected national headquarters and museum, which will be erected in Nashville. As of last week, pledges totaled \$170,000. The drive is under the guidance of Judge Robert Burton, BMI president. The photos here, taken in Nashville, radiate the fact that the campaign is off to a good start. In photo upper left (l. to r.): Hank Cochran, Pamper Music; Frances Preston, CMA board chairman; Wayland Stubblefield, Pamper Music; Tex Ritter, CMA president, and J. Hal Smith, Pamper Music. Top right (l. to r.), W. E. (Lucky) Moeller, Frances Preston and Bill Denny. Moeller and Denny are top executives of the Denny-Moeller Agency. Bottom (l. to r.), Jack Stapp, Tree Publishing Company; Tex Ritter; Buddy Killen, Tree Publishing Company.



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# Erich, BSO Go Together Like Champagne, Caviar

NEW YORK — The recent awards of the National Academy of Recording Arts and Sciences (NARAS) focused particular attention upon one company—RCA Victor, winner of 13 of the 42 awards. In the classical division RCA received seven Grammys out of the 10 categories honored. Of these, the Boston Symphony Orchestra's recording of Bartok's "Concerto for Orchestra" was named best classical performance by an orchestra, and Erich Leinsdorf received the award for the best opera recording (conductor's award) for Puccini's "Madame Butterfly."

This winning three-way combination should perhaps be increased to a foursome: Symphony Hall in Boston, which has contributed much to the success of the recordings. Considered one of the finest houses, acoustically, in the world, it is the site of most of the recordings.

## RCA and BSO

The association of orchestra and recording company dates back to 1917, when in September of that year, the Boston Symphony journeyed to Camden, N. J., to make its first record. The affiliation has lasted without interruption to this day.

Under some of the finest conductors of the 20th century—Karl Muck, Pierre Monteux, Serge Koussevitzky, Charles Munch—the BSO has become one of the most highly esteemed orchestral bodies in the world and has earned its title, "The Aristocrat of Orchestras."

In 1962, into this patrician circle came Erich Leinsdorf, a conductor in search of an orchestra and to an orchestra in need of a conductor to carry on its tradition.

Leinsdorf has completed his second season with the BSO and there are few who would argue the choice was not a happy one.

## Man and Mind

The repertoire of the BSO under Leinsdorf is extensive, encompassing works of the Romantic, classical and contemporary periods. "A listener can have favorites," he says, "but the performer cannot. He is an intellectual musician; he conceives of music as a whole, a unity with a strong line, connecting beginning, middle and end. He never allows emotionalism or sentimentality to distort a musical idea. His taste is more for the grand rather than the exhibitionist. Criticism has been voiced in the past for this dedication to the structure of a piece, at what some consider the expense of the song."

For many years Leinsdorf was characterized as a man with a short temper and little patience. He admits to having a low tolerance for the second-rate. Of late there has been a change in him, a mellowing, perhaps because now he works only with the first-rate.

## Early Years

Born in Vienna in 1912, he made his official debut as a conductor in that city at the age of 21. The next year he was assistant to Bruno Walter at the Salzburg Festival and occupied the same position with Arturo Toscanini from 1935 to 1937. Unable to accept the impending European situation,



ERICH LEINSDORF

Leinsdorf came to the U. S. At 26 he was conducting at the Metropolitan Opera where he remained until 1943 when he was appointed musical director of the Cleveland Orchestra. Since then he has been conductor of the Rochester Philharmonic, the New York City Opera and from 1957 to 1962 he was again with the Metropolitan as consultant and guest conductor.

## Musician of the Year

Leinsdorf is recognized as one of the foremost conductors of opera house and on recordings. In addition to this year's NARAS Award, he has been twice before honored by the Academy—in 1959 for Mozart's "The Marriage of Figaro" and in 1960 for Puccini's "Turandot," both on RCA Victor. He has also been named "Musician of the Year" (1963) in a poll of the nation's critics and editors taken by "Musical America."

A future opera recording assignment for Leinsdorf and the BSO is Wagner's "Lohengrin" with Leontyne Price (her first Wagnerian role), Sandor Konya and Jerome Hines. This represents the first time in years that an opera has been recorded in the U. S. Other scheduled recordings are Menotti's cantata, "Death of the Bishop of Brandisi"; Verdi's

"Requiem" with Birgit Nilsson, and further issues of the Prokofiev series.

It seems evident that the requirements of both orchestra and conductor have been satisfied.

## Symphony Sets 29 Dates for New Season

PHILADELPHIA — Twenty-nine concerts in 40 cities from coast to coast will mark the Philadelphia Orchestra's forthcoming 65th season. Plans call for the symphony to play in three festivals and a western tour, as outlined by Eugene Ormandy, musical director, who will be starting his 29th year with the orchestra.

August 11 and 12 concerts at Stroudsburg, Pa. will open a 47-week season, the longest in the orchestra's history. The 1964-65 season will be the first under the new 52-week contract, which will run for three years.

Ormandy said, "If I am remembered for nothing else, I want to be remembered as the one who got this 52-week contract for the men."

Seven at the first Long Island Festival of the Performing Arts and five at the Interlochen, Mich., Arts Festival will make up the ensemble's August schedule.

The Western swing starts August 31 in Milwaukee and will include seven concerts in California, two each in Utah and Arizona and one each in Colorado, Nebraska and New Mexico. The tour closes September 19 in Albuquerque, N. M.

The Mormon Tabernacle Choir will join the orchestra in recording Beethoven's Symphony No. 9, in Salt Lake City.

The 31-week season here will

## BEST SELLING CLASSICAL LP'S

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

### SOLO INSTRUMENTAL AND CONCERTI

This Week

- 1. BEETHOVEN:** Sonata No. 8 in C minor "Pathétique"/**DEBUSSY:** Three Preludes, Book 2/**CHOPIN:** Etudes, Opus 10 and Opus 25/Scherzo No. 1 Opus 20; Vladimir Horowitz: Columbia ML 5941 (M), MS 6541 (S).
- 2. MOZART:** Concerto No. 17, K.453/**SCHUBERT:** Impromptus; Artur Schnabel, RCA Victor Symphony Orch. (Wallenstein): RCA Victor LM 2636 (M), LSC 2636 (S).
- 3. BEETHOVEN:** Sonatas (32) (complete); Artur Schnabel: Angel (13-12") GRM 4005 (M).
- 4. BEETHOVEN:** Three Favorite Sonatas—No. 14, "Moonlight"; No. 23, "Apostrophe"; No. 8, "Pathétique"; Rudolph Serkin: Columbia ML 5881 (M), MS 6481 (S).
- 5. SCHUBERT:** Sonata in A, Op. 120/Wanderer Fantasie; Sviatoslav Richter: Angel 36150 (M), S 36150 (S).
- 6. MOZART:** Concerto No. 20, K.466/**HAYDN:** Andante; Artur Rubinstein, RCA Symphony Orch. (Wallenstein): RCA Victor LM 2635 (M), LSC 2635 (S).
- 7. TCHAIKOVSKY:** Concerto No. 1 in B flat; Van Cliburn, RCA Victor Symphony Orch. (Kondrashin): RCA Victor LM 2252 (M), LSC 2252 (S).
- 8. BEETHOVEN:** Sonatas for Violin and Piano (10) (complete); Joseph Szigeti and Claudio Arrau: Vanguard (4-12") 1109/12 (M).
- 9. MOZART:** Concerti Nos. 21 and 23; Artur Rubinstein, RCA Victor Symphony (Wallenstein): RCA Victor LM 2634 (M), LSC 2634 (S).
- 10. TCHAIKOVSKY:** Concerto No. 1 in B flat for Piano & Orch.; Sviatoslav Richter, Vienna Symphony (Karajan): DGC 18822 (M), 138822 (S).

### ORCHESTRAL

- 1. PROKOFIEV:** Symphony No. 5, Op. 100; Boston Symphony Orch. (Leinsdorf): RCA Victor LM 2707 (M), LSC 2707 (S).
- 2. BEETHOVEN:** Symphonies (9) (complete); Berlin Philharmonic Orch. (Karajan): Deutsche Grammophon (8-12") KL 1/8 (M), SKL 101/8 (S).
- 3. SCHUMANN:** Symphony No. 1 in B flat, Op. 38, "Spring" Genoveva; New York Philharmonic (Bernstein): Columbia ML 5981 (M), MS 6581 (S).
- 4. STRAUSS:** Also Sprach Zarathustra, Op. 30; Philadelphia Orch. (Ormandy): Columbia ML 5947 (M), MS 6547 (S).
- 5. HINDEMITH:** Mathis der Maler/Symphonic Metamorphosis of Themes by Weber; Philadelphia Orch. (Ormandy): Columbia ML 5962 (M), MS 6562 (S).
- 6. MOZART:** Symphonies No. 40 and 38 in G, K.550; Columbia Symphony Orch. (Walter): Columbia ML 5894 (M), MS 6494 (S).
- 7. TCHAIKOVSKY:** "1812" Overture, Op. 49; Minneapolis Symphony Orch. (Dorati): Mercury 50292 (M), 90292 (S).
- 8. STRAVINSKY:** Symphony of Psalms/Symphony in C; CBC Symphony, Toronto Festival Chorus (Stravinsky): Columbia ML 5948 (M), MS 6548 (S).
- 9. TCHAIKOVSKY:** Swan Lake Ballet (excerpts); Boston Pops (Fiedler): RCA Victor LM 2688 (M), LSC 2688 (S).
- 10. TCHAIKOVSKY:** Symphony No. 4 in F, Op. 36; Pittsburgh Symphony Orch. (Steinberg): Command CC 33-11021 (M), CC 11021/SD (S).
- 10. BEETHOVEN:** Symphony No. 6 in F, "Pastorale," Op. 68; Chicago Symphony Orch. (Reiner): RCA Victor LM 2714 (M), LSC 2614 (S).

## Kempff to Bow In U. S. in Fall

NEW YORK—Columbia Artists Management has completed negotiations with Wilhelm Kempff, noted German pianist, to make his first appearance this fall in two Carnegie Hall recitals.

The 69-year-old pianist has concertized extensively throughout the world and has appeared frequently at major music festivals. He is known to American audiences principally through his recording on Deutsche Grammophon.

open October 1. Details of the Academy season already have been announced.

## Winning Disk To Be Released

HONG KONG—The Diamond Music Company has released rights in Hong Kong and Malaysia for the San Remo winner, "Non Ho L'Eta" by Gigliola Cinquetti. The disk is being given tremendous air play here and, although it will not be released until next week, Diamond believes it could become as big as the previous Italian seller, "Al Di La," which did huge business for the EMI group here.

The song will be released on the Compagnia General Del Disco label. Another San Remo favorite, "Una Lacrima Sul Visco" by Bobby Solo, will appear later on the Ricordi label, also issued by Diamond.

BILLBOARD, June 6, 1964



# 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 \$151 and \$200

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	2/29/64 Issue	11/23/63 Issue		
1	1	1	Magnavox	25.4
2	3	3	Masterwork	15.8
3	4	5	RCA Victor	9.0
4	6	4	KLH	8.8
5	11	7	Motorola	7.4
6	6	—	Decca	5.7
7	2	—	Voice of Music (V-M)	5.5
8	—	—	General Electric	4.6
			Others	17.8

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

2/29/64 Issue: Zenith (5); Emerson (8); Webcor (8); Pilot (10).  
11/23/63 Issue: Zenith (2); Phonola (6); Symphonic (8).

## DISK DEALS FOR DEALERS

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

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

**PHILIPS**—Expires June 30, 1964. Started May 15, 1964.  
One free 10th Anniversary Album by 1. Musici with the purchase of any 10 Philips classics. Dealer receives normal markup on the retail special of \$1 off classical catalog.

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

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

**DOOTO**—Expiration indefinite. Started May 23, 1964.  
Buy five, get one free on all Comedy Records.

**GATEWAY**—Expiration indefinite. Started March 13, 1964.  
Two free records for every 10 purchased in series 1100, 1200, 1400, 1600. One free record for every 10 purchased in series 2000, 7000, 8000, 9000, with the exception of 9001 and 9003; buy 10 get two free.

## Fund Drive Pulls 10,000

LOS ANGELES — Close to 10,000 persons attended the two-day "Pleasure Faire" (25-26) sponsored by KPFK, Pacifica Foundation's outlet here, in a strong example of listeners supporting a fund-raising promotion. According to the station, they hoped to amass \$16,000 by week's end as a result of the medieval fair, held in the San Fernando Valley.

The promotion was the second annual English fair sponsored by the listener-supported FM station, which boasts 10,000 subscribers paying a yearly fee of \$15 to obtain commercial-free intellectual radio programming. Four hundred volunteers worked on the event, which had 80 booths and 150 entertainers, all attired in medieval regalia. The money raised by the admissions and sundry booths will help defray expenses for the station, which currently operates with a \$250,000-\$270,000 budget, according to Karl May, community relations director. Station management is currently working on plans for its next audience-participation promotion, a Malibu beach party on Saturday, June 20, to be capped by a jazz concert.

Say You Saw It in  
Billboard

June 6, 1964 BILLBOARD

## EQUIPMENT NEWSLETTER

# Higher Priced Phonos Spotlighted

By DAVID LACHENBRUCH  
Contributing Editor

MAJOR MANUFACTURERS of phonographs and radios are putting greater stress on medium- and high-priced merchandise for the coming selling season.



We make this observation on the basis of the new 1965 lines which have been shown to distributors and/or dealers to date. The move to generally higher priced merchandise seems to reflect several important considerations.

**1. IN THE PHONOGRAPH** field, market statistics for 1964 have shown a far sharper fall-off in lower priced categories than in medium- and high-priced merchandise. Much of the drop has been in the portable field, although several manufacturers have told us their low-end consoles have suffered too. Therefore, the new lines will see increased concentration of selling effort in the area of "better" merchandise, which now, strangely, seems easier to sell than the bottom-end products.

**2. THE ALL-OUT** rush to solid-state circuits has necessitated price increases. For the same power and quality, transistorized circuitry still costs more than conventional tube circuitry. Since packaged stereo manufacturers think solid-state is an important selling-point, the trend is inevitably toward higher priced merchandise.

**3. THIS YEAR'S** stereo portable trend toward "the component approach" means better sound from small packages, better design detail (including wood veneer portables), higher quality record changers and so forth. This costs more money, and seems to be establishing a high of about \$179.95 in most major portable phono lines. Until recently \$139.95 was considered the top price for most portables.

**4. THE "COMPONENT LOOK"** is carrying over into radio. This year, most radio manufacturers are emphasizing walnut and fruitwood cabinets on table model and clock radios, to give them that bookshelf-speaker appearance. The greater public acceptance of FM and the demand for better tone from table model FM-AM radios, too, is necessitating more additions to the high ends of radio lines than to the low ends.

**5. AN INCREASING** consciousness of furniture styling and design by America's housewives dictates more attention to detail—and higher costs—in console cabinets.

**6. PRICES** in most lines had gotten so low they couldn't have gone much lower, anyway. Now the reaction is setting in.

**IN RECENT** new-line introductions, we actually have seen some manufacturers abandon the low-low-price console category. RCA's console phono line now starts at \$169.95, just \$20

higher than last year. "We couldn't make the kind of instrument we'd be proud of" at any lower price, according to the official explanation.

**ADMIRAL** took a \$30 jump in its console price leader, starting its new line at \$149.95, compared with \$119.95 last year. This reflects the changeover to completely solid-state circuits in all of its stereo equipment.

The "functional furniture" craze of the last two years seems to have run its course. You'll still see an occasional cocktail table or bench stereo (usually held over from last year's line), but they'll be much rarer than last year. Elimination of this category (generally the low end in most lines also cuts out considerable low-priced merchandise).

There seems to be more super-deluxe stereo showpieces in mass manufacturers' lineups this year, too. One year ago, the highest price RCA Victor stereo console carried a suggested list of \$595. This year there are four instruments in its line at a higher price—two at \$625 and two at \$795.

**PHILCO'S CONSOLES** last year ran as high as \$445. This year it has five at higher prices—two at \$550 and three at \$600. Admiral's high-end consoles last year carried no suggested list prices, but this year it has units priced at \$795, \$825 and \$845. A newly introduced Magnavox carries a \$695 price tag.

Joining the trend of packaged equipment manufacturers to enter the "modular component" field, Admiral announced a solid-state component system in six walnut veneer cabinets, designed to be sold between \$750 and \$800.

The trend to better sound for portables, and "tighter packaging" (meaning more guts) through use of transistors, has also resulted in higher priced units. While the general price step-ups in portable stereo have remained about the same as last year, often a more expensive machine has been added to the top. The trail-blazing done by the component manufacturers in offering portable stereo at such previously unheard-of prices as \$199.95 has helped encourage packaged goods manufacturers to bring out higher priced and better sounding versions than they had in previous years.

**ADMIRAL'S** portable line is now topped, for example, by new stereo at \$139.95, dropped a unit above its previous high of \$119.95 (a unit at that price is now second-highest in the line). Similarly, RCA Victor inserted a portable at \$179.95, compared with its former top of \$149.95. Philco's high-end portable is also priced at \$179.95, the same as last year.

Although phonograph sales are down somewhat in units, it's obvious that the mass manufacturers are going to make a big try during the coming year for the lush middle and high ends—where the real money is.

## New Lines Unveiled By Philco, Admiral

NEW YORK — Two more major phonograph manufacturers unveiled new-model merchandise here and in Chicago, with emphasis on solid-state circuits and higher price categories in both console and portable lines.

Combined with a special World's Fair weekend for about 4,000 dealer personnel, Philco showed its new sets at the Radio City Music Hall here.

Its portable phonograph line has seven models, including two monaural and two stereo units below \$80. Solid-state portables start at \$99.95, with step-ups going to \$179.95. The top-end model is in black simulated leather grain, with swing-out solid walnut speaker enclosures.

Its 32 consoles again start with a bench model at \$129.95, with transistorized amplifiers beginning at a list price of \$159.95. This year's special "Trendsetter" model is an Early American dry sink in maple, with completely transistorized amplifier and AM-FM-stereo tuner. This year's line is topped by three models at \$600 each, compared with a \$445 top last year.

Fifteen new radios were added, to bring Philco's radio line to 45 models. Among the new highlights are an AM-FM nine-transistor personal portable at \$29.95, and heavier use of wood cabinets on table models, including a three-piece pecan-wood AM-FM-stereo set at \$179.95.

Meanwhile, in Chicago, Admiral announced that its new stereo models—both portable and console—were 100 per cent solid-state, and entered the high-fidelity component field for the first time.

Admiral's monaural portable line has six models, priced from \$39.95, with solid-state phonographs at \$49.95 and \$59.95. There are five solid-state portable stereo units at \$69.95 to \$139.95.

Admiral's modular solid-state component system will retail between \$750 and \$800. It consists of a six-piece collection in matching walnut veneer cabinets. Containing 42 transistors and diodes, it is rated at 250 watts peak power, has an AM-FM-stereo tuner, a pre-amplifier, amplifier, record changer and two speaker cabinets, each containing a 15-inch woofer, a

## MGM Salutes Pop Composers of U.S.

NEW YORK — MGM Records has released a package of seven albums in all all-star salute to America's great pop composers.

Judy Garland, Bing Crosby, Lena Horne, Margaret Whiting, Tony Martin, Vic Damone, Mel Torme, David Rose, Maurice Chevalier, Louis Armstrong, Kate Smith and Larry Elgart are among the artists featured.

Composers featured are Cole Porter, George Gershwin, Sigmund Romberg, Jerome Kern, Lerner and Lowe, Hart and Rodgers and Irving Berlin.

## Film's Disk Release

NEW YORK — The soundtrack album from "The Longest Day" will be re-distributed to radio stations and retail stores as part of promotion for the first general release of the 20th Century-Fox picture on June 6, the 20th anniversary of D-Day. The disk, featuring music and dialog from the picture, is narrated by Lowell Thomas.

3½-inch tweeter and an exponential treble horn.

The console line now begins at \$149.95, and has 16 models ranging to \$845. The Admiral radios now feature more AM-FM sets, including both clock and table models in real wood and grained finishes.



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### Wright Dies at 76

LONDON — Composer Lawrence Wright, the first publisher to open an office in London's Tin Pan Alley, Denmark Street, has died at the age of 76. His compositions included "Among My Souvenirs," "Babette," "Shepherd of the Hills" and "Old Father Thames." Wright began in the publishing business at the age of 10, selling music from his father's stall in Leicester.

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ANGEL	
HANDEL: The Water Music; The Bath Festival Orchestra (Mehurin); 36173, 5 36173	M 5
MOZART: Concerto in C major, K. 299/TELEMANN: Suite in A minor; Elaine Shaffer, flute; Marilyn Costell, harp; Philharmonia Orchestra (Mehurin); 36189, 5 36189	
MOZART: Sinfonia Concertante in E flat major, K. 364/HAYDN: Concerto in C major; Yehudi Menuhin, violin; Rudolf Barshai, viola; Bath Festival Orchestra (Mehurin); 36190, 5 36190	
PROKOFIEV: Romeo and Juliet—Ballet Music; The Philharmonia Orchestra (Kurtz); 36174, 5 36174	
SAINT-SAENS: Symphony No. 3 in C minor, Opus 78; Maurice Duruflé, organ; The Paris Conservatoire Orchestra (Pretrel); 35924, 5 35924	
WAGNER: Scenes from "Die Meistersinger von Nürnberg"; Friedrich Schorr, baritone; COLH 137	
AVA	
THE BILL BROWN CHOIR—The Sound of Inspiration; A 43, AS 43	
CHARLIE COCHRAN—Round Midnight; A 44, AS 44	
BETTY COMDEN/RICHARD LEWINE—Remember These; A 26, AS 26	
TONI LEE SCOTT—Volume Lonely; A 36, AS 36	
ORIGINAL SOUNDTRACK RE-RECORDING—The Carpetbaggers; Elmer Bernstein; A 45, AS 45 ST	
BLUE NOTE	
LOU DONADLSON—Good Gracious; BLP 4125, BST 84125	
HANK MOBLEY—No Room for Squares; BLP 4149, BST 84149	
CAEDMON	
JEAN GENET: TC 1134, TC 1134B	
SHAKESPEARE: Julius Caesar; Sir Ralph Richardson, Anthony Quayle, John Mills, Alan Bates, Michael Gwynne; SRS 230 M, SRS 230 S	
CAPITOL	
AL MARTINO—I Love You More and More Every Day; Tears and Roses; T 2107, ST 2107	
CAPITOL PROMENADE SERIES	
THE ROGER WAGNER CHORALE—The Negro Spiritual; Salli Terry; P 8600, SP 8600	
KAPP	
JACK JONES—Bewitched; KL 1365, KS 3365	
LONDON	
BILL BLACK's COMBO Plays Tunes by Chuck Berry; HL 12017, SHL 32017	
THE ROAD RUNNER—The New Mustang! and other Hot Rod Hits; LL 3381, PS 381	
BEETHOVEN: Sonata No. 1 in F minor, Opus 2, No. 1; Sonata No. 5 in C minor, Opus 10, No. 1; Sonata No. 6 in F major, Opus 10, No. 2; Sonata No. 7 in D major, Opus 10, No. 3; Wilhelm Backhaus, piano; CM 9389, CS 6389	
BEETHOVEN: Symphony No. 1 in C major, Opus 21; Symphony No. 8 in F major, Opus 93; L'Orchestre de la Suisse Romande (Ansermet); CM 9388, CS 6388	
GILBERT & SULLIVAN: Trial by Jury and Utopia Limited; The O'Dyly Carte Opera Company, The Orchestra of the Royal Opera House, Covent Garden (Godfrey); A 4155, OSA 1155	
HAYDN: Quartet in E flat major, Opus 33, No. 2, "The Joke"; Quartet in F major, Opus 3, No. 5, "The Serenade"; Quartet in D minor, Opus 76, No. 2, "Quinten"; The Janacek Quartet; CM 9385, CS 6385	
MOZART: Clarinet Quintet in A major, K. 581; Alfred Boskovsky, clarinet; Divertimento in F major, K. 247; Members of the Vienna Octet; CM 9379, CS 6379	
MOZART: Symphony No. 36 in C major, K. 425, "The Linz"; Eine Kleine Nachtmusik, K. 525; March in C major, K. 408, No. 1; The Vienna Philharmonic Orchestra (Kertesz); CM 9383, CS 6383	

M 5	
SCHUBERT: Symphony No. 4 in C minor, "The Tragic"; Symphony No. 5 in B flat; The Vienna Philharmonic Orchestra (Munchinger); CM 9378, CS 6378	
SCHUBERT: Symphony No. 8 in B minor "The Unfinished"; Overture to Des Teufels Lustschloss; Overture in the Italian Style; Overture to Fierrabras; The Vienna Philharmonic Orchestra (Kertesz); CM 9382, CS 6382	
HARMONY	
BILL MONROE'S Best: HL 7315 (M)	
THE SONS OF THE PIONEERS' Best: HL 7317 (M)	
FLOYD TILLMAN'S Best: HL 7316 (M)	
PHILIPS*	
MARILYN BURROUGHS—I Feel Pretty; PHM 200-137, PHS 600-137	
KLAUS DOLDINGER—Dig Doldinger; PHM 200-125, PHS 600-125	
ROBERT FARNON & HIS ORCH.—Captain from Castile; PHM 200-098, PHS 200-098	
DIZZY GILLESPIE—Cool World; PHM 200-138, PHS 600-138	
BRIAN WYLAND—Here's to Our Love; PHM 200-136, PHS 600-136	
SERENDIPITY SINGER—The Many Sides of the Serendipity Singers; PHM 200-123, PHS 600-134	
NINA SIMONE—Nina Simone in Concert; PHM 200-135, PHS 600-135	
LES TROUBADOURS DU ROI BAUDOIN—African Concert; PCC 214, PCC 614	
VARIOUS ARTISTS—Songs of Faith the World Around; PCC 205, PCC 605	
SCHUMANN: Piano Concerto/GRIEG: Piano Concerto; Claudio Arrau, piano, Concertgebouw Orchestra of Amsterdam (Dohnanyi); PHM 500-047, PHS 900-047	
STRAVINSKY: Violin Concerto in D major/MOZART: Violin Concerto No. 1 in B flat major; David Oistrakh, violin, Lamoureux Orchestra (Hailink); PHM 500-050, PHS 900-050	
VARIOUS COMPOSERS: A Decade of Eloquence Tenth Anniversary Album; I Musici; PHM 500-052, PHS 900-052	
SONGS OF FAITH	
The Award Winning SEGO BROTHERS AND NAOMI; SOF 121 (M)	
STARLINE	
The Best of BUCK OWENS: T 2105, ST 2105	
The Best of GEORGE SHEARING: T 2104, ST 2104	
KAY STARR—The Fabulous Favorites!; T 2106, ST 2106	
SUE	
VARIOUS ARTISTS—The Sue Story Chapter 1; LP 1021 (M)	
WORD	
MARY JAYNE & POLLY—Singing Together; S 3300 LP (M)	
WORLD-PACIFIC	
CHARLES KYNARD & BUDDY COLLETTE—Warm Winds; 1623 (S)	
DAVID PARKER—Balelaika; 1824 (S)	
CLIFFORD SCOTT—Lavender Sax; 1825 (S)	
WYNCOPE	
INTERNATIONAL POP ORK—For Lovers Only; W 9021, SW 9021	
CHARLES RAYMOND SINGERS—Love Me With All Your Heart; W 9018, SW 9018	
THE RHINELANDERS—German Favorites; W 9022, SW 9022	
VARIOUS ARTISTS—Country Favorites; W 9016, SW 9016	
VARIOUS ARTISTS—Golden Hits; W 9012, SW 9012	

### Epic Honors Clark Five

NEW YORK — Leonard S. Levy, Epic Records' general manager presented a special plaque to the Dave Clark Five, honoring them as "the first group in the history of Epic Records to achieve sales of over 1,000,000 records within a period of 90 days."

The sales were based on two singles, "Glad All Over" and "Bits and Pieces." The label has just released an album, "The Dave Clark Five Returns," to fit with the current American tour, which included four concerts at Carnegie Hall (May 29-30) and the Ed Sullivan show on May 31.

### KDKA Bans Novelty Disk

PITTSBURGH—The novelty Columbia Record, "Beans in Your Ears," sung by the Serendipity Singers, has been banned by KDKA radio. The Group W (Westinghouse



J. HAL SMITH, right, president of Pamper Music of Goodlettsville, presents to Tex Ritter, president of the Country Music Association, a \$400 check making himself and three members of his staff life members in CMA. The others from left are Haze Jones, Hank Cochran, Wayland Stubblefield.


Broadcasting Company) station's program manager, Jack Williams, imposed the ban after many complaints from listeners and reports from doctors that

children have been sticking foreign objects in their ears at an increased rate since the introduction of the tune several weeks ago.

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**SUMMIT DISTRIBUTORS, INC.**  
1345 DIVERSEY PARKWAY  
CHICAGO, ILLINOIS 60614  
PHONE: BI 8-3621

Listed, you will find the labels which we presently distribute:

A & M	Disneyland	Norman Okeh
Chattahoochee	Elektra	Pacific
Constellation	Epic	Jazz
Del-Fi	Golden Sound	Stage 7
	Hickory	Tradition

**IT'S A CAN'T-MISS SALES AND PROFIT MAKER!** Check your regular Associated salesman for special prices . . . or write to us.

**NEW 45's, ASSORTED, \$4.75 PER HUNDRED** prepaid. Pre-packs, 5 in. pack, with 2 top recent hits. 42¢ per hundred post-paid. Contact Kaco Enterprises, 2444 Throop Ave., Bronx 89, N. Y. Phone: AD 1-3688.

### RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

#### RECORDING FACILITIES & SUPPLIES

#### PROFESSIONAL DEMO RECORDS

Finest Quality—Low Prices—Top Notch Talent.  
8 Singers (male-female),  
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Best, Modern Tape and Disc Equip. (Ampe, Altec, RCA)  
Large Sound Studios—Top Technicians. Piano or Organ & Vocal—1 Song, \$13.00; two Songs, \$23.00 (45 or 78); add. Guitar, Bass, Drums, Sax, Clarinet, Steel Guitar, Violin for \$5.00 each per song.  
WRITE FOR FREE BROCHURE.  
**DEMONSTRATION RECORD COMPANY**  
(Our 10th Year)  
Box 3404, Sta. C Lincoln, Nebraska

**SONGWRITERS: ARE YOU LOOKING** for a company that specializes in demos for ASCAP and BMI writers? Gives you the master tape? Records your song with 3-piece orch. and vocalist for \$30? Musicrest B., 6715 Hollywood Blvd., Hollywood 28, Calif.

#### RECORD PROMOTION & PUBLICITY

**P&F RECORDS** introducing tomorrow's hit songs by new and "Pro" writers. Heard from coast to coast. Custom recording, \$49.50. Write for details. P&F Records, R. 3, Box 250, Golden, Colo. jeb

#### "20 Years of Record Experience"

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RECORD PROMOTION  
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New York 19, N. Y.  
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**LEARN AUCTIONEERING; BIG MONEY, prestige, career.** Two-week term in residence or home study (including LP records, operations manual, advertising and sales kit). Internationally recognized diploma. Free catalog. Write today: Missouri Auction School, 1330-56 Linwood, Kansas City 42, Mo. 64109. ch

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

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**JUKE BOX OPERATORS—WE SPECIALIZE** in new 45 releases aimed at your adult customers. The best standards on organ, harmonica, polkas and foreign language. Send for our latest listing and free sample. Halifax Productions, 4135 Armitage, Chicago, Ill. 60639. np-jc27

**RECORD DEALERS—FREE DELIVERY** plan anywhere in U. S. on accessories, needles, phono cases and racks and foreign LP lines. Details and catalogue free. Write Hal Faktor, 4143 W. Armitage, Chicago 39, Ill. CA 7-3722. np-jc27

**INCOME TAX CONSULTANT—SPECIALIZING** in returns for musicians, performers and anyone in the allied fields of entertainment. Marvin Shulman Associates, 145 W. 35th St., New York 18, N. Y. PL 7-0246. ew-if

**30,000 PROFESSIONAL COMEDY LINES!** Monthly topical gag service Inc! Free catalog. Robert Orben, 3538 Daniel Crescent, Baldwin Harbor, N. Y. ch-mp

when answering ads . . .

## Say You Saw It in Billboard

### PUBLICATIONS & SERVICES

#### WANTED

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

#### Record Market Research Agency

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

#### DEMOS . DEMOS . DEMOS

THE FINEST IN COUNTRY AND WESTERN and SEMI-COUNTRY AND WESTERN DEMOS:  
—Featuring four-piece orchestras  
—Professional male vocalists  
—Reverberation (echo) added  
—Tapes at any speed preferred  
—Recorded in large recording studio  
—Professional quality  
—Prompt service  
—We permit commercial releases of our demos  
—Demos sent prepaid to all points in North America and overseas  
—Samples available. Tape or disc \$1.00 each. Refunded with first order  
—All for an INTRODUCTORY OFFER OF ONLY \$19.95  
—Additional duplicate takes—\$2.25 each  
—Try a couple, you'll want a dozen more."  
COUNTRY DEMOS  
Dept. BB, Bield, Manitoba, Canada

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

Partial list of contents:  
• Top Records of 1963  
• Top Talent for 1963  
• Top Singles Artists  
• Top LP Artists  
• Top International Artists  
• International Directory of Recording Talent, Booking Agents, Talent Managers, Impresarios and critics.

• Award Winners of '63 including NARAS, NARM, Motion Picture Academy and Country Music  
• Million-Selling Singles Records.  
• Half-million Selling Albums  
• Top Artists 1948-1963  
• Discography 1948-1963  
Send \$1 for your copy now to **JOE PACE, THE BILLBOARD**  
2150 Patterson Street  
Cincinnati, Ohio 45214  
Include your name and address and "1963-64 Who's Who."

#### CLASSIFIED RATES Per Insertion

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

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words.
- All rates are for EACH insertion. PAYMENT MUST BE IN ADVANCE!
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Please insert the following ad for \_\_\_\_\_ consecutive issues.

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 Set regular classified style.  Set boxed classified style.

Amount enclosed \_\_\_\_\_

Copy: \_\_\_\_\_

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PLEASE ENCLOSE YOUR PAYMENT. WE DO NOT BILL FOR CLASSIFIED ADS.

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ADVERTISING RATES INTERNATIONAL EXCHANGE  
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DISPLAY: Per inch \$14. Minimum 1 inch.

Above prices are for one insertion in one issue. Cash or check with order.  
Lower rates for 12, 26, 52 insertions in a one-year period.

FOR FURTHER INFORMATION CONTACT: Peter Heins, International Advertising Director, Billboard, 165 West 46th Street, New York City 10036 or Andro de Vekey, European Director, 15 Hanover Square, W. 1, England.

### INTERNATIONAL EXCHANGE

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

#### JUKE BOX BELGIUM'S BIGGEST MUSIC MAGAZINE

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

Send your bank draft to

#### JUKE BOX

MECHELEN, BELGIUM

Write for Sample Copy.

#### GREECE

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

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

#### IF YOU WANT EXPERIENCE AND HONEST CONSIDERATION, WHY NOT WRITE NOW TO MIDDLE EAST RECORDINGS

Evans Pnamitis, President  
4 Sparti, Athens, Greece

#### ITALY

#### IN ITALY, YOU GET RESULTS WHEN YOU ADVERTISE IN

#### Musica e Dischi

Sample copy and rates on request.

Write

**Mr. Mario de Luigi, Publisher**  
Via Carducci 6, Milan, Italy

#### MEXICO

### AUDIOMUSICA THE LEADING MUSIC MAGAZINE OF LATIN AMERICA

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

For information and advertising rates write to

**Otto Mayer-Serra, Editor Audiomusica**  
Apartado 8688 Mexico 1, D. F.

#### NORTHERN IRELAND

#### There's no "blarney" about EMERALD RECORDS

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

For further information write **Mr. Mervyn Saloman, President**  
67/69 Ann St., Belfast  
Northern Ireland

Members of the International Federation of the Phonographic Industry.

#### UNITED STATES

FOR SALE—PUBLISHER CATALOG (used), 360 songs on commercial records. Write: E. E. Greene, P. O. Box 833, Riverside Station, Miami, Fla.

# BULK VENDING news

**BIG SAVINGS on BALL AND VENDING GUMS**

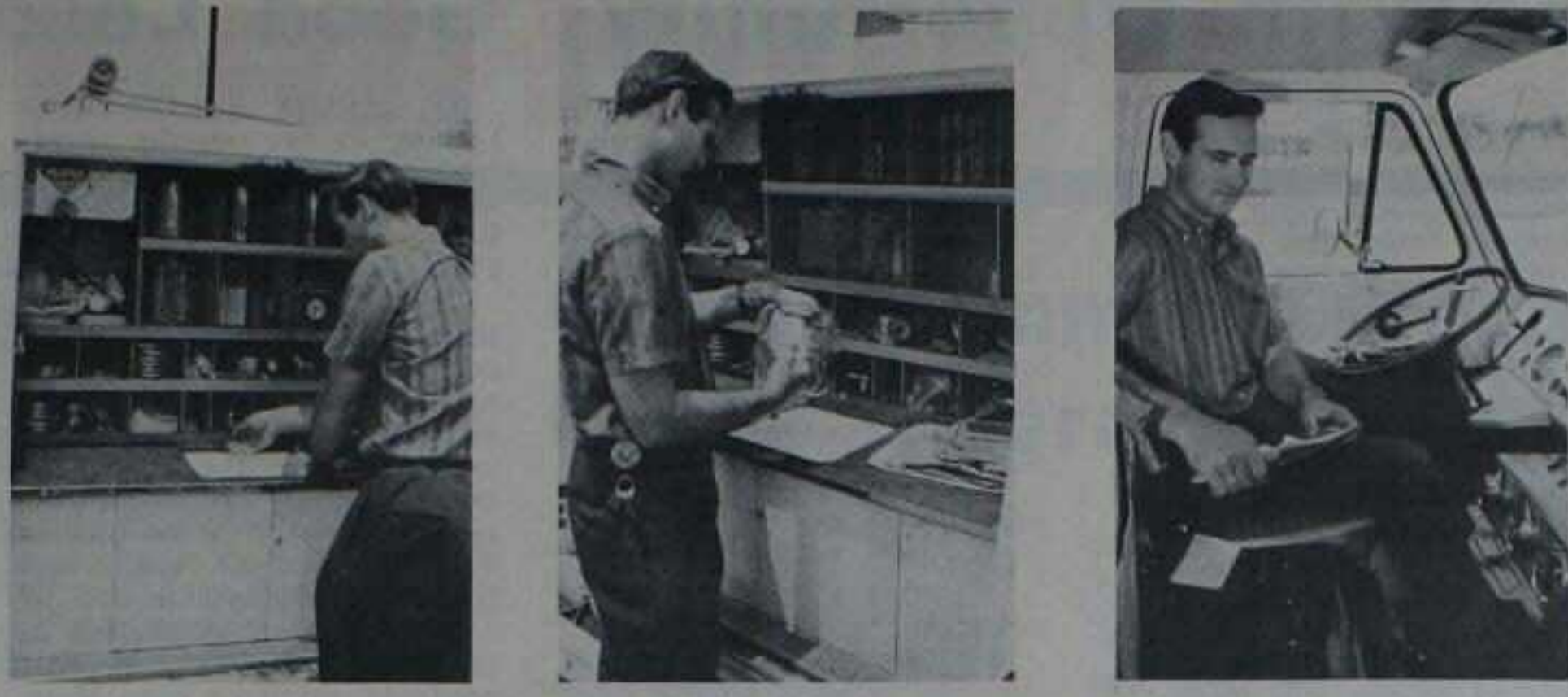
SAME FINE FLAVORS, COLORS AND COATING

**Direct Low Factory Prices**

Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size... 30 1/2 lb.  
Chicle Ball Gum, 130 ct. ... 38 1/2 lb.  
Clor-o-Vend Ball Gum... 43 1/2 lb.  
Clor-o-Vend Chicks, 320 ct. ... 43 1/2 lb.  
Chicle Chicks, 320 & 520 ct. ... 39 lb.  
Bubble Chicks, 320 & 520 ct. ... 31 1/2 lb.  
Tab (short stick), 100 ct. ... 40c box  
5-stick Gum, 100 packs ... \$2.00  
F.O.B. Factory 150 lb. lots

AMERICAN CHEWING PRODUCTS

39 years of manufacturing experience  
4th & Mt. Pleasant  
Newark, N. J. 07104



**BILL COOMBS**, Los Angeles area bulk operator, covers his route in what amounts to a shop on wheels. At left, he tests the water in the sink that is part of the equipment of his panel truck. It is fed by a 15-gallon tank, seen at the top left of the truck, and enables the operator to wash globes and machines at all locations. Coombs can check his route sheets in comfort in the air conditioned cab of his truck (right).

## Large Capacity Heads Essential To Toy Store Location Set-Up

DENVER—Lou Malone, who operates Kap's Vending Company here, feels that large capacity bulk vending globes are essential to successful operation of a toy store location.

Malone has more than a dozen toy store locations, all equipped with at least one three-head machine, and in many instances with four or five stands, in the Denver area. Construction of new suburban department stores, specialty toy shops in shopping centers, and now large discount houses throughout the area have tremendously boosted the toy store location potential.

Vending a much heavier ratio of capsules and novelties than confections and charms, Malone has found that a display of 10-cent novelty and toy items doesn't suffer a bit by comparison with expensive toys on the shelves.

If anything, toy purchasers

often are inclined to take their change in machine-vended novelties.

One example is the big Anderson's Toyland, in the Cherry Creek Shopping Center, in mid-town Denver. Located near high-income residential areas, with customers obviously able to spend anything they wish for toys, two triple-header vending units sell one of the highest volumes which Malone's routes show. Here, the top seller has been shock novelties, such as toy soft-rubber lizards, snakes, frogs, spiders and wiggle worms.

Using oversize heads on each machine is a feature which Malone heavily emphasizes in his landing toy store spots. The usual toy store, crowded with customers, offers quite an obstacle course for the operator attempting to service machines, and, of course, doesn't please the location owner. By pointing out that he will be servicing the machines only half as often,

with large capacity heads, Malone has been able to land even the most dubious toy store owner.

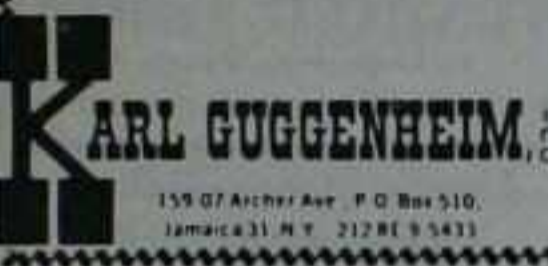
## KG CRAZY TROLLS HOTTEST 10c CAPSULE ITEM EVER!!

This Is the Original!  
This Is the Best!

Packed 250 to a bag with FREE DISPLAY

**\$38<sup>00</sup>** PER THOUSAND

AT YOUR NEAREST KG WAREHOUSE OR DIRECT FROM



159 07 Archer Ave. P.O. Box 510,  
Jamaica 31, N.Y. 11431

when answering ads . . .

Say You Saw It in  
**Billboard**

NEW — ORIGINAL — UNIQUE  
**CAPSULE INSERTS**  
SAMPLES—\$1.00  
MONEY CREDITED TO FIRST ORDER  
FRANCHISES AVAILABLE

**BETCO PRODUCTS**  
230 Muntz Ave. Butler, Penna., U.S.A.

## Vending Headquarters for VICTOR NEW SELECTORAMA<sup>®</sup>

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

**GRAFF VENDING SUPPLY CO., INC.**  
2817 W. DAVIS ST. DALLAS, TEXAS

## Penny Like Gold, Says Guggenheim

JAMAICA, N. Y.—Despite the rapid growth of 10-cent capsule vending, Bob Guggenheim, president of Karl Guggenheim, Inc., here, feels that the penny is still the basis of the bulk vending industry.

Guggenheim reports brisk sales of Playing Card Rings and Greasy Kid Stuff, both penny items. The former comes in 52 varieties, one for each card in the deck. The latter is a miniature bottled version of a hair tonic mentioned prominently in TV advertising.

According to Guggenheim, Trolls and Beetle charms still dominate the capsule field, with the demand showing no signs of abating.

## Mark a Granddad

PASSAIC, N. J.—Dave Mark, president of Mark Vending here, became a grandfather last week. Parents are Mr. and Mrs. Steven Mark. The granddaughter is Gloria Lynn Mark.

## Northwestern SUPER 60

- NO BREAKING
- NO CRUSHING
- NO MISSING



Try one . . . Learn why other operators find the SUPER 60 their favorite capsule vendor.

Getting the Northwestern? It's a newsy magazine. Ask to get on our mailing list. It's free!

WIRE, WRITE OR PHONE



**CORPORATION**

2641 E. Armstrong St., Morris, Ill.  
Phone: WHitney 2-1300

## J. SCHOENBACH

Distributor For  
**oak Manufacturing Co., Inc.**  
715 LINCOLN PLACE, BROOKLYN 16, N. Y.  
President 2-2900  
PHONE or WRITE FOR PRICES

## MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c . . . \$14.50  
N.W. Deluxe, 1c or 5c Comb. . . 12.00  
N.W. 10-Col. 1c Tab Gum Mach. 18.00  
N.W. Model 23, 1c Perc. Con-  
verted for 10c ct. B.G. . . . 4.30  
A.B.T. Gums . . . 20.00  
Mills 1c Tab Gum . . . 12.00  
Acorn 8 lb. Globe . . . 10.50

## MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red . . . \$ .73  
Pistachio Nuts, Jumbo Queen, White . . . . .66  
Pistachio Nuts, Large Tulip . . . 71  
Pistachio Nuts, Vendor's Mix . . .64  
Pistachio Nuts, Sheik, Red . . .59  
Cashew, Whole . . . 70  
Cashew, Butts . . . 67  
Peanuts, Jumbo . . . 45  
Spanish . . . 32  
Mixed Nuts . . . 37  
Baby Chicks . . . 35  
Rainbow Peanuts . . . 32  
Bridge Mix . . . 36  
Boston Baked Beans . . . 32  
Jelly Beans . . . 33  
Licorice Gems . . . 32  
M & M, 500 ct. . . 48  
Hershey-ets . . . 47

Rain-Bio Gum, 72 ct. . . . \$ .32  
Maltette, 100 ct., per 100 . . 35  
Rain-Bio Ball Gum, 140 ct., 170 ct., 210 ct. . . . .32  
Rain-Bio Ball Gum, 100 ct. . .34  
300 lb. minimum prepaid on all Rain-Bio Ball Gum.

Adams Gum, all flavors, 100 ct. .45  
Wrigley's Gum, all flavors, 100 ct. .45  
Beech-Nut, 100 ct. . . 43  
Hershey's Chocolate, 200 ct. . 1.30  
Minimum order, 25 Boxes, assorted.

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator.

One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY on the New

## Northwestern SUPER SIXTY



This capsule vendor is truly the most accurate on the market. Handles all size capsules without "skipping," breaking or crushing. Gold decorative front panel. Mammoth capacity.

Available with 5c, 10c or 25c Mechanisms

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

## NORTHWESTERN SALES AND SERVICE CO.

MOE MANDELL

446 W. 36th St., New York 18, N. Y.  
LONGacre 4-6467

the Newest and Best in

## ROCKET CHARMMS WITH FREE DISPLAY FRONTS

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

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



The **PENNY KING** Company



10c  
ATLAS MASTER  
Capsule Vendor

2534 Mission St., Pittsburgh 3, Pa.

World's Largest Selection of Miniature Charms

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME.....  
COMPANY.....  
ADDRESS.....  
CITY.....

Fill in coupon, clip and mail to:  
**BITTERMAN & SON**  
Member National Vending Machine Distributors, Inc.  
4711 E. 27th St. Kansas City 27, Mo.  
Phone: WA 3-3900

We handle complete line of machines, parts & supplies.

# Presidential Campaign Provides Charm Mfrs. With Opportunity

NEW YORK—Charm manufacturers have learned many years ago that the nation's youngsters are more alert politically than most people realize—particularly during a presidential election year.

For years, pre-teen-agers have been collecting campaign but-

tons espousing the virtues of the various candidates. In the past, charms in button, ring and medallion form, with political themes, have been dispensed through vending machines. This year will probably prove no exception.

To date, no charm manufacturer has done anything about the various candidates for the Republican nomination. And it doesn't appear likely that they will do anything now.

### After Conventions

But after both major parties nominate their candidates this summer, it's a safe bet that political charms will reach the moppet market through vending machines.

Any charm manufacturer wanting to take a calculated risk might have some LBJ dies in readiness. Chances are they'll still have some appeal after November 3 as well.

It would be risky coming out with Goldwater, Rockefeller, Lodge, Nixon, Scranton or Romney charms right now. But there will probably be a scramble for charms honoring one of the aspirants.

Right now, the Kennedy charms are still going strong, and the boom shows little signs of tapering off.

Political charms have varying degrees of acceptance in different sections of the country. In some areas of the South, wearing a ring or button with a Republican on it is tantamount to wearing a Nasser button in Tel Aviv.

And in some Midwestern and New England enclaves the wearer of a Democratic charm is regarded with a degree of suspicion.

But these are the exceptions. All told, political charms have a wide appeal to youngsters and offer a good profit opportunity to bulk vending operators.

## Hyman Bernoff

NEW YORK — Members of the coin machine industry express their sympathy to Charles Bernoff on the death of his brother, Hyman, 51, on May 22. Charles Bernoff is the operator of Regal Music Company, Inc. His brother was not connected with the coin machine industry.

## Mrs. Block in Hospital

NEW YORK — Mrs. Rose Block, wife of Leonard Block, operator of Melody Amusement Corporation in Brooklyn, is a patient at University Hospital here.

## Atlanta Ops Welcome Upsurge

ATLANTA — Local bulk vending collections, after a disappointing April, bounced back in May, according to H. B. Hutchinson Jr., local distributor and operator.

Traditionally, the first quarter of the year is slow, with business picking up in the spring. This year, however, January, February and March were well above average, and April was about the same as the previous year.

Hutchinson attributes the May upsurge to the Troll and Beetle charms, with the former still going strong and the latter gaining momentum.

Kennedy charms have been pulling well all year, Hutchinson added.

## Showmanship Pays Off For St. Louis Operator

ST. LOUIS—Getting more showmanship into multiple-machine locations invariably hikes collection at any location, according to Bill Giltner, bulk operator with headquarters in suburban St. Louis County.

Wherever he spots four, six and eight-head machines, no matter what the mix is, the St. Louis operator uses big eye-catching posters which tell the customer something about the fill.

If these are not supplied by manufacturers or distributors, Giltner simply makes them up himself—expertly block lettering the signs with a speedball pen or stencil, with such suggestions as "A New Taste Sensation"—"Spicy and Good"—"New Flavor."

Through this continuous use of posters he has found that most of his sales increase comes from adults, rather than children, who are more likely to be attracted by the appetite-whetting appearance of the fill itself.

Adults, on the other hand, are less likely to notice the fill,

# Pastry Shops Are Good Location Bets

ST. LOUIS — Constantly keeping an eye out for sweet-tooth locations is a policy which keeps profits building up for B. F. Giles, of Giles Vending Company here.

Giles takes issue with operators who never install bulk machines wherever candy and soft drinks are sold. Giles deliberately looks for the sort of location where the customer's mind is already on sweet-flavor refreshment, and in the process he has averaged sales well above the national level.

Typical is an installation in the Favorite Bakery, a popular neighborhood pastry shop. Here, ordinary ball gum sells almost twice as fast as it does in more conventional locations where there is no sweet-flavored item to compete with it. Giles feels that people who are coming in for rich pastries are already anticipating the flavor, but very seldom bite into whatever the item is while still on the premises.

Popping a penny into a ball gum machine (or any other sweet fill) fills a real need of the moment, and is responsible for the fact that most of Giles' volume is sold to women, who, in the past, have been notoriously poor prospects where penny vendors are concerned.

Giles has locations in candy-shops, confectioneries, malted milk parlors and soda fountains, each of which he landed by presenting this theory to the potential location owner. In

almost every case, results have been exactly as foreseen.

## HEADQUARTERS FOR *Northwestern* SUPER 60

Capsule Vendor

- No Breaking
- No Crushing
- No Missing

The ultimate in quality Capsule Merchandising.

Vends any item which can be placed in a capsule.

3c, 10c and 25c.



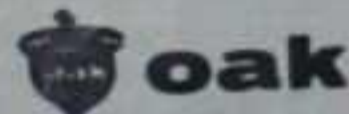
Call "HUTCH" Today for further information. No matter what your bulk vending requirements might be—we can help you!

A complete stock of machines, merchandise, parts and supplies is always available.

Write for complete list of prices.

**H. B. HUTCHINSON, JR.**  
Southeast Warehouse for  
Leaf Brand Gums  
1784 N. Decatur Rd., N.E.  
Atlanta 7, Ga.  
DR 7-4300

### You count more with OAK!



MANUFACTURING COMPANY, INC.  
11411 Southbridge Ave., Culver City, California

## L. C. TOPPER

Designed for 100-count gum.

Hold 1175 balls of 100-count gum.

### NOTICE TO OPERATORS

All Toppers can be converted to L. C. Toppers for vending 100-count gum. All that is needed is a new service head assembly.

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

**VICTOR VENDING CORP.**

5711 West Grand Avenue, Chicago, Illinois 60639

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME \_\_\_\_\_  
COMPANY \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_

Fill in coupon, clip and mail to:

**KING & COMPANY**

2700 W. Lake St. Chicago 3, Ill.  
Phone: KE 3-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; Le Tab Gum, 5-Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hershey's 320 count and 200 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.



## 'Troll Creature' Charms Debut

PITTSBURGH — The Penny King Company has introduced an assortment of "troll Creature" charms for 10-cent capsule machines. These are billed as creatures from outer space and precede Penny King's marketing of regular troll dolls by three weeks. When the troll dolls are ready, the company says, they will be a little different from those now on the market.

## ACORN—The World's Most Profitable Vendors!

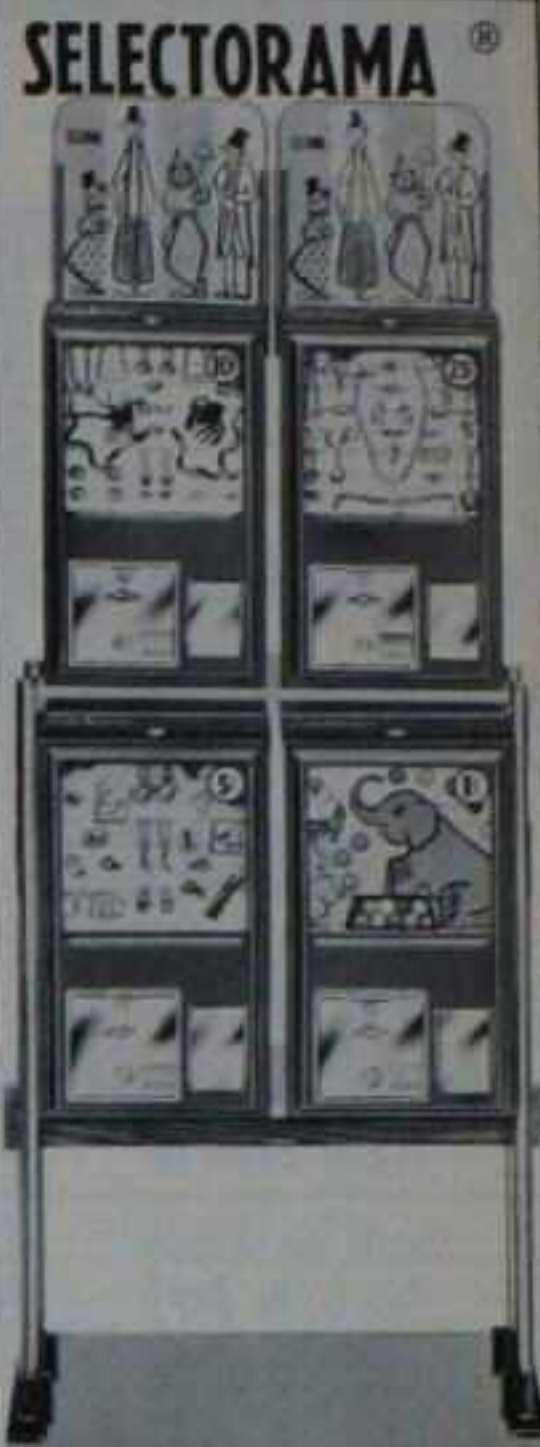
We have the largest variety of all types of Acorn vendors in stock.



### TROLLS! TROLLS! TROLLS!

Regular & Ballerina  
\$9.50 per 250  
\$38.00 per M

**RAKE COIN MACHINE EXCHANGE**  
1214 W. Girard Ave. Philadelphia, Pa.  
Center 6-4492



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

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

Electric Money Maker  
Famous ACME  
**ELECTRIC MACHINE**



Time proven favorite for health and amusement. Electric vibratory current increased at will by player. One dry cell battery good for 1,500 to 3,000 plays.

Sample .....\$28.13  
2 and up ..... 23.50  
Floor Stand ..... 5.00

### ORDER TODAY

1/3 Dep., Bal. C.O.D., F.O.B. N. Y. Distributors. Write for Prices.

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

**J. SCHOENBACH**

Factory Distributor of Bulk and Ball Gum Venders, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES

715 Lincoln Place, BROOKLYN 16, N. Y.  
President 2-7900

(Continued on page 46)

## EUROPEAN NEWS BRIEFS

### Wurlitzer Drive

**ZURICH**—Wurlitzer is mounting heavy sales promotion for its Lyric compact phonograph in Western Europe.

Lyric is manufactured at Huelthorst, West Germany, by Deutsche Wurlitzer GmbH, the wholly owned Wurlitzer subsidiary. A new model is being introduced and sales are brisk.

Wurlitzer executives say the Lyric experiment has been highly successful in demonstrating the ability of a U. S. manufacturer successfully to design and produce a phonograph tailored to the European taste and purse.

Wurlitzer's European sales drive is being handled by Wurlitzer Overseas AG, with headquarters in suburban Zug.

### Tax Opposed

**DUESSELDORF**—North Rhine-Westphalia has rejected protests from phonograph operators and is going ahead with plans to repeal the present amusement tax and substitute a new law applicable only to phonographs and payouts.

The state administration proposes to cancel the tax for sporting events, film and stage shows, and bowling. A new draft law has been introduced into the state legislature, however, for a new tax on phonographs and payouts.

### Machine a Seller

**MILAN**—J.G.E.A., Italian distributors for the Hamburg firm of Thos. Bergmann & Company, report heavy initial demand for Bergmann's smartly styled new phonograph model, the Symphonie Luxus Stereo 100.

The J.G.E.A. proprietor, Ludovico Marchese, reports that demand for the new Bergmann

machine literally has outstripped the supply.

At Hamburg, Bergmann is just beginning assembly line production of the new machine. The box is not expected to be available in quantity until late June.

### Nova Sells Futura

**HAMBURG**—Nova Apparate has taken over distribution on the German market of United's Futura bowler.

Nova is promoting the Futura bowler as "a further success of United—the leader in bowlers in the U. S."

Nova is moving to exploit a bowling boom in West Germany. U. S.-style bowling alleys with automatic pinsetters are beginning to appear in Germany.

At the same time, the bowling centers have helped trigger a boom in coin-operated tavern bowlers.

### Buy U. S. Phonos

**BRUSSELS**—West Germany continues to be the best customer in Europe for U. S. phonographs and amusement games.

Tallies by export-import firms on shipments received at Antwerp, the European trade gateway, place U. S. imports at an all-time high, with most of the equipment destined for West Germany.

It is estimated that West German imports of U. S. phonographs are running a full 12 per cent ahead of 1963. Games imports are up about 7 per cent.

The strength in U. S. exports to Germany coincides with peak production by West German manufacturers, and it underlines the position of the German industry that there is no basic rivalry between the two national products, which are aimed at different markets within Germany.

## Good, Summer-Like Weather Gives Operators a Hot Hand

**NEW YORK**—Sweltering weather and clear skies are sending millions of New York area residents to the mountains and beaches a full month ahead of schedule, and local music machine and games operators are taking full advantage of the situation.

Summer locations generally open up the Memorial Day weekend, but this year they've been going strong since early May. Operators are rounding up every piece they can lay their hands on and trucking them to Catskill Mountain, Long Island and Jersey Shore resorts.

While the 50-50 split with location owners still holds good in the city, operators servicing resort stops are often able to get the long end of a 60-40 deal, and many are getting front money and minimum guarantees.

### Straight Rentals

Another deal gaining acceptance is the straight rental, with the operator getting a fixed amount for the season and the location owner getting the keys to the coin box.

On some of the top locations, operators are placing new juke boxes in expectation of heavy play for the next 15 weeks.

Come fall, they'll shift their juke boxes to top city stops, where the machines will still be regarded as new equipment.

Operating summer locations is a gamble, with weather determining the payoff. The gamble is paying off. Good weekend weather means that hundreds of thousands of families will make the trip to the mountains and seashore. And they're generally in a spending mood.

### Rain Can Help

During the week, rain can help. People at resorts by Monday morning generally intend to

*(Continued on page 46)*

## Prices Go Up for N. Y. Routes

By ED BARNES

**NEW YORK**—The coin machine operator here who wants to sell a route will find a ready market.

According to Ben Chicofsky, manager of the Music Operators of New York, most operators would like to buy routes, but can find none for sale except at prohibitive prices. The point is supported by Albert (Senator) Bodkin, operator of Forest Hills Automatic Music, who says he would be unwilling to sell a route even at a greatly inflated price.

Although the usual current price of an average good phonograph location in New York is 60 times the weekly take, Bodkin says that even an offer much over that would not induce him to sell a route. (The going price is 35 times the weekly take.)

The situation is one of the by-products of urban renewal and extensive building of big apartment houses, which have decreased the

number of locations available. Most operators are looking for new routes to supplement their incomes, so the price stays high. Nobody wants to sell.

A somewhat different view, however, comes from Harry Siskind, operator of Master Automatic Music Company of Brooklyn, who says that coin routes are changing hands, but he traces this action to nothing more than the process, familiar in every field, of large operators buying out smaller ones.

Routes largely are kept in the hands of veterans of the industry, with little of the addition of new blood.

The special circumstances prevailing in New York give the industry an appearance of busy vitality, but it is not altogether a true reflection and certainly doesn't reflect growth in the metropolitan area. Chicofsky gets at least two or three inquiries a week from operators seeking new routes, but he has to tell all of them that he knows of no prospects.

## Export Picture for February

**NEW YORK**—U. S. coin machine exports for February — \$3,366,921 — were slightly ahead of the same period a year earlier. New and used juke box exports remained virtually the same, while game exports rose from a total valuation of \$1,533,856 to \$1,744,461.

Belgium was the leading buyer of U. S. equipment, with total purchases of \$578,685. Of this total, \$404,856 was accounted for by 491 new juke boxes.

West Germany actually bought more new juke boxes (512), but the valuation of these machines

was only \$305,922. As some German manufacturers import U. S. mechanisms and make their own cabinets, the machines will tend to have a lower per-unit valuation.

Biggest game purchaser was the United Kingdom, with \$306,330 of its total \$466,200 coin machine purchases in games.

Western Europe accounted for the bulk of the coin machine purchases, with Belgium, United Kingdom, West Germany, Italy and France the leaders in that order.

### Coin Machine Exports

February 1964

Country	New Phonographs		Used Phonographs		Amusement Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value
Belgium	491	\$ 404,856	140	\$ 42,571	418	\$ 131,258	1,049	\$ 578,685
United Kingdom	218	133,611	50	26,259	729	306,330	997	466,200
W. Germany	512	306,922	9	4,925	3,138	63,537	3,659	375,384
Italy	20	16,822	7	4,372	924	322,193	951	343,387
France	140	113,915	—	—	388	209,587	528	323,502
Japan	62	49,318	208	78,156	423	132,123	693	259,597
Canada	163	163,377	—	—	4,108	80,134	4,271	243,511
Switzerland	96	86,114	—	—	152	63,389	248	149,503
Denmark	6	4,680	—	—	156	63,414	162	68,094
Venezuela	73	22,628	—	—	54	18,167	127	40,795
Greece	10	5,091	76	19,110	50	16,440	136	40,641
Netherlands	10	8,635	44	13,560	—	—	54	22,195
Philippines	24	13,515	20	1,954	—	—	44	15,469
Chile	10	9,220	—	—	—	—	10	9,220
Canal Zone	5	4,458	—	—	—	—	5	4,458
Other Countries	25	20,189	213	68,202	1,242	337,889	1,480	426,280
<b>TOTALS</b>	<b>1,865</b>	<b>\$1,363,351</b>	<b>767</b>	<b>\$259,109</b>	<b>11,782</b>	<b>\$1,744,461</b>	<b>14,414</b>	<b>\$3,366,921</b>



**DAVID ROSEN** (left), president of David Rosen, Inc., Philadelphia coin machine distributor, will spearhead Old Newsboys Day Friday (19) when hundreds of men and women turn newsboy to help crippled children. Rosen is Chief Barker of the Philadelphia Variety Club, Tent No. 13, which sponsors the event in co-operation with The Philadelphia Inquirer. **John A. Murphy** (right) is an investment banker and member of the board of the A.B.C. Vending Corporation.

# MUSIC MACHINE programming

## See U.K. Background Music Boom

CHICAGO — The British won't have to whistle while they work if the predictions of a prominent English juke box and background music specialist come true. They'll have music,

not only at work, but just about everywhere else imaginable.

Michael T. Town, sales director of Ditchburn Equipment, Ltd., predicts an "unprecedented boom" for background music throughout the whole of England. Town bases his prediction on the fact that the British are becoming awakened to the entire background music principle.

"They've all got used to having music in their homes on the wireless," Town says. "Now, they feel they want it where they work and socialize."

Ditchburn Equipment, Ltd., is a familiar name for coin machines on the Continent. The firm manufactures its own vending machines and background music equipment.

It also is one of England's largest distributors and operators. Ditchburn represents Wurlitzer in Great Britain and operates some 3,000 juke boxes and 500 pieces of background music.

### Town Touring U. S.

Town is currently on a tour of the U. S. "to see how things are done in America." He's particularly interested in background music and has spent a large part of his time talking to background music specialists in San Francisco, Chicago and New York.

The English music executive notes that there are some 10,000 background music locations in Great Britain today. The future, however, is almost limitless.

"Our company is shooting for 25,000 new locations within the next five years," Town says.

As far as all of England, Town notes that there are some 100,000 public houses (cocktail lounges, and bars), 35,000 coffee houses and snack bars, and no estimate on the number of factories and office locations that will eventually use some form of canned music.

### Reditune Dominates

At present the English background music market is dominated by Reditune, a firm producing a 90-minute tape cartridge unit. Varying estimates place its share of the market from two-thirds to three-fourths.

Next in line is Musak, which does business through leased telephone wires, just as it does in the U. S. Ditchburn's Symphonair currently has about 5 per cent of the market, but the firm is going all-out to become a major if not dominant factor in the business.

The Symphonair is a continuous-loop tape cartridge (on location) background music unit. Each cartridge provides four hours of continuous music. The machine plays at 1 7/8 speed.

The system also accommodates full public-address facilities and is capable of playing radio or records through its wires.

Ditchburn rents its system to locations with the cost based on the size of the installation. A unit with three or four speakers would rent for about 35 shillings (\$5) per week.

A new four-hour cartridge is provided by Ditchburn monthly.

Town notes that many of the public houses in England are divided into a public bar (workingman's tavern) with a juke box and a cocktail bar (higher class lounge) with background music.

### U. S. Innovation

One of the U. S. juke box industry innovations specifically noticed by Town was the "trend toward album music machines such as the Seeburg Console and the Rock-Ola Grand Prix."

He noted that this definitely was new as far as the English operator was concerned. One big obstacle, though, he said was the lack of English little LP's.

"All the little LP's today come from the U. S.," Town said. The English companies haven't started producing them, and he didn't think it likely that they would, at least not for the foreseeable future.

First stop for the English executive in the U. S. was San Francisco, where he visited with

## Summer Stops Need Late Model Phonos

By MAURIE ORODENKER

PHILADELPHIA — Operators here recognize that summer locations at the nearby seashore and mountain resorts require special attention to the type of machines to be placed. Summer play is stronger, and city people away on vacation are more generous in giving up nickels, dimes and quarters.

On juke box locations, operators realize that players are quick to spot out-dated machines. As a result, late used equipment is used on most music locations—generally three or four years old at the most. In some instances, an operator will put in new equipment, particularly where it is a repeat location each summer or where the take is particularly high.

As for amusement machines, the operator will in most cases rent equipment from the distributor—particularly on arcade locations where a large number of pieces are required. For the most part, operators will only buy rides for the arcade locations since such equipment can be used from year to year at the arcades.

The programming for the music machines is virtually the same in the summer as it is any other season. It is designed to meet the particular needs of each location, depending upon the kind of patronage such stop attracts.

Amusement machines, however, vary for summer use. Operators know from experience

Henry Leyser, large Bay City operator; Walt Huber, Wurlitzer distributor there, and R. F. Jones, large distributor and background music operator.

In Peoria, Ill., Town met Les Montooth, prominent juke box operator and an official of Music Operators of America. In Chicago, Town met Fred Granger, MOA managing director; officials of the Wurlitzer Company here; Al Hedges, background music chief at World Wide Distributing Company, and Sam Gersh, executive with Atlas Music.

From Chicago, Town was scheduled to go to the Wurlitzer plant in North Tonawanda, N. Y., then on to a series of meetings with operators and distributors in New York.

that all kinds of novelty games get the best play at the resorts and that the take for such games is considerably higher than in the city. For instance, shooting galleries and soccer games get their best play in the summer months.

Equipment is for the most part placed for summer play only and then returned to the city. However, rides which cannot be used in other places, are kept the year round in summer spots. Also, there are many resort locations that operate all year, and in such situations the machines are serviced the year round. For music machines, the operator generally gets front money, with regular terms prevailing for amusement and vending machines.

## Pitts. Summer Seen Swinging

PITTSBURGH — Juke box and coin machine operators in this area look for a good summer season even though Pittsburgh is not a resort area. The nearest vacation spots are Conneaut Lake and Erie, some 140 miles from Pittsburgh.

According to Brud Oseroff, vice-president of Mobile Records, juke boxes to be used this summer will be "mostly of newer vintage." While some new Wurlitzer, Seeburg, Rock-Ola and AMI machines will find their way, most of the used machines are still in excellent shape.

Unlike the resort areas which cater to tunes delivered by Frank Sinatra and Peggy Lee, Pittsburghers prefer a smattering of everything, ranging from ballads to jazz and rock 'n' roll.

Oseroff said that Mobile Records seldom, if ever, leave equipment the entire year at spots which are seasonal. Some area operators rent out their juke boxes and coin machines while others sell them outright or lease them on a 50 per cent commission basis.

## Services Held For Mac Mohr

LOS ANGELES — Funeral services for Mac Mohr, 75, businessman and brother of Major, Maurice, Ralph and Dan Mohr, well known in South Bay arcade circles, were held in Mt. Sinai Memorial Park followed by burial there Tuesday (19).

He was formerly in the coin machine jobbing business in the late 1930's and early 1940's. Later he owned and operated a bowling alley in the Broadway Spring Arcade and was a past president of the Southern California Bowling Proprietors Association.

Survivors include his widow, Rose; a son, Mitchell, of San Diego; two daughters, Mrs. Marilyn Beck and Mrs. Suzanne Sater; two sisters, Mrs. Esther Grossman and Mrs. Sadie Braden; a fifth brother, Louis, and five grandchildren. A deceased brother, Arthur, was counsel for the coin machine association here in the 1940's headed by Samuel (Curley) Robinson.

## Liquor by-the-Drink Law Makes Operators Gulp

DES MOINES — Iowa coin machine operators continue to suffer under the State's legalization of liquor by the drink. After nearly a year of legalized liquor, Des Moines one-stops report that sales of records to juke box operators are still in a slump, though they predict a gradual increase in business when Iowa clubs' entertainment policies de-emphasize live talent.

Though coin machines are still available to customers in most locations, the machines are getting little play due to more live entertainment in Iowa night spots. Locations that previously relied on juke boxes for entertainment now have piano bars, small combos or other musical entertainment.

A clause in Iowa's liquor-by-the-drink law may also be slowing down coin machine play, operators say. According to the ruling, it is illegal to move around with a drink, putting a stop to table-hopping. Operators find that customers, when served, remain at their tables, and this confinement naturally reduces coin machine activity.

However, one-stop representatives here feel that sales will start to climb soon. Club owners serving liquor by the drink and furnishing live entertainment are in an economic squeeze and, according to one-stop sources, will in time, return to coin machine entertainment.

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THE BEACH BOYS—Shut Down, Vol. 2 . . . . . Capitol

Pop Instrumental

THE NEW TOMMY DORSEY ORCH.—The New  
Tommy Dorsey Orchestra . . . . . RCA Victor  
MANTOVANI—Manhattan . . . . . London

\* \* \*

### SEEBURG ARTIST OF THE WEEK

BOBBY GORDON—Young Man's Fancy  
(Decca)

All titles listed are custom 33 1/2 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 165 W. 46th Street, New York, N. Y. 10036.

# Gotham UJA Dinner Is Complete Sellout

NEW YORK — The June 6 victory dinner of the coin division of the 1964 United Jewish Appeal for Greater New York will be the biggest in its history. Sale of tickets was halted more than a week ago. The reservations on hand would fill the Terrace Room of the Statler-Hilton, where the affair will be held. Operator Harry Siskind is to be guest of honor.

More than 700 people are expected at the dinner, which will feature a long list of entertainers including Alan King, Tony Bennett and Jerry Vale, Allan Dale, Toni Arden, Sonny Allen, the Rockettes, the Mombo Aces and Barbra Streisand.

The featured speaker will be John Lomenzo, secretary of state of New York State, and a num-

ber of other political dignitaries of the State and of New York City will attend. They include State Senators Corso, Lentol, Curran and Laverne; Assembly Speaker Joseph Carlino and William Cahn, district attorney of Nassau County. Joseph Di Carlo, Commissioner of Licenses of New York City and Manhattan Surrogate Judge Di Falco also will attend, as well as Carroll Abbing of Boystown of Italy.

The dinner is to be preceded by a cocktail hour at 7:30 p.m.

Contributions have passed the \$30,000 mark and may reach close to \$50,000.

### Redd Distrib Opens 1-Stop

WATERTOWN, Mass. — the Redd Distributing Company, operated by Si Redd, has opened a record one-stop here. Manager is Bill Thompson, formerly with RCA Victor and a veteran of 16 years in the record business. Thompson, a former disk jockey, had been connected with wholesale and retail record operations.

Redd Distributing, New England Wurlitzer outlet, also represents Bally, Fischer, Chicago Coin and Smokeshop.

Snack time?



time for  
**ROWE AMI**  
music

# Wurlitzer Clinic at United Draws Many Operators

MILWAUKEE — United, Inc.'s spring service school here for Wisconsin phonograph operators and personnel attracted a gratifying turnout May 11 and 12, according to Wurlitzer distributor Harry Jacobs Jr.

Class sessions were conducted at the United, Inc., headquarters by C. B. Ross, Wurlitzer field service manager. Motel accommodations and meals were provided by United, Inc., for the out-of-town participants.

Upstate operators attending the two-day clinic included: Arthur Weiland and Darrell Weiland, North Freedom; Bill Gestner, Jim Barwick and Lloyd Kieffer, Wausau; Russ Dougherty, Jim Miner, Helen Brahmstead, John Dove and Ruby Dove, Wisconsin Rapids; C.

Schermeister, Okauchee; Clyde Fessler, Sheboygan; George Jabber, Fond du Lac; Joe Volk, Nate Robinson and Al Radloff,

Madison; Jack Krueger, Kenosha, and John Fox, Bob Greatens and Mel Evrard, Green Bay.

Milwaukeeans on hand were Vern Duerstein, Willie Lipsey, Joe Krenz, Richard McCormick, Walter Brown, Gilbert Hively, and Bud and Jim, of G. & W. Vendors.

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#### COLD DRINK MACHINES

Apco Soda Shoppe MSS 3D	\$175
Apco Soda Shoppe MSS 4D	345
Apco Soda Shoppe Deluxe 3D, with crushed ice	995
Cole Spa 3D, 1,000-cup cap.	195
Cole Spa, TM-1,000 4D	475
Cole Spa TM-1000 4D	475
Lyon 1400-2F 2D, 1,400 cup	185
Lyon 1400-4D, 1,400 cup	225
Rowe L-1000 4D, 100 cup	575

#### MISCELLANEOUS

Ball Point Pens	\$ 18
Cookie Vendor, 9 sel.	75
Vendo Pre-Select Milk	395
Vendo Post-Select Milk	495

#### CANDY VENDORS

Du Grenier Candy-mart, 8 col.	\$175
Stoner, 6 col., 102 cap.	125
Stoner, 8 col., 160 cap.	175
Stoner 11-Col.	
Stonermatic	245
U-Select-it, 188, 2 col., 10c	125
Shipman, 6 col.	75
Northwestern SW, 16 275	
Rowe Showcase, 12 col.	225
Rowe Tasty, 20 sel.	395

#### HOT COFFEE

Apco Coffee Shoppe Jr.	\$175
Apco Coffee Shoppe Sr.	195
Avenco 200 Coffee-Choc.	135
Bally 583, 8 sel., 480 cup	275
Bally 507, Batch Brew cup brew	395
Bally 660D, single cup brew	695
Cole Fireball, 2 sel., Coffee-Choc.	135
Hebel #100, 200 cup	135
Stoner 500D, 500-cup cap.	175

#### HOT FOOD

Fedam	\$ 75
Rowe, 7 sel., 140 cap.	225
Wittenberg, 24 sel.	695
Vendo, 5 sel.	350

#### CIGARETTE

Corsair 20, 20 col.	\$175
Corsair 30, 30 col.	195
Du Grenier Champion, 11 col.	125
Eastern Elec. C-8	45
Eastern Elec. Mark 11, 22 col.	110
Eastern Elec. C-10	95
Eastern Elec. C-12	125
Keeney, 9 col.	75
National 9 M, 9 col.	95
National 9ML, 9 col.	125
National 11ML, 11 col.	150
National 111, 11 col.	185
National 112, 12 col.	210

Rowe Ambassador, 11 col.	125
Rowe Ambassador, 14 col.	165
Seeburg E-1, 22 col.	135
Seeburg E-2, 22 col.	165
Smokeshop Slimline V-18	150
Smokeshop Slimline V-37	225
Smokeshop Slimline V-38	225

#### SANDWICH MACHINES

Du Grenier, 4 sel.	\$165
Rowe, 5 sel., 75 cap.	250
Rowe Celebrity Modular 147, all purpose, 130 cap.	775
Stoner, 5 sel., 75 cap.	225



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4 Target Gallery, 2 Player	225.00
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10 Brand New Voice O	
Graphs	1000.00
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3 Road Racers Wm's	325.00
6 Twirlybird	495.00
6 Musical Ferris Wheel	550.00
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4 Vanguards	225.00

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## GLASCO ROCK-OLA REP IS BELIEVER IN TEAMWORK

GLASCO, N. Y.—Greco Brothers, local Rock-Ola distributor, is basing its public relations program on the reputation of its athletic teams. And right now this reputation is tops in the Hudson Valley.

The firm sponsors two bowling teams, one in a Saugerties league and another in a Kingston league. Both clubs were recently awarded trophies in their respective leagues.

The Greco Brothers Dodgers received a trophy Monday (19) for winning last year's East Kingston-Glasco Little League championship.

Tommy Greco, who pitches and plays the outfield, won the trophy as best all-around player. He's the son of Joe Greco. Vincent Greco, son of Tom Greco, was named "Batboy of the Year."

## 41 Attend School On Tropicana Line

NEW YORK—A three-hour service school on the Rowe-AMI Tropicana phonograph attracted 41 servicemen to the office of Runyon Sales May 25. Arthur Seglin of Rowe-AMI was the instructor for the course, which began at 6 p.m. The next school sponsored by Runyon will be held Monday (8).

Those present included Homer Boyde, Arthur Baker, John Fedders, Fred Collay, William O'Brien and Tony Kalibash, all of La Salle Music Corporation; Harold Monroe, Charles R.

Brown and Edward O. Bowen, representing Al Douglas; Sherman Cobb, Allen Flood, Herbie Belcher and Marvin Burch, all of Paramount Juke Box Corporation; operator Abe Weisberg and his servicemen, Marvin Pollack, Phil Pollack, Wendell Ephrann, Frank Slavik and George Sztab; C. J. Terranova, representing Comet Music; Robert E. Jumper, Peter Minneman, Robert Van Deusen and Maurice Bason, representing Russ Carpenter, and Leonard Capozelli and Joe Mondella, both from Friendly Vending.

Cornwall Music was represented by Bill O'Neil, and Bronx Maintenance by Sid Haber. Mario Carrandi and Angelo Chirido, both of Majestic Operating Company, Inc., were there, as were Sam Lerner, Irwin Rosen and Carl Halperin, SIK Maintenance. Maxwell Music Machine Company was represented by Rudy Sid Lowen; SAK Trading Company by Irving Meltzer; County Amusement Company by Artie Burke, and A.&M. Distributing Company by Murray Wollman.

For Runyon Sales Louis Wolberg was in charge of the evening, assisted by Irving Kempner, Perry Lowengrub, Sid Gerber, Jack Milz, James Gough and Willie Goodman.

Independent servicemen present included Bernie Stecker, Neil and Leo Rosenberg and Henry Getzoff.

Say You Saw It in Billboard

## Play Park Operator Sees Good Season

MEMPHIS — The biggest resort location in the Memphis area is the huge, multi-million dollar Lakeland Amusement Park, 11 miles east of the city which is operated by William V. Forsythe, Forsythe Amusement Company at nearby Millington, Tenn.

Forsythe has 25 pieces of equipment there for the summer season, including juke boxes, pin games, baseball games and a kiddie ride.

He operates used equipment which he will trade in in the fall. The amusement part has been building for several years and it is not yet completed, but has many games, rides and entertainment features.

Because it is not fully developed, it has not reached its attendance potential yet. However, this summer, Lakeland is concentrating (with a lot of advertising and promotion) on drawing large crowds of school groups.

Along with using Lakeland as a camp site, for \$2 each, they will have full run of the amusement park and all its rides, skating, boating, etc.

"This summer should be better than ever before," said Forsythe. "There will be larger crowds of youngsters."

Forsythe programs his juke boxes there for teen-agers—as he would any other teen-age spot—with current hits.

### For Summer Only

Forsythe does not have the machines there all year round, but only for the summer season. His arrangement is 50-50, with no front money, no minimums and no rental of machines.

Another summer spot Forsythe services is Shelby Forest State Park, on the north outskirts of Memphis, which has more visitors than any other State park in the area. It draws about 20,000 per weekend.

He has several pieces of equipment there, including juke boxes and pin games. "There is good activity on these machines," he said.

The only other resort spots in the area are at Maywood, Miss., about 15 miles from Memphis across the Tennessee-Mississippi State line, which has a large swimming pool and areas for picnicing and games; and nearby Blue Lake, Ark.

Guy W. Canipe, part owner of Canipe Amusement Company in Memphis, has had these locations several years.

"They produce good revenue for the three-month season," he

said. "The problem is that only an operator who has idle equipment he can use can operate there. If he doesn't, he ties up equipment he could have on regular locations."

Juke boxes and pin ball games are used at these two resort spots. The programming on juke boxes here too is aimed at teen-agers.

The resort spots get in full swing the first week in June, after school is out, and close the first weekend in September, usually on Labor Day, just before school starts.

### FOR SALE

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57" Cues	12.95 ea.; 33.00 dt.
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# VDAI to Sponsor Training Courses on Coin Machines

COLOGNE—West Germany coin machine manufacturers' federation, Verband der deutschen Automaten Industries (VDAI), is planning to sponsor training courses for coin machine technicians at German technical schools.

The plan is now under discussion between the VDAI and West Berlin education authorities. It would be unique in the world coin machine trade and would have the practical effect of elevating coin machine operation to recognized German trade status.

West Berlin education authorities have agreed in principle to the VDAI proposals, whereby special courses for coin machine technicians would be placed on the curriculum of two technical schools.

West Berlin would be a pilot project, and if successful there, the courses would be added to the curricula of other German technical centers commensurate with the demand.

The courses would elevate immensely the trade status of coin machine operation, and would put the training of technicians on a uniform basis and help to overcome the present serious shortage of qualified technicians.

The fact that West Berlin authorities have agreed to cooperate constitutes official recognition of the pre-eminent position which coin machine manufacturing and operation has achieved in this country.

It is recognition, too, of the great potentialities which the German industry has for rapid expansion into the European Common Market, both through the sale of German-manufactured equipment and the forming of German operating combines, on the pattern of the Automatic Canteen Company of America, which, incidentally, has a strong wholly owned German subsidiary.

## Prerequisite Set

West Berlin has set as the

prerequisite for the technicians' training courses a minimum of 30 students per course and a fee of 240 Deutschmarks (\$62.50) per student. The course would be three months, and West Berlin would meet all expenses, including instructors, from fees.

It has been tentatively agreed to start the courses in the spring of 1965. Three firms have offered to place engineers from their staffs at the disposal of West Berlin for assignment as instructors. The firms are DWM of West Berlin, Nova of Hamburg and National Rejectors of Buxtehude.

Instructions would cover all types of phonographs, games, payouts, and vending equipment. West Berlin would establish instruction standards for the courses and certify students

completing the courses with satisfactory grades.

The German coin machine field finds itself increasingly handicapped by the dearth of adequately trained technicians. The present force of technicians has been recruited from a wide range of callings, some of them admittedly remote from coin-operated equipment.

Furthermore, the serious, and growing, German labor shortage has made it difficult even to recruit technicians from related trades and callings.

The VDAI's coin machine trade technician training program will further enhance the German organization's image as Europe's most effective and progressive group.

While organizing the training program, the VDAI is pressing

## Pinballs Get Play in Film

CANNES—Pinball games are the basis of much of the action in one of the four films which France chose to enter in the 17th Cannes Film Festival.

"La Vie A L'Envers" (Life Upside Down), a production by Alain Jessua, pictures actor Charles Denner as a devotee of American pin games, which he plays in various locations, including a recreation store completely equipped with the games.

The film is a testimonial to the popularity of American coin games in France.

for amalgamation of all national trade groups representing European Common Market member countries into a single Common Market coin machine organization speaking for the entire trade within the trading community.

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AMI E-120	75
Rock-Ola 1438	65
Rock-Ola 1454	225
Bally Tournament	85
Bally ABC Champion	65
CC 4-Game Shuffle	150
CC King Bowler	145
CC Red Pin	125
CC Steam Shovel	75
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## Wurlitzer Co. To Bow Unit

NORTH TONAWANDA, N. Y.—The Wurlitzer Company will introduce a radio-phonograph combination for the home market at the National Association of Music Merchants convention in Chicago next month.

The unit will be sold through the Wurlitzer retail stores. Wurlitzer has been active in the home field for many years with the manufacture of a piano and organ line.

## Warm Weather Picks Up Play

DENVER—Operators here report an encouraging spurt in collections for both juke boxes and games since the advent of balmy weather at the beginning of the month. The increase in game play was particularly noticeable after the late spring snows and heavy rains.

Indications of an early tourist season in this area have stimulated considerable advance buying of phonographs and other equipment, according to reports from local distributors.

# Miss. Cigaret Taxes May Be Boosted by Extra Cent

JACKSON, Miss.—The Mississippi Legislature, which earlier in this session made a "temporary" 2-cents-per-pack tax on cigarettes permanent, is now considering adding another 1-cent-per-pack tax.

The bill is under study in the House Ways and Means committee. The Legislature seeks to assess enough taxes to balance a proposed \$355,000,000 budget.

State tax now is 8 cents per pack; the new tax would up it to 9 cents. Vending machine price on cigarettes in Mississippi now is 35 cents. The

operators are hopeful the new 1-cent tax won't pass.

George Sammons, president of Sammons-Pennington Company, Memphis, a distributor who sells to many Mississippi operators said, "It will hurt the operator. He will have to absorb the loss."

The operator's profit level is about 8 cents per pack on gross revenue. His net revenue is, of course, much less, depending on overhead. But the 1-cent per pack would cut gross revenue by 12.5 per cent.

# OPERATORS TO PAY BILL ON FLAT BASIS

NEW YORK—From here on in, operators with vending machines in municipal buildings will pay for their own electricity. The operators were given a choice of having meters attached to their machines or paying flat monthly charges averaging about \$7. They chose the latter. The city will collect about \$700,000 a year from the operators, pay the Consolidated Edison Company \$600,000, and pocket the difference.

# Coin Industry Honors Erfle

PHILADELPHIA—The coin industry will join in honoring Raymond J. Erfle Sr. Monday (1) at a testimonial dinner given by the Escrow Corporation, a financing organization of which distributor David Rosen is vice-president. Erfle, a banker who has been a friend of the coin machine industry for 27 years, is leaving as senior vice-president of the Broad Street Trust Company to become executive vice-president of the newly created Lincoln National Bank of Philadelphia.

During his long banking career, Erfle has been active with the coin machine industry.

He has served as chairman of the Coin Machine Division of the Allied Jewish Appeal and was co-chairman of the organization's annual dinner this year.

Roland Krushmore, a former Erfle associate, will transfer from a branch office to replace him.

# Wurlitzer Has Phono School

MILWAUKEE—C. B. Ross, Wurlitzer service manager, recently conducted a two-day training seminar for 29 phonograph maintenance men at the United Distributors, Inc. Service Center here.

Milwaukee servicemen who took the course were Vern Duerstein, Willie Lipsey, Joe Krenz, Richard McCormick, Walter Brown, Gilbert Hively and Bud and Jim of G & W Vendors.

In attendance from Wisconsin Rapids were Russ Dougherty, Jim Miner, Helen Brahmstead, Ruby Dove and John Dove. Nate Robinson, Al Radloff and Joe Volk came in from Madison, Wis., and three service operators arrived from Wausau: Bill Gestner, Jim Barwick and Lloyd Kieffer.

John Fox, Mel Evrard and Bob Greatens made the trip from Green Bay, and Darrell Weiland and Arthur Weiland of North Freedom also attended. George Jaber of Fond du Lac, Jack Krueger of Kenosha, and C. Schermiester of Okauchee, rounded out the roster.

# Seeburg Corp. 6 Months' Net Reaches High

CHICAGO—Record earnings were reported by the Seeburg Corporation for the six months ended April 30 and for the fiscal quarter also ended on that date.

Net income for the six-month period was \$1,496,049, equal to 74 cents a share. This is up 41 per cent from the 1963 fiscal period. During the same period, sales jumped 17 per cent to \$32,073,068.

For the quarter, profits were up 47 per cent to \$861,357, while sales rose 23 per cent to \$18,216,357.

The company declared a quarterly dividend for the first time in its history on April 20. The dividend is 10 cents a share.



SOME 35 OPERATORS attended Miller-Newmark's School on the new Rowe-AMI Tropicana phonograph in the distributing company's Grand Rapids, Mich., offices recently. Henry Hovenaur, Rowe AC field engineer, and Phil Glover, regional sales manager, conducted the sessions. Among those in attendance were: Jack Gallagher, Gerald Van Gessel, Frank Deis, Ken Johnston, Roy Donovan, Pete Clark, Barney Adams, Red Williams, Ken Irish, George Christopholous, Mike Ray, Lew Van Dette, Jim Allen, Pete Lamberts, Bill Van Gessel, Ed Fields, Ed Layana, Bud and Shirley Grable, Hayes Fincis, Pat Yeo, Bob Carlyle, Dick Dunn, Roger Brown, Will Pierce, Jim Smith, Pete Bray, Ed Stockholm and Joe Janicke. Harold Baer, chemical engineer of Corrosion Reaction Consultants, told the group about a new all-purpose lubricant which is distributed nationally by Miller-Newmark.

# Information Program on Gamble Device

NEW BRUNSWICK, N. J.—A special meeting of the New Jersey Council of Coin Machine Operators, held recently at the Brunswick Inn here, decided on a positive program of education to achieve unanimity of opinion among State and local law enforcement bodies as to what constitutes a gambling device.

At present, says President William Cannon, no such uniform opinion exists, and the State Council hopes that its program, to be implemented as quickly as possible, will preclude any possible future misunderstandings or ambiguities.

The Council itself, Cannon points out, is completely opposed to gambling devices, and its membership does not operate them. However, lack of precise knowledge as to what makes an amusement machine a gambling device and differing opinions among State and local officials on the subject create a potentially dangerous situation. It is this possibility that the State Council's action is intended to prevent.

# Sam Engelman Is Dead at 58

NEW YORK — Sam Engelman, former operator of the Columbia Music Company in Manhattan and former member of the Music Operators of New York, died Thursday, May 21, at the age of 58.

Two years ago Engelman retired after having a heart attack. Funeral services were held Sunday, May 24, at the Riverside Memorial Chapel in Manhattan. He is survived by his widow and two brothers.

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# Pacific Patter

• Continued from page 40

Bill Siegle, Siegle Vending, Bellflower, introduced his new pup, Tina Chiquita, to friends at Acme. He reports that his wife, Juanita, is still sticking close to home because of arthritis. . . . Norman and Mrs. Clark are back in Los Angeles, following two weeks in Hawaii. They visited the various islands and Mrs. Clark, an avid sports-woman, got in some swimming.

Morris Pittel, Los Angeles operator, made one of his regular visits to Acme. . . . Joe Arguelles, Joe's Vending Service, Seal Beach, is eyeing a route that is for sale in the area that he services. . . . Bob Feldman and his family will soon be off to Palm Springs to the Masonic Lodge golf tournament. The group will stay at the Riviera in the desert spa.

# Good Weather

• Continued from page 41

spend the rest of the week there. Once they're stuck in the woods or dunes, they seek solace in the local gin mills and arcades.

But until the end of June, most of the resort traffic is of the weekend variety.

Operators like Tommy Greco, who has a year-round route in the Catskills, don't have the transportation problems faced by city operators. But even with trucking juke boxes and games from New York, Gotham operators are still able to come out well ahead of the game.

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# ALBUM REVIEWS



## BILLBOARD SPOTLIGHT PICK

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

## ALBUM REVIEW POLICY

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

### POP SPOTLIGHT

#### TALL COOL ONE

The Wailers. Imperial LP 9262 (M); LP 12262 (S)

The Wailers' current single, "Tall Cool One," is riding high in BB's Top 50. Included in the LP is another big smash, "Louie Louie," and some new and highly commercial material—"Doin' The Seaside," "Seattle," "Frenzy," to name a few. The fare is primarily instrumental with the group taking a crack at vocalizing on such cuts as "Part Time, U.S.A."



### POP SPOTLIGHT

#### JOHNNY RIVERS AT THE WHISKY A GO GO

Imperial LP 9264 (M); LP 12264 (S)

A fever pitch is maintained all the way on this rouser. Rivers is an exciting performer and there's little doubt that this LP will receive heavy air play and subsequent sales. Rivers' newest single, "Memphis," is culled from the LP. Other biggies included are: "La Bomba," "Walkin' the Dog," and "Twist and Shout."



### POP SPOTLIGHT

#### THE ENCHANTED WORLD OF FERRANTE & TEICHER

United Artists UAL 3375 (M); UAS 6375 (S)

Messrs. Ferrante & Teicher continue to make beautiful music even more beautiful with their dual pianos. Backed by a large orchestra, big arrangements and an impressive list of songs, it all adds up to first-rate entertainment. Selections include: "Aloha Oe," "Mexican Hat Dance," and "Samson & Delilah."

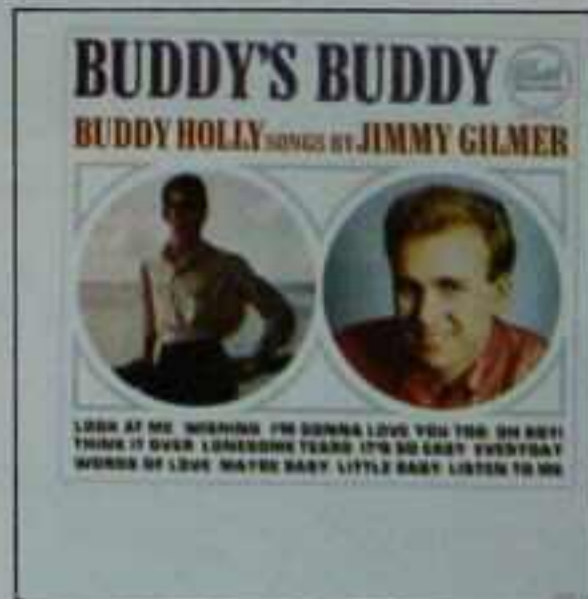
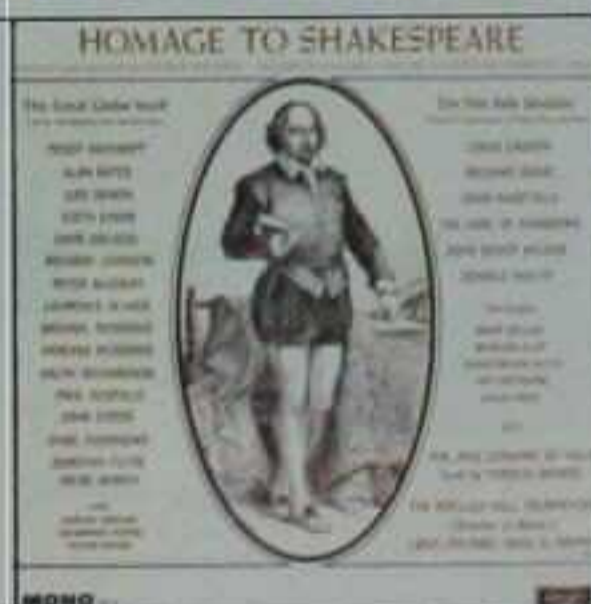


### SPOKEN WORD SPOTLIGHT

#### HOMAGE TO SHAKESPEARE

Various Artists. London-Argo NF 4

More than 20 British talents of international stature pay homage to Shakespeare in this anniversary year. In scenes and soliloquies taken from the later plays, in music, and in speeches, poems and dedications, this album presents one of the finest tributes to the Bard recorded on a single LP. John Gielgud, Lawrence Olivier, Michael Redgrave and Paul Scofield are among the many represented here.



### POP SPOTLIGHT

#### BUDDY'S BUDDY—BUDDY HOLLY SONGS BY JIMMY GILMER

Dot DLP 3577 (M); DLP 25577 (S)

Jimmy Gilmer is well remembered for his recent smash hit, "Sugar Shack." Jimmy gives his interpretation of songs written and performed by the late teen idol, Buddy Holly. For those rapidly growing teen record buyers who may not remember Holly, Gilmer is well known and the music is today's.

### POP SPOTLIGHT

#### DANCE GAL—GIMME THE BANJO

Robert De Cormier Folk Singers. Command RS 865 (M); RS 865 SD (S)

Although pop-folk music is waning somewhat, this kind of folk music will never go "out of style." The De Cormier singers has few equals among choral groups. It performs familiar folk songs, bright, soulful, sad, and happy. Of course, the banjo is with them all the way, lending even more excitement to the presentation.

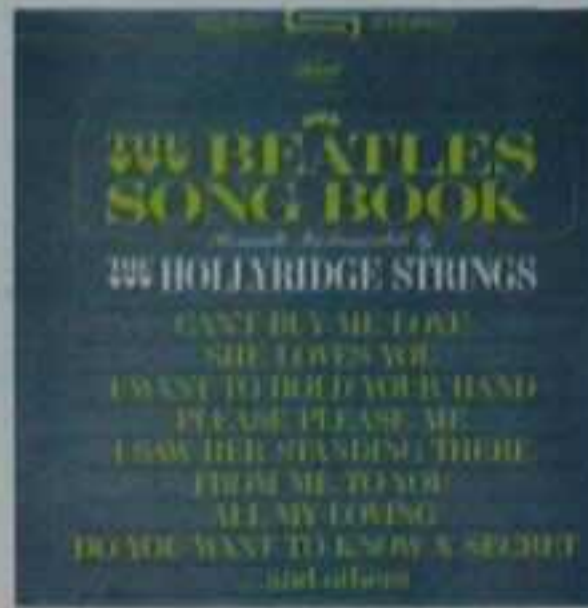


### POP SPOTLIGHT

#### THE BEATLES SONG BOOK

Hollyridge Strings. Capitol T 2116 (M); ST 2116 (S)

If you can't fight 'em, join 'em—and so the Hollyridge Strings have done with a string of Beatles' hits. To many, the tunes never sounded so good. Others, hearing the lush versions on the radio, in all of their majestic string and muted brass splendor, will no doubt frown and ponder, "Where Have I Heard That Song Before."

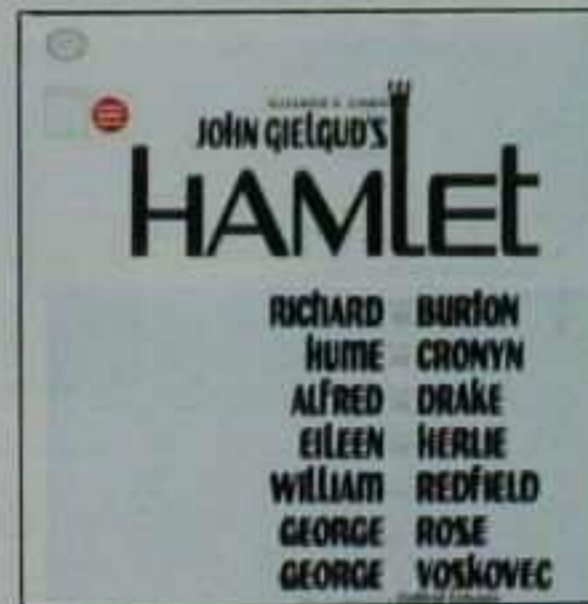


### SPOKEN WORD SPOTLIGHT

#### SHAKESPEARE: HAMLET

Original Broadway Cast. Columbia DOL 302 (M); DOS 702 (S)

A stellar cast invests this recording of the highly acclaimed Broadway production with a good deal of aural life. The acting is not all of a piece, but Richard Burton, in the title role, is one of the most explosive and impassioned Hamlets on record. Included with this four-record set is a 34-page illustrated booklet covering this and previous productions of the tragedy.



### C&W SPOTLIGHT

#### THE STARS AND HITS OF COUNTRY MUSIC

Various Artists. Nashville NLP 2012

Plenty here to please the lover of c&w music. Top country-western artists such as the late Cowboy Copas, top chart busters, George Jones and Merle Kilgore, to name a few, are an imposing line-up. The songs are impressive, too. Included are: "Alabama," "Orange Blossom Special," and "One is a Lonely Number."

## SPECIAL MERIT PICKS

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

### POP SPECIAL MERIT

#### THE MODERN SOUND OF MR. B

Billy Eckstine. Mercury MG 20916 (M); SR 60916 (S)

Few singers manage in their careers to achieve a truly distinctive style, but "Mr. B" has a style strictly his own. In this LP he's capably backed by voices and top arrangements on a pleasurable romp through such oldies as "Satin Doll," "Sweet Georgia Brown," "Wanted," and a new one from "Funny Girl," "People."

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