

Billboard

The International Music-Record Newsweekly

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

Capitol Label Reshuffles Duties of Top Executives

By LEE ZHITO

HOLLYWOOD—In addition to his other duties, Capitol Records' President Alan Livingston will head the label's record club, Billboard last week. The move is part of a realignment of top executives responsibilities within the Capitol group of firms, effective Aug. 1.

Dan Bonbright, Capitol Records' vice-chairman of the board, who headed the Capitol club since its inception in 1958, has been named chief financial officer for the company. In addition to continuing on the Capitol Records, Inc., management

committee, finance committee, and board of directors, Bonbright will supervise all treasurer and controller activities, plus property management and data processing.

Bonbright joined Capitol in 1946. He also headed Capitol's electronics division until earlier this year when the firm sold its interests in that field.

Livingston will assume executive responsibility for all record-club-mail-order activities. This is in addition to his executive responsibility for all CRI activities in production and distribution of Capitol and Angel disk product. The reorganization

also brings under Livingston's wing, CRI Vice-President-General Counsel Bob Carp, and Grant Kenyon, recently named management services administrator.

Others reporting directly to Livingston include Vice-President Lloyd Dunn, head of Angel and recently elected presi-

(Continued on page 8)

Distrib Sells Beatles Photos

HOLLYWOOD—Capitol Records Distributing Corporation is expanding into Beatles side-line merchandise: 14 1/4 by 18 1/4 color photos. CRDC claims it is the first time it will sell a non-musical product.

The portraits are reproductions of original art by Nick Volpe, official Academy Award artist. Volpe and associate, Jim Fallon, are setting up brokers to sell the four paintings to supermarkets and related chain outlets, while CRDC salesmen will handle normal record outlets. The photos will sell for \$1.98.

Bill Tallant, CRDC's national sales manager, said the paintings would be advertised on radio with particular stress on Top 40 stations.

RECORD MFRS. TURN TO FULL-COLOR ADVERTISING

NEW YORK—As record manufacturers once again begin their sales programs to unleash fall album product, many are turning to the use of trade paper product advertising in full color to carry through to all facets of the industry the excitement and impact their elaborate multi-colored packages generate at the consumer level.

For the past 20 months, Billboard has pioneered in presenting editorial pages in full color. This leadership has been reflected in the fact that almost 100 per cent of all full-color record trade publication advertising has also appeared in Billboard since such color promotion became available.

In the next few weeks, industry acceptance of this exciting and colorful opportunity becomes evident in Billboard. More major manufacturers will be using more full-color advertising than ever before... in each issue during this period.

GO TO THEIR HEADS

Music Industry Teaches Do Re Mi's to Neophytes

By PAUL ACKERMAN

NEW YORK — Time was when the pop music business was peopled with "other-wordly" people rich in talent but poor in formal training and casual in

their business methods. Like Paul Dresser, they dissolved in tears as they composed at the piano; like the George M. Cohan, they would informally assign a copyright by merely saying: "You have the song."

This era ended a long time ago as the hipsters, swingers and sharp businessmen took over. But the industry is now going through still another phase: formal training of newcomers to the business. The morning's mail, these days, is loaded with announcements of seminars, college courses and "showcases" of various kinds—all with the general idea of teaching the neophytes the basics of the music business—

lyric writing, composition, aspects of the musical theater, etc.

This rush for exposure at the professional level is common to all industries. In fact, industries other than music far outpaced the music industry in educating its personnel. This is particularly true of the past decade.

The music business currently, however, is trying to catch up. And an attempt is being made to document and organize a creative field which, for generations, "just grew."

Courses Announced

This week ASCAP and NARAS announced courses and symposiums. BMI, too, is in the process of conducting its Actors'

(Continued on page 8)

BB INCREASES R&B COVERAGE

NEW YORK—Billboard is increasing coverage of the rhythm and blues field. See Page 38 for new national and regional hot R&B disks and other features.

Col. Launches Test Mail-Order Plan

NEW YORK—Columbia Records last week launched a classical catalog mail-order subscription plan aimed at testing such new marketing concepts as disk insurance, audition records and annual fees entitling subscribers to half-price privileges. The plan, according to Columbia, is being carried out on an "extremely limited" basis to test ideas which the label intends to utilize at the dealer level.

Columbia said it is exploring various methods of expanding the classical LP market. The cost of producing classical repertoire is increasing substantially beyond the growth of long-hair sales. The firm feels it is vital for the industry to find an answer to this problem.

A Strong Factor

A strong contributing factor, according to Columbia President Goddard Lieberson, "has been a serious decline in the number of record retailers who carry a full line of classical product." A substantial share of classical business volume has been siphoned off by "low-priced, direct-mail classical record packages."

The plan was first announced in a page ad in the July 18 Saturday Review, and stirred rumbles of protests from dealers throughout the country. Columbia immediately announced that the ad was merely a means of testing new marketing ideas, and the ads will be limited to a \$16,000 budget aimed at attracting no more than 5,000 subscribers. (The same ad is being repeated in the West Coast edition of High Fidelity, U. S. Camera, and the Northeast regional edition of Time magazine.) The test is being made via the Columbia Record Club.

How Plan Works

The plan works as follows: It offers subscribers a 12-inch sampler LP, called Audition, on a quarterly basis, plus quarterly up-dated additions to the complete Columbia catalog listing the

(Continued on page 8)



CONNIE FRANCIS is having one of the busiest summers of her career. One of the highlights is an appearance at the Hollywood Bowl Friday, July 24. In addition, she has been most active promoting her hit single, "Looking for Love" (K-13256), and "Looking for Love" album (E/SE-4229). (Advertisement)

BEATLES' PIC IN LONDON DOING LAND-OFFICE BIZ

LONDON—Business at London's Pavilion cinema where the Beatles' United Artists picture "A Hard Day's Night" is in its opening British run, is astonishing. Afternoon lines equal the evening ones and the management has reported much greater business than it had for the theater's predecessor, "Tom Jones."

Producer Walter Shenson says the film is the first in the history of movie-making to have made enough money to cover the cost of its making before it opened. This is due to the United Artists' album sales in the U. S.

The film is expected to gross a minimum of \$3,000,000 in Britain alone—four times what it cost to make. A record number of 800 copies of the movie were readied by United Artists just for the U. S. and well over 1,000 were produced for world-wide use prior to the world premiere.

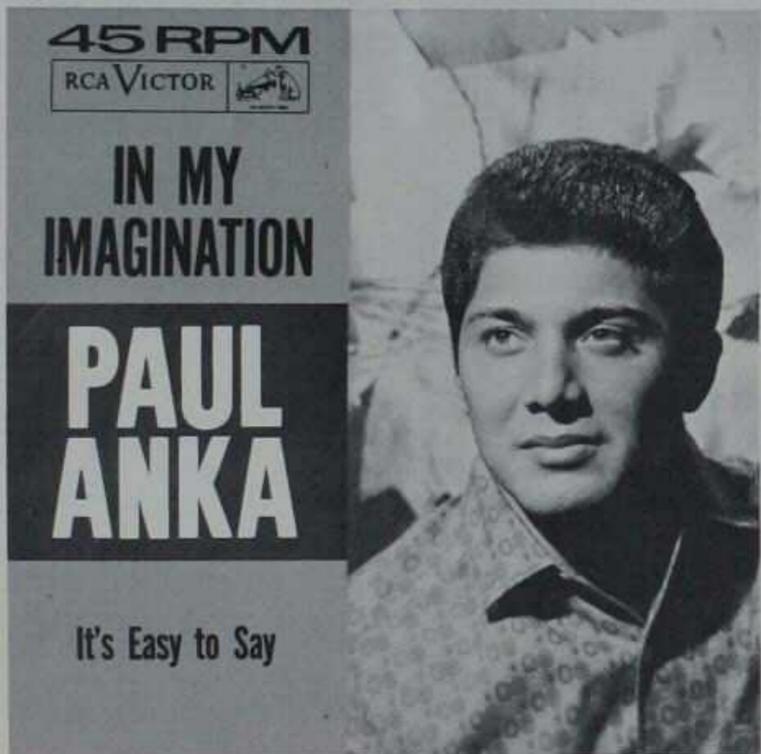
U-A Vice-President Mike Stewart has predicted the LP will be the biggest selling sound track ever.

BOBBY JAMESON is here... see page 18

ANKA'S LATEST SMASH SINGLE!

"IN MY IMAGINATION"

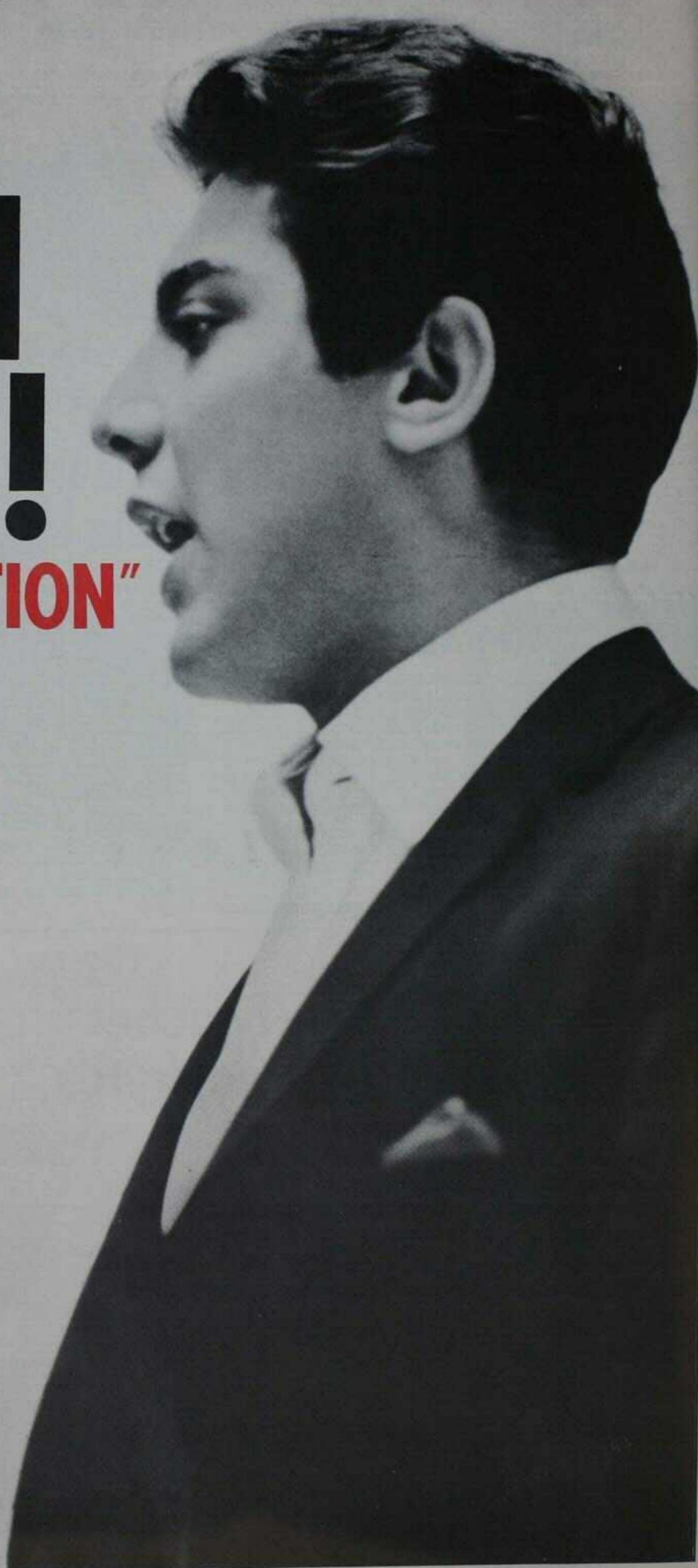
c/w **"IT'S EASY TO SAY"**



8396

RCA VICTOR

TM&CS  The most trusted name in sound 



Two Young Producers Know How to Succeed

LONDON—Two of Britain's young independent producers are currently attracting the attention of agents and managers here—20-year-old Andrew Oldham and 24-year-old Mickie Most.

Oldham is responsible for waxing the Rolling Stones disks and is currently building a roster of artists on the strength of a healthy financial deal he has with British Decca. Now he has been invited by manager Larry Parnes to independently record British Decca's hottest vocal star, Billy Fury.

Up to now Fury's disks have all been made by Dick Rowe, who heads the label's a&r team, but it is not clear whether Oldham's deal will be initially for an album only. Fury's latest single is a Rowe-made cover of the Conway Twitty hit "It's Only Make Believe."

Most, a former singer, set up recording operations earlier this year.

He made the Animals' chart-topper, "House of the Rising Sun" (now on MGM in the U.S.) and the Nashville Teens' hot one, "Tobacco Road"—the former for EMI, the latter for Decca.

Now Most has been asked to look after the operations of a new indie company, Tempo Records, set up by successful promoter Roy Tempest (he's only 23).

Under the deal, Most will record several of the groups—which Tempest tours—with bigger names.

WB-Reprise Sales Parley

LAS VEGAS—Warner Bros.-Reprise new fall product will be displayed for the first time together Monday (20) afternoon during the two label's combined sales convention at the Sands Hotel here. Products by many of the two firm's major artists will be unveiled, headed by blockbuster items from Frank Sinatra and Count Basie and Peter, Paul and Mary, among others.

Over 190 persons are attending the meeting, which began Sunday with a welcoming cocktail party. Among the attending distributors are a dozen foreign licensees. The farthest traveling person attending the convention is the New Zealand licensee, making his initial visit to a WB convention.

The schedule of events is as follows:

Monday: 8:30, chuck wagon breakfast, Terrace Room; 9:30, business meeting, Copa Room; lunch, Copa Room; 1:30 p.m., product showing, Copa Room; 7 p.m., dinner-entertainment, starring Dean Martin with other possible surprises.

20TH MAY NAME KRAFT & LEWIS

NEW YORK — Reliable but unofficial sources reported that Morty Kraft will be named vice-president and Len Lewis sales manager of 20th Century-Fox Records. Both men are veteran record company executives. Spokesmen for the label declined comment at press time, but an announcement is expected Monday (20).

THAT SLUMP IN BRITAIN ISN'T

LONDON — The lean sales period which British dealers usually experience at this time of the year is just not happening now! Figures are expected to show that July sales are comparable with the peak month of December this year.

The freak release of hot disks on July 10 (Billboard, July 4) is largely responsible for making this month, normally a slump one, into a good period.

Marks Music Reappoints Arnold Shaw

NEW YORK—Arnold Shaw has been reappointed general professional manager of E.B. Marks Music Corporation and its affiliated firms, it was announced last week by Herbert E. Marks, president. Shaw has been with the 70-year-old firm since 1955.

During Shaw's tenure as head of the pop department, the firm has acquired a reputation for aggressiveness and versatility—resulting in maintaining one of the industry's oldest houses among the top pop companies.

During the first six months of this year, 470 recordings have been racked up by Marks, and in the past several years inroads have been made in the field of rock 'n' roll, country, show music, TV and motion pictures. Currently Marks has a c&w chart-climber with "The Ballad of Ira Hayes." Other hits this year have been "Tell Laura I Love Her" for Ray Peterson and "Hotel Happiness" for Brook Benton.

Last year's hits included the "Mondo Cane" theme, "More." The firm last year also handled two motion picture scores, "Women of the World" and Federico Fellini's "8½." Upcoming film scores includes "Mondo Cane No. 2," "Venere Imperiale," "Il Pelo Mel Mondo" and "I Malamondo."

Through a deal negotiated by Shaw, Marks will publish the Dave Brubeck music for the new Garson Kanin TV series, "Mr. Broadway," starring Craig Stevens.

The Marks calendar of fall show scores includes the Alexander Cohen production of "Baker Street," with lyrics and music by Marian Grudeff and Ray Jessel, and a new Oscar Brown work tentatively called "Slave Story."

ABC-PARA ON RAGTIME KICK

NEW YORK — ABC-Paramount Records is pushing a revival of ragtime with three new albums. They are Hank Jones' "This I Ragtime Now," Roy Smeck's "I Love to Hear a Banjo" and Knuckles O'Toole's "The Best of Knuckles O'Toole."

The releases include such standards as "Alabama Bound," "Bye Bye Blackbird" and "Maple Leaf Rag" as well as original ragtime tunes.

33 Decca Albums For August Push

NEW YORK — Spotting Decca's 30th anniversary, the Decca, Coral and Brunswick labels announced the release of 33 albums for the August promotion. Twenty-eight are pop and five classical. This fall merchandising program is effective immediately and runs to Sept. 11. In addition to the new product, it will include all Decca, Coral and Brunswick album and EP product from the company's catalog, under what has been described as an "attractive incentive program" available through all local Decca branches and distributors. Historically, the program entails a 10 per cent discount.

Full-color litho books have been prepared, spotlighting the product. The campaign will be supported by national consumer and trade advertising and a promotion and publicity drive.

The Decca product includes

packages by Rick Nelson, Robert Maxwell, the Surfaris, Carmen Cavallaro, Guy Lombardo, Jan Garber, Kitty Wells, George Feyer, Louis Armstrong, Woody Herman, Caterina Valente, Russ Morgan, Corinne Bucey, Bing Crosby, "Whoopie" John, Russ Morgan, Taylor Vrooman, Al Bollington, Manny Albam, Jack Teagarden (in a package which includes Louis Armstrong, Red Nichols, Eddie Condon, Pee Wee Russell, Bud Freeman, Benny Goodman and Bunny Berigan), Al Cooper's Savoy Sultans and Carl Sandburg.

The Decca classical division is represented by Andreas Segovia, the New York Pro Musica, Erica Morini and Rudolf Firkušny and the Original Piano Quartet.

The Coral Brunswick material includes Pete Fountain, Jackie Wilson, Cozy Cole, Lawrence Welk, the Gospel Emeralds.

Tower Maps Selection Of Indie Distrib Chain

HOLLYWOOD—With Tower hoping to debut its first single Sept. 1, President Bud Fraser and national sales manager Vito Samela are tackling the selection of their independent distributor network.

Fraser and Eddie Rey, newly named a&r director, will shortly fly east to meet with publishers and independent producers to discuss plans and needs for the new Capitol subsidiary.

Fraser told Billboard Tower's projected repertoire in the singles field would comprise 50 per cent purchased masters, 25 per cent foreign masters, with the remainder spotlighting talent signed and recorded by the firm itself.

The executive explained that Rey was already talent hunting in Los Angeles and that he and Samela—stationed in New York—would be spending great amounts of time on opposite coasts.

Tower will operate for the first year as a contemporary singles line, emphasizing Top 40 repertoire. The label will function with a tight artist roster and no set release schedule.

Manny Kellem, Capitol's sin-

gles promotion manager, will switch over to Tower in August to assist Samela. It is understood that several CRDC people will also be shifted to slots with Tower. Fraser envisions an initial staff of eight executives to work on the label, which can draw on the full resources of its parent.

In addition to its own distribution set-up, Tower will retain five staff promotion men, while also "using the services of selected free-lance promotion experts."

Fraser says he plans releasing product simultaneously in Europe and that EMI will handle foreign distribution. "Simultaneous release means 30 to 40 days after the American release, because it takes that amount of time to tool up the factories," he said.

Tower's merchandising head, Perry Mayer, reports having the label's identifying logo selected within two weeks. He will handle all merchandising, administration and credit responsibilities.

Ampex Sales Are Up 18%

LOS ANGELES—Ampex reports fiscal 1964 sales were up 18 per cent from \$118,666,000 to \$140,049,000, according to the company's annual report. Net earnings were \$6,951,000, a 16 per cent gain over \$5,968,000 for the previous year.

Ninety-seven new products introduced over the last three years accounted for 69 per cent of the firm's record sales. The company states it spent \$55 million in research and development over the past five years to produce these new products.

Elayne Cane Dies

NEW YORK—Elayne Cane, wife of Marvin Cane, died July 5. Services were held July 7. In addition to her husband, vice-president of Screen Gems and Colgems Music Corp., she is survived by three children, her mother and two brothers.



THIS IS SHOW BUSINESS? Skitch Henderson dubiously surveys scene at Brockton (Mass.) Fair, where he was among the night grandstand features. It had just stopped raining and he had driven through a veritable canal to reach the dressing rooms. Compounding his irritability: An elderly woman was splashing behind, screaming: "Mitch Miller! Mitch Miller!"

DEPARTMENTS & FEATURES

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NARM to Hold Parley In Chicago on July 28

NEW YORK — The National Association of Record Merchandisers will hold its midyear meeting and person-to-person sales conference at the Sheraton - Chicago Hotel, Tuesday, July 28, according to Jules Malamud, NARM executive director.

The person-to-person sales conference sessions, which will be preceded by a luncheon for regular and associate members, will begin Tuesday afternoon. Manufacturers who will attend include Columbia, RCA Victor, Capitol, Decca, Mercury, Dot, Epic, Warners-Reprise, Liberty, MGM-Verve, Colpix, London, Cameo-Parkway and Disneyland.

The midyear meeting will be concerned with business, timed this year to enable manufacturers to present their fall and holiday programs and product to the rack jobbers.

Regular members are scheduled to meet in a closed breakfast session Tuesday (28), at which time they will hear a report from attorney Albert A.

Carretta. He will discuss Capitol Records' Distributing Corporation's policy with particular application to rack jobbers who have been cut off from buying Capitol merchandise. Carretta has been in contact with the Federal Trade Commission on this matter.

MGM Goes In Black

NEW YORK—Operations of Metro-Goldwyn-Mayer, Inc., for the 40-week period ended June 4 netted \$3,729,000, as compared with a \$12,338,000 loss for the corresponding period of the previous year.

The figures include revenues from films, TV program production and records. No breakdown is given.

MGM Records is planning six soundtrack albums based on the firm's motion pictures and timed for release with theater showings of the pictures.

They are "The Unsinkable Molly Brown," "Looking for Love," "The Night of the Iguana," "How the West Was Won," "Circus World" and "The Carpetbaggers."

Also in the works is a children's album in connection with "Flipper's New Adventure."

The report also covered activities of the Verve Record Division.

Columbia Records 'Subject, Roses'

NEW YORK—"The Subject Was Roses," a Broadway dramatic play, has been recorded by Columbia Records.

This marks the third recording of a Broadway drama by the label this season.

Lettermen Earn Their Letters \$\$\$ in Travel

HOLLYWOOD—The Lettermen have parlayed concentrating on the college market into a \$300,000-a-year business. The Capitol Trio estimates 80 per cent of its revenue is derived from college concerts with only 5 per cent from night club bookings.

Jess Rand, Lettermen's manager, says the college concert field is "entertainment hungry." He feels if the night club owners would get wise to booking artists which are campus favorites, "they'd all do big business."

In Hollywood recently to record the LP, "Put Away Your Tear Drops," the boys, Bob Engemann, Tony Butala and Jim Pike, estimated that during the past spring semester they traveled over 60,000 miles. They usually handle 150 college dates a year.

Manager Rand estimates the Lettermen can earn \$15,000 a week by playing six dates a week. Their base salary is \$2,500 plus percentage. Rand says the college audiences are the best to perform for. The kids have become very selective while remaining cordial, he explains. "If you bomb they won't let you know; they just won't buy the act again."

Rand feels the college market really came into its own four years ago through the pioneering efforts of the Four Freshmen. He believes the college field can be expanded through the introduction of more than one show a year. Rand says the student governments and fraternities enjoy picking their own entertainment and once they are convinced to buy more talent, the market will be greatly expanded.

UNUSUAL SCENE: The Lettermen standing in one place. The much-traveled trio rehearses during a recent Capitol recording session. From left, Bob Engemann, Tony Butala and Jim Pike.



try, the Lettermen use their own \$14,000 motor home. They carry \$10,000 worth of sound and lighting equipment, which they feel sets their act aside from others.

The boys feel it's important to be available for DJ interviews in each city they play. They are never booked more than 250 miles apart from each engagement and their motor home enables them to carry all their equipment while doubling as traveling hotel. The boys say they enjoy driving up to a school and stepping from the vehicle right onto the concert stage. "It's great never having to worry whether you've left your tux in some hotel," remarked Tony Butala. "We've just wear them right into the bus and we're off."

RUDMAN JOINS BILLBOARD'S R&B DEPT.

NEW YORK—Kal Rudman, music director of the Scott Broadcasting Chain and associate editor of the rhythm and blues section of the Bill Gavin Report, joins Billboard as corresponding editor for its newly formed Rhythm and Blues department.

Rudman, who will headquarter in Philadelphia, will report the top r&b national record sellers and regional breakouts on a weekly basis. In addition to these reports, Rudman will do an in-depth r&b market study on a different city each week in collaboration with a key r&b deejay.

Rudman, who has done air stints with WDAS, Philadelphia; WATT, Trenton, and WCAM, Camden, N. J., will also be reporting on artists, producers, and other facets of the r&b field.

New Vee Jay Post to Siegel

LOS ANGELES—Bill Siegel is moving here from New York to assume his new post of national sales director for Vee Jay Records. He had been national rack sales director and will continue to handle rack outlets. He has been with the company since 1963.

Siegel will arrive in time to help launch the Hoyt Axton single of "Heartbreak Hotel," which the firm is calling "folk rock." The song was originally written by Axton's mother and recorded by Elvis Presley. Axton's debut LP, "Hoyt Axton Explodes," set for release Aug. 1, will include the "folk rock" sound.

MERCURY HAS ANSWER TO POPS, BEATLES

CHICAGO—Not to be outdone by the Boston Pops playing Beatles music, Mercury Records' classical division last week shipped its first single—in the ska trend. It features Frederick Fennell and his Symphonic Winds playing "Seventy-Six Trombones Ska" b-w "I Ain't Down Yet." The latter tune is from the Broadway show "The Unsinkable Molly Brown," being released as a movie this month. Both sides are from a Fennell album, "Broadway Marches," slated for September release.



CONDUCTOR-COMPOSER-ARRANGER NELSON RIDDLE arrived recently in Britain to tele-record four programs for BBC. At a reception held in his honor by Pye Records at their headquarters are Riddle (far right), Mrs. Riddle and Louis Benjamin, managing director of Pye Records.

Judge Turns Down CCB Bid on News Ban in Suit

LOS ANGELES — Superior Court Judge Philbrick McCoy has denied Crowell Collier Broadcasting's motion for a protective order restraining information gotten from depositions in the payola suit brought by Al Huskey against many Southern California radio and record people.

In a surprisingly quick decision, McCoy favored the arguments placed forth by Richard Hirsch, attorney with the Max Fink office handling Huskey's case.

CCB had contended that advance publicity in news media was injurious to its personnel and reputation. Hirsch countered that suppression of information would be a constitutional violation of free speech and would preclude any government agency from obtaining complete data in the action.

McCoy's written decision stated:

"The motion for a protective order restraining the persons who may be present at the taking of any depositions in this action, and for an order to seal all such depositions and to restrict the disclosure of the contents of such depositions is denied without prejudice to the renewal of said motion by any

defendant if it can be made to appear that any discovery proceedings are being used by the plaintiff for any purpose not contemplated by law."

In a second action, McCoy ruled that defendants have the prerogative over Huskey in taking depositions. McCoy said that since the defendants had filed their motion first to obtain discovery, he felt there was no reason to upset this order. Defendants can now start taking Huskey's testimony. He must wait until September before quizzing persons named in his suit.

Billboard

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

Publisher

Hal B. Cook New York Office

Editorial Office

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

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Subscription Fulfillment

Send Form 3579 to

2160 Patterson St., Cincinnati, O. 45214

Fulfillment Manager Joseph Pace

U. S. Branch Offices

Chicago, Ill. 60601, 188 W. Randolph

Area Code 312, CE 6-9818

Hollywood, Calif. 90028, 1520 N. Gower

Area Code 213, HO 9-5831

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Subscription rates payable in advance.

One year, \$15 in U. S. A. (except Alaska,

Hawaii and Puerto Rico) and Canada, or

\$45 by airmail. Rates in other foreign

countries on request. Subscribers when

requesting change of address should

give old as well as new address.

Published weekly. Second class

postage paid at Cincinnati and

at additional entry office. Copyright

1964 by The Billboard Publishing Company. The company also

publishes Vend, the semi-monthly maga-

zine of automatic vending; one year, \$7 in

U. S. A. and Canada; Amusement Busi-

ness, the weekly magazine of amusement

management; one year, \$10; High Fidel-

ity, the magazine for music listeners; one year, \$7; American Artist; one year,

\$7; Modern Photography, \$5, and the

Carnegie Hall Program. Postmaster,

please send Form 3579 to Billboard,

2160 Patterson St., Cincinnati, O. 45214.

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Vol. 76 No. 30

BILLBOARD, July 25, 1964

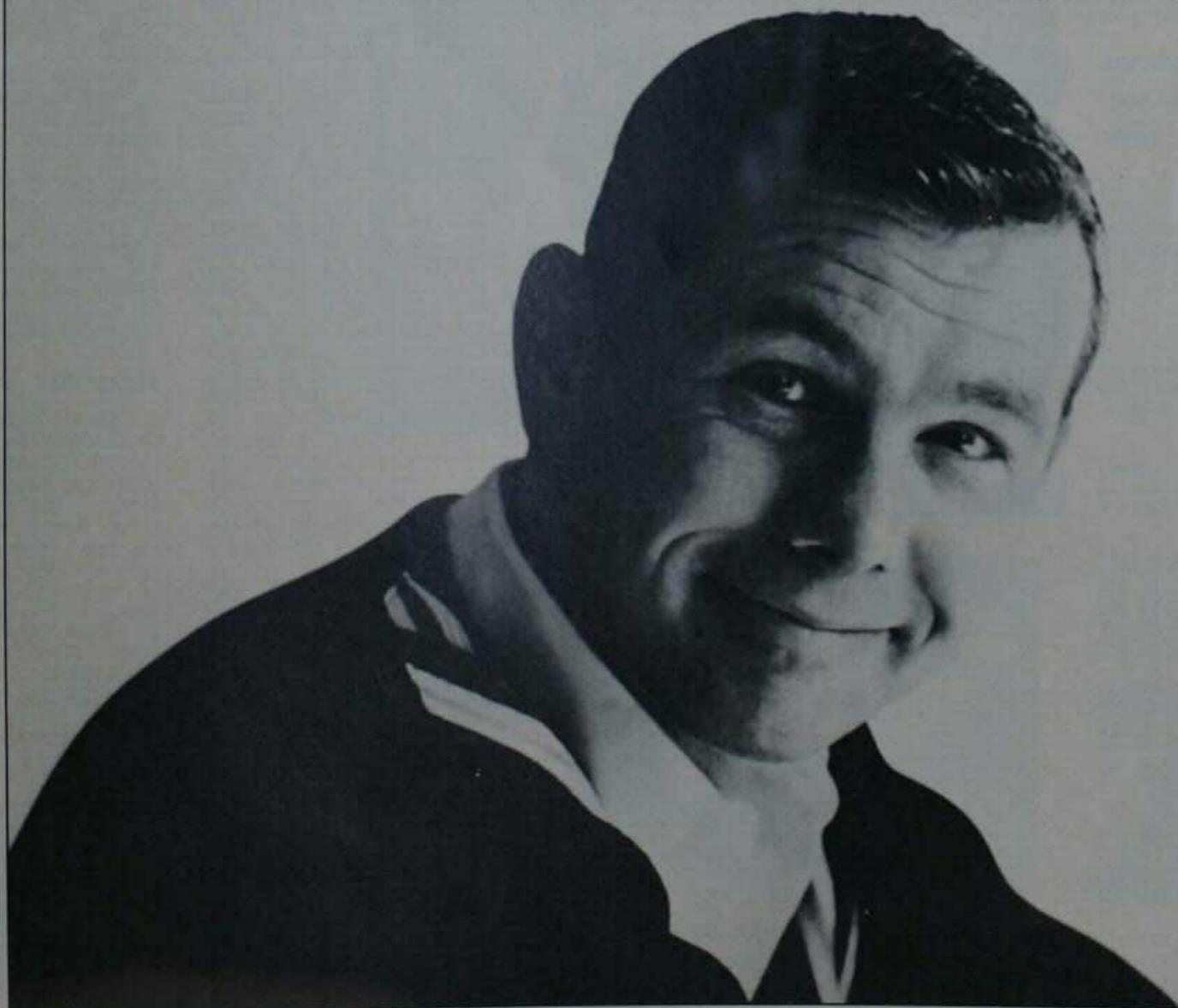
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and you've got a pre-sold album

STEREO
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ON COLUMBIA RECORDS 

Large Folk Groups Make Bids on Coast

LOS ANGELES — The folk singer's penchant for Los Angeles is providing the industry with a steady flow of folk choruses now that the New Christy Minstrels have proved that large groups can be commercially successful.

The two latest groups to

Southeast Asia Mart Same, Executive Says

HONG KONG — There has been no radical over-all change in the tastes and buying power of the public in the Southeast Asian market, according to Jerry Thomas, director of international sales for Liberty Records, who visited Hong Kong during the course of a business trip through the area. He was here for meetings with the Liberty licensee, Ren da Silva, of the Diamond Music Company.

Thomas expressed appreciation to Toshiba, Liberty licensees in Japan, and Diamond here for the work they were putting into expanding the label.

Of the several artists on the Liberty roster who have strong selling power in the area, he said the widespread popularity of the Ventures was astonishing.

What is even more surprising is that they have maintained this popularity for several years despite the incursion of several other excellent American and continental groups. Thomas left last week for Singapore. He will also visit Sydney before returning to Los Angeles.

emerge from folkdom's two leading singalong houses here are the Back Porch Majority (already pacted by Epic) and The Men, which is striving to blend all the commercial aspects of music within the folk frame.

The Back Porch Majority, which has just concluded 10 weeks at Ledbetters, is the farm team for the New Christy Minstrels, with the club owned by the George Grief, Sid Garris, Randy Sparks interests, which put together the Minstrels, the industry's first folk choral group. The Men were assembled by Troubadour owner Doug Wesley. *(Continued on page 36)*

DeCaro Goes To Imperial

HOLLYWOOD — Nick DeCaro has shifted over from Metric Music to Imperial to fill the a&r co-ordinator's chair vacated by Eddie Rey, who recently moved to Tower Records.

DeCaro, 26-year-old publishers representative for Metric, had been working with Tommy LiPuma, principally as a freelance agent. He will not handle recording sessions but will instead oversee administration of the department.

Bob Skaff, Imperial's general manager, announced the appointment, adding that vocalist Irma Thomas would be recorded Aug. 1 in an attempt to set her in a "pop gospel" groove. Miss Thomas' first LP was recently issued; there have been two previous single releases.

N. H. SUMMER MUSICAL PLACE

MANCHESTER, N. H. — There will be more emphasis on musicals at New Hampshire's summer theaters this season, it has been announced.

The Rochester Music Theater will present all-musical productions. "My Fair Lady" will be held at the Hampton Lakes Region and New London Playhouses.

In addition, there will be concerts at Dartmouth College and at the annual New Hampshire Music Festival programs.

"Trees," written by Joyce Kilmer while he lived in the area, will be sung during the 23d annual revival of the American folk drama, "The Old Homestead," at Potash Bowl in Swanzy.

Capitol Ups Hal Grogan

HOLLYWOOD — Hal Grogan, inventory management head at Capitol's Scranton plant, has been promoted to the newly created post of national inventory manager.

Stan Gortikov, Capitol's distributing corporation president, noted the position was aimed at obtaining more efficient management and administration of Capitol and Angel product. Grogan has been with CRDC over 13 years.

Sherman Disk Set

NEW YORK — RCA Victor will record Allan Sherman's concert appearance with the Boston Pops Orchestra at Tanglewood, Mass., Wednesday (22).

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	THE GIRL FROM IPANEMA, Getz-Gilberto, Verve 10323	8
2	2	EVERYBODY LOVES SOMEBODY, Dean Martin, Reprise 0281	5
3	3	PEOPLE, Barbra Streisand, Columbia 42965	16
4	4	(You Don't Know) HOW GLAD I AM, Nancy Wilson, Capitol 5198	5
5	6	YOU'RE MY WORLD, Cilla Black, Capitol 5196	4
6	11	AL-DI-LA, Ray Charles Singers, Command 4049	3
7	12	SUGAR LIPS, Al Hirt, RCA Victor 8391	3
8	7	I STILL GET JEALOUS, Louis Armstrong, Kapp 597	6
9	10	I BELIEVE, Bachelors, London 9672	5
10	9	THE WORLD I USED TO KNOW, Jimmie Rodgers, Dot 16595	8
11	14	I WANT TO HOLD YOUR HAND, Boston Pops Ork, RCA Victor 8378	4
12	13	THE FIRST NIGHT OF THE FULL MOON, Jack Jones, Kapp 589	9
13	15	PEG O' MY HEART, Robert Maxwell, Decca 25637	6
14	17	LOVE IS ALL WE NEED, Vic Dana, Dolton 95	3
15	—	NO ONE TO SOLE TO, Ray Charles, ABC-Paramount 10571	2
16	18	SOLE SOLE SOLE, Siw Malmkvist & Umberto Marcato, Jubilee 5479	2
17	—	IN THE MISTY MOONLIGHT, Jerry Wallace, Challenge 59246	1
18	—	LORRY, Johnny Tillotson, MGM 13255	2
19	20	INVISIBLE TEARS, Ray Conniff Singers, Columbia 43061	2
20	—	A HOUSE IS NOT A HOME, Brook Benton, Mercury 72303	2

NEWS OF THE WORLD

HOLLYWOOD

Ben Oakland, traveling through Europe, reports back that folk music is the most popular form of music in the smaller Italian towns, while rock 'n' roll dominates the big cities. He is due back in the U. S. in August.

Artists turned loose recently by labels here include Si Zentner, ex-Liberty, and the following ex-Columbiaites: Les Brown, Paul Horn, Johnny Williams, Hannah Dean and Frank DeVol.

Mel Carter, who was contracted to sing one tune in the Universal film, "Fargo," picked up two additional songs as a result of his performance. He follows this film debut work with a tune in the forthcoming Ann-Margret starrer, "Bus Riley's Back in Town," according to Manager Zeldia Sands. His initial Imperial single, "What's on Your Mind," backed with "Deed I Do," was released Friday (17).

Janice Somerville back at her desk at Columbia's Custom division after surgery.

The Hank Bagby Sultette playing Sundays at the Shoji, San Diego, Calif., which has been presenting name jazz for several months. The Monterey Festival in September has added Charlie Mingus, Horace Silver, Pee Wee Russell, Buck Clayton, Art Farmer and Jim Hall.

What happens to former New Christy Minstrels? In the case of Jackie Miller and Gayle Caldwell, they're now performing in special hootenannies as Jackie and Gayle. Dick Bock, World Pacific-Pacific Jazz topper, hits the sales promotion circuit Monday (20), joined by national sales manager, Jack Pearce. While in New York, Bock will record pianist Les McCann, who will be appearing at Birdland.

Columbia's Coast PR guy, Billy James, and secretary, Lee Lamb, sent out 100 singles of the Rip Chords' "One-Piece, Topless Bathing Suit," to print media people, turning his office temporarily into a shipping room. Miss Lamb hand-typed all the hype notes accompanying the mailing. ELIOT TIEGEL

PITTSBURGH

The Nat King Cole revue took in a nifty \$88,000 as the opening attraction of the Civic Light Opera season at the Civic Arena, a particularly acceptable figure inasmuch as it was the same show Cole gave here the season before. Capitol Records and its branch manager, Dennis Letzler, tossed a cocktail party for Cole at the Hilton Hotel. Return engagements for Nancy Wilson and Dave Clark Five are being negotiated now

by Lenny Litman, who has Louis Armstrong booked for a Syria Mosque date Oct. 30.

The Italian Sons and Daughters of America, holding their annual convention here will present a show at the Nixon Theater on Aug. 11, starring the Vagabonds, Enrico and the De John Sisters. Two nights later, a dinner dance at the Penn-Sheraton Hotel will feature Lee Castle and the Jimmy Dorsey orchestra. Lou Monte is being paged by Holiday House for a date next April. Gateway Records is dickering with the Shanty Boys, formerly under contract to Elektra. Gateway has three new singles popping up this week by Donnie Elbert, Harold Betters and the Del Vikings.

Louis Armstrong and his orchestra will play Syria Mosque for a one-nighter for Lenny Litman Oct. 30. Litman is also negotiating for the return of Nancy Wilson and the Dave Clark Five, who played here last season under his auspices.

Nat King Cole and his revue opened well as the first attraction of the Civic Light Opera season in the Civic Arena. Local record star Ed Scotti began a two-week date at Holiday House July 20. The same night club signed Louis Prima and his orchestra plus Sam Butera and the Witnesses for 16 days beginning Oct. 30.

LEONARD MENDLOWITZ

MEMPHIS

Conway Twitty moved from his native Helena, Ark., to Memphis recently. He also changed labels—is now on ABC-Paramount. His first single with them, "Such a Night," is getting big play here, was picked by Station WHBQ as its "Teen Tune of the Week." Joe Reichman and orchestra closed out a highly successful month-long engagement at Hotel Peabody's Skyway last week.

Bill Black's combo, Hi Records' top instrumental group, arrived in town from their tour to record a new album.

MEXICO CITY

Palito Ortega, Argentina's best selling twister, spent two weeks here on a promotional tour which will take him to New York, Paris, Rome and Madrid. He recorded several songs in the studios of RCA Victor Mexicana. The first two recordings in Spanish Rita Pavone did in New York are going to be issued this month in Mexico. For the first time, two famous U. S. female singing stars appeared in different nightclubs. *(Continued on page 8)*

Stimulators of Summer Sales

NEW YORK—One way to stimulate summer sales of phonographs, phonograph records and musical instruments is to put in store window displays that catch the eye and tell the sales story lightly and politely. G. Schirmer does this in windows pictured here.

The picture on the left shows a display of portable phonographs with emphasis on quality product. The sales message is short and to the point: "Portables like these let you enjoy good music wherever you go this summer."

John Higgins, who manages the record department, takes advantage of the current interest in Shakespeare's 400th anniversary, in Shakespeare



summer theater presentations and in Richard Burton, who has recorded the Broadway presentation of Hamlet, Higgins filled the window (top) with recorded works of the Bard on various labels, including London, Caedmon, RCA Victor and Columbia.

The third window features guitars, instruction books and music for guitarists. The sign reads: "Guitars—the perfect, easy-to-play instruments for summertime (and the year-round too)!"

Although summer vacations are not yet in mid-point, many stores are readying displays for the back-to-school sales period which will begin in mid-August. Many have found extra business in displays of phonographs and records carrying signs reading: "The perfect back-to-college gift—a phonograph," and "Records make ideal gifts for the college student."

Here come 6 new Beatles songs, plus 5 great hits from their first movie, all in one great new album:



(S)T 2108

Millions of Beatlemaniacs are waiting for *Something New*, right now! It's got 6 great new songs that aren't available on any other album, and it's got the best songs from the Beatles new movie, *A Hard Day's Night*, including "And I Love Her" and "I'll Cry Instead"!

("And I Love Her" #5235 and "I'll Cry Instead" #5234 are both on the charts right now, along with "A Hard Day's Night" #5222.)

So cash in on *Something New*, and take advantage of something new in Beatles prices. See your CRDC rep for Capitol's new one price to everybody: \$2.02 mono, \$2.53 stereo. (Album available beginning July 20.)

Then open the door, and stand back!

(Note: if you tear this ad out, and cut it along the dotted line, the top makes a great poster for your window. Let everybody know you've got the Beatles newest album!)



Music Industry Teaches Do Re Mi's to Neophytes

• Continued from page 1

Studio for the Musical Theater. In addition, Arnold Shaw, general professional manager of Edward B. Marks Music Corporation, will give a 15-week course at Fairleigh Dickinson University, Madison, N. J., for the fall semester. Shaw's course will be titled "American Songs, Singers and Writers." It will be presented Thursdays from 7 p.m. to 8:40 p.m.

On the West Coast, Hal Levy, a practiced hand at music courses, is giving a series on lyric

writing at the University of California.

The American Society of Composers, Authors and Publishers will conduct a free six-week symposium on American Music, starting Sept. 10, President Stanley Adams announced. The sessions are intended to give young writers and composers an insight into opportunities and problems in the music business. They will be held here on consecutive Thursdays, beginning at 8 p.m., at Judson Hall.

Each session will deal with writing in a specific area and will feature talks and discussions by prominent ASCAP members.

The following subjects will be covered during the indicated dates: Musical Theater, Sept. 10; Folk and Country Music, Sept. 17; Symphonic and Concert Music, Sept. 24; Jazz, Oct. 1; Pop Music, Oct. 8; Film and TV Scoring, Oct. 15.

Stanley Green will be co-ordinator of the series. Admission will be by enrollment. Requests for tickets should be addressed to Richard Frohlich, ASCAP public relations director, 575 Madison Avenue, New York.

Following this series, ASCAP will sponsor a three-week showcase series. This is intended to give composers and lyricists interested in writing for the musical theater an opportunity to present their songs to those publishers and producers active in the field. This series will be given on three consecutive Thursdays, Oct. 22, 29 and Nov. 5, at 5:30 p.m., at Judson Hall.

An accredited course on the recording industry is being planned for the fall semester at University of California as an extension course, it was announced by Les Brown, Los Angeles chapter president of the National Academy of Recording Arts and Sciences. Joel Friedman, director of merchandising for Warner Bros. Records, is working with the University in developing the program. Brown said the decision to sponsor the course was based on the enthusiastic response from those enrolled in a similar course last year. He said: "Only within the last few years has it been possible for a recording arts course to earn university credits, attesting to the recognition our industry has finally achieved as an important contributor to our culture today."

NARAS in New York has conducted annual seminars. George Simon, executive director, says that implicit in the NARAS philosophy is the matter of education in the recording arts.

BMI for five years has been conducting seminars and courses on the musical theater. They are conducted by Allen Becker under the supervision of Bob Sour. BMI states that currently there are some 80 applicants for the courses. Lehman Engel, moderator of the BMI discussion groups, gives the youthful students assignments on writing songs for scenes in plays, etc.

In the classical field, discussion groups and seminars have long been with us, as witness the festivals at Tanglewood and elsewhere. But the frenzy for formalized education in aspects of pop music and recording is a relatively recent phenomenon. The College of Musical Knowledge, once regarded as a piece of buffoonery, has become a serious fact of pop music today.

COUNTRY DJ OF THE WEEK



WSM Radio's "Mister DJ, U.S.A." July 24 will be Bob Simmons of Radio WOGT, Orange, Tex. Bob has been associated with WOGT almost six years and has served as chief engineer for three years. Bob was instrumental in the initial programming of country music on the 1,000-watt station. WOGT currently schedules 7½ hours of country music daily, which includes WSM's "Grand Ole Opry." Married, with five children, Bob is pastor of a Baptist Church in Orange.

Capitol Bows Beatles' Singles

HOLLYWOOD — Capitol is following the release of the Beatles LP, "Something New," with the singles "And I Love Her" and "I'll Cry Instead," both tunes culled from the group's new film, "A Hard Day's Night."

Over a half-million copies of the new "New" LP have been shipped, the label reports. Commenting on these figures, Stan Gortikov, distributing corporation president, stated: "It demonstrates that dealers have as much enthusiasm today as they did six months ago when we put out the first Beatle album."

Callander Joins Shapiro-Bernstein

LONDON—Peter Callander has joined Shapiro-Bernstein as professional manager. Callander, who penned Bobby Shafto's current U. S. hit, "She's My Girl," has also written songs for Gene Pitney, Frank Ifield, Bobby Rydell and Adam Faith.

The company's general manager, Cyril Shane, said Callander would be given a free hand to produce and encourage new British music.

Publisher of Musical

LONDON—Essex Music will publish all songs in the new musical "Mr. Fat and Mr. Thin," written by the "Stop the World" team, Anthony Newley and Leslie Bricusse. The show is expected to open here in the fall.

Gassman Does Bard

MILAN—Actor Vittorio Gassman has recorded selections from Shakespeare's works. Issued by Cetra Records in tribute to the fourth centenary of the Bard's birth, reaction to the album has been "most gratifying," according to company officials.

NEWS OF THE WORLD

• Continued from page 6

this city, Connie Francis and Brenda Lee.

Evandro Riveiro, Brazil's CBS general manager, and Douglas Taylor, commercial director of Argentina's CBS, made their first visit to Mexico. Together with Manuel Villarreal, director of Latin American operations and president of Argentina's CBS, and the Mexican company's new general manager, Armando De Llano, they will fly to Las Vegas and attend the national convention of Columbia Records. . . . Famed ranchero singer-composer Jose Alfredo Jimenez was the first artist signed by the new publishing house of RCA Victor Mexicana, which will be managed by a&r director Mariano Rivera Conde. . . . Luis Baston, formerly manager of special services of CBS, was appointed commercial director. . . . Morro Music, New York, signed an exclusive contract with CBS's publishing firm, Mundo Musical, which will handle the Morro catalog in Mexico.

OTTO MAYER-SERRA

AUCKLAND, N. Z.

Promoter Benny Levin has joined forces with three other local entrepreneurs, Joe Brown, Jack Elliot and Howard Morrison to bring a star-studded package later this month from the U. S. show which is headed by Gene McDaniels, Ben E. King and Dee Dee Sharp.

FRED GEBBIE

BUDAPEST

American soprano Grace Bumbry, the ace pupil of the world-famous former Vienna opera star Lotte Lehmann, may visit Budapest next season to sing the leading role in "Macbeth." . . . State Opera, Budapest, fetes Richard Strauss' 100th birthday in presenting "Salome" with Margaret Tynes in the leading role. . . . Radio Budapest presented in Hungary for the first time in concert performance Duke Ellington's "Liberia" suite and "Three Preludios," by George Gershwin, played by Soviet pianist Igor Artyekarjev.

Nat Merril, Metropolitan Opera stage manager, spent a few days in Budapest. He left for Vienna to see Herbert Von Karajan regarding guest performances at the Metropolitan's 1964-1965 season.

SANTIAGO

"Que Bonita Va" ("How Pretty She Goes"), the song which won the Vina del Mar Song Festival, was recorded by Los Cuarto Cuartos, and now is one of the top selling singles. The group is the top attraction in the pop field. . . . Goluboff Industries acquired the Reprise label for Chile. The first release, Trini Lopez' first album, has been a consistent top seller. . . . Luis Dimas and the Twisters, winners of Discomania Gold Medal for the most popular group of 1963,

flew to Lima, Peru, recently for radio and TV dates.

RICARDO GARCIA

ROME

Kessler Twins are being groomed to impersonate the Dolly Sisters in a new TV series. . . . Fantasy has signed Paula, whose last disk for Meazzi brought her wide attention. . . . Ray Charles will make his only appearance in Italy Aug. 18 at La Bussola, Focette. Other guests in summer programs for Italy's top summer spot are Marlene Dietrich and Nat King Cole. Offer to the Beatles of \$10,000 for 25-minute program was refused. Fred Bongusto, permanent soloist at the spot, has just written lyrics to Armando Trovajoli's music for Sophia Loren-Marcello Mastroianni starrer, "Marriage Italian Style." . . . Kenny Rankin recorded in Italian for CBS in Milan. . . . Carol Danell, known as "L'Americana di Roma," has switched to CAM as her new label. . . . Miranda Martino will try another season of musical comedy, co-starring with Carlo Dapporto, often called Italy's "Bob Hope." . . . Adriano Celantano and Claudia Mori will co-star in a musical film. . . . One of the few musical shows to rate a second season is "Johnny 7," which will once again feature American-educated Italian vocalist Johnny Dorelli, with Gigliola Cinquetti as permanent guest on all eight shows. The shows will also present a movie star, including TV debuts of Claudia Carinale and Rosanna Schiaffino. . . . Premio Roma song competition has been put off until September. Meanwhile contests are taking place in 30 Roman provincial centers to select new voices for a special "Golden Disc" competition for newcomers. . . . Four of 10 songs in "Jolly Summer" campaign are among the top national sellers. Françoise Hardy, for instance, has boosted her stock with appearances on Cantagiro, Pesaro International Song Contest, Venice Casino and TV's "Dream Fair." . . . First musical TV show for children is "Concertino," under wings of Gianna Lucchini.

SAM'L STEINMAN

HOLLAND

A new star on the Dutch light music firmament is Marianne Karsemeyer (on MMP label) with the song "Les Vendanges De L'Amour." . . . Basart L.C. acquired for Benelux the rights to the song "Bluesette," which already has 26 international recordings. . . . Max Fairtag, president of Limax Music and Flip Music, Los Angeles, visited the Basart offices in Amsterdam. . . . Bovema's second annual Kaag Concours, held each Sunday, has strong commercial appeal. Vick International Company participated in a special program advertising its Clearasil product and offered prizes of Bovema records for winners.

SKIP VOOGD

Columbia Launches Test

• Continued from page 1

latest long-hair releases. Subscribers will receive a free disk of their choice for each album they buy from the Columbia Masterwork Subscription Service (i.e. mail order).

The plan also includes a novel insurance program: for \$1 per record subscribers will be able to trade in any LP purchased through the plan for a new version or a stereo copy of a mono LP. This is designed to provide mono buyers with the incentive to go ahead with building their libraries and be protected when the time comes for their conversion to stereo.

BILLBOARD, July 25, 1964

Cap Shuffles Exec Duties

• Continued from page 1

dent of the Canadian record club; Stan Gortikov, president of Capitol Records Distributing Corporation; Francis Scott, vice-president of business affairs, and Voyle Gilmore, artist and repertoire vice-president.

Livingston first joined Capitol in 1945 and developed its highly successful children's records catalog. Several years later, he headed the label's album artist and repertoire, then became vice-president in charge of a&r. He resigned that post to join NBC-TV programming in a top executive position and returned to Capitol in 1962 as its president. Glenn Wallichs, Capitol's former president, became CRI board chairman.

As part of last week's reorganization, Edward Nash was named the Capitol Record Club's marketing director. He comes to Capitol after serving as the LaSalle Extension University's marketing services vice-president, and as director of advertising and sales promotion for Crowell - Collier Publishing Company.

RCA to Release Olivier's 'Othello'

NEW YORK — RCA Victor will release a three-LP deluxe package of Sir Laurence Olivier's performance of "Othello" on the Red Seal label.

The National Theater production will be recorded this month in London by RCA Great Britain, Ltd.

Impala Release

CHICAGO — Impalla, six-month-old label here headed by BMI songwriters Bill Davis and Roger Grimm, is introducing its first single release, "ID's Please" b/w "Faith in Me," by Mark and the Marcons. The group is one of the better r&b combos in the city. Kent Beauchamp's Royal Disc Distributing Company is handling the Impalla line.

coming . . .



WARNER BROS. REPRISÉ

*America's singing
teen sweetheart does
it again!*



**LESLEY
GORE
'MAYBE I KNOW'**

72309



foremost in fine recording

*Acclaimed
her
best single
yet!*

FM Radio Marks Its 25th Year

NEW YORK — On a July afternoon 25 years ago, a handful of radio listeners heard a musical program free from the usual frying, sputtering and crashing of hitch-hiking static that characterized customary radio reception.

The program, broadcast by Station W2XMN, at Alpine, N. J., on July 18, 1939, marked the birth of regularly scheduled broadcasting by frequency modulation radio, an invention of Maj. Edwin H. Armstrong, a Columbia University professor of electrical engineering.

Not many more than 25 FM receivers were in existence at that time to pick up that first FM program, relayed by Station WQXR in Manhattan. In contrast, today there are more than 1,200 FM broadcast stations in operation in the U. S. and their programs are heard by an audience estimated by the National Association of FM Broadcasters at a seven-day cumulative figure of 13,796,000.

WQXR observed the anniversary Saturday with a re-creation of the first program. The program included the first two selections broadcast on that date, Haydn's Symphony No. 100 and Tchaikovsky's "Francesca da Rimini."

It appears that the broadcasting of classical music at the debut of FM established a precedent that follows through today. The greater majority of FM outlets program primarily classical music or conservative instrumental versions of standards.

FM in the past few years, however, has greatly increased its programming fare with jazz (see Los Angeles jazz story in this section), folk, spoken word and even contemporary rock music.

The development of stereo has probably done more to bolster FM than any other factor during the past quarter century.

The conversion of many FM stations to stereo and the more diversified music formats have been, and certainly will become even a greater boon to the record industry. The key to sales, as most top record industry promotion executives will admit, is exposure of the product available. The more exposure the better.

Several weeks ago the FCC gave a big boost to the development of FM by announcing that by August 1965, jointly owned AM-FM stations in cities of more than 100,000 population will have to cut program duplication to 50 per cent of the FM broadcast week.

The FCC made the announcement in connection with the lifting of the year-long "freeze" on applications for new AM's or major changes in AM facilities.

Again, the results can only be positive for the record industry reasoning that the more stations that hit the air the more programming material — mainly music — will be needed. No matter what music formats are adopted by new AM's and 50 per cent FM's, the record industry is slated to benefit through the opportunity to have its product exposed on many more broadcast stations.

Radio-TV PROGRAMMING

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

WOLD WORKS 'ROUND CLOCK

MARION, Va. — Staffers at WOLD are working almost around the clock to get the station back on the air after a devastating fire recently.

All of the station's equipment was destroyed, including the entire record library. With the help of WBT in Charlotte, N. C., which has offered WOLD its complete rolling studio, the station hopes to be back on the air soon.

Sammy Russell, program director for WOLD, has placed an urgent plea for records to help provide the programming once the station gets back on the air.

WTOL Has New Format

TOLEDO—WTOL has embarked on a new program format with what the station calls "a faster, more flexible sound." WTOL will be offering music from current top-selling albums and popular singles not of a rock 'n' roll nature, according to Thomas S. Bretherton, vice-president and general manager.

News coverage has been stepped up with the station programming five-minute newscasts five minutes before the hour 24 hours a day.

WTOL's new air personality line-up includes Ken Shaw, 6-9 a.m.; the Bill Harrington Show, 9 a.m.-1:30 p.m.; the Jacques Heaton Show, 1:30-6 p.m.; the Mike Witte Show, 6 p.m.-midnight and the Jack Frost-Mike Edwards Show, midnight-6 a.m. Garry Miller, WTOL assistant program director in charge of radio, said in announcing the new deejay line-up, that the station is returning to a "personality approach."

New Texas Service

SAN ANTONIO — A new service to Texas radio stations has started with the formation of the Texas Key Network by Radio station KEEZ-FM here, said Charles W. Balthrope, president.

Newscasts every hour has been worked out with United Press International news director Ray Hunt will be featured with Ralph Jones, Dick James, Bob Stewart and Bill Rohde.

Hourly stock market averages, Naval Observatory time-to-the-second, and sports features are also available to member stations. The Trading Post, an early-morning feature for many years, is another program presented by the network.

Present stations using Texas Key Network features are KROB, Robstown; KBOP, Pleasanton; KVOG, Uvalde, and KAML, Kenedy.

Fan Letters Vs. Ratings

HARTFORD, Conn. — The fan letter may be mightier than the rating, according to an effective promotional stunt carried off by WCCC, a 500-watt Hartford daytimer.

The fan letter, sent from a Manchester, Conn., housewife and mother detailed the positive aspects of WCCC's all-album music programming, and singled out several competitor stations, pointing to the various factors found unappealing.

The writer, however, did not identify herself at the time. Undaunted, WCCC's owner, Bill Savitt, instructed the staff to record announcements offering a gift to the listener if she called and identified herself. The spots did the job and next day Mrs. Nancy Potvin responded.

Unsatisfied with just awarding the writer with a gift, Savitt hit upon the idea of running a blind ad in the Sunday Hartford Courant. All reference to WCCC and other stations was omitted from the letter and readers were invited to guess on a check-off coupon at the bottom of the ad what Greater Hartford station received the letter. Free gifts were offered to everyone who took a guess, correct or not.

The Courant received 564 replies to the ad. WCCC placed second, just nine votes under Hartford's 50,000-watt WTIC, and almost 40 votes above the city's popular swinger, WDRC.

The gutsy gambit assured WCCC's management that a small station with insignificant ratings, playing standards from albums still has solid community recognition and following. (A thought for record companies and promotion people who think only "big" and "rock" when it comes to selling records).

Besides using the results as a sales tool, the station gained the valuable pluses of 564 persons, all of whom received a letter from Savitt, accompanied with a WCCC-logoed ballpoint pen, and the sure knowledge that at

L. A. Stations--Jazz Format Specialists

By ELIOT TIEGEL

LOS ANGELES—Fans are reveling these days in the fine offerings of jazz programming from Los Angeles stations. The city is a good radio market for jazz, with the exposure on AM and FM helping to sell jazz product.

Unlike many major markets where jazz is programmed during the late evening hours, the fans have their pick of several good daytime jazz shows on AM plus two excellent all-jazz FM stations, one of which operates 24 hours a day.

On AM, stations offering jazz are KGFI, with Peter Tripp, heard from 9 a.m. to 1 p.m. six days a week; KFI, with Chuck Cecil, mornings from 10:30 to 11:45 weekdays, 9 to 11 a.m. and 9 to midnight Saturdays; KMPC, with Johnny Magnus, from 9 to midnight weekdays and from 10 to noon Saturdays; and KRKD, with Dave Polk, from midnight to 5 a.m. For the past year, KGBS has presented a Sunday night feature with Nick Carter from midnight to 2 a.m., but this show was discontinued recently when the station became automated.

FM-wise KBCA broadcasts around the clock, with the emphasis on modern jazz. KNOB, which broadcasts until 2 a.m., has a greater diversity of programming, but its signal does not reach as wide an area as does KBCA. This situation will soon be rectified when KNOB moves its antenna to a higher location.

Two other FM stations beaming jazz are KBIG, which selects non-technical material in the modern vein and is on the air until 1 a.m., and KRHM, which offers Frank Evans six afternoons a week with modern jazz and Benson Curtis, seven days a week with Dixieland.

Jazz Deejays Speak

Discuss programming with an FM deejay like Tommy Bee, the top-rated jazz man in Billboard's Radio Response Rating and with Peter Tripp, a former pop DJ

least that number read the letter and the ad.

Not one for keeping secrets, Bill Savitt ran a follow-up ad which identified WCCC as the recipient of the letter and gave a percentage breakdown of the 564 responses.



TOMMY BEE, KBCA-FM

now heavily involved in jazz, and two different philosophies crystalize.

Bee: "You feature more instrumentals on FM. The AM stations tend to emphasize vocalists so you go for the legitimate jazz sound and there's plenty available. You have to keep the disks varied so they don't sound like a drone. The instrumentation today in small groups is pretty much trumpet, tenor or alto. I'm inclined to feel the FM jazz audience wants to hear the music and not wade through other things. In this respect it's a captive audience."

Tripp: "The main problem is there's not enough good current jazz to fill four hours a day, six days a week. So you pick music palatable to jazz fans and to those people who don't know what jazz is. There aren't enough good jazz male and female vocalists. I try to keep my show split evenly between the vocals and instrumentals. Most jazz shows are predominantly instrumental bound."

On Bee's show, as on all the other KBCA shows, each LP is completely identified by label and serial number. All members of the band are identified. Bee talks slowly, unexcitedly, allowing the music and musicians to stand out. He informs his audience if the artist is appearing around town. With Tripp, he features many of the same tunes each day in the manner of a top 40 DJ (which he was in New York). Tripp uses many hip expressions and noticeably concentrates on exposing a record.

Because he doesn't believe there is enough contemporary jazz available for the many hours he's on the air, Tripp plays many r&b and pop tunes which fall in the "beautiful music" category. He doesn't think they water his jazz appeal down at all.

In averaging 12 commercials an hour, Tripp is limited to the short tracks, although he will occasionally play a longie. This

(Continued on page 12)

Free Tape of Duke

NATIONAL CITY, Calif.—A monaural or stereo program on tape of the music of Duke Ellington is being offered free to "small" FM and college stations by Irv. L. Jacobs. The 60-minute programs are being offered on a weekly basis and covers the music spanning from the beginning of Ellington's career in the 1920's to his latest releases. Headquarters for the "Ellingtonia Network" is P. O. Box 574, National City, Calif.

BILLBOARD, July 25, 1964



KAPP RECORDS' JACK JONES and Liberty Records vocalist Vikki Carr (3rd & 4th from left) join in on the big finale with Meredith Willson and his wife, Rini, on the third "Texaco Star Parade," hour-long musical variety special, as it was taped on the grounds of Television City, Hollywood. Hosted by Willson, the program will be broadcast Tuesday, July 28, on the CBS TV Network. Also featured in the line-up are, left to right: Young American's director Milton Anderson, Presidential assistant Brooks Hays, and singing team of Joe and Eddie (far right).

WHY

ANOTHER DAVE CLARK FIVE SINGLE?



'BECAUSE'

(5-9704)

THEIR FANS DEMAND IT! IN FACT, THE PUBLIC HAS GONE COMPLETELY WILD! THE DAVE CLARK FIVE WILL MAKE YOUR PROFITS ZOOM.



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RADIO RESPONSE RATING

COLUMBUS, OHIO

TOP STATIONS

Call Rank	Letters	% of Total Points
★ POP Singles		
1.	WCOL	75%
Others (WING (Dayton) WVKO) 25%		
★ POP LP's		
1.	WTVN	47%
2.	WBNS	42%
3.	WMNI	11%
★ R&B		
1.	WVKO	100%
★ JAZZ		
1.	WVKO	80%
Others (WTVN-WMNI-WBNS) 20%		
★ C&W		
1.	WHOK (Lancaster)	64%
Others (WRFD (Worthington) WSM (Nashville, Tenn.)) 36%		
★ SINGLES		
(Middle of the Road)		
1.	WTVN	48%
2.	WBNS	39%
3.	WMNI	13%
★ FOLK		
1.	WBNS	62%
Others (WOSU-FM (Ohio State Univ.) WTVN) 38%		
★ COMEDY		
1.	WTVN	41%
2.	WBNS	32%
Others (WCOL-WMNI) 27%		
★ CLASSICAL		
1.	WDSU AM-FM (Ohio State Univ.)	34%
2.	WRFD-FM	34%
3.	WTVN-FM	27%
4.	WBNS-FM	5%

TOP DISK JOCKEYS

Rank	Disk Jockey	Call Letters	% of Total Points
★ POP Singles			
1.	Johnny Hill	WCOL	38%
2.	Mike Adams	WCOL	32%
3.	Bob Harrington	WCOL	12%
4.	Sonny Palmer (TIE)	WCOL	9%
4.	Bob Holliday (TIE)	WING	9%
★ POP LP's			
1.	Erwin Johnson	WBNS	36%
2.	"Spook" Beckman	WTVN	35%
3.	Jim Lohse	WTVN	11%
Others (Johnny Dollar, WTVN; Les Spencer, WBNS; Dean Lewis, WBNS; Dave Logan, WTVN) 18%			
★ R&B			
1.	Eddie Castleberry	WVKO	78%
2.	Bill Moss	WVKO	22%
★ JAZZ			
1.	Eddie Saunders	WVKO	100%
★ C&W			
1.	Cousin Roy	WHOK (Lancaster)	86%
(Received all 1st place votes)			
2.	Ralph Emery	WSM	14%

Standard-Pop. Cleveland Browns football, Ohio State football carried. Special programs: "Marianne Tomlinson Show," remote from local restaurant, featured guests, 1-1:30 p.m., M-F Farm information block, sign on to 6:30 a.m. & 11:30 a.m.-12:45 p.m., M-F. Clyde Keathley farm dir. 15 min. newscasts 7:15 a.m., 12:45 p.m., 5 p.m. Radio Press International subscriber. 5-man news department. Dick Compton, news dir. Gen'l mgr., Joseph D. Bradshaw. Prog. dir., Phil Sheridan.

WTVN: 5,000 watts. Taft Broadcasting Co. ABC affiliate. **Music format: Pop-Standard.** Highly identifiable air personalities. Editorials aired daily. Cincinnati Reds baseball carried. Special programs: "We Call It Music," jazz artists from the past with Bill Culter, 11:05-midnight, M-Sat. 4-man news department under direction of John Frain. Telephone-equipped news wagon. 10 min. newscasts 7 a.m., 6 p.m. Gen'l mgr., Gene D'Angelo. Pro. mgr., Paul Murphy.

WVKO: 1,000 watts. Independent. **Music format: R&B-Jazz-Spiritual.** Highly identifiable air personalities. Editorials occasionally aired. Ohio State football games aired. Special programs: "Ann Walker Show," 11 a.m.-11:30 a.m., M-F; "Youth Speaks," guests and discussion with Ann Walker, 11:30 a.m.-noon, M-F; 11-noon, Sat. "Bill Chapman Show," jazz 2-8 p.m., Sun. "Eddie Saunders" jazz 12-1 p.m. & 4-8 p.m. daily. Gen'l mgr., Bert Charles. Pro. dir., Eddie Castleberry (also does daily air show).

VOX JOX

By GIL FAGGEN

KQV's (Pittsburgh) "Summer Shower of Stars" was a smashing success Monday, July 13. The Crystals, Gene Pitney, the Dixie Cups, the Shirelles, the Rip Chords and the Reflections Major Lance, Brenda Holloway, Brian Hyland, Mike Clifford, Dean & Jean, the Supremes, Round Robin, the Casuals, and the Liver Pools performed at a station sponsored show at the Syria Mosque emceed by KQV's Hal Murray, Steve Rizen, Dave Scott, Chuck Brinkman and Dex Allen.

Joe McCauley, morning disk jockey on WIP (Philadelphia) is "running for President" on an Independent Radio Listeners ticket. When he asked his audience if they had any planks for his platform, his rival Phil Sheridan, morning man at WFIL, sent him four 10-foot wooden planks which spelled out "Hear Phil on 55." McCauley countered with a satiric blast at Sheridan, sawing the planks in half on his radio show. Sheridan is now campaigning for write-in votes to beat McCauley in the listeners' poll.



WIP's Jim Tate (left) shares the mike with comedian Jack Carter at Philadelphia's RDA Club. Carter, in town for appearances in "Little Me," was honored at a private birthday party thrown by Stanley Schwartz and Al Rosenburgh, and attended by a flock of TV and motion picture celebrities. Carter repaid Tate's visit several weeks later when Don Battles, RDA owner, tossed a shindig at the club in honor of Tate's birthday.

Dolton recording artist Vic Dana began as summer fill-in deejay on July 13 for WIND's Bruce Lee. Dana will be handling the mike chores for two weeks as part of the Chicago Group W station policy of replacing summer vacationing deejays with show-biz celebs.

Bob Campo, WKWK (Wheeling) deejay is taking two busloads of teen-agers and parents to the Civic Arena in Pittsburgh

L. A. Stations--Jazz Format Specialists

Continued from page 10

eliminates his show for the purists. Bee on the other hand, features Miles Davis and John Coltrane and these musicians are not known for their brevity.

Record Problems

Despite KBCA's being rated the area's top jazz station in the Billboard Radio Response Rating and a Pulse listener survey from November 1963 to February 1964, the station still does not receive adequate coverage from the manufacturers, according to Bee. "Service could be improved," he says. "The only way we get service is to raise hell. It's ridiculous. The Verve distributorship here is poor while California Records which handles many of the jazz lines if pretty hip. I can't understand how a company can spend \$100,000 recording jazz and then lump it in with the other



PETER TRIPP, KGFJ

products. It never gets the correct exploitation."

Tripp finds he also has manufacturer problems. He says Columbia, which has many major jazz releases, doesn't service his show properly. Tripp uses half LP's, half singles on his show; Bee's is an all-album program.

Bee believes the future of jazz is on FM where there is greater programming freedom. He says jazz on AM can only be presented after midnight because the stations can schedule more commercials during the daytime hours, and the more commercials, the more successful they become. Hence they tend to become afraid of changing their formats to include the longer cuts—a trade-mark of most jazz albums.

The DJ's at KBCA appear to favor the same musicians, so the sound is quite predictable all day long; hard-driving jazz. At KNOB, with the colorful Sleepy Stein at the controls, the music covers all areas of jazz, from Dixieland to blues to Latin. Stein has just hired ex-rock 'n' roll DJ Alan Freed to do a "folk-jazz blues" show seven nights a week from midnight to 2 a.m. He says the future for jazz on radio is "excellent" and is looking with his associates to secure additional properties in other major markets.

A recent survey indicated that 85 per cent of the homes in Southern California have FM radios, while AM's strength is in the mobile automobile audience, Bee related. And the casual mode of living here allows people more time for radio listening by their patios, poolsides or at the beach. Translated, it means eager ears and the jazz broadcasters are enthusiastically pitching for that audience.

BILLBOARD, July 25, 1964

STATIONS BY FORMAT

COLUMBUS, OHIO: Nation's 35th largest radio market. 6 AM; 6 FM. 1 contemporary; 2 standard-pop; 1 pop-standard; 1 r&b-jazz-spiritual, 1 standard.

WBNS: 5,000 watts day. 1,000 watts night. Independent. CBS affiliate. **Music format: Standard.** Station editorializes. Ohio football carried. Special programs: "Sharp Comments," with Fern Sharp — women's show—10 min., 12:20 p.m., M-F. "Round-Robin Review," with Fern Sharp — shopping news, recipes, etc.—20 min., 1:10-1:30 p.m., M-F. "Open Mike," audience telephone participation show, 2:10-4 p.m., M-F. Two alternating hosts per day. "Hootenanny," 9:05-11 p.m., M-F. "Midnight Jazz" with Fritz Perenboom midnight-1 a.m. 5-man news department equipped with mobile studio, airplane. News dir., Don Smith. 15 min. newscasts 7:30 a.m. M-S, 6 p.m., 11 p.m. Sun-Sat. 6:40-6:55 p.m. Gen'l mgr., Richard A. Borel. Pro. dir., Paul Neal.

WCOL: 1,000 watts day. 250 watts nights. Air Trails-owned. **Music format: Contemporary.** Highly identifiable air personalities. Special programs:

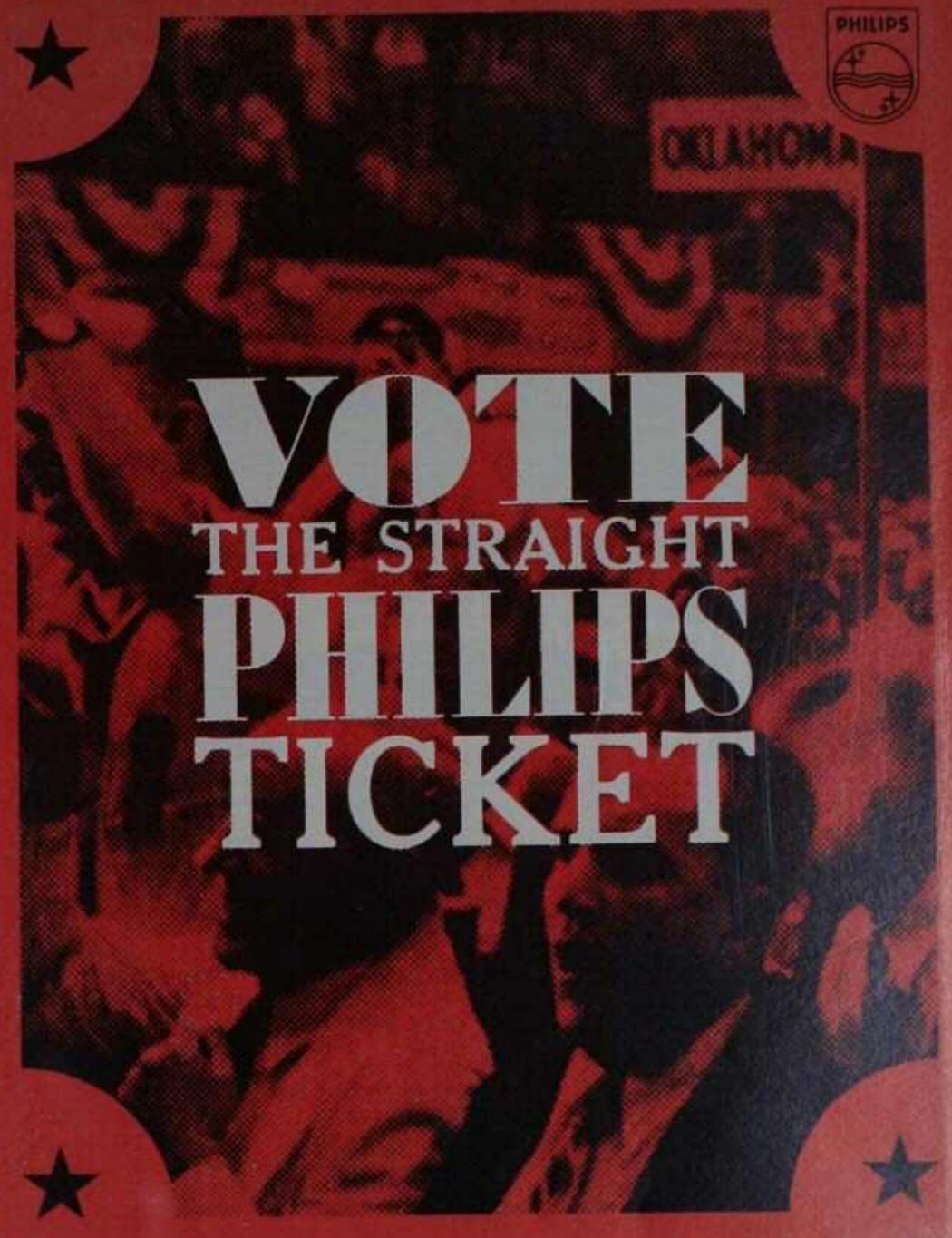
"Housewives Top 10," 10-10:30 a.m., housewives selection two of their favorite records. Prizes awarded to selected "Homemaker of the Day." Top 10 played back on air 1-2 p.m. 7-man news department, mobile equipped. John Otting, news dir. 5 min. newscasts 24 hours a day. VP & gen'l mgr., Colis A. Young. Dir. of ops., Steve Joos.

WMNI: 1,000 watts day. 500 watts night. Independent. Mutual affiliate. **Music format: Standard-Pop.** Editorials aired daily. Columbus Jets baseball, Ohio State football, Ohio State Univ. basketball and high school baseball tournaments carried. Special programs: "Fashion," with Tess Stern, 5 min., 11 a.m. & 2 p.m., M-S. Sun, 15-min., 12:30 p.m. "Joyce Jeffery Show," interviews from local restaurant, 15 min., 1-1:15 p.m., M-F. "Best of Broadway," 7 p.m., one original cast album featured each night. Bill Andrick host, M-F. Ron Barlow, Sat.; George Cobb, Sun. Helicopter used for traffic reports. Pro. mgr., William Robinson, (also does daily air show).

WRFD: 5,000 watts day. People Broadcasting Corp. (Nationwide Insurance). **Music format:**



PHILIPS
THE PEOPLE'S CHOICE



VOTE
THE STRAIGHT
PHILIPS
TICKET

6 SHOO-IN ALBUM CANDIDATES FOR SUMMER CHART CHAMPS

RAG DOLL
THE 4 SEASONS
 Featuring Rag Doll and Ronnie
 and 10 Other Brand New Hit Songs

RAG DOLL/The 4 Seasons PHM 200-146 PHS 600-146
 The best yet from the best-selling group! Includes their hit singles "Rag Doll" and "Ronnie" plus 10 other new favorites.

LESTER LANIN
DANCING AT THE DISCOTHEQUE

MERENGUE · CHA CHA · FOX TROT
 HULLY-GULLY · FRUG · SLOP

HITCHHIKE · SURF · DOG · TWIST

SHIMMY · MONKEY · WOBBLE
 MASHED POTATO · LINDY · BIRD

DANCING AT THE DISCOTHEQUE/Lester Lanin PHM 200-145 PHS 600-145
 The big money tie-in of the year: Lester Lanin and the Discotheque craze! A natural hit if ever there was one.

Lester Lanin
Plays for Dancing

LESTER LANIN PLAYS FOR DANCING/Lester Lanin PHM 200-132 PHS 600-132. A sure-to-please-everyone collection of new hits and popular standards played in the inimitable Lanin manner.

THE DOUBLE SIX OF PARIS
 sing
ray charles

THE DOUBLE SIX OF PARIS SING RAY CHARLES/The Double Six PHM 200-141 PHS 600-141. What a combination! The world's top jazz vocal group with their unique interpretation of the greatest Ray Charles hits!

LEGRAND WORLD OF FRENCH SONG
MICHEL LEGRAND
SINGS
 ACCOMPANIED BY THE MICHEL LEGRAND ORCHESTRA

MICHEL LEGRAND SINGS/Michel Legrand and his orchestra PHM 200-143 PHS 600-143. A new side of the world favorite composer-arranger-conductor. Legrand sings in a unique, exciting style all his own!

JOHNNY SEA
THE WORLD OF A COUNTRY BOY

THE WORLD OF A COUNTRY BOY/Johnny Sea PHM 200-139 PHS 600-139
 Young folk-pop singer zooms to the top with these new and old favorites including his big hit, "My Baby Walks Over Me."

PHILIPS RECORDS

ONE WORLD OF MUSIC ON ONE GREAT LABEL!

—Big 10% Discount On All New Releases And Catalog
 —Unique Merchandising Program To Help Promote These Great Packages



SINGLES

REVIEWS



HOT POP SPOTLIGHTS

DAVE CLARK FIVE—BECAUSE (Ivy, ASCAP) (2:23)—Warmly romantic ballad with an easy beat. Change of pace for the hit-making group that should keep 'em on chart. Flip: "Theme Without a Name" (Beechwood, BMI) (2:03). **EPIC 9704**

DIONNE WARWICK—A HOUSE IS NOT A HOME (Diplomat, ASCAP) (3:00)—**YOU'LL NEVER GET TO HEAVEN (If You Break My Heart)** (Jac-Blue Seas, ASCAP) (2:58) — First side is from motion picture and is powerfully read by Warwick. Plenty of emotional impact on this tender ballad. Flip is classy bit of material delivered with meaning. **Scepter 1282**

BRENDA HOLLOWAY—I'LL ALWAYS LOVE YOU (Jobete, BMI) (2:47)—Strong follow-up to her hit "Every Little Bit Hurts." Soulful r&b reading with equal appeal to pop audiences. Flip: "Sad Song" (Jobete, BMI) (2:37). **Tamla 54099**

SKEETER DAVIS—LET ME GET CLOSE TO YOU (Screen Gems-Columbia, BMI) (2:30)—Fine commercial sound. Teen beat with Skeeter vocalizing in dual track. Flip: "The Face of a Clown" (Moss Rose, BMI) (2:20)—Country flavored wide. Pop and country potential. **RCA Victor 8397**

MILLIE SMALL—SWEET WILLIAM (Budd, ASCAP) (1:45)—Another hit sound for the "blue-beat" gal in the same groove as her past smash, "My Boy Lollipop." Flip: "What Am I Living For" (Tideland-Progressive, BMI) (2:45). **Smash 1920**

JIMMY GILMER—WHAT KINDA LOVE? (Dundee, BMI) (2:14)—"Sugar Shack" beat repeat right in the teen groove. First rate dance number. Hitsville all the way. Flip: "Wishing" (Nor Va Jak, BMI) (2:14). **Dot 16642**

PAUL & PAULA—DARLIN' (Longhorn, BMI) (1:48)—The distinctive close harmony of the duo prevails throughout this bluesy-pop ballad. Flip: "The Young Years." (LeBill-Westbound, BMI) (1:54). **Philips 40209**

FRANKIE AVALON—NEW FANGLED, JINGLE JANGLE SWIMMING SUIT FROM PARIS (Suto, BMI) (1:55)—Frankie's strongest entry in quite some time. Novelty ditty could be the one topless rendition to make it. Flip: "My Love Is Here to Stay" (Duchess, BMI) (2:36). **United Artists 748**

REVIEWED THIS WEEK, 136—LAST WEEK, 157

GUEST PANELIST OF THE WEEK

JIM WOOD

KILT, Houston, 7-Midnight

(With Wood in Houston: Steve Snowden, Preston Malott, Bill Spears).

"NEW ORLEANS"

BERN ELLIOTT

London 9670



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."

RONNIE DANTE—DON'T STAND UP IN A CANOE (Apt, ASCAP)—A real summer money-maker. Cute ditty with infectious calypso beat. Dante is a nature for the part. Could follow path of "Polka Dot Bikini." Flip: "If You Love Me Laurie" (Apt, ASCAP) **Music Voice 503**

THE SHEVELLES—I COULD CONQUER THE WORLD (Unart, BMI) (2:10)—Conquering sound from this British group. Great beat coupled with groovy lyrics. Flip: "How Would You Like Me to Love You" (Leeds, ASCAP) (2:23). **World Artists 1025**

JEAN MAYS—DEW DROP INN (Farrell, ASCAP) (2:05)—A real stomper that generates plenty of excitement. Flip: "He Makes Me Feel So Crazy" (Picturetone, BMI) (2:10) **Diamond 170**

VERONICA—WHY DON'T THEY LET US FALL IN LOVE (Mother Bertha-Trio, BMI) (2:24)—Teen-grooved with that moaning-wailing delivery featuring a high-pitched femme voice. An expected Spector. Flip: "Chubby Danny D" (Mother Bertha, BMI) (2:00). **Phil Spector 2**

THE TOKENS—HE'S IN TOWN (Screen Gems-Columbia, BMI) (2:20)—A haunting lament with distinctive sound. Could be a really big one for this talented group. Flip: "Oh Cathy" (Bright Tunes, BMI) (2:23). **B.T. Puppy 502**

PROGRAMMING SPECIALS

HOT POP

- PAUL ANKA—In My Imagination** (Tobi-Ann, BMI) (2:11)—It's Easy to Say (Spanka, BMI) (2:35). **RCA VICTOR 8396**
- BOOKER T. AND MG'S—Soul Dressing** (East, BMI) (2:42)—MG Party (East, BMI) (2:22). **STAX 153**
- THE SHERRYS—No No Baby** (Merjoda, BMI) (2:22)—That Guy of Mine (Merjoda, BMI) (2:15). **MERCURY 72256**
- THE ANIMALS—The House of the Rising Sun** (Gallico, BMI) (2:58) Talkin' 'Bout You (Progressive, BMI) (1:55). **MGM 13264**
- LOU RAWLS—I Fell in Love** (Metric, BMI) (2:21). **CAPITOL 5227**

- LONNIE MACK—Chick'n Pick'n'** (Carlson, BMI) (2:03)—Sa-Ba-Hoola (Carlson, BMI) (2:02). **FRATERNITY 932**
- FOUR PREPS—The Girl With a Top** (Lar-Bell, BMI) (2:07). **CAPITOL 5236**
- DICK DALE AND HIS DEL-TONES—Glory Wave** (Laughter, BMI) (2:01). **CAPITOL 5225**
- ROOSEVELT GRIER—In My Tenement** (T. M., BMI) (2:40). **RIC 112-64**
- BILL HALEY AND HIS COMETS—Yeah! She's Evil** (Hill & Range, BMI) (2:06). **DECCA 31650**

POP STANDARD

- MR. ACKER BILK—Dream Ska** (Andante, ASCAP) (2:55)—Ska Face (Lad, BMI) (1:57). **ATCO 6311**
- BILL PURSELL—Crying** (Acuff-Rose, BMI) (3:02)—I'll Never Be Free (Laurel, ASCAP) (2:27). **COLUMBIA 43090**
- BING CROSBY—On the Alamo** (Kahn-Bantam, ASCAP) (2:51)—Avalon (Remick, ASCAP) (1:40). **DECCA 25643**

(Continued on page 35)

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.

POP STANDARD SPOTLIGHTS

JIMMY DURANTE—WHEN LOVE FLIES OUT THE WINDOW (Sea Lark, BMI) (2:10)—**THIS TRAIN** (Jay-Bar, ASCAP) (2:40)—Happy melody done up in contemporary style. "The Schnoz" is surrounded (as always) by la-la chorus and a bright beat. Look out for Jimmy comin' down the track full blast on the flip. He belts the rollicker in fine voice backed by a zippy arrangement and bouncy chorus. **Warner Bros. 5456**

KAI WINDING—DON'T BLOW YOUR COOL (Aalborg, ASCAP) (1:50)—A zesty arrangement of "In the Good Old Summertime" and "Merry Old Oldsmobile." Plenty of bounce. Excellent programming instrumental. Flip: "New Song of Indie" (Helios, BMI) (2:16). **Verve 10328**

CHAD STUART AND JEREMY CLYDE—A SUMMER SONG (Unart Weart, BMI) (2:38)—First-class tune, performance and presentation. The duo handles the ballad gently against a background of strings. Flip: "No Tears for Johnnie" (Unart Weart, BMI) (2:18). A Civil War glory saga with folk sound. **World Artists 1027**

LUCILLE STARR—JOLIE JACQUELINE (Hill & Range, BMI) (2:20)—**YOURS** (Marks, BMI) (2:25)—Great arrangement and performance. Lucille sings dual-track in English and French with up-dated twist beat backing and Hirt-type trumpet in support. Simply great. Flip features Miss Starr's vocal tenor reminiscent of Vera Lynn and the late Piaf. Smaltzy onion-flavored treatment of standard. **Almo 209**

BOBBY GOLDSBORO—ME JAPANESE BOY I LOVE YOU (Jac-Blue Seas, ASCAP) (2:25)—Material and approach in different groove. Romantic and simple ballad that seems to click. Flip: "Everyone But Me" (Unart, BMI) (2:23). **United Artists 742**

Album Reviews on Page 50

COUNTRY & WESTERN SPOTLIGHTS

WANDA JACKSON—I'M MAD AT ME (Screen Gems-Columbia, BMI) (2:23)—Bouncy country melo-drama. Wand's unbeatable styling is expectedly evident throughout. Flip: "Leave My Baby Alone" (Central Songs, BMI) (1:59). **Capitol 5228**

HANK LOCKLIN—I WAS COMING HOME TO YOU (Lowery, BMI) (2:29)—Cool and clear message pointedly related by one of the nation's top country vocalists. Flip: "Hello Heartache" (Marks, BMI) (2:15). **RCA Victor 8399**

BENNY BARNES—BAR WITH NO BEER (Tracie, ASCAP) (2:39)—Dig the lyrics on this crasier. Country piano and weeping guitar lend valuable support. Great performance. Flip: "Headed for Heartbreak" (Big Bopper, BMI) (2:35). **Hall-Way 1203**

SONNY JAMES—ASK MARIE (Acuff-Rose, BMI) (2:37)—**SUGAR LUMPS** (Raleigh, BMI) (2:10)—Top-notch ballad. James takes to the recitation bit for extra emphasis to fine solo. Flip is the side that may well interest pop stations. **Capitol 5197**

CONNIE HALL—YELLOW ROSES (Fairway, BMI) (2:11)—**BACK TO LONELINESS** (Martin, BMI) (2:29)—Connie sings in the traditional style. Weeper with soft and tender approach. Flip is in same vein with chorus in close support. **Decca 31652**

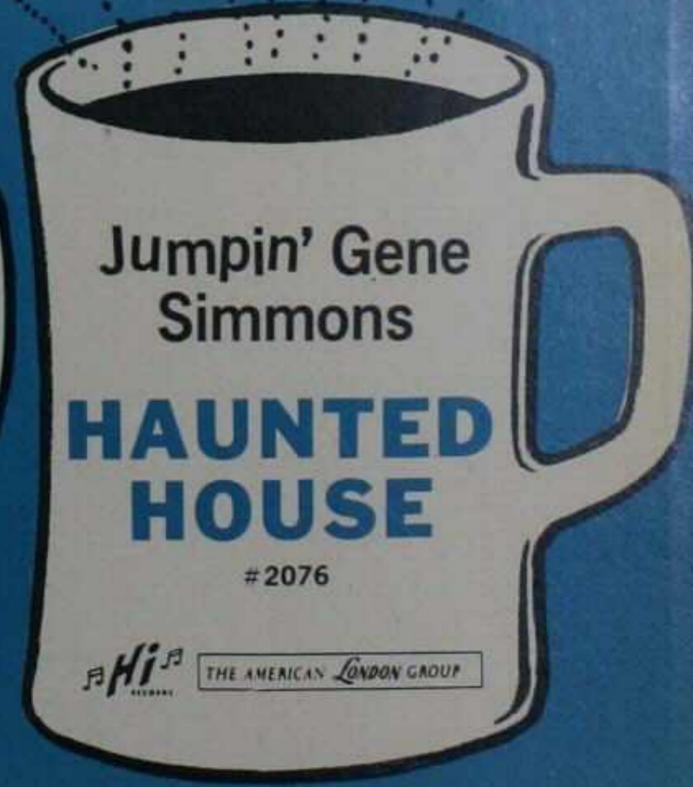
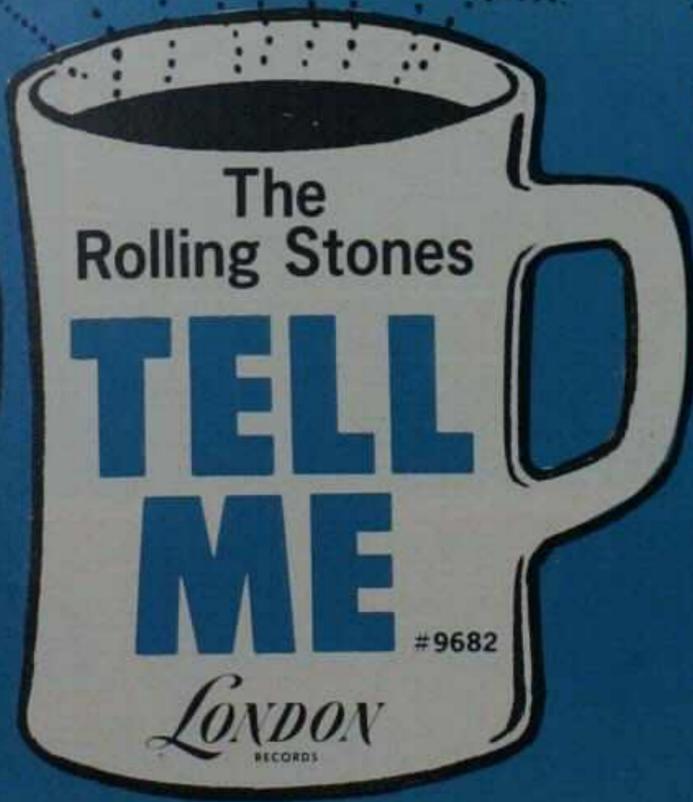
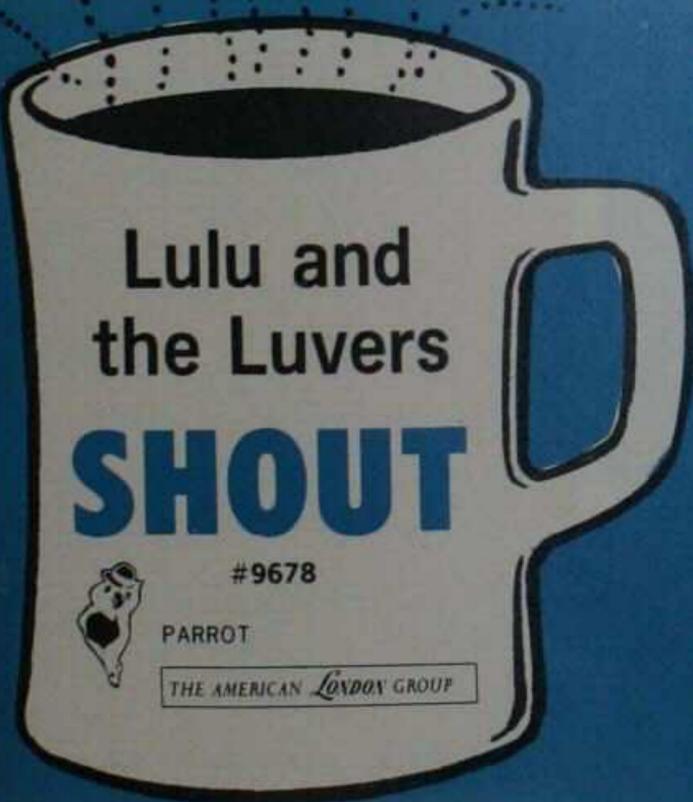
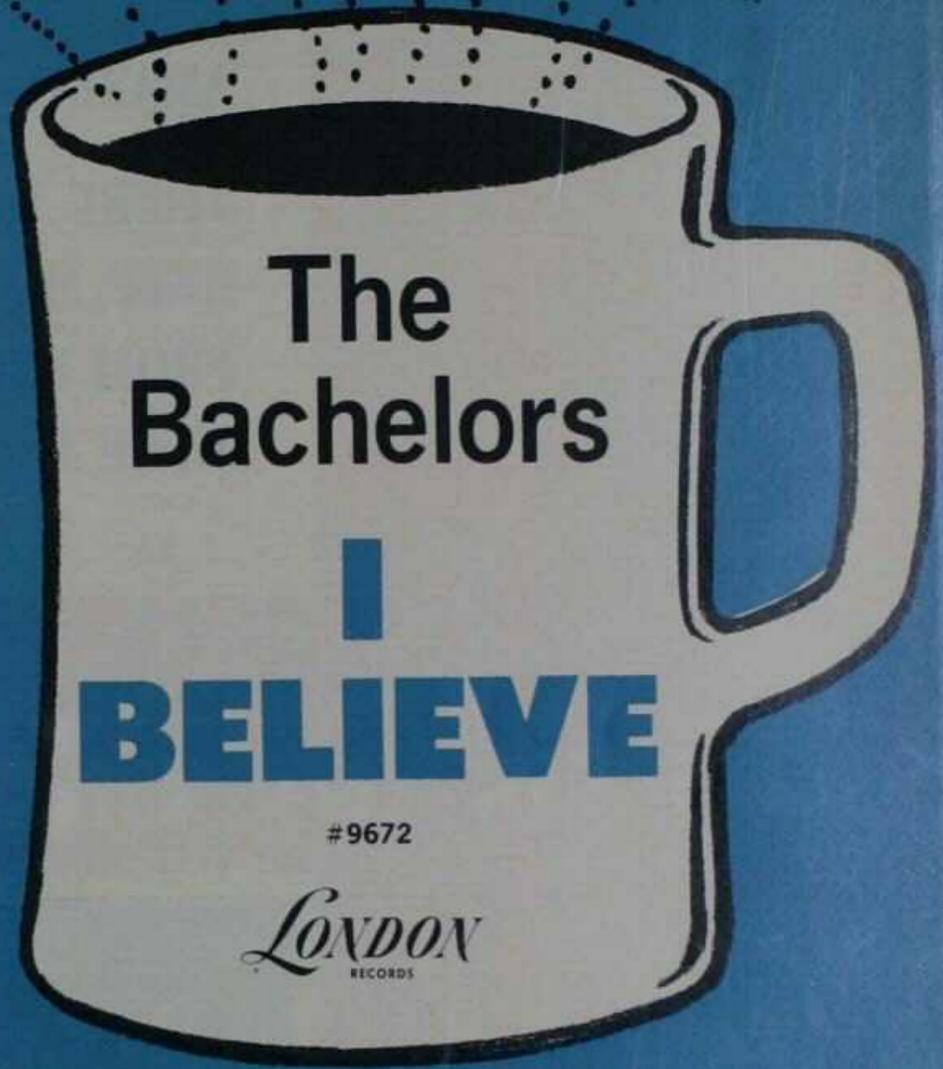
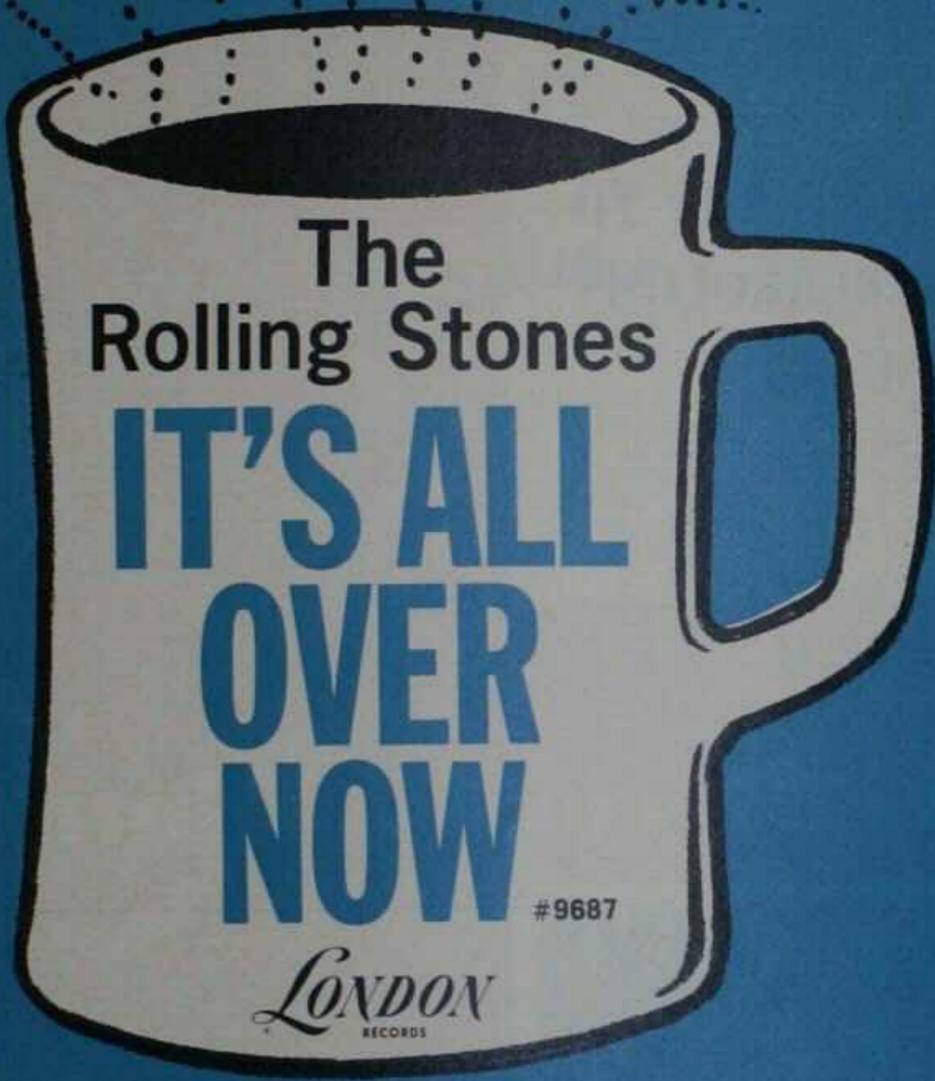


COMEDY SPOTLIGHTS

BEN COLDER—THE DOBRO'S CATCHIN' ON AGAIN (And I'm Gonna be a Star) (Channel, ASCAP) (2:40)—The Dobro's a guitar and Colder comically describes in twang how he's gonna knock the Beatles off the chart with his type of vocalizing. Funny bit. Flip: "TV Westerns" (Channel, ASCAP) (2:45). **MGM 13262**

HOW HOT IS *LONDON*?

TRY SOME AND FIND OUT



**ALL FIVE ARE STRONG
ON THE CHARTS**

LONDON
RECORDS

Copyrighted material

This is what Andre Previn said...

**“MARVELOUS, VERY GOOD,
FINE, EXCELLENT,
AMAZING ...**

**THERE WILL BE NO WAY TO
KEEP MARILYN BURROUGHS
FROM BECOMING A
HUGE SUCCESS!”**

This is the Philips Records album



PHI 200-137/PHS 600-137

**A Sizzling Hit
in the Making!!**



Exclusively recorded by
Philips Records
One World of Music on One Great Label

Allied Music Sales Has Profitable Duo

LOS ANGELES—Allied Music Sales has hit upon the right product combination for healthy business: Latin American records and broad tape representation.

Irving Shorten, Allied's president, reports business has broadened in both areas. In the Latin field, he represents such lines as Fuentes, Montilla, Seeco, Miami, Columbia and Gema. "Latin music is a field to reckon with," he says, "because its not confined to a small group anymore. People are getting broader musical tastes because they're traveling more and schools are stressing foreign language instruction and music appreciation courses.

Allied, which has been in operation 14 years, handles both Latin singles and LPs and Shorten reports summer sales have been good thus far. He says that not only are the pure Latin music stores buying repertoire, but outlets like Music City purchase the authentic thing also.

"Latin hits are not like pop hits," Shorten explains. "They build over a longer period." He says times have changed when a Latin record was dependent upon its being tied to a dance, ergo the mambo and cha cha

Jo-Ann Campbell, Troy Seals Merge

NEW YORK—Jo-Ann Campbell, blonde singing star of the picture, "Hey Let's Twist," and Cameo Records, was married to singer Troy Seals, of Atlantic Records, recently at the home of family friends, Mr. & Mrs. Peter Heck in Indianapolis, Ind.

They met about a year-and-a-half ago at the Peppermint Lounge, Shreveport, La., where Jo-Ann was appearing and Troy and his group were completing a six-month engagement. Since then, they have appeared together many times and last summer combined their talents to tour the east coast resort areas as a unit. They are both managed by Don Seat.

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1500-room, world-acclaimed SHERMAN HOUSE

Yes, everything has been newly decorated just for you and yours. And our popular prices extend even to our fabulous gourmet restaurants...

COLLEGE INN-PORTERHOUSE
Porterhouse Lounge/Grill
Well-Of-The-Sea, Celtic Cafe

Everything exciting is within walking distance. Free radio and TV. Drive-in garage parking.

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SHERMAN HOUSE

Clark & Randolph/Chicago/FR 2-2100

ADT Opens New Wired Operation

DETROIT — Wired music service for industry, offices, restaurants and other clients was inaugurated here this month by the 90-year old American District Telegraph Company (ADT). The project is the pilot operation for a planned series of music networks extending across the country. ADT is one of the communications pioneers, specializing in protection service to business through burglary and fire alarm hookups.

The Detroit program was introduced after a survey indicated that this city offered a potentially lucrative field for the service, largely preempted by Background Music, Inc., the Muzak franchisee.

Programming is supplied by Magnatronics, Inc., offering a 120-hour program, completely changed every 35 days, but controlled by an intersperser console so that the program itself is never repeated in the same sequence during its five-week run. Service is provided on a 24-hour, seven-day basis, offering the same program to all clients.

Animals Roar Right to Top

NEW YORK — When you have an animal for a trademark, as MGM Records has with its lion, a promotion man's dream comes true when he gets the job of promoting a recording group called "The Animals."

For an experienced hand like MGM's Sol Handwerker, the job is aided somewhat when the group makes its first appearance on the English charts at No. 16, jumps to No. 3 the following week, then goes right to the top slot the next week.

The hit single, "House of the Rising Sun," is being given top promotional priority in the U. S. not only by Handwerker but by Lenny Scheer, single sales director and Frank Mancini, promotion director. Disk jockeys around the country are receiving boxes of animal crackers specially wrapped with promotional messages and a direct mail campaign is being launched to dealers, one-stops and juke box operators.

Radio programmers also have the opportunity of winning an expense-paid trip to the New York World's Fair and a trip to Central Park Zoo.

cha. Shorten believes people are now enjoying Latin music for artistic as well as terpsichorean reasons.

In the tape field, Shorten feels this is the business of the future. His tape business has increased 100 per cent in the last six months. The reasons? "People are buying more machines. They've learned they get more value with tape over records. Price thus doesn't hold back sales anymore."

Allied handles Reprise, United Artists, Dot, Command, plus several smaller lines. Shorten anticipates adding more tape lines in the future. Why, he asks, not continue with a good thing?

Bob Miller Dies at 73

NEW YORK—Veteran musician Robert (Bob) Miller died July 7. He was 73. He had worked for Leo Feist, Warner Bros. and his own music publishing firm of Schuster-Miller, Inc., and was an ASCAP member.

He was active in fund-raising for the charity and relief fund of the Professional Music Men's organization and had been president and a director of that organization and of the Music Publishers Contact Employees group.

He is survived by his widow, Rae, and a son and daughter.

Edison Awards Gala Sept. 25

AMSTERDAM — Holland's State Secretary for Education, Arts and Sciences, Dr. L. J. M. van de Laar, will present the Edison Awards at the fifth Grand Gala du Disque for classical music at the Concertgebouw Sept. 25.

Prior to the presentation of awards, the Concertgebouw Orchestra will give a concert, directed by Bernard Haitink and featuring Regine Crespin, Boris Christoff and Claudio Arrau as soloists.

The Edison awards, named after Thomas A. Edison, have met with growing consumer reaction after their inaugural by the association of record manufacturers.

Gypsy Combos Flourish

BUDAPEST—Hungarian musicians—gypsy combos—are on the move all around Europe. About 80 per cent of these are in western countries, playing for music lovers in restaurants, cafes, bars and dance halls.

In 1963, 68 gypsy bands, 56 dance combos and five combined bands were on tour, involving 640 musicians and 60 singers. Half of the musicians are on a full year contract. Since the musician's average earnings are about \$300 per month, the grand total amounts to about \$1,152,000.

The State Concert Agency takes a 10 per cent commission, which, in turn, does nothing to promote the export of light mu-

sic performers. The entire job is handled by an official in charge of light music at the Musicians Trade Union. Interested employers usually visit Budapest and call on this one man.

Among the western countries utilizing Hungarian musicians are West Germany, the four Scandinavian countries, Spain, Switzerland and Holland. The first Hungarian band is set to go to Iceland, Austria, France, England and Italy will not give working permits to foreign musicians.

For the first half of 1964, there has been a 30 per cent increase in Hungarian musicians traveling outside the country.

NEWS OF THE WORLD

HOLLAND

The Netherlands String Quartet left Holland for the United States to take part in the Aspen, Colo., music festival. The ensemble will also give concerts at festivals in California... Dutch composer Marius Monnikendam left for Surinam and the Netherlands Antilles where he will perform his own compositions. He will also give concerts in New York, Minneapolis, Toronto and Montreal... Pianist Marinus Flipse returned from Australia, where he gave concerts with violinist Henryk Szeryng in Sydney, Melbourne, Perth and Adelaide... Italian "do-it-yourself" engineer-composer-guitarist and singer Georgio now works exclusively for Basart Productions on the Fontana label... The contract between Adam Harasiewicz and Philips has resulted in the integral recording of the Chopin Nocturnes (on two LP's)... Karin Kent, a 22-year old typist, has just recorded "Yes Sir, That's My Baby" for Fontana... Belgian singer Adamo's show "Rendez-Vous With Adamo" was shown again on TV.

SYDNEY

Festival Records are planning a saturation promotion campaign for the Ska, which has created considerable interest by articles published in American trade magazines, including Billboard's report on Atlantic's success using Ska dance instructions and TV appearances with Jamaican Ska Dancers. The Australian press has already devoted a good deal of space to reports on the new dance, and deejays are plugging Atlantic's "Jamaica Ska" which is to be rush released in all states of Australia on the Atlantic logo by Festival... Nine-year-old Jenny Bradley is being billed as another Judy Garland by Festival's Leedon Label. Already released are "Everything's Coming Up Roses e-w "Oh Johnny Oh." She has appeared on Johnny O'Keefe's "Sing Sing Sing" and the Delo and Daley TV show.

Belinda Music's export department is delighted with placing the recording rights of Billy Thorpe and the Aztec' hit record "Poison Ivy" and "Broken Things" with Bigtop Records for world distribution. Billy crashed into the limelight with this and his preceding disk, "Blue Day." This export for Festival Records and Linda Lea Records could have important results... Belinda has two of their current songs topping the Australian charts: "My Guy," recorded by Mary Wells and "You're My World," recorded by Gilla Black. Both of these ratings occurred within two weeks of each other. Though the current period is devoted to Beatlemania, the female vocalists have made it big. Further evidence is provided in the popularity of Dionne Warwick's "Anyone Who Had a Heart" and "Walk on By"; Betty Everett's "The Shoop Shoop Song," and now the latest chart smashers, "Chapel of Love," recorded by the Dixie Cups and Dusty Springfield's "Wishin' and Hopin'." Another disk scoring heavy is "Here I Go Again," recorded by the Hollies.

Frankie Davidson now in London, writes that his next session with EMI-Columbia Records will feature the Australian composition "Proud of You," written by Joe Halford and Jay Justin. The song was a hit when recorded by Justin on Columbia Records last year. Davidson is

also touring Germany this month... "He's My Bobby," a local song published by Victoria Music and recorded here on the Leedon Label, is to have an American release on the Vee Jay label... Philips Records has announced the formation of its own publishing company, called World Artist Music... The Gospel Film Ministry Ltd., Sydney, will enter the record field distributing the Gospel labels "Skylite" and "Word." Disks will be imported from the States and sold at the normal retail price of \$6.

LONDON

There is major excitement here over a new Columbia single by the Animals — a group from Newcastle. Though it is only the group's second disk and EMI had only pressed an advance of 60,000, orders topped 250,000 before it had been out a week... The Searchers' next single features another U. S. song, "Someday We're Gonna Love Again."... EMI hosted a reception for Jimmy Witherspoon — in for a season at Ronnie Scott's Club—at its Manchester Square headquarters. Four days later the company had another party to welcome the Crickets. The Bachelors win their first gold disk for million sales of "Diane."... Decca's subsidiary distributing company, Selecta, has picked up release of Alpha Records here, although the firm's product will continue to be available from the original distributor, Budget Records... Jack Heath, previously with Baton Music and Good Music, has been appointed general manager of the recently formed Rosa Music and is readying compositions by the company's new writer, Lionel Segal... Millie Small flies to New York July 27 for a press conference before going on to her Jamaican home for a holiday with her parents. She returns to the U. S. for three days of promotional business from Aug. 10... Publisher Teddy Holmes, badly injured when a fire gutted Chappell's London offices in May, has left the hospital and is convalescing... Promoter Vic Lewis is negotiating dates for Johnny Mathis here at the end of August, and EMI's Norman Newell is selecting songs for Mathis to record at his first session since he signed an exclusive British contract... Frank Sinatra will play London concerts Sept. 18, 19 and 20, Harold Davison has announced.

CHRIS HUTCHINS

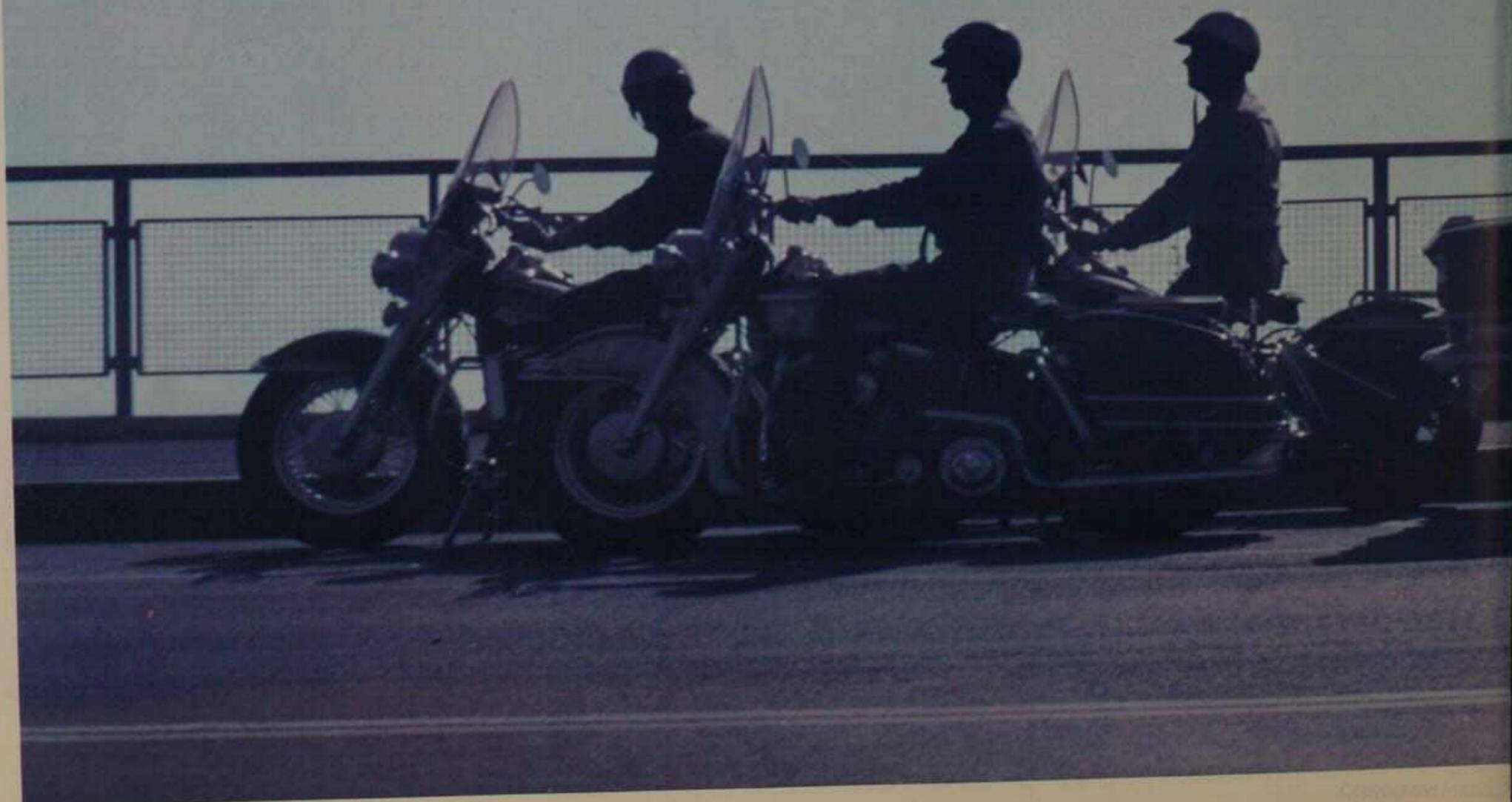
ROME

Cantagiro (Singing Tour) songs are making most of the news. In the lead now are Gianni Morandi and Giancarlo Guardabassi with the songs "In Ginocchio Da Te" (On My Knees Before You) and "Se ti Sento Sola" (If I Hear You Alone)... Greatest furor has been created by "The Fresh Egg," sung as the tour's theme by Loris Banana each evening. It has also been recorded by Gigi Pay for Style... Domenico Modugno, known for singing only his own compositions, is presenting the Charles Aznavour composition, "La Mamma," which he has recorded for Fonit, the fifth recording of this number in Italy... Cilla Black is the latest British hit artist for Carisch, which has been riding high with the Beatles... Meazzi's Lilly Bonato, who styles her singing after Caterina Valente, received special coaching from her favorite when they appeared together on TV's final "Dream Fair." SAM'L STEINMAN

BOBBY

And SOON to arrive in

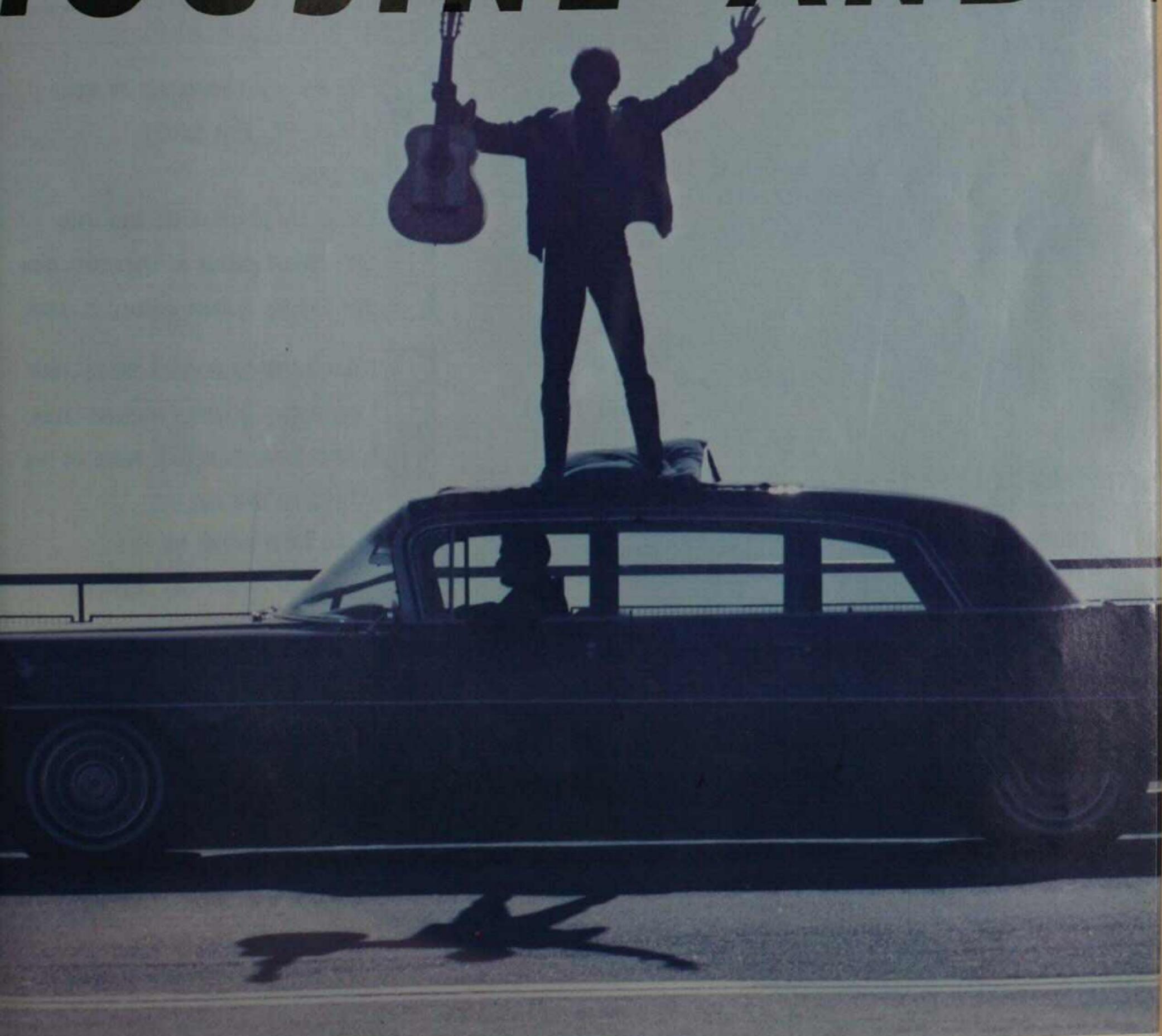
WITH HIS LI



JAMESON

YOUR city for interviews

MOUSINE AND



IS HERE

personal appearances

MOTORCADE!

See fold-over page for itinerary...

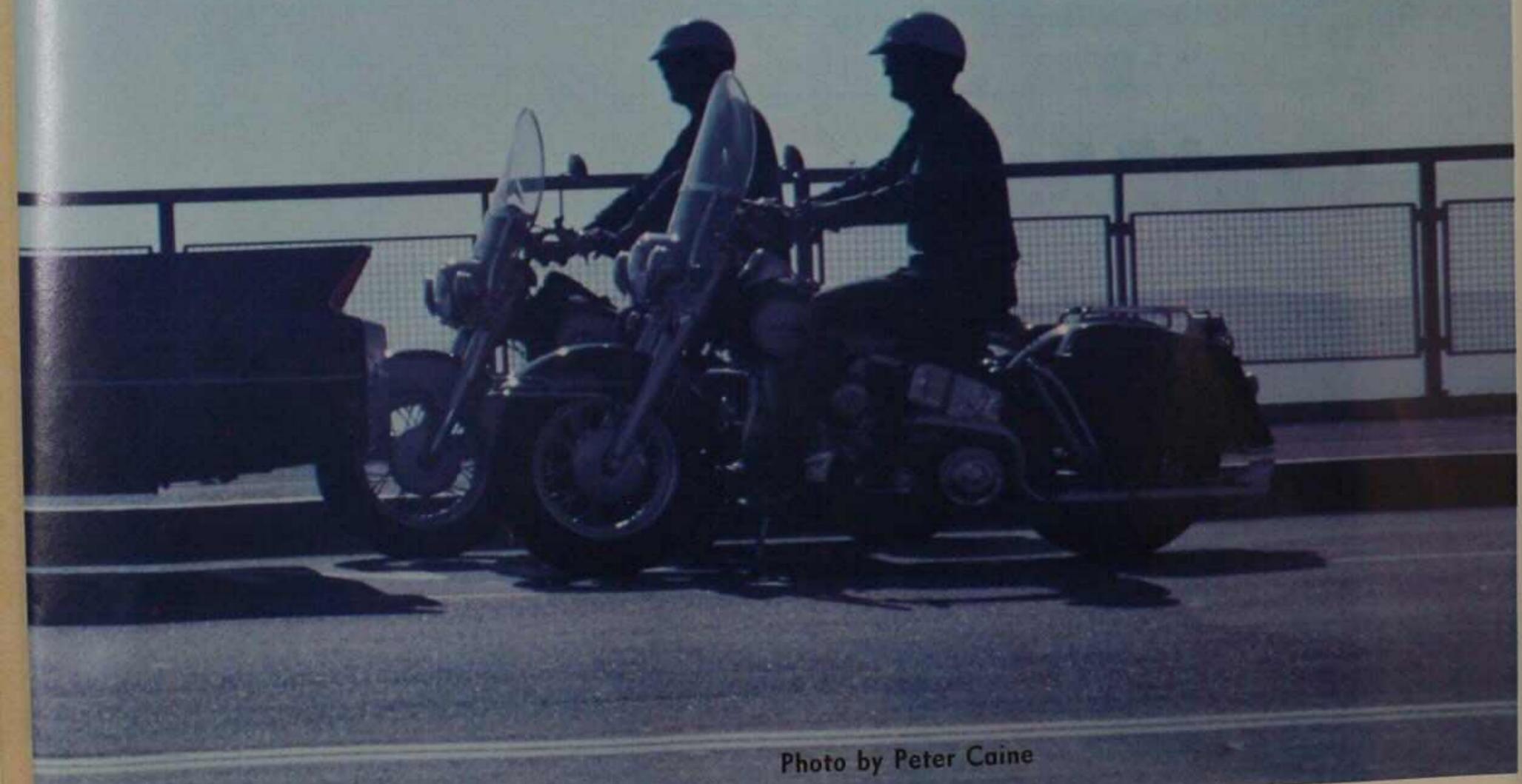


Photo by Peter Caine

BOBBY JAMESON'S

U. S. ITINERARY INCLUDES ...

JULY CALIFORNIA

20-24 Los Angeles—July 20

JULY 25-31 Arizona • New Mexico • Utah • Idaho
Nevada • Oregon • Washington
Montana • Wyoming • Colorado

AUG. 1-7 North Dakota • South Dakota
Nebraska • Kansas • Oklahoma
Texas • Louisiana • Arkansas

AUG. 8-15 Missouri • Illinois • Wisconsin
Iowa • Minnesota • Indiana • Ohio
Michigan

AUG. 16-23 Virginia • West Virginia • Tennessee
Alabama • Georgia • Florida
South Carolina • North Carolina

AUG. 24-31 Delaware • Rhode Island • Maryland
Pennsylvania • Connecticut
New Jersey • Vermont
New Hampshire

SEPT. 1-4 NEW YORK

★

*Watch your newspapers and trade papers
for the announcement of Bobby's arrival*

★

D. J. and Distributor Records
NEXT WEEK



Stereo Disk Boom in Japan; Sales Triple in Two Years

TOKYO — Along with the stereo music boom prevailing in Japan, stereo disks are racking up large sales. The dollar volume of stereo records produced in 1961 was \$9,360,000 at factory price. It rose to \$25,000,000 in 1963, an increase of almost three times in two years. Until a few years ago, recorded stereo tapes were only an attraction to radio stations and audio fans. Shops could not sell more than two or three reels a

month. However, the recent popularization of tape players, technical improvement of stereo reproduction, and debuts of two FM stations, have served tremendously in augmenting stereo tape sales. Trading firms import most of tapes from the U. S. At present CBS tapes are registering the best sales, with RCA Victor, Kapp and others following.

Customers largely choose tapes with loud and most realistic sound effects; popular music with percussion instruments loudly recorded or classic piano concerto or symphony orchestra music. They are played on Sony, Teac, Akai and Denon players which sell for about \$280 each.

A&A Japan, a firm which has been importing Audio Fidelity tapes since January, also released a low-priced stereo tape player priced at \$41. But there is skepticism about its reproducing capability because of its low price, and sales are not picking up. The current best seller is seven-inch tape which plays from 25 to 40 minutes at the price of \$8. Tapes of this category originally sold at \$11, but were later reduced by \$3.

More than a score of FM stations will be licensed within two years. This will further popularize stereo music. Future prospects for tape business looks very rosy.

Keeley Smith Rejoins Reprise

HOLLYWOOD — Keely Smith has rejoined Reprise and her first product is the single, "Sunday Morning." Product planning will be handled by a&r director Jimmy Bowen, who hopes to record her this month before she departs for a summer tour of Europe.

Dutch Composer Is Honored

HILVERSUM, Holland — Malando, Dutch composer, was honored at the Vara Studios here on his 25th anniversary in the music industry. The Dutch Network Association, which has used Malando's orchestra for many years, tendered the affair. Vara secretary J. B. Broekss paid tribute to Malando's contributions to better world understanding through his many compositions.

Phonogram's J. Haslinghuis took part in the tribute as did Piet Beishizon, Philips' public relations director. On behalf of Japanese record dealers, Malando was given a Japanese painting of himself by Beishuizen, since the composer-conductor's works are well known in the Orient. Beishuizen announced the release of a special Philips' album, "25 Years of Malando's Best Known Tangos."

WAGNER POST IS CONFIRMED

HOLLYWOOD—Capitol has confirmed the appointment of Bill Wagner as a&r staff coordinator, exclusively reported in Billboard June 13. He reports directly to Karl Engemann, a&r director, and will work closely with Engemann and Voyle Gilmore, a&r vice-president, in maintaining liaison between a&r and sales.

RITA ON TV— UNKNOWINGLY

MONTEVIDEO — After successful appearances here on Radio Ariel, at the Plaza Theater, and on TV, Rita Pavone left for Brazil not realizing she would be getting continuing exposure on TV.

A videotape, taken during a rehearsal of her TV show here, was made without her knowledge. When shown a week after her regular appearance, the sponsor of the original show took the case to lawyers. Rita's manager did the same when he heard of the unauthorized showing.

Meantime, her single records are selling well and RCA Victor has two albums that are also moving well here.

Philips Bows 6 New LP's

CHICAGO—Albums by the Four Seasons and Lester Lanin highlight Philips Records release this week of six new LP's. The package is accompanied by a 10 per cent discount plan plus hefty merchandising and promotional support. The discount applies to the six new albums plus the entire Philips catalog.

Merchandising aids consist of two "Insert Into Album Die-Cut Cards," to be used with die-cut jackets. One is in support of the two new Lanin LP's and has a 15-inch illustration of a dancing couple with the message, "If You Want to Dance, You'll Want Lester Lanin."

The second card is for the Four Seasons' "Rag Doll" LP and has a 15-inch line drawing of a rag doll in die-cut form. The doll peers over a child's blackboard with appropriate sell copy chalked in. Other albums in the new release are by the Double Six of Paris, Johnny Sea and Michel Legrand.

Tower Picks A&R Chief

HOLLYWOOD—After weeks of interviews with 12 candidates, Eddie Rey has been selected a&r director for Tower Records by President Gordon Fraser.

He leaves Imperial after 10 years, first as Lew Chudd's assistant and more recently as a&r co-ordinator under Liberty's aegis. Rey's selection is an indication in which direction Tower is headed. His experience and contacts have been in the rock 'n' roll and r&b fields. "We will stay primarily in the teenage field," Fraser told Billboard.

Daisy Records Sues Superior

NEW YORK—Daisy Records, Inc., has filed suit in the Civil Court of the City of New York against Superior Record Sales Company, Inc., for \$2,835.10 allegedly owed the plaintiff. The firm also seeks interest on the sum from Nov. 7, 1963.

According to the complaint, between Nov. 7, 1963, and April 30, 1964, the plaintiff sold the defendant goods at an agreed-upon price of \$3,496, of which the defendant was entitled to a credit of \$660.90 for merchandise returned.

Daisy is seeking to recover what it claims is the balance.



THE BEACH BOYS receive Billboard's Top Single Award for the disk, "I Get Around," from Billboard's West Coast advertising manager, Bill Wardlow, prior to their leaving for personal appearances in Hawaii.

PETE SEEGER AT HIS BEST ON FOLKWAYS RECORDS



- FA 2320 American Favorite Ballads, Vol. 1
- FA 2412 Pete Seeger at Carnegie Hall
- FN 2501 Gazette
- FN 2502 Gazette, Vol. 2
- FC 7001 American Folk Songs for Children
- FC 7525 Sleep-Time Songs and Stories
- FC 7526 Songs and Play-Time with Pete Seeger
- FI 8303 5-String Banjo Instructor
- FI 8354 The Folksinger's Guitar Guide

BR 302 Broadside, Vol. 2
30 other Pete Seeger albums available
Write for our free catalogue of 1,200 LP's
FOLKWAYS RECORDS
165 West 46th Street New York 36, N.Y.

coming . . .



WARNER BROS. **reprise**

JOHNNY CASH BELSHAZAH

b/w

WIDE OPEN ROAD

SUN #392

SUN RECORDS

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Claudine Clark (The Party Lights Girl)

has a rockin' new hit!

STANDIN' ON TIP-TOE

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Exclusively on T.C.F. Records
A division of



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Billboard

BUYERS AND SELLERS THROUGHOUT THE WORLD
USE IT—KEEP IT—REFER TO IT
YEAR ROUND!
EVERYONE AND EVERYTHING YOU NEED—FROM
RACK JOBBERS TO RECORD MANUFACTURERS—FROM
SLEEVE SUPPLIERS TO TRADE ASSOCIATIONS—FROM
GALVANO PLATING TO RECORDING STUDIOS—FROM
US. DISTRIBUTORS TO FOREIGN PUBLISHERS—FROM
IMPORTERS/EXPORTERS TO LOCAL PROMOTION MEN.
DON'T MISS THE ISSUE THAT LISTS
EVERYONE YOU'RE LOOKING FOR . . .

AND IS USED BY EVERYONE WHO'S LOOKING FOR
YOU

Billboard's 1964-'65 International Buyer's Guide

The most valuable reference source published for the music-record industry

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City _____ Zone _____ State _____
Type of Business _____ Title _____

Modern Radio Not Push-Button

By BILL GAVIN
Contributing Editor

A STATION MANAGER recently said to me, "I don't go along with this modern radio. My station programs for adults. Let the formula stations entertain the kids." I did my best to explain that "modern" radio means a lot more than that, but it didn't do much good.



I asked another radio man what he thought about modern radio. "I'm all for it," he said. "Out station is really modern. Top 40 survey, jingle package, time and temperature, news highlights every half hour, contests and prizes, keep the deejays from yakking—we've got all the modern gimmicks."

Interesting to note, neither of these gentlemen was speaking for a winning station. Manager No. 1 claimed that the audience measurement services were phony because he knew "lots of people" who listened to his station. Manager No. 2 is perpetually optimistic that the next rating will move him up out of the No. 4 spot to which his station currently clings.

MODERN RADIO is not teen-age programming. Modern radio is not gimmicks, copied from some successful operation. There are so many different opinions about, and explanations of, modern radio that I offer the comments that follow with some diffidence, realizing that others may have a different—and possibly a better—description.

Modern radio starts with people. It grows out of a genuine respect for people's interests, problems, tastes and feelings. Modern radio programming aims first at understanding what people want to hear, and then at giving them that plus something more. A continuing contact with living trends in all the many things it has to offer forms the basis of modern radio. Its program rule is objectivity. This is why sterile imitations of formulae and gimmicks show themselves so often to be vulnerable to aggressive competition. Modern radio, is briefly, audience centered.

Modern radio needs and uses a high degree of technical skill. The average listener seldom notices the expert efficiency with which records and tape cartridges are cued and started. Actually, if the technique is apparent to the listener, something is wrong with it. Skill and planning provide the continuous flow of sound and the feeling of movement that are characteristic of today's most successful radio.

TO BE PROFITABLE, radio must operate economically. In contrast to present day radio, the standards of the old network days seem incredibly wasteful, with their writers, producers and sound effects men, with announcers killing time while they waited to give the station call letters in-between the network programs. The margin of profit is much smaller today, and the average effort required from each employee is proportionately greater.

Modern radio is more than entertainment. It is also companionship. It is a friendly voice in a

hospital room, in a car, or in a lonely farm house. To be a companion, radio stations have emerged from the electronic anonymity of relay transmitters of entertainment, and have assumed personality and character of their own. Radio, like a good friend, is dependably there and dependably the same.

Pleasing an audience does not consist entirely of providing what people want. Very often, people don't know what they like in the way of entertainment until they've tried it. Pleasing the audience consists largely in planning something that the audience will like. Surprise, novelty and variety are all part of modern radio. It takes creative imagination, often the combined work of many dedicated people, to keep radio continually alive and interesting. Some people call it showmanship.

Modern radio is the disk jockey. He is the voice of the station. He does much more than play records and talk about them. He may be casual or rapid fire; he may be witty or sincere; whatever he is, is the key to a station's acceptance by the public.

MODERN RADIO is a living part of its community. Whether it's the support of the symphony or of a children's hospital or of a high school record hop, radio is doing something with and about the community where it lives. The old promotion idea was "Listen to us." Today, radio listens to people. More and more, stations are inviting listeners to phone, and the phone calls are being broadcast. Modern radio is successful in this joint participation project only as it demonstrates concern and awareness of its listeners as co-partners in the same community of interests.

News has always been an integral part of radio. Even television's tremendous immediacy in the coverage of such major events as political conventions and the World Series has not reduced the listener appeal of radio's consistently broader scale reporting. The early 1950's saw the beginning of the trend away from four to five quarter hour newscasts per day to the present prevailing practice of shorter summaries every hour or half hour. The news director in today's radio is also a public relations director, guiding his station's participation in community affairs.

Above all, modern radio is music. Practically all conceivable musical tastes can find satisfaction on radio's AM and FM dials. The music comes, of course, from records. Without the rich variety of music made available by the record business, modern radio as we know it could not survive. A station's selection of recorded music for airplay largely determines the type and size of its audience. Whether in the field of country music, blues, jazz, rock, pop or concert, modern radio accepts the principle that listener preference, as demonstrated by record sales and other measurable response, is the guide line to programming.

Modern radio is not the same as it was yesterday, nor will it be the same tomorrow. It is always responsive to new trends, open to new ideas. Within the structure of modern radio there have always been those leaders who are willing to pioneer new concepts and approaches. As long as courage and vision survive among broadcasters, there will always be modern radio.

YESTERYEAR'S HITS

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

POP—5 Years Ago July 27, 1959

1. Lonely Boy, P. Anka, ABC-Paramount
2. The Battle of New Orleans, J. Horton, Columbia
3. Tiger, Fabian, Chancellor
4. Waterloo, S. Jackson, Columbia
5. A Big Hunk o' Love, E. Presley, RCA Victor
6. My Heart Is an Open Book, C. Dobkins Jr., Decca
7. There Goes My Baby, Drifters, Atlantic
8. Lipstick on Your Collar, C. Francis, MGM
9. Forty Miles of Bad Road, D. Eddy, Jamie
10. Personality, L. Price, ABC-Paramount

POP—10 Years Ago July 31, 1954

1. Little Things Mean a Lot, K. Kallen, Decca
2. Hernando's Hideaway, A. Bleyer, Cadence
3. Three Coins in the Fountain, Four Aces, Decca
4. Sh-Boom, Crew Cuts, Mercury
5. Little Shoemaker, Gaylords, Mercury
6. Happy Wanderer, F. Weir, London
7. If You Love Me (Really Love Me), K. Starr, Capitol
8. I Understand Just How You Feel, Four Tunes, Jubilee
9. Little Shoemaker, H. Winterhalter, RCA Victor
10. Sh-Boom, Chords, Cat

RHYTHM & BLUES—Five Years Ago—July 27, 1959

- There Goes My Baby, Drifters, Atlantic
Personality, L. Price, ABC-Paramount
You're So Fine, Falcons, Unart
What a Difference a Day Makes, D. Washington, Mercury
There Is Something on Your Mind, E. J. Horton, Columbia

- What'd I Say, R. Charles, Atlantic
I Only Have Eyes for You, Flamingos, End
Lonely Boy, P. Anka, ABC-Paramount
I'll Be Satisfied, J. Wilson, Brunswick
The Battle of New Orleans, J. Horton, Columbia

WVPO AIDS BLAST VICTIMS

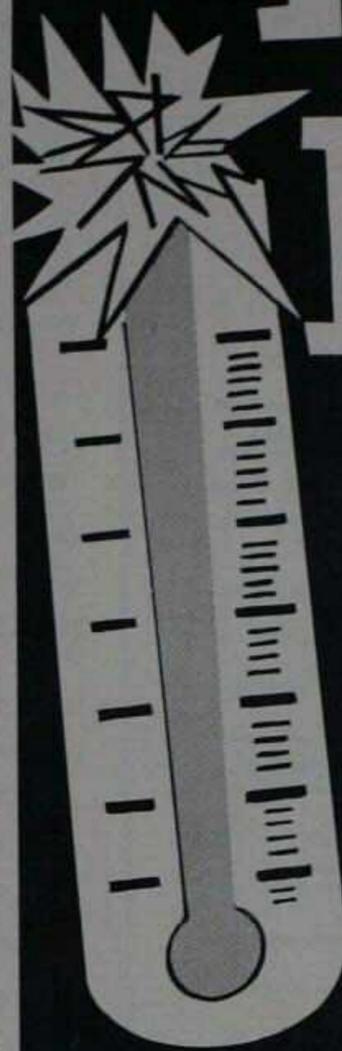
STROUDSBURG, Pa. — On June 26, news wires carried the story of a tragic blast of an explosive-laden truck which killed six, including three firemen.

The blast demolished three pieces of fire-fighting equipment of the Marshall Creek Fire Company Volunteers, a Pocono Mountain community nearby Stroudsburg, as well as inflicting an estimated \$1,000,000 damage to homes and other buildings near the explosion site.

WVPO, "The Voice of the Poconos," began a drive for disaster funds almost immediately. As of July 6, WVPO has helped raise \$40,000 for the "Marshall Creek Disaster Fund."

Last week Congressman Fred B. Rooney, representing Pennsylvania's 15th Congressional District, thanked WVPO for its "tremendous job."

RED HOT



SUMMERTIME
SMASH!

DALE and GRACE

"DARLING
IT'S WONDERFUL"

"WHAT'S HAPPENING
TO ME"

MONTEL #930

BEST
SELLING
ALBUM
MLP 100



J/G JAMIE/GUYDEN Dist. Corp.
Phila. 21, Pa.

LITTLE RICHARD RETURNS

To **POP** Recording...

And He Has A **HIT!**

**"BAMA LAMA
BAMA LOO"**

by

**Little
RICHARD**



★
Specialty #692

Specialty Records
8300 Santa Monica Blvd. Hollywood, Calif. 90069

Assn. Plans Progress

NASHVILLE—The effort of gospel music leaders to organize a trade association is fast becoming a reality.

More than 50 people representing the gospel music industry recently attended an organizational dinner meeting in Nashville and elected a 13-man steering committee to plan the formation of the organization.

The steering committee, representing all phases of gospel music, is composed of A. O. Stinson, TV and radio; John T. Benson Jr., publishers; Brock Speer, performers and singers; Cecil Scaife, recording companies; Don Light, trade publi-

cations; Roy Drusky, licensing societies; James Wertherington, writers and composers; J. G. Whitfield, promoters, and Jake Hess, Herschel Lester, Larry Scott, Ronnie Page and Smitty Gatlin, members at large.

The committee met in Nashville June 23 and drew up a constitution and bylaws for submission to a general meeting. Brock Speer was named chairman of the membership committee and has launched an intensive membership drive.

The steering committee is scheduled to meet again July 28 at the Capitol Park Inn, Nashville.



SMITTY GATLIN (center) of the Oak Ridge Boys signs an exclusive Skylite recording contract. Others seated are, left, Hovie Lister, vice-president, and J. D. Sumner, general manager, of Skylite. Standing, left to right: James Blackwood, president of Skylite, and the other Oak Ridge Boys.

PROFILE

The Statesmen Quartet

The Statesmen Quartet, with Hovie Lister, RCA Victor recording artist, travel over 100,000 miles each year, making over 200 personal appearances in auditoriums, ballparks and coliseums.

The Statesmen contribute more to the industry of gospel music than just sing. They own four gospel music publishing companies. They print and distribute song books and sheet music, and jointly own Skylight

Recording Company, and "Singing Time in Dixie," a syndicated television show, with the Blackwood Brothers Quartet.

Presently, the busy quartet consists of Hovie Lister, emcee, pianist and manager; Rosie Rozell, Jack Toney, Doy Ott and Jim Wetherington.

The Statesmen, known to thousands of fans as a singing group, are known as a complex organization to the gospel music industry.



THE STATESMEN QUARTET, shown above taping their syndicated television show, are, left to right: Rosie Rozell, Jack Toney, Doy Ott, Jim Wetherington, with Hovie Lister at the piano.



THE PROPHETS QUARTET, members of the Gospel Singing Caravan TV production, have a new album release on Sing Records entitled "The Piano Artistry of Joe Mascheo and the Prophets Quartet" (Sing 3004), which features six selections by Mascheo on piano and six selections by the Quartet. (Advertisement)

Skylite Signs Oak Ridge Boys

MEMPHIS — James Blackwood, president of Skylite Record Company, has announced the signing of the Oak Ridge Boys to an exclusive recording contract. The contract also includes an exclusive television pact with Statesmen-Blackwood Productions.

The Oak Ridge Boys will join the Statesmen, the Blackwood Brothers, the Speer Family, the Rebels Quartet and the Stamps Quartet on "Sing Time in Dixie," an hour-long syndicated TV program.

SHAPE NOTES

By DON LIGHT

Joe Moscheo, pianist and manager of the Prophets Quartet, reports the group has opened a new office in Knoxville to handle bookings, correspondence and publicity.

The Couriers Quartet, of Harrisburg, Pa., have recorded a new album. They appeared July 3 on the Nashville Sundown to Sun-Up sing promoted by J. G. Whitfield.

The Rangers recorded a new album recently at the Nashville RCA studios. Ronnie Page, of the Rangers, has been named vice-president of the Stoker Music Company. The firm, formerly known as the John Daniel Music Company, was recently purchased by Gordon Stoker of the Jordanaires.

The Gospel Harmony, Huntington, W. Va., cut a new album for Skylite Records under the direction of Brock Speer, Nashville a&r head of the Memphis firm.

Buddy Stewart, Kentucky promoter, reports that his recent third annual all-night sing in Paducah, Ky., played to a packed house. Groups featured were the LeFevres, the Johnson Sisters, the Prophets and the Blue Ridge Boys.

The Plainsmen Quartet, Baton Rouge, La., last week recorded a new hymn album for Heartwarming Records, under the direction of Bob Benson.

The Oak Ridge Boys have just returned to Nashville, fol-

BEST SELLING GOSPEL LP's BY LABEL

These listings are the best selling Gospel LP's as reported to Billboard by the leading manufacturers in this field.

COLUMBIA RECORDS

1. HE WALKS WITH ME, Chuck Wagon Gang, CL 2080 (M); CS 8880 (S).
2. GOD'S GENTLE PEOPLE, Chuck Wagon Gang, CL 1899 (M); CS 8699 (S).
3. CHUCK WAGON GANG SINGS SONGS OF HOVIE LISTER, CL 1592 (M); CS 8392 (S).
4. PRAYER IN SONG, Chuck Wagon Gang, CL 1396 (M); CS 8191 (S).
5. ALL PRAISE THE LORD, Chuck Wagon Gang, CL 1330 (M); CS 8137 (S).

HEART WARMING RECORDS

1. FIRESIDE HYMNS, Jake Jess and the Imperials, LPHF 1783 (M); LPS 1782 (S).
2. BLENDS AND RHYTHMS, Jake Jess and the Imperials, LPHF 1785 (M); LPS 1784 (S).
3. INTRODUCING THE IMPERIALS, Jake Jess and the Imperials, LPHF 1777 (M); LPS 1776 (S).
4. TIME FOR THE HYMNS, The Weatherford Quartet, LPHF 1789 (M); LPS 1788 (S).
5. BEST WISHES, Elmer and June and Pam Too, LPHF 1781 (M); LPS 1780 (S).

RCA VICTOR RECORDS

1. THE BLACKWOOD BROTHERS QUARTET, featuring their famous bass, J. D. Sumner, LPM 2752 (M); LSP 2752 (S).
2. THE PEARLY WHITE CITY, The Blackwood Brothers Quartet, LPM 2397 (M); LSP 2397 (S).
3. ON STAGE—THE BLACKWOOD BROTHERS QUARTET, LPM 2646 (M); LSP 2646 (S).
4. A GOSPEL CONCERT, Statesmen Quartet, LPM 2647 (M); LSP 2647 (S).
5. THE MYSTERY OF HIS WAY, Statesmen Quartet, LPM 2546 (M); LSP 2546 (S).

SIMS RECORDS

1. THE BEST OF THE HAPPY GOODMAN FAMILY, SLP 117.
2. SWEET JESUS, The Frost Brothers, SLP 120.
3. MOTHER LEFT ME HER BIBLE, The Luttrells, SLP 116.
4. TOUCH THE HAND OF THE LORD, The Plainsmen Quartet, SLP 106.
5. MARTHA CARSON, SLP 109.

SING RECORDS

1. THE GOSPEL SINGING CARAVAN, Various Artists, MFLP 575.
2. LORD IT'S ME AGAIN, Le Fevres Quartet, MFLP 3211.
3. PASSING THRU, Blue Ridge Quartet, MFLP 457.
4. THE PROPHETS RELAX, The Prophets Quartet, MFLP 3003.
5. THE SEGO BROTHERS AND NAOMI, MFLP 9091.

SKYLITE RECORDS

1. THE OAK RIDGE BOYS SING FOR YOU, SRLP 6020 (M); SSLP 6020 (S).
2. WITHOUT HIM, New Stamp Quartet, SRLP 6021 (M); SSLP 6021 (S).
3. SONGS OUR FATHERS SANG, The Jr. Blackwood Brothers, SRLP 6016 (M); SSLP 6016 (S).
4. THE GARDEN OF MELODY, The Speer Family, SRLP 6013 (M); SSLP 6013 (S).
5. GOSPEL MOODS THAT THRILL, Wally Varner, SRLP 6006 (M); SSLP 6006 (S).

SONGS OF FAITH RECORDS

1. SING THE GOSPEL, Sego Brothers and Naomi, SOF 110.
2. THE AWARD WINNING SEGO BROTHERS AND NAOMI, SOF 121.
3. ON THE WINGS OF A DOVE, The Florida Boys Quartet, SOF 106.
4. MY GOD SO REAL, Wally Fowler and the Oak Ridge Quartet, SOF 100.
5. THE FLORIDA BOYS AT CARNEGIE HALL, SOF 112.

STARDAY RECORDS

1. GOLDEN GOSPEL MILLION SELLERS, The Sunshine Boys, SLP 156.
2. WALLY FOWLER'S ALL NIGHT SINGING CONCERT, SLP 112.
3. SINGING CONVENTION, The Lewis Family, SLP 252.

WARNER BROS. RECORDS

1. THE OAK RIDGE BOYS, W 1497 (M); WS 1497 (S).
2. NOTHING BUT—THE GOSPEL TRUTH, The Curriers, W 1514 (M); WS 1514 (S).
3. FOLK-MINDED SPIRITUAL FOR SPIRITUAL-MINDED FOLKS, The Oak Ridge Boys, W 1521 (M); WS 1521 (S).
4. WARNER BROS. PRESENTS THE GOSPEL ECHOES, W 1499 (M); WS 1499 (S).
5. INTRODUCING STAN AND DAN, Stan Banham and Dan Howell, W 1498 (M); WS 1498 (S).

lowing a successful 11-day tour through the West. Largest crowd was in Dallas, where over 6,500 attended the annual all-night sing and broadcast, which marked the closing of the Stamps Quartet School of Music.

Cecil Scaife, a&r head of Songs of Faith Records, recently recorded albums on the Georgians and the Foggy River Boys.

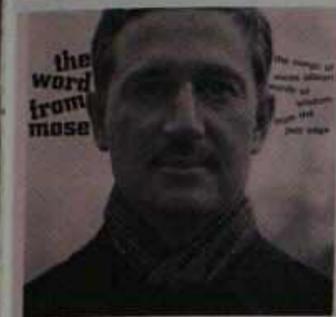
A. O. Stinson, president of Programming, Inc., and producer of the Jake Hess show, reports that four new channels will be added in the fall, bringing the total to 17.

Herschel Lester will present a gospel music spectacular Sept. 12 at the Kiel Auditorium, St. Louis. Groups appearing will include the Oak Ridge Boys, the Harvesters, the LeFevres, the Blue Ridge Quartet, the Prophets and the Lester Family.

The Happy Goodman Family has a new Sims album entitled "The Best of the Happy Goodmans."

Eva Mae LeFevre, of the LeFevre Quartet, was recently made honorary mayor of Woodland Hills, Ark., by founder Ralph Johnson.

ALBUM REVIEWS (continued)



ALBUM REVIEW POLICY

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

JAZZ SPOTLIGHT

THE WORD FROM MOSE

Mose Allison, Atlantic 1424 (M)

Mose Allison effectively demonstrates his acumen at blending folk, jazz and the blues. Mose's distinctive vocals are culled from everyday events, general and specific. Tonally and instrumentally, Allison's approach is strictly jazz. The meeting and blending of the two makes for listening at its best. Siding with Mose, who handles the piano and vocals, is Ben Tucker, bass, and Ron Lundberg, drums.



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

MEET GINNY ARNELL

MGM E 4228 (M); SE 4228 (S)

This one is teen-grooved all the way. Ginny had a hefty chart entry with "Dumbhead" recently. Strings and chorus lend support for her youthful vocal renditions sung in dual track. Selections include: "Dumbhead," "Portrait of a Fool" and "I Wish I Knew What Dress to Wear."

POP SPECIAL MERIT

THE BEST OF LOUIS ARMSTRONG

Verve V 8595 (M); V6-8595 (S)

Although Satchmo was far from an unknown to the record-buying public prior to his "Hello Dolly" smasheroo single and album, these recent successes should do much to revitalize the public's interest in his past record efforts. This album has Louis on a blues kick. The lion's share of the bits are vocal and the Satch does not go the hot licks route.

POP SPECIAL MERIT

THE BEST OF COUNT BASIE

Verve V 8596 (M); V6-8596 (S)

This is one album in the Verve "Best of" series. Represented is the great Basie orchestra of 1955-1956 and blockbusters "Everyday" with vocal by Joe Williams and "In the Evening When the Sun Goes Down" with Joe on the vocal. Basie fans will revel.

POP SPECIAL MERIT

THE SHADOWS KNOW!!

Atlantic 8097 (M)

The well-known English group turn in an interesting assortment of songs, some done instrumentally, some with vocals by the four boys. "The Rise and Fall of Flingie Blunt" is riding the charts in England and Australia and its exposure in the U. S. as a single will do much to garner attention for this album. Some oldies like "Zambesi," "In the Mood," "Tonight" and "Temptation," stand out.

POP SPECIAL MERIT

MY MAN

Walter Gates & His Ork. Swan SW 515

Where can a guy or gal find a good swinging dance album these days, minus the back-beat, triplets and guitars? Well here's one with a great businessman's bounce (bumps and grinds too) that can't be beat. Grab your partner and strut to "Some of These Days" (hold your hat ladies), "Makin' Woopie," "Ace in the Hole" and "My Man," to name a few.

JAZZ SPECIAL MERIT

ANAMARI

Atlantic 8092 (M)

Anamari has yet to make a name for herself nationally. Once jazz lovers hear her sing, whether it be through this album or in person, it will not take long before she becomes among the most sought after jazz vocalists. Backed by all-star jazzmen, Anamari's throaty vocals here are on the melancholy side. Selections include: "Blame It on My Youth," "The More I See You," "Alone Together." A royal treat.

JAZZ SPECIAL MERIT

AM I BLUE

Grant Green, Blue Note 4139 (M)

Another fine Grant Green album for his growing number of fans. In this one Green creates and maintains the atmosphere of music from an intimate niter. His guitar is handled softly to evoke the proper mood of blues coupled with gentle rhythm. Selections include: "Am I Blue," "For All We Know," "I Wanna Be Loved," "Take These Chains From My Heart" and "Sweet Slumber."

FOLK SPECIAL MERIT

ALONE WITH RONNIE GILBERT

Mercury MG 20917 (M); SR 60917 (S)

We agree with Nat Hentoff when he writes: "Miss Gilbert sings folk songs, new songs in the folk vein and anything else that moves her. But whatever she sings becomes transmuted into direct, warm, lyrical, utterly personal expression." An original member of the Weavers until they disbanded last year, Miss Gilbert can be considered only as a first-rate pro.



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

AIN'T NOTHING YOU CAN DO
Bobby Bland, Duke DLP 78

FOLK

GOING PLACES
Al Singer, Aravel AB 2003 (M)

JAZZ

IT MIGHT AS WELL BE SPRING
Ike Quebec, Blue Note 4105 (M)

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

FADE OUT-FADE IN

Original Cast, ABC-Paramount ABC-OC-3 (M); ABCS-OC-3 (S)

TELL ME WHY

Bobby Vinton, Epic LN 24113 (M); BN 26113 (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.

SHAKESPEARE: HAMLET . . .

Original Cast, Columbia DOL 302 (M); DOS 702 (S)

THE CONCERT SOUND OF HENRY MANCINI . . .

RCA Victor LPM 2897 (M); LSP 2897 (S)

PRAYER MEETIN' . . .

Jimmy Smith, Blue Note 4164 (M); 84164 (S)

THE WORLD OF LONELY PEOPLE . . .

Anita Bryant, Columbia CL 2222 (M); CS 9022 (S)

IN LOVE AGAIN . . .

Peggy Lee, Capitol T 1969 (M); ST 1969 (S)

THE GREAT YEARS . . .

Johnny Mathis, Columbia C2L 34 (M); C2S 834 (S)

NEW ALBUM RELEASES

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

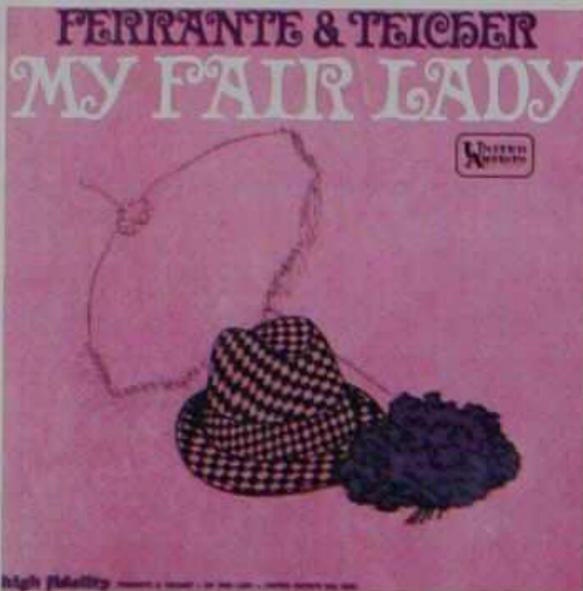
ARGO	EPIC
ART FARMER QUARTET—Perception: 738 (M)	BOBBY HACKETT—Hellow Louisi: LN 24099, BN 26099
OLIVER NELSON & HIS ORK—Fantabulous: 737 (M)	BOBBY VINTON—Tell Me Why: LN 24113, BN 26113
ATCO	MGM
CASEY ANDERSON—More Pretty Girls Than One: 33-166 (M)	The Very Best of ROBERT MAXWELL: E 4246, SE 4246
BENT FABRIC—Organ Grinder's Swing: 33-164, SD 33-164	JOHNNY TILLOTSON—The Tillotson Touch: E 4224, SE 4224
MR. ACKER BILK—A Touch of Latin: 33 168, SD 33 168	
BOBBY DARIN Winners: 33 167 (M)	NASHVILLE
BEN E. KING'S Greatest Hits: 33-165 (M)	VARIOUS ARTISTS—The Bluegrass Special: NLP 2001
CAPITOL	VARIOUS ARTISTS—Peace in the Valley: NLP 2005
BUCK OWENS AND HIS BUCKEROOS—Together Again/My Heart Skips a Beat: T 2135, ST 2135	PARKWAY
THE BEATLES—Something New: T 2108, ST 2108	CHUBBY CHECKER with Sy Oliver and His Ork: P. 7036 SP 7036
CHECKER	PHILIPS
TOMMY TUCKER—Hi-Heel Sneakers: 2990 (M)	THE DOUBLE SIX OF PARIS Sing Ray Charles: PHM 200 141, PHS 600 141
CUCA	THE FOUR SEASONS—Rag Doll: PHM 200 146, PHS 600 146
VARIOUS ARTISTS—Edelweiss Stars: K 2200 (M)	LESTER LANIN—Dancing at the Discotheque: PHM 200 145, PHS 600 145
COLUMBIA	LESTER LANIN Plays for Dancing: PHM 200 132, PHS 600 132
ORIGINAL CAST—Ernest in Love: OL 5530, OS 2027	MICHEL LEAGRAND Sings: PHM 200 143, PHS 600 143
MARY MARTIN, LOUISE CARLYLE AND EDDIE CHAPPELL—Girl Crazy: OL 7060, OS 2560	JOHNNY SEA—The World of a Country Boy: PHM 200 139, PHS 600 139
DGG	RAT FINK
BEETHOVEN: Symphony No. 8 in F/Symphony No. 9 in D minor, "Choral": vocal soloists, Berlin Philharmoni (Karajan): LPM 18 807/8, SLPM 133 807/8.	JACKIE KANNON—Music for Rat Fink Lovers: 1313 (M)
BOCCHERINI: Cello concerto in B flat/C.P.E. BACH: Cello concerto in A major; Pierre Fournier, Cello, Lucerne Festival Strings (Baumgartner): LPM 18 816, SLPM 133 816	RCA VICTOR
CHOPIN: The Four Scherzi; Tamas Vasary, Piano; LPEM 19 451, SLPEM 136 451	Swim with the GO-GO'S: LPM 2930 (M)
HAYDN: Te Deum in C major/MOZART: Masonic Funeral Music, K. 477; Adagio & Fugue in C minor, K. 546; Berlin Radio Symphony with Chorus (Fricsay); Missa Brevis in C K. 259; Soloists with Regensburg Boys' Choir & Cathedral Choir, Members of Bavarian Radio Symphony (Schrens): LPEM 19 398, SLPEM 136 398.	RECOTON
RICHARD STRAUSS—Arabella (complete); Lisa Della Casa, Annaliese Rothenberger, Dietrich Fischer-Dieskau, Chorus and Orchestra of the Bavarian State Opera (Keliberth): LPEM 19 398, SLPEM 136 398.	GEULA GILL—Sings Israeli Folk Songs: AB 2002 (M)
	AL SINGER—Going Places: AB 2003 (M)
DOT	SHAKESPEARE RECORDING SOCIETY
ANDREWS SISTERS—Great Country Hits: DLP 3567, DLP 25567	SHAKESPEARE: King John, Donald Wolfitt, Kenneth Haigh, Rosemary Harris: SRS 215 (S)
THE BONAIRE—Polynesian Sunset: DLP 3585, DLP 25585.	STARDAY
VAUGHN MONROE'S Greatest Hits, Vol. 2: DLP 3584, DLP 25584	LULU BELLE AND SCOTTY—Down Memory Lane: SLP 285 (M)
EDDIE PEABODY—Great Latin Hits: DLP 3581, DLP 25581	VAULT
MYRON FLOREN—Great Accordion Hits!!!: DLP 3583, DLP 25583	THE CHALLENGERS—K-39 LP 107 (M)
JENNIE SMITH—Jennie: DLP 3586, DLP 25586	WORLD ARTISTS
BILLY VAUGHN—Another Hit Album!: DLP 3593, DLP 25593	THE AZTECS—Live at the Ad-Lib: WAM 2001 (M)
LAWRENCE WELK—10th Anniversary Television Show: DLP 3591, DLP 25591	CHAD AND JEREMY—Yesterday's Gone: WAM 2002, WAS 3002
	JOE SHERMAN, HIS ORCHESTRA AND CHORUS—The Seventh Dawn: WAM 2000, WAS 3000

SEE ALBUM REVIEWS ON BACK COVER

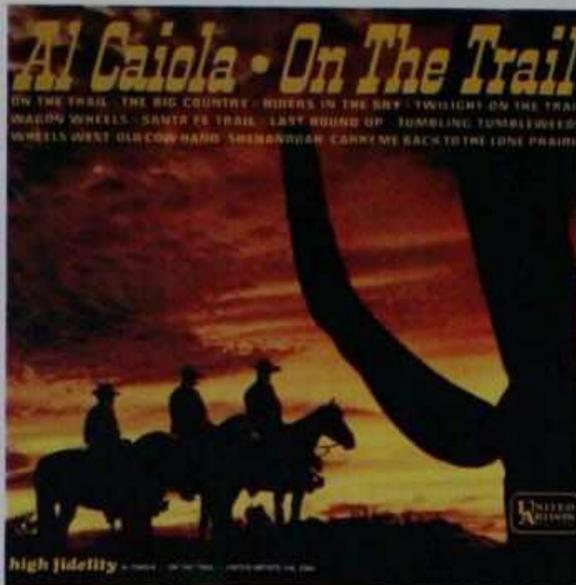
(Continued on page 33)

UNITED ARTISTS

The program that rocked the Eden Roc! Sixteen tremendous



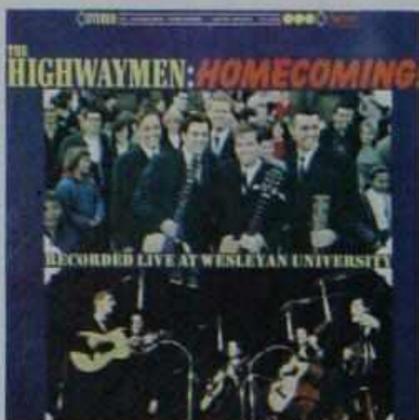
MY FAIR LADY—FERRANTE AND TEICHER
 Monaural: UAL 3361 Stereo: UAS 6361



ON THE TRAIL—AL CAIOLA
 Monaural: UAL 3362 Stereo: UAS 6362



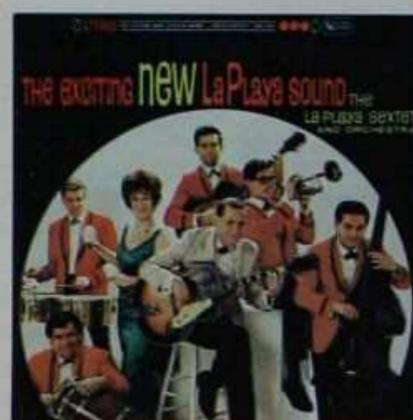
THE SEVENTH DAWN—MUSIC COMPOSED AND CONDUCTED BY RIZ ORTOLANI
 Monaural: UAL 4115 Stereo: UAS 5115



HIGHWAYMEN HOMECOMING —THE HIGHWAYMEN AT WESLEYAN UNIVERSITY
 Monaural: UAL 3348 Stereo: UAS 6348



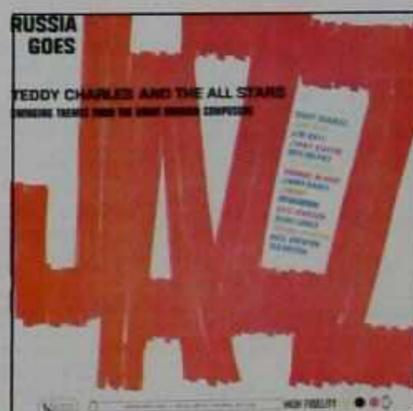
MY GREATEST HITS—FRANKIE AVALON
 Monaural: UAL 3382 Stereo: UAS 6382



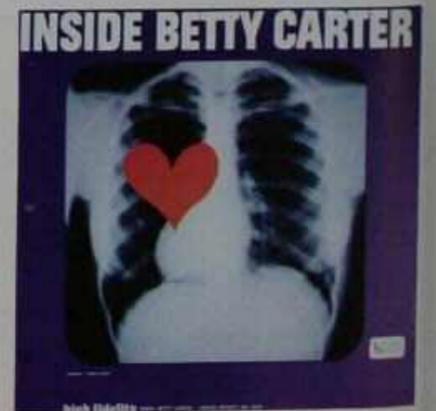
THE NEW LA PLAYA SOUND—THE LA PLAYA SEXTET
 Monaural: UAL 3357 Stereo: UAS 6357



FIFTY FABULOUS MARCH FAVORITES — THE WASHINGTON POST MARCHING BAND
 Monaural: UAL 3372 Stereo: UAS 6372



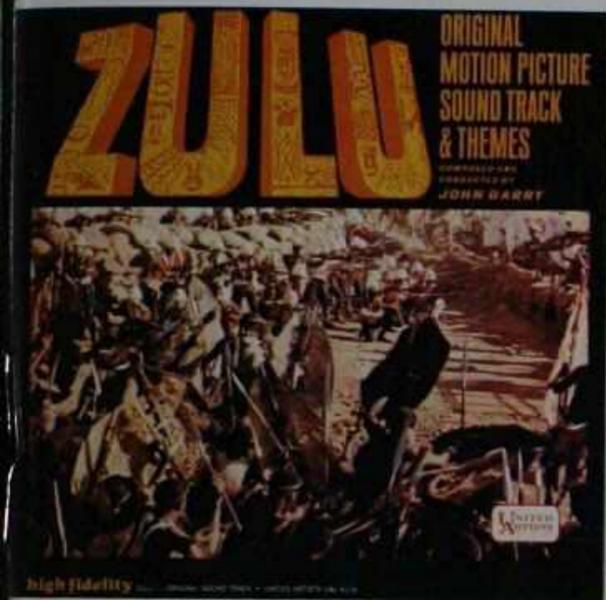
RUSSIA GOES JAZZ — TEDDY CHARLES AND THE ALL STARS
 Monaural: UAL 3365 Stereo: UAS 6365



INSIDE BETTY CARTER—BETTY CARTER
 Monaural: UAL 3379 Stereo: UAS 6379

GOLDEN ALBUM SHOWCASE

New albums carefully selected for sure-fire sales power!



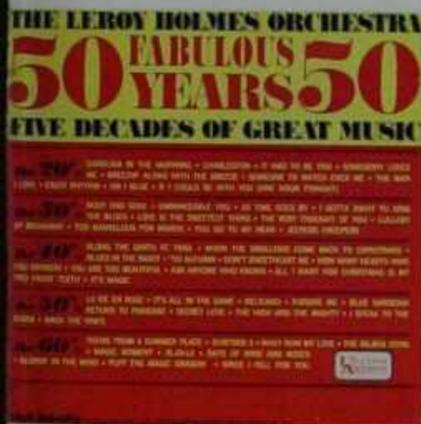
ZULU — ORIGINAL MOTION PICTURE SOUND TRACK
 Monaural: UAL 4116 Stereo: UAS 5116



GOLDEN MOTION PICTURE THEMES AND ORIGINAL SOUND TRACKS
 Monaural: UAL 3376 Stereo: UAS 6376



OFF THE BEATLE TRACK—GEORGE MARTIN AND HIS ORCHESTRA
 Monaural: UAL 3377 Stereo: UAS 6377



FIFTY FABULOUS YEARS—THE LEROY HOLMES ORCHESTRA
 Monaural: UAL 3373 Stereo: UAS 6373



GEORGE JONES SINGS LIKE THE DICKENS
 Monaural: UAL 3364 Stereo: UAS 6364



DOWN HOME—MELBA MONTGOMERY
 Monaural: UAL 3369 Stereo: UAS 6369



A KING AND TWO QUEENS—GEORGE JONES, MELBA MONTGOMERY AND JUDY LYNN
 Monaural: UAL 3367 Stereo: UAS 6367

Plus five new Tale-Spinners added to the hottest kiddie line in the business!

...and they're all on



of course!

TOP 100'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. Contains top 50 chart items including 'THE BEATLES—A HARD DAY'S NIGHT' and 'HELLO, DOLLY!'.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains items 51-100 including 'DAYS OF WINE AND ROSES' and 'SPEAK TO ME OF LOVE'.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains items 101-150 including 'PAINTED, TAINTED ROSE' and 'DANCE DISCOTHEQUE'.

NASHVILLE SCENE

By ROSELLYN HUNTER

Chart Records recently signed Grant Turner, well-known WSM deejay, to an exclusive recording contract. First session was held last week at the Fred Foster Sound Studio, and the narration-type record is set for an early release. . . . After waiting 16 years, local booking agent Buster Doss, and wife, Kay Arnold, are the parents of a son, Michael Earl, born July 7. . . . The Hank Williams Jr. bus remodeling is scheduled for completion in about three weeks. The bus, black and gold inside and out, will be equipped with its own generator system; a complete kitchen, including oven, refrigerator and eating facilities; TV, and beds for Hank and the four band members. Hank, the band and Audrey Williams will be on the road most of August and September. A tour of Japan and England is being considered thereafter. The Hank Williams movie, "Your Cheating Heart," will premiere in Montgomery, Ala., Nov. 2, and in Nashville Nov. 4.

The BMI building is nearing completion. Frances Preston says it should be ready for occupancy

coming . . .

THE WONDERFUL WORLD OF ENTERTAINMENT
WARNER BROS. REPRISE

The BIG One!
I SURRENDER DEAR
NINO TEMPO and APRIL STEVENS
(Atco)
MILLS MUSIC, INC.

TOP TEN AND TWO SIDED SMASH!
JOHNNY FOSTER'S "MY OWN"
b/w
"TAKE BACK MY HEART"
Don't miss it
CAPA RECORDS
803-R Government St., Mobile, Ala.
Distributed nationally by
SOUND OF NASHVILLE
160 2nd Ave. So., Nashville, Tenn.
Distributors, Phone 244-1124

BREAKING NATIONALLY!
"A CASUAL KISS"
by
LEON PEELS
on
Whirlybird Records
#2002

within a few days. . . . Ray Pillow and manager, Joe Taylor, recently completed a 2,300-mile promotion tour in behalf of Ray's Capitol recording, "Left Out." Area covered included the Carolinas, Virginia, Georgia, Alabama and Florida. In addition to their own product, they promoted the Martha White-Pet Milk Road Shows. . . . Decca's Owen Bradley is meeting in California with Decca officials, while Harry Silverstein is attending a sales meeting in Chicago this week. Both are scheduled to return to regular duties next week.

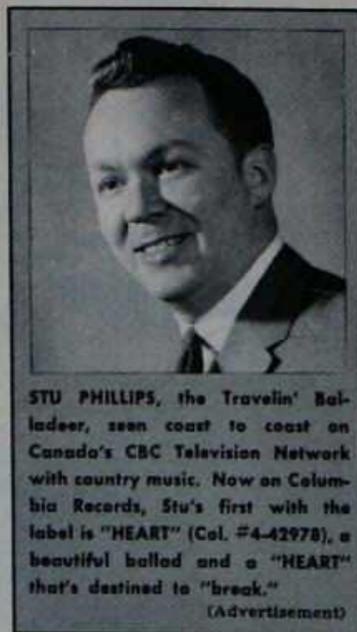
Dick Flood, Nugget Record artist, is all set for a 60-day Hap Peebles tour of fairs throughout the Midwest. . . . Jimmy Key, of Key Talent, reports that Dave Dudley has just completed a show for the Star Route TV series with Rod Cameron. . . . Jimmy Newman appears this week at the plush Caravan East Club in Albuquerque, N. M. . . . George Kent is booked for the Frontier Day Celebration in Cheyenne, Wyo., July 20-24.

Hickory Records' Lester Rose advises they've shipped 12,000 copies of the New Beats' "Bread and Butter" in two days; that Dean and Mark's "When I Stop Dreaming" is getting pick hits from numerous radio stations, and Sue Thompson has a new disk coming out this week, "Looking for a Good Boy." . . . The National Country Music Contest, sponsored annually by Jaycees in Warrenton, Va., will be held Aug. 1-2. Talent judges for the event will be Lucky Moeller, of Denny-Moeller Agency; Juanita Jones, ASCAP; Gina Martin, of Hank Williams Enterprises, all Nashville operations, and George Crump, of Radio WCMS, Tidewater, Va.

Glen Wade and the Tikis are booked for a month at the Pig Alley Club, Atlanta. . . . Brenda Lee and the Casuals are winding up dates in Mexico City. Brenda has another European tour set for Sept. 19 through Oct. 8. . . . Jack Kirby, Monument Records, is excited about Brian Poole's latest, "Someone, Someone," released Friday. . . . From Shorty Lavender, Hubert Long Talent Agency, comes word that Del Reeves tours the Far East July 23 through Aug. 25. Then he'll fly to Frankfurt, Germany, where he will begin a tour in that area Aug. 27 through Sept. 20. . . . Ferlin Husky, Wade Ray, Sammy Davis, Mike Davis and steel guitarist Jimmy Day are in Germany through July 20.



GARY VON turns in his first composition to J. Hal Smith after signing an exclusive writer's pact with the latter's Pamper Music, Inc., Goodlettsville, Tenn., last week.



STU PHILLIPS, the Travelin' Balladeer, seen coast to coast on Canada's CBC Television Network with country music. Now on Columbia Records, Stu's first with the label is "HEART" (Col. #4-42978), a beautiful ballad and a "HEART" that's destined to "break."
(Advertisement)

Chellman Joins Starday

NASHVILLE—Don Pierce, Starday Records, Madison, Tenn., has announced the appointment of Chuck Chellman to head up a new national sales and promotion department for the label. Chellman started with Decca in Pittsburgh and was appointed manager of the Cleveland Decca branch in 1959. He joined Mercury Records here several months ago to handle country music sales and promotion.

According to Pierce, the appointment of Chellman will enable Starday to go after a larger share of the country and sacred record market, because for the first time Starday will have a man available to concentrate entirely on sales and promotion. Starday has found acceptance with both Pierce and Martin Haerle, administrative assistant to Pierce, handling distributor relations via telephone. This will be supplemented in the future by Chellman working on the road, pushing the Starday album line, singles and the Nashville Economy line albums.

Chellman will continue his Country Corner newsletter, which is sent primarily to country music DJ's, offering program aids in various markets while spotlighting Starday activities.

C. B. Gay Returns Home This Week

CINCINNATI — Connie B. Gay, authority on country music, operator of a number of country music radio stations and first president of the Country Music Association, is due back at his home in Nashville this week after a two-week tour of Europe to inspect the results of the Marshall Plan.

A year ago the German Chancellor invited the late President John F. Kennedy to send a group of American businessmen to Europe to note the results of the Marshall Plan. Gay was one of a committee of eight selected by President Kennedy to honor the request.

Gay will attend the meeting of officers and directors of the CMA in Toronto Aug. 6, where he is slated to address the group.

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY
FOR WEEK ENDING 7/25/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	DANG ME Roger Miller, Smash 1881	8
2	2	MY HEART SKIPS A BEAT Buck Owens, Capitol 5136	18
3	8	THE COWBOY IN THE CONTINENTAL SUIT Marty Robbins, Columbia 43049	6
4	3	MEMORY #1 Webb Pierce, Decca 31617	9
5	5	WINE, WOMAN AND SONG Loretta Lynn, Decca 31608	13
6	4	TOGETHER AGAIN Buck Owens, Capitol 5136	17
7	6	BURNING MEMORIES Ray Price, Columbia 42971	20
8	17	I DON'T LOVE YOU ANYMORE Charlie Louvin, Capitol 5173	6
9	7	LOOKING FOR MORE IN '64 Jim Nesbitt, Chart 1065	19
10	9	CIRCUMSTANCES Billy Walker, Columbia 43010	14
11	11	PASSWORD Kitty Wells, Decca 31622	9
12	12	THEN I'LL STOP LOVING YOU Browns, RCA Victor 8348	11
13	15	WHERE DOES A LITTLE TEAR COME FROM George Jones, United Artists 724	6
14	14	SORROW ON THE ROCKS Porter Wagoner, RCA Victor 8338	14
15	13	PICK OF THE WEEK Roy Drusky, Mercury 72265	12
16	10	SECOND FIDDLE (To an Old Guitar) Jean Shepard, Capitol 5169	9
17	20	I'M HANGING UP THE PHONE Carl Butler & Pearl, Columbia 43030	8
18	19	THE BALLAD OF IRA HAYES Johnny Cash, Columbia 43058	3
19	21	I LOVE TO DANCE WITH ANNIE Ernest Ashworth, Hickory 1265	6
20	28	I GUESS I'M CRAZY Jim Reeves, RCA Victor 8383	3
21	25	I STEPPED OVER THE LINE Hank Snow, RCA Victor 8334	4
22	16	INVISIBLE TEARS Ned Miller, Fabor 128	14
23	24	BE QUIET MIND Off Stephens, Reprise 0272	7
24	23	SLIPPING AROUND Marion Worth & George Morgan, Columbia 43020	12
25	29	TAKE MY RING OFF YOUR FINGER Carl Smith, Columbia 43033	6
26	26	PUT YOUR ARMS AROUND HER Norma Jean, RCA Victor 8328	6
27	40	SUGAR LUMP Sonny James, Capitol 5197	2
28	18	GONNA GET ALONG WITHOUT YOU NOW Skeeter Davis, RCA Victor 8347	11
29	27	WALKIN', TALKIN', CRYIN', BARELY BEATIN' BROKEN HEART Johnny Wright & the Tennessee Mountain Boys, Decca 31593	13
30	22	KEEPING UP WITH THE JONESES Margie Singleton & Faron Young, Mercury 72237	20
31	—	ME Bill Anderson, Decca 31630	1
32	32	LOVE IS NO EXCUSE Jim Reeves & Dottie West, RCA Victor 8324	18
33	31	BE BETTER TO YOUR BABY Ernest Tubbs, Decca 31614	6
34	35	SOMETHING I DREAMED George Jones, United Artists 724	5
35	—	BAD NEWS Johnny Cash, Columbia 43058	1
36	39	BLUE GUITAR Sheb Wooley, MGM 13241	2
37	37	ONE IF FOR HIM, TWO IF FOR ME David Houston, Epic 9690	3
38	36	I'M A WALKIN' ADVERTISEMENT (For the Blues) Norma Jean, RCA Victor 8328	7
39	42	MEET ME TONIGHT OUTSIDE OF TOWN Jim Howard, Del-Mar 1013	2
40	—	CHIT AKINS, MAKE ME A STAR Don Bowman, RCA Victor 8384	1
41	47	FROSTY WINDOW PANE Joe Penny, Sims 173	2
42	—	MR. AND MRS. USED TO BE Ernest Tubbs & Loretta Lynn, Decca 31643	1
43	44	COTTON MILL MAN Jim & Jesse, Epic 9671	2
44	—	GUESS WHAT, THAT'S RIGHT, SHE'S GONE Hank Williams Jr., MGM 13253	1
45	45	SWEET ADORABLE YOU Eddy Arnold, RCA Victor 8363	2
46	49	THE FIRST STEP DOWN Bob Jennings, Sims 161	12
47	43	MY BABY WALKS ALL OVER ME Johnny Sea, Phillips 40164	10
48	46	KEEP THOSE CARDS AND LETTERS COMING IN Johnny & Jonie Mosby, Columbia 43005	12
49	48	FOLLOWED CLOSELY BY MY TEARDROPS Hank Locklin, RCA Victor 8318	17
50	—	OLD COURTHOUSE Faron Young, Mercury 72271	1

Billboard SPECIAL SURVEY

FOR WEEK ENDING 7/25/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	MOONLIGHT AND ROSES Jim Reeves, RCA Victor LPM 2854 (M); LSP 2854 (S)	8
2	3	ON THE BANDSTAND Buck Owens, Capitol T 1879 (M); ST 1879 (S)	29
3	2	GUITAR COUNTRY Chet Atkins, RCA Victor LPM 2783 (M); LSP 2783 (S)	25
4	4	MORE HANK SNOW SOUVENIRS RCA Victor LPM 2812 (M); LSP 2812 (S)	14
5	8	BEST OF BUCK OWENS Capitol T 2105 (M); ST 2105 (S)	3
6	10	I WALK THE LINE Johnny Cash, Columbia CL 2190 (M); CS 8990 (S)	3
7	5	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053 (M); CS 8853 (S)	29
8	9	BILL ANDERSON SINGS Decca DL 4499 (M); DL 74499 (S)	15
9	7	LORETTA LYNN SINGS Decca DL 4457 (M); DL 74457 (S)	28
10	6	BUCK OWENS SINGS TOMMY COLLINS Capitol T 1989 (M); ST 1989 (S)	29
11	18	BLUE AND LONESOME George Jones, Mercury MG 20906 (M); SR 60906 (S)	4
12	11	SAGINAW MICHIGAN Lefty Frizzell, Columbia CL 2169 (M); CS 8969 (S)	15
13	12	FLATT & SCRUGGS RECORDED LIVE AT VANDERBILT UNIVERSITY Lester Flatt & Earl Scruggs, Columbia CL 2134 (M); CS 8934 (S)	17
14	16	OUR MAN IN TROUBLE Don Bowman, RCA Victor LPM 2831 (M); LSP 2831 (S)	6
15	14	FOLK SONG BOOK Eddy Arnold, RCA Victor LPM 2811 (M); LSP 2811 (S)	20
16	17	THE BEST OF GEORGE JONES United Artists UAL 3291 (M); UAS 6291 (S)	29
17	15	STORY SONGS FOR COUNTRY FOLKS Faron Young, Mercury MG 20896 (M); SR 60896 (S)	24
18	19	THERE STANDS THE GLASS Carl Smith, Columbia CL 2173 (M); CS 8973 (S)	4
19	20	PORTER WAGONER—IN PERSON RCA Victor LPM 2840 (M); LSP 2840 (S)	6
20	13	NIGHT LIFE Ray Price, Columbia CL 1971 (M); CS 8771 (S)	29



FRED FOSTER (center), president of Monument Records, is pictured with his two most recent signees to the Monument label, Fred Carter (left) and Willie Nelson. Both are exclusive writers for Pamper Music.

COUNTRY MUSIC CORNER

By BILL SACHS

Billy Deaton advises from San Antonio that Jim Reeves and His Blue Boys played five days in the San Antonio area recently to turnaway business, with Faron Young and His Country Deputies scoring likewise with a four-day trek in the same sector. Young's Pearl Beer series is now on 29 stations in the Texas, Louisiana, New Mexico and Mississippi territory. . . . Bobby Lewis, now handled by Haze Jones, of Hal Smith Artists Productions, Goodlettsville, Tenn., is on a promotional tour in Louisiana and Texas to hustle his new release, "Crying in Public." Last Saturday (18), Bobby appeared on "Big D Jamboree" and at Dewey Groom's Longhorn Ranch in Dallas. This Friday (24), he appeared at the Esquire Ballroom, Houston, and then makes a fast trip to Ponchatoula, La., for a Saturday (25) show.

Shel Price, San Antonio recording artist, is reported en route to Nashville aboard his horse Blackjack. He is slated to ride some 1,000 miles to make his first appearance on "Grand Ole Opry" and to promote his current recording of "Wide, Wild Country." Price will follow the highway and spend nights by the side of the road with his horse. The trip is expected to take 50 days. He is skedded to make show stops at "Big D Jamboree" in Dallas and at Fredericksburg, Va. . . . George Jones is the new owner of Shady Acres on Lake Dunlap, near San Antonio. He plans to show an array of country names at the spot for the remainder of the summer.

Chart Bound
BOYD RECORDS
Newest Smash Releases

Jan Lawhon

BR 134

"IS A RED BIRD
RED"

b/w

"BE GOOD,
BE GOOD"

Jill Lawhon

BR 135

"JUST LIKE THAT"

(With the Snap of a Finger)

b/w

"ONE TEAR DROP
AT A TIME"

BETTER RECORDS BY BOYD.

BOYD

RECORDS, INC.

2609 N. West 36th Street
Oklahoma City 12, Okla.

Watch for Them!

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WITH THE
BIG GUITARS"®

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WITH THE COUNTRY JOCKEYS

By BILL SACHS

Dick Bourne, promotion director at CHAB Radio, Moose Jaw, Sask., has contracted with WSM, Nashville, for a series of "Grand Ole Opry" shows to be presented each afternoon from 4-5 p.m. The CHAB management feels that the series of "Opry" shows marks a trend back to more packaged programming in radio. . . . Ray Peterson, formerly of KATA, Arcata, Calif., has shifted activity to KATR, Eugene, Ore., where he holds down the 10 a.m. to 2 p.m. slot. . . . Dave Olson has left his disk-spinning post at WNWC, Arlington Heights, Ill., and is scouting for a position with a full-time country music station. Dave gets his mail at 313 W. Naperville Road, Westmont, Ill.

Bob Preddy, manager of KRIH, Rayville, La., reports that the station is programming seven hours of country music per day, with the exception of Sundays, and is desperately in need of programming material. . . . DeeJays needing a copy of "Tears at the Grand Ole Opry," written by Howard Vokes and recorded by the Justice Brothers, are invited to write to Del-Ray Records, Inc., 4 Center Street, Harrington, Del. Also available to country DJ's are samples of Howard Vokes' "The Miner." For your copy write to Starday Records, P.O. Box 115, Madison, Tenn. . . . Station WTIK, Durham, N. C., is now all country and western, with 5,000 watts daytime and 1,000 watts nighttime. Programming day runs 19 hours. WTIK manager is Orval C. Cox, who joined recently after 11 successful

years of piloting the morning show on WSAT, Salisbury, N. C., operated by the same owners. Cox says WTIK can use country singles and albums—old or new.

Marty Roberts has severed relations with WDWZ, Decatur, Ill., which recently passed to new ownership, which switched the station into a rocker. Marty says it was tough to quit a good salary, as he was also farm director at WDWZ and had some pretty strong roots in Decatur. However, he was caught in the old pressure squeeze, and something had to give. At the present, ole Marty has no plans for the future, as he has other business interests. "I'm not pressed for the long-green," writes Marty. "However, I do plan to stay with radio. After 30 years, what else?" Roberts' address is Route 1, Box 255, Decatur, Ill.

Coleman O'Neal is back at the turntables at WEAS, all-country and gospel station at Savannah, Ga. "We need all the country records we can get," O'Neal pleads. . . . DeeJays missed in the mailing of the new Bill Anderson release, "Me," may obtain a copy by writing on their station letterhead to Hubert Long, 806 16th Avenue, South, Nashville. . . . "We would appreciate receiving all c&w releases, as we try to provide our listeners with as broad a range of country music as possible," writes David DeSpain, chief engineer at KFTW, Fredericktown, Mo. The station programs seven hours of c&w and two hours of gospel music daily.

ALBUM REVIEWS

Continued from page 27

COUNTRY

SLIPPIN' AROUND
George Morgan and Marion Worth.
Columbia CL 2197 (M); CS 8997 (S)

CLASSICAL

A BOUQUET OF SUITES FOR STRINGS
Wiener Solisten (Bottcher), Bach Guild
BG 662 (M); BGS 70662 (S)

SEIGMESITER: SYMPHONY NO. 3; MAYER: OVERTURE FOR AN AMERICAN; ESSAY, COUNTRY FAIR
Various Artists. Composers Recordings
CRI 185

SPIRITUAL

JACK HOLCOMB SINGS THE GOSPEL GREATS
RCA Victor LPM 2868 (M); LSP 2868 (S)



THREE-STAR ALBUMS

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

POPULAR

IVER'S BRAZILIANS
London LL 3380 (M); PS 380 (S)
CANDY JOHNSON SHOW
Candy Johnson & Her Exciters. Canjo LP 1001
MUSIC-LEE YOURS
Lee Norman. Marian MNL 51 (M); STL 51 (S)

JAZZ

CHICAGO BLUES
Various Artists. Spivey LP 1003

INTERNATIONAL

GEULA GILL SINGS ISRAELI FOLK SONGS
Aravel AB 2002 (M)

adds impulse sales appeal to albums

COLUMBIA RECORDS is just one of the record industry's successful names to switch to Cryovac packaging because they've found that strong, crystal clear Y-Film protects albums better . . . Y-Film actually heightens the color and attractiveness of record albums . . . and yet this fantastic film is economical and easy to use. Join the big switch! Find out for yourself that Cryovac Y-Film packaging is the surest way to wrap up self-service sales.



the impulse package for self-service sales

W. R. GRACE & CO., CRYOVAC DIVISION, DUNCAN, S. C.

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

This Week	Last Week	Title	Artist
1	2	CAN'T BUY ME LOVE	Beatles (Parlophone)—Leeds
2	1	YOU'RE MY WORLD	Cilla Black (Parlophone)—Belinda
3	3	RISE AND FALL OF FLINGLE BUNT	Shadows (Columbia)—Belinda
4	4	POISON IVY	Billy Thorpe & Aztecs (Linda-Lee)—Aberbach
5	13	BOYS	Beatles (Parlophone)—Castle
6	6	I WOULDN'T HAVE IT ANY OTHER WAY	Jamie Mahar (Leedon)—Leeds
7	5	TELL IT ON THE MOUNTAIN	Peter, Paul and Mary (Warner Bros.)—Allans
8	8	MEMORIES ARE MADE OF THIS	Kathy McCormack (RCA)—Alberts
9	11	YESTERDAY'S HERO	Gene Pitney (United Artists)
10	9	ROCK AROUND THE CLOCK	Bill Haley & His Comets (Festival)—Southern
11	10	COURT OF KING CARACTACUS	Rolf Harris (Columbia)
12	15	ALL MY LOVING	Beatles (Parlophone)—Leeds
13	12	WORLD WITHOUT LOVE	Peter & Gordon (Columbia)—Leeds

- 14 — ROCK MY SOUL—Peter, Paul & Mary (Warner Bros.)
- 15 — HELLO DOLLY—Louis Armstrong (Kapp)

BRITAIN

(Courtesy New Musical Express, London)
*Denotes local origin

This Week	Last Week	Title	Artist
1	3	HOUSE OF THE RISING SUN	Animals (Columbia)—Keith Prowse Music
2	9	IT'S ALL OVER NOW	Rolling Stones (Decca)—Kags Music
3	5	HOLD ME	P. J. Proby (Decca)—Campbell Connelley
4	1	IT'S OVER	Roy Orbison (London)—Acuff-Rose
5	6	YOU'RE NO GOOD	Swinging Blue Jeans (HMV)—E. H. Morris
6	2	SOMEONE	Brian Poole and the Tremeloes (Decca)—Burlington Music
7	12	I WON'T FORGET YOU	Jim Reeves (RCA)—Burlington Music
8	4	HELLO DOLLY	Louis Armstrong (London)—Chappell
8	7	RAMONA	Bachelors (Decca)—Francis, Day & Hunter
10	15	KISSIN' COUSINS	Elvis Presley (RCA)—December Music

This Week	Last Week	Title	Artist
11	8	NOBODY I KNOW	Peter and Gordon (Columbia)—Northern Songs, Ltd.
12	16	LONG TALL SALLY (EP)	Beatles (Parlophone)—Southern/Northern Songs/Essex/Aberbach
13	20	ON THE BEACH	Chiff Richard (Columbia)—Elstree/Shadows
14	13	CAN'T YOU SEE THAT SHE'S MINE	Dave Clark Five (Columbia)—Ardmore and Beechwood
15	11	MY GUY	Mary Wells (Stateside)—Belinda Music
16	—	I JUST DON'T KNOW WHAT TO DO WITH MYSELF	Dusty Springfield (Philips)—December Music
17	—	SWEET WILLIAM	Millie (Fontana)—Keith Prowse Music
18	17	SHOUT	Lulu and the Luvvers (Decca)—George Wiener
19	22	HELLO DOLLY	Frankie Vaughan (Philips)—Chappell
20	10	YOU'RE MY WORLD	Cilla Black (Parlophone)—Aberbach
21	24	CHAPEL OF LOVE	Dixie Cups (Pye Intl.)—December Music
22	14	HERE I GO AGAIN	Hollies (Parlophone)—Belinda Music
23	—	WISHIN' AND HOPIN'	Merseybeats (Fontana)—Belinda/London
24	24	DIMPLES	John Lee Hooker (Stateside)—Conrad Music
25	21	I LOVE YOU BECAUSE	Jim Reeves (RCA)—Bourne Music
26	—	TOBACCO ROAD	Nashville Teens (Decca)—Southern Music
27	—	LIKE DREAMERS DO	Applejacks (Decca)—Northern Songs, Ltd.
28	—	WHY NOT TONIGHT	Mojos (Decca)—West One
29	—	TOP SIX NO. 5	(Top Six)—Flamingo/Jaep/Burlington/Planetary/Jewel/Shadows
30	—	I'M GONNA FIND MYSELF A GIRL	Gene Pitney (United Artists)—Mellin Music

EIRE

(Courtesy Evening Press, Dublin)

This Week	Last Week	Title	Artist
1	3	BLESS YOU	Royal Showband (HMV)—Noel Gay
2	1	LIVERPOOL LOU	Dominic Behan (Piccadilly)—Active
3	5	SOMEONE, SOMEONE	Brian Poole and the Tremeloes (Decca)—Merik
4	9	I WON'T FORGET YOU	Jim Reeves (RCA Victor)—Burlington
5	7	RAMONA	Bachelors (Decca)—Francis, Day & Hunter
6	—	HELLO DOLLY	Louis Armstrong (London)—E. H. Morris
7	2	IT'S OVER	Roy Orbison (London)—Acuff-Rose
8	4	YOU'RE MY WORLD	Cilla Black (Parlophone)—Aberbach
9	—	KISSIN' COUSINS	Elvis Presley (RCA Victor)—December
10	6	JULIET	Four Pennies (Philips)—Flamingo

FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine)
*Denotes local origin

This Week	Last Week	Title	Artist
1	—	UNA LACRIMA SUL VISO	Bobby Solo (CBS)—Bens
2	1	QUAND LES ROSES	Adamo (Pathe)—Ardmore & Beechwood
3	—	SI JAMAIS	Adamo (Pathe)—Ardmore & Beechwood
4	4	REIN QUE TOI/A TOI DE CHOISIR	Richard Anthony (Columbia)
5	—	MA VIE	Alain Barriere (RCA)
6	—	LES MAUVAIS GARCONS	Johnny Hallyday (Philips)
7	—	ZORRO EST ARRIVE	Henri Salvador (Salvador)—Belinda
8	—	ALLO MAI 3837	Frank Alamo (Barclay)
9	—	ENFANTS DE TOUS PAYS	Enric Macias (Pathe)—Pathe-Marconi
10	10	DES QUE LE PRINTEMPS REVIENT	Hugues Aufray (Barclay)

Alternates with Flemish Belgium chart.

GERMANY

Two Weeks Ago

This Week	Last Week	Title	Artist
1	11	LIEBESKUMMER LOHNT SICH NICHT	Siw Malmkvist (Metronome)—Intro
2	1	SHAKE HANDS	Drafi Deutscher (Decca)—Intro
3	3	WUNDERSCHOENES MAEDCHEN	Hans-Juergen Baemler (CBS)—Melodie der Welt
4	6	SCHOENE MAEDCHEN MUSS MAN LIEBEN	Bernd Spier (CBS)—Melodie der Welt
5	7	NAPOLI	Connie Francis (MGM)—Viktoria
6	—	HONEYMOON IN ST. TROPEZ	Marika Kilius/Hans-Juergen Baemler (CBS)—Melodie der Welt
7	2	OH, MY DARLING CAROLINE	Ronny (Telefunken)—Marbot
8	—	SCHWIMMEN LERNT MAN IM SEE	Manuela (Telefunken)—Budde
9	10	BYE, BYE BLONDIE	Trini Lopez (Ariola)—Europaton
10	8	JOHNNY KOMM—Suzie	(Vogue)—Transatlantik
11	—	ZWEI MAEDCHEN AUS GERMANY	Paul Anka (RCA)—Melodie der Welt
12	4	DAS GEHT DOCH KEINEN ETWAS AN	Suzanne Doucet (Metronome)—Intro
13	5	WENN DIE COWBOYS TRAEUMEN	Marika Kilius (CBS)—Melodie der Welt
14	—	SCHAFFE, SCHAFFE, HAEUSLE BAUE	Ralf Bendix (Electrola)—Gerig
15	—	JETZT DREHT DIE WELT SICH NUR UM DICH	Gitte/Rex Gildo (Columbia)

HONG KONG

This Last Week Week

This Week	Last Week	Title	Artist
1	1	LITTLE PEANUT SHELL	The Fabulous Echoes (Diamond)—Jim Skip Music, Inc.
2	2	NON HO L'ETA	Gigliola Cinquetti (Diamond)
3	—	A HARD DAY'S NIGHT	The Beatles (Parlophone)—Northern Sounds, Inc.
4	5	HELLO DOLLY	Louis Armstrong (Kapp)—E. H. Morris
5	4	I SAW HER STANDING THERE	The Beatles (Parlophone)—Northern Sounds, Inc.
6	3	LOVE ME WITH ALL YOUR HEART	The Ray Charles Singers (Command)—Peer Int'l Corp.
7	8	I BELIEVE	The Bachelors (Decca)
8	7	KISSIN' COUSINS	Elvis Presley (RCA Victor)—Gladys Music, Inc.
9	—	CONSTANTLY	Cliff Richard (Columbia)
10	—	CAN'T BUY ME LOVE	The Beatles (Parlophone)

ITALY

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

This Week	Last Week	Title	Artist
1	1	IL PROBLEMA PIU' IMPORTANTE	Adriano Celentano (Clan)
2	3	AMORE SCUSAMI	John Foster (Style)
3	5	IN GINOCCHIO DA TE	Gianni Morandi (RCA)
4	4	CIN CIN	Richard Anthony (Columbia)
5	9	CON TE SULLA SPIAGGIA	Nico Fidenco (RCA)
6	2	E' L'UGMO PER ME	Mina (Ri Fi)
7	7	LA NOTTE E' FATTA PER AMARE	Neil Sedaka (RCA)
8	—	SEI DIVENTATA NERA	Marcellos Ferial (Durium)
9	8	CREDI A ME	Bobby Solo (Ricordi)
10	15	FROM ME TO YOU	Beatles (Parlophone)
11	6	ANGELITA DI ANZIO	Marcellos Ferial (Durium)
12	11	SCRIVI	Rita Pavone (RCA)
13	12	SOLO DUE RIGHE	Peppino Di Capri (Carisch)
14	—	CHI VEDE TE	Gene Pitney (UA)
15	—	SEI COME UNA LUCERTOLA	Jo Fedeli (Polydor)

MEXICO

(Courtesy Audiomusica)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	TIJUANA	The Persuaders (Gamma)—Drive-In Music
2	2	AVE DE PASO	Sonia Lopez (CBS)—Brambila
3	3	PERDONAME MI VIDA	Alberto Vazquez (Musart)—Pham
4	4	I WANT TO HOLD YOUR HAND	The Beatles (Musart)—Pending
5	8	MUEVANSE TODOS	Vianey Valdez (Peerless)—Grever
6	9	PIENSALO	Sonora Santanera (CBS)—Emmi
7	7	ANGELITO	The Seven Days (Peerless)—EPP's Music
8	6	HERMOSISIMO LUCERO	Alegres de Teran (CBS)—Emmi
9	5	LA CORRIENTE	Javier Solis (CBS)—Mus-Mex
10	10	DUARDA COME DONDOLE	Edoardo Vianello (RCA)—Pham

NORWAY

(Courtesy Verdens Gang)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	I LOVE YOU BECAUSE	Jim Reeves (RCA Victor)—Moerk
2	4	HELLO DOLLY	Louis Armstrong (Kapp)—Thore Ehrling
3	8	LONG TALL SALLY	Beatles (Odeon)—Belinda
4	2	ROLL OVER BEETHOVEN	Beatles (Parlophone)—Stockholms Musikproduktion
5	3	MY BOY LOLLIPOP	Millie (Fontana)—Moerk
6	9	KISSIN' COUSINS	Elvis Presley (RCA Victor)—Belinda
7	6	NON HO L'ETA	Gigliola Cinquetti (Triola)—Stockholms Musikproduktion
8	—	SOMEONE	Brian Poole and Tremeloes (Decca)—Palace Sweden Music
9	5	SUSPICION	Terry Stafford (London)—Belinda
10	—	BESOK I FOLKEHEJMET	Rolf Just Nilsen/Ragnhild Michelsen (RCA Victor)—Arild Feldborg

PHILIPPINES

This Last Week Week

This Week	Last Week	Title	Artist
1	1	FROM RUSSIA WITH LOVE	Jack Jones (Kapp)—Mareco, Inc.; Matt Monro (Parlophone)—Dyna, Inc.; Al Caiola (United Artists)—Mareco, Inc.
2	2	BABY WHAT'D I SAY	Elvis Presley (RCA)—Filipinas Record Corp.
3	3	LOSING YOU	Doris Day (Columbia)—Mareco, Inc.
4	9	SUSPICION	Elvis Presley (RCA)—Filipinas Record Corp.
5	4	MONEY	Astronauts (RCA)—Filipinas Record Corp.
6	5	C'MON EVERYBODY	Elvis Presley (RCA)—Filipinas Record Corp.
7	7	ROLL OVER BEETHOVEN	Beatles (Parlophone)—Dyna, Inc.
8	—	IF EVER I WOULD LEAVE YOU	Robert Goulet (Columbia)—Mareco, Inc.
9	8	HAVA NAGILA	Rika Zarai (Epic)—Mareco, Inc.
10	6	I WISH YOU LOVE	Robert Goulet (Columbia)—Mareco, Inc.

SOUTH AFRICA

This Last Week Week

This Week	Last Week	Title	Artist
1	1	MY BOY LOLLIPOP	Millie (Fontana)
2	3	YOU'RE MY WORLD	Raf Walter (RCA)
3	4	JULIET	Four Pennies (Philips)
4	7	ONCE UPON A TIME	John Gary (RCA)
5	2	I'M THE LONELY ONE	Cliff Richard (Columbia)
6	6	HOOKA TOOKA	Chubby Checker (Continental)
7	5	NEEDLES & PINS	Searchers (Parlophone)
8	—	CAN'T YOU SEE SHE'S MINE	Dave Clark Five (Columbia)

CHESS - CHECKER - ARGO

from the desk of Leonard Chess

Dick, -Go a full page in all trades next week!

We're running hot with five records!

Jackie Ross - SELFISH ONE - (Chess 1903)

The BoDiddley - JO-ANN - (Checker 1083)

The Flamingos - LOVER COME BACK TO ME (Checker 1084)

Etta James - BREAKING POINT (Argo 5477)

and the Buddy Guy - MY TIME AFTER WHILE (Chess 1899)

Leonard

Leonard, It's a waste of money! When we're this hot we don't need any size ad!

Dick

CHESS

producing company

2120 S. Michigan Ave., Chicago 16, Ill.

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.

G.T.O. . . .

Ronny & the Daytonas, Mala 481 (Buckhorn, BMI) (San Francisco, Dallas-Fort Worth)

BETTER WATCH OUT BOY . . .

Accents, Challenge 59254 (Bound, BMI) (Pittsburgh)

AND I LOVE HER . . .

George Martin & His Ork, United Artists 745 (Maclen-Unart, BMI) (New York)

A CASUAL KISS . . .

Leon Peels, Whirlybird 2002 (Lode, BMI) (Los Angeles)

FATHER SEBASTIAN . . .

Ramblers, Almont 31 (Four Star, BMI) (Milwaukee)

THE GRIND . . .

Gregory Dee & the Avantes, Garrett 4011 (Willong, BMI) (Minneapolis-St. Paul)

THE NEW FRANKIE AND JOHNNY SONG . . .

Greenwood County Singers, Kapp 591 (Hollis, BMI) (San Francisco)

FORT WORTH, DALLAS OR HOUSTON . . .

George Hamilton IV, RCA Victor 8392 (Acuff-Rose, BMI) (Dallas-Fort Worth)

THE LAST SONG . . .

Gene Thomas, United Artists 725 (Acuff-Rose, BMI) (Houston)

THE DARTELL STOMP . . .

Mustangs, Providence 401 (Goins, BMI) (Pittsburgh)

YOU DON'T LOVE ME . . .

Tommy Raye, Pen 351 (Beckie, BMI) (Los Angeles)

WE'LL SING IN THE SUNSHINE . . .

Gale Garnett, RCA Victor 8388 (Lupercalia, ASCAP) (San Francisco)

LITTLE GREEN THING . . .

Dave Lewis, A&M 735 (Burdette, BMI) (Seattle)

PROGRAMMING SPECIALS

• Continued from page 14

POP STANDARD

LES AND LARRY ELGART—Blues in the Night (Remick, ASCAP) (2:45)—My Heart Belongs to Daddy (Chappell, ASCAP) (1:55). COLUMBIA 43081

ENOCH LIGHT AND HIS ORK—A Hard Day's Night (Unart-Maclen, BMI) (2:44)—Carribe (Record Songs, ASCAP) (1:54). COMMAND 4050

JIMMY INTERVAL—Time Alone Will Tell (Marimba, ASCAP) (2:05). WORLD ARTISTS 1026

NEW CHAUTAUGUANS—The Same Old Reason (Lollipop-Assembly, BMI) (2:10). ACADEMY 108

DON COSTA—The Theme From the Golden Boy (Morris, ASCAP) (2:43). DCP 1100

CAROL HEDIN—Tomorrow Is a Long Time (Witmark, ASCAP) (2:53). FRANC 4503

RHYTHM & BLUES

JAMES BROWN—Maybe the Last Time (Try Me, BMI) (2:58)—Out of Sight (Try Me, BMI) (2:23). SMASH 1919

B. B. KING—You're Gonna Miss Me (Modern, BMI) (2:32)—Let Me Love You (MMPC, BMI) (2:35). KENT 396

FOUR TOPS—Baby I Need Your Loving (Jobete, BMI) (2:43)—Call On Me (Jobete, BMI) (2:33). MOTOWN 1062

LOU JOHNSON—(There's) Always Something There to Remind Me (Ross-Jungnickel & Blues Seas, ASCAP) (2:58). BIG HILL 552

COUNTRY & WESTERN

BOB WILLIS AND THE TEXAS PLAYBOYS—All Night Love (Saran, BMI) (2:45)—You Can't Break a Heart (Without Killing a Soul) (Saran, BMI) (2:26). LONGHORN 545

JIM EANES—Throw Me Together (Sidmore-McGraw, ASCAP) (1:52)—Wide, Wide Road (Hoedown, BMI) (2:00). SALEM 512

SPIRITUALS

HIGHTOWER BROTHERS—Good Time in Heaven (Lion, BMI) (2:20). PEACOCK 3020

PILGRIM HARMONIZERS—If I Pray (Lion, BMI) (2:22). SONG BIRD 1013

FOLK

PAGE VALLEY BOYS—Reubens Train (1:58)—Old Blue (2:52). FRANC 4504

3 SIZZLERS from JAY-GEE

The original International hit—Climbing on all charts!

SOLE, SOLE, SOLE

Siw Malmkvist and Umberto Marcato
Jubilee 5479

110
90
70
60
50
30
10

Overnight sensation—Terrific sales!

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The Tokens
B.T.Puppy 502
The Token's Greatest Ever

50
30
10

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WHO'S CONFUSED!
"MIXED UP - SHOOK UP GIRL"
IT'S A HIT BY
THE EMBLEMS & PATTY
PATTY AND THE EMBLEMS
IT'S ON UH-UH-UH-
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BY

Jimmy Lytell

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A DIVISION OF THE COSNAT CORPORATION

Large Folk Groups Make Bids on Coast

Continued from page 6

ton, who also provided the initial showcasing for the Christies and the Good Time Singers, which followed in the Minstrel groove.

While folk purists disclaim the commercial polish of the Christies, their success on records, at county fairs and on TV have convincingly shown that a healthy audience appreciates the commercial folk sound.

The Back Porch Majority are four men and three women, while The Men are 13 strong. The BPM is just beginning to receive bookings. They play Disneyland Monday (20) and then appear at Harvey's at Lake Tahoe for two weeks commencing Wednesday (22). Their first single release is "Hand Me Down Things."

There are similarities and differences between the BPM and the Christies. The septet blends comedy with greater frequency through their act than the Minstrels do. A parody on late night TV commercials is hilarious and lengthy. The similarity is evident in allowing all performers to share the solo spotlight and in some of the repertoire which has become associated with the 10 voice Christies. The bright, well-paced act featured Dan Dalton as MC with

Karen Brian, Ellen Whalen, Lois Fletcher, Charles Vassey, Mike Crowley and Mike Clough, the latter two handling most of the comedy.

While the BPM lean heavily on combining comedy with folk tunes, The Men are going with the gimmick of fusing folk material with a rock beat. It hardly comes off.

When the 13 sing in their natural voices they are impressive. When they should to keep up with a heavy rock beat on drums, they lose their harmonic tonal quality. Formed only three weeks ago, the group is attired in blue work clothes, to set a mood, but their unprofessionalism and giddy attitude indicated they should have been properly rehearsed before debuting (14) at the Troubadour.

The Men are an effective folk chorus, with the strength of their voices plus banjos, guitars, mandolins and basses offering a rich sound. On spirituals and ballads they sing with empathy but may suddenly explode as a heavy backbeat gets them into the "folk rock" mood. Record company representatives were at the group's opening and only time will tell if they gain a disk contract.

Threesome That's Hard To Follow

LOS ANGELES — Vocalist Nancy Wilson, saxophonist Stan Getz and a diminutive singer Astrud Gilberto—three performers people are talking about—showed Angelenos why they're among the most popular names in show business today.

Miss Wilson debuted at the cavernous Coconut Grove, while Getz and Mrs. Gilberto were on display at the much smaller Manne Hole. In both spots the crowds were out in force. For the "Fancy Miss Nancy," the Grove booking was a total success. Her performance proved that she has totally matured as a performer. After starting out as a jazz vocalist, she has broadened her outlook to include sophisticated popular material, and while she still leans on jazz-associated tunes, her appeal is now in the mainstream of popular music.

With outstanding backing from her husband, drummer Kenny Dennis' trio plus the stylish Les Brown band, Nancy was both soulful and funky and sympathetically tender. She does not improvise, sticking instead to the arrangements, but the silken quality of her voice can exude strength, emotion or gentleness. Outstanding to this reviewer was her slow interpretation of the age-old "Bill Bailey" which emerged as a true blues shout.

Across town at the Manne Hole, Stan Getz, a jazz musician who has returned triumphantly to the U. S. after several years in Europe, provided the setting for the debut of Mrs. Gilberto, whose lovely voice is heard on the single, "Girl From Ipanema." The wife of famed Brazilian composer Joao Gilberto, Astrud was appearing in only her fourth public appearance with the Getz quartet. A striking, dark-haired, beautiful woman, Astrud pleased the audience with "One Note Samba," "Ipanema" and a fast Brazilian bossa nova. Her act does not include flashy showmanship. She prefers to stand quietly at mike side while purring softly. In time, with training, her performance will be completely professional. Right now the fine quality of her voice suffices.

Getz' horn sounds full and swings melodically, thanks to his recent association with bossa nova music. Gary Burton, the 21-year-old vibist, who pops up in new surroundings all the time, is now with the Getz quartet and adds a gentle sound behind Astrud's gentle voice. The Getz-Gilberto combination is just great. **ELIOT TIEGEL**

This Gillespie Is a Doctor Too—Of Jazz

Dizzy Gillespie, who scored so strongly at the Newport Jazz Festival, is providing exciting musical fare at the Village Gate, downtown cellar boite. With Dizzy are Kenny Barron on piano; Jimmy Moody, sax and flute; Christopher White, bass, and Rudy Collins, drums. The musicianship is a combination of individuality and teamwork — each of the men showing to advantage on solos, and each *(Continued on page 38)*

PEOPLE AND PLACES

By MIKE GROSS

Woody Herman is bringing his 17-man band to the Berkshire Music Barn Sunday, July 28. . . . Promotion man Paul Brown is on a cross-country tour by car, combining business with a family vacation. . . . Inez and Charlie Foxx back after a tour of England and guest appearances on TV. Manager Henry Murray, of Sue Records, accompanied them. Shelley Fabares appears in Joe Pasternak's MGM production of "Girl Happy," which stars Elvis Presley. It's his fifth film for MGM.

The 11th annual Peter DeRose memorial concert will be presented Sunday, July 26, in the Arthur Pryor Music Bowl at Asbury Park, N. J. Vincent Lopez, Dolly Dawn, Bill Snyder, and Charlie Tobias will be guests. . . . Jerry Blaine is taking his first Cosnat Productions motion picture, "The Candidate," to the Berlin Film Festival. Blaine has set six more features for production including "The Russ Colombo Story." . . . The Serendipity Singers will be at Three Rivers Inn, Syracuse, N. Y., until July 27. . . . Carmen McRae becomes the 150th recording artist to wax Gladys Shelley's "How Did He Look." It's in Carmen's "Bitter Sweet" album on Focus, distributed by Atlantic.

Johnny Tillotson starts Midwest tour July 24, plugging his current single, "Worry," and his second MGM album "The Tillotson Touch," which has just been released. . . . Rick Ward, ABC-Paramount's publicity director, wrote the lyrics to a Ray Charles melody being used in Charles' film, "Light Out of Darkness." . . . Singer Bobby Breen leaves Aug. 1 for a 12-week concert and cafe tour in Australia. Before leaving, he'll help promote his new Motown release, "You're Just Like You." . . . Marion McPartland, a Long Island resident for many years, makes her first club appearance at Andre's in Great Neck, Aug. 5.

Dave Carrico back at the job at Marshall-Mangold Distributing in Baltimore after a two-week vacation. . . . Joe Biviano, Art Van Damme, Charles Nunzio, Ernie Allee, Donald Hulme, Matt Mathews and Tony Lavelli nominated for the Arcari Foundation Accordion Hall of Fame Award. Past winners include Lawrence Welk and Myron Floren. . . . Beatles' first feature film, "A Hard Day's Night" will have its American premiere Aug. 11 at major theaters in the greater New York area. Film is a fictional account of 36 hours in the lives of the group. . . . Arthur Prysock wound up 10-day engagement at the Apollo Theater and is playing dates in Philadelphia, Detroit and Chicago before an engagement in Bermuda.

Mercury Sets Wallace Push

CHICAGO — Mercury Records has scheduled a 10-city promotion tour for Jerry Wallace in support of his latest single, "It's a Cotton Candy World." Wallace also sings the tune in the soundtrack of the new Walt Disney movie "Flipper's New Adventure," slated for release this month. Wallace's schedule includes the following:

Detroit, July 9; Allentown, Pa., July 12; Cincinnati, July 13; Columbus, July 14; Pittsburgh, July 14; Cleveland, July 16; Minneapolis, July 17; Seattle, July 18; San Francisco, July 20 and 21, and Los Angeles, July 21. Morris Diamond, Mercury national promotion director, heads the drive.

Downbeats Get Upbeat Sendoff

DES MOINES—The Downbeats, a dance band made up of young Iowans, was given an official send-off by Gov. Harold Hughes, as they left the State's capital for a summer tour of Europe under the auspices of the U. S. State Department.

The group, organized and headed by Russell Allen, Des Moines, consists of 18 musicians and a female vocalist. Before departing for Europe, the band will give a concert July 26 in Ann Arbor, Mich. The Downbeats will complete their European tour and return to the U. S. on Aug. 29.

Mercury national promotion director, heads the drive.



AFTER AN ABSENCE OF 10 years, Capitol's Nat King Cole returned to Montreal. Here he attends a reception in his honor given by Capitol Records of Canada, Ltd. With Cole are (left to right) Dick Riendeau, Capitol's Quebec sales manager; Paul White, the company's national promotion chief; Cole, Alex Sherman (the area's biggest dealer) and G. Edward Leatham, Canadian-Capitol v.-p. and director of sales.

PACKAGE A HIT

Beatles' Bandwagon Pulls Cap's Hollyridge Strings

HOLLYWOOD—The Hollyridge Strings have struck paydirt by hopping on the Beatles' bandwagon. Their "Beatles Song

Book" LP has gone over 50,000 units and Capitol is studying a series of songbooks to further expand their sales potential.

Conceived two years ago to operate in the Clebanoff, Singing Strings groove, the Hollyridge fiddlers have never covered hits of any rock 'n' roll group. In the case of the Beatles, however, the Hollyridge Strings, the Boston Pops and, most recently, Enoch Light and his studio orchestra, have offered full sounding orchestral versions of tunes released initially by the Britishers.

Helping make the project feasible for these organizations has been the compositions themselves which are quite melodic and unencumbered.

The idea for the Strings to record tunes sung by the Beatles came from Stu Phillips, an independent producer. His idea was to retain the basic rhythm and beat for teen-agers while not setting the arrangements to imitate the quartet singing.

The project was the first for Phillips, who is now working on follow-up products for the Strings. In recent years strings have become a familiar backing for rock groups, although the electric guitar tuned high still remains king.

In essence what has happened with the Hollyridge Strings is that their Beatles package has launched them into the broad pop market, with great sympathy from teen-age disk buyers. Keen observers of the disk scene would freely admit that the Hollyridge fiddlers have snapped out of their mood music mold and are offering lushness to teen-age repertoire.

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Hear Other Versions
but this one's
THE HIT**

**DIONNE
WARWICK**

**"A HOUSE IS NOT
A HOME"**

SCEPTER 1282

From the
JOSEPH E. LEVINE
Motion Picture

"A HOUSE IS NOT A HOME"

Written by
HAL DAVID
BURT BACHARACH

Published by
DIPLOMAT MUSIC CORP.

SCEPTER MUSIC 254 W. 54th St.

DORSEY NAME STILL PLEASES

HONG KONG—The Dorsey name continues undiminished in popularity—although Jimmy and Tommy died some years ago—and is even gaining in world appeal.

The Hong Kong Commercial Broadcasting Company will present the Tommy Dorsey band at City Hall on July 29. Under the leadership of Sam Donahue, the band will also back the Pied Pipers, Charlie Shavers and Frank Sinatra Jr.

In Pittsburgh, on Aug. 11, the Jimmy Dorsey orchestra, directed by Lee Castle, will play at the annual convention dance of the Italian Sons and Daughters at the Penn-Sheraton Hotel.

Claudine Clark
(The Party Lights Girl)
has a rockin' new hit!
STANDIN' ON TIP-TOE
b/w
FOXY
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Exclusively on T.C.F. Records
A division of
20th CENTURY-FOX RECORDS

AIN'T SHE SWEET
THE BEATLES

ATCO
6308

coming . . .



WARNER BROS. reprise

"BREAKING OUT LIKE A SUNFLOWER"

JOE HINTON'S "FUNNY"

BACKBEAT 541

DUKE AND PEACOCK RECORDS, INC.
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HOUSTON 26, TEXAS
OR 3-2611



'JOHNNY LOVES ME'

by FLORRAINE DARLIN

BILLBOARD . . . Breakout Single
CASH BOX . . . Looking Ahead
RECORD WORLD . . . Coming Up
MUSIC BUSINESS . . . Radio Exposure Chart

MOVING UP ALL CHARTS
CALL YOUR RIC DISTRIB. NOW

R&B Market Analysis: Atlanta

As Reported By BURKE JOHNSON, 3-8 p.m. (WACK)

A little about Burke Johnson: Burke was born in Washington. Attended Morris Brown College in Atlanta, majored in Sociology, minored in Music. Married. Has two children. Started in radio as night man at WACK seven years ago, now program director.

ATLANTA'S TOP 15 ACCORDING TO SALES

1. KEEP ON PUSHING—Impressions (ABC)—Still very strong.
2. UNDER THE BOARDWALK—Drifters (Atlantic)—Getting bigger.
3. STEAL AWAY—Jimmy Hughes (Fame)—Losing a little ground, but still holding on.
4. TRY IT BABY—Marvin Gaye (Motown)—What can you say, it's Marvin Gaye.
5. AFTER IT'S TOO LATE—Bobby Bland (Duke)—The strongest side, but don't put the flip down.
6. SECURITY—Otis Redding (Volt)—The flip side has taken over.
7. HEY GIRLS DON'T BOTHER ME—The Tams (ABC)—A local group making good. This one is too much.
8. THANK YOU BABY—Shirelles (Scepter)—It's got what it takes. Getting bigger and bigger.
9. EVERY LITTLE BIT HURTS—Brenda Holloway (Tamla)—We had gotten off it. Stronger now than before.
10. HOW GLAD I AM—Nancy Wilson (Capitol)—I hate to say "I told you so," but, I did. Fabulous.
11. WHERE DID OUR LOVE GO—Supremes (Motown)—Headed for the top.
12. JUST BE TRUE—Gene Chandler (Constellation)—Getting off to a great start.
13. WHAT CAN A MAN DO—Ben E. King (Atco)—It's too soon to say how far up this one will go, if it does.
14. THAT'S WHEN THE CRYING BEGINS—Kip Anderson (Tomorrow)—A great sound with meaning. I don't know who he is or whence he cometh, but it's in the groove and is a winner for me. He tells a story of how women treat men. This side sells in the shops, but the flip gets the requests on the air. The flip, "I Done You Wrong," is a medium blues. The guy sings well, sells the song, not a tear jerker. Kids as well as adults go for it. Getting bigger.
15. GOOD TIMES—Sam Cooke (RCA)—It's Sam at his best. I like the flip, too. Leveling off now after 36,000 in sales.

MOST REQUESTED ACCORDING TO PHONE SURVEY

1. UNDER THE BOARDWALK—Drifters—Took the place of "Keep On Pushing."
2. KEEP ON PUSHING—Impressions—Still holding its own.
3. HEY GIRLS DON'T BOTHER ME—Tams—A local group—they always do well.
4. STEAL AWAY—Jimmy Hughes—Still most requested at hops.
5. WEEP NO MORE—Nathan McKinney (Ray Co)—This seems to be the strong version. Sales are slow at this time, will get bigger. It's pure great.
6. THANK YOU BABY—Shirelles—Real fly.
7. JUST BE TRUE—Gene Chandler—First plays light the switchboard. After a few thousand plays, it still happens.
8. I DONE YOU WRONG—Kip Anderson—As I see it, both sides are out of this world.
9. EVERY LITTLE BIT HURTS—Brenda Holloway—It's in the groove.
10. HOW GLAD I AM—Nancy Wilson—Too much.

OTHERS GETTING FAVORABLE REACTION

- EVERYBODY NEEDS SOMEBODY TO LOVE—Solomon S. Burke (Atlantic)—It has everything it needs. So far sales are fair.
- THAT'S HOW STRONG MY LOVE IS—O. V. Wright (Goldwax)—Thanks to the fellows in Miami for the tip on this one. It's sayin' somethin'. Too new for sales yet.
- YOU PULLED A FAST ONE—V.I.P.'s (Big Top)—It's getting played. Let's see what happens. I like it.
- YOU WERE ALL I NEEDED—D. C. Playboys (Arock)—This, too, is being played. Great sound. My tip came from Bob King, WOOK, in Washington.
- SELFISH ONE—Jackie Ross (Chess)—Got to be a winner.
- FOR BETTER OR WORSE—Wilson Pickett (Atlantic)—Getting a lot of air play. Sales picking up.
- I GOT A THING GOING ON—Bobby Marchen (Dial)—I dig it.
- YOU'RE MY REMEDY—Marvelettes (Motown)—Wonderful.
- CANT YOU HEAR THE BEAT—Carlton (Argo)—Big request at hops.
- HEY GIRL—Accents (Impac)—A little new here. Good sound.

A FEW PREDICTIONS

- SHOW ME YOUR MONKEY. Hamber (De Jac)—Has a strong beat. Don't be misled by title.
- COME ON BACK—B. Benton (Mercury)—I like the other side, but I'll stick with this for a while.
- THERE'S ALWAYS SOMETHING TO REMIND ME OF YOU—L. Johnson (Hilltop)—Listen to it. It won't take but one play to see that this is of a monstrous nature.
- SWEET LITTLE ANGIE—S. Baker (Athens)—Another good blues with a message. It should hit paydirt.
- CLOSER TO MY BABY—D. Williams (Volt)—Could be a good one.
- BROTHER BILL—The Honeyman (Red Bird)—The Dream Girl here at WAOK flipped on it. Those of you who know Zilla Mays, "The Dream Girl," should know what I mean. Hours of uninterrupted play.
- YOU NEVER CAN TELL—C. Berry (Chess)—Could be another big one for him.

HOT R&B SINGLES

(Not listed in rank order)

- WHERE DID OUR LOVE GO—Supremes, Motown
UNDER THE BOARDWALK—Drifters, Atlantic
JUST BE TRUE—Gene Chandler, Constellation
TRY IT BABY—Marvin Gaye, Tamla
HOW GLAD I AM—Nancy Wilson, Capitol
GIRL'S ALRIGHT—I'LL BE IN TROUBLE—Temptations, Tamla
I LIKE IT LIKE THAT—Miracles, Tamla
YOU'RE MY REMEDY—Marvelettes, Tamla

R&B REGIONAL BREAKOUTS

(Not listed in rank order)

- THANK YOU BABY—Shirelles, Scepter
(Atlanta, Philadelphia, Charlotte, N. C., Baltimore)
- NO TIME TO LOSE—Carla Thomas, Atlantic
(Atlanta, Cleveland, Baltimore)
- HEY GIRL, DON'T BOTHER ME—Tams, ABC
(Atlanta, New York, Charlotte, N. C., Cleveland, Baltimore)
- I STAND ACCUSED—Jerry Butler, Vee Jay
(Cleveland, Philadelphia, Charlotte, N. C., Chicago)
- A QUIET PLACE—Garnett Mims, United Artists
(Philadelphia, Florida, Charlotte, N. C., Cleveland, Cincinnati)
- EVERYBODY NEEDS SOMEBODY TO LOVE—Solomon Burke, Atlantic
(New York, Philadelphia)

Norway Loved Reeves' 'Love'

OSLO—Jim Reeves' "I Love You Because" on RCA Victor was the most popular record in Norway during the first six months of 1964, according to a summary of the weekly top 10 as published by Verdens Gang, leading newspaper.

He was also the only American artist to put a record among the Top Ten parade of the first half year's most popular records.

Otherwise, the 10 most popular records came from seven countries.

1) "I Love You Because," Jim Reeves, RCA Victor; 2) "La Meg Vare Ung," Wenche Myhre, Triola; 3) "Hippy Hippy Shake," the Swingin' Blue Jeans, Columbia; 4) "I Want to Hold Your Hand," the Beatles, Parlophone; 5) "Can't Buy Me Love," the Beatles, Parlophone; 6) "Skona Mitt Hjarta," Siw Malmkvist, Metronome; 7) "Non Ho L'Eta," Gigliola Cinquetti, Triola; 8) "My Boy Lollipop," Millie Small, Fontana; 9) "All My Loving," Beatles, Parlophone; 10) "Dominique," Soeur Sourire, Philips.

8 Unhurt in Blast

BROWNVILLE, Tex.—Eight members of a Fort Worth dance band escaped injury last Saturday when their sedan's gasoline tank exploded 15 miles south of Brownwood.

Charlie Lopez, manager of the band known as The Cardinals, said a dragging rear brake on their 1958 model car apparently caused the explosion.

WHEN YOU GET TIRED OF ME—G. Jones (Eastern)—She says: "When you get tired of me, bury me deep." It's some'um else.

STANDING ON THE PIER—B. Washington (Sue)—From her album and good. Real strong. As one caller put it, "I like the way she waits on the pier."

Many of our most requested records must be credited to tips from people such as Chatty Hatty, Fat Daddy, Bob King, Kal Rudman, Pat Hughes, Paul Drew, E. Rodney Jones, Bill Ward, Sir Walter, Rocky G. Fred Hanna, Ernie Durham, Jimmy Bishop, George Woods, Dave Dixon, John "R", etc., whose judgment I greatly respect. Please let me also give credit here at WAOK to Bob McKee, our morning man, Zilla Mays, our soul sister, and, of course, the expert ears of Zenas Sears, owner of WAOK who can hear a hit miles away.

Dizzy Gillespie: Dr. of Jazz

• Continued from page 36

contributing towards a unified whole.

The Gillespie manner is intimate and casual. His asides to the audience and his colleagues are full of humor and very "in". And this conversational touch adds considerable charm and interest to the act.

But it's the music that counts, and it's really there. The performances, sparked by Dizzy's trumpet, builds, and the complex rhythm patterns and harmonies create alternating pulsating tension and release. In toto, it is fine jazz.

Dizzy, who is on the Philips label, will be at the Village spot through Aug. 2.

When caught Friday (10), the show opened with the Rudy Stevenson Quartet. This is Nina Simone's rhythm section, with Roland Ashby on piano in place of Nina. Others are Lyle Atkinson, bass; Bob Appleton, drums, and Stevenson on guitar.

A young group of folk singers, titled America's Children, are making their debut appearance at the Gate. They are fresh and talented, and have been signed by Warner Bros. Records.

PAUL ACKERMAN

L.Q. Signs Tobias

NEW YORK—Henry Tobias has been signed by E. M. Loew and Ted Risman to write songs for the Latin Quarter show set to open Nov. 15 and run for six months. Tobias last wrote for the Latin Quarter when the Lou Walters show ran in 1948-1949.

Phono-Tape

MERCHANDISING

• BEST SELLING PHONOS • DISK DEALS
• EQUIPMENT NEWSLETTER

Vanguard, Wayne Join 3M

ST. PAUL—Minnesota Mining has signed licensing agreements with the Vanguard and Wayne record companies, bringing to 15 the number of labels supplying stereo cartridge music for 3M's line of Revere-Wollensak automatic tape recorders.

D. H. Boyd, Revere-Wollensak general sales manager, said: "One of the popular uses of our automatic recorders is for atmosphere music when entertaining."

Boyd noted that Wayne Records would make available its Purist label featuring mood music by the Knightsbridge Strings. Vanguard offers classical, folk, pop and jazz.

First releases on the two labels are due Aug. 1. Other firms supplying music for Revere-Wollensak cartridges are:

(Continued on page 41)



MINNESOTA MINING'S metal mailbox tape display case permits dealers to take advantage of limited counter space to display the firm's three top-selling sizes of Living Letter, three-inch tape in 150, 300 and 600-foot lengths. The unit is free with a 72-roll order of three-inch tapes.

Sun Coast New Admiral Distrib

TAMPA—Sun Coast Distributing Company here, headed by Harris D. Bryant, was recently named distributor for Admiral electronic products and appliances in the Tampa area. The territory covers 16 Florida counties. The firm will handle sales and service for all Admiral products.

Pilot Back in TV Market; Has Color Set in '65 Line



PILOT'S SOLID-STATE portable phonograph provides for addition of a matching AM-FM stereo tuner, has 15 watts music power, two dual speakers and lists for \$199.

YONKERS, N. Y.—Pilot Radio Corporation, out of the TV business since 1952, returns with a new color receiver, part of the firm's fall line of new sidetable stereo consoles and



PILOT'S CONTEMPORARY 66-inch console is handcrafted in oiled walnut, has two roll-up tambour doors, 30-watt stereo amplifier, six speakers and is available with optional stereo tape deck.

home entertainment centers. Virtually all are transistor models.

The 21-inch color TV set will be available only as part of Pilot's home entertainment centers and not as separate units. Roland



PILOT'S VERSAILLES III 70-inch French Provincial console has a 110-watt solid-state amplifier which drives eight speakers, two 12-inch woofers, two mid-range horns, two tweeters and two super tweeter horns.

J. Kalb, vice-president and general manager, said that "recent advances in color technology" enabled the firm to offer equipment "compatible in quality with Pilot music reproduction."

Pilot has 35 models in its new line, ranging in price from \$300 to \$2,000. All the consoles and home entertainment centers contain AM-FM tuners, Garrard changers, magnetic cartridges, and stereo signal indicator lights.

A luxury Repertoire III series includes an Ampex stereo tape deck. Furniture styles include contemporary, French Provincial, Early American Italian Provincial, Traditional and Mediterranean.

Admiral Tabs Utah Distrib

SALT LAKE CITY—The Salt Lake Hardware Company here, headed by Howard W. Price, has been named Admiral distributor for Utah, and held an open house for dealers June 28-30.

The 75-year-old firm will handle sales and service for all Admiral products, including TV's, radios, stereos and appliances.

Thomas Named Admiral Mgr.

CANOGA PARK, Calif.—Roy Thomas has been appointed Western national accounts manager for the radio division of Admiral Corporation, Joseph J. Casale, sales manager-radio division, announced recently.

He will cover 11 Western States from his headquarters here.

Zenith Line Features 32 Phonos, 13 Radios

CHICAGO — Zenith Sales Corporation's recently introduced 1965 line features 32 phonograph and stereo models and 13 radios, including a completely transistorized alarm clock-radio and an AM table radio. Transistorization, up-styling, component-type sound controls and in general a quality image is stressed throughout the line. All console and console combinations have provision for adding a Zenith radial-extension speaker system. Lowest priced item in the line is the Tango, a \$14.95 AM table radio. Here are some other highlights from the line which are just finding their way to dealer shelves across the country.

Admiral TV Price Cut

CHICAGO—Admiral has cut its price \$10 on its all-channel, UP1104, 11-inch personal portable TV receiver and its UP 1110 series, with private earphone attachment, front-channel indicator and deluxe trim.

The personal portable now sells for \$99.95, the private earphone series for \$109.95. The new prices are the same as those announced for the VHF-only 11-inch portables last fall.

Regency Bows Kit

INDIANAPOLIS — Regency Electronics has introduced a new kit to transform older models of its Range Gain Citizen's Band Transceiver into a 1964-1965 model. The pre-packaged kit (K-250) carries a suggested list price of \$12.95.



ZENITH MAJORETTE, a transistor, line-operated table radio with automatic volume control, Wavemagnet antenna, tapered, polystyrene cabinet and choice of three color combinations.



ZENITH GAY NOTE AM radio, 3 3/4 inches deep, 6 by 4-inch speaker, slide rule tuning, Wavemagnet antenna, automatic volume control, Polystyrene cabinet, finished back and choice of three color combinations. List is \$29.95.



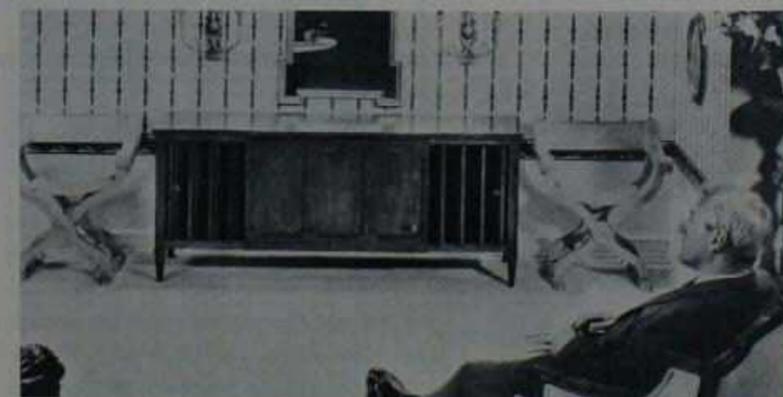
ZENITH BARCELONA console radio-phonograph provides AM-FM-FM reception, hi-fi stereo record-playing system, two 12-inch woofers, two horns, four 3 1/2-inch cone-type tweeters with crossover networks, Micro-Touch 2G tone arm, solid state 40-watt amplifier, cabinet of antique finished butternut veneers and select hardwood solids, latticed wood grilles.



ZENITH FASHIONAIRE, transistor AM clock-radio, with line-operated receiver, single switch for manual on-off, automatic on-off radio, time set, alarm set, sleep switch, luminous hands and choice of three color combinations. Suggested list price is \$39.95.



ZENITH ROYAL 80 shirt-pocket eight-transistor radio plays up to 75 hours on two standard penlite batteries, up to 180 hours on mercury batteries. Receiver is complete with gift box ensemble of custom carry case, batteries, earphone attachment. List \$17.95.



ZENITH CARUSO AM-FM-FM console radio-phonograph in Italian Provincial styled cabinet of antique-finished cherry fruitwood veneers and solids. Eight-speaker hi-fi sound system, 40-watt solid state amplifier, Micro-Touch 2G tonearm and pivotal louvers to direct sound.

Innovation Puts Zip in TV

By DAVID LACHENBRUCH
Contributing Editor

LOOK WHAT's come to life again—the TV market, of all things!

Radios and phonographs seem to have reached a plateau. From 1953 to 1956, TV hit such a plateau, and then sales began to fall off. After all, everybody had a TV set, so what do you do for an encore? You wait for the replacement market.



Unfortunately, waiting for replacements never seems to work very well. From sales of 7.4 million sets in 1954, the industry drifted downward, and sales hovered around the 5.7 million mark in 1960 and 1961.

Then along came something new. New? Color was introduced commercially in 1954. Let's say, for the sake of sparing feelings, that "perfected color" came along about 1961—although it could have been just as perfected in 1958 or 1959 if it had been promoted hard. This perfected color innovation now is leading TV to its first 9 or 9½ million-set sales year.

In an industry which once felt that 7 million sets was a built-in limit, there are now predictions that next year will see sales of 10 million sets or more. This 10 million figure used to be a magic one for speeches by industry statesmen who wanted to startle their audience ("I say to you today that it's not even impossible for this industry to sell 10 million sets a year, if...").

WHILE THE innovation of perfected color started the television industry's upswing, another segment of TV bids to grow even faster. This is the field of small-screen sets, or tinyvision.

The American TV industry entered this market in self-defense just one year ago, when the Japanese seemed to be achieving some moderate degree of success in offering a product which no American manufacturer was supplying. The industry split wide open on the subject. Proponents said it would broaden the TV market. Opponents insisted it would keep people from buying larger sets and would help create a real market for Japanese merchandise.

Final returns aren't in yet, but enough American manufacturers have switched sides to indicate that they think there's a real market in tinyvision. By this year's end, eight to 10 American TV manufacturers will have sets with screens smaller than 16 inches, and there are predictions that at least a million tinyvisions will be sold here in 1965.

AMERICAN TV manufacturers, either making the sets themselves or importing them, have been able to compete successfully on a price basis with Japanese products in the a.c.-operated tiny vision field. Now they're planning to take on the importers in the field of transistorized battery portables.

General Electric and Philco were the first to announce this year's transistorized TV sets, both with nine-inch models, presumably to sell in the area of \$159.95. Then Emerson announced it would have an 11-inch transistor set at \$149.95. All of these prices were considerably below the prevailing prices of major imports with screen sizes of nine inches or less, and the prices of imports have shown signs of beginning a rapid crumble.

Television sets didn't change much from 1954 (the year of the introduction of the portable) to 1961. Then along came perfected color and sales began to rise. Now tinyvision is spurring the set-in-every-room movement. Next year, transistor TV could further broaden the market.

THE TV INDUSTRY is beginning to innovate again, and sales are taking a big rise—at least in terms of units. Dollar volume is rising, largely because of color. In black-and-white, the average factory price of a TV set has dropped from \$279 in 1947 to \$178 in 1951 to \$148 in 1960 to \$118 in 1963. Margins have shrunk accordingly—but the business is on the move again, and the experience of television shows that an industry must continually innovate to avoid stagnation.

The TV pricing picture is a mystery even to the industry. Every manufacturer deplors the trend to lower and lower prices — and then whittles away a little more.

When the federal all-channel law required all-channel tuners in every set (with the start of the 1965 models), the increases in costs were partly disguised, and partly swallowed (by manufacturer, distributor and dealer). Thus, the new model sets with all-channel tuning show little or no price increase as compared with last year's VHF-only sets.

IF AUTO manufacturers were faced with a comparable situation, what would they do? A friend who is an official of an automobile manufacturer was visiting me last week, and I put this question to him: Suppose Congress passed a law requiring that every new automobile must have a built-in exhaust afterburner. Would the automotive manufacturers eat the extra cost and give it to the buyer free?

"Heck no," he replied. "We'd make an extra profit on it, and so would the dealer."

FACES AND PLACES



NEW ZENITH DISTRIBUTOR for Colorado, parts of Nebraska and Wyoming is McCollum-Law Corporation, with headquarters in Denver. W. S. (Bing) Law (center), McCollum-Law president, inspects a new Zenith TV set, with Walter Fisher (left) and Philip J. Wood, both Zenith vice-presidents.



JOHN H. ADAMS has been appointed general manager of the parts and accessories division of Zenith Sales Corporation, replacing Robert F. Miller, who will retire next January. Adams joined Zenith in 1961 as vice-president of Central Electronics, a wholly owned Zenith subsidiary.



S. R. HERKES, Admiral's vice-president in charge of consumer products marketing, has been named vice-president and general manager of the division, succeeding Edward R. Taylor, who resigned but will remain a director of the corporation. Herkes has been associated with Motorola since 1940.

Carrying Chge. Part of Sale, Rules IRS

CHICAGO — Carrying charges must be included in the total contract price of a sale, according to an Internal Revenue Service Ruling (64-126), which was circulated to dealers by the National Association of Music Merchants last week.

According to NAMM, the IRS requires dealers to include the carrying charge determined at the time of each sale and added to the cash selling price as part of the "total contract price" of the article sold, when computing the gross profit on installment sales.

Any change in the amount of carrying charge in a succeeding year will not affect the figures of the gross profit for the sale but will be accounted for at the time the carrying charge is adjusted.

The carrying charge is based upon the unpaid balance of the established cash selling price after deducting the down payment and upon the length of time provided for paying the remainder.

Admiral Names J. Dockendorf

LOUIS PARK, Minn.—J. H. Dockendorf was named general manager of Admiral Distributors here last week.

The office handles sales and service for all Admiral electronics products and appliances in 62 Minnesota counties and 15 Wisconsin counties.

A native of St. Cloud, Minn., Dockendorf was formerly associated with Westinghouse for 15 years in the North Central States, most recently as branch manager in Minneapolis.



REGENCY ELECTRONICS' new FM transistorized Monitoradio is designed as an alerting system for off-duty firemen, policemen, ambulance crews or the like. The unit comes in four models, price starting at \$99.95.

UPBEAT MUSIC ON DOWNBEAT

MILAN — A survey conducted among club owners and managers points to a strong decline of public interest in upbeat music, such as the twist, hully-gully and surfing.

Patrons show an increase in requests for more traditional selections and slower rhythms. However, the trend is only partially confirmed by record sales at the dealer level, but here too, there is more interest in slower tempo records.

BILLBOARD, July 25, 1964

2 RECORDS
WITH 1 THOUGHT
WE'RE HITS!!!

"SHE'S
THE ONE"
THE CHARTBUSTERS
MUTUAL #502

ALSO
THE NEW JOED RECORD OF

"LITTLE
LONELY
SUMMER
GIRL"

by
DAVID BOX

MUTUAL RECORDS
1314-24 S. Howard St., Phila., Pa.

On Trumpet . . .
TEDDY MERTENS
C328

"THIS IS
MY PRAYER"

(Instrumental)

THE BIG ONES ARE
ON CAMEO/PARKWAY

HITSVILLE DOES IT AGAIN
BRENDA HOLLOWAY
"I'LL ALWAYS
LOVE YOU"

TAMLA 54099

A Scintillating Smash!
ANITA HUMES
WHEN SOMETHIN'S
HARD TO GET

R 4564

ROULETTE RECORDS
1631 Broadway New York, N. Y.

coming . . .



WARNER BROS. reprise

Portables Key to New Dynavox Line

NEW YORK — Dynavox Electronics' recently introduced home entertainment line features a broad new line of stereo solid-state and tube automatic portable phonographs along with two manual portable and a deluxe FM/AM/FM stereo radio. The models range in price from \$19.95 to \$189.95. Here are

some highlights from the line which were recently shown in Chicago.



DYNAVOX MODEL 648, a deluxe stereo solid-state automatic portable, has two removable wing speakers in book-end finish. The unit is available in charcoal gray or autumn brown and carries a suggested list price of \$139.50.



DYNAVOX MODEL 650, a solid-state stereo automatic component-type phonograph, contains 18-watt peak dual channel amp, four speakers, diamond stylus, is covered in DuPont Fabrilite, French-stitched, has anodized aluminum grille and comes in honey or white. List price is \$139.95.



DYNAVOX MODEL 1040 FM/AM/FM stereo radio has two extended-range speakers with heavy magnets, is powered by 12 tubes plus rectifier and eight diodes, has slide-rule dial and colored indicator lights, has full-range volume, tone and balance controls, oiled walnut cabinet and a suggested list price of \$139.50.

Fidelitone Names Louis E. Hoffman

CHICAGO—Louis E. Hoffman, an advertising and sales promotion specialist formerly with ITT Kellogg, has been named sales promotion manager of Fidelitone, Inc.

In his newly created post, Hoffman will assume responsibility for all phases of sales promotions, set up special merchandising themes and develop future growth programs. The appointment was announced by Douglas F. Hudson, Fidelitone president.

Vanguard, Wayne

• *Continued from page 39*

ABC - Paramount, Command, Grand Award, Kapp, Reprise, Roulette, Warner Bros., Westminster, Columbia and Music-tapes.

The Revere-Wollensak machines offer up to 15 hours of continuous music, handling 20 cartridges without attention. The units are available in recorder-player or player-only versions in self-contained models or decks.

Billboard Buyers & Sellers

CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personnel... serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

EMPLOYMENT SECTION

SITUATIONS WANTED

SPECIAL MATERIAL WRITTEN TO ORDER for singing groups, single artists and show by professional ASCAP writer. Contact J. Crane, 70 Elm St., Providence, R. I. Telephone: DE 1-8410.

NEW TUNES AVAILABLE FOR ARTIST or record company. Christmas song, "Santa's Glee"; C&W tune, "When We Two Parted"; ballad, "By the Fireside"; also instrumentals. Contact Don Grzana, ASCAP, 2340 S. 60th St., West Allis, Wisconsin.

HELP WANTED

EMPLOY. SECT.—HELP WTD.— SALESMEN, EXPERIENCED IN COIN-operated amusement field, to represent a well-established national sales corp. ready to expand to the West Coast. Lucrative opportunity for an ambitious, hard-working individual. Phone: Cleveland 241-3801 or write Duncan Sales Co., 737 Carnegie Ave., Cleveland 15, Ohio.

SONG & TALENT SEARCH FOR POPULAR records. If you or your material is really outstanding, this could be your break. Send 7 1/2 ins. tape of not more than three renditions, plus return postage if you wish materials returned, plus \$2 to help defray audition and handling costs. Sorry, no "in person" auditions. Grey Music Productions, 108 East 96th St., New York 10028. Telephone: EN 9-7275.

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

RAYMAR'S MEMORY LANE

We can supply you with 400 of the greatest oldies but goodies. List upon request! Wholesale only! "Largest selection of other hard-to-get records."

100 Assorted New 45 RPM's, \$9.00 per 100
\$80.00 per 1000 (1 to 2 yrs. old)

WE SPECIALIZE IN CURRENT "TOP 100" 45'S AND LONG PLAY
WE ALSO BUY INVENTORIES OF THE ABOVE.

RAYMAR SALES CO.
170-21 Jamaica Avenue
Jamaica 32, New York
OLympia 8-4012

PROGRESS

RECORD DISTRIBUTING, INC.

845 N. 15th Street
Philadelphia 30, Pa.
Phone: (215) CE 6-2650

NOW EXCLUSIVE DISTRIBUTOR FOR BERENE RECORDS

ASSORTMENT OF 100 ALL NEW RECENT HIT 45's, \$16 postpaid. Assortment of 100 all new 45's, \$5.99 postpaid. Rare oldies, 30¢ each postpaid. Kaco Enterprises, 2444 Throop Ave., Bronx 69, New York. Telephone: AD 1-3888.

RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

FOR SALE

EDFOR—THE SOUND FOR SELLING. Here is your chance! Your song recorded by professional musicians and singers. Complete demo service, including lead sheets and song analysis. Prices below competition. Edfor Custom Recordings, P. O. Box 212, North Bergen, New Jersey.

MISCELLANEOUS

MUSIC LEAD SHEETS — WE PRINT them for top Hollywood professional writers and publishers. Only \$5 for first fifty copies, including all copywork, etc., plus 1¢ each over 50. Or send for sample and details. Lead Lines, 5558 Hollywood Blvd., Hollywood, Calif. 90028.

RECORD PROMOTION & PUBLICITY

CONSULTATION

All questions answered about Recording, Distribution, Printing, Shipping, Music Publishing, etc.

NATIONAL RECORD PROMOTION & PUBLICITY

PRESSING
No job too small

DISTRIBUTION ARRANGED

MORTY WAX PROMOTIONS
1733 Broadway
New York, N. Y.
CI 7-2159

BUSINESS OPPORTUNITIES

PROFESSIONAL ASCAP SONGWRITER interested in buying into small record label. Contact J. Crane, 70 Elm St., Providence, R. I. Telephone: DE 1-8410.

REC. ACCESS. & DEALERS FIXTURES

LE-BO

YOUR #1 SOURCE

for the most complete line of—

- RECORD RACKS
- RECORD ACCESSORIES
- PEGBOARD POCKETS
- BROWSER DIVIDER CARDS

Write for complete details on this fast-selling, profit-making line.

LE-BO Products Co., Inc.
33-59 Vernon Blvd.
Long Island City 1, N. Y.

MISCELLANEOUS

JOCKEY JOKER! A COLLECTION OF six DJ gagfiles now in one edition. Contains over 500 One Liners, Gags, Sound Effects, Bits, Station Breaks, Ad-libs, etc., \$7.50. Show-Biz Comedy Service (Dept. B.I.), 65 Parkway Court, Brooklyn, N. Y. 11235. jy25

INTERNATIONAL EXCHANGE

GENERAL

SONGS PUBLISHED, RECORDS MADE on subsidy plan. Guaranteed radio promotion. Proof of performances sent you. Samples sent. Freelancers, P. O. Box 833, Riverside Station, Miami 35, Florida.

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

CLASSIFIED RATES

Per Insertion

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

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words.
- All rates are for EACH insertion. PAYMENT MUST BE IN ADVANCE!
- Advertisements 2" or larger are set in boxed style.
- If Box Number is used, follow 10 words for number and address. Box number service charge is 50¢ per insertion.

USE THIS HANDY ORDER FORM

Please insert the following ad for _____ consecutive issues.

Heading: _____ Size: _____
 Set regular classified style. Set boxed classified style.

Amount enclosed _____

Copy: _____

Company Name _____ Authorized by _____

Address _____

City _____ State & Zip Code _____

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

FOR ADDITIONAL INFORMATION AND/OR ASSISTANCE CONTACT: CLASSIFIED ADVERTISING MANAGER, Billboard, 165 West 46th St., New York City 10036.

ADVERTISING RATES INTERNATIONAL EXCHANGE
Classified: Per line \$1. Minimum 4 lines per insertion.
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 Heine, International Advertising Director, Billboard, 165 West 46th Street, New York City 10036 or Andre de Vekey, European Director, 15 Hanover Square, W. 1, England.

BULK VENDING news

Eppy Feels Youngsters Should Be Encouraged to Swap Charms

NEW YORK—The alert bulk vending operator will take advantage of the youngster's tendency to swap charms with his friends, according to Sam Eppy, head of Eppy Charms, Inc., here.

Eppy pointed out that the growth of the charm vending industry has been spurred by items which children like to col-

lect and trade, particularly items relating to a single theme.

He pointed out that the Beatle charms have been successful not only because the British singing group is popular, but because the variety in Beatle charms is wide enough to encourage youngsters to begin collections and trade with their friends for charms to fill out their collections.

Pin-Up Trolls

Troll charms, too, are in that category. Eppy's latest Troll charm, Pin-Up Trolls, supplements various other Trolls children try to amass a collection of.

One local operator, Folz Vending, Oceanside, N. Y., places decals on its machines

encouraging the youngsters to "Trade and Swap, Collect a Variety of Charms."

Eppy said that in the last few years the emphasis has been on single charms rather than on series which encourage trading. He said that his firm will go into production on old series which lend themselves to trading.

Cigar Boxes

In the early days of charm vending, Eppy said, youngsters would go around with cigar boxes filled with charms. They would seek out other youngsters with cigar boxes and trade their duplicates.

Eppy would like to see a return to those days.

NAMA Will Accept Game And Juke Box Operators

CHICAGO—Juke box and amusement machine operators who also operate vending machines will be admitted to membership in the National Automatic Merchandising Association, according to Carl Millman, NAMA president.

Millman's statement clears up the vending operator trade group's vague policy toward music and game operators. Actually, many NAMA members did operate games and music, but listed them as operating firms separate from their vending operations.

The action was taken by vote of the board of directors and rescinds the rule, in effect since January 1, 1962, that denied membership to vending companies also engaged in operation of coin amusement machines or phonographs. The change was effected by amending

the NAMA constitution and by-laws, and specifically prohibits membership of companies that have gambling devices of any kind.

The new policy will not take effect until March 1, 1965 to allow time to complete action on the amendments and to develop and test screening procedures for new applicants. The criterion for membership will be the "business reputation of the applicant in his own community," said Millman.

The change is a recognition of the diversification of many vending companies into amusement game and music machine operation and is considered to be in the best interests of automatic merchandising. The new eligibility rule will not involve NAMA in any way in the activities of any other existing association.

**AMCO
SANITARY
VENDOR**

The Finest for
Vending Flat Pack
Products

**10c, 25c and
50c Operation**

Vends flat packs up to 1/2" x 2" x 4 1/4". Advance coin detector with automatic coin return when machine is empty. Separate coin box.

For Details and Prices
Write, Wire, Phone Today.

MEMBER NATIONAL VENDING
MACHINE DISTRIBUTORS, Inc.

J. SCHOENBACH

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

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

BULK BANTER

Pacific Patter

Mike (Butch) Fichera Jr., who is prominent in vending as is his father, has invested in a five-unit apartment house in North Hollywood. . . .

George Ferrier followed his brother, Ken, Vend-Rite, San Pedro, into Los Angeles for supplies at Acme Vending. . . .

Tom's Vending, Gardena operator, shopped at Acme for supplies. . . . Valley Amusement, Apple Valley, sent its representative to Los Angeles for supplies for its machines. . . .

Clarence and Bernice Kettles were at Acme from Port Hueneme. . . .

Lyn Morgan picked up several Northwestern Fleer's Dubble Bubble bulk pack machines at Acme for his Morgan Vending Company in Long Beach.

Tomas Garcia made a buying trip to Los Angeles for his oper-

ation in Ensenada, Mex. . . .

Pulido Morales was too busy with his route in Tijuana, Mex., to visit Acme. He telephoned his order. . . .

Ted Werner is back in Los Angeles following a trip out of town to service his many bulk machines. . . .

Leo and Harriet Weiner, West Coast Enterprises, and their children are back from a visit to the New York World's Fair and with relatives in Boston.

Ken Parsons, Los Angeles operator, stopped off at Acme for supplies. . . . Laguna Vendors, Laguna Beach, is growing. . . .

John Lopez was a buyer in town. . . . Max Jones was another bulk operator who visited Acme. . . .

Art Vogel is back from five days of fishing off the coast of Mexico near Ensenada. He reported that the catch was good but the fish were small. . . . Bill Petron, Inglewood, was in town for supplies.

Ralph Benedict is combining his bulk operation with a successful mail-order business. . . .

Earl Wickham, who operates tab gum machines for his uncle, Harold Young, devoted a day recently to picking up supplies at Acme. . . .

Isobel Jenacaro, wife of Victor Jenacaro, North Hollywood vending machine operator, shopped for parts and supplies at Acme. . . .

Acme Vending Machine Company will be closed Friday, September 4, to give the Feldmans a long weekend over Labor Day. Lew E. and Gusie Feldman will visit in Las Vegas. . . .

Bob Feldman, Acme, and his wife, Phyllis, with their daughters, Lori and Sandy, spent last weekend in San Diego. . . .

Harry Hipsher shopped for his Los Angeles bulk operation the first of last week.

SAM ABBOTT

Nashville News Notes

Jordan Stokes III, general counsel for Vendor Manufacturers, Inc., Nashville, is in Europe setting up distributors for the Beaver Mark I line of bulk vendors. . . .

Bill Brooks, Brooks Vending, Knoxville, is up and around after being hospitalized several weeks. He says business is very good in the Great Smokey Mountains. He dropped in for supplies at Hermitage Music Company.

The Troll type doll is going great, reports W. M. Turner, Franklin, Ky., who was in Nashville for more supplies. . . . Also hot on Trolls is Roy Lee Vaughn, Vol. Vendors. Vaughn

EUROPEAN NEWS BRIEFS

Paris Fair

PARIS—The French coin machine industry has just staged its most impressive exhibition yet.

The occasion was the 53d annual Paris fair, and French coin equipment dominated the fair, which in past years has been

said it's the best item in a long time. . . . Wilson Haley, Haley's Vending, was in Nashville this week to look at new supplies. . . .

Wilson Bracey, Hermitage Music Company general manager, is on his honeymoon.

Vern Jackson, Jackson Vending, Grand Prairie, Tex., bought his daughter a new car several weeks ago. She kept telling her dad something was wrong with the car. After taking the car several times to the dealer they found the car came from the factory with no shocks. It's fixed, she's happy and has her first job working at Six Flags Over Texas.

mainly a U. S. coin machine showcase.

The French-made Marchant and Jupiter phonographs were on display. But the strongest section was games, where French producers astonished many visitors with new products.

French progress in producing pinballs was most impressive. On exhibit were a pinball from Bussoz, pinballs from the Rally Company of Nice, and pinballs from Alben. The firm, SEMM, introduced a new French-developed bowler.

Williams in Germany

HAMBURG—Erich Schneider, GmbH and Company, will continue to handle general sales in West Germany for Williams pinballs and other products despite purchase of the Williams company by Seeburg.

Seeburg's German subsidiary, SEEVEND, is a sales organization dealing in Seeburg phonographs and vending equipment.

(Continued on page 43)

Vending Headquarters for VICTOR

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

BEAUTIFUL STORE WINDOW DISPLAY

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

PARKWAY MACHINE CO.

715 Ensor St. Baltimore 2, Md.

Buy OAK for your PROFIT LINE!

THE TITAN



Capacity of 2 Coats Century Gum (4000 Pieces)

Separate Coin Box

Built in Cast Iron Base No Other Stand Needed

Coin Control Interchangeable 1c, 5c, 10c, 25c or Foreign Coins

Shipping Weight, 45 lbs.

Height 40", Diameter 15"

Packed One to a Carton

THE OAK TREE—6



Will Take All Size Acorn Machines

No Need to Disassemble Upper Row of Machines to Service Bottom Machines

Stand Takes Up Only 1 1/2 Square Feet of Floor Space

Cast Iron Base Weighs 30 Pounds

Base Measures 13x16 Inches

Overall Height of Stand Including Machines is 50 Inches

Wheels Mounted on Rear of Base for Easy Moving

Stand Can Be Assembled and Ready for Use Within 5 Minutes

Assembly Instructions Packed in Each Carton

Shipping Weight 45 Pounds

Time payments available on OAK machines to all distributors

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

Write for the name of your nearest OAK distributor

Northwestern

HEADQUARTERS

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.



BIRMINGHAM VENDING COMPANY

520 Second Avenue, North, Birmingham, Alabama
Phone: FAirfax 4-7526

**REVOLUTIONARY
NEW DISPLAY FRONTS
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1c-5c
**ATLAS MASTER
VENDOR**

Vendo to Buy Continental-Apco

NEW YORK — Judge Jacob Mishler of the Federal Court of the Eastern District of New York last week approved the sale of the manufacturing assets and inventories of the Continental Vending Machine Corporation and its sales subsidiary, Continental-Apco, Inc., to the Vendo Company, Kansas City, Mo.

Total price is \$6,500,000, including an initial cash payment of \$1,250,000 and 2 per cent of the sale price of all Continental-Apco vending machines, Vendo post-mix drink machines and Vendo cigaret machines for 15 years.

Continental has been in reorganization under Chapter X of the Federal Bankruptcy Act for the last year. Trustees are running the company.

The firm, which began manufacturing 10 years ago, makes a full line of vending machines and owns cigaret and full-line vending operations. At one time it also operates juke box routes.

Before its reorganization Continental averaged annual sales of \$13,000,000. Last year sales dropped to about \$7,000,000.

Vendo, which has annual sales of more than \$51,000,000 and assets of \$44,000,000 is a major manufacturer of full-line vending machines.

E. F. Pierson, Vendo chairman and president, said his firm will probably assume control of Continental within 90 days. He added that production on Continental equipment will begin shortly after the acquisition.

Penny King Adds 10c Capsules to Nickel Ring Mix

PITTSBURGH — The Penny King Company is discontinuing its 10-cent capsule ring mix and using the stock in the firm's new 5-cent Super Deluxe Ring Capsule mix.

The new mix consists of 50 per cent metal rings and 50 per cent Deluxe Vacuum-Plated Jewel and Flicker rings. Charms are packed in Screw-Tite and Airvent capsules, with free displays.

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe, 1c or 5c Comp.	12.00
N.W. 10-Col. 1/2 Tab Gum Mach.	18.00
N.W. Model 233, 1/4 Parc. Converted for 100 ct. B.G.	4.50
ABT Guns	20.00
Mills 1/2 Tab Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	\$.69
Pistachio Nuts, Jumbo Queen, White	.62
Pistachio Nuts, Large Tulip	.67
Pistachio Nuts, Vendor's Mix	.64
Pistachio Nuts, Sheik, Red	.59
Cashew, Whole	.49
Cashew, Butts	.45
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.36
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.48
Hershey's	.47

Rain-Bo Gum, 72 ct.	\$.22
Malt-ite, 100 ct., per 100	.35
Rain-Bo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Bo Ball Gum, 100 ct., 200 lb. minimum, prepaid on all Rain-Bo Ball Gum.	.34
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.20
Minimum order, 25 Boxes, assorted.	

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

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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.

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MEN WHO READ BUSINESS PAPERS MEAN BUSINESS

EUROPEAN NEWS BRIEFS

Continued from page 42

in West Germany, Seeburg has been driving simultaneously to win a dominant position on the German phonograph market and to exploit the expansion of food-vending equipment caused by the labor shortage.

Nova Expands

HAMBURG—A. W. Adickes' Nova-Apparate is taking over

the entire building it has occupied at 24 Semperstrasse, in Hamburg, for the last decade. The building will be renamed "Nova Haus."

Nova is gaining as additional space the entire third floor of the building, to which the firm will shift its phonograph record department from its servicing headquarters on the Geibelstrasse.

Nova distributes Rock-Ola phonographs, Gottlieb games, and vending equipment.

CA Electronic

HAMBURG—Helmut Rehbock, GmbH, is beginning distribution of Automatic Canteen Company's new German-made

phonograph, CA Electronic 160 Stereo.

CA Electronic 160 is now coming off the assembly line at Automatic Canteen's Neu Isenberg plant, near Frankfurt, in volume, and Automatic Canteen is offering the new machine in direct competition with Wurlitzer's German-made Lyric, which is also produced in Germany for the European market.

Automatic Canteen bills its new box as the first German phonograph with an electronic record selection system.

Bowler Boom

BREMEN — Chicago Coin and United are competing neck and neck for the booming bowler market in West Germany.

Competition between the two Chicago firms is notable on two counts: it dramatizes the failure of European producers to bring

out a successful bowling game, and it underscores the terrific sales success bowlers are having on the European market.

United's Pacer (puck-Kegelbahn) is distributed by Nova Apparate, the Rock-Ola distributor at Hamburg. Chicago Coin's entry is "Spotlite," which is getting big play in Germany on its claim to be the first bowler illuminating the strike zone with arrows. Chicago Coin's distributor is Triefenbach Apparatebau KG of Bremen.

COINMEN IN THE NEWS

Denver Doings

Veteran operator Ben DeGarmo has retired. He put in more than 20 years in the juke box field, and at one time operated the area routes now covered by Deines Music Company.

Miss. Has U.S.'s Highest Cig Tax

JACKSON, Miss.—Mississippi's new 1-cent-a-pack cigaret tax increase which went into effect July 1 gives Mississippi the questionable distinction of having the highest State cigaret tax in the 50 States. The new Mississippi tax is 9 cents per pack.

Mississippi had a 6-cent tax until 1962 when the Legislature increased it to 8 cents as a "temporary" tax. The temporary tax was made permanent in the early weeks of the 1964 Legislature.

Then, several weeks ago as legislators strove for more revenue sources, another cent was added, to become effective July 1.

As a result, cigarets went up in price 1 cent per pack and had to be absorbed by cigaret operators. Price on cigarets per pack in machines is 35 cents. The new tax cuts the operators' profit margin considerably.

The operator must also pay the State sales tax on all gross sales of cigarets. This ranges from the State tax of 3.5 per cent to various county taxes in some counties. These taxes range from .5 per cent to 1.5 per cent.

Any future increase in cigaret taxes will surely jump the machine price to 40 cents per pack, operators fears, because they will be operating on a slim margin now.

There are three States which have not had a State tax on cigarets for years. They are North Carolina, Oregon and Colorado. However, Colorado imposed a 3 cents per pack tax effective July 1.

Les Rieck, from Rock-Ola

headquarters in Denver, visited Denver operators recently. Pete Geritz and Leo Negri, Mountain Distributors Company, played host during his Denver visit.

From Cheyenne, Wyo., partner Gene Zigman, Cheyenne Music Company, reports that Mrs. Zigman now heads the new retail record department which Zigman and his partner, Zolten Ganz, recently opened at the J. C. Penney Company.

Frank Negri, veteran salesman at R. F. Jones Company, moved to San Francisco, where he is on the staff of Walter Huber, formerly an AMI distributor, now associated with Wurlitzer. Negri's brother Leo is associated with the big Mountain Distributors in Denver.

Distributors in the Mile High City report a real paradox this summer—a sharp pick-up in sales on pool tables, and 22-foot shuffle boards. This is quite a surprise in view of the fact that hot weather normally keeps people away from the taverns where such equipment is located.

Joining forces with a combination of vending, amusement machines, and phonographs, is Camar Corporation, now headed by Glenn Chapman and T. E. McAllister. Each man brought a different type of know-how into the organization, when Chapman, with decades of phonograph experience behind him, teamed up with McAllister who is a games and vending expert.

What Colorado operator covers the most miles? The consensus is that it is Jess Hochstedter, who, from his headquarters in Holly, regularly swings far south into New Mexico, and north up into Northeastern Kansas and the Nebraska border. This means that some of Hochstedter's locations can easily be as much as 350 miles apart, enough to keep him on wheels better than 50 per cent of his time the clock around.

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Victor Toppers, 1c B/G	\$ 8.50
Victor 2000's, 1c B/G, 100 ct.	16.50
Victor Vendoramas, 1c B/G	10.00
Victor Pen Machines	19.50
Atlas 1c & 5c B/G	13.95
N.W. Model 49, 5c mdse.	9.95
N.W. 1c B/G	9.95
N.W. Deluxe, 1c & 5c	9.95
N.W. Roll type Stamp, 25c, 10c	45.00
Silver Kings, 5c Mdse.	7.50
Schermack Roll type Stamp, 25c, 10c	45.00
Mills 6-col. Gum, 1c	9.95
DuGrenier 4-col., 1c	9.95
Stands, NEW, 12 lbs. each in lots of 10 or more	2.50

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COIN MACHINE news

EDITORIAL

Good Citizens

Billboard's Mid-South correspondent, Elton Whisenhunt, reports elsewhere in this issue of the roles played by four Arkansas and Tennessee coin machine operators in local politics. Three are actively seeking public office, and the fourth is chairman of a political group.

All four men realize that the exercise of their citizenship and the operation of their businesses are compatible endeavors. Each feels that his obligation to his community does not end with an annual contribution to the Red Cross.

Much has been said about creating good public relations for the coin machine industry. Donating juke boxes to youth centers and serving on the Community Chest committee certainly do a lot to enhance the image of the operator in the community.

But without detracting from these worthwhile gestures, the most important action an operator can take is to fight for his political beliefs.

By so doing he establishes himself as a man who cares about his fellow citizens. And by so doing he helps change the image of the coin machine operator from that of an outcast to that of a leader.

Mid-South Coinmen Play Active Roles in Local Political Races

By ELTON WHISENHUNT

MEMPHIS—Four Mid-South operators are active in politics in various capacities and two are actively campaigning for office this month.

The two, Robert Kirspel, owner of Kirspel Music Company, N. Little Rock, Ark., and William S. Cheek, Ace Music Company, West Memphis, Ark., are regarded as having an excellent chance for election.

Kirspel, who has been a city alderman at N. Little Rock for eight years, is running for mayor of N. Little Rock and believed by many to be certain of election.

Cheek has a good chance for election as sheriff of Crittenden County, Ark., just across the Mississippi River from Memphis.

The voters will speak in these two elections Tuesday (28).

A third operator active in politics is Drew J. Canale, president of Canale Enterprises Inc., Memphis, cigaret machine and juke box operation.

Canale entered the race for the State Senate in the Democratic primary election August 6, but withdrew when a Negro candidate and two others qualified as candidates.

Canale said his main reason was that he had many Negro locations and didn't want his business friends to think he entered the race to split the Negro vote.

Still Interested

Canale, who holds a law degree and whose family has been interested in politics for years, said he intends to make a firm bid for the Legislature in two years.

He said he had not prepared a campaign this time and friends qualified him as an "eleventh

hour" candidate but he chose not to run.

Instead, he and a group of citizens, representing business, labor, and various professions, Negro and white, organized an independent group known as VOICE (Voters of Independent Civic Endeavors) to endorse candidates in elections.

Moderate Voice

Canale was elected chairman. Canale said the purpose of the group was "to give the moderate citizenry of this community an opportunity to express their opinions as to all civic problems and to support those candidates for public office who best represent the point of view of this association."

"No political candidate or office holder holds a position of control in this association. There was no attempt here to re-activate any old political organization, create a new political organization or return to a political philosophy of 20 years ago."

"Rather, the thought behind this group was to create a new association of enlightened persons who would represent a

(Continued on page 46)

3 More Diskeries Enter Little LP Sweepstakes

By AARON STERNFIELD

NEW YORK — Three more record labels this week announced their entry into the juke box operator stereo sweepstakes, bringing to five the number of diskeries that are preparing adult stereo product —

both singles and little LP's—for the music machine market.

They are Recording Industries Corporation, Canadian-American Records and Sue Records, Columbia and Kapp already are making this product for the juke box trade.

Most ambitious of the new programs is that of RIC, which will attempt to hit specialized markets with little LP's then release 45 mono singles from the little LP's, with all product aimed specifically at juke boxes.

Next month, RIC releases four little LP's aimed at specific juke box location types. Artists are Pat O'Brien, with traditional Irish ditties; the Four Amigos, guitar artists with an appeal to collegians; Roosevelt Grier, who does r&b, and Alex Zanetis, who sings songs of the oil fields in the folk idiom.

George Novak, RIC's director of merchandising, said the selections are aimed at specialty juke box locations.

Instead of taking 33-stereo singles from the little LP's as Columbia has, RIC will release 45-mono singles to the juke box trade, with the hope of getting

consumer sales on the product as well.

Scheduled for August release (Continued on page 46)

MOA, ROSA TO HAVE FACING SHOW BOOTHS

CHICAGO—The headquarters' booths of Music Operators of America and the Record One-Stop Association at the Oct. 14-16 MOA convention in the Sherman House here will be of equal size and will be located directly across from each other in the phonograph manufacturers' area. Fred Granger, MOA managing director, says the arrangement points up MOA's wish to make the convention a three-sided affair with operators, one-stops and record manufacturers participating on equal terms.

U. S. Coin Machine Exports Rise; March Volume Hits \$4,530,794

NEW YORK—U. S. coin machine exports, mostly to Western Europe, continue to rise. According to the figures released this week by the U. S. Department of Commerce, coin machines and juke boxes with a total value of \$4,530,794 were shipped out of the country in March.

This represents an increase of more than \$1 million as compared with March 1963, and an increase of nearly \$1,200,000 as compared with the previous month.

Games accounted for the lion's share of the total, with 7,731 units valued at \$2,731,903. Some 2,127 new phonographs, valued at \$1,563,398

were shipped, and the 866 used phonographs were valued at \$235,493.

Confirm Trend

The latest export figures confirm the trend of European buyers toward increasing new phonograph and game purchases and cutting down on used phonograph purchases.

The expanding European production of low-priced juke boxes is cutting deeply into used phonograph shipments, but it doesn't seem to have any market effect on new phonograph shipments. For top locations, the Europeans still insist on new American machines.

The Western European Big Five—France, West Germany, Belgium, United Kingdom and

Italy—continue to dominate the list.

French Purchases

France, by virtue of its purchase of 2,046 games valued at \$891,722, was the major buyer of U. S. coin machines. The French also bought a respectable 102 new juke boxes and only one used juke box during the period.

West Germany was the biggest purchaser of new juke boxes, with 743 units valued at \$520,260. Belgium was the biggest purchaser of used juke boxes, with 166 units valued at \$53,845.

All the export expansion is in Western Europe. Nations from this constitute the top six buyers and 10 of the top 12.

2 Charged With Extortion Attempt Against Holzman

NEW YORK — Two men have been arrested and charged with attempting to extort \$25,000 from Irving Holzman, president of the United East Coast Corporation, local United Manufacturing Company distributor.

The arrests were announced by Nassau County District Attorney William Cahn. Cahn identified the suspects as Salvatore Granello, 41, and Dino Harris, 31, both of New York. He termed Granello "a known member of the Cosa Nostra."

According to Cahn, Harris approached Holzman last spring and told him that he (Harris) and Granello would like to

meet with him. Holzman declined.

Shortly after, Mrs. Ruth Holzman, the distributor's wife, was beaten by two unidentified men in the couple's home in Roslyn, N. Y.

Cahn said that after the beating, Granello called Holzman and demanded \$25,000 and 25 per cent of Holzman's annual business.

The suspects are being held in the Nassau County Jail, Mineola, N. Y., without bail.

Holzman and Cahn are close friends. Last year, when Holzman was guest of honor at the United Jewish Appeal's Coin Machine Division banquet, Cahn was the main speaker.

Coin Machine Exports

March 1964

Country	New Phonographs		Used Phonographs		Amusement No.	Games Value	No.	Totals	
	No.	Value	No.	Value				Value	Value
France	102	\$ 91,737	1	\$ 1,250	2,046	\$ 891,722	2,149	\$ 984,709	
W. Germany	743	520,260	—	—	712	334,345	1,455	854,605	
Belgium	501	434,503	166	53,845	332	113,900	999	602,248	
United Kingdom	104	84,135	72	30,734	715	299,174	891	414,043	
Italy	343	170,764	—	—	570	178,482	913	349,246	
Switzerland	10	8,797	—	—	1,347	229,815	1,357	238,612	
Canada	93	84,340	105	9,550	581	101,362	779	195,252	
Japan	99	70,509	53	15,960	297	101,460	449	187,929	
Greece	—	—	84	34,560	195	78,350	279	112,910	
Sweden	—	—	—	—	151	104,818	151	104,818	
Netherlands	64	50,989	59	21,835	88	23,513	211	96,337	
Denmark	—	—	—	—	110	84,522	110	84,522	
Venezuela	—	—	—	—	170	70,864	170	70,864	
Norway	—	—	—	—	92	42,216	92	42,216	
Jamaica	11	6,975	63	16,805	—	—	—	—	
Other Countries	57	40,389	263	50,954	325	77,360	645	168,703	
TOTALS	2,127	\$1,563,398	866	\$235,493	7,731	\$2,731,903	10,724	\$4,530,794	

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60 PLAY STEREO MONAURAL PHONOGRAPH WITH 7" LP FEATURE—MODEL NO. 425



Equipment Replacement Takes Top Priority in Chi Operation

By ED BARNES

CHICAGO—Few considerations are more important to a music operator than equipment

replacement. That's the opinion of Moses Proffitt, secretary and manager of South Central Novelty Company, a successful juke box operation that replaces between 25 and 30 per cent of its machines every year.

This procedure not only makes more income for the operator, but also keeps location owners happier and maintains the value of a route at a high level. It's a good hedge against recession, keeping a route ready for increased business when better times return, and providing a big asset if the operator should ever want to sell. South Central has weathered recessions in good shape by following this policy.

In Chicago a new owner of a location cannot change operators unless the spot remains closed for 60 days. It may then reopen with a new operator, but not before.

The 60-day provision is one of the agreements set up by Recorded Music Service Association, the Chicago operators' group headed by Earl Kies, to which Proffitt gives a great deal

of credit for the absence of location-jumping. He recalls that the situation was much rougher 15 years ago, but organization and experience have eliminated the problem almost completely.

Chicago operators have the same troubles with urban renewal as their colleagues in other large cities, but South Central has been lucky on at least one occasion in having only a few locations in an area of several blocks that was torn down for a housing project.

Programming is as carefully regulated as renewal of equipment in Proffitt's operation. Every juke box on location gets a minimum of two or three new records every week, and requests for specific records are acknowledged and filled as quickly as possible. These seldom number less than 30 a week and frequently reach 50 or more. Even so, they are less numerous than they would be if the company paid less close attention to programming.

South Central has faith in the future of the Little LP album for juke boxes and uses all

it can. Proffitt is pleased with the decisions of Columbia and Kapp to enter the field through their distributors and one-stops. However, his company buys its records from the distributors only. Their representatives make regular calls at the South Central office where the company's record buyer listens and makes his selections every week.

If there are as many as four or five requests within a few days for a particular record, South Central loses no time in getting a copy of it into all its locations. Very often such a record becomes a big hit, and South Central is sitting pretty while other operators are screaming for copies of the new hot single.

South Central serves predominantly Negro locations, and this has an effect on programming. Some standards, like those programmed in many Little LP's pull as well as they would anywhere else, but in general this material goes better in locations that attract an older class of customers.

There were many comments during the Beatles' invasion of the U. S. last winter on the absence of Negro teen-agers among the screaming hordes that greeted the Liverpool quartet. This was no surprise to Proffitt or to any other Negro operator.

The Negro operator programmed almost no Beatle sides and he got no calls for them. On the other hand, in one location served by South Central whose patronage is about 75 per cent white, the operator programs the same disks that pull well in Negro locations and finds that they do equally well.

The company's business suffered a noticeable slump two years ago when Illinois raised the age minimum for girls in taverns from 18 to 21. Returns have rebounded, however, indicating that those who were barred two years ago lost none of their interest in the juke box while awaiting their 21st birthday.

Mid-South Coinmen

Continued from page 44

moderate yet progressive viewpoint.

Civic Association

"With these broad principles in mind, meetings were held for the purpose of formalizing the group into a working civic association. These meetings were attended by members of all races, labor, management, religions, professions and represented a wide cross section of the citizens of Memphis.

"Drew J. Canale, who was never associated with any particular political group but who has worked for many different candidates and civic projects, was elected chairman and a set of by-laws setting out the principles of the association was adopted.

"Many individuals, who agree with the principles enunciated herein, joined the group and offered their support in an endeavor to improve this community."

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Midway Skee Fun .. 100.00
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Wurlitzer 2500	645
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Seeburg C	145
Seeburg KD	265
VL 200	195
AMI E-120	75
Rock-Ola 1454	225
Bally Tournament	85
Bally ABC Champion	65
Bally Table Hockey	75
CC 4-Game Shuffle	150
CC King Bowler	145
CC Red Pin	125
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Atlas Music Celebrates 30th Anniversary



DINERS AT THE HEAD TABLE included (left to right, standing) Bruce Telfer, assistant to the president of Automatic Canteen Company; Eddie Ginsburg, Atlas president; Joann Ginsburg, and Don Maxfield, Rowe AC executive. Seated are Patrick L. O'Malley, president of Automatic Canteen Company of America; Mrs. Adele Ginsburg; Jack Harper, president of Rowe AC Manufacturing, and Mr. and Mrs. Sam Gersh. Gersh is Atlas executive vice-president.



READY FOR LUNCH after morning round of golf are Don Maxfield, Eddie Ginsburg, Pat O'Malley, Bruce Telfer and Jack Harper.



MORT JACOBS, right, gives Eddie Ginsburg a plaque from Atlas employees commemorating the company's 30th anniversary.



EDDIE GINSBURG PRESENTS a silver serving set to Frank Mallak, a 30-year veteran with Atlas Music Company.



MRS. ADELE GINSBURG holds bouquet of roses given her by Jack Harper, Rowe AC president.



REGISTRATION DESK WAS manned by Mrs. Adele Ginsburg, left; her daughter, Joann, and Mrs. Stan Levin. Standing are Levin and Mr. and Mrs. Chuck Harper, all of Atlas.



A PART OF THE CROWD is shown enjoying outdoor buffet lunch, served on the Pheasant Run patio.



STAN LEVIN'S DRIVE is given the once-over by Mike Blumberg, left, Atlas treasurer, and Bob Fabian, Atlas vice-president.

CHICAGO—Some 700 persons attended the all-day outing marking the 30th anniversary of Atlas Music Company, Friday (10), at the Pheasant Run Lodge and Country Club, St. Charles, Ill.

From 9 a.m. until after midnight Eddie Ginsburg, Atlas president; his wife, Adele; daughter, Joann, and the entire Atlas staff were hosts to operators and other coinmen.

Patrick L. O'Malley, president of Automatic Canteen Company of America, was the featured speaker. At the head table, in addition to the Ginsburg family, were Jack Harper, president of Rowe AC Manufacturing; Bruce Telfer, assistant to O'Malley; Don Maxfield, AC executive; Phil Greenberg, Atlas Music, Pittsburgh; Sam Gersh, executive vice-president of Atlas Music, and Mrs. Gersh.

Golf tournaments on the 18-hole Pheasant Run course took up much of the morning and afternoon for those who were not swimming or sunning at the poolside.

O'Malley paid tribute to Ginsburg's 30 years in the industry and his development of Atlas, a Rowe-AMI distributor, and was optimistic on the future of the coin industry in general. He said that juke boxes are having their best sales year and that there appears to be no limit to the future of vending sales.

Ginsburg and Sam Gersh pooled their talents as emcees to introduce other speakers, including Phil Greenberg.

(Continued on page 48)

SLUGGER....

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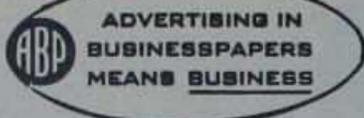
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WEST GERMAN MANUFACTURERS were hosted recently at the Chicago Rock-Ola plant. The German firm, Popp-Cherry GMBH, Bad Berneck, Bavaria, will make the Cherry line of vending machine switches. The U. S. firm, Cherry Electrical Products Corporation, is in Highland Park, Ill. Dr. David Rockola, second left, explains the new Grand Prix music machine to, left to right, Richard Stegmeier, Winifried Tobolewski and Robert Adolphus.

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MUSIC SPECIALS

- 5 Seeburg C. Phonographs, A-1 condition, Ea. \$125
- 2 Seeburg V 200, A-1 condition, Ea. 120
- 2 Seeburg VL's, A-1 condition, Ea. 145
- 1 Seeburg 201 425
- 1 Seeburg 222 575
- 3 AMI J.A.L.'s, Ea. 595
- 2 AMI Continental 1-200, Ea. 495

GAMES

- 10 Midway Jokerball, Ea. \$100
- 1 Midway Carnival 275
- Pro Golf 325
- Hole-in-One Golf 325

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Something Special for Young Lovers...Command
- Pop Instrumental**
LENNY DEE—Something Special.....Decca
- Jazz/Rhythm & Blues**
CLARK TERRY—CANNONBALL ADDERLEY—
SAM JONES—BLUE MITCHELL—
The Compositions of Charlie Parker....Riverside
- International—German**
HILDEGARD KNEF—Illusionen.....Decca

All titles listed are custom 33 1/3 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 165 W. 46th Street, New York, N. Y. 10036.

Atlas Music's 30th Anniversary

Continued from page 47
Vernon Fox Company, Chicago, and a Conex 10,000-cup vender to Refresher, Inc., Chicago.

Winners of golf prizes were Jim Melius, long drive and first low net; Edward Zagar, long drive; Ed McCarthy, closest to pin on fourth hole; Mike Sankovich, second low net; Bill Morris, first low gross; Moose Cholak, second low gross; Mrs. Ken Kelley, low net, and Mrs. Leon Mohill, low gross. Pat O'Malley won a prize for highest score.

Door prizes, announced at the dinner, included an AMI M200 Tropicana phonograph to Angelo Angeleri, A. A. Swingtime, Chicago; an Irving Kaye Mark III six-pocket pool table to Joe Ruggio, Airport Music, Chicago; a Bally Grand Tour pin game to Mrs. Joe Filetti, Blackstone Music Company, Chicago; a United Tiger Shuffle Alley to Jerry Thoele, Par Amusement Company, Chicago; a Rowe 77 candy machine to S & C Vending, De Kalb, Ill.; a Rowe 86 cigaret machine to

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Aerospace Time — Colorama Numerals, handsomely framed, gold trimmed. During the month of July only, this handsome clock will be included free with every order of \$200.00 or more.

PIN GAMES—COMPLETELY SHOPPED

Alpha, 2 Pl. \$325	Rocket Ship, 1 Pl. \$135
Around the World, 2 Pl. 175	Royal Flush, 1 Pl. 125
Atlas, 2 Pl. 175	Scoreboard, 4 Pl. 125
Brite Star, 2 Pl. 140	Seven Seas, 2 Pl. 225
Coral, 1 Pl. 250	Show Boaf, 1 Pl. 250
Continental Cafe, 2 Pl. 110	Sittin' Pretty, 1 Pl. 150
Double Action, 2 Pl. 195	Slick Chick, 1 Pl. 325
Flas Ship, 2 Pl. 135	Sunset, 2 Pl. 375
Flipper Clown, 1 Pl. 250	Sunshine, 1 Pl. 150
Gauche, 4 Pl. 395	Sweet Sioux, 4 Pl. 250
Gigi, 1 Pl. 295	Sweetheart, 1 Pl. 385
Hi-Diver, 1 Pl. 150	Texas, 4 Pl. 295
Lancer, 2 Pl. 345	Tropic Isle, 1 Pl. 295
Liberty Bell, 4 Pl. 395	Universe, 1 Pl. 175
Lightning Ball, 1 Pl. 165	Whirl Wind, 2 Pl. 185
Mademoiselle, 2 Pl. 195	Bobo, 1 Pl. 195
Melody Lane, 2 Pl. 250	Coquette, 2 Pl. 295
Merry Go Round, 2 Pl. 275	Fiesta, 2 Pl. 195
Miss Annabelle, 1 Pl. 165	Jungle, 1 Pl. 185
Oklahoma, 4 Pl. 345	Nags, 1 Pl. 175
Race Time, 2 Pl. 175	Piccadilly, 2 Pl. 150
	Top Hat, 1 Pl. 145
	Turf King, 1 Pl. 165
	Valiant, 2 Pl. 295

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It was a great 30th Anniversary Party. Thank you!
Eddie Ginsburg

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ITS EARNINGS ARE THE BIG NEWS IN THE INDUSTRY

He rarely touches a show which he has not the controlling interest. "If I don't have autonomy, I'm not happy, and it doesn't turn out well. I am not going myself if a package deal is my particular interest. I am not going to make my own mistakes from now on." This last remark refers to his recent partnership with Ray Stark on "Funny Girl." Several weeks before it opened in New York,

... for a pu... didn't get along with... didn't like the way the libretto was going. He had to protect the image of his wife... who was more colorful character in 'F... I sold out...

Music and...

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

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

is a sm...

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

Merrick and Marek

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

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

temporized by saying the backing is a large game recording company." Merrick stages when a musical is for a bid, it is "emotional." Changes are made up to the last minute. Material deleted, new songs added. "A musical is manufactured. There is a vast difference between what they think will be a successful album and what is a successful show. They're thinking of singles. When they hear the score for a proposed show, they don't realize that by the time the show is presen-

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

If the...

Ten Top Tunes Feature Proves Wurlitzer 2800 Red Hot

From the outset the Wurlitzer 2800 had a lot of features going for it. The manufacturer's claim that it was the best looking, best sounding phonograph Wurlitzer ever built has been generally accepted. Its styling has certainly won it a place in a great many locations, and its high fidelity, stereophonic sound is breathtaking in its realism.

On top of these, the Wurlitzer 2800 has the Ten Top Tunes feature wherein the patron can enjoy ten selections for a single coin at the press of the Golden Bar. No feature in the history of the industry has proved more popular and more productive so far as earnings are concerned.

Wurlitzer engineers have given the Ten Top Tunes feature...

New LP... Another... fact that the... 2810-4) and... (Model 2800... play little LP...

Any or all selections can be programmed... can deposit a quarter and... any side of a... little LP's.

By inserting... he can select... on LP record... to different LP records... Should the phonograph be... 1 for 10c, 3 for 25c, 7 for 50c... he will have an extra play left which can be used to choose any single tune programmed from... to V-0.

No other phonograph offers such program versatility.

Still another play promoter that has proved its merit in stimulat-



What gives a Wurlitzer 2800 its big edge over competition? Superior stereo sound for one thing. Sheer beauty for another. The ability to keep playing with a minimum of service is important. But more than anything else... greater earning power. And what produces that? The features above plus the feature that is Wurlitzer's and Wurlitzer's alone — TEN TOP TUNES FOR FIFTY CENTS AT THE PRESS OF THE GOLDEN BAR. Resultant earnings are, by far, the big news in this industry. Ask your Wurlitzer Distributor for specific examples.

WURLITZER 2800

Biggest Money Maker Of Them All

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

RAG DOLL

The 4 Seasons. Philips PHM 200-146 (M); PHS 600-146 (S)

There is little that can be said or written about the commercial impact of this group. No other group in the U. S. enjoys a stronger or more loyal following. The boys keep to their usual successful pattern of teen-grooved, high-pitched vocals. Selections include: "Danger," "Rag Doll," "An Angel Cried," "On Broadway Tonight."



POP SPOTLIGHT

ALL SUMMER LONG

The Beach Boys. Capitol T 2110 (M); ST 2110 (S)

The hauntingly exciting vocalizing of the Beach Boys has skyrocketed them into the No. 1 position (as of this writing) on the single's chart. Their other album, "Little Deuce Coup," is currently on Billboard's album chart at No. 146. In this offering the boys keep to the cool summer sounds, fun on the beach and having a ball.

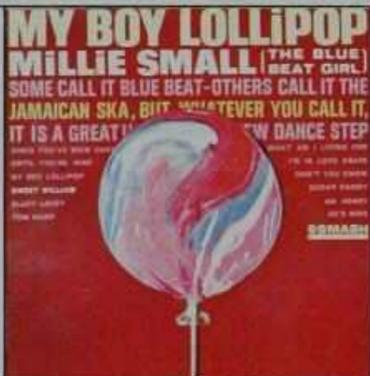


POP SPOTLIGHT

MY BOY LOLLIPOP

Millie Small. Smash MGS 27055 (M); SRS 67055 (S)

Miss Small has that real winning vocal style. A distinctive performer, she and her "blue-beat" sound has catapulted her into the top 10 on the Hot 100 singles chart. Millie sticks to the same successful blue-beat Jamaica Ska in this album with such offerings as: "Sweet William," "Oh Henry," and her current hit, "My Boy Lollipop."



POP SPOTLIGHT

THE WORLD OF LONELY PEOPLE

Anita Bryant. Columbia CL 2222 (M); CS 9022 (S)

Anita's aiming for the teen-ager, the young adult and adult with this package of standards, past pop hits and current pop hits. The arrangements are lush and full and the over-all sound is most pleasant and relaxingly romantic. We recommend the outstanding stereo on this one. Anita uses it to add impact to several selections sung in dual-tracked voice.

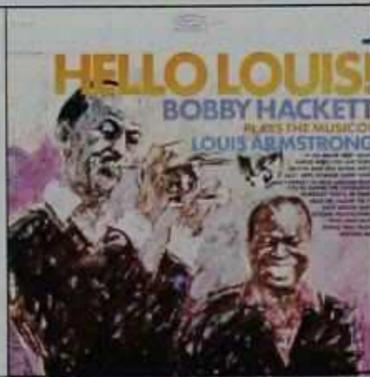


POP SPOTLIGHT

HELLO LOUIS! BOBBY HACKETT PLAYS THE MUSIC OF LOUIS ARMSTRONG

Epic LN 24099 (M); BN 26099 (S)

Cornetist Hackett is more than qualified to interpret the great Satchmo. Long associated with the same type of Dixieland-jazz music, Hackett knows how to swing with the best. Backed by top sideman, Hackett toots with fine professional ease through such compositions as: "Satchel Mouth Swing," "Wild Man Blues," "Gate Mouth Blues" and "Brother Bill"—just to take a sample.



POP SPOTLIGHT

BEN E. KING'S GREATEST HITS

Atco 33-165 (M)

Ben E. King has enjoyed a healthy share of the pop music market over the past decade. His winery vocalizations to Latin arrangements have made him a sought after fellow in the world of records. A few of the King crowners included here are: "Spanish Harlem," "Amour," "Stand By Me."



POP SPOTLIGHT

ORGAN GRINDER'S SWING

Bent Fabric. Atco 33-164 (M); SD 33-164 (S)

Easy listening one-finger piano ramblings by Mr. Bilk. Backed by guitar and taps, his specially reverbed piano sounds are gentle and easy to take. Selections are great standards such as "As Time Goes By," "Liza," "Goofus" and "Sweet Georgia Brown."

POP SPOTLIGHT

CHUBBY CHECKER WITH SY OLIVER AND HIS ORK

Parkway P 7036 (M); SP 7036 (S)

Chubby has been moving more and more into the "adult music" area. This offering is definitely in this vein with Chubby conservatively handling standards. Tunes include: "Yes indeed," "Time After Time," "It's Good Enough for Me," and a few cuties such as "Absurd Bird" and "Everything's Gonna Be All Right."

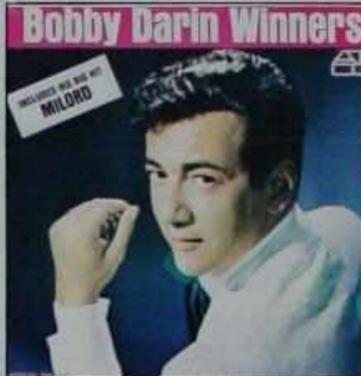


POP SPOTLIGHT

BOBBY DARIN WINNERS

Atco 33-167 (M)

The setting is intimate with Darin's backing coming from a combo. He sings romantic and sentimental ballads and up-tempo swingers aimed at the sophisticated set. Selections include: "Hard Hearted Hannah," "What a Difference a Day Makes," "Anything Goes," "When Day is Done." Also included is his current best-selling single, "Milford."

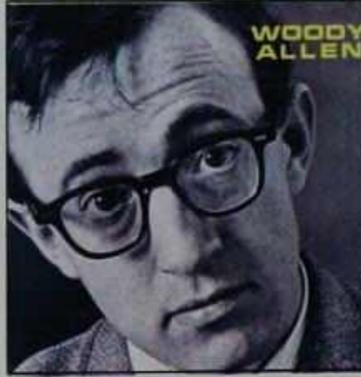


COMEDY SPOTLIGHT

WOODY ALLEN

Colpix CP 518 (M); SCP 518 (S)

The urbane comedy of Woody Allen is receiving a national platform these days with the comic's frequent appearances on network TV (as host of the Johnny Carson Show) and other important guest spots. He is a very funny fellow. The material is uniformly hilarious throughout the album. Of course, Allen's delivery is polished to a point whereby he may soon be the nation's No. 1 comedian.



JAZZ SPOTLIGHT

VIBRATIONS

Milt Jackson. Atlantic 1417 (M)

Another great name in the jazz world, Milt Jackson, the man who, along with Lionel Hampton, has epitomized the vibraphone. Five of the tracks in this album are with a small band (but a big sound), one with only one horn, and two with a quartet and five voices. Riding with him are a host of outstanding sidemen.



JAZZ SPOTLIGHT

TONIGHT AT NOON

Charlie Mingus. Atlantic 1416 (M)

Mingus with Mingus is definitely "in" these days even for "insiders." One of the jazz world's most controversial and interesting performers, Mingus is generally recognized as a genius. He is an innovator, and when the mood strikes him—a great showman as well. Herein Mingus plays only Mingus and much of it on bass, rather than his usual standby, the piano.



The Oscar Peterson Trio Plays

Linda Hunter: "Wine Swankings" Fly Me to the Moon
Katie Shell: "You Stopped Out of a Dream" Little Boy Blue
The Oscar Peterson Trio: "The Nearby Was Mine" "The Raven" "Let's Fall in Love"



JAZZ SPOTLIGHT

THE OSCAR PETERSON TRIO PLAYS

Verve V 8591 (M); V6-8591 (S)

The great Oscar Peterson with Trio consisting of Ray Brown, bass, and Ed Thigpen, drums; romp sprightly and professionally to say the least, through "Satin Doll," "Let's Fall in Love," "Fly Me to the Moon," a Peterson original, "The Strut," plus several other standards. Jazz that's hard to top.

JIMMY SMITH WITH STANLEY TURRENTINE



JAZZ SPOTLIGHT

PRAYER MEETIN'

Jimmy Smith. Blue Note 4164 (M)

Jimmy's fame with jazz organ has long preceded this album. In collaboration with Jimmy's tenor sax, drums, and guitar. The Smith tradition is one of blues orientation—herein he does the expected and more. "When the Saints Go Marching In," and "Stones Cold Dead in the Market"—although blues based—are "up-lifted" with a great rock beat and groovy sax blown by Stanley Turrentine. Smith is too, too, divine.

BITTERSWEET CARMEN MCRAE



JAZZ SPOTLIGHT

BITTERSWEET

Carmen McRae. Focus 334 (M)

The warmly intimate vocalizing of Carmen McRae is rarely surpassed—especially when singing in the jazz vein. Piano, bass and drums help her meaningfully glide through 12 melancholy, but beautiful, songs. Her impeccable phrasing and tone make each song a fine listening experience. A few of the selections included are: "When Sunny Gets Blue," "How Did He Look," "The Meaning of the Blues."