

Billboard

The International Music-Record Newsweekly

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

KFWB Switches to New Play Concept

By ELIOT TIEGEL

LOS ANGELES—KFWB has sliced its playlist in half and is operating with a Top 40 plus 15 concept. The tightening of the list plus the elimination of all personal disk jockey picks has the format outlet rocking hard with national hits.

The move is looked upon by industry observers as an attempt to regain lost ratings to KRLA, which has shown up extremely strong in recent Hooper surveys.

The effect has eliminated all local hits and reduced exposure for new records. The station switched all its deejays during the first week of the new playlist, with each man working different hours and identifying himself as a mystery voice in an obvious promotion to stir up listeners.

It is understood the tight playlist was the decision of Jim Hawthorne, Crowell-Colliers' national program director. As a result of eliminating all but the best selling singles, "everybody's going out to KRLA," explained one harassed promotion man.

The Pasadena format station,

despite problems with the FCC in selecting its new ownership, has been building listenership through a playlist which ranges from 75 to 55 records, according to General Manager John Barrett. The executive explained that Dick Morland and Reb Foster survey local shops each week to compile the playlist.

In Hooper's May survey, KRLA led KFWB weekdays throughout the broadcast day. KFWB was the leader on the weekends. A combined May rating gave KRLA a 16.7 share of audience and KFWB 13.6.

When inquiring about the new playlist, Don Anti, KFWB's librarian, said: "We will keep it at 50 to 55 records." He could not state how long the station would operate with a short list.

Promotion men were still bringing their records to the station on Tuesday. One promotion man was told by Anti that the playlist would be made up on Tuesday afternoon. P.D. Jim Hawthorne would not comment on the playlist or reasons for its inception.

Sears-Levine Move on New Supply Set-Up Hits a Snag

By LEE ZHITO

NEW YORK — How Sears, Roebuck & Company plans to get disk product after Sept. 1 remained up in the air at week's end, when Al Levine's (New Deal Record Service) efforts to line up key labels on a distributor basis ran into a wall of resistance.

As reported by Billboard (Aug. 15), Sears notified Chicago distributors that as of Sept. 1 the chain no longer will use them as a prime source of product. Concurrent with this announcement, Levine unveiled before record companies a plan whereby he would operate as a central source of disk supply to the 750-store chain. So that he could service Sears, Levine asked record companies to appoint him distributor, thereby allowing him to

buy their product at distributor prices.

Manufacturer reaction, for the most part, ranged from a chilled reception to a flat turn-

down. Levine, and his partner, Lou Klayman, flew to Los Angeles early last week to pitch the labels there. A Billboard

(Continued on page 10)

ARMADA MULLS PROPOSED NEW DISTRIBUTION SET-UP

NEW YORK—Edgar Jones, executive secretary of the American Record Merchandisers and Distributors Association, said his group is studying the Sears-Al Levine arrangement as it regards ARMADA's trade practice rules which have been proposed to the Federal Trade Commission. Commenting on the possibility of Levine bypassing existing distributors, he cited the proposed rule regarding brokerage and commissions and added, "When more facts are developed in the Sears, Roebuck and other volume purchase arrangements, we will have a chance to see whether there is a violation of the Robinson-Patman Act, and then you can be sure our association will take official action."

Chi Distribs Pooh-Pooh Sears Plans; Say It Won't Give Birth

By NICK BIRO

CHICAGO—News that the giant Sears, Roebuck chain will eliminate local distributors as its "prime source of supply" has produced suprisingly little commotion here. The fact is, most distributors don't really feel it's going to happen.

Whether "on the record" or "off"—so far it's mostly off—distributors feel "the New Deal" is a long way from being consummated. Local firms are continuing to do business with Sears and few expect things to change.

It all started when Sears circulated a letter a few weeks ago, informing distributors that after Sept. 1, they no longer would be the "prime source of supply" to the giant 750-store chain (of which 700 handle records).

In reporting the news last week, Billboard noted that, according to reliable trade sources, Sears' complete chain would be supplied by Al Levine (New Deal Record Service) of New York.

According to the same reports, Levin was seeking distributor status from the various record labels and would function in that capacity in servicing Sears.

Since then, however, things just have not taken shape. For one thing, the disk firms don't seem to be going along, in the

words of veteran Jimmy Martin, "Levine would have to have all line—that they haven't got."

In addition, a survey of manufacturers by Billboard indicat-

ed that practically none were willing to disrupt their distribution network by granting New Deal distributor status (see separate story).

Sears' Business Valued

It's not that distributors here do not value Sears' business. Quite the contrary. Various off-the-record estimates indicate that the big chain accounts for about 25 per cent of each distributor's volume. This would be a big chunk of business to lose.

"Even if we lost half, we would be in trouble," one big supplier noted. "However, I don't think its going to happen," and that more or less seems to be the consensus.

Lennie Garmisa, Garmisa Distributing Company, noted that he was "still supplying Sears with product."

"I don't think any real policy has been formulated," Garmisa said, referring to the switch to Levine in New York.

Was he worried? "Well, I don't like it," Garmisa said. "But we've been doing business with Sears for a good many years. We've given them good service. I think they would find that doing business locally is easier than doing it with a concern 800 miles away in New York." Garmisa added that he didn't think the manufacturers would go along in granting distributor status.

"Sears has a policy — they

(Continued on page 10)

LIVINGSTON BEATLES FETE FOR CHARITY

HOLLYWOOD — It'll be Beatles and ice cream at a \$25-a-head charity bash to be tossed here by Capitol Records President Alan Livingston. The "Meet the Beatles" private party will be held between 4 and 7 p.m., Monday (24), at the Brentwood home of Mrs. Livingston's (Nancy Olson) mother.

Film colony celebrities and their youngsters are the invited guests. Attendance is being limited to 400. Admission will be \$25 per person, child or adult, with all proceeds going to the Hemophilia Fund. No child will be admitted without an adult, and no adult can attend sans a youngster.

Each youngster will have his picture taken with the Beatles. The affair will be catered by Will Wright's local posh ice cream parlor. Livingston will pick up the tab on all expenses so that the full proceeds will go the charity.



EYDIE GORME: Not only a recording star, but with her husband, Steve Lawrence, is a hit songwriter, too. She and Steve have penned her current single hit, CAN'T GET OVER THE BOSSA NOVA, fast becoming one of Eydie's biggest Columbia single hits to date. (Advertisement)

Italian Gambling Casino Showcase for New Artists

By SAM'L STEINMAN

TAORMINA, Italy—Opening of a gambling casino in this Sicilian resort has gone hand-in-glove with catapulting it into the foreground as a musical center featuring pop recording artists from all parts of the world.

The casino sponsored the music programs which is a showcase for singers. A year ago the "Society a Zagara," which runs the casino, presented a week of "Songs in the World" with pop singers from eight different countries. The event was an outstanding success and will be repeated this summer with Dionne Warwick as the United States' representative and Gil-

bert Beaud of France, among others. Various disk firms, conscious of the week's promotional value are competing to have their artists participate.

Along with "Songs in the World," the casino invited the "Cantastampa," in which words are provided by newspapermen to music presented by top Italian names. The event formerly took place in Rimini, but it received its greatest attention when it moved to Taormina and will now become an annual attraction for the early summer. The other main event will be held at the end of the season.

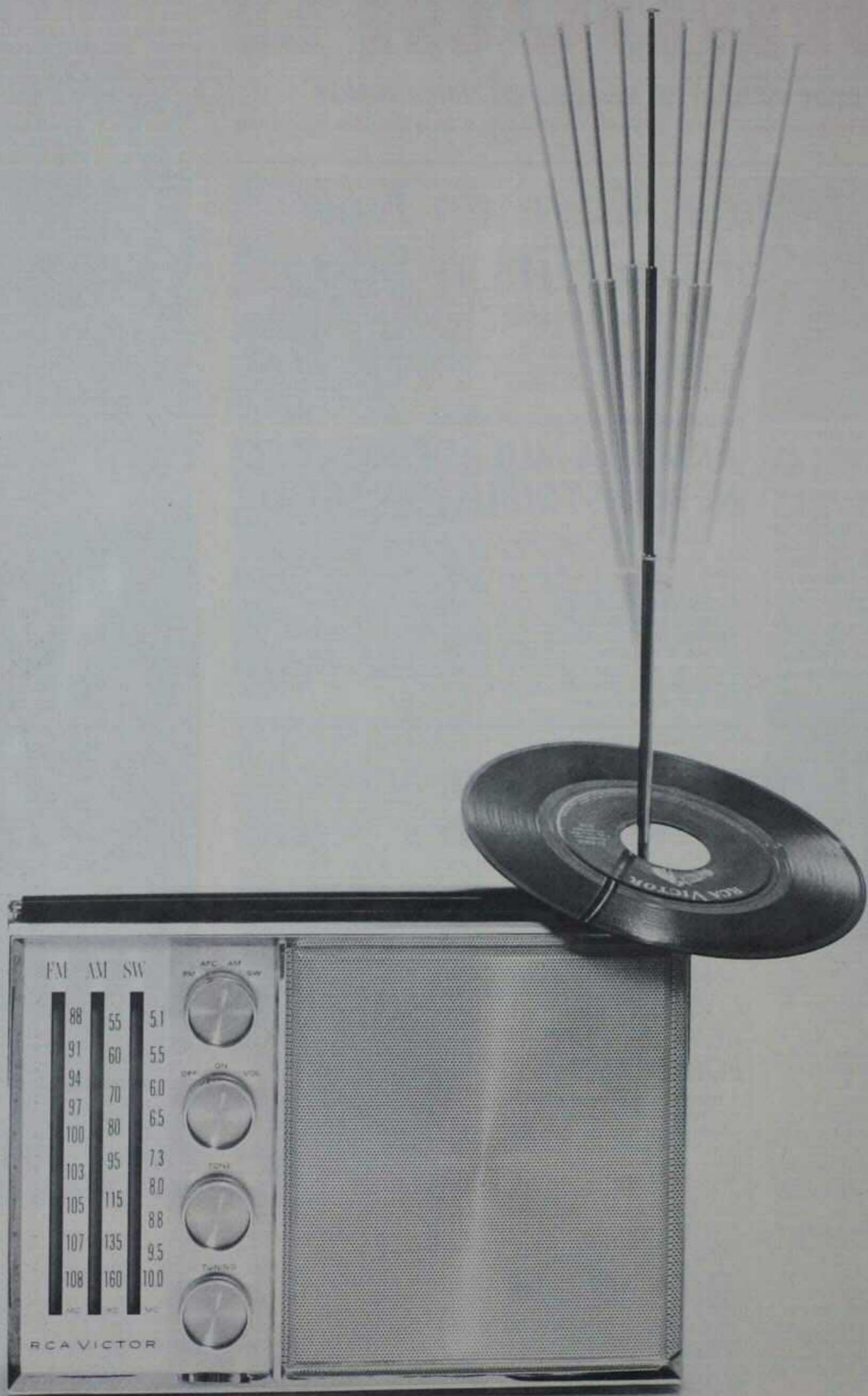
This year, beginning Aug. 19, Marlene Dietrich has been

(Continued on page 10)



THE HOT LINE... INTRODUCES AN EXCITING DIMENSION IN ENTERTAINMENT

See pages 8-9-10-11



CONGRATULATIONS, NARA!

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GEOFFREY RACINE, left, executive vice-president of Capitol of Canada, Ltd., gets a special Beatle memento from **G. E. Leatham**, vice-president and director of sales. The presentation was made at Capitol of Canada's recent sales convention.

Cap. of Canada Had Best Year

TORONTO—Capitol Records of Canada, Ltd., has just completed the most successful year in the firm's 10-year history, according to Geoffrey F. Racine, executive vice-president.

Racine presided at the recent sales convention at Mont Gabriel, Que., Capitol branch and distributor personnel attended.

He said that Capitol's rise to the top spot among Canadian record companies was aided by the Beatles, but that the sales of product by Gerry and the Pacemakers, the Dave Clark Five, the Beach Boys, Al Martino and Nat King Cole were also important.

Racine also cited Canadian talent, notably Margaret Ann Ireland, classical pianist; Rich Little, impersonator, and two new groups, the Esquires and Les Cailloux.

Col. of Canada Holds Sales Parley; Bows New Product

By **KIT MORGAN**

TORONTO — Marking its 10th anniversary this year, Columbia Records of Canada held its annual national sales convention here at the Inn on the Park Aug. 9, 10 and 11, with its new product presentation and a day-long sales meeting.

On hand were company execs Columbia-owned distributors from Toronto and Montreal, and independents from Calgary and Vancouver, plus a few key dealers and local radio programmers.

Innovation this year was a slide film presentation of strictly Canadian material, most of it beamed at the French-Canadian market. These include releases from Barclay, though English-language good music stations may air such French artists as Andre Dassary and Leo Ferre, and the first Columbia-CBA release by Yves Montand.

Columbia of Canada's own product included an album by French-Canadian Gilles Vigneault recorded in concert in Quebec City, the fourth album by the folk singing group, the Travellers, and a jazz album by singer Phyllis Marshall, backed by a group featuring Buck Clayton and Buddy Tait.

The Epic and Columbia presentation was a re-run of the Las Vegas convention, except for brief pauses during which the projector was shielded to

Paramount Picture's Title Song To Get Four-Pronged Promotion

NEW YORK — A four-way promotion—with a book publisher, music publisher, motion picture producer and record company pooling their efforts—is in the works for "Where Love Has Gone," title song for the Paramount Picture to be released in September.

Trade and consumer press representatives heard details of the promotion at the Hemisphere Club here Thursday (13).

Principals in the effort are Pocket Books, Inc., which is publishing the paperback; Famous Paramount Music, publisher of the Sammy Cahn-Jimmy Van Heusen song; Joseph E. Levine, producer of the film for Paramount Pictures, and Kapp Records, which has released a Jack Jones album and single, both entitled "Where Love Has Gone."

have already been sent to radio stations.

He added that Jones will plug the song on his TV and club appearances.

Ed Wolpin, general professional manager of Famous-Paramount Music, which holds the copyright to the song, said that Jerry Vale and Hugo Winterhalter have already completed recordings of the song and that negotiations are under way to have several other top artists record it.

The publisher also has a team of song pluggers pushing the song with dance bands, radio, TV and night club acts.

Levine said promotion for the picture will be at the local level primarily, with emphasis placed on daily newspapers and radio stations.

James M. Jacobson, executive vice-president of Pocket Books, Inc., said that more than 110,000 retail outlets will carry the book. He added that a national advertising campaign has been launched with a full page in The New York Times. Other drives are planned for 12 key markets.

Miles David, vice-president of the Radio Advertising Bureau, said that no previous motion picture has been launched with the radio advertising budget allocated to "Where Love Has Gone." David said that the 32-day campaign will feature 14,700 commercials on 128 stations.

Featured in all the radio promotion will be Jones singing the title song.

New WB Label Stresses Singles

HOLLYWOOD — Warner Bros. has formed Loma Records, a subsidiary to initially specialize in singles product. The announcement came three weeks after President Mike Maitland revealed his company's intention to secure additional labels before the label's national sales convention in Las Vegas.

Named Loma's manager was Bob Krasnow, former independent promotion man and singles producer. Maitland told Billboard the first releases would be purchased masters. He would not reveal the debut single, explaining deals had not yet been closed. Executive anticipates releasing 20 to 30 singles a year, using outside producers around the country. Krasnow, he informed, is the a&r staff charged with securing all material.

Maitland explained the development of Loma was "an attempt to broaden singles coverage. There's so much product available through outside source," he said, "that we can afford to release it on Warner Bros., Reprise and now Loma."

Loma product would be released, generally speaking, through the current WB-Reprise

distribution network in 29 markets. Administrative and sales functions will be handled by the existing WB staff.

Label's name is a derived from Eloma, a cleared copyright which Warners owned before Maitland joined the company.

HOLLYWOOD — Record manufacturers appear to have found a bag-full of miracles in the score of "Mary Poppins," the Walt Disney production set for release here Aug. 27 and in New York sometime in September.

"Spoonfull of Sugar" has been cut by Mary Martin and the Do-Re-Mi Children's Chorus for Kapp and by Louis Prima on his own label plus "Chim Chim Cheree" by the Three D's for Capitol and the Boston Pops for a new RCA LP. Jimmy Johnson, president of Disney music companies, reports. The company has been completely surprised

First U. S. Tape Set on Beatles

HOLLYWOOD—Capitol will record the Beatles at their Aug. 23 Hollywood Bowl concert. The label was thwarted in its efforts to record the group last February in Carnegie Hall because of restrictions by the English musicians union, which have now been cleared, according to Voyle Gilmore, label's a&r vice-president.

George Martin, the group's English a&r man, will fly here to handle the session. If the project is successful, it will be the group's first American disk taping; video tapes of their Washington concert having been shown to closed-circuit theater audiences.

Gilmore is hoping the open-air Bowl will allow the anticipated screaming to dissipate in the air and not overshadow the quartet's sound.

'Poppins' Score Money in Bank for Disney Company

by the wide radio acceptance given these tunes, Johnson said.

Over 50,000 copies of the soundtrack LP have been moved during the first weeks in New York and Los Angeles. Johnson said more copies of this album have been released than any other Disney LP.

Adding to this flurry of record activity well before the film premieres, are possibilities that Lawrence Welk and Vic Damone will be cutting selections, Johnson revealed. From all indications, "Mary Poppins" may well be the most successful record product released by Disney.

bypass such Epic product as albums by the Dave Clark Five and Andy Stewart, released here on Capitol.

The Canadians took special interest in Epic's album of contemporary folk songs written and sung by French-Canadian Claude Gauthier, culled from two albums by Columbia here, and the new album by Robert Goulet, who first made it in Canada. The Ray Price and Marty Robbins albums were introduced by Nashville - man Frank Jones, formerly with Columbia, here as a detail man calling on radio stations.

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DEPARTMENTS & FEATURES

Hot 100 Chart Page 20
Top LP's Chart Page 22

→ Other Music Pop Charts
Breakout Singles 35
Breakout Albums 24
Hot Country Singles 30
Hot Country Albums 30
Hits of the World 34

→ Record Reviews
LP Reviews 48
Single Reviews 18

→ Music & Record News
Talent 12
Country Music 28
Rhythm & Blues 14
New Album Releases 24

→ Departments
Radio-TV Programming 16
Phono-Tape Merchandising 36
Coin Machine Operating 43
Bulk Vending 41

Buyers & Sellers
Classified Mart 40

ONCE AGAIN COLUMBIA PUTS THE

**ON YEAR-
ROUND
ADVERTISING
AND
MERCHANDISING**



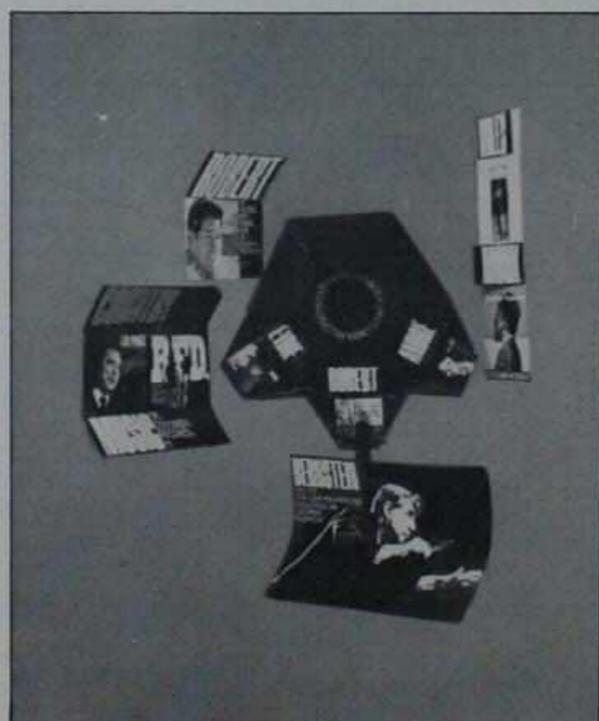
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STABILITY IN ACTION IN AN AGE OF

EMPHASIS WHERE IT BELONGS

ON YEAR-ROUND STRONG RELEASES

NEW FOR AUGUST



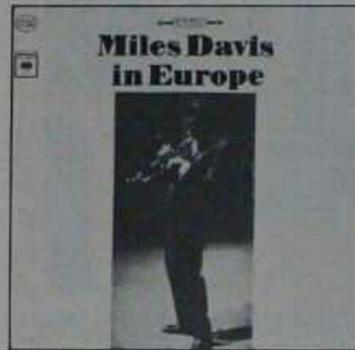
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CL 2187/CS 8987*



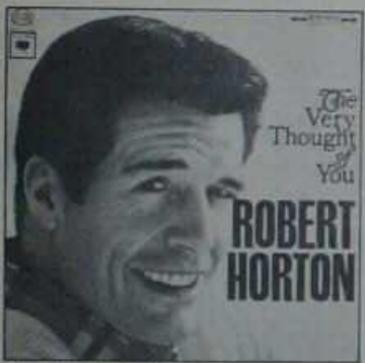
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CL 2183/CS 8983*



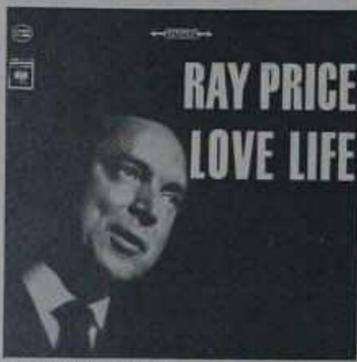
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CL 2202/CS 9002*



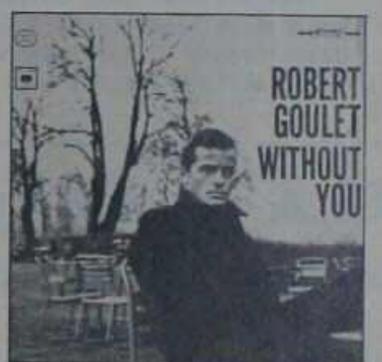
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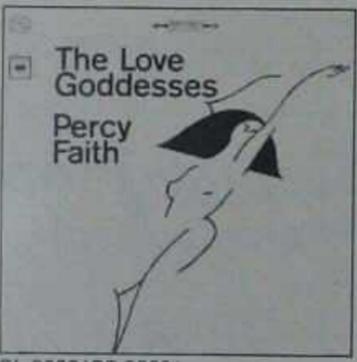
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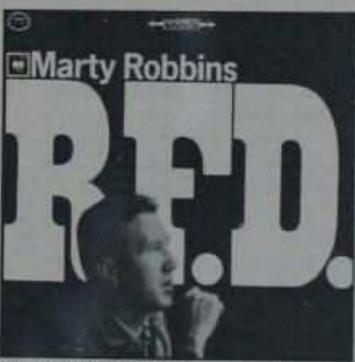
CL 2191/CS 8991*



CL 2200/CS 9000*



CL 2209/CS 9009*



CL 2220/CS 9020*



CL 2227/CS 9027*



ML 6007/MS 6607*



ML 6008/MS 6608*



OL 8010/OS 2610*



OL 8040/OS 2640*



ML 6016/MS 6616*



ML 6017/MS 6617*



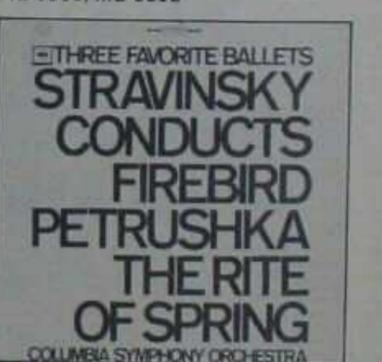
ML 6018/MS 6618*



ML 6019/MS 6619*



EX 5124



M3L 305/M3S 705* 3-Record Set

REASON—COLUMBIA RECORDS

*Stereo

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MILT GABLER, a&r chief at Decca Records, is caught by the camera as he and Pearl Bailey relax after she cut the title song from the soon-to-be-released Universal picture, "I'd Rather Be Rich," which stars Sandra Dee, Robert Goulet and Andy Williams. Decca flew Miss Bailey to New York for the recording date on the one free day she had between personal appearances.

KBLA Awaiting FCC Nod; Format Changes in Works

LOS ANGELES—The record industry is keeping a close watch on KBLA, Burbank, Calif., 250-watt scheduled to increase its power to 10,000 watts. Rumors are running rampant about KBLA's future programming and the role it will play in the Los Angeles market.

Mel Leeds, general manager, told Billboard the station would undergo a major programming revision once approval is received from the FCC to increase its power, which he said could come within 30 days.

As perhaps a tip-off to future programming, the station has been running a Top 40 format, with daytime announcers extolling listeners to "stay tuned for more rocking sounds." Manufacturers and distributors alike are hoping the station will go completely Top 40 and provide significant competition for the

area's two rockers, KRLA and KFVB.

Part of the fascination shadowing the station are the major names being bantered around as joining the staff. To the query, would veteran rock deejays Alan Freed and Bobby Dale be joining the station, Leeds answered an emphatic "no" to Freed, and puzzlement concerning Dale, recently let go at KEWB, San Francisco.

The general manager revealed he has been lining up personnel to join the station with the power boost and announced the following as members of his anticipated 13-man staff: Bruce Wendell, former WINS, New York, librarian, already at the station in a similar capacity; Paul Worth, formerly of New York and KRHM, Los Angeles, now in production, and the following standing by—Sid Wayne,

PRS Reaction to Revision Bill

By ANDRE DE VEKEY

LONDON—British PRS reaction to the U. S. Copyright Revision proposals is one of gratification. With one or two exceptions, the Society considers the proposals admirable.

PRS general manager R. F. Whale, told Billboard that they welcome the combination—in a single system—of protection of published and unpublished works and the substitution for the present two-period term of protection to a single period of life plus 50 years. This, besides being equitable to the author and his heirs, will greatly simplify copyright problems in what is essentially an international field.

PRS likes the modification of the iniquitous "non-profit" exemptions, but finds no just reason for retaining the exemption in favor of performances when no admission charge is made. This principle, it feels, is unjust in itself and is not applied generally to goods and services. It is wide open to abuse. Many profit-making activities can be carried on under such covers as "no admission fees are charged" or "proceeds will go to charity."

The limitation of the recording license of right seems justified and the increase in royalties is welcome. PRS feels that the repeal of the juke box performance exemption is long overdue. As any proposed legislation in copyright in a foreign country affects authors of all countries, PRS feels justified in making comment.

On mechanical royalties, the MCPS here thought the in-

crease of 50 per cent was good, but did not agree with compulsory licensing. This system compels copyright owners to do business with manufacturers, even though they may know that a firm is in a rocky financial position and likely to default payment.

Opinion here, generally, now appears to be against compulsory licensing. Although this was not disposed of when the

U. K. 1958 Copyright Act came in, the matter of compulsory licensing came under discussion prior to the bill. The copyright committee appointed by the Board of Trade "could find no better ground for recommending its continuance than that it was a practice which had worked reasonably well for 46 years." Today, this is not thought to be a very strong reason for its retention.

Press Brings Connoisseur Sales Up 400% in 2 Months

By FRANK LUPPINO

NEW YORK—In the three months since Larry Press has headed the Connoisseur Record operation, its June and July sales exceeded \$100,000 each month. This represents an increase of 400 per cent over the same months of 1963.

Press was brought in to head the budget record operation by the Bankers Life Insurance Company, Chicago, the Connoisseur Record Corporation's parent firm. Bankers Life also owns Abbey Record Manufacturing Company, a record pressing plant which occupies 100,000 square feet in Kearny, N. J.

A 20-year veteran with the Record Guild of America, Press also served as an independent producer of albums and was a consultant to the now defunct Rank Records. Among his responsibilities is the consolida-

tion of Connoisseur's operation with the Forum Circle, Urania, Artia, Supraphon, Parliament and M. K. labels, plus production of new product and reorganization of the sales department.

New Appointments

Press' first appointment was Louis Capone to national sales manager. Capone, who had managed Vic Damone, Tony Bennett, Lisa Kirk and others, also had been in publishing with Dave Dreyer of Dreyer Music. Also, he headed national sales for such budget labels as Aamco and Topps. Capone named Artie Belnick, formerly with Sutton Records; Aaron Gross, formerly with Premier Records, and Jerry Geller, formerly with Pickwick International, to his sales staff. Geller covers the New York metropolitan and South and Southwest territories, Belnick the Midwest and Gross New England and New York State.

Press also appointed Ralph Stein to head the a&r division. Stein spent five years with Pickwick International and created much of the product for its Cricket line. He is handling creative development for all labels which have been consolidated in the Connoisseur organization. The Forum Circle

(Continued on page 11)

Format Proposal Attacked

WASHINGTON—FCC's proposal to bar joint owners of AM-FM metropolitan stations from more than 50 per cent of programming duplication by Aug. 1, 1965, has brought fresh protest from the National Asso-

ciation of Broadcasters, Columbia Broadcasting, and New York Station WQXR-FM, among others. The broadcaster association says the FCC's proposed action is "usurping a vital business and programming determination of dual owners."

The limiting of duplicate programming for half the broadcast week, in stations located in cities of population of 100,000 or over, is part of the FCC's rule-making to limit the "wild growth" and mounting interference among AM stations. NAB has held from the beginning that questions of FM programming did not belong in this primarily engineering rule-making

(Continued on page 11)

of New York; Tom Clay, of CKLW, Detroit; Dick Wittington, ex-KLAC, Los Angeles, and actor Sebastian Cabot.

In its current format, KBLA schedules recorded programs like the Lawrence Welk show heard mornings from 9:30 to 10 plus foreign language ethnic shows. But in recent weeks the sound has been changing dramatically as more and more chart singles, new and old, are interspersed.

Owner of the outlet is George Cameron Jr., who operates KDES in Palm Springs. Management several months ago completely modernized the studios in anticipation of the forthcoming power boost which can happen any time now.

AGENT FOR WELTE TAPES

HOLLYWOOD — The Educational Materials Center, St. Paul, Minn., has been named exclusive selling agent in the U. S. educational market for tapes of the Welte Legacy of Piano Treasures. Walt Heebner, president of Hollywood's Recorded Treasures, set the deal. The stereo tape packages feature original piano rolls made in Germany during the 1900's by a score of famed composers. The same repertoire is currently available in disk form in the top 50 U. S. markets.

Williams Film Premieres to Aid CMA

TORONTO — Directors and officers of the Country Music Association, meeting here last week, agreed to sponsor premiere showings of the MGM motion picture, "Your Cheating Heart," a biography of the late Hank Williams.

World premiere is scheduled for Montgomery, Ala., Williams' home town, late October. The Nashville premiere will be held during WSM's Country Music Festival, with an Atlanta showing scheduled for the following week.

Proceeds from the premieres in these and other cities will go to the Country Music Hall of Fame and Museum Building.

Moody Named By 20th-Fox

NEW YORK—Doug Moody is joining 20th Century-Fox Records to handle tasks including locating, recording and promoting talent and product.

Moody, whose past activities include stints with Eli Oberstein's budget record operation and with Clock Records which had hits by Chuck Jackson and Dave (Baby) Cortez, also worked with Al Silver in the Herald-Ember Records operation. For the past three years he has been with Smash Records.

According to label chief Morty Craft, "Moody will have a free hand to create and bring in new product. He'll be a talent scout and if I could have arranged it, he would have been at his desk four weeks ago."

Moody was born in England and is well acquainted with talent and record operations not only in England but internationally. He became a U. S. citizen a short time ago. With his international knowledge of the business, and the worldwide recognition of the 20th Century-Fox name on both films and records, it is believed Moody's responsibilities will encompass the label's foreign activities as well as on the domestic level.

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SW 2117
W 2117

CAPITOL FULL DIMENSIONAL



STEREO

NAT KING COLE
SINGS
selections from Lerner & Loewe's
MY FAIR LADY



I COULD HAVE DANCED ALL NIGHT • I'VE GROWN ACCUSTOMED TO HER FACE • GET ME TO THE CHURCH ON TIME
ON THE STREET WHERE YOU LIVE • THE RAIN IN SPAIN • I'M AN ORDINARY MAN • A HYMN TO HIM
WOULDN'T IT BE LOVERLY • WITH A LITTLE BIT OF LUCK • YOU DID IT • SHOW ME
arranged and conducted by Ralph Carmichael



INDIE PRODUCER HAS CHOICE

New Capitol Subsidiary Plans To Bow First Release Next Month

HOLLYWOOD—Proof that independent producers have become a power in the industry can be seen in the vast amount of material submitted to Eddie Rey, Tower's a&r director, for

consideration among the new label's first releases.

The Capitol subsidiary plans its first release next month, Rey said. He plans having three or four tunes available for President Bud Fraser and Sales Manager Vito Samela to choose from.

As a good-will gesture, Tower will be represented by Rey at the National Association of Radio Announcers' convention in Chicago Aug. 20-23 to explain the label's plans for the r&b disk jockeys.

Tower will introduce its newly named regional sales force to one another in New York before the first record is released. Rey said the majority of the masters he's listened to come from New York and Los Angeles. The

label intends aiming at the teenage market and has turned down signing several major name artists because they did not fit into this top 40 groove, Rey explained.

The a&r director did state he was particularly interested in two new performers whom he would like to sign as contract performers. But the majority of Tower's releases will be purchased masters, label officials have already declared.

London, Philips In Agreement

MONTREAL—At the recent annual sales meeting held here by London Records of Canada, attention was given to the growing record market represented by French-speaking Canadians and the need to provide more French product for this market. A logical solution was announced: Bring in product from France.

In an unusual agreement, London Records of Canada will release product made by Philips of France. The agreement is unusual because London of Canada, and London in the U.S. too, have ties with English Decca, and English Decca's ties in France are with French Decca, not Philips.

The French record product from Philips will be actively promoted in the French-speaking portions of Canada by the addition of special promotion men.

Attending the meetings here from abroad were Marcel L.

Stellman, European sales promotion manager for Decca, who headquarters in London, and Louis Hazan, art director for Philips in France, who headquarters in Paris. Stellman returned to London last week after visiting New York. Hazan left here for Chicago for meetings with Mercury-Smash-Philips executives and planned to visit New York before heading back to Paris.

HOLLYWOOD — Warner Bros. Eastern operations head Arthur Mogull has pacted the Mugwumps, who have been appearing at the Village Vanguard, New York. He will a&r their sessions.

Can. Staffer Named by BB

TORONTO—Kit Morgan was named Billboard's Canadian correspondent last week, and joins its global repertorial corps as of this issue. She is the assistant editor of the Canadian Broadcaster, a twice-monthly radio-TV businesspaper.

Prior to joining the Broadcaster two and a half-years ago, she was production assistant to Jack Arthur, executive producer of the Canadian National Exhibition Grandstand Show. She also served as copy and continuity writer with radio stations CKEY (Toronto), CKOY (Ottawa), and CKSL (London).

She is covering the burgeoning Canadian disk market for Billboard from headquarters here.

HONESTY AND SERVICE CITED BY MANAGER

HOLLYWOOD—Bruce Hinton, national promotion manager for Warner Bros.-Reprise Records, sees honesty and service as the two basic tools of the promotion man.

Recently promoted to the position, Hinton operates with a staff of nine promotion men in Los Angeles, San Francisco, Chicago, Boston, New York, Washington, Houston, St. Louis and Philadelphia, plus independent distributor personnel. The two labels are represented in 29 markets, he said.

"Honesty underscores everything," Hinton emphasized. "When you have solid product, the false hype isn't necessary." In servicing radio stations Hinton believes that by effectively distributing the proper material to the proper outlet, this maximizes service. Financial limitations play an important part in providing LP product to all stations, he says, hence "discretion has to be used in getting maximum exposure from powerful outlets."

The executive does not belittle the importance of smaller stations in outlying regions. He says they're important for breaking format sounds when the large stations are hesitant to expose new records.

Tower Label Sets Wheels In Motion

HOLLYWOOD—Tower has signed its first 19 distributors and finalized its regional sales-promotion force, placing George Sherlock in the West, John Dominican handling Central States, Lee Trimble the Midwest and Manny Kellem the East. Early negotiations were first revealed in Billboard July 25.

All four regional managers report to Vito Samela, sales head operating from New York. All except Sherlock, who represented London in the West, were with parent Capitol's distributing corporation. Dominican operates from Chicago; Trimble, Cleveland, and Sherlock, Hollywood.

The initial distribution network includes: New Deal, New York; Pep, Los Angeles; M.S., Chicago, Milwaukee; Marnel, Philadelphia; Mutual, Boston; Stone, San Francisco; Jay Kay, Detroit; Roberts, St. Louis, Kansas City, Mo.; Cleve-Disc, Cleveland; Four State, Cincinnati; Musical Sales, Baltimore, Washington; Lieberman, Minneapolis; United, Houston; C.&C., Seattle; Dixie, Atlanta; Davis, Denver; All South, New Orleans; Essex, Newark; Seaboard, Hartford, and Microphone, Honolulu.

Atlantic Buys

NEW YORK—Atlantic Records has bought the master of "Eternally" by Johnny Winter which has been creating excitement in the Beaumont, Tex.,

area. Ken Ritter, a producer of the record on his Frolic label, dealt with Jerry Wexler, Atlantic vice-president. Atlantic is sending copies on its own label to other parts of the country.

EPIC
THE HOT LINE

the honey dreamers
OUTER WEST!
A NEW LOOK AT THE OLD ROUND-UP

THE HONEY BEREAVE
RED RIVER VALLEY
THE LAST ROUND-UP
ALONG THE KAKAJU TRAIL
HILL ALONG PRAIRIE WIND
RED WINE
IN AN OLD COWBOY
TUMBLING TUMBLEWEEDS
WHEN IT'S
LAMP LIGHTS
IN THE VALLEY
WAGON WHEELS
WHISPERS T-T-T-T
ON THE TRAIL

LN 24100/BN 26100*

CLIFF RICHARD
In Spain
ALL-TIME LATIN HITS
SUNG
IN SPANISH

LN 24115/BN 26115*

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HOW TO KEEP YOUR HUSBAND HAPPY
Look Slim! Keep Trim! Exercise Along With
DEBBIE DRAKE

LN 24102

The Guitar That Changed The World!
Scotty Moore

LN 24103/BN 26103*

Reading Pays Off A&R Man

HOLLYWOOD — Record manufacturers could cut costs if all a&r producers read music, believes jazz veteran Dave Axelrod, who states there are many in the trade who can't distinguish one note from another.

Currently a Capitol pop and jazz producer, Axelrod is shocked at the number of industry members who can't read music yet somehow make their living in a medium whose foundation is the written score.

"By not knowing how to read, you've got to make extra takes during sessions to get the sound right," Axelrod charges. If the a&r man could read the booth copy of the score, these extra

takes wouldn't be necessary and companies wouldn't be wasting money in the studio, he believes.

At Capitol, Voyle Gilmore was an expert drummer; Dave Cavanaugh, a respected arranger; Tom Morgan, a former clarinetist with Claude Thornhill and Bill Miller, and Dick Jones are well versed in music, Axelrod remarked. The case is true at other major labels where former players and school educated musicians are now producing instead of playing. But this is not the total case within the industry, according to Axelrod, who believes the labels should require those a&r men who cannot read to obtain instructions.

A DAUGHTER FOR LUPPINOS

LONG BRANCH, N. J.—A daughter was born Aug. 11 in Monmouth County Medical Center to Bjorg and Frank Luppino. It is the first child for the couple, and was named Elizabeth Frances. Proud father is Billboard's managing editor.

Andy Williams To Get His Day

CINCINNATI — Columbia's Andy Williams, following his three-day stand, Sept. 5-7, as grandstand show feature at the Indiana State Fair, Indianapolis, comes here Sept. 8 for a civic celebration in his honor set up by local Columbia branch manager, Bill Kelly. Williams is a former resident of Cincinnati.

The date will be officially proclaimed Andy Williams Day by Mayor Walton Bachrach, who will present Williams with a key to the city in a ceremony on Fountain Square, downtown landmark. During his stay here, Williams will be a guest at a press party hosted by Columbia's Kelly and will appear as guest on Ruth Lyon's "50-50 Club" over the Crosley Broadcasting four-city simulcast network. He will also cut a tape for Bob Braun's Sunday afternoon color TV seg.

Chuck Moore, Columbia promotion man here, is beating the drums on the one-day celebration. He has set up an Andy Williams contest with radio stations in Huntington and Charleston, W. Va., and Columbus, Ohio. Two winners from each

Berlin Music Festival Plans JFK Memorial

BERLIN—The annual Berlin music festival next month is being planned as a memorial to the late President John F. Kennedy.

The festival will open Sept. 13 and run a week. The main accent will be the influence exerted on the culture of the 20th Century by the culture of black Africa.

The Nigerian Yoruba "people's opera" company will appear at Berlin radio stations and will present a total of seven concerts, directed by Paul Klecki, Antal Dorati, Igor Stravinsky, Robert Craft, Herbert von Karajan, John Prichard, Lorin Maazel and Hermann Scherchen.

Mrs. Reeves Heads Firms

NASHVILLE — As news of tributes to Jim Reeves begin to arrive from around the world, his widow, Mary Reeves, took over as president of the Reeves Enterprises. Involved are Tuckahoe, Acclaim and Open Road music publishing firms and Shannon Records, all headquartered in Madison, Tenn.

In Norway, the government radio and only broadcasting outlet carried a special tribute program to Reeves. Taking part was Espen Eriksen, Billboard's correspondent. Radio Eireann in Eire, another government outlet, carried a special tribute program. In England, RCA released a single, coupling "This World Is Not My Home" with "Take My Hand Precious Lord." This will be followed by "Moonlight and Roses" album next month. Although Reeves had been RCA Victor's biggest seller for several

months in England, his death resulted in additional orders for his records.

Heads Roulette Distrib Branch

NEW YORK—Bob Spencer has been named branch manager of Adam Distributing Company, a firm wholly owned by Roulette Records. Roulette chief Morris Levy cited Spencer's 17 years in disk distributing, most of it with Capitol Records Distributing Corporation here, and New York's Multi Disc, Mercury Records' distributing wing. The Adam distributorship handles, in addition to Roulette, Time, Tollie, USA, Artia, Parliament, Roost, Tico, Squire, Kenwood, Glover and Sandy records.

Mrs. Reeves announced that Ray Baker will continue to head the management of the music firms, as will Joyce Gray as executive secretary. Tom Perryman, a personal friend of Reeves and his partner in ownership of Station KGRI, Henderson, Tex., will continue direction of the station and will serve as a business adviser to Mrs. Reeves.

Animals to Begin U. S. Tour

LONDON — The Animals, one of the hottest groups on records, will begin a tour of the U. S. late this month. The group, whose single "House of the Rising Sun" is on charts in Australia, Britain and Eire and hit the No. 5 position on Billboard's Hot 100 in just three

weeks, will find MGM promotion executives in the U. S. have not been idle.

The group will be met at the airport by fan club members, who will wear special buttons. A motorcade of Rolls-Royces will speed the animals to the city from Kennedy Airport. They'll be hosted at trade and consumer press parties and at a formal party to which the society set will be invited.

Stan Getz, currently riding the charts with "The Girl from Ipanema," is writing an original score for the group's first film. Sid Bernstein and Marty Cumar, who presented a live show at the Paramount Theater in New York Easter, are preparing a show starring the Animals for the Paramount Sept. 4-13. The theater, which has been closed for several weeks, will reopen especially for the Animals' show before being converted into commercial offices.

'CHIPMUNK' LP SEEN AS SMASH

HOLLYWOOD—Liberty has apparently struck paydirt with the album "The Chipmunks Sing the Beatles," which looms as the fastest selling LP in the company's history, according to Don Bohanan, marketing director. The LP has been selling at a 25,000-copies-a-day clip. In just one week 125,000 copies were moved, with airplay registered on all radio outlets.

AMERICAN TOUR
The Dave Clark Five

LN 24117/BN 26117*

POST CARD
Around the World
with The
Village Stompers

LN 24109/BN 26109*

EPIC
THE HOT LINE

DAVID HOUSTON

LN 24112/BN 26112*

ANDY STEWART
Twelve Great Scottish Songs
Tunes of Glory

LF 18031/BF 19031*

AN EXCITING DIMENSION IN ENTERTAINMENT

*Stereo

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Sears-Levine Supply Set-Up Hits a Snag

• Continued from page 1

roundup of Coast-based companies drew a chorus of negative replies.

CRDC Approached

Stan Gortikov, president of Capitol Records Distributing Corporation, told Billboard that the two "approached CRDC with certain distribution proposals. CRDC does not find it practical to adopt the suggestions offered. CRDC will continue its present distribution organization and pattern of operation, and will continue to adhere to the price policies adopted March 2." (Price policy mentioned referred to Capitol's one-price-to-all of \$2.02 per \$3.98 LP, with no functional discounts extended to either rack jobbers or one stops. Thus, in rejecting the pitch, Gortikov underscored the fact that Levine will have to pay Capitol's established \$2.02, and there will be no getting around it.

Warner Bros.-Reprise President Mike Maitland confirmed the fact that Levine had called on him, but said that no decision was reached. Liberty Records executive vice president, Phil Skaff, came back with a "no comment" when questioned by Billboard.

Vee Jay President Randel (Randy) Wood said he listened to Levine's proposal, "but we gave him no reply. We're going to Chicago next week to talk directly to Sears about this."

Jimmy Johnson, president of Walt Disney's Disneyland-Vista labels, said: "We feel that our Disneyland line is established as

a quality line, and as the most accepted in the children's field. If Sears—or any other chain—wants to offer its customers representative, top product, it will need our product. If they want our records, they should get them from the established channels of distribution.

"We have enjoyed a happy and successful relationship with the Sears chain by working through our distributors. Of particular note has been the outstanding job our Western distributor, George Hartstone, has done in servicing the Sears chain in the 11 Western states.

"We see no need to upsetting a successful appellation by superimposing some other mode of distribution, merely because Sears says so. Sears is an important and fine chain store, but we see no reason to change our basis of doing business. Sears is not our only customer."

Bud Katzel, national sales manager of Roulette Records, firmly denied rumors that his label is going along with the Levine plan. Said Katzel: "At the present time, we have not given any distributor status to Levine for any of our labels." MGM president, Arnold Maxim, once again denied his label has given Levine distributor recognition. He said Levine's New Deal was a sub distributor for the MGM-Verve lines to rack the Korvette chain, but that this arrangement was limited only to Korvette.

Offers No Comment

Frank Hendricks, Sears' chief record buyer, told Billboard he had no comment to make at

Italian Casino Showcase for New Artists

• Continued from page 1

signed to inaugurate the eight-day "Songs in the World." She will be followed by Tiny Yung, Viet-Nameese recording star who works in France, Great Britain's Shirley Bassey, France's Gilbert Beaud, Portugal's Amalia Rodriguez, U.S.A.'s Dionne Warwick, Spain's Carmen Secilla and Italy's Domenico Modugno. Particular interest is attached to Miss Sevilla, best known as Spain's top film actress, and Miss Rodriguez, queen of the fado singers and Modugno, who may leave soon for New York to star in Richard Rodgers' musical version of "The Time of the Cuckoo."

this time as to what path the chain would follow in acquiring product. Hendricks, this week, as in the past, refused to confirm that Levine will be Sears' prime source of supply.

Levine, similarly, remained mum. He refused to reveal what course he will follow in the event his plan to gain distributor status falls through. His reply was: "We will be making a statement in the near future, but have nothing to say at this time."

Some trade sources looked upon the Levine move as a threat to the industry's long established distribution system. As one top figure summed it up: "When the day comes that anyone can become a distributor merely because of a single important volume account, it will be the end of distribution as we know it today."



Lonnie Mack and his band boys (Fraternity Records) who are featured each afternoon this week (15-21) on the Roof Garden of the Illinois Building at the Illinois State Fair, Springfield. Mack is also serving as one of the judges in a contest at the fair to determine a State champion dance combo. Ninety-four Illinois radio stations are tied in with the combo competition. The Mack crew's newest Fraternity release is "Sa-Ba-Hoola." Shown, left to right, are: Dave Byrd, organ; Lonnie Mack, guitar; Ron Grayson, drums, and Bill Jones, bass.

Plan Is Pooh-Poohed

• Continued from page 1

have a right to do whatever they wish—however, we're in no panic. I feel things will come out all right," said Martin. The Chicago distributing veteran said that he didn't think he would be hurt by the Sears move and that he didn't think the new policy would go into effect. "I think Sears has integrity and will protect the Chicago people—they're too big a company to let their local suppliers down."

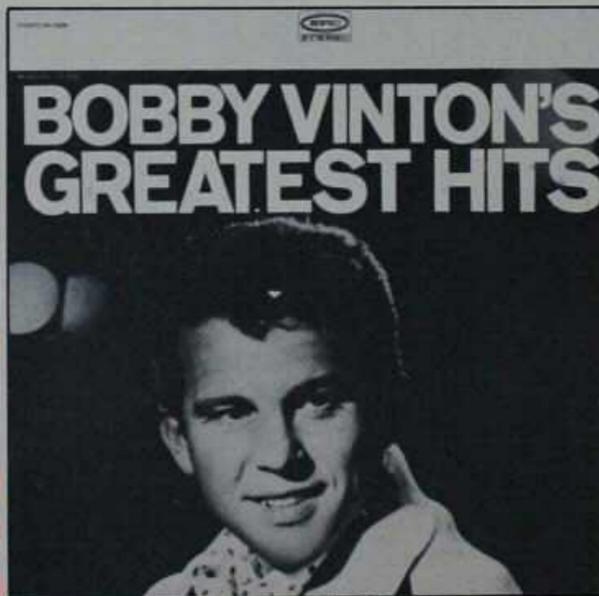
Milt Falstone of M-S Distributing Corporation, said, "There's

really nothing to say, because nothing has been consummated." Falstone said he could see no reason for record manufacturers to go along with Levine and he knew of none that would. "If they do, they would destroy the entire coast-to-coast distribution structure," he said.

Would he be hurt by the Sears move? Falstone said no—unless something happens—and he didn't think it would. "Local distributors have done a real good job for Sears—I really see no place where it could be improved," Falstone added.



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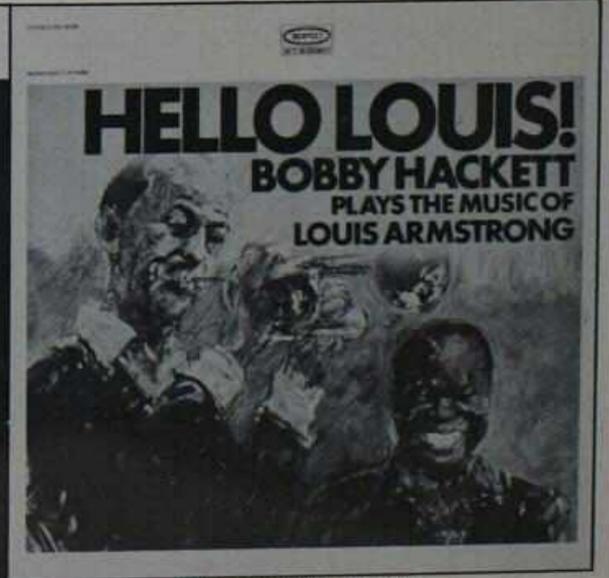
LN 24113/BN 26113*



LN 24114/BN 26114*



LN 24106/BN 26106*



LN 24099/BN 26099*

Connoisseur Up 400% in 2 Months

• *Continued from page 6*

label is a budget pop line. Urania, Parliament, Artia, Supraphon and M. K. are classical labels. Supraphon is devoted to music recorded in Czechoslovakia, and M. K. to recordings made in Russia.

Press told Billboard that the Forum Circle line currently has 120 titles with 30 additional albums scheduled for release Sept. 1. Among the new releases are such artists as Sarah Vaughan, Count Basie, the Chantels, and Little Anthony and the Imperials. In the Parliament line, there are 90 releases at present with six new ones scheduled for release every other month starting in September. The Urania label has 185 albums currently available and matches that of Parliament. Artia has 85 albums at the present time with three new albums scheduled to be released every month. Supraphon has 90 catalog items and M. K. has 75. Three or four new albums will

Format Proposal

• *Continued from page 6*

ing, and CBS agrees. FCC ended its freeze on AM applications July 7.

NAB counsel, Douglas A. Anello, says that from a practical standpoint, the licensee alone can decide when an FM operation can attract enough advertising to support a separate programming. FCC has said it will hear requests for individual waivers of the new 50 per cent non-duplication rule on AM-FM programming when it goes into effect.

debut on each label each month starting in September.

An outstanding addition to the firm's line, according to Press, will be the Tiny Tot kiddie series, also making its debut in September. The initial release will have 12 albums, each having full color covers designed by outstanding artists. An additional eight albums will be released prior to Christmas, Press said, with several planned as holiday fare for children. Some 28 distributors currently handle the firm's product, according to Press.

Electra Offers Discount Plan

NEW YORK — Seventeen Elektra folk albums will be released this fall as part of a special discount program. This includes its fourth Judy Collins LP.

Other artists represented are Theodore Bikel, the Dillardys, Juan Serrano, Tom Paxton, Hamilton Camp and a three-record Woody Guthrie Library of Congress set.

Jac Holzman also announced that the firm's Nonesuch classical subsidiary, which has 20 albums in release now, has 15 more scheduled for the fall. Both labels will have a special discount plan for dealers.

Angel Tree

HOLLYWOOD—Angel introduces its record tree to dealers in August. The merchandising aid holds six double-faced jackets. Angel will supply new jackets each month for the tree, said Brad Engel, assistant merchandising manager.

WB Plea Is Denied

WASHINGTON — The FCC has denied a plea by Warner Bros. to bar a Tampa FM station applicant, Melvin B. Warner, from using the name in his operation. Warner Bros. had told the Federal Communications Commission that there would be "confusion" in the public's mind if the FM applicant played and advertised his own records on the air, as indicated in information submitted to the FCC.

FCC told Warner Bros. it did not think the very small-scale "competitor's" plans to air not more than one spot announcement a day about his records, and to play no more than four or five of his own records during a year, could seriously hurt the big motion picture, TV and record producing firm. Also, the FM applicant's Capricorn Records, Inc., is inactive, and owner Melvin Warner plans to issue only one album as of now. FCC says it can't see any prospects that the "applicant intends to promote record business on a large scale."

FCC advises Warner Bros. to seek relief "in the forum of appropriate jurisdiction" if its small rival indulges in any unfair competitive practices. At this time, FCC sees no infraction of its rules because an applicant has the same name—Warner.

OTTAWA—CKPM, Ottawa's first privately owned station in 17 years, marked its second month of broadcasting Aug. 8.

Roulette Bows 'Fall Formula'

NEW YORK—Following his return from a nationwide swing visiting the firm's distributors, Roulette's Bud Katzel, sales director, announced that the fall release, called "Fall Formula," will consist of 20 albums and offer a 15 per cent discount in free merchandise plus added functional discounts to rack operators. In addition, there is a liberal dating arrangement for "qualifying accounts."

The fall program encompasses the entire Roulette catalog, in addition to the 20 new items in the August-September release. Among the new product are albums by Dinah Washington, Count Basie, Sarah Vaughan, Pearl Bailey, and the debut performance on the label of Olutunji, the Nigerian percussionist.

On the Tico label, Tito Puente, Miguelito Valdes and Joe Cuba are represented, while on the Roost label there are albums by Stan Getz and Johnny Smith.

Roulette distributes Squire and Kenwood Records nationally and a folk group, the Tripjacks, have a release on the former. Mahalia Jackson is represented on the latter.

VJ Instrumentals

HOLLYWOOD—Vee Jay is on an instrumental LP kick to broaden adult sales. Among the artists scheduled for release shortly are saxophonist Benny Carter, pianist Bill Marx, trumpeter Harry (Sweets) Edison, all produced by Lee Young and the Mango Jones band.

Dutch Pirate Station Opens

LONDON—A pirate TV station starts test transmissions in Holland this month. Operating from a man-made island located in international waters off Nordweg-Am-Zee, its hours of operation have not yet been set, but will be announced shortly.

Programs are being bought by Lloyd Williams Associates of London, and include such well-known American features as "Dr. Kildare," "The New Breed," "Rin-Tin-Tin," "Victory at Sea" and "Wagon Train." These will be scheduled on a regular weekly basis. The island, similar to an off-shore drilling platform, was built at a Dutch-owned shipyard in Cobh, Eire, and shipped in sections to its location.

The island has been fastened to the seabed by piles rammed home through its hollow legs. Technical equipment for the transmitter and other facilities was supplied by RCA. Station is known as REM-TV and will probably start full commercial transmissions early September. Advertising rates are said to be \$1,000 per minute at peak time.

Signings

Columbia Records has signed vocalist Lyn Roman to an exclusive recording contract, according to Ken Glancy, label's a&r vice-president. . . . Capitol has signed r&b performers Joe Comella and the Bishops to specialize in singles.

Here's **Godfrey Cambridge**
Ready or not...

FLM 13101

CONTEMPORARY FOLK MUSIC AT ITS BEST

Claude Gauthier
SINGS THE SONGS OF
Claude Gauthier

LN 24086/BN 26086*

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THE HOTLINE

For Dancing
Lester Lanin
AND HIS ORCHESTRA
play 23
Richard Rodgers hits

LN 24105/BN 26105*

JON ROLF HARRIS
SINGING
THE COURT
OF KING
GARIBOLDUS

LN 24110/BN 26110*

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ENTERTAINMENT

*Stereo

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Exclusive Pacts Out in Bonn

COLOGNE—West German record companies are discontinuing the signing of exclusive contracts with classical artists.

The lead was taken by Deutsche Grammophon and Electrola, the Big Two, of the German disk industry. Herfrid Kier, Electrola spokesman, said exclusive contracts no longer served the interests of the labels, artists, or the public.

Kier said exclusive contracts tend to overload a label's repertory, restrict an artist's activity, and to deny the public the advantages of flexible production.

As an example, Kier said Electrola currently has five versions of Schubert's "Winterreise" by Gerhard Huesch, Hans Hotter, Dietrich Fischer-Dieskau, Hermann Prey, and Gerard Souzay. This creates an untenable situation between the firm and the artists, Kier said.

The German labels are switching to flexible production.

An example, Kier said, is the new modus-operandi involving Dietrich Fischer-Dieskau, one of Europe's top stars. He has a contract with Electrola and Grammophon giving them first—but not exclusive—call on his services. If Fischer-Dieskau offers both companies a particu-

lar recording and they reject it, he is then free to approach a third.

In the case of producers, the prime example is Gerhard Mendelson, who switched from an exclusive contract with Grammophon to an independent deal, allowing him to work for at least three record companies.

He will produce for Philips, as one of the two firms, with the third company still to be announced.

Peter Meisel, said to be among Germany's most successful independent producer, claims disk production is gravitating to the independent producer.

He restricts his contracts with any one company to 12 to 18 months, and the same holds for his artist agreements.

Herfrid Kier says competition demands that labels get the best artist available for any given recording and not be restricted only to artists in their exclusive contract stable.

He disclosed that Electrola has been dismantling its exclusive-contract structure for the past two years. Electrola has under exclusive contract at the moment, among others, 10 sopranos, eight directors, and four violinists—all of world rank.

4 Seasons' Dates Listed

AKRON, Ohio—The month-long tour of the 4 Seasons' package show opened here July 31 at the Armory. The group's "Rag Doll" came off the top of the best-selling singles chart and their Philips album of the same title is starting to show good action.

Bob Astor, General Artists Corporation, booked the tour and said that advance sales in all cities have been very strong. The package includes Barbara Lewis, Ruby and the Romantics, Bobby Goldsboro, the Chiffons, Patty and the Emblems, Jimmy Soul and an orchestra.

Dates left to be played are Waldmere Park, Erie, Pa., Aug. 10; Old Orchard Beach, Me., Aug. 12; Loew's, Providence, R. I., Aug. 13; Surf, Nantasket, Mass., Aug. 14; Convention Hall, Asbury Park, N. J., Aug. 15; Island Park, Sunbury, Pa., and Harvey's Lake, Pa., Aug. 16; Rollerama, Syracuse, Aug. 18; Anderson, Ind., Aug. 20; Airy Crown Theater, Chicago, Aug. 21, and Treasure Island Gardens, London, Ont., Aug. 22.

Morris Staffer Moves to Coast

NEW YORK—Harvey Kresky, the William Morris Agency's Popular Music Division, is moving to the firm's Beverly Hills office. Nat Kalcheim, head of the personal appearance department, made the announcement and indicated that Kresky will be working with Hershey Martin in the personal appearance field and in the music division, with emphasis on colleges, with Ira Okun and Al Alweil.

Monterey Festival to Feature New Names

HOLLYWOOD—Officials of the Monterey Jazz Festival are optimistically talking up their Sept. 18-20 bash, cognizant that their patrons come to listen, not battle. The Newport, R. I., festival, the most celebrated and troubled, was recently banned when local citizens cried they'd had enough of festivals. Their action came as a result of reported misconduct by folk fans attending their own festival one week after the jazz gathering.

Monterey has always had orderly crowds, with the emphasis on artistic creativity. During the past few festivals this creativity has slowly waned but this year officials are striving to present new names for West Coast devotees. The Art Farmer-Jim Hall and Charlie Mingus quartets will be making their first appearances at Monterey.

The Farmer-Hall group joins the Miles Davis quintet and the Pee Wee Russell quartet on the



EMERGING FROM BEHIND THE SHADOWS: Vocalist Bobby Jameson is at his first recording session at the Nashville West studio in Hollywood. Rehearsing the singer are Jack Shulman, at the piano, and manager Tony Alamo. Jameson's first single, "I'm So Lonely," is on the Talamo label.



BRENDA LEE receives the Billboard award as the Most Programmed Female Vocalist in the U. S. from Billboard's Nashville representative, Don Light (left). Brenda's manager, Dub Allbritten, looks on.

TERRY FISCHER SOLOS

Former Mermaid Just Fails to Make Splash

HOLLYWOOD — Terry Fischer, former member of the Mermaids, disk trio which had a rock 'n' roll smash last January, has deserted the nautical trio to develop as a jazz vocalist. The attractive young performer has been appearing weekends at Chez Joey in nearby Northridge with the Serge Minervini Trio.

On the evening reviewed (9) she displayed a warm stage presence and a simple, straight vocal approach. Miss Fischer has the talent to become an important vocalist, but at this early stage in her development she lacks a distinct style. She has the power to chide Bill Bailey for not coming home and the gentleness of the "Girl From Ipanema." Her act consists entirely of up-tempo selections, for

she admits not being ready to persuasively interpret ballads. This is a definite shortcoming which she must overcome. Right now she is a pleasant pop singer but nowhere near fulfilling the role of jazz vocalist. She can sing behind the beat, but she offers no improvisation, one of the keys to jazz vocalizing.

She and her young associates are anticipating a booking at the Peacock Room in Burbank, Calif. It's important that these neighborhood clubs provide exposure for young performers. Without it, show business loses its stream of qualified performers. Terry Fischer should fit this category in the years to come. She has the voice; now she must embellish it.

ELIOT TIEGEL

PEOPLE AND PLACES

By MIKE GROSS

RCA Victor recording artist Ray Rivera and his trio at Capri in Bronx, for an indefinite stay. . . . Recording artist Jimmy Newman entertained at 16th annual Orange Jaycee Rodeo at Orange, Tex., Aug. 20 to 22. . . . Steve Lawrence and Eydie Gorme to headline at Concord Hotel in Catskill, but on different nights. Eydie starred Aug. 22. Steve headlines following night. . . . Bill Black's Combo, now touring with the Beatles, leaves for 26-day tour of England and the Continent. . . . Jerry Lee Lewis doing one-nighters in South and Southwest. . . . Nancy Sinatra signed by MGM to join Joan O'Brien, Mary Ann Mobley and Chad Everett in film tentatively titled "The Go-Go Set." Sam Katzman will produce and Sidney Miller will direct.

Jesse Lopez, brother of recording star Trini Lopez, and his combo opened at Gringo's in Dallas. . . . Fabian guests on "American Bandstand" Saturday (22) on ABC-TV. Dick Clark stars. . . . Vet record man George

Goldner is flying to Las Vegas to sign singing-dancing comedienne Mary Lu Ryhal. She's currently appearing with Mitch Miller at Desert Inn for his Red Wing label. . . . Rock 'n' roll star Bobby Rydell to play mixed-up singer in "The Singing Delinquent" on "Make Room for Daddy," Aug. 24 on NBC-TV. . . . Della Reese is at Flamingo Hotel in Las Vegas for three weeks, through Sept. 2. Then heads back East for recordings and meetings with RCA executives.

Vee Jay recording artist Sam Fletcher departed for Tokyo for five weeks of tour in the Orient. . . . The City Folk, vocal-instrumental group from Bucknell U., signed to appear Sept. 2 on CBS-TV variety show "On Broadway Tonight." . . . Enzo Stuarti opens at Texas' Cabana Hotel Aug. 28. . . . Ace Cannon, Hi Records star, wowed 'em the other night at big watermelon festival in Missouri. . . . Singer Vicky Lynn opened at Listeners Loft in Dallas. She's former Gold Record winning rock 'n' roll singer. . . . Al Hibbler completed successful engagement at the Losers in Los Angeles. Just completed album entitled, "Hibbler-1964," for independent producer-manager Lee Magid. . . . Lou Rawls set for Monterey Jazz Festival Sept. 19.

pear to have become disenchanted with taping festivals, for there has been no great rush to announce plans to capture any of the Monterey performances.

Trini Album

HOLLYWOOD — Reprise is promoting Trini Lopez's Latin album, with concentration in Spanish newspapers and Latin radio stations. Promotion man Ray Vargas has been assigned to handle the campaign in the East. Participating internationally are the label's licensees in 15 Spanish-speaking countries.

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records

has just happened

BIG

with

**LITTLE ANTHONY &
THE IMPERIALS**



I'M ON THE OUTSIDE [LOOKING IN]

Arranged and conducted by Teddy Randazzo
DCP #1104

and it's going to get even bigger!

distributed by the label to watch



NEWS OF THE WORLD

BOSTON

A group of Boston nuns have just recorded a repertoire, including a Negro spiritual, two ballads and, believe it or not, a twist. Spurred on by the Belgian sisters who scored with "Domini-que," the group of 40 recorded at the Ace Recording Studios in Boston. . . . Instead of bringing gloom to the Newport Festivals, the order to get out of Freebody Park may really be for the best. The Rhode Island governor will meet shortly with city officials of Newport and George Wein, to discuss a shed similar to Tanglewood. Seems the city

makes about \$2 million from the jazz and folk festivals and would hate to lose them.

A new musical, "Pheenie, I Love You," by Robert Leibacher and William DeVeau, will have its pre-Broadway tryout at the Orleans Arena Theater, Cape Cod, Aug. 24. It is a lusty story of New England in the 1900's.

. . . London's latest sensation, the Minets, will headline an annual fashion show hop at Gilchrist's department store next week. The affair will be held at the Orpheum Theater, which, incidentally, will be torn down to make way for another parking

lot. . . . Paul Maggid, Music Suppliers' PR man, had Jackie Mason of Verve-MGM label, around to the deejays while he was in town at the Frolics in Revere. . . . A local best seller is the Nork label's "Walking the Dog" with the Trophies, a Connecticut group. . . . While Capitol is doing the "Golden Boy" album, Sammy Davis, now in town with the show, says he will do some singles on Reprieve.

CAMERON DEWAR

DALLAS

The Dallas Theater League has booked Duke Ellington for a concert Sept. 11 and the Dave Clark Five in December. Plans call for appearances here by George Shearing, Al Hirt and Pete Fountain in October and November. . . . Southern Methodist University is negotiating for the Kingston Trio and the Beachcombers with a probable October date.

HOLLYWOOD

The Rhythm Masters, who record for Mobile Fidelity, Burbank-based label, have been signed for nine appearances on the Danny Kaye TV show, reports Brad Miller, label president. Their current single is "Chaps Place." . . . To celebrate his single, "Everybody Loves Somebody," hitting No. 1, Dean Martin presented composer Ken Lane with a gold record. Lane, his personal pianist, penned Martin's forthcoming follow-up based on a line from the current smash.

KLAC's morning cut-ups, Lohman and Barkley, recently spent their vacations in New York, scrutinizing how WNEW's great morning comedy team of Klaven and Finch make merry. The local Metromedia station has been attempting to build Lohman and Barkley as a comedy duo with acknowledged difficulty. Hence the idea to bring them to New York to sit in the studio with the veteran duo and learn how they operate.

Former folk singer, Randy Sparks, cut his debut single for Columbia in a pop vein under a&r producer Al Stanton's guidance. The label has just cleared the paperwork to sign Chuck Rondell, Santa Maria, Calif., resident, who had been singing with a vocal group.

Recently formed publishing firms include Radford Music, owned by Four Star Records; Merifield, owned by Bob and Joan Clampett, and Western International, owned by John Flittie.

Fred Granger, MOA's managing director, here last week to pitch label participation for the coin show in Chicago. . . . Bruce Hinton, Warners-Reprise national promotion manager, back after two weeks with the Army reserves.

ELIOT TIEGEL

PHILADELPHIA

Marna Musicant, former publicity director for Chancellor Records, back after promotional chores on the West Coast and in Spain. . . . Matt Zehr, original musical contractor for the Valley Forge Music Fair in 1955, and ousted from the musical summer tent in 1959 by action of the Norristown (Pa.) Local 341, AFM, won a cash settlement in the county courts from the union for the alleged illegal dismissal from the job. . . . Dave Chackler, record producer, has pacted his new girl group, the Stylettes, with Cameo-

HOT R&B SINGLES

(Not listed in rank order)

- WHERE DID OUR LOVE GO—Supremes, Motown
- UNDER THE BOARDWALK—Drifters, Atlantic
- SELFISH ONE—Jackie Ross, Chess
- EVERYBODY NEEDS SOMEBODY—Solomon Burke, Atlantic
- JUST BE TRUE—Gene Chandler, Constellation
- KEEP ON PUSHING—Impressions, ABC
- I'VE GOT NO TIME TO LOSE—Carla Thomas, Atlantic
- STEAL AWAY—Jimmy Hughes, Vee Jay
- OUT OF SIGHT—James Brown, Smash
- QUIET PLACE—Garnet Mims, U.A.
- HEY, GIRL, DON'T BOTHER ME—Tams, ABC
- I STAND ACCUSED—Jerry Butler, Vee Jay
- TRY IT BABY—Marvin Gaye, Tamla
- HOW GLAD I AM—Nancy Wilson, Capitol
- FUNNY—Joe Hinton, Backbeat
- I LIKE IT LIKE THAT—Miracles, Tamla
- C'MON & SWIM—Bobby Freeman, Autumn
- THERE'S ALWAYS SOMETHING THERE TO REMIND ME—Lou Johnson, Big Hill
- BABY I NEED YOUR LOVIN'—4 Tops, Motown
- THANK YOU BABY—Shirelles, Scepter

TOP 10 R&B GOSPEL SINGLES AND LP'S

(Courtesy Louise Williams, WDAS, Philadelphia)

1. PEACE BE STILL—James Cleveland and the Angelic Choir (Savoy)
 2. HE'S SO DIVINE—Voices of Tabernacle LP (Hob)
 3. MEDITATION IN MY HEART—Rev. Julius Cheek & His Gospel Knights (Peacock)
 4. THE OLD SHIP OF ZION—Pilgrim Jubilees LP (Peacock)
 5. WALK AROUND GOD'S HEAVEN ALL DAY—Caravans (Vee Jay)
 6. LP WAYS OF THE LORD—Calra Ward, Bands: SILVER WINGS; GOD LEADS HIS CHILDREN ALONG (Dot)
 7. LITTLE WOODEN CHURCH—Dixie Hummingbirds (Peacock)
 8. LEAD ME TO CALVARY—Soul Stirrers (SAR)
 9. SHINE—Richard Rocquemore (Hob)
 10. LORD I WONDER—Inez Andrews (Songbird)
- PICK: LP: SONGS OF FAITH—Aretha Franklin (Checker)
PICK: Single: TRIBUTE TO JOHN F. KENNEDY—Claudine Clark, Jamie

R&B REGIONAL BREAKOUTS

(Not listed in rank order)

- 20-75—Willie Mitchell, Hi (St. Louis No. 1, Detroit, Alabama No. 1, Atlanta)
- BAD GIRL—Fabulous Denos, King (Cleveland, Atlanta)
- I'M COUNTING ON YOU—Freeman Brothers, Mala (Baltimore, Cleveland, Atlanta)
- CANDY TO ME—Eddie Holland, Motown (Detroit)
- MERCY MERCY—Don Covay, Rosemart (NYC, D.C., Atlanta, Baltimore, Philadelphia, Carolinas)
- I'M ON THE OUTSIDE—Little Anthony & Imperials, DCP (Widespread)
- LOVERS ALWAYS FORGIVE—Gladys Knight — Pips, Maxx (Widespread)
- LILIES OF THE FIELD (AMEN)—Impressions LP, ABC (WIDESPREAD)
- BABY I'M SATISFIED—Sissy, Bob and Earl, Chene (West Coast, Cleveland, Atlanta, D.C.)
- THE CLOCK—Baby Washington, Sue (Baltimore, Cleveland, Philadelphia)
- OPPORTUNITY—Jewels, Dimension (Baltimore)
- SHOW ME YOUR MONKEY—Kenny Hamber, Dejac (Baltimore, Nashville, NYC)
- YOU CAN'T LIVE WITHOUT HER—Billy Butler, Okeh (Cleveland, St. Louis, Baltimore)
- NEW GIRL—Accents, Impac (Detroit, Cleveland, Chicago)
- TROUBLE CHILD—Barbara Mason, Crusader (Philadelphia)
- SINCE I'VE LOST YOU—Jimmy Ruffin, Soul (Cleveland)
- THAT'S HOW STRONG MY LOVE IS—O. V. Wright, Goldwax (Miami, Alabama, Georgia)
- THAT'S WHEN THE CRYING BEGINS—Kip Anderson, ABC (Atlanta, Nashville)
- MY PILLOW STAYS WET—James Duncan, King (Georgia)

Parkway Records here. . . . WIBG deejays Hy Lit, Frank X. (Fuller) and Jerry Stevens are operating a new Under 21 teen-age nitery three nights a week at nearby Williamstown, N. J.

MAURICE H. ORODENKER

HONG KONG

Angel Pena, band leader at the Eagle's Nest of the Hong Kong Hilton, has been offered a contract for publishing his composition, "Igorot Rhapsody." H

(Continued on page 35)

R&B Market Analysis: Cleveland

As reported by ED WRIGHT, WABQ

CLEVELAND'S TOP 40 R&B ACCORDING TO SALES

1. SELFISH ONE—Jackie Ross (Chess)—Refreshing sound.
2. STEAL AWAY—Jimmy Hughes (Fame-Vee Jay)—Blues ballad hit with adults and kids. This is the kind of blues Cleveland goes for.
3. WHERE DID OUR LOVE GO—Supremes (Motown)—Monster!
4. BOARDWALK and I DON'T WANT TO GO ON WITHOUT YOU (a soul side)—Drifters (Atlantic)—Bert Berns told Kal Drifters cut flip side with tears in their eyes. The song is a great farewell to a great singer. Johnny Moore has filled the vacuum well.
5. BAD GIRL—Fabulous Dinos (King)—This is a sleeper SMASH that many R&B deejays aren't hip to. Ask Burke Johnson.
6. NO TIME TO LOSE—Carla Thomas (Atlantic)—Learned well from her daddy.
7. I STAND ACCUSED—Jerry Butler (Vee Jay)—Still very strong. We were on this side from the beginning.
8. TRY IT BABY—Marvin Gaye (Tamla)—It's Marvin!
9. QUIET PLACE—Garnet Mims (U.A.—), too, was a non-believer when Kal told me. I hear another non-believer, Ernie Durham in Detroit, just got a shock when it broke wide open there. This isn't a record, it's a delayed action fuse. Takes 3 weeks. Crazy!
10. LET ME LOVE YOU (and flip)—B.B. KING—(Kent)—Hit blues for Cleveland.
11. FUNNY—Joe Hinton (Backbeat)—BIG, BIG!
12. YOU'LL NEVER GET TO HEAVEN—Dionne Warwick (Scepter)—Watch for the LP.
13. GOTTA GET MY HANDS ON SOME LOVIN'—Artistics (Okeh)
14. C'MON AND SWIM—Bobby Freeman (Autumn)—Big r&b and pop.
15. I'M COUNTING ON YOU—Freeman Brothers (Mala)—Another sleeper. R&B soul winner that everyone isn't hip to yet. It's spreading though.
16. Everybody—Solomon Burke (Atlantic)—Soul brother.
17. PORK CHOP—Jimmy Smith (Bluenote)—Has been a retain and juke-box hit here for weeks. Good record. We like instrumentals.
18. YOU PULLED A FAST ONE—VIP'S (ABC)—We picked this winner.
19. BABY I'M SATISFIED—Sissy—Bob and Earl (Chene)
20. OUT OF SIGHT—James Brown (Smash)—A high-riser.
21. SINCE I'VE LOST YOU—Jimmie Ruffin (Soul)—Tamla—Hitsville can't cut a stiff. Coming in very strong. A breakout.
22. THERE'S ALWAYS SOMETHING THERE TO REMIND ME—Lou Johnson (Big Hill)—David and Bachrach can't miss. They work too hard. BREAKOUT!
23. CAN'T LIVE WITHOUT HER—Billy Butler (Okeh)—Good record.
24. BABY I NEED YOUR LOVIN'—4 Tops (Motown)—One of the best produced records of '64. Beautiful build.
25. I LIKE IT LIKE THAT—Miracles (Tamla)—Smokey made a few bucks.
26. KEEP ON PUSHING—Impressions (ABC)—More on the LP later.
27. JUST BE TRUE—Gene Chandler (Constellation)—Still holding.
28. NEW GIRL—Accents (Impac)—KYW & WHK went on it.
29. PLEASE FORGIVE ME—Du-Ettes (Impac)—Starting well.
30. I'LL ALWAYS LOVE YOU—Brenda Holloway (Tamla)
31. SOUL DRESSING—Booker T. & MGs. (Stax)—Starting well.
32. THE CLOCK—Baby Washington (Sue)
33. JO-ANN—Be Diddle (Chess)—Up and down.
34. I LOVE YOU—Tom Storm (Gee Gee)—Produced in Detroit. Looks like a monster. Great record.
35. I'M TOO POOR TO DIE—Louisiana Red (Glover)—Finally coming through. Completely down-home blues.
36. HE'S NO ORDINARY GUY—Dee Dee Sharpe (Cameo)—Starting to show.
37. LOVERS ALWAYS FORGIVE—Gladys Knight & Pips (Maxx)—Looks big.
38. OPPORTUNITY—Jewels (Dimension)
39. CANDY TO ME—Eddie Holland (Motown)
40. THINK AGAIN—Gail Sonders (Gateway)—Beautiful sound. Good signs.

WABQ PICK OF THE WEEK:

THEN YOU CAN TELL ME GOODBYE—Johnny Nash (Argo)—A soul ballad that will be a monster.
PERSONAL PICK: THE CAT—Jimmy Smith (Verve)
BEST LP OF THE WEEK: KEEP ON PUSHING—Impressions (ABC)
TOP BANDS: I'VE BEEN TRYING AND LILIES OF THE FIELD
(Note: This album has set a precedent by being the BEST LP two weeks in a row.)

WABQ DISCOVERIES—RECORDS TO WATCH

- WHY HAVE I HAD SO MUCH TROUBLE—Clarence Ashe (J&S)
- I'PATIENCE BABY—King Williams (MGM)
- RHYTHM—Major Lance (Okeh)
- LOVERS PRAYER—Wallace Brothers (Sims)
- I WANNA THANK YOU—Enchanters (Warner Brothers)
- YOU CAN'T HURT ME NO MORE—Opals (Okeh)
- SWEET LITTLE ANGEL—Sam Baker (Old Town)
- UNTIL YOU WERE GONE—Betty Everett (Vee Jay)
- I'M GONNA CRY A RIVER—Ohio Untouchables (Thelma)
- SWEET YOUNG LOVE—Lenny O'Henry (Atco)
- MY SMILE IS JUST A FROWN—Carolyn Crawford (Motown)
- I HAD A TALK WITH MY MAN—Mitty Collier (Chess)
- OH MY HEART-ACHES—Art Grayson (Four Corners)
- IF—TIMI YURO (Mercury)
- DANCIN' IN THE STREET—Martha & the Vandellas (Tamla)—SMASH!
- DON'T MESS WITH MY MAN—Irma Thomas (Ron)
- A MAN WITHOUT LOVE—Jimmy Holliday (KT)
- I'M ON THE OUTSIDE—Little Anthony & the Imperials (DCP)
- I DID YOU WRONG—Kip Anderson (ABC)
- I'VE KNOWN—Drew Vells (Capitol)
- ON THAT DAY—James Ray (Congress)
- YOU GOT IT—Johnny Williams, (Kent)
- WARM SUMMER BREEZES—Dee Clark (Constellation)

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Foremost in fine recording

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PROGRAMMING

MADE-TO-ORDER PROGRAMMING • VOX JOE
PROGRAMMING NEWSLETTER

Pitch Leaves Em Weeping

PITTSBURGH—To promote or not to promote, that is the question—and the problem facing Woody Hinderling, personal manager of Mutual Broadcasting System's afternoon deejay Dick Biondi.

The two-hour Biondi show, the only pop music deejay show on a radio network—and the first national deejay radio show in some 10 years—is going all out to impress Mutual affiliates from coast to coast that the show has pulling power.

Biondi is currently visiting Mutual affiliates and his show emanates from their various facilities. In an effort to stimulate interest, Biondi invited his listeners, through some 70 affiliates, to call a specific number in their home town to receive complimentary Beatles albums.

Biondi asked his Pittsburgh listeners through the facilities of

(Continued on page 35)

CKEY FORMAT IN SWITCH

TORONTO — The battle of the contemporary music giants here, CHUM and CKEY, has taken a turn with CKEY discontinuing publication of its pop music survey sheet and programming easy-listening albums and singles during its all-night show. CHUM, reporting a soon-to-be power increase from 5,000 to 50,000 watts, also reports it is the city's only station with a popular music survey sheet and 24-hour contemporary music.

Schorr Named Program Chief

LOS ANGELES — Arnie Schorr, former KHJ program director whose father is president of Tracy Broadcasting, which recently bought KGFJ for \$1.5

(Continued on page 33)

10th Yr. for Wilson Show

NEW YORK— John S. Wilson and his "The World of Jazz," show marked its 10th year on WQXR, Aug. 12.

The show, aired 10:07 to 11 p.m., spotlighted the occasion by including favorite selections from programs of the past decade.

Jazz critic and air personality Wilson builds each of his shows around a specific jazz idea. Jazz fans who have been with the show since its kick-off back in 1954 had pause to reflect Aug. 12 on the evolution of jazz and its performers over the years.

The introduction of a jazz program on WQXR in 1954 broke a precedent for the radio station, which, for almost 20 years had specialized in classical and light concert music. "The World of Jazz," which originally went on the air over the objections of listeners, was dropped by the New York Times station some years later, but was reinstated in two days because of listener protests.

Now the oldest, continuous jazz program of New York radio, according to WQXR, the show is heard around the world through rebroadcasts by the Voice of America, by Radio Free Europe, and by the Armed Forces Network.

Dance Show for Teen-Agers Boon to Record Industry



WITN-TV "TEENAGE CANTEEN" host, Rick Clark, proves his agility on the dance floor as well as in front of the cameras.

WASHINGTON, N. C. — Dance time all over the United States has become a standard teen-age fare on TV with programs spotlighting the Dog, the Frug, the Swim and whatever else is popular and current among the ever-dancing teenager. However, lately some stations have been experiencing a lag in participation, for the teenager is fickle and quickly seeks other means of diversion unless one can command his interest.

Combatting this problem, WITN-TV, in Washington, N. C., decided not to wait for the teen-agers to come to them. They went to the youngsters. Last summer they moved the whole show ("Teenage Canteen") to Morehead City Beach—a resort loaded with young folk—and taped it there every Wednesday night during the summer. It was played back at the regular noon to 1 p.m. shift Saturdays.

The venture to Morehead City was so successful for "Teen Canteen" that Rick Clark, the show emcee-host, felt that last

winter was no reason to take "the show off the road." So, throughout the year the show remoted on location from recreation centers in many of the Carolina towns within WITN's viewing area. Working closely with the centers, WITN-TV visits to the communities have always been the season's highlight. Clark says there has never been a group of less than 100, and the program usually draws between 200 and 250.

The format of the show, sponsored by Dr Pepper beverages, features the "Teen Canteen Top 10," plus other pop records, instrumental groups that perform live and a teen-age hostess.

With so many new pop records predicated their success on a new dance, shows such as "Teen Canteen" and their counterparts throughout the country are once again becoming important to the record industry.

KHJ Format Paying Off

LOS ANGELES—KHJ's concept of being the Information Station for Los Angeles, in operation less than one year, has begun paying off, stated general manager and RKO general vice-president, Marty Fliesler.

Celebrating his first year with the station in early July, Fliesler reported that advertisers had been buying KHJ's sound and concept to the tune of doubled national advertising and a 25 per cent increase in local sales over the past year. Income for July was up 32 per cent, Fliesler boasted, and the station's share of audience in the good music field was rising.

A new addition to the disk jockey staff, Don Ross, a former prize-winning CBS newsmen, is heard from 2-6 p.m., replacing Bruce Hayes (1-4) and Jim Coy (4-7). Ross' afternoon stint includes commentary of an informational nature, with the cream of popular releases providing the fusion between discussion features.

This concept of spreading information features throughout the broadcasting day was first explained to Billboard last February by Fliesler. Recent in-

(Continued on page 33)

PROGRAMMING NEWSLETTER

Are Jingles Becoming Passe

By BILL GAVIN
Contributing Editor

SOME TIME in the early 50's, there occurred an event of historical significance in radio's history, which has never, to my knowledge, been properly memorialized.



Someone, somewhere, set a station's call letters to music. If the annals of broadcasting identify the time and place of the event, and the participants therein, the information has escaped my attention. When we consider the extent to which this germ of an idea has permeated radio in North America—and possibly in other continents as well, some annual observance of its beginning might appropriately be made.

Today, the only stations without musical call letters are probably either ultra-conservative or penurious. Certainly, they are non-conformist. Not only are call letters set to music, but so are the weather, the temperature, the time, the sports feature, the "discovery," and sometimes even the presentation of the number one record. The creation of these musical productions is not left to the ingenuity of station personnel; it has become the work of specialists. One program director actually did write and produce the musical signatures for his station. They were so widely admired that he left his radio job and has gone into the business of creating special music for other stations.

DALLAS is the national capital of so-called "jingle packages." Several firms there service many hundreds of stations in the U.S. and Canada with a varied assortment of jingles. This does not mean, however, that each station acquires exclusive right to original musical creations. A dozen or more widely separated stations may use identical words and music, with the only difference being the call letters themselves.

A new jingle buyer may choose from a large number of packages. He is protected in his contract by an agreement that the same package will not be sold to any other station within his immediate listening area. Once he has selected the musical signatures that he likes, he may sit in on the actual recording session, in which his own station call letters are dubbed onto a tape that has already been partially pre-recorded.

IF EACH station had to pay full recording scale for musicians and singers used in each set of its jingles, the cost would be prohibitive for all but the most prosperous buyers. Fortunately for the economics involved, Dallas jingle mills provide a service known as tracking. At the initial

session, the musicians record all the instrumental backings needed for the vocals. The singers simply dub their voices over the instrumental track, with whatever station call letters are specified. The original instrumental track is kept intact, to be used over and over again for each buyer of that package. It is possible that some additional payments are made to musicians for each re-use of the original track, but buyers of Dallas jingle packages maintain that they are not charged for this particular service.

With the number of individual station call letters to be recorded, the singers are kept quite busy. Several of them, we are told, receive a guaranteed weekly salary, rather than a separate fee for each spot. This enables the producer to pro-rate his talent charges into a comparatively modest sum for each buyer. Such economics, of course, are not possible for advertisers, recording a group of commercial spots in Hollywood or New York.

IT IS NOT to be implied that lower performer costs are the sole reason for the thriving jingle business in Dallas. As many radio men can testify, the musical talent available in that city is of the very highest caliber, fully as good as could be found in New York, Nashville or Hollywood. In addition there are the creative writers. These men have thoroughly studied the needs and problems of a wide variety of stations, and they consistently turn out timely and appropriate ideas.

For a good many years, radio jingles have been taken for granted as an essential ingredient of modern radio. Today, a few managers are beginning to ask questions, such as:

1. Do the same jingles lose their appeal over a period of time?
2. How often should we change our package?
3. Can we cut down on the frequency of jingle play?
4. Do we really need jingles at all?

THE LAST question is heard least often, but it is most significant. So far as we know, there is no conclusive evidence that a station with jingles rates higher than a competitor without them. It is true that a number of stations, the first in their markets to present a set of jingles as a part of their "sound," have taken rating leadership. It is also true that certain stations, with an admittedly superior set of jingles, have lagged far behind a competitor whose musical identification was mediocre.

The prevailing trend toward tightening up both the music and the pacing of modern radio appears to be pointing managerial attention toward fewer and shorter jingles, and eventually, perhaps, toward no jingles at all.

KEWB Ousts Two Dee Jays

SAN FRANCISCO — In a move looked upon by tradesters as an attempt to boost ratings, KEWB, Crowell-Collier's format station here has replaced two deejays, with a third set to leave in mid-August.

Already departed are John Trotter and Roy Lyons, both two-year veterans. Scheduled to leave this month is Bobby Dale, who has been with CC since 1959, according to General Manager John McRay.

Replacing Trotter in the 6-10 a.m. slot is Pete Bunny from KXOA, St. Louis, with Lyons being replaced in his 7-midnight slot by Bob Morgan of KROY, Sacramento. Set to replace Dale from 3-7 p.m. is Dan Steele from KISN, Portland, Ore.

Remaining with the station are DJ's Perry Roberts, Art Nelson and Scott Bridges. General Manager McRay had "no comment" to the question why the trio of DJ's were leaving the station.

In the Billboard's Radio Response Rating covering San Francisco reported in the March 7, 1964, issue, KSFO led in the non-rock singles and LP fields, while KYA was voted the top contemporary station, with KEWB second.

ASCOT
*MEANS BUSINESS
WITH THREE NEW
BLOCKBUSTERS!!!*

MANFRED MANN

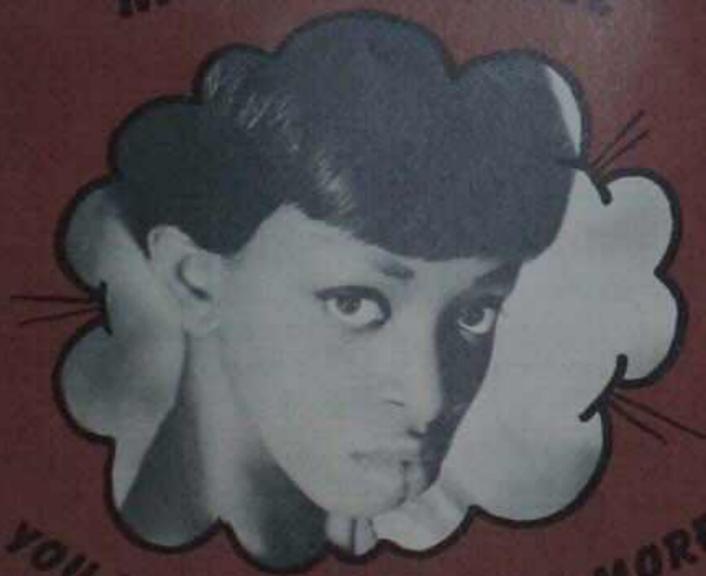


DO WAH DIDDY DIDDY

#1 RECORD IN ENGLAND TODAY!

#AS 2157

MADLINE BELL

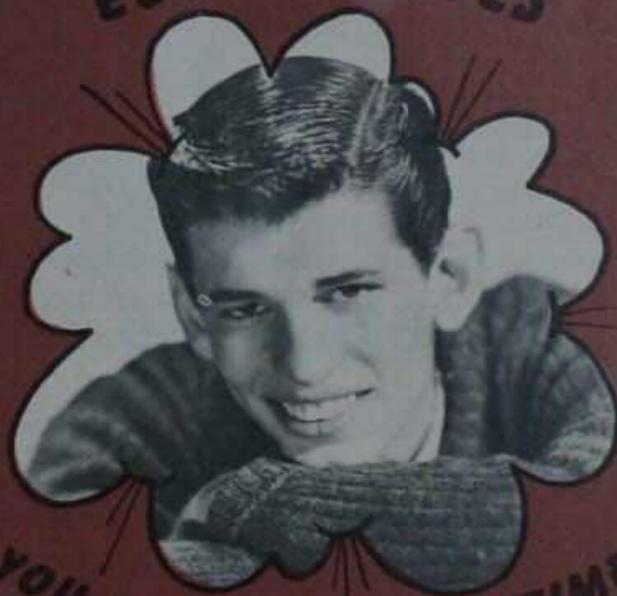


YOU DON'T LOVE ME NO MORE

A DYNAMIC NEW ENGLISH TALENT!

#AS 2156

EDDIE REEVES



*YOU AIN'T THE FIRST TIME
I'VE BEEN WRONG • HEART BREAKIN'*

A YOUNG MAN GOING UP FAST!

#AS 2155

WATCH ASCOT TAKE OFF

distributed by United Artists Records



SINGLES

REVIEWS



HOT POP SPOTLIGHTS

4 SEASONS—SAVE IT FOR ME (Saturday-Gavadima, ASCAP) (2:36) — Another smashereroo culled from the group's current "Rag Doll" LP. Medium tempo ballad, featuring ethereal organ support. Flip: "Funny Face" (Saturday-Gavadima, ASCAP) (2:11). Philips 40225

CILLA BLACK—IT'S FOR YOU (Northern, ASCAP) (2:20)—Exciting performance and strong follow-up to her first hit, "You're My World." Interesting bluesy arrangement coupled with good lyrics and emotional impact. Flip: "He Won't Ask Me" (Jaen, ASCAP) (2:11). Capitol 5258

THE BUTTERFLYS—GOOD NIGHT BABY (Trio BMI) (2:36)—Smart sounding group. Easy beat with fine teen-appeal lyrics. His sound all the way! Flip: "The Swim" (Trio, BMI) (2:41). Red Bird 10-009

MANFRED MANN—DO WAH DIDDY DIDDY (Trio BMI) (2:19)—Currently No. 1 in England, the side features powerful beat with Mann's solo echoed by male chorus. Flip: "What You Gonna Do?" (Gallico, BMI) (2:27). Ascot 2157

HONDELLS—HOT ROD HIGH (Beechwood, BMI) (2:10) — **LITTLE HONDS** (Sea of Tunes, BMI) (2:03)—Both sides feature a good California hot rod-surfing sound. They move with fine work by the boys on the vocal end. Mercury 72324

NASHVILLE TEENS — TOBACCO ROAD (Cedarwood, BML) (2:30)—Currently No. 7 in England, side features bluesy sound with the true English rock beat. Flip: "I Like It Like That" (Tune-Kel, BMI) (2:00). London 9689

REVIEWED THIS WEEK, 109—LAST WEEK 99

GUEST PANELIST OF THE WEEK

Music Director, WMCA,
New York

WMCA "Sure Shot"

"Save It for Me"

4 SEASONS

Philips



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."

ROUTERS—STAMP AND SHAKE (Unart, BMI) (2:15)—Foot-stompin' instrumental from motion picture "Zulu." Native African chants (some L. A. chance, too) punctuate the irresistible beat. The natives will love it! Flip: "Ah-Ya" (Aut, ASCAP) (2:16). Warner Bros. 5467

MADLINE BELL—DON'T CROSS OVER (To My Side of the Street) (Peter Maurice, ASCAP) (2:17) —First rate material and arrangement. Performance by British gal is right in the commercial groove. She sings up a storm! Flip: "You Don't Love Me No More" (Unart, BMI) (1:57). Ascot 2156

SPATS — GATOR TAILS AND MONKEY RIBS (Bloor-Hoffman House, BMI) 2:40—Action on this side reported in several Southern markets. Pronounced slow-ful rock beat. It's got that sound. Flip: "The Roach" (Bloor-Hoffman House, BMI) (2:40). ABC-Paramount 10585

PROGRAMMING SPECIALS

HOT POP

- FREDDIE SCOTT—One Heartache Too Many** (Jancris, BMI) (2:52) —Mr. Heartache (Eden, BMI) (2:25). COLUMBIA 43112
- NINO TEMPO & APRIL STEVENS—Melancholy Baby** (ASCAP) (2:06)—Ooh LaLa (Daddy Sam-Cotillion, BMI) (2:50) ATCO 6314.
- TOMMY ROE—Oh So Right** (Low-Twi, BMI) ABC-PARAMOUNT 10579.
- JOYCE PAUL—Walk Away** (Painted Desert, BMI) (2:56)—Edge of a Heartbreak (Painted Desert, BMI) IMPERIAL 66050.
- GUS BACKUS—Short on Love** (Acuff-Rose, BMI) (2:21) MGM 13134.
- MISFITS—This Little Piggy** (Blen, ASCAP) (1:42) IMPERIAL 66054.
- FATS DOMINO—Sally Was a Good Old Girl** (Pamper, BMI) (2:15) ABC-PARAMOUNT 10584.
- ART SMALEY—Living Without Love** (U.S. Songs, ASCAP) (2:55) EPIC 9797.
- DON BRANDON—Cuando La Luna** (Criterion, ASCAP) (2:25) DOT 16644.
- PATIENCE AND PRUDENCE—Didn't I** (Mappa, ASCAP) (1:43) CHATTAHOOCHEE 659.
- BERMUDAS—Seeing Is Believing** (Briarcliff, BMI) (2:07) ERA 3133.
- FREDDY NORTH—The Hurt** (Hill & Range, BMI) (2:20) RIC 119-64.
- CLIFF RANDYL—I Want Your Love Tonight** (Sea-Lark, BMI) (2:31) MERCURY 72310.
- DEAN CHRISTIE—She's Got It** (Merjoda, BMI) (2:00)—Mr. Jinx (Merjoda, BMI) (2:10) MERCURY 72296.
- DIANE MINOR—I Don't Want To Play In Your Band** (Forrest Hill, BMI) (1:50)—When (Will I Forget You) (Samos Island-Acclaim, BMI) (2:09) RIC 122-64.
- AZTECS—Da Doo Ron Ron** (Trio-Mother Bertha, BMI) (2:05) WORLD ARTISTS 1029.

POP STANDARD

- ROGER WILLIAMS—Whist'n** (R-J, ASCAP) (1:40)—Lollipops and Roses (Cavalcade, ASCAP) (3:16) KAPP 607.
- SINCERES—Snap You Fingers** (Cigma, BMI) (2:42) COLUMBIA 43110.

GENE STRIDEL — My Town (What's Happening, BMI) (3:00) COLUMBIA 43115.

JIMMY HASKELL & HIS ORK.—A Hard Day's Night (Maclen, BMI) (2:30)—Theme For Teen Love (Beechwood, BMI) (2:29) CAPITOL 5251.

LOU MONTE—You're So Bella, Isabella (Wan-Mar & Marimba, ASCAP) (2:15) REPRIS 0302.

ALAN MACK—More (Marks, ASCAP) (2:30)—A Foggy Day in London Town (Chappell, ASCAP) (2:20) MERRI 6007.

TURK MURPHY'S JAZZ BAND—Theme From Good Neighbor Sam (ASCAP) (2:54) MOTHERLODE 004.

TERESA BREWER—I Hear the Angels Singing (Bayer, ASCAP) CORAL 62428.

CLAUS OGERMAN—Fiddler on the Roof (Sunbeam, BMI) (2:13) —Summer Ska (Monsapac, BMI) (2:05) RCA VICTOR 8417.

EARL BOSTIC—Lawrence of Arabia (Gower, BMI) (2:19)—Panther (United Artists-Northridge, ASCAP) (2:44) KING 5925.

COMEDY

SMOTHERS BROTHERS—Slithery Dee — The Civil War Song (Palter) — The Civil War Song (Song) (Hollis, BMI) (2:41) MERCURY 72323.

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 applicable 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

JOHN GARY—SOON I'LL WED MY LOVE (Laurel ASCAP) (2:16)—The rich, stimulating tenor of Gary is given to this dramatic ballad with a bolero beat. Might be his first single chart entry. Flip: "The Young Lovers" (Harrison, ASCAP) (1:55). RCA Victor 8413

JACK LAFORGE — VALERIE'S THEME (Sarah, ASCAP) (2:40) — **PROMISE HER ANYTHING** (Laforge, ASCAP) (2:30)—First side is a classy and very melodic instrumental featuring the dynamic piano of LaForge in a setting of 63-piece orchestra. Flip is more on the lush-posh side. Regina 1318

Album Reviews on Page 48



COUNTRY & WESTERN SPOTLIGHTS

FARON YOUNG—MY FRIEND ON THE RIGHT (Tree, BMI) (2:29)—No, this isn't an ode to Goldwater, it is the expected country weeper well sung by hit-maker Young who still has a big one on the country chart entitled "Rhinstones." Flip: "The World's Greatest Love" (Blackwood, BMI) (2:16). Mercury 72313



COUNTRY SPOTLIGHTS

KITTY WELLS & WEBB PIERCE — FINALLY (Cedarwood, BMI) (2:10)—Two first rate country favorites. Winning love duet sung in romantic ballad style. Flip: "He Made You For Me" (Acuff-Rose, BMI) (2:10). Decca 31663

COUNTRY & WESTERN

- JOHNNY SEA—Standing Room Only** (Raleigh-Marican, BMI) (2:11) —All Mixed Up (Acclaim, BMI) (2:00) PHILIPS 40214.
- CHUCK HOWARD—A Thing Called Sadness** (Pamper, BMI) (2:45) COLUMBIA 43108.
- DAVE DUDLEY—Mad** (Newkeys, BMI) (2:39)—Don't Be Surprised (Raleigh, BMI) (2:30) MERCURY 72308.
- CONNIE SMITH—Once A Day** (Moss Rose, BMI) (2:17)—The Threshold (Moss Rose, BMI) (2:16) RCA VICTOR 8416.
- CRASH CRADDOCK—One Heartache Too Many** (Pandora, BMI) (2:58) KING 5924.
- RUSTY & DOUG—I Can't See Myself** (Acuff-Rose, BMI) (2:34) RCA VICTOR 8415.
- DEVVY DAVENPORT—Take Your Guitars And Git** (English-Mixer, BMI) (2:02) SIMS 200.
- DANNY ROSS—He'll Find Out** (Grand National, BMI) STUDIO 101.

RHYTHM & BLUES

- WENDY RENE—After Laughter Comes Tears** (East, BMI) (2:53) STAX 154.
- JAMES DUNCAN—Everybody Needs Somebody To Love** (Ebbco, BMI) (3:05) KING 5923.
- JAMES BROWN & THE FAMOUS FLAMES—Tell Me What You're Gonna Do** (Wisto, BMI) (2:09) KING 5922.
- MANHATTANS—There Goes a Fool** (Brights Star, BMI) (2:30) CARNIVAL 506.

TOP ARTISTS... MOST POPULAR OPERAS... LOWEST PRICES...

GREATEST OPERA VALUE

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An outstanding series of reissues of famous best selling opera recordings originally released on London ffrr

New Releases



Renata Tebaldi



Hilde Gueden



Clemens Krauss



Leoncavallo: **I PAGLIACCI**
Mario del Monaco,
Clara Petrella,
Aldo Protti
with the Chorus
and Orchestra
of the Accademia
di Santa Cecilia,
Rome
conducted by
Alberto Erede
RS 62001
(2 records)



Bizet:
CARMEN
L'Opere Comique,
Paris
conducted by
Albert Wolff
RS 62008
(2 records)



Mario del Monaco



Fernando Corena



Mascagni:
**CAVALLERIA
RUSTICANA**
Mario del Monaco,
Elena Nicolai,
Aldo Protti
with Chorus
and Orchestra
conducted by
Franco Ghione
RS 62002
(2 records)



Gilbert and
Sullivan:
THE GONDOLIERS
The D'Oyly Carte
Opera Company
featuring
Martyn Green
with Chorus
and Orchestra
conducted by
Isidore Godfrey
RS 62004
(2 records)



Giulietta Simionato

Gilbert & Sullivan favorites on Richmond...

THE D'OYLY CARTE OPERA featuring MARTYN GREEN



Gilbert & Sullivan:
H.M.S. PINAFORE
The D'Oyly Carte
Opera Company, featuring
Martyn Green with
Chorus and Orchestra
conducted by
Isidore Godfrey
RS 62003 (2 records)



Gilbert & Sullivan:
THE MIKADO
The D'Oyly Carte
Opera Company, featuring
Martyn Green with
Chorus and Orchestra
conducted by
Isidore Godfrey
RS 62004 (2 records)



Gilbert & Sullivan:
IOLANTHE
The D'Oyly Carte
Opera Company, featuring
Martyn Green with
Chorus and Orchestra
conducted by
Isidore Godfrey
RS 62005 (2 records)

Other magnificent Richmond Opera recordings

Puccini: TOSCA

Renata Tebaldi; Giuseppe Campora; Fernando Corena, Chorus and Orchestra of Accademia di Santa Cecilia—Alberto Erede
RS 62002 (2 records)
Highlights: R23035 (1 record)

Puccini: LA BOHEME

Renata Tebaldi; Giacinto Prandelli; Fernando Corena; Hilde Gueden—Chorus and Orchestra of Accademia di Santa Cecilia—Alberto Erede
RS 62001 (2 records)
Highlights: R23034 (1 record)

Verdi: OTELLO

Mario del Monaco; Renata Tebaldi; Aldo Protti; Fernando Corena, Chorus and Orchestra of Accademia di Santa Cecilia—Alberto Erede
RS 63004 (3 records)

Mascagni: CAVALLERIA RUSTICANA

Mario del Monaco; Elena Nicolai; Aldo Protti with Chorus and Orchestra conducted by Franco Ghione
Leoncavallo: I PAGLIACCI
Mario del Monaco; Clara Petrella; Aldo Protti with Chorus and Orchestra of Accademia di Santa Cecilia—Alberto Erede
RS 63003 (3 records)

Puccini: MADAMA BUTTERFLY

Renata Tebaldi; Giuseppe Campora; Nell Rankin; Fernando Corena, Chorus and Orchestra of Accademia di Santa Cecilia—Alberto Erede
Mono: RS 63001 (3 records)
Highlights: R23036 (1 record)

Verdi: AIDA

Renata Tebaldi; Mario del Monaco; Ebe Stignani; Fernando Corena, Chorus and Orchestra of Accademia di Santa Cecilia—Alberto Erede
RS 63002 (3 records)
Highlights: R23037 (1 record)

Verdi: RIGOLETTO

Mario del Monaco; Hilde Gueden; Aldo Protti; Cesare Siepi; Giulietta Simionato; Fernando Corena with Chorus and Orchestra of Accademia di Santa Cecilia—Alberto Erede
RS 63005 (3 records)

Richard Strauss: SALOME

Christel Goltz; Julius Patzak; Anton Dermota, The Vienna Philharmonic Orchestra—Clemens Krauss
RS 62007 (2 records)

Johann Strauss: DIE FLEDERMAUS

Hilde Gueden; Julius Patzak; Anton Dermota; Wilma Lipp—The Vienna Philharmonic Orchestra—The Vienna State Opera Chorus—Clemens Krauss
RS 62006 (2 records)

HOT 100

★ STAR performer—Sides registering greatest proportionate upward progress this week.

Table with columns: THIS WEEK, 1 Wk. Ago, 2 Wks. Ago, 3 Wks. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 33 songs.

Table with columns: Rank, Previous Rank, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 34-67.

Table with columns: Rank, Previous Rank, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 68-100.

HOT 100—A TO Z—(Publisher-Licensee)

Table listing songs A-Z with publisher/licensee information.

Table listing songs A-Z with publisher/licensee information.

Table listing songs A-Z with publisher/licensee information.

BUBBLING UNDER THE HOT 100

Table listing songs bubbling under the Hot 100 with publisher/licensee information.

THE STARS SHINE ON COLPIX



BERNADETTE CASTRO



WE'VE FOUND ANOTHER STAR

SINGS

"HIS LIPS GET IN THE WAY"

CP-747

A HOWARD GREENFIELD - HELEN MILLER PRODUCTION

WRITTEN BY HOWARD GREENFIELD - HELEN MILLER

PUBLIC RELATIONS - SAUL RICHFIELD - NEW YORK, N.Y.

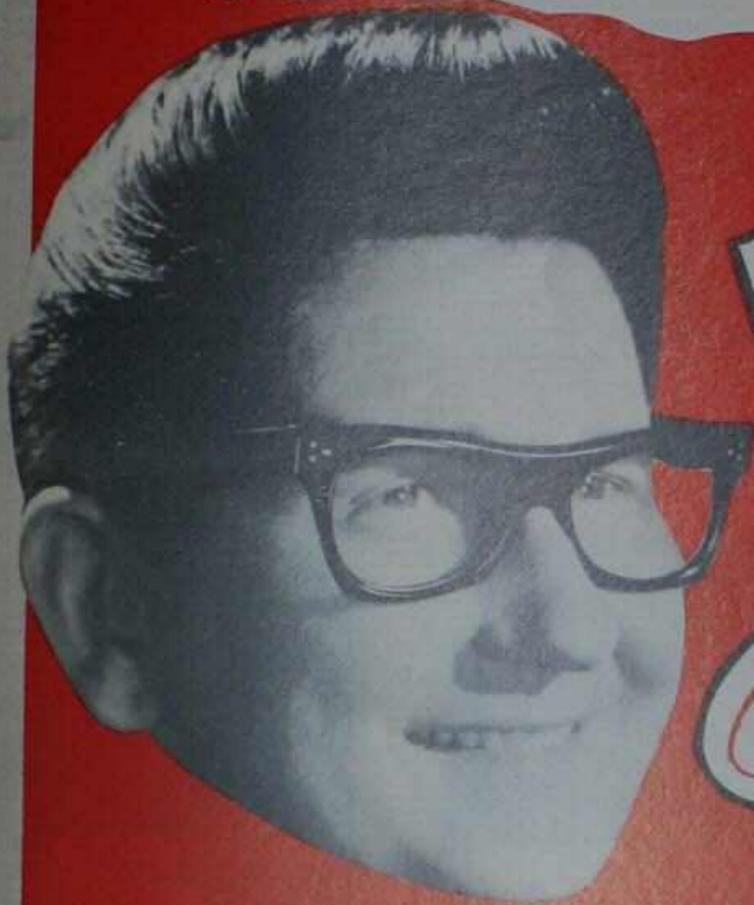
TOP LP's

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

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

Main table containing three columns of LP charts with columns for 'This Week', 'Last Week', 'Title, Artist, Label', and 'Wks. on Chart'. Includes entries like 'THE BEATLES—A HARD DAY'S NIGHT' and 'SPEAK TO ME OF LOVE'.

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AND THE CANDY MEN

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ALBUM REVIEWS (continued)



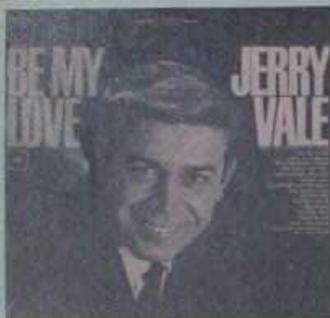
POP SPOTLIGHT
SING WITH SEEGER!
 Pete Seeger. Disc D 101 (M); DS 1101 (S)

Seeger is recorded in concert at Moscow's Tchaikovsky Concert Hall. He has no difficulty in getting most of the 1,000 Russians in the audience to sing along with him on such tunes as "Irene, Good Night," "Reuben James," "Down by the Riverside," as he played with vigor on the bajor and guitar. Herein he sticks strictly to the popular and well-known folk songs. The performance is warm, intimate and entertaining.



POP SPOTLIGHT
OFF THE BEATLE TRACK
 George Martin & His Ork. United Artists UAL 3377 (M); UAS 6377 (S)

Those who for whatever reason do not identify with the Beatles will certainly identify with the music of the Beatles. Actually, the buggers have come up with a raft of ruddy-good tunes. One of England's most talented arranger-conductors, George Martin (also the man behind the Beatles' sound) offers a lush, completely melodic package of Beatlemania. Lush strings and smooth brass and interesting arrangements. Beatle music for those who hate and love the Beatles.



POP SPOTLIGHT
BE MY LOVE
 Jerry Vale. Columbia CL 2181 (M); CS 8981 (S)

Mr. Vale has arrived! His recent concert in New York's Carnegie Hall was a sellout with Jerry performing surrounded by the overflow audience seated on the stage. Jerry is in fine voice here as he sings such romantic favorites as "Vaya Con Dios," "Because," "Unchained Melody," "All the Way" and others. A royal listening treat.



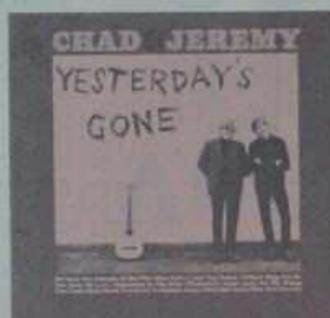
POP SPOTLIGHT
ZULU
 Soundtrack. United Artists UAL 4116 (M); UAS 5116 (S)

With all of the excitement in the picture who remembers the soundtrack music. Actually this album swings. The foot-stomping beat and highly danceable arrangements are as Zulu as a West Coast beach party and cookout. Percussion, flutes, guitars are the mainstay of the highly commercial sound. Don't let the song titles fool you into thinking you are getting an album of strictly Zulu music. These Zulu's are lulus.



POP SPOTLIGHT
THE GIRL FROM IPANEMA
 Buddy DeFranco & Tommy Gumina. Mercury MG 20900 (M); SR 60900 (S)

Fine commercial jazz. Gumina is one of the top jazz accordionists in the business and the same accolade is attributable to DeFranco and his clarinet. They blend well on a collection of smoothy all-time greats which include "Satin Doll," "Spring Is Here," "It Could Happen to You" and "The Girl From Ipanema."



POP SPOTLIGHT
CHAD & JEREMY YESTERDAY'S GONE
 Chad Stuart & Jeremy Clyde. World Artists WAM 2002

The boys are probably the smoothest sounding of the recent British lot that have invaded these shores. "Yesterday's Gone" was a big chart entry and the boys apply the same professionally smooth and relaxed sound (their "Oxford Sound") to fine tunes like "No Tears for Johnnie," "A Summer Song," "Now and Forever," "Willow Weep for Me" and "September in the Rain," among others. Good show!



POP SPOTLIGHT
MONDO CANE NO. 2
 Soundtrack. 20th Century-Fox TFM 3147 (M); TFS 4147 (S)

Although the motion picture has yet to be shown around these parts, the fame of its predecessor and its "More" theme is enough to send us all unhesitatingly to the box office and to the record stores thereafter. The music is exotic and, of course, takes the listener on a musical tour of the globe in different moods and situations.



POP SPOTLIGHT
DREAM WITH DEAN
 Dean Martin. Reprise R 6123 (M); RS 6123 (S)

Take the chart-topping "Everybody Loves Somebody," put it in an album with 11 other warm, intimate and loving tender songs like "I Don't Know Why" and "Hands Across the Table." As long as the performer is Dean Martin you've got to see words "sales" and "airplay" light up.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

THE LATIN ALBUM
 Trini Lopez, Reprise R 6125 (M); RS 6125 (S)

IT MIGHT AS WELL BE SWING
 Frank Sinatra, Count Basie & His Ork, Reprise F 1012 (M); FS 1012 (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.

OFF THE BEATLE TRACK . . .
 George Martin & His Ork, United Artists UAL 3377 (M); UAS 6377 (S)

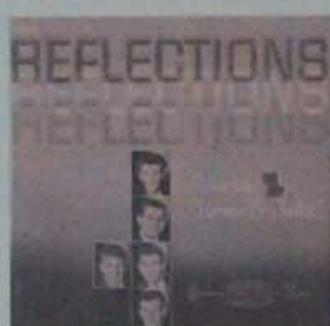
MUSIC FROM THE MOTION PICTURE THE CARPETBAGGERS . . .
 Elmer Bernstein, Ava A-45 (M); AS-45 (S)

MARY POPPINS . . .
 Soundtrack, Vista BV 4026 (M); STER 4026 (S)

A TOUCH OF LATIN . . .
 Mr. Acker Bilk, Atco 168 (M); SD 168 168 (S)

PEG O' MY HEART . . .
 Robert Maxwell, His Harp & Ork, Decca DL 4563 (M); DL 74563 (S)

NINA SIMONE IN CONCERT . . .
 Philips PHM 200-135 (M); PHS 600-135 (S)



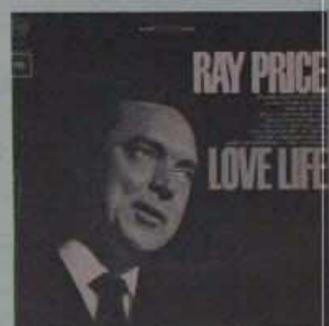
POP SPOTLIGHT
(JUST LIKE) ROMEO & JULIET
 The Reflections. Golden World LPM 300 (M)

One of the more promising groups in the pop music scene they have had a big single hit after which this album is naturally entitled. Also included is their current single release, "Like Columbus Did." Tony Micale's whispery lead vocalizing is spotlighted throughout the album.



POP SPOTLIGHT
MUSIC FROM GREAT FRENCH MOTION PICTURES
 Franck Pourcel. Capitol P 8603 (M); SP 8603 (S)

Strings, soaring, flowing and romanticizing weave through "The Good Life," "Black Orpheus," "Mon Oncle," "La Ronde," "Rififi" and other well-known songs from French motion pictures. Music to do anything by.



COUNTRY SPOTLIGHT
LOVE LIFE
 Ray Price. Columbia CL 2189 (M); CS 8989 (S)

Ray Price rarely gives a disappointing performance. He certainly does not disappoint anyone in this album of country heartbreak ballads. Price is currently represented on the chart with his single, "Burning Memories"—now in its 23d week. Selections include "I Fall to Pieces," "Cold, Cold Heart," "Please Talk to My Heart."



POP SPOTLIGHT
THE LOVE GODDESSES
 Percy Faith & His Orch. Columbia CL 2209 (M); CS 9009 (S)

For most the music of Percy Faith is irresistible. His lush strings, sophisticated brass and percussion sections excitingly handle music from the motion picture on motion pictures, "The Love Goddesses." Side 2 of the album features six of Faith's original compositions. Included are "The Virginian," "Celia's Waltz," "Our Love."



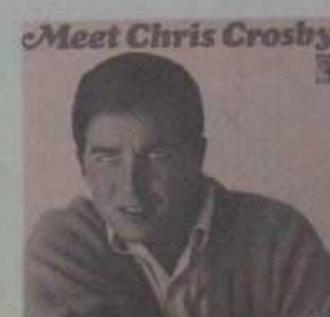
CLASSICAL SPOTLIGHT
SAINT-SAENS: CONCERTO NO. 3 IN B MINOR; CHAUSSON: POEME
 Nathan Milstein; Philharmonia Orchestra (Fistoulari). Angel S 36005 (S)

An excellent addition to the library of recordings of the French composer. Milstein's violin pays just tribute to the music of the French Romantic School. In dedication, the most important works of French violin concertos of Saint-Saens and Chausson are brilliantly performed in this album. The "Poeme" is the best-known work of Chausson.



COUNTRY SPOTLIGHT
R.F.D.
 Marty Robbins. Columbia CL 2220 (M); CS 9020 (S)

Marty is currently registering big in the country singles field with his "The Cowboy in the Continental Suit." In this album Marty performs some of the very best of the new c&w songs running the gamut of moods. Selections include "Urgently Needed," "Southern Dixie Flyer," "Melba From Melbourne," "I Lived a Lifetime in a Day."



POP SPOTLIGHT
MEET CHRIS CROSBY
 MGM E 4226 (M); SE 4226 (S)

The Crosby singing lustre is on this boy, Chris Crosby, but he's Bob's son, not one of Bing's boys. Chris had a hot single titled "Young and in Love." It's in this album plus some old standards like "The Glory of Love" and "Always" plus some new material. You'll be seeing him in several motion pictures and on a TV show this fall. The boy has talent and Jim Vienneau's production of Bill McElhiney's arrangements make this an album the teen set will be asking for and soon.



COUNTRY SPOTLIGHT
GEORGE JONES SINGS LIKE THE DICKENS!
 United Artists UAL 3364 (M); UAS 6364 (S)

It's George Jones singing a dozen songs associated with Jimmy Dickens, everyone written by a top country writer. George Jones is on the charts with albums and singles all the time and here's another logical contender for those honors.



SPOKEN WORD SPOTLIGHT
GARBO
 Greta Garbo & Various Artists. MGM E 4201 P

Transferred from soundtracks of nine MGM motion pictures, here is the great Garbo in selected dialog that runs the gamut from romance ("Camille," with Robert Taylor) to humor ("Ninotchka," with Melvyn Douglas). You'll hear their voices, too, plus John and Lionel Barrymore, Fredric March, Clark Gable, Charles Boyer, Marie Dressler, John Gilbert and others. Walter Pidgeon provides a spoken foreword. Garbo fans are legion and the current revival showing of her pictures will earn her new ones. Both old fans and new will cherish this album.

SEE ALBUM REVIEWS ON BACK COVER



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.

LOW PRICE SPOTLIGHT

THE MAGIC STRINGS AFTER DARK

101 Strings. Somerset SF 21900

The 101 Strings have been making best selling albums and singles for a number of years. They achieve a stimulating and inspiring sound supported by percussion, muted brass and various solo instruments. Stereo is almost a must.



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

LAND OF GIANTS

New Christy Minstrels. Columbia CL 2187 (M); CS 8987 (S)

The folk heroes of our country are honored and saluted in song. The giants of our American heritage so honored include "Joe Magarac," "Applesseed John," "Paul Bunyan," "Casey Jones." The group delivers the goods with authority and conviction. Excellent commercial Americana.



POP SPECIAL MERIT

QUIET NIGHTS WITH KITTY KALLEN

20th Century-Fox TFM 3151 (M); TFS 4151 (S)

Kitty is at her kittenish best with this album of softies, intimately delivered. Kitty demonstrates warmth and sincerity as she sings "I Wish You Love," "Charade," "The Girl From Ipanema" (a fine rendition), "Moon Glow," to name just a few.



POP SPECIAL MERIT

THE DO-RE-MI CHILDREN'S CHORUS MARCHING TOGETHER

Kapp KL 1367 (M); KS 3367 (S)

Happy listening all the way through as the youngsters sing their way along with rousers that will prove favorites of the whole family. There is "Colonel Bogey," "Marching Along Together," "I Love a Parade," "Yankee Doodle Boy," "Side by Side," and many, many others.



POP SPECIAL MERIT

AMOR

Eydie Gorme & the Trio Los Panchos. Columbia CL 2203 (M); CS 9003 (S)

Miss Gorme registered big with her version of "Blame It on the Bossa Nova." Requests from South of the Border for a Spanish version lead to even greater sales and subsequently to this album of Spanish songs. Miss Gorme is ably supported by the Trio Los Panchos and their bolero rhythm.



CLASSICAL SPECIAL MERIT

20TH CENTURY MASTERPIECES OF THE VIENNA SCHOOL

Zurich Chamber Orchestra (DeStoutz). Vanguard VSR 1117 (M); VSD 71117 (S)

A fine production featuring the compositions of Arnold Schoenberg and Alban Berg. Schoenberg, who died in 1951, was a pioneer in the development of the Vienna School, the effort to break away from the tonality of the old German traditional school. Berg's work is also contemporary and was written for string quartet. Completely expressionistic, it is a melancholy piece racked with emotionalism and passion. Both works will prove stimulating and interesting to the classical buyer. An interesting cover by Clyne should help attract buyers.



CLASSICAL SPECIAL MERIT

CHOPIN: 4 SCHERZI

Tamas Vasary. Deutsche Grammophon 136 451 SLPEM (S)

There are all too few stereo recordings of Chopin's 4 Scherzi. Classical music collectors will find Tamas Vasary's deft and adept handling of the quartet a welcome addition to any collection.

C&W SPECIAL MERIT

DOWN HOME

Melba Montgomery. United Artists UAL 3369 (M); UAS 6369 (S)

There are few gals who can warble a country tune like Melba Montgomery, and this album is ample proof why her popularity is growing among country fans. Seven songs are written by her and a country music pro, Pappy Daily, produced the album. Material, rendition and production are first rate.



COMEDY SPECIAL MERIT

JOHNNY CARSON'S INTRODUCTION TO NEW YORK AND THE WORLD'S FAIR

Columbia CL 2199 (M); CS 8999 (S)

TV's late-night mentor gently lampoons the World's Fair, New York restaurants, cabbies, et al., as he takes the listeners on a tour of the great city and its fair. Johnny manages to get off several very funny lines which should conjure up a chuckle or two from visitors to Gotham and the fair, as well as the local natives.



INTERNATIONAL SPECIAL

MERIT

THE EXCITING NEW LA PLAYA SOUND

The La Playa Sextet. United Artists UAL 3357 (M); UAS 6357 (S)

Anyone interested in Latin American music knows the La Playa Sextet. Here they are with 22 songs grouped into medleys that cover all the popular rhythms, from mambo to merengue. There's a big, exciting sound since the sextet has been augmented for this album by five more instruments and a singer.



INTERNATIONAL SPECIAL

MERIT

THE SONGS WE HEARD . . . WHEN WE WERE IN ENGLAND

Various Artists. London Int'l. TW 91335 (M); SW 99335 (S)

Recorded live at a pub (bar) in London, this album captures the group singing of medleys of songs popular on both sides of the Atlantic and sung by servicemen during World War II. Nostalgia for every soldier and sailor that even spent time in England. Two more albums in the series are devoted to France and Italy, each recorded there.



LOW PRICE SACRED SPECIAL

MERIT

FAVORITE QUARTETS SING THE GOOD WORD

Various Artists. RCA Camden CAS 832 (e)

There's a big part of the country that participates in all-night sings. Even more people are fans of the sacred quartets. All will welcome this second volume of songs by the top quartets in the field: the Blackwood Brothers, the Statesmen, the Harmonizers, the Stamps-Baxter Quartet and the Weatherford Quartet. Songs include "Rock of Ages" and "The Bible Tells Me So." It's like having an all-night sing in your home.



FOUR-STAR ALBUMS

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

POPULAR

THE GOOD GUYS SING
WMCA Good Guys. United Artists UAL 3370 (M); UAS 6370 (S)

THE BELLS ARE SWINGING
Freddie Bell, Roberta Linn. 20th Century-Fox TFM 3146 (M); TFS 4146 (S)

FUN FUN
Catalinas. RIC M1006

KNUCKLES O'TOOLE PLAYS AGAIN
ABC-Paramount ABC 488 (M); ABCS 488 (S)

50 FABULOUS MARCH FAVORITES
Washington Post Marching Band. United Artists UAL 3372 (M); UAS 6372 (S)

THE CONCERT ZITHER
Ruth Welcome. Capitol P 8602 (M); SP 8602 (S)

GOD MADE THE BLUES, VOL. 1
Rev. Anthony Campbell-Calvin Morris-Hank Davis. Folk Art FLP 5002

CLASSICAL

HAYDN: TE DEUM; MOZART: MAURERISCHE TRAUERMUSIK
Various Artists. Deutsche Grammophon 136 398 SLPEM (S)

FOLK

HERE COME . . . THE CITY FOLK
20th Century-Fox TFM 3153 (M); TFS 4153 (S)

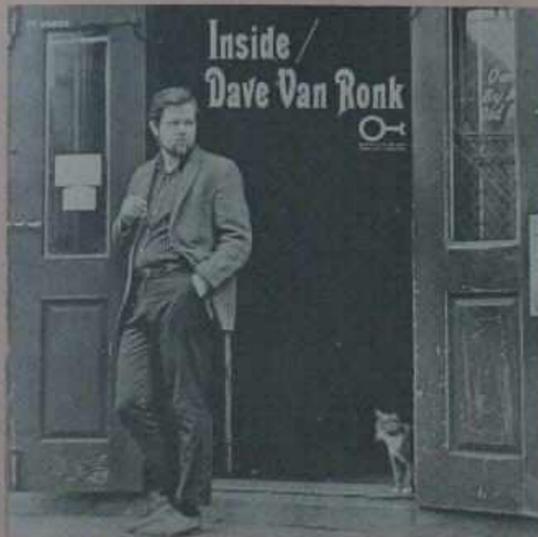
INTERNATIONAL

THE SONGS WE HEARD . . . WHEN WE WERE IN FRANCE
Various Artists. London Int'l. TW 91334 (M); SW 99334 (S)

CASINO DE PARIS
Mick Michey. London Int'l. TW 91338 (M); SW 99338 (S)

(Continued on page 26)

DAVE VON RONK MAXINE SELLERS



14025

14025 stereo

THE BEST FOLK BLUES SINGER IN AMERICA TODAY

A BEST SELLING NAME IN FOLK OTHER DAVE VAN RONK ALBUMS

14001—IN THE TRADITION
14012—FOLKSINGER



14032 mono only

A NEW EXCITING VOICE COMBINED WITH AN AMAZING TALENT ON THE GUITAR.

HER FIRST ALBUM HAS ALL THE SIGNS OF A HIT!

PRESTIGE / FOLKLORE

TWO OUTSTANDING FOLK ARTISTS



203 So. Washington Ave.
Bergenfield, New Jersey

ALBUM REVIEWS

Continued from page 25

THE SONGS WE HEARD . . . WHEN WE WERE IN ITALY
Various Artists. London Int'l TW 91333 (M); SW 99333 (S)

76 PAISANO'S OF ITALY
Antonio Dallapossa, Valentino's Festival Ork & Chorus. ABC-Paramount ABC 485 (M); ABCS 485 (S)

SPECIALITY

WOMEN—BE WOMEN
Gert Behanna. Word W-3297-LP

SACRED

I FOUND THE ANSWER
Polly Johnson. Word W-3331-LP

GLAD I'M A CHRISTIAN
Revivaltime Choir. Word W-3309-LP

THE SINGING CHURCHMEN
Word W-3324-LP

SPIRITUAL

THE GOSPEL STRINGS
20th Century-Fox TFM 3114 (M); TFS 4114 (S)

LOW PRICE POPULAR

DANCE AT THE DISCOTHEQUE
No Artist Listed. Somerset SF 22000



THREE-STAR ALBUMS

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

BUDGET SACRED

THE CHUCK WAGON GANG'S BEST
Harmony HL 7318



Imp.-Delsey Adds to Staff

PHILADELPHIA — Fran Williamson, president of Impala-Delsey Records, has added three new members to the organization.

Richard Doersch will be general manager and national promotion director, and John Bowie and Robert Lewis, recently with Jamie-Guyden and Cameo, will jointly head the a&n department.

Williamson is handling national sales with product being distributed nationally through the Jamie-Guyden Distributing Corporation. He recently purchased the assets of Chancellor Records here. His new operation encompasses one of the largest recording facilities in this area.

Hollis Gets Jobim Songs

NEW YORK — Hollis Music, one of the publishing firm's in the Howie Richmond music combine, has acquired over 20 compositions by Antonio Carlos Jobim, South American composer. Hollis, publishers of such Jobim songs as "Desafinado," "So Danco Samba," "Chega De Saudade," takes a major step forward in the Latin American market with these new acquisitions.

All of the Richmond offices—Essex Music in London, Essex Music of Australia, Editions Essex in France, Edizioni Aromando in Italy and Essex Musikvertrieb in Germany are on an all-out effort on the Jobim catalog including his latest click, "Girl From Ipanema."

NEW ALBUM RELEASES

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

ABC-PARAMOUNT	EPIC
76 Paisano's of Italy—Valentino's Festival Ork. & Chorus: ABC 485 (M), ABCS 485 (S)	THE HONEY DREAMERS Out West: LN 24100 (M), BN 26100 (S)
BLUE NOTE	MAX MORATH—Oh, Play That Thing: LN 24106 (M), BN 26106 (S)
LEE MORGAN—The Sidewinder: 4157 (M), 84157 (S)	DEBBIE DRAKE—How to Keep Your Husband Happy: LN 24102 (M)
CAPITOL	Join ROLF HARRIS Singing the Court of King Caractacus & Other Fun Songs: LN 24110 (M), BN 26110 (S)
NAT KING COLE Sings My Fair Lady: W2117 (M), SW 2117 (S)	CLAUDE GAUTHIER Sings the Songs of Claude Gauthier: LN 24086 (M), BN 26086 (S)
VARIOUS ARTISTS—The Big Hits From England & U.S.A.: T 2125 (M), DT 2125 (S)	For Dancing LESTER LANIN & His Ork. Play 23 Richard Rodgers Hits: LN 24106 (M), BN 26105 (S)
COLUMBIA	Around the World With THE VILLAGE STOMPERS: LN 24109 (M), BN 26109 (S)
Three French Violin Favorites—New York Philharmonic (Bernstein): ML 6017 (M), MS6617 (S)	CLIFF RICHARD in Spain with the Shadows: LN 24115 (M), BN 26115 (S)
JOHNNY CARSON'S Introduction to New York & the World's Fair: CL 2199 (M), CS 8999 (S)	THE DAVE CLARK FIVE American Tour: LN 24117 (M), BN 26117 (S)
MILES DAVIS in Europe: CL 2183 (M), CS 8983 (S)	GOLDBRIARS—Straight Ahead: LN 24114 (M), BN 26114 (S)
DISC	SCOTTY MOORE—The Guitar That Changed the World: LN 24103 (M), BN 26103 (S)
PETE SEEGER—Sing With Seeger: D 101 (M), DS 1101 (S)	DAVID HOUSTON New Voice From Nashville: LN 24112 (M), BN 26112 (S)
DISNEYLAND	ESSGEE
LAURA OLSHER & BILL KANNADY—The Little Engine That Could: DQ 1259 (M)	The JIMMIE STEPHENS Show: 868E-164 (M)
SOUNDTRACK—The Story of Treasure Island: DQ 1251 (M)	FIESTA
BRYAN RUSSELL & VARIOUS ARTISTS—The Story of So Dear to My Heart: DQ 1255 (M)	RUDI SCHURICKE Sings Romantische Lieder: FLP 1403 (M)
GODDY'S TV Spectacular: DQ 1252 (M)	GHB
VARIOUS ARTISTS—Songs From Mary Poppins: DQ 1256 (M)	THE HALL BROTHERS Jazz Band: GHB-11 (M)
VARIOUS ARTISTS—The Stories of the Great Composers, Vol. 11: DQ 1254 (M)	GOLDEN
REX ALLEN—The Legend of Lobo: DQ 1258 (M)	SANDPIPERS & THE GOLDEN ORCH.—Mother Goose: LP 109 (M)
VARIOUS ARTISTS—The Story of Hansel & Gretel: DQ 1253 (M)	GOLDEN ROCK-A-TWISTERS—Dance & Sing Mother Goose With a Beetle Beat: LP 127 (M)
Chilling, Thrilling Sounds of the Haunted House: DQ 1257 (M)	GOLDEN WORLD
DIVINE RIGHT	THE REFLECTIONS—(Just Like) Romeo & Juliet: LPM 300 (M)
LEN MAXWELL—I'd Rather Be Far Right Than President: 50 (M)	GRECOPHON
ELEKTRA	More of the Fabulous TRIO BEL CANTO: George Stratis Ork: GR 302 (M), GR 302 (S)
JEAN REDPATH—Liddle Lie Near Me: EKL 274 (M), EKS 7274 (S)	IMPULSE
JOSEPH SPENCE—Happy All the Time: EKL 273 (M), EKS 7273 (S)	CHARLIE MINGUS—Mingus Plays Piano: A 60 (M), AS 60 (S)
	BEN WEBSTER—See You at the Fair: A 65 (M), AS 65 (S)

GIANT GROSSES

COAST TO COAST

THE SEVENTH SMASH DICK CLARK CARAVAN ON TOUR UNTIL SEPT. 8

THANKS TO:

MIKE CLIFFORD • THE CRYSTALS • DEAN & JEAN • THE DIXIE CUPS • FABIAN • JIMMY FORD & BAND • BOBBY FREEMAN • BRENDA HOLLOWAY • BRIAN HYLAND • THE JELLY BEANS • MAJOR LANCE • DONNA LOREN • GEORGE McCANNON, III • PAUL PETERSEN • GENE PITNEY • THE PREMIERS • THE REFLECTIONS • THE RIP CHORDS • ROUND ROBIN • THE SHIRELLES • THE SUPREMES • DALE WRIGHT

ROSALIND ROSS • ED McADAM • WILLIAM MORRIS AGENCY • ARTISTS AGENCY CORP.



Currently

JAY-JAY	
HAPPY STAS & HIS BAND—Polkas & Waltzes Chicago Style: 1075 (M)	M S
JAZZOLGY	
The Immortal MIFF MOLE and His All Stars: J 5 (M)	—
KAPP	
JACK JONES—Where Love Has Gone: KL 1396 (M), KS 3396 (S)	—
THE DO-RE-MI CHILDREN'S CHORUS Marching Along Together: KL 1367 (M), KS 3367 (S)	—
This Is Us THE SEARCHERS: KL 1409 (M), KS 3409 (S)	—
HUGO WINTERHALTER & HIS ORCH.—The Best of '64: KL 1407 (M), KS 3407 (S)	—
STAMPS—BAXTER QUARTET—He Is Wonderful: KL 1408 (M), KS 3408 (S)	—
WAIKIKI—Hawaii Kai: KL 1366 (M), KS 3366 (S)	—
BILL DANA in Las Vegas: KL 1402 (M), KS 3402 (S)	—
KISKI	
SINGING KELLERS—Stranger By the Sea: 2081 (M)	—
LONDON	
IVER'S BRAZILIANS: LL 3390 (M), PS380 (S)	—
GILBERT & SULLIVAN: The Yeomen of the Guard: D'Oyly Carte Opera Co.; Royal Philharmonic Orch. (Sargent): A4258 (M), OSA1258 (S)	—
BEETHOVEN: Fidelio; Nilsson, McCracken; Vienna State Opera; Vienna Philharmonic Orch. (Maazel) A4259 (M), OSA1259 (S)	—
ROSSINI: La Cenerentola; Simonato, Bruscatini; Maggio Musicale Fiorentino (deFabritius) A4376 (M), OSA 1376 (S)	—
RICHARD STRAUSS Recital—Hermann Prey: S869 (M), OS25869 (S)	—
HANDEL: Julius Caesar; Sutherland; New Symphony Orch. of London (Bonyng) S876 (M), OS 25876 (S)	—
BACH: Harpsichord Concerto #1 in D Minor & #2 in E Major; Stuttgart Chamber Orch. (Munchinger) CM 9392 (M), CS 6392 (S)	—
BRITTEN: The Young Person's Guide to the Orchestra & Serenade for Tenor, Horn & Strings; London Symphony Orch. (Britten) CM 9398 (M), CS 6398 (S)	—
BARTOK: The Miraculous Mandarin Suite, Music for Strings, Percussion & Celesta; London Symphony Orch. (Solti) CM 9399 (M), CS 6399 (S)	—
MOZART: Flute Concerto in D Major; BACH: Suite #2 in B Minor; GLUCK: Dance of the Blessed Spirits; London Symphony Orch. (Monteux) CM 9400 (M), CS 6400 (S)	—
MAHLER: Symphony #1 in D Major; London Symphony Orch. (Solti) CM 9401 (M), CS 6401 (S)	—
DVORAK: Symphony #2 in D Minor; London Symphony Orch. (Kertesz) CM 9402 (M), CS 6402 (S)	—
MOZART: Horn Concerti #1-4; London Symphony Orch. (Maag) CM 9403 (M), CS 6403 (S)	—
LONDON INTERNATIONAL	
VARIOUS ARTISTS—The Songs We Heard ... When We Were in England: TW 91335 (M), SW 99335 (S)	—
VARIOUS ARTISTS—The Songs We Heard ... When We Were in Italy: TW 91333 (M), SW 99333 (S)	—
VARIOUS ARTISTS—The Songs We Heard ... When We Were in France: TW 91334 (M), SW 99334 (S)	—
MICK MICHEYL—Casino De Paris: TW 91338 (M), SW 99338 (S)	—
Presenting KATHLEEN WATKINS Singing Folk Songs of Ireland: TW 91337 (M), SW 99337 (S)	—
VARIOUS ARTISTS—Japanese Koto: TW 91336 (M), SW 99336 (S)	—

MERCURY	
DAVID CARROLL—House Party Discotheque: MG 20962 (M), SR 60962 (S)	M S
THE GASLIGHT SINGERS—Turning It On: MG 20923 (M), SR 60923 (S)	—
MONITOR	
NICU STANESCU & VICTOR PREDESCU ORCH.—Rumanian Songs & Dances: MF 416 (M)	—
THE TRIO ATTIKE—Popular Greek Songs: MF 415 (M), MFS 415 (S)	—
RCA VICTOR	
For the Young at Heart, Music to Tell a Story By: National Symphony Orch. (Mitchell) LM 2766 (M), LSC 2766 (S)	—
RONCO	
RONNIE BARTLEY & THE GAS HOUSE SIX—This Way To Dixie: RNC0 101 (M)	—
SWAN	
ROGER WEBB & HIS TRIO—John, Paul and All That Jazz: SW 516 (M)	—
STEEL	
ROSMARY ELLIS—Faith: RE-SLP 1162 (S)	—
TAMLA	
VARIOUS ARTISTS—A Collection of 16 Original Big Hits Vol. 2: 256 (M)	—
STEVIE WONDER—Stevie At The Beach: 265 (M)	—
TRIBUTE	
Go Ape With THE KNOCKOUTS: LP 1202 (M)	—
20th CENTURY-FOX	
TED AULETTE & HIS ORCH.—Hawaii for the Young at Heart: TFM 3120 (M), TFS 4120 (S)	—
VERVE	
REVUE CAST—The Sex Life of the Primate (& Other Bits of Gossip): V 15043 (M), V6-15043 (S)	—
WARNER BROS.	
BOBBY JAY & THE HAWKS—The Monkey: W 1564 (M), WS 1564 (S)	—
BOBBY JAY & THE HAWKS—The Watusi: W 1562 (M), WS 1562 (S)	—
BOBBY JAY & THE HAWKS—The Ska: W 1563 (M), WS 1563 (S)	—
WORD	
POLLY JOHNSON—I Found the Answer: W 3331 (M)	—
GORY BAHANNA—Women—Be Women: W 3297 (M)	—
REVIVALTIME CHOIR—Glad I'm a Christian: W 3309 (M)	—
THE SINGING CHURCHMEN: W 3324 (M)	—
WORKSHOP	
PEPPER ADAMS Plays the Compositions of Charlie Mingus: 219 (M)	—
ROY BROOKS—Beat: 220 (M)	—

LETTERS TO THE EDITOR

I should like to thank you for the very complete story by Mildred Hall on the new bill to revise the copyright law.

Abraham L. Kaminstein
Register of Copyrights
The Library of Congress
Washington, D. C.

The Sanity Clause statement on page 38 of July 18 Billboard is brilliant. In the long run, I feel that this attitude is one of the prime factors for Billboard's continual, outstanding success.

Many times I've been slightly disappointed that my press releases were not used or my records didn't do as well as I had hoped within your pages. But all-in-all, I have nothing but praise for Billboard. And this Sanity Clause bit contains some of the sharpest and finest writing I've ever read.

Quentin W. Welty, President
B-W Music, Inc.
Wooster, Ohio

• Ed.: Response to the first appearance of this statement by Billboard prompted its repeat in the Aug. 1 issue. Writer was Gerry Platt, head of Billboard's promotion department.

Thanks for your coverage of our fire. Many have written to offer their aid as a result of your story. We were back on the air losing only 11½ days of air time. Our whole staff was very pleased by the way record companies and distributors have helped us to rebuild our library.

Sammy Russell, Prog. Dir.
WOLD, Marion, Va.

As an independent r&b record producer, I cannot thank you enough for the inclusion of the new r&b column in the past two issues of Billboard.

There had been a great need

Dave Clark 5 For U.S. Tour

LONDON—An itinerary is being finalized for the Dave Clark Five's U. S. tour this fall. The group will begin its visit with an appearance on the Ed Sullivan Show Nov. 1.

Other dates so far will take the English group to Toronto (2), Chicago (5), Indianapolis (6), Kansas City (8), El Paso (10), San Diego (14), Sacramento (18), San Francisco (19), Los Angeles (20), Seattle (24), Portland (25), Vancouver (26) and Las Vegas (28).

Set for December thus far are Denver (4), Omaha (5) and Oklahoma (6). The tour will conclude Dec. 21.

Miller Memorial Fund Is Started

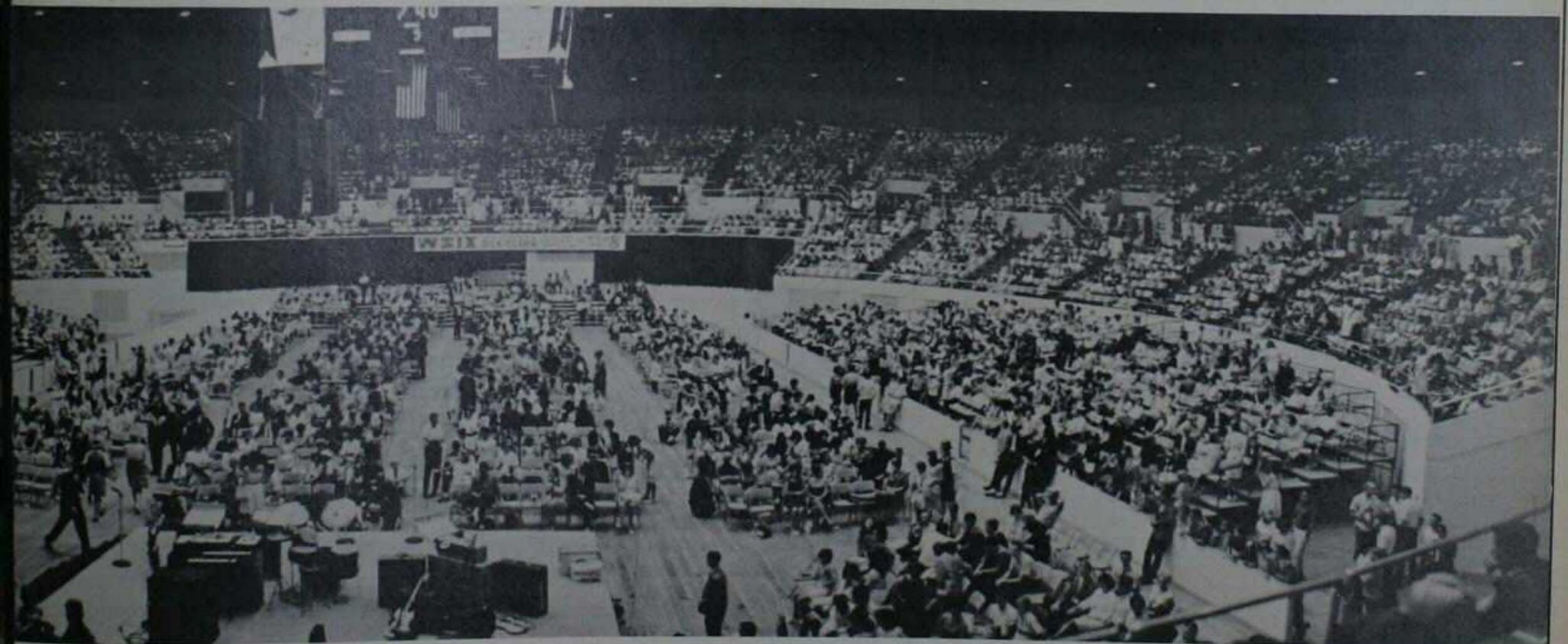
NEW YORK—A Robert Miller Memorial Fund has been started following the death of veteran music man Robert Miller. In his home town, Yulan, N. Y., proceeds from a bazaar netted almost \$1,400.

The fire department there has been given \$750, to be used for a new resuscitator and the balance will be used for emergency two-way radio equipment. The resuscitator will carry a plaque inscribed "In Memory of Robert Miller, July 7, 1964."

His widow has been anxious to let his friends in the business know what is being done with the funds.

for something of this sort and I'm glad to see you recognize this need. You have done many people a great service by initiating this column.

Pat Cather
Vulkan Records
Birmingham, Ala.



Booking Dates For the Fall Caravan Of Stars Nov. 13 to Dec. 6 - Contact:

**JACK STAFF
DICK CLARK CARAVAN OF STARS
1750 VINE STREET B
HOLLYWOOD, CALIF.
PHONE: HO 6-9701**

DJ's Convene Sept. 14 at Glens Falls

GLENS FALLS, N. Y.—Deejays of the Great Northeast sector are slated to hold their First Annual Deejay Jamboree here Monday, Sept. 14, at the Chateau de Louis. Conclave will kick off with a coffee hour and registration at 9:30 a.m. Meeting gets under way at 10 a.m.

Discussions will be held on an assortment of topics effecting the country deejay. Dusty Miller, pioneer c&w entertainer and deejay, will emcee the luncheon session. King Dee Jay of the Great Northeast will be named at that time. Country music stations in the area are currently polling their listeners to determine the winner of the deejay category. Radio listeners are also being asked to vote on their favorite c&w artists. A number of record promoters and diskeries, as well as the Country Music Association, will be represented with displays at the meeting.

Swampwater Jake, of WGHM,



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)

Me., will be the principal speaker at the banquet to be held Monday night (14) at the Chateau de Louis. In charge of arrangements for the one-day meet is Dody Varney, 6646 Old Plum Road, Fort Edward, N. Y. A \$10 fee for the day covers all meals and exhibit space.

Osbornes, Dottie West Join 'Opry'

NASHVILLE — Ott Devine, manager of Station WSM's "Grand Ole Opry," last week announced the signing of Dottie West and the Osborne Brothers as the "Opry's" newest members. The signing marked the first addition to the "Opry" line-up since March 7 last, when Ernest Ashworth and Jim Jesse became members of the show.

Miss West, RCA Victor recording artist, hails from McMinnville, Tenn., where she attended Tennessee Tech. She majored in music and sang in the college choir.

The Osborne Brothers, Bob and Sonny, are natives of Hyden, Ky., and began their careers as a team in 1953 at Station WROL, Knoxville. They are Decca Record artists and recently signed a management pact with the Wil-Helm Agency, Nashville.



"GRAND OLE OPRY" MANAGER, Ott Devine (right), is shown congratulating the newest members of the show. Left to right: the Osborne Brothers, Sonny and Bob, and Dottie West. Action took place backstage at the Ryman Auditorium, Nashville, home of the "Opry."

NASHVILLE SCENE

By DON LIGHT

Brenda Lee and manager Dub Allbritten leave Nashville this week for England, where Brenda will tape several major TV appearances for BBC. . . . Nick Venet in town from Hollywood to record Don Deal on his first release for Mercury. . . . Hank Williams Jr. is currently touring Prince Edward Island and Nova Scotia. The package, booked by Boston promoter Buddy Lee, also includes Jean Shepard, Curly Fox, Audrey Williams and Lamar Morris.

The Newbeats, from Louisiana, will record their first album for Hickory next week under the direction of Wesley Rose. . . . Carl Smith just returned from Toronto where he taped several shows for his upcoming "Carl Smith Show." The 30-minute weekly seg will run coast to coast in Canada on BBC, starting in the fall. . . . Roger Miller, Smash recording artist now making his home in Hollywood, recorded a live comedy album last week in Nashville's Carousel Club under

the direction of Shelby Singleton and Jerry Kennedy.

Lester Flatt and Earl Scruggs will appear at the Wisconsin State Fair with the "Beverly Hillbillies" cast later this month. . . . RCA Victor's Nashville a&r head cut sessions on Porter Wagoner and Norma Jean last week. . . . Lucky Moeller, of the Denny-Moeller Artist Bureau, reports good overseas business, with George Morgan booked in Germany and France in September, Carl Perkins returning to England for eight weeks beginning Oct. 18, and Red Sovine booked in Germany and France for three weeks in November.

Roy Drusky is back in Nashville after a two-week engagement at Toronto's Hotel Edison. . . . Johnny Western, writer of the "Ballad of Paladin," has been signed to the Philips label by Shelby Singleton and cut his first sides for the label last week. . . . Chet Atkins, Boots Randolph and Floyd Cramer appeared in two benefit performances Saturday (15) night at the Carousel in Nashville. The proceeds went to the family of Dean Manuel, pianist-leader of the Jim Reeves band, who died in the July 31 plane crash. Manuel is survived by his widow and two small children.

Folk Meet Aug. 28-29

ALBION, N. Y.—The American Folk Musicians' Association will hold its eighth annual convention here Aug. 28-29, with District 10, AFMA, and its president Grant Gemberling hosting the event. National president P. A. (Pop) Stover predicts an attendance of more than 100. A show is planned for both nights. In charge of arrangements is Virginia Gemberling, District 10, AFMA, R.D. 1, Albion.

Honaker 'Jamboree' Set

BUCYRUS, Ohio — Charles M. Honaker will kick off the new season here with his "All-Star Jamboree" Sept. 11. This year, for the first time, one hour of the full-evening live entertainment, to be presented each Friday night at 8, will be aired over Station WBCO. Charlie Brown, WBCO's country deejay, will emcee the weekly proceedings.

Kathy Dee Re-Signs With B-W Music, Inc.

WOOSTER, Ohio — United Artists country singer Kathy Dee last week signed a renewal of her exclusive management agreement with B-W Music, Inc., with headquarters here. The contract keeps details of Kathy's career in the hands of Quentin (Reed) Welty, head of the B-W firm.

Miss Dee's upcoming bookings include Waynesburg, Pa., Aug. 21; Wellington, Ohio, 26; Mannington, W. Va., 27; Indiana, Pa., Sept. 4; Chippewa Lake Park, Ohio, 5.

On Sept. 14 she begins a week's stand in Concord, N. C., to be followed by a week's tour of Northeastern Canada, arranged through Cooke & Rose Agency, Lancaster, Pa.

Mosbys Hit Road

VENTURA, Calif. — Columbia country music artists Johnny and Jonie Mosby last week began a string of personal appearances that will keep them on the road for an average of three weeks out of a month. They have spent most of the summer in Ventura, where they own and operate the Ban-Dar Club. Steve Stebbins, Woodland Hills, Calif., is booking the duo. Their new Columbia release is "How the Other Half Lives" b.w. "Stolen Paradise."



PICTURED ABOVE are a group of country music stars who appeared recently at a jamboree at Sparta, Tenn., in behalf of Tennessee Gov. Frank Clement, who is making a pitch for the U. S. Senate. Left to right: Earl Scruggs, Governor Clement, Faron Young, Charlie Louvin, Clyde Beavers, Lester Flatt and Uncle Josh (extreme right). Among other country music headliners who appeared on the recent six-and-a-half-week tour of Tennessee to aid Governor Clement in his Senate race were Marty Robbins, Roy Acuff, Eddy Arnold, Martha Carson, Ferlin Husky, Smiley and Kitty Wilson and Benny Martin.

WITH THE COUNTRY JOCKEYS

By BILL SACHS

John Eustace, program director at WTID, Newport News, Va., puts in a plea for gospel albums. . . . Cash McCall, a newcomer to the platter-spinning ranks, has moved from WIBM, Jackson, Mich., to WJCO in the same town. Red Howard made the shift to WJCO at the same time. With the station making the switch to c&w., both boys report they are woefully weak on programming material, especially LP's. McCall, who does an afternoon show, Monday through Saturday, is also keeping busy in the area with his own combo billed as the Greenbacks. . . . Capitol Records artist Neal Merritt has been named program director at KDAV, Lubbock, Tex., where he also spins his own platter show 7-11 a.m. daily. Neal is also organizing his own western swing combo for a live program on KDAV each Saturday, 12:30-1 p.m.

Walt Breeland, record promoter with headquarters in Houston, plans a swing soon through the West and Pacific Northwest to put the hustle on "Leaving But I Won't Be Long" by the Homesteaders, new coun.
(Continued on page 30)

RECORD DEALERS!

**WANT TO KNOW HOW
THE NATION'S MOST
SUCCESSFUL "FULL
CATALOG" DEALERS
MERCHANDISE THEIR
VARIETY OF PRODUCT?**

Watch for Billboard's big October 3 issue
containing the giant Dealer Section on

RECORD RETAILING TODAY

Meeting the Challenge of a Changing Market
A year-round handbook of profit-making information

THE TOPS IN COUNTRY MUSIC!



Just Released!

An Exciting New Record By

**KITTY
WELLS**

and

**WEBB
PIERCE**

FINALLY

c/w

HE MADE YOU FOR ME

31663

... and heading UP THE CHARTS!

OVERNIGHT • Margie Bowes

31644

MARY AT THE HOME PLACE

c/w

SHENANDOAH BREAKDOWN • Bill Monroe

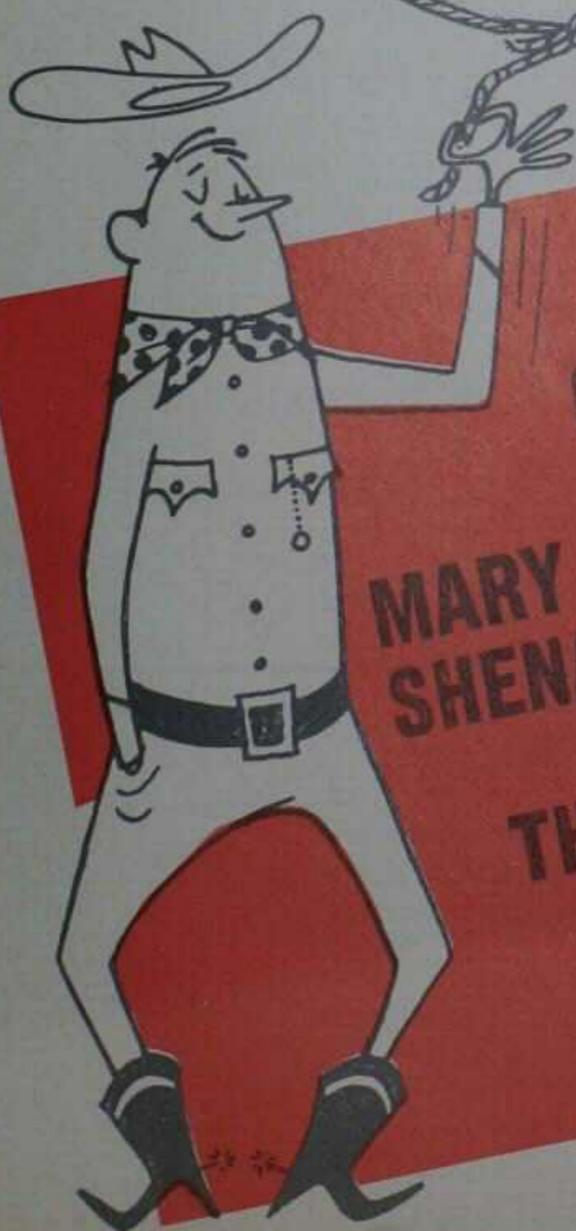
31658

**THIS HEART OF MINE • The Osborne
Brothers**

31655

STOP ME • Bill Phillips

31648



COLUMBIA • ANGEL • RCA • AUTUMN • WITCH •
 MUTUAL • KAPP • JUBILEE • SCEPTER • RED BIRD
 • TAMLA • PHILIPS • MERCURY • SUE • CAPITOL

ATTENTION, RADIO PROGRAMMERS



IF YOU WANT

RSI ✓	NEW RECORD PRODUCT . . . Singles & Albums from ALL MANUFACTURERS (RSI shipped product from more than 200 different labels this past year)
RSI ✓	the OPPORTUNITY to select your own Record Albums each month from an average of 70 titles
RSI ✓	to KEEP UP with the Top 40 stations in the Singles Market
RSI ✓	to PLEASE your adult audience with the new Easy Listening Singles
RSI ✓	to BE AHEAD of the charts with C&W records in your market
RSI ✓	to BUILD a Basic Library in Comedy, Jazz, Original Cast Broadway Show, Classical categories, plus others
RSI ✓	to IMPRESS your Management with making your record \$\$\$\$ go further
RSI ✓	CONFIDENCE in knowing your Singles and Album product will arrive on a timely basis

Return the Coupon today for prices and details.

Please send new RSI catalog including prices and details to:

Radio Station _____

Attention _____

Street Address _____

City _____ State _____ Zip Code _____

Record Source, International, 165 West 46th Street,
 New York, New York 10036

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 8/22/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	DANG ME Roger Miller, Smash 1881	12	26	35	MR. AND MRS. USED TO BE Ernest Tubb & Loretta Lynn, Decca 31643	5
2	2	I GUESS I'M CRAZY Jim Reeves, RCA Victor 8383	7	27	32	BE BETTER TO YOUR BABY Ernest Tubb, Decca 31614	10
3	3	THE COWBOY IN THE CONTINENTAL SUIT Marty Robbins, Columbia 43049	10	28	26	I STEPPED OVER THE LINE Hank Snow, RCA Victor 8334	8
4	9	I LOVE TO DANCE WITH ANNIE Ernest Ashworth, Hickory 1265	10	29	30	ASK MARIE Sonny James, Capitol 5197	3
5	5	MY HEART SKIPS A BEAT Buck Owens, Capitol 5136	22	30	31	BLUE BIRD LET ME TAG ALONG Rose Maddox, Capitol 5186	4
6	6	I DON'T LOVE YOU ANYMORE Charlie Louvin, Capitol 5173	10	31	29	SLIPPING AROUND Marion Worth & George Morgan, Columbia 43020	16
7	4	MEMORY #1 Webb Pierce, Decca 31617	13	32	23	PICK OF THE WEEK Roy Drusky, Mercury 72265	16
8	11	SECOND FIDDLE (To an Old Guitar) Jean Shepard, Capitol 5169	13	33	34	BLUE GUITAR Sheb Wooley, MGM 13241	6
9	8	TOGETHER AGAIN Buck Owens, Capitol 5136	21	34	27	BE QUIET MIND Ott Stephens, Reprise 0272	11
10	7	PASSWORD Kitty Wells, Decca 31622	13	35	36	CHIT AKINS, MAKE ME A STAR Don Bowman, RCA Victor 8384	5
11	10	BURNING MEMORIES Ray Price, Columbia 42971	24	36	33	SUGAR LUMP Sonny James, Capitol 5197	6
12	13	WHERE DOES A LITTLE TEAR COME FROM George Jones, United Artists 724	10	37	37	SWEET ADORABLE YOU Eddy Arnold, RCA Victor 8363	6
13	12	WINE, WOMAN AND SONG Loretta Lynn, Decca 31608	17	38	45	WORKIN' IT OUT Lester Flatt & Earl Scruggs & the Foggy Mountain Boys, Columbia 43080	2
14	16	ME Bill Anderson, Decca 31630	5	39	39	PUT YOUR ARMS AROUND HER Norma Jean, RCA Victor 8328	10
15	17	THE BALLAD OF IRA HAYES Johnny Cash, Columbia 43058	7	40	38	MEET ME TONIGHT OUTSIDE OF TOWN Jim Howard, Del-Mar 1013	6
16	14	I'M HANGING UP THE PHONE Carl Butler & Pearl, Columbia 43030	12	41	43	BLUE SMOKE Warren Smith, Liberty 55699	4
17	19	BAD NEWS Johnny Cash, Columbia 43058	5	42	50	SAM HILL Claude King, Columbia 43083	2
18	22	ONE IF FOR HIM, TWO IF FOR ME David Houston, Epic 9690	7	43	44	TALKING TO THE NIGHT LIGHTS Del Reeves, Columbia 43044	3
19	25	SORROW ON THE ROCKS Porter Wagoner, RCA Victor 8338	18	44	—	HERE COMES MY BABY Dottie West, RCA Victor 8374	1
20	15	THEN I'LL STOP LOVING YOU Browns, RCA Victor 8348	15	45	49	THE NESTER Lefty Frizzell, Columbia 43051	3
21	20	LOOKING FOR MORE IN '64 Jim Nesbitt, Chart 1065	23	46	41	I'M A WALKIN' ADVERTISEMENT (For the Blues) Norma Jean, RCA Victor 8328	11
22	18	CIRCUMSTANCES Billy Walker, Columbia 43010	18	47	—	DON'T BE ANGRY Stonewall Jackson, Columbia 43076	1
23	24	RHINESTONES Faron Young, Mercury 72271	4	48	48	FROSTY WINDOW PANE Joe Penny, Sims 173	6
24	28	TAKE MY RING OFF YOUR FINGER Carl Smith, Columbia 43033	10	49	46	GUESS WHAT, THAT'S RIGHT, SHE'S GONE Hank Williams Jr., MGM 13253	5
25	21	INVISIBLE TEARS Ned Miller, Faber 128	18	50	—	IF ANYONE CAN SHOW CAUSE Glenn Barber, Starday 676	1

HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	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)	12	12	12	THERE STANDS THE GLASS Carl Smith, Columbia CL 2173 (M); CS 8973 (S)	8
2	3	I WALK THE LINE Johnny Cash, Columbia CL 2190 (M); CS 8990 (S)	7	13	13	STORY SONGS FOR COUNTRY FOLKS Faron Young, Mercury MG 20896 (M); SR 60896 (S)	28
3	2	MORE HANK SNOW SOUVENIRS RCA Victor LPM 2812 (M); LSP 2812 (S)	18	14	—	BEFORE I'M OVER YOU Loretta Lynn, Decca DL 4541 (M); DL 74541 (S)	1
4	5	BEST OF BUCK OWENS Capitol T 2105 (M); ST 2105 (S)	7	15	16	FLATT & SCRUGGS RECORDED LIVE AT VANDERBILT UNIVERSITY Lester Flatt & Earl Scruggs, Columbia CL 2134 (M); CS 8934 (S)	21
5	6	PORTER WAGONER—IN PERSON RCA Victor LPM 2840 (M); LSP 2840 (S)	10	16	—	WEBB PIERCE STORY Decca DXB 181 (M); DXSB 7181 (S)	1
6	4	ON THE BANDSTAND Buck Owens, Capitol T 1879 (M); ST 1879 (S)	33	17	17	GOLDEN COUNTRY HITS Hank Thompson, Capitol T 2089 (M); ST 2089 (S)	3
7	7	LORETTA LYNN SINGS Decca DL 4457 (M); DL 74457 (S)	32	18	18	THANKS A LOT Ernest Tubb, Decca DL 4514 (M); DL 74514 (S)	3
8	8	GUITAR COUNTRY Chet Atkins, RCA Victor LPM 2783 (M); LSP 2783 (S)	29	19	—	BLUEGRASS HOOTENANNY George Jones & Melba Montgomery, United Artists UAL 3352 (M); UAS 6352 (S)	11
9	14	ROGER AND OUT Roger Miller, Smash MGS 27049 (M); SRS 67049 (S)	3	20	15	FOLK SONG BOOK Eddy Arnold, RCA Victor LPM 2811 (M); LSP 2811 (S)	24
10	10	THE BEST OF JIM REEVES RCA Victor LPM 2890 (M); LSP 2890 (S)	3				
11	9	BILL ANDERSON SINGS Decca DL 4499 (M); DL 74499 (S)	19				

WITH THE COUNTRY JOCKEYS

• Continued from page 28

try trio; Sheb Wooley's "Blue Guitar," and a new Willie Nelson single due out soon. Deejays needing a copy of the above release may write Breeland on their station letterhead at 8708 Ruthby Street, Houston 77017. Hal Ragan, manager of KDAV, Lubbock, Tex., reports that the recent KDAV-spon-

sored "Grand Ole Opry" show at Municipal Auditorium there pulled a capacity house of 3,000, with a second show planned for the near future, with Buck Owens and Hank Williams Jr. under consideration for the headline slot. The first show highlighted Faron Young and the Country Deputies, Porter Wagoner and the Wagonmasters, Norma Jean and Ferlin Husky

and his combo. The success of the show was due almost 100 per cent to spot announcements on KDAV. Ragan says, as only one newspaper ad was run on the afternoon of the show. . . . Joe Penny, who whirled the country waffles at DOL, Athens, Ga., typewrites that he's elated with the reception being tendered his new Sims release, "Frosty Window Pane." Deejays missed in the mailing may obtain a copy by writing to Joe at the station.

Johnny Cash

It is an astounding experience, the power that touches everyone who walks around the gigantic statue of the W.W. II flag-raising based on that classic picture from Iwo Jima. There are 5 Marines and one Navy corpsman depicted in that bronze giant at Arlington national cemetery.

I "chilled" like that recently, then went to Columbia records and recorded "The Ballad of Ira Hayes."

D.J.'s—station managers—owners, etc., where are your guts?

(I know many of you "Top 40," "Top 50" or what-have you. So . . . a few of you can disregard this "protest" and that is what it is.)

I think that you do have "guts" . . . that you believe in something deep down.

I'm not afraid to sing the hard, bitter lines that the son of Oliver La Farge wrote.

(And pardon the dislect—mine is one of 500 or more in this land.)

Still . . . actual sales on Ballad of Ira Hayes are more than double the "Big Country Hit" sales average.

Classify me, categorize me—STIFLE me, but it won't work.

I am fighting no particular cause. If I did, it would soon make me a sluggard. For as time changes, I change.

This song is not of an unsung hero. The name Ira Hayes has been used and abused in every bar across the nation.

These lyrics, I realize, take us back to the truth—as written by his cousin, Peter La Farge (son of the late Oliver La Farge . . . author, and hard worker in the department of Indian Affairs, Washington, D. C., until 2 years ago.)

You're right! Teenage girls and Beatle record buyers don't want to hear this sad story of Ira Hayes—but who cries more easily, and who always go to sad movies to cry??? Teenage girls.

Some of you "Top Forty" D.J.'s went all out for this at first. Thanks anyway. Maybe the program director or station manager will reconsider.

This ad (go ahead and call it that) costs like hell. Would you, or those pulling the strings for you, go to the mike with a new approach? That is, listen again to the record?

Yes, I cut records to try for "sales." Another word we could use is "success."

Regardless of the trade charts—the categorizing, classifying and restrictions of air play, this is not a country song, not as it is being sold. It is a fine reason though for the gutless to give it thumbs down.

"Ballad of Ira Hayes" is strong medicine. So is Rochester—Harlem—Birmingham and VietNam.

In closing—at the Newport Folk Festival this month I visited with many, many "folk" singers—Peter, Paul & Mary, Theodore Bikel, Joan Baez, Bob Dylan (to drop a few names) and Pete Seeger.

I was given 20 minutes on their Saturday nite show (thanks to Mr. John Hammond, pioneer for Columbia by way of A/R).

The Ballad of Ira Hayes stole my part of the show. And we all know that the audience (of near 20,000) were not "country" or hillbillies. They were an intelligent cross-section of American youth—and middle age.

I've blown my horn now, just this once, then no more. Since I've said these things now, I find myself not caring if the record is programmed or not. I won't ask you to cram it down their throats.

But as an American who is almost a half-breed Cherokee-Mohawk (and who knows what else?)—I had to fight back when I realized that so many stations are afraid of "Ira Hayes."

Just one question: WHY???

Johnny Cash

NOBODY BUT NOBODY MORE ORIGINAL THAN JOHNNY CASH



RADIO RESPONSE RATING

NEW YORK CITY

TOP STATIONS

Call Rank Letters % of Total Points

★ POP Singles

1. WMCA	49%
2. WABC	28%
3. WINS	23%

★ POP LP's

1. WNEW	47%
2. WHN	19%
3. WOR	18%
4. WCBS	16%

★ R&B

1. WWRL	52%
2. WLIB	33%
3. WNJR (New Jersey)	11%
4. WHOM	4%

★ CONSERVATIVE

1. WPAT (New Jersey)	53%
2. WHN	38%
3. WVNJ (New Jersey)	9%

★ CLASSICAL

1. WQXR-AM-FM	100%
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TOP DISK JOCKEYS

Call Rank Letters % of Total Points

★ POP Singles

1. B. Mitchell Reed	WMCA	45%
2. Murray Kaufman	WINS	37%
Others		18%
(Dan Daniels-WMCA, Bruce Morrow-WABC, Scott Muni-WABC, Jack Lacy-WINS, "Mad Daddy"-WINS)		

★ TOP JOCKEY (POP SINGLES) BY TIME SLOT

Morning	Joe O'Brien, WMCA
Mid Morning	Jack Lacy, WINS
Early Afternoon	Jack Spector, WMCA
Traffic Man	Dan Daniels, WMCA
Early Evening	B. Mitchell Reed, WMCA (Tie), Murray Kaufman, WINS (Tie)
Late Evening	"Mad Daddy," WINS

Editor's Note: Although WABC air personalities are not rated high in this survey, Scott Muni and Bruce Morrow are top-rated in their late evening time slots. They, and WABC, are credited with greatly increasing the sales of any record that finally makes a highly selective play list after being introduced by WMCA and WINS. (Pulse)

★ PROGRAM DIRECTOR, MUSIC DIRECTOR OR LIBRARIAN

(Most Co-operative in Exposing New Records)	
1. Joe Bogart, WMCA	Music Director
2. Julie Ross, WINS	Music Director
Others:	
Frank Costa, WMCA, Asst. Music Director	
Rick Sklar, WABC, Program Director	

★ TOP TV BANDSTAND SHOW (exposing Artists & Records)

Clay Cole Show-WPIX-TV (Sat. 6:30-7:30 p.m.)

★ POP LP's

1. William B. Williams	WNEW	55%
Others		45%
(Bob Landers-WNEW, Ted Brown-WNEW, Bill Randle-WCBS, Jim Amos-WHN, Ted Steele-WCBS, Klavan & Finch-WNEW, John Gambling-WOR, Wally King-WNEW, Lonnie Starr-WHN, Martin Block-WOR, Jack Sterling-WCBS)		

★ TOP JOCKEY (POP LP's) BY TIME SLOT

Morning	Klavan & Finch, WNEW
Mid Morning	William B. Williams, WNEW
Early Afternoon	Bob Landers, WNEW
Traffic Man	Ted Brown, WNEW
Early Evening	William B. Williams, WNEW
Late Evening	1. Wally King, WNEW 2. Ted Steele, WCBS 3. Dick Sheppard, WHN

★ R&B

1. Rocky Grosse	WWRL	45%
2. Jack Walker	WLIB	28%
3. Tommy Small	WLIB	16%
Others		11%
(Hal Jackson-WNJR, Bruce Brown-WWRL, Ralph Cooper-WHOM)		

★ JAZZ

1. Morf Fega	WEVD	43%
2. Sym. Sid	WADO	35%
3. Billy Taylor	WNEW	22%

★ FOLK SHOW

1. Pat Connell	WCBS	51%
2. Jerry White	WJZ	26%
Others	(New Jersey)	23%
(Irwin Frankel-WABC, Skip Weshner-WBFM-FM)		

WCBS: 50,000 watts. CBS-owned. CBS affiliate. **Music format:** Standard-Pop. Yankee's baseball carried, as well as other special sporting events. Editorial aired regularly. Special play-by-play sporting events carried. Special programming: "Jack Sterling Show," 6-10 a.m., M-F; 10:10-11 a.m., "Arthur Godfrey Time," 11:10 a.m.-noon. "Garroway AM" with Dave Garroway; 12:15 p.m., 1 p.m., "Bill Randel Show," 1:15-1:30 p.m., "Garry Moore Radio Show," 2:15-3 p.m., "Ask the Expert," with John Shafer; 3:15-4 p.m., "E. Joyce on the Scene," "Garroway PM," 4:14-5 p.m.; "Up-to-the-Minute" with Ken Banghart, 5-5:45 p.m. **Station features a combination of music and information programming.** VP and Gen'l Mgr., Ralph W. Goshen. Program manager, James R. McQuade. Records and albums should be sent to Music Director, WCBS, 485 Madison Ave., N. Y. C. 10021.

WHN: 50,000 watts. Storer Radio Broadcasting Corp., Mutual affiliate. **Music format:** Conservative. Mets baseball carried. Other special sporting events carried. News documentaries aired. Pres. and gen'l mgr., John C. Moler. Opns. mgr., Roy M. Schwartz. 4000 Park Ave., N. Y. C. 10022.

WHOM: 5,000 watts. Independent. **Music format:** Latin, Jazz, Rhythm & Blues. Spanish language programming. Station airs Yankee baseball games, other sporting events, "soap operas" and boxing from So. America in Spanish. Pres., Fortune Pope. Prog. dir., Ralph Constantino. Progress Broadcasting Corp., 136 W. 52 St. N. Y. C. 10019.

WINS: 50,000 watts. Group W (Westinghouse Broadcasting Co.). **Music format:** Contemporary. Highly identifiable air personalities. Editorials aired regularly. Special programming: "Contact WINS" with Murray Burnett, audience telephone call-in show, midnight to 1 a.m., M-F, featuring a guest expert. Local, national, international news block, M-F, 5:30-6:30 p.m. Sun. 9-10:00 a.m., news and discussion programs. Gen'l mgr., Joel Chaseman. Prog. mgr., Al Heacock. Records and albums should be sent to Julian Ross, music director, WINS, 7 Central Park West, N. Y. C. 10023.

WLIB: 1,000 watts day. Independent. Negro-oriented programming. **Music format:** Rhythm & Blues-Gospel-Ethnic. Station regularly airs opinions of community affairs. Strong and influential voice in Negro community. Heavy involvement in Negro Community affairs. Special programs: "Gospel Train," with Joe Bostic, 10 a.m.-1:30 p.m., M-F-Sat., 9:30-11:30 a.m. "At Home With Evelyn Cunningham," 1:30-2 p.m., M-F. "The Feeling of Jazz," with Mercer Ellington, 5 p.m. to sign off. "Editors Speak," with George W. Goodman, 11:30 a.m.-noon, Sats. "Community Sounding Board," 4:30-sign off, Sun. Community service block. "Voice of Free Poland," noon-3 p.m. Sat. noon-3 p.m. Sat. noon-2 p.m., Sun. "Voice of Puerto Rico," Greek-American Hour," "Greek Radio Parade," Sun. Gen'l Mgr., Harry Novik. 310 Lenox Ave., N. Y. C. 10027.

WMCA: 5,000 watts. Straus Broadcasting group. **Music format:** Contemporary. Highly identifiable air personalities. Station pioneered editorialization on radio. Influential voice in community affairs. Heavy on-and-off-the-air promotion. Special programs: "Barry Gray Show," live interviews, comment, controversy, and discussion, M-F, 11:05-1 a.m. and Sun. Parent company for Radio Press International audio news service. Pres., R. Peter Straus. VP and gen'l mgr., Stephen B. Labunski. Prog. dir., Ruth A. Meyer. Records and albums should be addressed to Joe Bogart, music director, WMCA 415 Madison Ave. N. Y. C. 10017.

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

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

WNBC: 50,000 watts. NBC-owned. NBC affiliate. **Format:** Talk. Station will play music only on the Big Wilson show, 6-10 a.m., M-F. Pop-Standard singles acceptable. Remainder of day and night station airs audience phone participation programs featuring sports with Bill Mazer, 4:30-6 p.m., Brad Crandell, 7:45-p.m., midnight. "Mimi Benzell Show," interviews from Cafe Francaise, Noon-2 p.m., M-F. NBC news, "Emphasis" features and "Monitor" carried. Gen'l mgr., George Skinner. Prog. dir., William Schwartz. All records and albums should be directed to William

Schwartz, WNBC, 30 Rockefeller Plaza, N. Y. C. 10020.

WNEW: 50,000 watts. Metropolitan Broadcasting owned. **Music format:** Standard-Pop. Highly identifiable air personalities. New York Giants football and other special sporting events carried. Special programming: "Taylor-Made Jazz," with Billy Taylor, 11:10 p.m.-midnight; 8 p.m.-midnight, Sat. "The Other Side of Buddy Hackett," 6-7 p.m., Sunday, with friends and strangers on subjects outside of show business between interludes of music; "Rob-

(Continued on page 39)

Woman Program Director Comes to Radio Naturally

MIAMI—Joyce Monroe is a radio rarity. The only woman national program director for a major radio chain in the United States, she has never done a regular stint behind the microphone.

What's more, the tall auburn-haired executive has no desire to become a broadcast personality, though radio is her career. As program director for the Rounsaville Radio chain, which includes six stations in six Midwestern and Southern cities, her schedule leaves little time for air work anyway.

Miss Monroe, who began her career as a secretary at CBA, directs all research and survey work connected with determining the entertainment preferences of listeners in each of the company's six market areas.

More than 40 men, scattered throughout the Rounsaville operation, are under her supervision.

Her job is a bit more complex than that of the regular program director because the programming involves two separate and distinct types of "sounds." Rounsaville's Miami affiliate, WFUN, is a contemporary music-formulated operation, the other five outlets are programmed toward Negro audiences.

While the fundamentals of programming a successful radio station cover all six outlets, music sound of the Negro stations has consisted principally of rhythm and blues, gospel jazz music.

Miss Monroe, however, has detected a change toward general market music in the five outlets.

Under her direction, Rounsaville has initiated a system of "controlled programming" for news, public service, commercials and music. She also developed a "record rotation" plan to assure that music selections are given equal treatment.

Miss Monroe has been headquartered at WFUN, where she has also been operations manager since Rounsaville acquired the station two years ago.

Her experience in radio and TV spans 20 years. The beginning at CBS led to a position with a Los Angeles advertising agency as assistant for



JOYCE MONROE

radio shows originating from the Coast.

She later acquired half of KJOE, in Shreveport, La., her hometown. After selling her interest five years later, Joyce became operations manager for a local New Orleans station. While there she was hired by Rounsaville as program director for its former Atlanta outlet, WQXI.

Shortly she was promoted to national program director for all Rounsaville stations, which include WCIN, Cincinnati; WLOU, Louisville, Ky.; WVOL, Nashville; WTMP, St. Petersburg-Tampa, Fla.; WYLD, New Orleans, and WFUN, Miami.

In addition, Miss Monroe is also a principal stockholder in KBGO, Waco, Tex., a station not connected with the Rounsaville chain.

Bandstand to Mark 7th Year

HOLLYWOOD—The "American Bandstand" marked its seventh anniversary yesterday (15), featuring segments with Brian Hyland singing "Itsy Bitsy Teeny Weeny Yellow Polka Dot Bikini." In addition, there was a fun house party at Willow Grove Amusement Park, Pa., and a Hong Kong party broadcast from WFIL-TV in Philadelphia, the former originating station of the Clark dance show.

STATIONS BY FORMAT

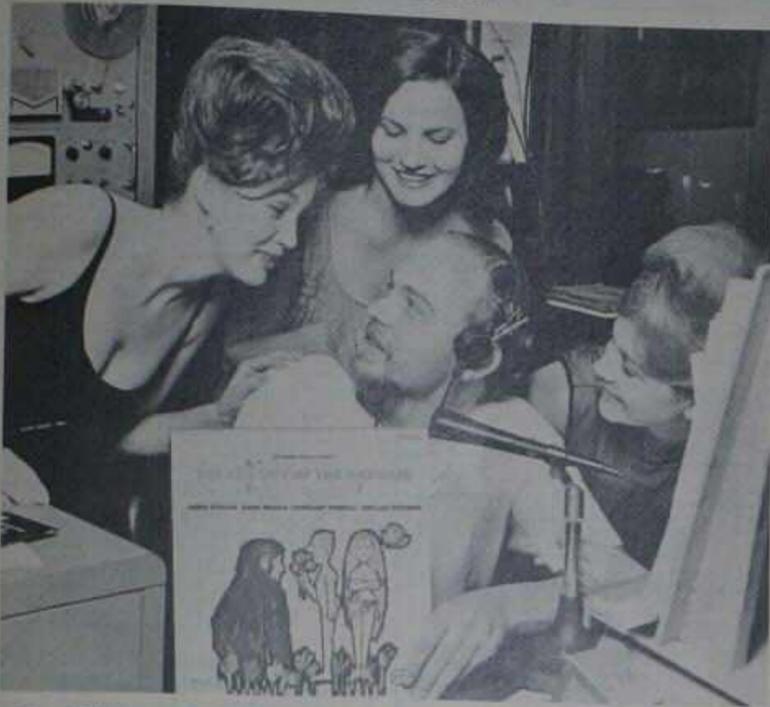
NEW YORK CITY AREA: First radio market. 16 AM; 12 FM. AM-only: 3 contemporary, 2 standard-pop, 2 conservative, 2 talks, 1 classical, 2 Spanish, 2 rhythm & blues, 1 special.

WABC: 50,000 watts. ABC-owned. ABC affiliate. **Music format:** Contemporary. Highly identifiable air personalities. Special play-by-play sporting events carried. New York Jets football games carried Aug. 18, 22, 29. Station editorializes regularly. Special programming: "The Breakfast Club with Don McNeill," aired 10-10:55 a.m. "WABC News-cope," 6-7:15 p.m., M-F, includes financial, sports, commentary and hard news features. "Flair" reports carried. "Dick Clark Reports,"

10:25 p.m. 5-min., M-F. "Clubhouse Journal" with Howard Cosell and Ralph Branca," 6:15-6:30 p.m., Sats.; "The World of Space and Science," 6:30-6:40; Sats. "Tom Harmon Sports," 6:40-6:55, Sats. "American Farmer," 6-6:25 a.m., Sun.; "Exploring Higher Education," 7:30 a.m., Sun.; "Education Unlimited," 10:30 a.m., alternates with "Urban Frontiers," Sun.; "Next Stop, College," 11 a.m., Sun.; "WABC Press Conference," with Jim Gordon, 11:30-11:55 a.m., Sun. **Station features tight playlist consisting mainly of established hits. All records should be directed to Rick Sklar, V-P and gen'l mgr., Walter A. Schwartz, Program director, Rick Sklar, 7 W. 66 St. 10023.**

VOX JOX

By GIL FAGGEN



Ty Williams, WNOP (Newport, Ky.) appreciates Verve Records for their forceful promotion of the new Shelly Berman album, "The Sex Life of the Primate and Other Bits of Gossip." Who said Newport was a quiet town?

Youngstown, Ohio, area deejays deserted their mikes Saturday (9) in favor of spinning racing cars at the Canfield Speedway. On hand were Jim Burson, WBBW; Barney Bean, WYTV; Tom Futhey, WBBW; Dick Van Cise, George Hinchcliffe and Jim Kozora, WYTV; Al Knight, Smoochie Causey, Bob Spiegel and Jerry Starr, WHOT, and Larry Terry, WKBN.

Jerry White, WJRZ (Newark, N.J.) folk music host, emceed the Joan Baez Concert Aug. 8 at the Forest Hills Music Festival.

Burt Sherwood, owner-manager of WTSA (Brattleboro, Vt.), is seeking records for his swinging outlet. The station is the only one in the market. Speaking of record requests, Tom Jordan, KLWW (Cedar Rapids, Ia.), is having trouble obtaining "oldies" from 1960, '61 and '62 for its new format of "top 40" hits and hits of the past... while we're at it—Ric Bratton, WSHS (Swanton, Ohio) has placed an urgent request for records for the Swanton High School Science Club. Might be a good idea if a local station contributed some of its dupe copies to a worthy endeavor.

Got one more request. Jack Haverty, 676 42d St., Oakland 9, Calif., is an ardent collector of radio station music charts. He would like to have charts for his collection from any stations (especially needs them from New England, WISH, Indianapolis; KAYO, Seattle; KEX, Portland, and WAKE, Atlanta, all AMers that have switched formats in recent months.

KQV (Pittsburgh) deejay Chuck Brinkman recently named honorary chairman of Goodwill Industries Drive. The ABC-owned station received "Good Willie Award" for its leadership in the 1964 goodwill bag-filling campaign.

Boom Boom Branigan, WPTR (Albany), was so impressed with the Realm recording swingers, Florian Monday and the Mondos, after catching them at a record hop at Saratoga Springs, he booked the group for a week at Albany's University Swing Club owned by a friend of his. "They'll rock the place," he assured his friend. And well they might have if they could have

gotten in. Seems all but Florian were under 18 years of age.

CKSA (Lloydminster, Sask.-Alta.) has launched a "Silver Dollar Survey" as part of its new music format of "hits," standard, and country music. Deejays include: Pete Sawchuk, Ron McFayden, Wes Saunders, Allan Young, Frank Robertson and Lorne Kassian.



Clay Cole, host of the WPIX (New York) TV record show, chats with Jack LaForge, Regina Records president and recording artist. Pianist LaForge, whose latest Regina album is "Comin' Home Baby," has just released a lush instrumental single entitled "Valerie's Theme" b-w "Promise Her Anything."

SEGUE

Jim Ramsburgh, program director of WPTR (Albany), tendered his resignation effective Aug. 8 to assume post of program director of KMBC, the Metromedia station in Kansas City, Mo. Hal Pickens, formerly of WQXI (Atlanta), appointed program director KDEO (San Diego). Joe Termin, promotion manager of WHYL (Carlisle, Pa.) named station manager WFBG-FM, the Altoona, Pa., Triangle Station.

Mort Crowley, formerly with KHJ (Los Angeles), WLS (Chicago) and WKNR (Detroit) takes over 5:30-9 a.m. show on WDCY (Minneapolis-St. Paul)... KIOA (Des Moines) has added three new "Good Guys." Sandy Dhere, formerly with KCCG (Cedar Rapids), 6-9 a.m.; Jim Michaels, KSO (Des Moines)... Big Wilson, WNBC (New York City) morning air personality and the talk station's only music man, signed to new seven-year contract

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
		TITLE, ARTIST, LABEL	
1	1	EVERYBODY LOVES SOMEBODY, Dean Martin, Reprise 0281	9
2	8	IN THE MISTY MOONLIGHT, Jerry Wallace, Challenge 59246	5
3	5	SUGAR LIPS, Al Hirt, RCA Victor 8391	7
4	3	THE GIRL FROM IPANEMA, Getz-Gilberto, Verve 10323	12
5	14	CLINGING VINE, Bobby Vinton, Epic 9705	3
6	9	A TEAR FELL, Ray Charles, ABC-Paramount 10571	4
7	12	LOVE IS ALL WE NEED, Vic Dana, Dolton 95	7
8	13	NO ONE TO CRY TO, Ray Charles, ABC-Paramount 10571	6
9	15	RINGO'S THEME (This Boy), George Martin & His Ork, United Artists 745	4
10	16	HELLO MUDDUH, HELLO FADDUH (1964 Version), Allan Sherman, Warner Bros. 5449	5
11	20	WE'LL SING IN THE SUNSHINE, Gale Garnett, RCA Victor 8388	3
12	18	WHEN YOU LOVED ME, Brenda Lee, Decca 31654	3
13	—	ALWAYS TOGETHER, Al Martino, Capitol 5239	2
14	17	INVISIBLE TEARS, Ray Conniff Singers, Columbia 43061	6
15	19	THE NEW FRANKIE AND JOHNNY SONG, Greenwood County Singers, Kapp 591	4
16	—	A HOUSE IS NOT A HOME, Brook Benton, Mercury 72303	6
17	—	WHERE LOVE HAS GONE, Jack Jones, Kapp 608	2
18	—	THERE'S NOTHING I CAN SAY, Rick Nelson, Decca 31656	1
19	—	A SUMMER SONG, Chad Stuart & Jeremy Clyde, World Artists 1027	2
20	—	ME JAPANESE BOY I LOVE YOU, Bobby Goldsboro, United Artists 742	3

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 Aug. 24, 1959

1. The Three Bells, Browns, RCA Victor
2. Sea of Love, P. Phillips, Mercury
3. Lavender Blue, S. Turner, Big Top
4. A Big Hunk o' Love, E. Presley, RCA Victor
5. My Heart Is an Open Book, C. Dobkins Jr., Decca
6. What'd I Say, R. Charles, Atlantic
7. There Goes My Baby, Drifters, Atlantic
8. Sleep Walk, Santo & Johnny, Canadian-American
9. What a Diff'rence a Day Makes, D. Washington, Mercury
10. I Want to Walk You Home, F. Domino, Imperial

POP—10 Years Ago Aug. 24, 1954

1. Sh-Boom, Crew Cuts, Mercury
2. Little Shoemaker, Gaylords, Mercury
3. Hey There, R. Clooney, Columbia
4. Little Things Mean a Lot, K. Kallen, Decca
5. In the Chapel in the Moonlight, K. Kallen, Decca
6. Hernando's Hideaway, A. Bleyer, Cadence
7. Three Coins in the Fountain, Four Aces, Decca
8. High and the Mighty, L. Baxter, Capitol
9. Goodnight, Sweetheart, Goodnight, McGuire Sisters, Coral
10. High and the Mighty, V. Young, Decca

Rhythm & Blues—5 Years Ago—Aug. 24, 1959

Thank You Pretty Baby, B. Benton, Mercury
What'd I Say, R. Charles, Atlantic
There Goes My Baby, Drifters, Atlantic
I'm Gonna Get Married, L. Price, ABC-Paramount
You're So Fine, Falcons, Unart

I Want to Walk You Home, F. Domino, Imperial
Porgy, N. Simone, Bethlehem
There Is Something on Your Mind, J. McNeely, Swingin'
Lonely Boy, P. Anka, ABC-Paramount
Sea of Love, P. Phillips, Mercury

KHJ Format Paying Off

• Continued from page 16

formation additions include daily cameo appearances by Martin Dibner on the lively arts, Joan Winchell on places to visit around town, and John Genti with a satirical view on the L. A. scene. The station has just concluded a tie-in to report little league scores each evening and on weekends, with the intention of following local competitors right into the little league world series.

Fliesler, recently returned from sales presentations in New York, Chicago and Detroit, feels the upsurge in ad income and audience based on surveys, is proof that "there has been total station acceptance. July is a dramatic picture which proves this," he said.

The first station here to buy the vintage Green Hornet and Shadow serials, KHJ has just begun offering new Arch Obeler plays on Sunday afternoon. Fliesler's pitch during the year under his aegis has been to provide new residents with a constant flow of information about their new home and to offer something different for the adult AM audience. As an important feature of this concept, Fliesler strengthened the station's news department to the point where it is now rivaling million, will take over the P.D.'s

Schorr Named

• Continued from page 16

reins, Billboard has learned.

The successful r&b station, which operates 24 hours a day, has been operating with an integrated staff, beaming specifically at the Negro market. It is understood that during the weeks the new management waited for FCC approval, which came July 31, the staff was told nothing regarding any personnel or programming changes.

KRAK Contest

SACRAMENTO — KRAK, 50,000-watt country music station, is running a contest asking its listeners to write in 25 words or less what the late Jim Reeves meant to them as a c&w artist. KRAK will award Reeves albums (courtesy of RCA Victor) to the 50 most original entries.

CBS as the most potent electronic news-gathering medium in town.

The general manager says ad agencies in Detroit revealed a concern for a station's total concept. "They're not just interested in numbers," he stated.

KHJ, which has probably gone through more people in the last few years than any other outlet, appears to have decided on the information concept and is working toward strengthening its position in the expanding Los Angeles market.

Oh sure, they're hot, but how about CHESS!

Hey! Yeah! Two or three giant singles—couple of hot albums... and now they release three more real "grabbers"!

The "Grabbers" referred to by the gentleman on the right are....

"THEN YOU CAN TELL ME GOODBYE"

JOHNNY NASH
Argo 5479

"I HAD A TALK WITH MY MAN"

MITTY COLLIER
Chess 1907

"HERE WE GO BABY"

JOHNNIE & JOE
Tuff 379

CHESS
producing corp.

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

AUSTRALIA

(Courtesy Music Maker, Sydney)
*Denotes local origin

This Week	Last Week	Title	Label
1	2	HOUSE OF THE RISING SUN—Animals (Columbia)—Palings	Columbia
2	1	A HARD DAY'S NIGHT—Beatles (Parlophone)—Leeds	Parlophone
3	7	ONLY YOU—Wayne Newton (Capitol)—Chappells	Capitol
4	—	THE WORLD I USED TO KNOW—Jimmy Rodgers (London)—Alberts	London
5	—	RAG DOLL—Four Seasons (Philips)	Philips
6	—	MATCHBOX—Beatles (Parlophone)	Parlophone
7	3	CONSTANTLY—Cliff Richard (Columbia)—D. Davis	Columbia

8	5	THE SPARTANS—Sounds Incorporated (Columbia)	Columbia
9	13	YOU'RE MY WORLD—Cilla Black (Parlophone)—Leeds	Parlophone
10	6	HELLO DOLLY—Louis Armstrong (Kapp)—Chappells	Kapp
11	9	I WANT TO HOLD YOUR HAND—Boston Pops Orchestra (RCA)—Leeds	RCA
12	—	DANG ME—Roger Miller (Philips)	Philips
13	4	SOMEONE, SOMEONE—Brian Poole & Tremeloes (Decca)	Decca
14	8	WALK, DON'T RUN '64—Ventures (Liberty)—Chappells	Liberty
15	10	BLOWIN' IN THE WIND—Peter, Paul & Mary (Warner Bros.)—Allans	Warner Bros.

BRITAIN

This Last Week Week
(Courtesy New Musical Express, London)

This Week	Last Week	Title	Label
1	1	HARD DAY'S NIGHT—*Beatles (Parlophone)—Northern Songs, Ltd.	Parlophone
2	3	DO WAH DIDDY DIDDY—*Manfred Mann (HMV)—West One Music	HMV
3	2	IT'S ALL OVER NOW—*Rolling Stones (Decca) Kags Music	Decca
4	5	I JUST DON'T KNOW WHAT TO DO WITH MYSELF—*Dusty Springfield (Philips)—December Music	Philips
5	4	CALL UP THE GROUPS—*Barron Knights (Columbia)—Metric/Feldman/Northern Songs/Ardmore & Beechwood/Keith Prowse/Sherwin	Columbia
6	7	TOBACCO ROAD—*Nashville Teens (Decca)—Southern Music	Decca
7	9	ON THE BEACH—*Cliff Richard (Columbia)—Elstree/Shadows	Columbia
8	10	I WON'T FORGET YOU—Jim Reeves (RCA)—Burlington Music	RCA
9	12	I GET AROUND—Beach Boys (Capitol)—Sea of Tunes	Capitol
10	6	HOUSE OF THE RISING SUN—*Animals (Columbia)—Keith Prowse Music	Columbia
11	11	SOMEDAY WE'RE GONNA LOVE AGAIN—*Searchers (Pye)—Toby Music	Pye
12	8	HOLD ME—P. J. Proby (Decca)—Campbell Connelly	Decca
13	14	IT'S ONLY MAKE BELIEVE—*Billy Fury (Decca)—Francis Day & Hunter	Decca
14	23	YOU'LL NEVER GET TO HEAVEN—Dionne Warwick (Pye Int.)—Belinda Music	Pye Int.
15	13	WISHIN AND HOPIN—*Merseybeats (Fontana)—Belinda/London	Fontana
15	—	IT'S FOR YOU—*Villa Black (Parlophone)—Northern Songs, Ltd.	Parlophone
17	17	FROM A WINDOW—*Billy J. Kramer (Parlophone)—Northern Songs, Ltd.	Parlophone
17	—	HAVE I THE RIGHT—*Honeycombs (Pye)—Ivy Music	Pye
19	26	FERRIS WHEEL—Everly Bros. (Warner Bros.)—Auff-Rose	Warner Bros.
20	24	I FOUND OUT THE HARD WAY—*Four Pennies (Philips)—Flamingo Music	Philips
21	15	YOU'RE NO GOOD—*Swinging Blue Jeans (HMV)—E. H. Morris	HMV
22	—	A HARD DAY'S NIGHT (LP)—*Beatles (Parlophone)—Northern Songs, Ltd.	Parlophone
23	16	KISSIN' COUSINS—Elvis Presley (RCA)—December Music	RCA
24	20	SOMEONE—*Brian Poole and the Tremeloes (Decca)—Burlington Music	Decca
25	18	IT'S OVER—Roy Orbison (London)—Auff-Rose	London
26	—	THINKING OF YOU BABY—*Dave Clark Five (Columbia)—Ivy Music	Columbia
27	19	LONG TALL SALLY (EP)—*Beatles (Parlophone)—Southern/Northern Songs/Essex/Aberbach	Parlophone
28	21	HELLO DOLLY—Louis Armstrong (London)—Chappell	London
29	—	THIS GIRL FROM IPANEMA—Stan Getz/Joao Gilberto (Verve)—Leeds Music	Verve
30	29	LA BAMBA—Crickets (Liberty)—Zycote Music	Liberty

CHILE

This Two Weeks Ago

1	1	NATALIE—Gilbert Becaud (O); Hnos. Arriagada (O)	O
2	—	NO TOQUES ESA CANCION—Los Ramblers (O)	O
3	6	OJALA ESTA NOCHE (Pink Panther)—Mike Clifford (AU); Bambi (CRC); Miranda Martino (RCA); Plas Johnson (Capitol)	AU
4	3	FIEBRE RITMICA—Pat Henry (O)	O
5	—	NO SABRAS MI DOLOR—Frankie Laine (CBS)	CBS
6	—	UN NINO LLAMADO JOHN—Arturo Millan (Philips); Trio Inspiracion (RCA)	Philips
7	4	AL PASAR ESA EDAD—Red Juniors (Poydor)	Poydor
8	—	TU CAMBIARAS—Marisa (Poydor)	Poydor
9	2	COMO TE EXTRANO MI AMOR—Leo Dan (CBS); Willy Monti (Demon)	CBS
10	—	YO SE—Los Tigres (O)	O

DENMARK

(Courtesy Quam Musikbureau)
*Denotes local origin

This Week	Last Week	Title	Label
1	—	A HARD DAY'S NIGHT—Beatles (Parlophone)—Multitone	Parlophone
2	1	LONG TALL SALLY—Beatles (Odeon)—Belinda	Odeon
3	2	KISSIN' COUSINS—Elvis Presley (RCA)—Belinda	RCA
4	6	I LOVE YOU BECAUSE—Jim Reeves (RCA)—Multitone	RCA
5	7	SHIMMY SHIMMY—Weedons (Sonet)—No Publisher	Sonet
6	6	CONSTANTLY—Cliff Richard (Columbia)—Stockholms Musikprod.	Columbia
7	8	AIN'T SHE SWEET—Beatles (Polydor)—Bens Music AB	Polydor
8	5	NU REJSER JEG HJEM (Detroit City)—*Gustav Winckler (Sonet)—Belinda	Sonet
9	—	TAK ER KUN ET FLATTIGT ORD—*Poul Bundgaard (Tono)—Multitone	Tono
10	—	HELLO, DOLLY—Louis Armstrong (Kapp)—Imudico	Kapp

EIRE

(Courtesy Evening Press, Dublin)
This Last Week Week

1	1	HARD DAY'S NIGHT—Beatles (Parlophone)—Northern Songs	Parlophone
2	6	I WON'T FORGET YOU—Jim Reeves (RCA Victor)—Burlington	RCA Victor
3	2	IT'S ALL OVER NOW—Rolling Stones (Decca)—Kags	Decca
4	4	SOMEONE, SOMEONE—Brian Poole and the Tremeloes (Decca)—Meric	Decca
5	3	LIVERPOOL LOU—Dominic Behan (Piccadilly)—Active	Piccadilly
6	—	CALL UP THE GROUPS—Barron-Knights (Columbia)—Various	Columbia
7	7	HOUSE OF THE RISING SUN—Animals (Columbia)—Keith Prowse	Columbia
8	—	ON THE BEACH—Cliff Richard (Columbia)—Elstree	Columbia
9	5	KISSIN' COUSINS—Elvis Presley (RCA Victor)—December	RCA Victor
10	8	HELLO DOLLY—Louis Armstrong (London)—E. H. Morris	London

FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine)
*Denotes local origin

This Week	Two Weeks Ago	Title	Label
1	1	UNA LACRIMA SUL VISCO—Bobby Solo (CBS)—Bens	CBS
2	3	MA VIE—Alain Barriere (RCA)—Tutti/Primavera	RCA
3	2	QUAND LES ROSES—*Adamo (Pathe)—Ardmore & Beechwood	Pathe
4	—	CHAQUE INSTANT DE CHAQUE JOUR—Sheila (Philips)—Belindamusic	Philips
5	4	A TOI DE CHOSIR/RIEN QUE TOI—Richard Anthony (Columbia)—Chappell	Columbia
6	—	LA FERME DU BONHEUR—Claude Francois (Fontana)—Southern	Fontana
7	7	ZORRO EST ARRIVE—Henri Salvador (Salvador)—Belindamusic	Salvador
8	5	SI JAMAIS—*Adamo (Pathe)—Ardmore & Beechwood	Pathe
9	6	LES MAUVAIS GARCONS—Johnny Hallyday (Philips)—Labrador	Philips
10	—	CE MONDE—Richard Anthony (Columbia)—Belindamusic	Columbia

(Alternates with Flemish Belgium chart)

HOLLAND

(Courtesy Platennieuws)

This Week	Last Week	Title	Label
1	—	LONG TALL SALLY—Beatles (Parlophone)	Parlophone
2	2	HELLO, DOLLY—Louis Armstrong (Kapp)—Chappell	Kapp
3	1	CONSTANTLY—Cliff Richard (Columbia)—World Music	Columbia
4	—	IT'S OVER—Roy Orbison (London)	London
5	5	A HARD DAY'S NIGHT—Beatles (Parlophone)—Ed Bisart	Parlophone
6	6	MY BOY LOLLIPOP—Millie (Fontana)—Holland Music	Fontana
7	4	ONLY FRIENDS—Francoise Hardy (Vogue)	Vogue
8	—	IT'S ALL OVER NOW—Rolling Stones (Decca)	Decca
9	8	VOUS PERMETTEZ, MONSIEUR—Adamo (Pathe)—Anagon Music	Pathe
10	9	QUAND LES ROSES—Adamo (His Master's Voice)—Anagon Music	His Master's Voice

HONG KONG

This Last Week Week

1	1	A HARD DAY'S NIGHT—The Beatles (Parlophone)—Northern Sounds, Inc.	Parlophone
2	2	NON HO L'ETA—Gigliola Cinquetti (Diamond)	Diamond
3	3	LONG TALL SALLY—The Beatles (Parlophone)—Northern Sounds	Parlophone
4	4	FUGITIVE—The Ventures (Liberty)—Little Darlin' Music	Liberty
5	5	HELLO DOLLY—Louis Armstrong (Kapp)—E. H. Morris	Kapp
6	6	LITTLE PEANUT SHELL—The Fabulous Echoes (Diamond)—Jim Skip Music, Inc.	Diamond
7	—	IT'S OVER—Roy Orbison (London)	London
8	7	ON THE BEACH—Cliff Richard and the Shadows (Columbia)—Elstree Music & Shadows Music	Columbia
9	8	LOVE ME WITH ALL YOUR HEART—Ray Charles Singers—(Command)—Peer Int'l	Command
10	—	SOMEONE, SOMEONE—Brian Poole (Decca)	Decca

HUNGARY

*Denotes local origin

This Week	Last Week	Title	Label
1	—	KICSI ROMAI LANY—Gyorgy Korda (Editio Musica)	Editio Musica
2	—	OSZI ESO—Lehel Nemeth (Editio Musica)	Editio Musica
3	—	ALFA ROMEO—Janos Koos (Editio Musica)	Editio Musica
4	—	KEK OBOL—Erzsi Kovacs (Editio Musica)	Editio Musica
5	—	ALLNEK A HEGYTETON—Lehel Nemeth (Editio Musica)	Editio Musica
6	—	NINCSENEK EGBEN AZ ANGYALOK—Lehel Nemeth (Editio Musica)	Editio Musica
7	—	CAMPING TWIST—Janos Koos (Editio Musica)	Editio Musica
8	—	FUTYULOK A TWISTRE—Lehel Nemeth (Editio Musica)	Editio Musica
9	—	BARATEM A PAPAGALY—Maria Toldi (Editio Musica)	Editio Musica
10	—	GIOVANNE—Gyorgy Korda—(Accordo Ed. Musicali, Italy)	Accordo Ed. Musicali

(All recordings on the Qualiton label)

MEXICO

(Courtesy Audiomusica)
*Denotes local origin

This Week	Last Week	Title	Label
1	1	TIJUANA—The Persuaders (Gamma)—Grever	Gamma
2	4	PERDONAME MI VIDA—*Alberto Vasquez (Musart)—Pham	Musart
3	6	I WANT TO HOLD YOUR HAND—The Beatles (Musart)—Pending	Musart
4	3	AVE DE PASO—*Sonia Lopez (CBS)—Brambila	CBS
5	2	ANGELITO—*The Seven Days (Peerless)—Grever	Peerless
6	5	LA CORRIENTE—*Javier Solis (CBS)—Musi-Mex	CBS
7	8	INVIERNO TRISTE (Blue Winter)—Connie Francis (MGM)—Grever	MGM
8	—	ORANGUTAN—*Sonora Santanera (CBS)—Brambila	CBS
9	7	MUEVANSE TODOS—*Vianey Valdez (Peerless)—Grever	Peerless
10	9	HERMOSISIMO LUCERO—*Alegresde Teran (CBS)—Emmi	CBS

PHILIPPINES

This Last Week Week

1	2	IF EVER I WOULD LEAVE YOU—Robert Goulet (Columbia)—Mareco	Columbia
2	3	BABY WHAT'D I SAY—Elvis Presley (RCA) Filipinas Record Corp.	RCA
3	1	FROM RUSSIA WITH LOVE—Jack Jones (Kapp)—Mareco; Matt Monro (Parlophone)—Dyna	Kapp
4	5	THE GOOD LIFE—Tony Bennett (Columbia)—Mareco	Columbia
5	—	OWEE OWEE OWEE OWEE—The West Wings (Columbia)—Mareco	Columbia
6	9	CIELITO LINDO—Trini Lopez (Reprise)—Cosdel	Reprise
7	—	YES, I UNDERSTAND—Patsy Cline (Decca)—Hidcor	Decca
8	—	IF YOU WANNA BE HAPPY—Trini Lopez (Reprise)—Cosdel	Reprise
9	—	MOSHI MOSHI—Jubilee Four and the Jetblacks (Notewell)—No license	Notewell
10	7	ROLL OVER BEETHOVEN—Beatles (Parlophone)—Dyna	Parlophone

There's a new note in self-service sales!



Progressive, big name labels are taking note of Cryovac Y-Film's new look for record albums. Labels and Pressers have found that: Cryovac Y-Film protects albums better and longer — it does not yellow or turn brittle. Y-Film gives albums a clear, high-gloss sheen that sells on sight... and yet this fantastic Y-Film is economical and easy to use. So look into Y-Film soon! Find out for yourself that the Cryovac way 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.

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

I'M ON THE OUTSIDE (LOOKING IN)
Little Anthony & the Imperials, DCP 1104

DANCING IN THE STREET
Martha & the Vandellas, Gordy 7033

★ 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.

THE DARTELL STOMP . . .
Mustangs, Providence 401 (Goins, BMI) (Chicago)

YOU PULLED A FAST ONE . . .
V.I.P.'S, Big Top 518 (Aberbach, BMI) (Philadelphia)

LA LA . . .
Cobras, Swan 4176 (Styletone, BMI) (Philadelphia)

LET ME LOVE YOU . . .
B. B. King, Kent 396 (MMPC, BMI) (Detroit)

NEWS OF THE WORLD

• *Continued from page 14*

said his recording was heard by Mrs. David Morris, president of Peer International, when she was in Hong Kong recently, and the taped recording was flown to the firm's headquarters in New York. . . . A new sound in modern music will soon be heard in the Orient, according to Lin Arison, a former music adviser to President Chiang Kai-shek. The jazz the Indonesians are playing today "is among the

best I have ever heard," he said. Arison revealed that jazz enthusiasts in Indonesia are keen Shering and Brubeck fans, and said the country was capable of producing some very fine jazz musicians. He made special mention of a young singer, Helen Pasaribu, who sounds very much like June Christy. There are 39 radio stations in Indonesia and they play a lot of good jazz. A recently organized Indonesian Jazz Festival drew SRO crowds.

It doesn't happen here very often, but a Hong Kong audience gave a standing ovation to Artur Rubinstein, fresh from a triumphant tour of Australia. The 75-year-old maestro dazzled music lovers with a program that ranged from the restrained old masters to Liszt and Villa Lobos. **CARL MYATT**

BUDAPEST

Hungarian-born American composer Dr. Albert Szirmai, Chappell vice-president, visited Budapest for a few weeks to see relatives and friends. He also attended the 50th performance of his running operetta "Tunderlaki Lanyok" (The Tunderlak Girls), at the Municipal Operette Theater in Budapest. Karel Vlach's Czechoslovakian Big Band, which played successful dates in suburban areas, did poorly in Budapest. Vlach used to score great success with his Hungarian fans but was unable to shake up his young audience this year. They seem to be tired of the traditional big band sound and

rumination of evergreens. . . . Honoring the memory of Pierre Monteux, Budapest Radio devoted a 75-minute broadcast to his works.

Your reporter leaves Budapest Sept. 10 to visit some western countries. He will visit music business people in Austria, West Germany and Switzerland. . . . The International Folk Music Council holds its 17th session here Aug. 17 to 25. Professor Zoltan Kodaly will open the session, which will be held at the Hungarian Scientific Academy. More than 200 delegates from all over the world will attend.

PAUL GYONGY

HOUSTON

Pearl Bailey will open at the Cork Club Sept. 3. . . . The Kim Brothers, brought from Korea by their successful Kim Sisters, will headline the entertainment bill at the International Trade and Travel Fair, scheduled for September. . . . The Andrews Sisters are at the Cork Club. . . . The grand marshal of the Texas Prison Rodeo in Huntsville in October will be Jimmy Dean. His TV show returns for its second season this fall.

SINGAPORE

Jerry Thomas, international director of Liberty, Dolton and Imperial Records, recently visited leading importers and dealers here. . . . S. P. Sims, who has been in the music-record business here for 25 years, has resigned as managing director of E. S. Isaac & Company, Singapore, and will head Cosdel & Company at 22-B Clemenceau House, Clemenceau Avenue, Singapore 9, Malaysia.

WALLY CHAN

WARSAW

East Berlin's famous Friedrichstadt Palast Revue has just ended a highly successful season in Poland. The bill includes acrobats, harmony groups, a big band and pretty showgirls — a company of 100 entertainers. Director W. E. Stuck said that the company's traditions go back a long time. At one time Marlene Dietrich, Max Reinhardt and Richard Tauber worked with the theater. . . . Warsaw's Bossa Nova Combo is currently making a two-month tour of Mongolia and the Soviet Union. There are 20 variety artists with them on the tour, which takes in Irkutsk, Sverdlovsk, Tashkent and the Crimea. . . . Argentinian manager and movie man Saulo Benavente has been in Poland looking for variety and cabaret artists who would be suitable for tours of Argentina and other Latin American countries.

Poland's Blue and Black Big Beat Band is making a two-month tour of Sweden. . . . Pop singer Helena Majdaniec, who appeared with the BBBB at the Olympia Music Hall in Paris last



I just "CAN'T GET OVER THE BOSSA NOVA"

Love, Eydie.

P.S.: Steve's wild about it, too!

(Advertisement)

Pitch Leaves Em Weeping

• *Continued from page 16*

WEEP to call station manager Arthur Gunther. The first 10 or so to call would receive a Beatles album.

Unknown to Gunther, who was weekending in Erie, Pa., 982 phone calls come in to his home number. Gunther employs an answering service at 25 cents per call while he is out of the city.

Hinderling received a bill for \$245 covering Friday, Saturday and Sunday and a curt letter from Gunther describing the ire of the answering service who had to pay overtime for the unforeseen heavy load of phone calls.

Hinderling opined that he and Biondi were not responsible for the fact that Gunther had hired an answering service and so explained Biondi on his Mutual show.

Gunther fired back a telegram which stated "the hundreds of phone calls have not convinced me that you should not pay this bill. Please be advised that I intend to collect \$245 even if it should be necessary to sue. Until this matter has been settled to my satisfaction your show will not be heard over WEEP Radio!"

season, is currently appearing in Italy. . . . International Jazz Jamboree will be held in Warsaw between Oct. 17-24. The U. S. Big City Blues group, with vocalist and guitarist Howlin Wolf, plan to appear.

ROMAN WASCHKO

MANILA

A new local group, the Moonstrucks, are the first vocal and instrumental group in this area to gain popularity since the Beatles. The group appeared at the Rizal Theater here Aug. 6 in a benefit concert to help raise money for St. Rosario church. . . . Two shows were given at Araneta "Dome" Coliseum in Cubao, Quezon City, by the Tommy Dorsey show. Featuring the Dorsey band under the baton of Sam Donahue, others receiving advance billing were Frank Sinatra Jr., Charlie Shavers, Pied Pipers, Frances Donahue and Jane Thomas.

Many Filipino artists are now appearing abroad, among them Bimbo Danao in Japan; Nick Abelardo Jr. in Guam; Peter Aristorenas in Bangkok; Baby Jane touring throughout the Far East; Pepe Merto in Japan. Cesar Velasco in Hong Kong and Dulcy Din on a Far East tour. Danao, Baby Jane and Dulcy Din are singers. Abelardo, Aristorenas, Merto and Velasco are bandleaders. . . . President Mac-

(Continued on page 40)

THREE BILLBOARD SPOTLIGHTS IN ONE ISSUE (8-15)

MARTHA & THE VANDELLAS
"DANCING IN THE STREET"

GORDY 7033

TOMMY GOOD
"BABY I MISS YOU"

GORDY 7034

CAROLYN CRAWFORD
"MY SMILE IS JUST A FROWN"

MOTOWN 1064

HITS ARE OUR BUSINESS . . . AND YOURS

—NOW A NATIONWIDE HIT—
CLIMBING IN ALL CHARTS

JOE HINTON'S
"FUNNY"

Backbeat 541

★ ★ ★ ★ ★ ★ ★ ★ ★ ★

TWO SURE FIRE HITS!!

JUNIOR PARKER'S
"LAST NIGHT"

Duke 362

★ ★ ★ ★ ★ ★ ★ ★ ★ ★

AL "T.N.T." BRAGGS
"I JUST CAN'T GET OVER YOU"

Peacock 1931

★ ★ ★ ★ ★ ★ ★ ★ ★ ★

DUKE & PEACOCK RECORDS, Inc.

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Houston 26, Texas
OR 3-2611



Good Programming!
WHEN YOU'RE SMILING!

b/w
AIN'T MISBEHAVIN'
CAROL CHANNING
(Command)

•
CONNIE FRANCIS'
Great Version of
I CAN'T BELIEVE
THAT YOU'RE IN
LOVE WITH ME

in the MGM Album & Film
"Looking for Love"
MILLS MUSIC, INC., N. Y.

All Trades Pick!

"THE HAPPIEST
BIRTHDAY PARTY"

THE LOLLY-POPS

Jamie 1283



Jamie/Guyden Dist. Corp.
Phila. 21, Pa.

COMING UP STRONG!

Frank Darris Sings
ANGEL FACE AND
DEVIL MIND

c/w

RUBY ANN

Published by Elgin Music
BRITE STAR RECORDS
National Dist.
Newbury, Ohio

DON COVAY
MERCY,
MERCY
ROSEMARY
801
DISTRIBUTED BY ATLANTIC

LOOKING
FOR A PLATING PLANT
IN TOKYO?

Check page 159 of Billboard's
1964-65 International
Buyer's Guide.

RECORD DEALERS!

THINKING OF ADDING AN
EQUIPMENT LINE TO YOUR RETAIL
RECORD OPERATION?

Watch for Billboard's big October 3 issue
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. . . with several feature articles devoted
exclusively to the profit opportunities in

phono/tape/radio equipment and accessories

A year-round handbook of profit-making information

audio video retailer

PHONOGRAPHS • RADIO • TELEVISION • TAPE • HI-FI COMPONENTS • ACCESSORIES

Goldman Bows Four New Disk Cabinets



MODEL D-37



MODEL D-1966



MODEL D-361



MODEL D-169

NEW YORK — Four new phonograph record storage cabinets were introduced recently by Louis R. Goldman & Company, national sales representatives here, for a wide line of furniture specialties, phonographs and radios.

Model D-361 is a full 30-inch swing-out-door cabinet, which will hold 200 records. List price is \$14.88. Model D-37 is a 36-inch cabinet, holding some 250 records and designed to sell at \$15.88.

Model D-1966 has venetian doors which are interchangeable. The unit is priced to sell at \$19.88. Model D-169 has a single hutch, holds over 500 records and is designed to be sold at \$24.88.

STORE JOINS BEATLES PUSH

ROME — Carish has joined United Artists and a chain of Italian department stores to make the week beginning Aug. 21 "Beatles Week" to promote the opening of the film, "A Hard Day's Night."

The film, known in Italy as "All for One," will be featured in window displays along with the disks of the singers and various items of apparel and wigs endorsed by the quartet. It will probably be the biggest disk-film-store tie-in of this nature ever attempted in Italy.

EQUIPMENT NEWSLETTER

1964--The Year of the Console

By DAVID LACHENBRUCH
Contributing Editor

The recent mild slump in the phonograph market appears to be at an end, and a new sales record may be in prospect for this year.

A pickup has begun which could mean that this year's total sales of portable and console phonos could well exceed last year's all-time high of 5.1 million units (distributor-to-dealer sales) and \$417 million in factory value. We base our prediction not only on talks with dealers and manufacturers, but on sales results for the first half of this year, as tabulated by the Electronic Industries Association. (Unfortunately, no figures of any kind are available to indicate sales and production of high fidelity components.)

The most striking trend showing up in the EIA figures is a very solid indication that this is the year of the console.

According to the figures on distributor sales to retailers, 40 per cent of the phonographs sold during the first half of 1964 were consoles, as compared with 36 per cent during the same 1963 period. During June alone, console sales were 26 per cent ahead of June 1963, while portable sales were up only about 1 per cent.

Total phonograph sales for the first half of this year were about 6 per cent below first-half unit sales in 1963. But a breakdown shows portable sales down 12 per cent, and console sales actually 3 per cent ahead of last year.

To be completely accurate about it, what this means is that dealers are buying a far greater proportion of consoles to portables than they did last year. There are no published retail sales figures, so we have to assume that dealer purchases pretty well reflect retail buying. This, in turn, ignores the question of dealer-loading—but it's a pretty safe observation that there probably is a relatively little excessive dealer-loading going on right now. At least, there should be very little after last year's debacle.

It may well be that some dealers are still heavy on portables purchased many months ago—but even so, there's no question that the figures show an increasing demand for consoles. (Incidentally, EIA statistics include "component ensembles" as consoles, if they are available only as packages.)

What this all seems to mean is that the phonograph industry is beginning to enjoy a bigger share of the nation's prosperity. It means that more and more people, when they think of

phonographs, no longer think in terms of portables, but full-fledged stereo consoles.

Behind the improvement in console sales is the sharp upgrading in the quality of the packaged console in the last two years—and especially within the last year. Two years ago, when the packaged phono industry was putting a major emphasis on price, console sales were slipping badly, while portable sales climbed.

The upgrading process in console phonographs is bound to continue. The use of transistors, for example, is making possible tighter packaging, closer enclosures, more sealed units. No longer does a large console have to be left open in the back for heat dissipation. More and more air-suspension speaker units will be used in console phonographs. The higher the quality, the easier they'll be to sell.

Are the consoles' gains being made at the expense of components? We would guess not. From all indications, stereo component sales are improving, too—possibly at a greater rate than packaged merchandise.

Actually, the increase in console sales in 1964 over 1963 could be greater (in units) than the total annual sales of component amplifiers!

With this in mind, it's not fair to say that components are suffering because of the upgrading of consoles. The two categories simply are not in the same league in terms of sales volume.

We do believe it is true that component sales would be increasing far faster today were it not for the improved quality of packaged goods. Component manufacturers' expeditions into the console market, successful as they may have been, would have received far greater consumer response had it not been for this improvement in packaged machines.

The lines between component and packaged equipment are getting very blurry. Component manufacturers make consoles and portables. Package manufacturers make components. You can buy cheap components and expensive packages, cheap packages and expensive components. We suspect that you can't draw a line in terms of quality, either. Nor can the descriptive word "audiophile" be used to distinguish between the two types of equipment, because many "packages" by mass-production manufacturers use parts identical to those sold for component systems. (We will welcome any letters, irate or otherwise, on this subject, and will be happy to provide equal space.)

The real point is this: The quality of packaged phonographs, on the average, has risen sharply. This improvement in quality is meeting public response. If anyone really doubts that the public knows and wants quality, he has only to consult the sales figures.

June Phono Sales Climb

WASHINGTON — Phonograph sales climbed sharply in June, according to figures released last week by the Electronic Industries Association's marketing services department.

Distributor sales of portable/table phonographs totaled 217,171 in June compared to 136,669 in May. A total of 989,010 units were sold in the first six months of this year, compared to 1,122,725 for the comparable

period last year. Some 215,036 portable/table models were sold in June 1963.

Distributor sales of consoles totaled 126,026 units in June, compared to 70,682 in May. There were 658,355 consoles sold during the January-June period this year, against 636,745 in 1963. In June 1963, some 100,007 units were sold.

Factory sales of portable/table models totaled 310,742 in

June, compared to 132,959 in May. The total for the first six months was 1,047,190, against 1,191,326 for the same period last year. There were 305,946 units sold in June 1963.

A total of 153,027 consoles were sold at the factory during June, compared to 70,936 in May. Six-month totals were 656,819 in 1964 and 702,972 in 1963. There were 149,253 units sold in June 1963.

TV & Radio Sales Up Sharply

WASHINGTON—Black and white TV and radio distributor sales in June were almost double those in May, according to figures released by the Electronic Industries Association last week.

Monochrome TV sales were 613,124 in June, compared to 396,528 in May. Radio sales climbed to 868,247 over 571,989 in May.

During the first six months of this year, 3,443,073 monochrome sets were distributed, against 2,956,808 during the same period last year. In June 1963, 541,810 sets were sold.

Radio Sales Up

Distributor sales for radio (excluding auto) totaled 4,019,448 in the January-June period, compared to 3,935,670 in 1963.

There were 811,923 radios sold in June 1963.

Total TV production for June (color and black and white) was 835,510. Year-to-date total was 4,492,801. Of the production total, 711,785 sets were monochrome, compared to 487,148 the month before.

The January-June total was

(Continued on page 37)

RECORD DEALERS!

Is your merchandising know-how making the most of the "Budget Record Boom"?

Watch for Billboard's big October 3 issue containing the giant Dealer Section on

RECORD RETAILING TODAY

Meeting the Challenge of a Changing Market... with a special feature article devoted exclusively to the "Budget Record Market" A year-round handbook of profit-making information

BEST SELLING

PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTING UNDER \$30

POSITION			BRAND	% OF TOTAL POINTS
This Issue	5/2/64 Issue	1/25/64 Issue		
1	1	1	Decca	29.5
2	2	2	Masterwork	19.5
3	5	4	RCA Victor	10.0
4	3	3	Capitol	9.3
5	4	5	Symphonic	4.2
6	—	7	Voice of Music (V-M)	3.5
			Others	24.0

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

5/2/64 Issue: Commodore (6); Dean (6); Zenith (8).
1/25/64 Issue: Zenith (6).

DISK DEALS FOR DEALERS

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

- ATLANTIC-ATCO**—Expires Aug. 31, 1964. Started July 1, 1964. Distributor receives 12.5 per cent discount on entire LP catalog, including all new releases.
- ABC-PARAMOUNT**—Expires Sept. 30, 1964. Started June 28, 1964. A 12½ per cent discount on all new and catalog merchandise.
- IMPULSE**—Expires Sept. 30, 1964. Started June 28, 1964. A 12½ per cent discount on all new and catalog merchandise.
- TANGERINE**—Expires Sept. 30, 1964. Started June 28, 1964. A 12½ per cent discount on all new and catalog merchandise.
- GNP CRESCENDO**—Expiration date indefinite. Started Jan. 1, 1964. The 600 series—buy five, get one free. Regular series—buy nine, get one free.
- GATEWAY**—Expiration indefinite. Started March 13, 1964. Two free records for every 10 purchased in series 1100, 1200, 1400, 1600. One free record for every 10 purchased in series 2000, 7000, 8000, 9000, with the exception of 9001 and 9003; buy 10 get two free.
- DOOTO**—Expiration indefinite. Started May 23, 1964. Buy five, get one free on all Comedy Records.
- FOLKWAYS**—Expiration indefinite. Started July 7, 1964. Eight pre-packed units (10 records per pack), one pre-pack free with purchase of five pre-packs, rest of Folkways catalog at 12½ per cent additional discount.
- ARHOOLIE RECORDS**—Expiration date indefinite. Started Sept. 1, 1964. Distributor receives two free with every 10 bought on new product; one free with 10 on catalog items.

RECORD DEALERS!

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A year-round handbook of profit-making information



I just "CAN'T GET OVER THE BOSSA NOVA"
Best, Steve.

P.S.: I love the way Eydie sings it!
(Advertisement)

TV, Radio Sales Up Sharply

• Continued from page 36

3,893,456 against 3,459,921 during the same period last year. There were 665,004 monochrome sold in June 1963.

All-Channel Sets Climb

A total of 703,790 all-channel sets were produced in June compared to 483,219 in May. Year-to-date totals were 1,741,157 in 1964 and 433,339 in 1963. In June of last year, 107,500 all-channel sets were produced.

Color TV sets produced in June totaled 123,725 against 97,075 the month before. A total of 599,345 color sets were produced during the first six months of this year.

Total radio production for June was 1,770,884, compared to 1,410,660 in May. Year-to-date totals were 8,939,238 this year and 8,585,238 in 1963. There were 1,653,866 radios produced in June 1963.

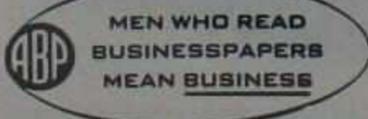


PAUL UNGAR heads Inter-Mark Electronics, Ltd., last week named exclusive Canadian distributor of Craig-Panorama tape recorders. Ungar is forming Canadian Panorama to handle distribution.

LOOKING

FOR AN EXPORTER IN LONDON?

Check page 184 of Billboard's 1964-65 International Buyer's Guide.



B. B. KING

A TWO SIDED HIT!

"LET ME LOVE YOU"

b/w

"YOU'RE GONNA MISS ME"

Kent #396

JOHNNY WILLIAMS

"YOU'VE GOT IT"

Kent #400

★ JUST RELEASED

LOWELL FULSOM

"TOO MANY DRIVERS"

Kent #401



1435 S. La Cienega Blvd.
Los Angeles, Calif.

'It's All Selling,' Says D.C.'s Waxie Maxie

By MILDRED HALL

WASHINGTON—A good 12 blocks out of the mainstream of Washington's downtown metropolitan shopping center, the Quality Music Store has bucked three months of streets so torn up the only near access is on foot. It may be as many months and more before Max Silverman's main store (there is a branch farther out) sees normal traffic outside of its windows. But sales are holding up well, and Max is not worried. His customers are "steadies." They are not impulse buyers, or local traffic. They come from distances and intend to buy music.

Max Silverman — more familiarly known as "Waxie Maxie" in the District of Columbia, also in label centers in New York and Hollywood—runs a unique operation. It is strictly for a Negro clientele in an all-Negro area. He has been doing it for 27 years.

Max credits sales of merchandise with the records as a built-in stabilizer, a "plus" business that no record dealer can afford to pass up. It is part of being a good retailer. Quality Music may be unique, but its owner applies sound retailing principles that would make a successful operation of selling anything, anywhere. He believes that good bookkeeping, good inventory, good accounting, and adjustments to local needs are ground-floor necessities.

Dealer Works Harder

Retailing in records may mean that the dealer works a little harder, a little faster, and puts in longer hours. He takes more care to keep inventory up to the minute because of the problems of obsolescence which is acute in the business. But in the long run—it's all selling, Max believes.

In his 27 years in the business, Max says he has seen more than 20 rival record stores start up and fold in his immediate area. Some of the would-be's came to him for advice before starting up. There was a mushrooming of would-be record dealers when G.I.'s came home from World War II and from Korea, inoculated with months and years of close contact with records through short-wave radio and USO. With three or four thousands dollars saved, they would ask how to start their own business.

Max would advise them not to try. At least \$20,000 to \$30,000 in capital or credit backing is the minimum to start. Also,

side income is needed to see a new dealer through perhaps a year or two until the store really begins to pay off. "Nobody ever believed me. They all tried and went under." Then there is the matter of working 12 to 14 hours a day, which Max did for the first 15 years of operation.

Takes It Easy

Waxie Maxie is taking it a little easier now—he has two top men, one on record-keeping and inventory, one in charge of personnel. In the two stores there are about 17 employees. In the main Quality Music store there are usually six or seven salespeople on the floor.

Everyone is encouraged to come up with new ideas, new gimmicks, new promotions, new routes to customer convenience. Everybody sells. If a customer isn't sure of what he wants in the way of merchandise—someone is there to help him decide which of the items in the case prominently displayed he'd like. Records are played for the customer who isn't sure what versions he wants, or what artist or group.

Too many dealers, Max believes, are doubtful about merchandising values in addition to record selling. "Don't be fooled by how small a part of the business the daily sales of merchandise may seem," is Max's advice. His stores keep an inventory of about 200 record players on hand at all times, low-priced. If sales are three a day, that's 15 a week. The mark-up is considerably more in these sales than on records. And it's all "plus" business.

The sales of phonograph needles and record accessories alone pay for rent, light, phone and heat in a year at Quality Music. Selling needles in depth is one of the things few dealers do—but Quality Music carries every kind in stock, without exception.

Has Big Needle Stock

"In 99 cases out of 100, when a customer asks for a needle, we have the right one. Not many dealers will bother. We keep not only the catalogs and the cor-

relation charts—we have the know-how and the merchandise. Only about four out of my whole staff knows the needle stock, but I make sure there's always one of them on the floor at all times. Even if I'm going to get a request for a certain needle maybe once in six years—I've got to have it," says Max.

The thing to remember is that on all non-record merchandise, profit mark-up is high, although rate of sales may seem slow—and the dealer doesn't have to worry much about obsolescence. "If I sell \$50 worth of accessories in the course of a day, I make \$35 profit. In a month, I've made it \$1,000. If I sell \$500 worth of records, there's only a \$50 profit."

Take a little matter of sun glasses as a sideline for summer. They've sold about 200 dozen in Quality Music stores in the past six weeks, and expect to sell that many more by the end of summer. The glasses are Italian imports—including the popular wrap-arounds—sells for 88 cents and make a profit of about \$5 on a dozen. When they've sold 300 dozen the store has cleared \$1,500. "See what I mean?" says Waxie Maxie.

Bongos Peter Out

He tried bongos and a few musical instruments, but "they petered out quickly." He also tried some non-musical appliance lines for a while, but they didn't go. Record store customers don't buy refrigerators and air conditioners, in his experience. The sidelines seem to need to be in the orbit of personal and entertainment service, as are the records themselves.

The store look is lively—displays beckon with big bright-colored signs and streamers. On the right wall is a display of portable record players and tape recorders, and transistor players to take to the beach—all in low price categories. Handily near the front is a bank of record racks and carriers. Transistors are in a glass case. On the left wall is a solid bank of labeled squares containing some 1,500 45's, with

below-counter boxes of stock ready to replenish the fast sellers.

When something doesn't go—get rid of it, is the Quality Music slogan. Needless to say, there are waist-high stacks of dead-beat 45's that have to be disposed of. For some, there is return. For most, Max's answer is to give them away for promotion. He estimates the giveaway runs to 10,000 a year for the two stores.

This doesn't worry him—because it's part of a \$100,000-a-year business. He figures that the result is a \$40,000 net instead of a \$50,000 net. "I could sell them probably for a nickel each, but it doesn't pay. Giving one away brings more good will and more sales. I put on a free-record promotion—buy 10 records, get 10 free."

Likes Quick Find

Everything in the store is arranged for quick-find for customers and sales force. In the display bins of albums, every artist and every band and singing group is carried in depth. Bins are in categories, jazz, blues, vocal, instrumental, groups, bands, gospel music (a big item here and growing). In-depth selection is kept of everything the artist or group has done, in the bin—not the records, just the album covers.

The salesman gets the records out of a wall stack. Everything runs in alphabetical order and by code number. Every album bears an electric-orange sticker bearing its price as "Waxie Maxie's Discount Price."

Quality Music goes in heavily for radio promotion. There is a special audience, so they advertise heavily on the Negro-oriented stations (which, incidentally, are playing loud and clear to just as many whites, especially the young listeners and jazz fans). Two hours a night, the WOOK deejay broadcasts right in Waxie Maxie's store window.

Has Theater Trailers

The store has an animated trailer in every theater predominantly patronized by Negroes, all over the District. Max doesn't bother too much with newspaper advertising. Quality Music is selling music—and the newspaper can't tell the customer whether he'll like a certain rec-

ord. On radio, Quality Music can promote new and old-but-good records.

As part of their record promotion, the store pushes new talent, new breakouts in the area. Deejays come to them, says Max, for their reactions to records and programming, and to ask whether their customers are buying. Also, when Max thinks he has a good one, he'll push it in the store. His salespeople have their favorites and push them—and Max thinks this is all to the good. It's all open and above-board—the customers like to talk records, and they like their salespeople to show enthusiasm over favorites.

The "Oldies-but-Goodies" get special promotions, too. Sometimes there will be a week of pounding on one album—the "Run right down to the store" kind of radio pitch. This can be a big-selling album, or on some hard-to-get item, with a price dropped from perhaps a \$4.98 regular to \$2.98.

Carries Budget Stock

For the non-selective, or the small purse, there is a bin of fairly respectable budget albums for 97 cents. These may be by unknowns, but the titles draw and they have a fair sale. Everything in the store is indicated in large, clear letters, easily read, and the lighting is bright. In fact, with the records blaring, the lights glittering down on the colorful bins, banners, beckoning streamers and flags and posters—the atmosphere is carnival. To top it off, last week—another example of the lively mind of its owner—a large glass jar stood on the front counter with the name of a popular Negro entertainer who had been hospitalized with a serious operation and partial paralysis. For every album of his sold, the store puts a dollar bill in the collection bottle—and it was nearly full.

Backbone of the whole operation is knowing exactly what has sold, week to week, keeping an up-to-the-minute inventory, and being ready to reorder any day of the week when a record suddenly takes off. None of the re-ordering is done by guess or by golly—it is all done by exact tabulation in a card-file system.

Owner Max figures it takes about four hours a day to keep the files current—and he used to do it all himself in the early years of the operation. The bank



PHONOGRAPHS ARE NEATLY displayed on shelves. The prominent display sign calls the attention of the customer to Waxie Maxie's low discount price.



CUSTOMERS FIND IT HARD to decide which of the 966 different selections of 45's to choose.



THE CHECK-OUT COUNTER is an excellent showcase for such non-record merchandise as tapes, cartridges, cloths, cleaners and sunglasses.



WAXIE MAXIE occasionally presides over the check-out counter to note what the customers are buying.

Chubby's Biggest Splash!
"SHE WANTS
T'SWIM"
P 922
CHUBBY CHECKER

LOOKING
FOR A RECORD
MANUFACTURER
IN CARACAS?

Check pages 185-186 of
Billboard's 1964-65 International
Buyer's Guide.

of life cards at the back of the store tell him exactly to the record what is on hand, and two big ledgers keep track of the 45's selling — non-sellers are crossed off after two weeks.

All Sales Accounted For

No album goes out of the store unaccounted for or unidentified. Each has a sale slip giving the information. Information from the sales slips goes down on the file cards (these are outsize for easy reading). The files of cards are arranged in categories like the record browser boxes. The cards show at a glance exactly how many albums were ordered, how many sold, how many are on hand. The old-fashioned but handily clear system of four vertical lines and a diagonal cross-off for a tally of five, is used. These groups of cross-offs make a sort of rough, easy-to-read graph of how the record does week to week. Plenty of white space beside the record number shows poor sales. A string of dark cross-offs tallying 50 to 100 sales for the two stores on a record shows a winner.

Previous week's sale is a strong factor in reorder. When stock is shown low on a good seller, its card is pulled, put into a reorder file. When Monday rolls around there is no problem on what to order. And the salesman can be told exactly—not approximately—how his records are going.

Keeps Own Chart

Max plays record scores the way some people play bridge—strictly by the numbers. If an album drops to one sale for the week, but previous week sales were as high as eight or nine—he'll reorder a protective 10. But when nothing happens on a record for two weeks running—no reorder. If file cards show a record making leaps over a three-week period, say 50 to 80 or 90—it gets a bigger reorder, about 125. When the file card shows a fast take-off, but low inventory—a call goes out mid-week to the distributor.

Here, says Max, is where the record retailer with a strong background in the business has the advantage. "These people will oblige me whenever possible. It takes time to build up to the kind of business where they will help you out in a hurry when you're caught short on a hit record."

The obligation would seem to work both ways. In Max Silverman, and record and merchandise retailers like him, manufacturers and distributors know they have someone who promotes their product. He sells actively, and in depth. He keeps good records alive, pushes new ones, revives older ones, and keeps nudging his customers to buy music on records and all that goes with it.

Army Prayer Is Published

NEW YORK—"The Special Forces Prayer," the official prayer of the Special Forces of the U. S. Army, is being published by MusicMusicMusic, Inc.

Written by Chaplain Stevey of the Special Forces, with music by Ken Whitcomb of the U. S. Military Academy Band, the prayer will be engraved in its entirety on a stained glass window to be inserted in the new chapel under construction at Fort Bragg, N. C.

The composition has been recorded with a male chorus and radio stations wishing copies may write to Radio Dept., MusicMusicMusic, 249 E. 48 Street, New York City.

Symphonic Shipping Beatles' Phonograph

NEW YORK—A four-speed, portable phonograph, featuring full-color action photos of the Beatles, is being shipped this week by Symphonic Electronic Corporation.

The unit is priced to retail at \$29.95. The photos are on the cover and inside lid liner of the machine. Each phonograph is packed in a carry-home, four-color carton on which there are portrait drawings of each of the Beatles.



STATIONS BY FORMAT

• Continued from page 32

bins Nest," 8 p.m.-midnight, Sun., with Fred Robbins presenting music and taped interviews with celebrities at home and abroad. Thirty-five-man independent news operation, mobile newscruiser equipped. Special news programs: "Five o'Clock Closeup" with James Van Sickle, 10-min., M-F. "Six o'Clock Closeup," one-hour wrap-up of day's news anchored by William B. Williams with James Van Sickle, Jim Gash and Rudy Ruderman reporting the news and Kyle Rote and Joe Hasel sports. Ten-min. news, 11 p.m., M-F, with George Reading and Mike Rich. "Saturday Morning Closeup," 6 a.m.-two hour news roundup with sports, science, commentary and analysis features. "Sunday Evening Closeup," 7 p.m., award-winning documentary "News Closeup," 7:35 p.m. is part of the over-all review of major news of the week

AWRT Unit Plans Parley

SAN ANTONIO — The American Women of Radio and Television, Bluebonnet Chapter, is planning an informative program for the eighth annual Southwestern Area Conference, to be held here Sept. 18-20.

Elweita Schultz, program chairman and her co-chairman Jean Lange, have included such topics as "What Makes Women Buy?" "Formulas for Buying in a Bilingual Market" and "Our Obligation to Educate."

Members attending from the five-State area of Texas, Louisiana, Oklahoma, New Mexico and Arizona will hear speakers from San Antonio and out-of-town guests. Chairman for the conference is Judy Ann Keller.

VIGNETTES TO BE AIRED

NEW YORK—"Believe It or Not!" radio stations will be airing the one-minute vignettes culled from Ripley's famous features libraries by Creative Marketing & Communications Corporation of Cincinnati and New York.

This is the first time Ripley's syndicated newspaper illustrated featurettes and books are being released to radio stations, although Robert L. Ripley starred in his own live network radio show on NBC many years ago.

The radio production firm headed by John P. Fields and Howard Levine, vice-president, has appointed Ed Labunski of Labunski Productions, New York, to produce the musical signature for the series.

in sports, science and finance. Live music spectaculars featuring top recording stars aired on regular basis. Live remote pickups from area night clubs on opening night. VP and Gen'l mgr., John V. B. Sullivan. Prog. dir., Varner Paulsen. Records and albums should be directed to Al Trilling, music director, WNEW, 565 Fifth Ave., N. Y. C. 10022.

WOR: 50,000 watts. RKO General owned. Music format: Standard. Format is basically talk with music played on daily morning John Gambling show and "Martin Block Show," 11:15 a.m.-2 p.m., Sat. & Sun. "Talk" programs include: "Peter Lind Hayes and Mary Healy," "Martha Deane," "McCanns at Home," "The Fitzgeralds," "Arlene Francis," "Carlton Federicks," "Faye Henle," "Barry Farber," "Jean Sheppard," "Vincent Tracy," "Tex McCrary Time," "Radio New York," features 4:15-6 p.m., M-F. 15-min. newscasts every hour on the hour. Station-owned helicopter. Gen'l Mgr., Robert Leder. VP & Station Mgr., Robert S. Smith. Prog. mgr., James Maleer. 1440 Broadway, N. Y. C. 10018.

WPAT: 5,000 watts. Capitol Cities Broadcasting Corp. Music format: Conservative. Special programming: "Tempo," news & commentary with Kenneth Roberts, 6:30-6:45 a.m., 7:30-7:45 a.m., 8:30-8:45 a.m., M-F. VP & Gen'l Mgr., Daniel P. Weinig, Dir. of prog. ops., Stephen C. Trivers. All albums should be directed to John Krance, music director, WPAT, Hephurn Rd. Broad St., Clifton, N. J.

WQXR: 50,000 watts. Owned by New York Times. Music format: Classical-Semi-Classical-Con-

servative. Special programming: "New York Times Correspondents and the News" 7:07-7:17 p.m., M-F. Exec. VP, Elliott M. Sanger. Albums should be directed to music director, WQXR, 229 W. 43 St., N. Y. C. 10036.

WWRL: 5,000 watts. A Sonderling station. Negro-oriented programming. Music format: Rhythm & Blues, Gospel. Highly identifiable air personalities. Editorials aired four times daily. Special features: "Help Wanted" (job opportunities) once per hour 6 a.m. to 7 p.m.; "Operation X-ray" (locations of mobile X-ray units), aired once per hour 6 a.m. to 7 p.m.; "The Social Whirl," community news and information; "Advance," (autobiography of a prominent Negro) programmed four times daily, and "Aware," (public service highlights), aired eight times daily. "At Home with Alma Jon," 90 sec. Vignettes for homemaker. Gen'l mgr., Frank Ward, 41-30 58th St., N. Y. C. 11377.

WADO: 5,000 watts. Bartell Broadcasting Corp. Music format: Latin-Gospel-Jazz. Spanish language programming with Spanish newscasts 5 minutes every hour. Spanish programming 5 a.m. to 8 p.m., M-Sat.; 9 a.m.-8 p.m., Sun. Special programming: "Symphony Sid" jazz, 11 p.m.-5 a.m., M-Sat.;

(Editor's Note: Among the outstanding FM stations are WABC-FM (classical music, jazz, and pop concerts in stereo); WBFM (music of the theater and motion pictures, jazz and folk music); WNCN-FM (standard album music); WTFM-FM (semi-classical, folk, standards, opera—all in stereo); WQXR-FM, WPAT-FM (See AM listings above). Also factors in the New York market are New Jersey stations, WIRZ, 5,000 watts, programming primarily pop-standard music; WVNJ-AM-FM, conservative album music, and WNJR, rhythm & blues-gospel music. Stations are licensed to Newark. Newark market will be surveyed at a later date.)

STEVE ALAIMO

Going all the way with

"I DON'T KNOW"

c/w

"THAT'S WHAT LOVE WILL DO"

ABC 10580



"Joe Crane's Gospel Highway," 8-11 p.m. M-Sat., 5:30-9 a.m. and 8 p.m. midnight Sun. VP and Station Mgr., Sydne Kavaleer.

WEVD: 5,000 watts (special operating hrs.). Owned by Debs Memorial Radio Fund. Music format: Jazz-Classical-various. On AM and FM. Managing dir., Norman Furman. Prog. dir., Leon Goldstein.

The "WRIGHT" ANSWER!
(To Roger Miller's Dang Me)



by RUBY WRIGHT S 126

CASHBOXNewcomer Pick
BILLBOARDProgramming Special
RECORD WORLDPick
Music BusinessPick
Call your RIC Distributor NOW!

Going All the Way

HE'S IN TOWN

The Tokens

B.T. Puppy 502

Nationally distributed thru
JAY-GEE RECORD CO., INC.
318 W. 48 St., N.Y. 36, N.Y.

LOUISIANA RED

I'M TOO POOR TO DIE

JP-3002

GLOVER RECORDS

A New Smash on the Horizon!

DIANNE RENAY'S

"IT'S IN YOUR HANDS"

Fox 533



RECORD DEALERS!

Are your Jazz Record merchandising techniques keeping pace with the growing jazz audience?

Watch for Billboard's big October 3 issue containing the giant Dealer Section on

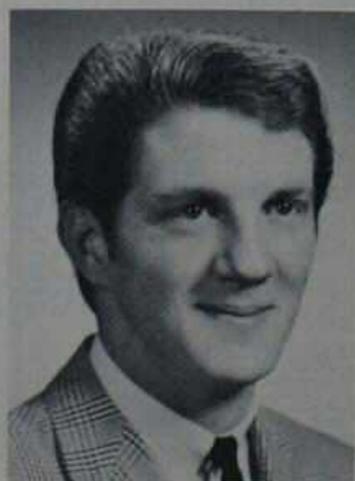
RECORD RETAILING TODAY

Meeting the Challenge of a Changing Market

... with a special feature article devoted exclusively to "Selling Jazz Records"

A year-round handbook of profit-making information

COUNTRY DJ OF THE WEEK



WSM Radio's "Mister D.J. U.S.A." Aug. 21 will be Johnny Bee, of Station WACL, Waycross, Ga. Johnny has been associated with the 5,000-watt station two years and plays 18 hours of c&w music each week. In addition, he publishes a weekly newsletter called The Beehive.

Billboard Buyers & Sellers

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

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SUCCESSFUL PROMOTION & SALES EXECUTIVE

Seeks Position With Record Manufacturer
Total of 18 years of the best kind of record experience; with proven record of success in sales and promotion for one of the five leading record manufacturers.
Experience includes 14 years with leading distributors, producing solid contacts with dealers, one-stops and rack jobbers.
Wishes to put experience and record to work on a national basis with record manufacturer. Available immediately. Please contact
BOX 115, c/o Billboard
165 West 46th Street
New York, N. Y. 10036

RESORT BURLESQUE ACT, NEW YORK area. Contact Louis Kopenhagen, 1027 E. 167 St., Bronx 59, N. Y.

ANNOUNCING a new low rate for SITUATIONS WANTED ADS

to help people in the allied fields of MUSIC, RECORD, COIN, PROMOTION, ENTERTAINMENT

to make the right, best paying connections. THIS IS THE PERFECT MEDIA FOR SELLING YOURSELF TO PROSPECTIVE EMPLOYERS.

\$2.00 will do the trick for a 1/2" ad in one issue . . . maximum 35 words, plus name and address.

MAIL COPY AND PAYMENT TO:
Billboard Classified Mart
165 W. 46th St.
New York, N. Y., 10036

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ROYALTY ADMINISTRATOR PHONOGRAPH RECORDS

Some accounting experience—minimum 3 years' experience in royalty department of a phonograph company.

Able to build and supervise staff. Will be involved with sales, royalties and licensing. Excellent opportunity. Many company benefits. For a Chicago interview, write to:

MARTIN G. WOLFERT

c/ Mercury Records
100 E. 42nd St.
New York City, N. Y.

Replies held in strictest confidence. Indicate salary requirement. An equal opportunity employer.

WANTED—PERSONAL MANAGER AND Booking Agencies (exclusive offers welcome) to handle Jimmie Jay recording star on Alpaac and Dixietone Records. Jimmie's combo travels with him to form three part stage show. Jim Mills, Box 321, Clarksville, Ark.

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

45 RPM RECENT HITS—TERRIFIC FOR promotion; two recent hits on each record; \$12 a hundred. Sample sent postpaid for 25c. Hal Faktor, 4143 W. Armitage Ave., Chicago, Ill., CA 7-3722. np-au22

MISCELLANEOUS

ATTENTION, RECORDING MFRS. AND Publishers: Be prepared for the next invasion of the Beatles with MY-BE-BE-BEA-IT, BEATLES song. Lyric excerpts "Your hair's a mess, so beat it, Beatles," back to your English shores. Hurry, hurry, hurry! Contact: John Rumsfeld, Florence 3, Wis.

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. ch-np

EDISON CYLINDER PHONOGRAPH MACHINE, 1914 model, in excellent condition, with 25 cylinder records. Best offer. Ed Goddard, Mercury Records, 35 E. Wacker, Chicago, Ill.

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

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THE LEADING MUSIC MAGAZINE OF LATIN AMERICA

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

For information and advertising rates write to

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

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 50c 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
Classifieds Per line \$1; Minimum 4 lines per insertion.
DISPLAYS: 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.

NEWS OF THE WORLD

• Continued from page 35

apagal has signed a law creating a National Commission on Culture on literature, music, drama, painting, sculpture and dance. Funds will come from 5 per cent of the collection of amusement taxes each year.

Tickets for the concerts by Andrew Segovia have not gone on sale because of the uncertainty of the artist to fulfill his engagement here for medical reasons. His representatives informed Rafael Sulueta, of International Relations, Inc., that Segovia had suffered a reaction to his first cholera inoculation. It is hoped he will appear Aug. 23 and 26. . . . Operatic star Diana Toy Monacado, 57, known as "the sweetheart of the air" here, died July 30 of a stroke. She sang regularly with the Honolulu Symphony and in the early days of vaudeville appeared here as Toy Toy.

LUIS MA TRINIDAD

LONDON

Gerry and the Pacemakers and Billy J. Kramer will headline a 15-day U. S. coast-to-coast tour this fall as a result of a deal recently set up in New York by Brian Epstein with GAC. The package will open on the West Coast Oct. 20 and may include other British names. . . . The BBC has ruled out any possibility of pop-around-the-clock on any of its three domestic services because of the extension of broadcasting hours, effective in the next four weeks. The corporation says that its agreement with the musicians union will not allow it to broadcast records for more than one fifth of its daily program output. . . . Philips has confirmed that it will join Decca and EMI in applying for the record industry's exemption from new laws banning price fixing under the Resale Price Act. Pye remains silent on the issue. . . . Transatlantic Records debuts its new Xtra label next week providing an outlet for folk and jazz material never previously available here. Releases will include disks by Pete Seeger, Sonny Terry, Memphis Slim, Art Tatum and Big Bill Broonzy—each on \$3 albums. . . . Rolling Stones' manager Andrew Oldham has denied reports that he has sold his interest in the big-earning group.

Promoters Arthur Howes and Brian Epstein have secured Mary Wells, at the Beatles' personal request, to join the group's month-long British tour which opens Oct. 9. . . . Brian Epstein was in New York recently to negotiate autumn tours for Billy J. Kramer and the Dakotas and Gerry and the Pacemakers and to negotiate a New York cafe appearance for Cilla Black. Epstein also sealed up details of his Beatles' forthcoming tour. . . . Gold disks for four more British records—Millie Small's "My Boy Lollipop," the Bachelors' "I Believe," Gerry and the Pacemakers' "Don't Let the Sun Catch You Crying" and of course the Beatles' "A Hard Day's Night" have all been confirmed as million sellers. . . . Shock news for Searchers fans; Tony Jackson, at one time the personality of the group, is quitting at the end of this month to form his own outfit. Jackson's new group will record for the same label (Pye) and will also be represented by Tito Burns. . . . The Animals are likely to join the Searchers and Dusty Springfield in Murray the K's show at the New York Paramount Theater in September. Following surprisingly low

sales on "Can't You See That She's Mine," EMI has rushed out a new Dave Clark Five single, "Thinking of You Baby." . . . American writers Bill Smith, Bill Taylor and Curtis Kirk penned "I Wouldn't Trade You for the World," the Bachelors' new single, and the first original composition the trio has waxed for an A side. . . . Visiting in London, Andy Anka announced that son Paul will probably be here in October to record, a part of RCA Victor's step-up plans. . . . On Columbia, Johnny Duncan has covered Roger Miller's "Dang Me." . . . Mrs. Bonnie Bourne has severed her Bourne Music Company's management deal with the Peter Maurice Publishing group.

Bourne Music, Ltd., have terminated their management arrangements previously held with Peter Maurice Music Company. Bourne have now opened their own London office at 34-36 Maddox St., W.1, where Len Taylor, previously with Filmusic, is general manager.

Wesley Rose, through his Acuff-Rose publishing company, has applied for a license to run an artist management business in Britain. It would be associated with the publishing setup and have the same American directors. . . . An album of compositions by Burt Bacharach is expected from Cliff Richard's recording sessions for Epic in New York next week. Richard is also expected to wax songs in Nashville and Chicago during his stay until Sept. 4. . . . Beatles' manager Brian Epstein's latest accolade: he was voted one of the Top Ten Best Dressed Men in Britain.

After quitting the Searchers, Tony Jackson is likely to be recorded independently with his new group by Rolling Stones' recording manager Andrew Oldham, although the outfit must remain with Pye under Jackson's departure arrangement. . . . Judy Garland has recorded songs from the new Lionel Bart musical "Maggie May" at EMI's London studios under Norman Newell's direction. A single and an album are expected to materialize. . . . Shirley Bassey has waxed "Who Can I Turn To," a hot number from the new Anthony Newley-Leslie Bricusse musical "The Roar of the Greasepaint—The Smell of the Crowd." CHRIS HUTCHINS

TOKYO

Artists visiting Japan soon are Chico Hamilton Quartet for concerts beginning in Tokyo Aug. 25; Herbie Mann combo performing in Tokyo Sept. 1, 2, 4, 10 and 15; Bobby Rydell arriving Sept. 15 for the second time on a two-week tour; Bob Crosby band arriving Oct. 2; Carmen Cavallaro due Oct. 29 for the second time; the Platters expected in December for the fourth visit; Stan Getz band at the end of November and Kenny Ball Dixieland Band arriving Nov. 1 for one-month tour. . . . Latin music concerts will be held in Tokyo, Osaka and other key cities beginning Sept. 20 with Trio Los Panchos, Trio Los Diamantes and Mariach Vargas. King Records has established Seven Seas Music, a publishing firm representing APT, PAMCO of ABC-Paramount and Burlington of English Decca. . . . Crown Records also formed Crown Music to sell their Japanese songs in overseas markets as well as to seek representation of American and European publishers. . . . Dick Jacobs, chief of Coral Records, arrived recently for business talks with King Records and market surveys. J. FUKUNISHI

BULK VENDING news

Bulk Industry Pressure Aided In Defeat of Co-Mingling Bill

GASTONIA, N. C.—The victory of the bulk vending industry in killing a provision of H.R. 4731 which would have banned the mingling of charms and confections, came as a result of a concerted effort on the part of traders.

Yates Baber, Gaston Carolina Service here, reports that his views had been sought by Rep. Paul F. Schenck (R., Ohio), a member of the Interstate and Foreign Commerce Committee, the group which held hearings on the provision.

According to the Ohio Congressman, many persons in the bulk vending industry opposed the measure and explained their reasons.

Baber feels that the arguments against the bill presented by industry figures were in a large measure responsible for its defeat. Here is what Baber wrote Schenck:

"Since you are a member of the House Interstate and Foreign Commerce Committee, this is to discuss H.R. 4731 which

may be up for consideration whenever the committee next meets in executive session. Portions of this bill could destroy the trade I have followed for 15 or 17 years. Your consideration and support requested. Same would benefit people in your State whom I know of.

"H.R. 4731 as approved by the Public Health and Safety Subcommittee contains provisions that would prohibit co-mingling of confections and trinkets. This will 'cut the heart' out of the ball gum vending business in this country and is the second attempt in this direction at the national level.

"Co-mingling was a matter of contention between the U. S. Health Department and Cavalier Vending of Suffolk, Va., about

15 years ago. It was finally laid to rest when an Appeals Court at Asheville, N. C., ruled in favor of the gum vending (bulk vendor) form.

"I have built or managed bulk vending routes in many areas of four States. For the last several years I have performed primarily as a factory distributor/jobber of ball gum and have operator accounts in eight southeastern States. As a jobber, calls have been made on large and small route operators from Virginia to upper Georgia, from eastern Carolinas to middle Tennessee and into upper Alabama. All contacts in any capacity in all of my years in the business have never produced any report of ill effect or harm resulting from ball gum and trinkets being mixed together in ball gum vending machines.

"Department of Commerce statistics revealed at one time that for every combined dollars worth of 5-cent and 10-cent candy bars sold, there was also 50 cents worth of gum sales.



HERB GOLDSTEIN, left, merchandising director of Oak Manufacturing Company, Los Angeles, and Hank Cartwright, co-partner with Lou Singer in Titan Vendors Supply, got together when the latter firm held open house in Omaha. The event coincided with Titan's third year with Oak. The discussions included Oak's new Future unit, shown here fully assembled. Both Singer and Cartwright are veterans in bulk vending with 20 and seven years, respectively. Titan represents Oak in Nebraska, Kansas, Colorado, and Oklahoma.

NFL Trading Cards Set for Bulk Venders

HAVERTOWN, Pa.—Trading Card Features, a division of the Philadelphia Chewing Card Corporation, is releasing National Football League trading cards for placement in card vending machines made by the Oak Manufacturing Company and the Exhibit Supply Company. Cards will be merchandised by distributors of both manufacturers.

According to R. E. Arnold, national sales manager, the series will have 198 cards featuring NFL teams and stars with special card diagramming key plays from last year's big games. Other cards feature team pictures, insignia and helmets.

The back of each card lists complete team records, statistics and a quiz cartoon. All cards are full color and varnished. Dimensions are two and a half by three and a half inches.

Available at no extra charge are 10-inch-square display signs featuring 12 sample trading cards.

According to Arnold, the NFL has authorized the trading cards this fall after a two-year ban.

Eppy Releases Beetle Trolls

JAMAICA, N.Y.—Eppy Charms, Inc., this week released Beetles Trolls, a 10-cent capsule item. The miniature insects are being released at the same time a vocal group with a similar name is making its second tour of the U. S.

Eppy Charms also re-released two items this week—Big League Baseball Rings representing the 20 major league baseball clubs, and Bouncing Putty. Both are capsuled items.

Gum sales should continue to approximate this sales ratio position and BALL GUM VENDING (bulk vending) should constitute a major sales medium. The Commerce Department is currently showing confectionary manufacturers' sales for the month of March 1964 at over \$100 million.

"My customers range in operator size from a few hundred machines up to or over 17,000 units. Operational experience has shown that usually an overall investment of about \$35 is involved by the time a single gum vender is finally placed on retail location.

"Display fixtures, service units, trucks, coin-handling and warehouse equipment, inventory, etc., are all normal investment items. Individual investments will range from \$12,000 to \$15,000 on up to nearly a million dollars.

"Skills and services of many people and production capabilities of many plants have all been gainfully involved as various individuals and firms established

(Continued on page 46)

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.80
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Mach.	18.00
N.W. Model 233, 1c Porc. Converter for 100 ct. B.C.	6.50
ABT Guns	30.00
Mills 1c 5c Gum	12.00
Acorn 8 lb. Globe	10.80

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.49
Pistachio Nuts, Jumbo Queen, White	.42
Pistachio Nuts, Large Tulip	.67
Pistachio Nuts, Vendor's Mix	.44
Pistachio Nuts, Shell, Red	.59
Cashew, Whole	.74
Cashew, Butts	.73
Peanuts, Jumbo	.45
Spanish	.37
Mixed Nuts	.37
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.36
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gums	.32
M & M, 500 ct.	.48
Hershey's	.47

Rain-Blo Gum, 72 ct.	.32
Mail-off, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct., 300 lb. minimum prepaid on all Rain-Blo 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.	1.30
Minimum order, 25 Boxes, assorted.	

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

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

IMMEDIATE DELIVERY

NEW VICTOR L. C. TOPPER

1c Mechanism
New large capacity for
1175 BALLS of
100-COUNT GUM
Equipped with De Luxe base. Standard base optional at same price.

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.

MOE MANDELL
446 W. 36th St., New York 18, N. Y.
LOngacre 4-6467

Say You Saw It in Billboard

Schoenbach For Merchandise

Leaf Brand RAIN-BLO

All Sizes
300 lbs. or more shipped prepaid.

COMPLETE SELECTION

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

CHARMS

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

New and Used

BULK VENDERS

all types including parts and supplies

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

J. SCHOENBACH

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

Vending Headquarters for VICTOR

The Most Complete and Finest Line of Bulk Vendors

NEW SELECTORAMA®

BEAUTIFUL STORE WINDOW DISPLAY

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

LOGAN DISTRIBUTING, INC.

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

Northwestern 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

Northwestern MODEL 60

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

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



WIRE, WRITE OR PHONE FOR COMPLETE DETAILS

Northwestern CORPORATION

2844 Armstrong St., Morris, Ill.
Phone: WHitney 2-1300

Buy OAK for your PROFIT LINE!

THE TITAN



\$59.50 F.O.B. Factory

Capacity of 2 Cases 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



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

Write for the name of your nearest OAK distributor

**WAREHOUSE CLEARANCE
BALL BUBBLE GUM**
120 Count—250 Count
Assorted Colors
21c per pound
"Write for Free Samples"
Terms: C.O.D., F.O.B. Los Angeles.
Box A-269
The Billboard Publishing Co.
1520 North Gower St.
Hollywood, California 90028

BULK VENDORS
Clean, in Good Working Order

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

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

RAKE Coin Machine Exchange
1214 W. Girard Ave.
Philadelphia, Pa.
CEnter 6-4493

Electronic Brain Helps To Solve Coin Shortage

By ELTON WHISENHUNT

MEMPHIS—Operators who have been having trouble with a coin shortage, take heart. A big computer with an electronic brain has solved the problem. More pennies, nickels and dimes will soon be flowing from the U. S. mints at San Francisco, Denver and Philadelphia as a result.

Here's how it happened: There is a Defense Department agency in Memphis known as the Defense Industrial Plant Equipment Center. This agency keeps tabs on the location of all defense-owned industrial equipment.

Called Defense Dept.

The U. S. Treasury Department, which wasn't turning out enough coins for the increasing number of coin and vending machines which gobble them up, called on the Defense Department to help locate more coin pressing equipment.

The agency in Memphis got clerks to get out cards on all such equipment and feed them into the computer. When the whirring was over and the lights had stopped, the agency had located stamping presses, lathes

and milling machines lying idle in storage in various parts of the country.

Save \$300,000

Happy Treasury men accepted them. The machines were shipped off to Atchison, Kan., for modification at a cost of \$200,000, said the government, a saving of \$300,000. Such machines would cost \$500.00 new.

The 17 presses and 15 other pieces of equipment will then be shipped to the mints to pump out 252 coins per minute.

The government said the agency in Memphis is a consolidation of four previous control offices, controls and keeps records on the whereabouts of 1,500,000 defense-owned items valued at about \$4 billion and the idea behind it is to prevent one government agency from buying new equipment when another agency has something idle which can be used.

Beetle Sayings Featured on Leaf Ball Gum

CHICAGO — Multi-colored Century ball gum on the Beetle are Troll theme was introduced last week by Leaf Brands. The gum has printed Beetle sayings. The Troll gum has pictures of various Troll-type characters, with such sayings as "Smiling Troll" and "Dancing Troll" underneath. Both come packed 1,800 to the case and are priced \$6.30 per case.

Penny King Ships Charms by Bus

PITTSBURGH—The Penny King Company, charm manufacturer, has launched a new shipping policy—daily deliveries by Greyhound bus.

Orders received by noon are shipped by 3:30 p.m. of the same day. Delivery is to the bus depot, with the customer picking up the merchandise there.

Delivery charges to major east Coast and Midwest cities range from \$4 to \$5 a hundred pounds.

ARA Profits Up 17% Over '63

PHILADELPHIA—The Automatic Retailers of America reported net income after taxes of \$4,190,000 for the nine-month period a year earlier.

Total revenues were \$171,976,000, 10 per cent higher than the previous year's nine-month total.

Lazars Go to N. Y.

MANCHESTER, N. H.—Mr. and Mrs. John T. Lazar, their daughter, Barbara, and a party of friends recently returned from a week's trip to New York with the Shriners' Pilgrimage. They saw the World's Fair and the big Shriners' parade. Lazar heads the Lazar Music Company, Inc., which operates amusement machines in this area.

Rat Fink Mouse Fink

Join the Fink Family!

Think Fink!

Pink Fink Other Kinds Finks

Show Your True Colors!

KARL GUGGENHEIM, INC. • JAMAICA N.Y. 11431

Guggenheim Bows Finks As Dime Charm Series

JAMAICA, N. Y.—Sophisticated moppets are the target of Karl Guggenheim, Inc.'s latest 10-cent charm series, the K. G. Fink.

Four items in the series are Rat Finks, Mouse Finks, Pink Finks and other type Finks. Items come in assorted colors with assorted colored whiskers. The series has been location-

tested and is now in full production. They may be ordered directly from the factory or from any of the Karl Guggenheim warehouses.

The Finks come in Magni-Capsules, packed 250 to a polyethylene bag and 1,000 to a carton.

Four machine-front displays are included free with each 1,000 order.

BULK BANTER

Pacific Patter

Oak Manufacturing Company, in its new plant in Los Angeles, is working around the clock to fill orders for its new Futura and Vista model machines. Right now there is about a five-week delay in delivery following the return of Herb Goldstein from a swing around the country. A humorous sidelight to Goldstein's tour was a near "first-degree" questioning by airport personnel regarding the "thing", a fully assembled Futura stand. Canadian customs officials delayed Goldstein for two hours trying to figure out what kind of robot he had in the case. A full color brochure is now available with details about Oak's Futura and Vista.

Los Angeles operator Richard Johnson is a ham operator, having call letters K6TCA. Another ham operator is Bob Feldman of Acme, whose call letters are WA 6NEX. . . . George and Vesta Templin, Long Beach operators, are raising pedigreed French poodles and are expecting the arrival of a litter any time now. . . . Sig Schiff, Los Angeles operator, stopped off at Operators Vending Machine Supply Company for merchandise this past week.

Eugene Zola, Beverly Hills attorney and executive secretary

(Continued on page 46)

**FIFTEEN DIFFERENT 10c CAPSULE MIXES
FREE DISPLAY FRONT**

All mixes are packed 250 per bag hand counted . . . biggest value for the best quality in 10c Capsule vending.

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

The **PENNY KING** Company

2534 Mission St., Pittsburgh 3, Pa.
World's Largest Selection of Miniature Charms

Say You Saw It in Billboard

L. C. TOPPER
Designed for 100-count gum.
Hold 1175 balls of 100-count gum.
NOTICE TO OPERATORS
All Toppers can be converted to L. C. Toppers for vending 100-count gum. All that is needed is a new service head assembly.
Write for details, color circular and prices or contact your distributor
PARKWAY MACHINE CO.
715 Entor St. Baltimore 2, Md.

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 multi-l 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.
Call "HUTCH" Today for further information. No matter what your bulk vending requirements might be—we can help you!
A complete stock of machines, merchandise, parts and supplies is always available.
Write for complete list of prices.

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

OFFICIAL PRO NATIONAL LEAGUE FOOTBALL TRADING CARDS

Cash in on all the thrills and excitement of America's biggest ACTION sport . . . NATIONAL LEAGUE PRO FOOTBALL. Biggest TV coverage ever in 1964 guarantees fever pitch interest in NFL TRADING CARDS all season long.

- ★ One Series only of 198 Cards
- ★ High Quality Full Color, 2-1/2" x 3-1/2", Varnished Picture Cards
- ★ New Team "Play of the Year" Cards Featuring NFL Coaches and Stadiums
- ★ New Team Cards Featuring Team Pictures, Insignias, and Helmets.
- ★ More Colorful & Exciting Cards Than Ever Before
- ★ Complete Statistics on the Back of Each Card Plus Quiz Question and Answer Cartoon!

SEE YOUR DISTRIBUTOR NOW!

SWELL TRADING CARD FEATURES, HAVERTOWN, PA.

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

COIN MACHINE news

Granger Makes Bid to W. Coast Diskeries for MOA Participation

LOS ANGELES—Fred Granger, MOA's executive director, found West Coast record reaction to his bids for participation in the forthcoming coin show in Chicago "excellent" and "rewarding" during his four-day visit here last week.

Granger spoke with Dot, Vee Jay, Warner Bros., Ava, World Pacific, Contemporary, Disneyland, Everest, Crown, Circa and Era. While receiving no immediate confirmation from any label, Granger discovered interest on the part of Dot, Vee Jay, Warner Bros., Ava, World Pacific and Everest for representation at the Oct. 14-16 show. The labels told Granger they would give him their answer within the next few weeks.

One small company, World Pacific, indicated it would like to exhibit in the show through

co-operative participation with its Chicago distributor, as costs for transportation, rental, etc., were prohibitive.

The fact that the Record One-Stop Association would be represented at the show for the first time appeared to be working in MOA's favor, Granger indicated. "Every record company I spoke to said it makes sense to have the one stops at the show since it brings these three elements of the industry together for the first time," Granger remarked.

Based on a growing list of ma-
(Continued on page 46)

European Mfrs. Consider Direct Sales to U. S. Ops

By OMER ANDERSON

FRANKFURT—Major European coin machine firms with U.S. export aspirations may revise their whole approach to the American market if Cinevision Corporation of America is successful in selling direct to the operations.

Opinion at the moment is divided on the experiment by the U.S. distributor of the Italian-made cinema juke box. The majority feel that European coin machine sales are so dismal in the U.S. that any experiment is worthwhile.

Most Continental experts feel that Cinevision's venture is well-grounded, and that once the film phonographs are established in the U.S. market, the firm can switch to conventional methods of distribution if problems develop with direct selling.

Chicken and Egg

"It is a case of the chicken and the egg," remarked a phonograph manufacturer. "You can't build an effective U.S. distribution net until operators know European equipment and are buying from us—but we can't crack the U.S. market until we have a distribution network.

or at least until now we thought we couldn't. Perhaps Cinevision will show us the way."

The present practice is for a U.S. organization to take over representation of various European coin machine products, and promote them on a more or less novelty basis (although the U.S. sales representatives involved would probably challenge this analysis).

Most Continental manufacturers are disgruntled with their sales results in the U.S. market. There is no European firm getting the sales mileage to which the firms feel their products are entitled.

Despite divided opinion on the merits of direct selling, Continental manufacturers agree that European coin machine equipment deserves vastly greater sales in the U.S. than is now the case. There is no European phonograph selling more than a few hundred units annually in the U. S.

The situation is almost unique. For Europeans, and especially the Germans, are highly successful in carrying foals to Newcastle in the case, not only of Volkswagens, but also of electronics, machine tools, and steel products.

Bally Spots New Flipper Game



2 IN 1

CHICAGO—The Bally Manufacturing Company this week released its latest flipper game, 2 in 1.

According to Bill O'Donnell, Bally president, two players can compete for high score and 21 points each game. Individual players can also utilize the double action, he added, because of the specials for high score and for 21 even at the end of the game.

The new Hold-Score feature permits each player to stand pat when he is satisfied with his 21 score while continuing to shoot for high score.



FIRST SUNSHINE COACH, in what is hoped to become a fleet of special coaches especially constructed to transport crippled and mentally retarded children, is welcomed to Philadelphia by David Rosen, right, president of David Rosen, Inc., local Rowe-AMI distributor. He is shown with two Barkers (Sig Harrison and Stanton Friedman) of the Philadelphia Variety Club, of which Rosen is the Chief Barker. The Sunshine Coach project is sponsored by the Variety Club.

Iowa Juke Box Play Up Due to New Drink Policy

DES MOINES—The legalization of liquor by the drink in Iowa taverns has boosted juke box play here, according to Lu Hummell, operator of Lieberman's One-Stop here.

Before the move, Iowans could buy liquor by the bottle, and tavern drinks were re-

stricted to wine and beer. Shortly after legalization, juke box play dropped off temporarily.

Hummell disclosed this week that sales to juke box operators in the area is on the increase with a noticeable upswing in volume in the past month or six weeks.

The greatest increase, according to Hummell, has come from taverns and restaurants with one juke box. The small operators are starting to invest more in records for their machines, with the improvement in sales being attributed to more juke box play per location.

Some speculators think Iowans are no longer fascinated by the larger night spot operations that feature live entertainment, and the trend is toward more frequent stops at smaller clubs and restaurants, consequently more juke box play.

Hummell explained, "Good music . . . adult music will always sell. We just don't have enough good records available for our operators. They generally don't buy top pop records unless their clientele forces them into it. Evidently, teen-agers around here don't play the juke boxes as much as adults do."



PARTNERS IN THE OPERATION of Sinfonolas de Baja California in Tijuana, B. C. Mexico, Federico Jimenez, left, and Jose Chijon Ramirez were in Los Angeles and dropped into Vendart. They were greeted by Joe Duarte (second from right), of that firm and Duarte International Sales, and Marshall Ames of Vendart.

EUROPEAN NEWS BRIEFS

PR Campaign

MILAN—One of the most successful and durable public relations programs ever instituted by a European organization is still paying rewards five years later.

This is the "moderate the volume of your juke box" cam-

paign of the AMI sales agent in Italy, Apparecchi Musicali Italiani. This summer has been one of the most hectic tourist seasons in Italian postwar history.

Police have been besieged with complaints about noise in almost every quarter except
(Continued on page 46)

Recent

STEREO RELEASES for Music Operators

SEEBURG LITTLE LP's

Pop Vocal (Female)

VIKKI CARR—Discovery . . . Liberty
Surrey With the Fringe on Top—What Are You Afraid Of—How Insensitive—Never Will I Marry—Put Your Arms Around Me—Bluesette

ROBERTA SHERWOOD—Songs Everybody Knows . . . Decca
Lazy River—I Cried for You—Baby Face—Where's My Sweetie Hiding?—Someday You'll Want Me to Want You—Heart of My Heart

Country/Western

CARL SMITH—There Stands the Glass . . . Columbia
There Stands the Glass—I Don't Care—More and More—Back Street Affair—Slowly—So Used to Lovin' You

Vocal (Male, Spanish)

TITO GUIZAR—Ay, Amor . . . Coral
El Rancho Grande—Ojos Verdes—Valencia—Amapola—La Negra Noche—Ojos Tristes

All titles listed are custom 33's 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. 40th Street, New York, N. Y. 10036.

Wurl. Vacation Over

NORTH TONAWANDA, N. Y.—The Wurlitzer plant, shut two weeks for vacation, was back in operation last week. Wurlitzer will occupy the Presidential Suite at the Sherman Hotel for the annual Music Operators of America Convention in Chicago Oct. 15-17.

SPECIAL
Chicago
Coin
Champion
Rifle,
\$475

MONROE COIN
MACHINE EXCHANGE, INC.
2423 Payne Avenue
Cleveland 14, Ohio
Superior 1-4600

Juke Box Presses and Sells Record to Buyer

NEW YORK — William I. Alexander and Eliot S. Gerber have obtained patents on a juke box which not only plays a re-

cord, but presses and sells it to the consumer.

The device, with a capacity of 50 to 250 records, would operate in the manner of a conventional juke box.

If the customer wants to buy the record he has just heard, he inserts another two quarters and presses the numbers to indicate his selection.

Master copies of the two single sides are then moved to a record press and a blank record is inserted. After the record is pressed, the customer receives the disk and the stampers are automatically returned to place.

The inventors say they have built a prototype and tested it with a special vinyl for record blanks.

How mechanical royalties, based on an actual count of record sales, will be figured, is unanswered.

The inventors plan to manufacture the machines and sell them either directly to locations or to juke box operators.

The patent, No. 3,143,198, is assigned to Mayday Inc., a holding company of which Alexander is president. The companion patent, No. 3,143,199, granted Gerber, has also been assigned to Mayday.

Milw'kee Police Chief Would Ban Mitchell Novelty

MILWAUKEE — In a letter to the Milwaukee Common Council, Police Chief Harold A. Breier has asked for the license revocation of the Mitchell Novelty Company, a major music machine and game operator here. Mitchell is licensed to operate 236 amusement machines in Milwaukee. It also operates 186 phonographs.

Chief Breier said the firm had been convicted of operating a gambling device.

Mitchell Novelty is operated by Joseph Beck, who said that Breier's request was "the normal procedure" in every case where a licensed operator had been convicted of an offense.

Beck and his brother, Ervin Beck, are being prosecuted in a joint John Doe warrant charging them with conspiracy to set up pinball machines for gambling purposes.



CAPITAL ARTIST AL MARTINO (center) paid a surprise visit to Cleveland Coin Machine Exchange last week to visit with Dave Lieblich, general sales manager, and Ron Gold, vending sales manager (right). Martino is a great favorite with Cleveland operators.

COINMEN IN THE NEWS

Los Angeles Angles

R. F. Jones spent a few days at his Los Angeles branch office with Chuck Klein, Ed Wilkes, Jim Crosby and others of the staff. He will spend a few days at his home in Palm Springs before returning to his head office in San Francisco. . . . Don Edwards, Los Angeles R. F. Jones Company, is back from a business trip to San Diego area.

Tommy Thompson, who handles the communications system at the R. F. Jones branch office, has returned, following a winning bout with the flu. . . . Paul Vogel, San Fernando Valley operator, was in town Tuesday (11) shopping at R. F. Jones Company. . . . Jack Leonard, Los Angeles Advance Automatic Sales Company, was out with the flu for a few days last week. . . . Sonny Lomberg, Advance, reports that all types of equipment are moving well. . . . Bob Portale, also Advance, spent the weekend with his folks in the Stockton area.

Jimmy Wilkins, Paul A. Laymon, Inc., takes off soon for San Clemente for an outing. He will make the trip in his new car. Britt Adelman, Laymon, continues to do her civic duty by serving on the jury in the Santa Monica courts. . . . Charles

an assembly line worker and advancing through various posts to become manager of the personnel department, a position he held for 22 years.

Henry Leyser, president of Associated Coin Amusement Co., Inc., Oakland, visited with Herman Bied, vice-president in charge of the Los Angeles office. . . . Bied stopped off at Simon Distributing Company to chat with Jack Simon. . . . Sam Brown picked up a pool table at Simon Distributing, and Ed Roppel, also a Los Angeles operator, was a visitor for supplies for his music and games operation. . . . Bloma Goldstein, secretary at Simon Distributing, is planning her vacation in September. . . . Mary Lanzisero, wife of Vinny Lanzisero, Simon Distributing shop staff, is returning from a lengthy visit with relatives in New York.

Max Nolan, San Bernardino operator, stopped off at Vendant on a recent trip into Los Angeles. . . . Marshall Ames, (Continued on page 46)

Daniel, Laymon company, is planning his vacation for later in the year.

Pete Shupp, South Gate operator, is enjoying a vacation in the northern part of the state.

Catherine Lachat, secretary at C. A. Robinson Company, is back on the job following a vacation spent in Sacramento and San Francisco. . . . Steve Tronick, son of Hank Tronick of C. A. Robinson, is working on a research grant at University of California, Los Angeles, in bacteriology. . . . Sandy Bettelman, son of Al Bettelman of C. A. Robinson Company, has returned from a 44-day cross-country tour with a group.

Jack Gutshall, Corona operator, was on Pico and made stops at Robinson's and Wurlitzer's. . . . Grand Prix Miniature Raceways is moving to larger quarters at 1112 E. 108 Street, in the same building with Contempo Originals, furniture builders. According to Jim Lampros, plant manager, Grand Prix will have 15,000 square feet of space, permitting the planned expansion. . . . Tom Green, Grand Prix sales manager, is back from a Colorado business trip.

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Max Nolan, San Bernardino operator, stopped off at Vendant on a recent trip into Los Angeles. . . . Marshall Ames, (Continued on page 46)

NEW Royal Flash PIN GAME
BY **chicago coin**
DIVISION OF CHICAGO DYNAMIC INDUSTRIES, INC. 1725 W. DIVERSEY BLVD. CHICAGO 14, ILLINOIS

SPECIALS	GUNS—RIFLES—PISTOLS	
Un. Bowl-a-Ramos, 20', latest models \$650	Wild West \$195	Gun Patrol \$110
Bally Bowlers, 16' . . . 575	Gun Club 250	Six Shooter 110
5' sections 75	Davy Crockett 195	Pop Gun Circus 195
5 AUTO PHOTOS, model #9, Ea. 595	Gen. Sky Rocket . . . 175	Ex. Jungle Hunt 225
	Polar Hunt 150	Mid. Shooting Gallery . 195
	Vanguard 185	Deputy Sheriff 125
	Hercules 210	Pirate Gun 175
	Crusader 225	Scnus Gun 195
	Titan 250	Sky Raider 195
	Space Glider 275	Two Gun Fun 195
	Pistol Pete 65	Bazooka 195
	Desert Hunter 225	Mid. Deluxe Shooting Gallery . 210
	Pony Express 275	Mid. Rifle Gallery 195
	Long Range 395	Mid. Rifle Range 495
	Ray Gun 225	Gen. Nite Filter 110
	Riot Gun 395	Gen. Sky Filter 110
	Seeburg Bear Gun . . . 150	Capt & Robbers 225
	Seeburg Coon Gun . . . 150	Gen. Rifle Gallery 110
	Bally Sharp Shooter . . 195	State Fair 150
	Bally Bull's-Eye 195	
	Bally Marksman 195	

CLEVELAND COIN International
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M. S. GISSER
Sales Manager

Seeburg Names Ralph Isacksen



RALPH M. ISACKSEN

CHICAGO — J. Cameron Gordon, president of the Seeburg Corporation, has announced the appointment of Ralph M. Isacksen as vice-president-director of industrial relations. Isacksen has been with Seeburg 28 years, beginning as

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HAWAIIAN OPERATORS saw the new Rock-Ola Grand Prix line at a recent showing in Honolulu's New Kahala Hilton Hotel. The showing was sponsored by the M. J. Stanley Company. Pictured, left to right: Charles Fujitani, Pacific Tobacco; Miss Rock-Ola; William Dwyer, manager for Service Music of Hawaii and the M. J. Stanley Company; Mike Stanley, the host; Thomas Okimoto, manager of Honolulu Tobacco, and another Miss Rock-Ola.



GUESTS OF M. J. STANLEY take time out from viewing the Rock-Ola Grand Prix line to indulge in a bit of socializing.

Southern Names Smith Head of Vending Sales

MEMPHIS — Southern Amusement Distributing Inc. has named Allen C. Smith vice-president in charge of sales for the Rowe Celebrity line.

Smith, a veteran in the vending machine sales field, joined Southern 15 months ago after serving for many years as head of the vending division of Sammons-Pennington Company, Seeburg distributor.

Smith has headed vending sales for Southern since his employment. He will continue to direct sales of Rowe-AMI Tropicana phonograph machines for hot drinks, cold drinks, candy, hot food, fresh food, cigarettes, all-purpose merchandiser, pastry, ice cream and milk vending. Also included is the Rowe dollar bill changer.

National Award

Southern became a full-line distributor for Rowe when Smith joined them. Later, Smith received the national award for finishing among the top 10 salesmen of Rowe products in the country.

He currently ranks second in Rowe national standings of sales personnel. He is a member of the Memphis Sales Executive Club.

Smith's promotion came as



ALLEN C. SMITH

Southern climaxed its general expansion program in an effort to establish itself as the largest and most complete distributor of coin-operated machines in the Mid-South.

Expansion Moves

The company bought out the entire Alabama territory last year as part of its expansion. Southern's distribution area also includes Tennessee, Arkansas, northern Mississippi and a portion of Missouri.

Southern is also Mid-South distributor for Frigidaire coin washers and allied laundry equipment and Frigidaire ice makers.

Mrs. Celia G. Camp Hodge is president of Southern. Other officers are Charles V. McDowell, general manager and vice-president, and Wolf Lebovitz, secretary-treasurer.

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Bally Spinner	55
Gottlieb Flipper Clown	215
Gottlieb Gigi	295
Gottlieb Gaucho	395
Wms. Titan Gun	195
Wms. Hercules Gun	165
AMI H200 Hideaway	145
Seeburg V200	125
Rock-Ola 1454	195

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Say You Saw It in **Billboard**

Collections Off In Catskill Area

GLASCO, N. Y. — An unexpected cold snap, plus competition from the New York World's Fair has cut sharply into music and game collections in the Catskill Mountain resort area, according to Jack Greco, partner in the Greco Brothers' operations here.

Greco said that collections are running about 25 per cent behind last summer's totals, with the drop primarily in the smaller resorts. Takes in the major resorts, he said, are holding up fairly well.

Stereo little LP's have been doing well when they feature top artists and standard selections, Greco added. But, he said, they miss when they have current pop material.

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Sellout Reported For N. Y. Outing

NEW YORK—The annual outing of the Music Operators of New York, to be held in conjunction with the Westchester Operators Guild and the New York State Operators Guild, is a sellout, according to Ben Chicofsky, MONY office manager.

The outing will be held Sept. 25-27 at the Nevelle Country Club, a Catskill Mountain resort.

Chicofsky said that advertisements for the association's souvenir book—to be distributed at the outing—are coming in strong.

Cinebox Pacific Firm Is Formed

HONOLULU — Cinebox Pacific has been formed to handle Cinebox for Hawaii, Alaska and all U. S. possessions and trust territories in the Pacific.

The first unit of the Italian-made cinema juke box has been placed on location at Bill Whaley's South Pacific Bar here.

Principals in Cinebox Pacific are Roger Betts, an attorney, and Calvin C. McGregor and David Mui, both of the Hawaiian Trading Company.

Harry A. Schwartz, executive vice-president of the Cinevision Corporation of America, recently explained the operation of the machine before 125 local potential customers.

Cinevision Sets Flat Rental Deal

NEW YORK—The Cinevision Corporation of America announced last week that its distributors will rent Cineboxes directly to locations for a flat \$70 a week. The location gets the key to the coin box.

According to Harry Schwartz, Cinevision vice-president, the Italian cinema juke box has been available up until now only on a commission basis.

The rental deal calls for two new films each week. The unit holds 40 films.

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145 SANDWICH	150

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COINMEN IN THE NEWS

• Continued from page 44

Vendart, concedes that **George Muraoka**, Simon Distributing, is a better golfer and gin player but, Ames says, he manages to snow him under. . . . **Don Wikkoff**, San Fernando Valley music and games operator, is now in his 40th year in the business, having started in Peoria, Ill., in 1924. Don and his wife, **Dolores**, were in town Tuesday at Wurlitzer's. . . . Wurlitzer hosted a phonograph school Tuesday night (11) with **Walter Petteet**, regional serviceman, conducting. . . . **Mildred Davis**, secretary at Wurlitzer, is enjoying her annual vacation. . . . **Sal Campagna**, veteran operator of Fontana Music, is at Wurlitzer's. . . . **Steve Stephens**, San Diego operator, was a Pico visitor. . . . **Eli Franco**, veteran Los Angeles operator, visited with **Clayton Ballard** at the Wurlitzer branch office.

Bill Wynn, Wilmington operator, dropped in at Advance Automatic. . . . **Ben Spalding**, Phoenix, was in town and visited West Pico. . . . **Sonny Lomborg**, Advance Automatic, left Monday for a trip through Southern California. . . . **Lou Dunis**, Dunis Distributing Company, Portland; **Joe Duarte**, Duarte International, and **Marshall Ames**, Vendart, Los Angeles, spent a weekend in Las Vegas. . . . **Stephen Ames**, son of Marshall Ames and who recently graduated from high school, has enlisted in the Navy and is being assigned to an academic training division. . . . **Harry Rookyn**, Australian operator, was in town and stopped off at Simon Distributing Company and Duarte International Sales. . . .

Henry Leyser, president of Associated Coin Amusement Company, Inc., Oakland, was in town to visit the local branch. . . . **Harry Burdman**, ACA vice-president, visited with **George Muraoka**, vice-president at Simon Distributing.

SAM ABBOTT

Bulk Banter

• Continued from page 42

of the Western Vending Machine Operators Association, and his wife, **Sheila**, are back from San Simeon, where they visited the William Randolph Hearst castle. **Bill Greenspan** has bought a new truck for his bulk vending route in Los Angeles. . . . **Eddie Betz** was at Operators Vending from his home base in Nevada. . . . **Joe Morales** was an Operators Vending visitor from Tijuana, Baja California, Mexico.

Lew and Gussie Feldman, Acme Vending, took in the horse races at Del Mar last weekend. They spent the off-track time in La Jolla, where Lew found accommodations scarce. . . . **Dave Slivkoff**, Civic Ven, made his usual weekly stop for merchandise at Acme. . . . **Joe Geltsiler** is returning to bulk vending in Orange County. . . . **Morey Nadrick** and family were down from Santa Barbara and visited with **Eddie Rose** at Operators Vending. . . . **Gil Peterson** stopped off at Operators on his trip to Los Angeles from Escondido. . . . **Walter Gray** was at Operators from his home base in Arizona. **Al Crouch**, West Coast Enterprises, is planning a three-day cruise on the Pacific. West Coast has installed new larger and modern offices at its location on Fairfax in Los Angeles. . . . **Murray Carr** was at Acme from LaMirada. . . . **Sam Moore** was in town from 29 Palms. . . . **Ray Evans**, a veteran operator in Central Los Angeles, stopped off at Acme. . . . **Gary Johnson** is a new operator in the San Pedro area. . . . **James Price**, who went into vending following a vacation, said that he had heard so much about Acme that he just had to stop in and see the Feldmans. . . . **Gary Bertsch** was at Acme for supplies for his route in Broderick, Calif. SAM ABBOTT

EUROPEAN NEWS BRIEFS

• Continued from page 43

phonographs. Juke box locations are getting good marks all over Italy for their dulcet performance, thanks in large part to Apparecchi's "keep-it-low" campaign.

Guide Recorder

ZURICH—A coin-operated tourist guide recorder is being produced by Autan AG in Aesch, Switzerland. The machine operates from batteries with a life span of between four and eight weeks, permitting it to be sited anywhere.

Autan's automatic guide plays back descriptive tapes in four languages — French, English, German, and Italian. It is said to be ideal for tourist sites open around the clock with a large but dispersed patronage. Autan is negotiating for the sale of a number of the coin guides for placement at the Grand Canyon in Arizona.

Seek Ban

OSLO—Norwegian distributors are lobbying for passage of legislation banning the importation of reconditioned coin machine equipment.

The distributors charge that Norway is being flooded with used equipment, and this fact is a frustrating development of a big market for new equipment.

The government has been handed complaints that vintage equipment is being dumped on the Norwegian market, and that permanent damage is thus being done to the development of a market for new equipment.

French Tariffs

PARIS—U. S. phonographs are continuing to have difficulty penetrating the French market because of high protective tariffs and high performing rights royalties.

Economics of French phonograph operation are weighted in favor of French-manufactured machines, of which the Jupiter and Emaphone are favored. Despite heavy promotion by U. S. manufacturers, sales of U. S. machine in France last year totaled under 600.

U. S. machines are mainly restricted to locations patronized by American tourists. French locations in general are too small to accommodate the larger U. S. equipment.

Austrian Congress

VIENNA—The Austrian coin machine trade association, Verband des Oesterreichischen Automaten-Gewerbes, is sending out invitations to major world trade groups for its international congress of the "coin machine economy" in Vienna from Nov. 7 to 11.

It is hoped to have representatives from at least 17 countries at the congress. The congress is conceived as a clearing house for trade problems and as the nucleus for an international coin machine trade organization which would meet annually at rotating world capitals.

Kaye Resumes Production After 2-Wk. Vacation

BROOKLYN — The Irving Kaye Company plant here resumed full production on its pool table line Monday (17) after it had been shut for a two-week vacation.

President Irving Kaye said two new items are planned, with release planned for October, probably in time for the Music Operators of America convention. The firm has seven booths at the MOA show.

Granger Makes Bid

• Continued from page 43

chine and record manufacturers and an optimistic outlook within the organization. Granger feels attendance will double last year's 850 figure. Disk companies exhibiting include Columbia, RCA, Capitol, Decca, Jay Jay, Monument, Epic and Colpix.

One administrative feature of the show may help solve one problem Granger has found exists in the coin industry, namely the lack of a complete operator's list. While MOA is working on compiling such a list, there will be advance registration at each exhibitor's booth for the first time, providing manufacturers with valuable names and addresses, Granger explained.

The executive said Nebraska, Illinois and South Dakota State associations will hold meetings at the show in addition to the normal convention business.

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2—Wurlitzer 2150
5—Wurlitzer 2200
1—Wurlitzer 2250
1—AMI Cont II-200
5—AMI Cont II-200

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Industry Pressure

• Continued from page 41

and/or maintain their route systems. Banking and transportation as well as revenue departments have benefited from bulk vending (ball gum vending).

"Many of my customers require a staff of office and warehouse employees as well as route service and location procurement personnel. Bulk vending has and is continuing to make a significant contribution to the national economy. H.R. 4731 in its present form will break the trade down and dislocate many persons.

"I therefore request your consideration and support in obtaining a revision or an exclusion in the present bill in order that it will reflect the Appeals Court findings and the experience known in the trade to be factual for over a decade and a half."

RECORD DEALERS!

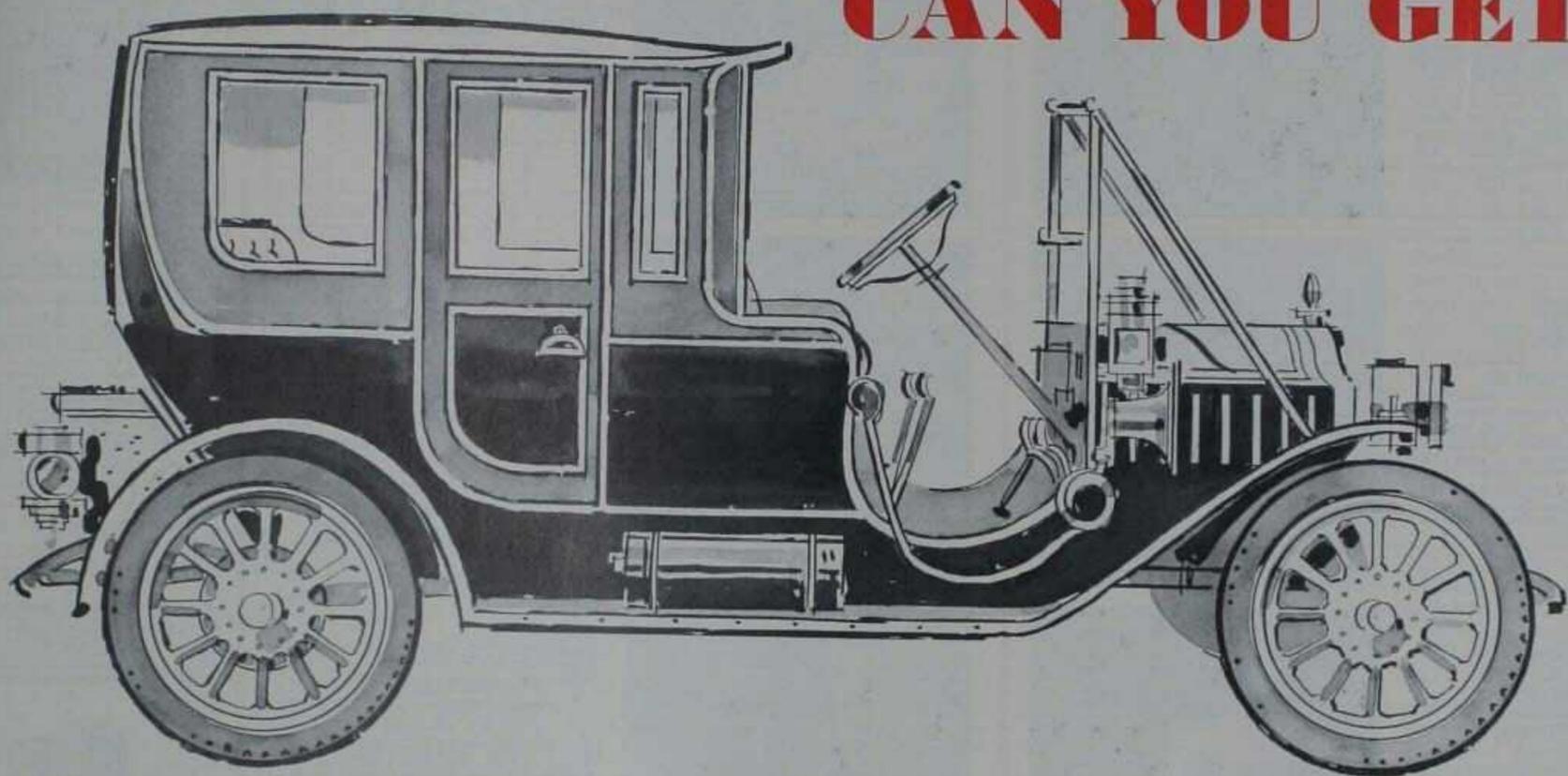
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Watch for Billboard's big October 3 issue containing the giant Dealer Section on

RECORD RETAILING TODAY

Meeting the Challenge of a Changing Market . . . with a special feature article devoted exclusively to "The Year-Round Children's Market" A year-round handbook of profit-making information

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ALBUM REVIEWS



BILLBOARD SPOTLIGHT PICK

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

ALBUM REVIEW POLICY

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

POP SPOTLIGHT

THIS IS US—THE SEARCHERS

Kapp KL 1409 (M); KS 3409 (S)

Along with that other well-known British vocal-instrumental group, the Searchers have just about taken over the pop music industry in this country. They are riding a new singles hit, "Someday We're Gonna Love Again." This album spotlights the talented group in their expected setting of rock 'n' roll music. Included is their recent pop hit, "Don't Throw Your Love Away," plus "Hi-Heel Sneakers," "Sea of Heartbreak" and others.



POP SPOTLIGHT

EVERYBODY KNOWS

Steve Lawrence, Columbia CL 2227 (M); CS 9027 (S)

Here is a crowd pleaser if there ever was one. The ever-popular Steve Lawrence, star of stage, TV and records, sings 12 current pop hits. The coupling of hit-maker Lawrence with such hits as "Hello, Dolly!," "Yet I Know," "People," "More," "Don't Let the Sun Catch You Crying," "The Girl From Ipanema" should add up to a commercial success.

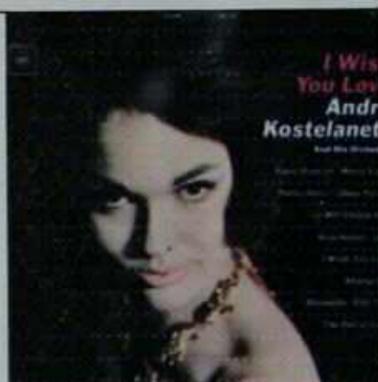


POP SPOTLIGHT

I WISH YOU LOVE

Andre Kostelanetz & His Ork. Columbia CL 2185 (M); CS 8985 (S)

Sheer listening delight. Kostelanetz takes on the pop tunes of the day in his usual sophisticated manner. The arrangements are bright, modern and imaginative. Strings and subdued brass prevail on his renditions of "Blue Velvet," "I Wish You Love" (and others), and he offers a sprightly tempo and instrumental excitement on interpretations of "Hello Dolly!" "Java," "I Will Follow Him."



POP SPOTLIGHT

WHERE LOVE HAS GONE

Jack Jones, Kapp KL 1396 (M); KS 3396 (S)

Seems that Jack Jones is sounding better and better with each album released. In this, his latest package, there is a depth and clarity of projection in Jack's performance that sets it apart from his other albums. He sings his heart out. The tunes included are "It Never Entered My Mind," "People," "The Lorelei," "Guess I'll Hang My Tears Out to Dry," to name a few.



POP SPOTLIGHT

CHAPEL OF LOVE

Dixie Cups, Red Bird RB 20-100 (M)

Three young ladies from New Orleans rocketed to popularity on "Chapel of Love." Their "People Say" is topping the charts. Both of these hits plus appealing items like "I'm Gonna Get You Yet" and "Thank You Mama, Thank Your Papa" are done in their unusual style. It's product right in tune for the teen pop market.

POP SPOTLIGHT

AI CAIOLA—ON THE TRAIL

United Artists UAL 3362 (M); UAS 6362 (S)

Al ("The Magnificent Seven" and "Bonanza") Caiola takes to the trail with electric guitar in hand. Leroy Holmes has added a big orchestra sound. The effect is the wide-open spaces where a man is a man and a woman is a woman and a good guitar-playing cowpoke from Manhattan always sells dern well. Selections include "On the Trail," "Carry Me Back to the Lone Prairie," "Tumbling Tumbleweeds" and others.



POP SPOTLIGHT

WITHOUT YOU

Robert Goulet, Columbia CL 2200 (M); CS 9000 (S)

The rich and romantic baritone voice of Robert Goulet has won him a strong position in the popular music world. Goulet's success so far has been strictly in the album field (his "Manhattan Tower" is a best seller). The collections of songs are great crowd pleasers, too. Included are "Where Are You?" "Autumn Leaves," "I'll Be Seeing You," "What's New?" "Where Is the One."



CLASSICAL SPOTLIGHT

HANDEL: THE TWELVE CONCERTI GROSSI OP. 6 (3-12")

Yehudi Menuhin; Both Festival Orchestra. Angel D 3647 (S)

Yehudi Menuhin, whose name has long been associated with the music of Bach, turns his attention in this set of records to Bach's greatest contemporary, Handel. The complete 12 Concerti grossi, displaying English, French, German and Italian stylistic elements, demand the kind of broad, generous interpretation which Menuhin and his Bath Festival Chamber Orchestra have at their fingertips. An outstanding classical package.



COMEDY SPOTLIGHT

MOMS THE WORD



COMEDY SPOTLIGHT

MOMS THE WORD

Moms Mabley, Mercury MG 20907 (M); SR 60907 (S)
"Moms" has become a giant in the comedy field with several albums on the best selling chart. She takes swipes at our political candidates, sings, verbally lampoons segregation, engages in diplomacy with Madame Nhu, and offers plenty of sex-ridden asides. The whole bit is a howl and Mom is as funny on record as she is in person. And that's damn funny!

COMEDY SPOTLIGHT



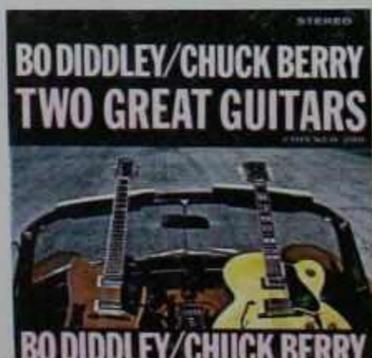
COMEDY SPOTLIGHT

THE SEX LIFE OF THE PRIMATE (And Other Bits of Gossip)

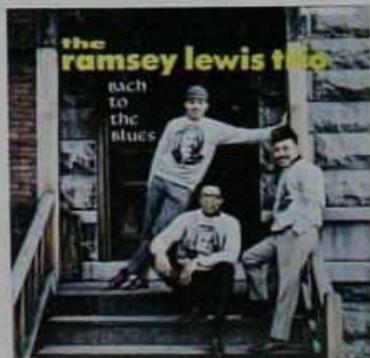
Revue Cast. Verve V 15043 (M); V6-15043 (S)
The other bits of gossip referred to in the album center mainly around sex and its fascinations. Adequately and most ably assisted by Lovelady Powell, and the talented comedy team of Stiller and Meara, Berman delivers some mighty funny bits. An effective "running bit" are the "cleans and dirtys." Great record for parties. Generally not suitable for air play.

WANNA' COMBINE BUSINESS WITH PLEASURE?

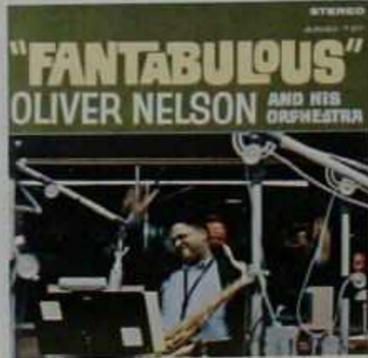
Buy Our Albums—Then Listen to 'Em!



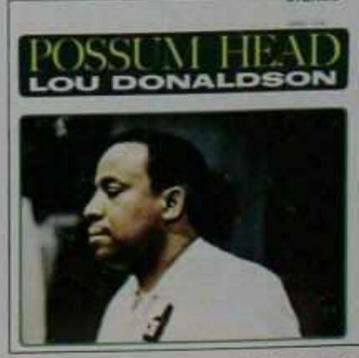
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