

Billboard

The International Music-Record Newsweekly

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

Reilly to Speak at ARMADA Parley

By MILDRED HALL

WASHINGTON — Federal Trade Commissioner John Reilly, who presided over the trade practice rules hearing and is the commissioner in charge of the record rules proceedings, will address the ARMADA convention on Saturday, June 27. Billboard had learned he will speak whether or not the FTC has affirmed the final version of the record industry rules by that date. Reilly will talk on "Industry and the Federal Trade Commission Responsibilities Under the Trade Practice Rules."

The commissioner's talk will emphasize the strong role that industry responsibility, and cooperation with the Commission, will play in making the rules a success. It will be up to the industry to "generate self-compliance," and the Commission will stand ready to help that effort.

The luncheon address will be Reilly's first public talk since taking office last November as

one of the FTC's youngest (36) members.

The commissioner said he would be highly pleased if the guide rules were approved by the full Commission before June 30, but he is more concerned with getting a sound, meaningful and practical set of rules, even if this takes more time.

Meanwhile, ARMADA is going ahead with a strong program on legal problems. ARMADA counsel Earl Kintner, formerly chairman of the FTC, will devote two sessions to covering the full range of legal problems in the industry—possibly running to two hours each. Kintner expects to get right down to "nuts and bolts" on every legal aspect involved in the trade rules.

WASHINGTON — As time draws near for the ARMADA convention in Miami, conjecture grows stronger that the Federal

(Continued on page 10)

RIAA Sets September As Nat'l Record Month

NEW YORK—The record industry is going to have a "Month" of its own. Under the sponsorship of the Record Industry Association of America (RIAA), a National Record Month celebration has been set for September under the theme of "The Wonderful World of Records."

As part of the campaign, a special logo has been designed which all participating companies will use in their advertising and point-of-sale material. In addition, the RIAA has designed a special window display

calling attention to National Record Month.

The RIAA is now trying to get a presidential, congressional or gubernatorial proclamation for National Record Month. City proclamations will be worked out by local participants in the campaign.

The RIAA also is enlisting participation from such industry organizations as ARMADA, NARM, NARD, NAIM, NAB and NARDA.

During the campaign each manufacturer will be free to tie in with any product he is merchandising at the time. Also, the RIAA is preparing a presentation kit to bring the industry message to consumer press. The campaign, according to Henry Brief, RIAA's executive secretary, is designed to call attention to the record industry's vast repertoire.

DELAY RULING ON DISK CLUB

WASHINGTON — The expected June 10 date for an initial decision in the Federal Trade Commission's case against Columbia Record Club for alleged monopoly and false pricing practices has been put off until June 30. Examiner Donald H. Moore, who presided over the year-long and extremely complicated testimony, has asked for the extension of time before writing his initial decision in the case.

If the initial decision goes to the full commission on the June 30 date, FTC staff says it will probably not be publicly available until after the first week in July. Just when the full commission will act on the examiner's recommendation is conjectural.

Final arguments and findings of fact were presented on the case here in Washington in April. (See Billboard, May 9, 1964)

in New York, debuted on the Columbia label last week with the album, "The Greatness of Joe Mooney." Zeilin, a jazz pianist who is also a psychiatry student at John Hopkins University, will be launched with the jazz LP, "Cathexis." Rankin is being introduced via the single, "U. S. Mail." An unusual aspect of his promotion campaign being fashioned by the company is that Rankin appeared at Columbia's convention of international affiliates in Spain last month to preview foreign language versions of the single—in German, Spanish, Italian and French—which are being simultaneously released in Europe. Rankin will return to Europe this month to promote the foreign disks in the key European record markets. Miss Lloyd is also being primed for the singles market with "Heartbreak High School, U.S.A." She recently completed a cross-country tour in which she was introduced to disk jockeys and distributors. Bruce & Terry, singing team from the West Coast are also being debuted in the singles field with "Summer Means Fun," coupled with "Yeah!"

(Continued on page 10)

Passing Parade Opens New Era in Publishing

'Outsiders' Offer \$\$, Little Else

By MIKE GROSS

NEW YORK—The death of Max Dreyfus, head of Chappell, several weeks ago has spotlighted anew the problems facing many of the old-line publishing firms. Mostly one-man operations, many of the publishing empires are being left without a continuity pattern for a takeover. Too, many of the old-line firms are outside of the music industry.

The value of the copyright in these vast catalogs has caught the interest of Wall Street firms, syndicates, corporations looking for diversification outlets, and giant users. They've been looking.

(Continued on page 6)

ROSA PARLEY ON JUNE 27-28

MIAMI BEACH—The Record One-Stop Association will hold a two-day general membership meeting June 27-28 at the Eden Roc Hotel here. Stanley Stone, newly elected ROSA president, said the meeting was called during the annual convention of the American Record Merchants and Distributors Association because of the many ROSA members attending the ARMADA show.

SEEBURG PLANS EUROPE MOVE

CHICAGO — The Seeburg Corporation, a leading manufacturer of automatic phonographs, is embarked on a publisher acquisition program for its background music division.

Seeburg has two U. S. firms, Beatrice (ASCAP) and Fremont (BMI) and one in Zurich providing material for the background music operation.

Tom Herrick, Seeburg vice-president, said the firm's four basic background music libraries contain from 6,000 to 8,000 selections, mostly ASCAP.

He pointed out that publisher royalty payments disbursed through the licensing societies amounts to a sizable portion of the background music division's operating budget.

Herrick said that the publishing expansion will be in Europe. He pointed out that with Seeburg firms holding the copyrights on some of the material, the royalty costs could be pared considerably.

Potential Is Lined With Gold

By PAUL ACKERMAN

NEW YORK — Coincident with the passing or imminent passing of giant publishers from the music scene (see companion story) is the growing realization that a new publishing era has begun. It's an era marked by much new thinking regarding the potential of publishing, and a realization that the publishing segment of the music business looms larger in importance than for many a year.

Here are some facets of the "new thinking":

(1) Publishers seem to be recapturing some of the "control" they had lost to the mechanical men during the heyday of rock 'n' roll; (2) the cliché that the indie publisher can no longer function has been dissipated—some examples being George

(Continued on page 6)

Columbia Goes All-Out To Project New Blood

By MIKE GROSS

NEW YORK — Columbia Records is kicking off a big campaign on new artists. It fol-

lows the pattern that brought such names as Barbra Streisand, Robert Goulet, the Rip Chords and the New Christy Minstrels to the label's forefront as hot sellers.

Under the aegis of Ken Glancy, recently appointed overall vice-president of Columbia's artists & repertoire activities, the company is centering its promotional guns on Joe Mooney, pianist Danny Zeilin, pop singers Kenny Rankin, Linda Lloyd and Bruce & Terry, Broadway-TV star Robert Horton and folk singers Judy Roderick and Orriell Smith, both of whom are already scoring with newly released albums.

Despite the fact that Mooney is a legendary figure in the music industry, Columbia puts him in the "new artists" category because it's his first time out on the label. The Columbia pitch is centered on "new blood," which, according to its longtime philosophy, is the lifeline of the industry.

Mooney Debut

Mooney, who is currently appearing at the Penthouse Club





GEORGE R. MAREK (left), vice-president-general manager of the RCA Victor Record Division, and David Merrick, producer of the Broadway musical "Hello, Dolly!," give a lift to the gold record award signifying \$1,000,000 in sales for the Victor original cast album of the show. Sales figures for the album were audited and approved by the Record Industry Association of America (RIAA).

What are the top SALES IMPACT STATIONS in Dallas-Fort Worth?

See Radio Response Chart in Radio-TV Section

4 NEW MONEY-MAKERS FROM RCA VICTOR

 The most trusted name in sound 



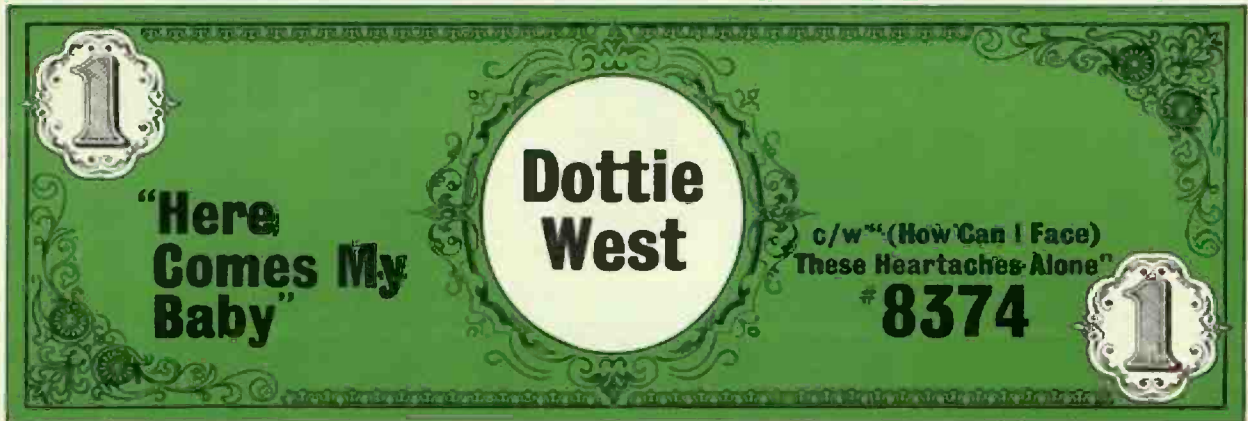
1

"Happy Wedding Song"

The Three Suns

c/w "My Man"
8373

1



1

"Here Comes My Baby"

Dottie West

c/w "(How Can I Face) These Heartaches Alone"
8374

1



1

"Your Country Boy"

Hank Cochran

c/w "She Always Comes Back to Me"
8375

1



1

"The Girls in Summer Dresses"

Frankie Randall

c/w "The Love Affair Was Through"
8380

1

Survey by BMI Lists Most-Played Composers

NEW YORK—The five most performed living American-born composers during the past season, according to a Broadcast Music, Inc. (BMI) survey, were Samuel Barber, Leonard Bernstein, Aaron Copland, Alan Hovhanes and William Schuman. Beethoven led the field in the pre-1900 composers most performed and was followed by Mozart, Brahms, Tchaikovsky and Wagner.

BMI, in co-operation with the American Symphony Orchestra

League (ASOL), surveyed the programs of a wide cross-section of U. S. and Canadian orchestras for the report, which has been prepared for the fifth consecutive year. A total of 2,654 concerts given by 10,141 performers of 1,934 individual titles during the past season, was surveyed under the direction of Ulysses Kay, American consultant and BMI consultant on contemporary music.

Works of 625

The works of 625 composers were performed last year. Of them, 167 were standard composers (working before 1900); 458 were 20th century composers (working from 1900 to present). The category "since 1936" tabulated performances written since 1936, thus was in the first period of copyright protection. Here 352 composers had 1,099 performances of 435 works; of them 246 were Americans.

The BMI survey, largest of its kind regularly undertaken, involved analysis of the official season programs of 28 major orchestras and 38 colleges, training and youth orchestras. They presented 2,654 concerts, including 2,155 subscription concerts, 192 tour concerts, 207

(Continued on page 6)

Selecta Plans World-Wide Disk Imports

LONDON — British Decca's distributing subsidiary, Selecta, following its success with imported Italian product in England, will now import disks from all over the world.

RCA's Italian general manager Giuseppe Ornato was due in London last week to discuss arrangements for the import of Italian singles following high sales achieved by the LP's Selecta brought in as an experiment last month. Already 14 RCA Italiana singles are on the market as a result of Selecta, general manager Arthur Green's enthusiasm for the initial result of his experiment. The disks, 100 per cent Italian products, are being sold in colored pictorial bags at \$1.10—about 16 cents more than the normal British price of a single.

Next month Green visits Paris and Madrid to try to arrange import of selected material from French and Spanish catalogs.

GAC Expanding; Creative Music Division Formed

NEW YORK—General Artists Corporation is expanding its activities in the recording industry area. Heretofore, the talent agency was primarily concerned with talent alone, but now it is targeting, in on independent personnel and sundry other fac-

ets of the disk industry in which the agency can participate.

Along this line, GAC has developed a Creative Music Division under the direction of Jerry Raker. The division, as announced by Buddy Howe, GAC vice-president, will be responsible for all recording and music activities.

In the past, GAC has centered its efforts on recording artists. But now it feels that the ever-growing importance of records in the careers of talent necessitates an involvement with all the creative aspects that come into the production of records.

Works in All Divisions

Raker will work with talent in all divisions of the agency to create musical packages. This will include clients in the variety, theatrical, motion picture, TV and literary fields. Raker says he will treat them all as artists (this includes disk producers, arrangers, conductors, etc.). Raker's aim will be to unite all the elements involved in producing the packages and developing product for the record industry in much the same way TV packagers operate for the video industry.

According to Howe, this is a "synergy" activity that has never been fully developed in the

agency field. "The ultimate goal," he said, "will be to direct a constant flow of ideas for musical packages to current recording artists as well as talent that has never before made records."

DECCA TO PAY 30c DIVIDEND

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

New Business: Peter, Gordon Due in N. Y.

NEW YORK — Capitol Records, the U. S. disk company that spearheaded the British performer invasion with the Beatles early this year, is following up with Peter and Gordon, who arrive here from London June 15 to begin an extended concert tour.

The duo's first American concerts will be staged at the N. Y. World's Fair (June 19-21), with subsequent bookings planned for Boston, Philadelphia, Baltimore, Washington, Cleveland, Detroit, Chicago, Atlanta, New Orleans, Houston, Dallas, Los Angeles, Las Vegas and San Francisco. According to present schedules, the tour will conclude with concerts in Honolulu on July 3, 4 and 5. National TV appearances are now being negotiated.

The duo broke into the U. S. best-seller charts with "A World Without Love" and Capitol this week is releasing their second single record here, "Nobody I Know" backed with "You Don't Have to Tell Me."

The first stop in the U. S. promotion of Peter and Gordon will be a luncheon Tuesday (16) for the music-trade press, hosted by Capitol at Tower Suite of the Time-Life Building here.

Decca's Fun Spreading

NEW YORK—Decca's "Discotheque" disk stepped out as a big city buy but it's now spreading into the rural areas. According to Decca's sales execs, the initial sales reaction came from such key markets as New York, Los Angeles, Chicago and Toronto where the Discotheques have become part of the night life; but now the hinterlands are beginning to pick it up because of national magazine and TV exposure. In addition, a national chain store has made arrangements with Decca, and no discount, to handle the good through its branches across the country.

The album, which has been on the market for only three weeks, has already gone through four production pressings.

4 Singing Contests in Italy; Disk Business Gets Boost

By SAM L. STEINMAN

ROME—Four singing competitions running from mid-June to mid-July are expected to give impetus to Italy's disk business which is fighting a nationwide recession.

API (Italian Phonograph Association) and RAI (Italian Radio-TV) are joint sponsors of "A Song for the Summer." This was promoted for two months via radio programs and had its climax at St. Vincent where the 14 winners were selected by public voting. Proclaiming the ultimate winner, however, has been reserved until the end of September when full sales reports will have been received. Early leaders are Style's John Foster, RCA's Nino Fidenco, Carisch's Peppino Di Capri and Durium's Los Marcellos Ferial.

Cantagiro (Singing Tour) gets under way for its 16-day run from June 26 to July 11 in 45 cities, with the final two nights at the Roman spa of Fuggi. This event, in its third year, will have the most impressive pop singing cast ever assembled for one Italian event. The two previous winners, Adriano Celentano and Peppino Di Capri, will be guests along with Domenico Modugno. Two groups of singers — 20 recording names and 20 newcomers — will compete against each other in a round-robin series, in the same group and in the newcomers group, with those scoring highest points competing during final eliminations at Fuggi. Top-selling RCA names of Michele and Donatella Moretti have emerged from the newcomers' group in past.

Compete July 16, 17

Singers of the year, selected by disk critics, will compete in the Cantastampa (Press Song-fest) at Taormina July 16 and 17 with special music and lyrics written by newspapermen. Last year's show, which took place at Rimini, initiated this event and brought considerable pub-

licity because it is regarded as the one closest to the press. Winners a year ago were Celentano and Rita Pavone.

Pesaro's Sixth International Song Tournament is set for June 20-21. At this time many disc-jockeys release some of their summer hits for the first time. Francoise Hardy, who was one of those who pulled out of San Remo when French diskeries decided not to support the festival, has given her assurance that she will take part at Pesaro.

UA to Bow Album From '7th Dawn'

NEW YORK—United Artists Records will release the original soundtrack album from the motion picture "The 7th Dawn." Music is composed and conducted for the picture by Riz Ortolani, writer of "More" from "Mondo Cane." The album will be released in the summer, coincidental with the distribution of the film. According to Murray Deutch, vice-president of United Artists music company, a number of companies will issue single records, including Columbia with Robert Goulet, Jubilee with Enzo Stuarti, World Artists with Joe Sherman and Cosimo with Richard Hayes. Instrumental versions of "The 7th Dawn" have been recorded by Ferrante and Teicher on United Artists, and Henry Jerome on Decca. Deutch also reports versions have been recorded by Jimmy Haskell on Capitol and Shirley Scott on Impulse.



JOEY HEATHERTON, film and TV starlet, signs an exclusive long-term pact with Coral Records as label's artists & repertoire director Dick Jacobs looks on. Joey is the daughter of TV personality Ray ("The Merry Mailman") Heatherton.

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AFM Report on Union Gains

PORTLAND, Ore.—Substantial wage and hour gains for musicians in the fields of phonograph recording, network radio and TV broadcasting and theatrical and TV motion picture films are reflected in the annual published report of American Federation of Musicians' President Herman Kenin to some 1,000 delegates assembling at the opening session (June 15) of the 67th annual convention at the Portland Hilton Hotel.

An accompanying report by Treasurer George V. Clancy showed that the AFM operated "in the black" during the current fiscal year, despite a drop of some 7,500 members. A total of \$9,200,000 in the comparatively new pension fund (established in 1959) was reported, with initial benefits being paid this year from cumulative funds.

Kenin outlined the new five-year phonograph agreement concluded in December 1963, which

recognizes for the first time the right of the individual per-

Sapphires, Lewis Signed by Label

NEW YORK — ABC-Paramount Records has signed the Sapphires (Carol Jackson, Joe Livingston and George Garret) and Bobby Lewis to recording contracts.

First ABC-Paramount release by the Sapphires is "Hearts Are Made to Be Broken," backed with "Let's Break Up for Awhile."

Lewis' first ABC-Paramount release is "Fanny Tucker," backed with "That's Right."

forming musician to receive payments directly from the sale of phonograph records.

In the radio-TV field, Kenin noted that a hard-won two-year agreement not only averted a possible strike but resulted in the retention of some 75 per cent of network staff employment, a 10 per cent wage scale increase and substantial severance payments for staff members relieved from term employment.

AFM Secretary Stanley L. Ballard reported a membership of 275,254 compared to last year's roster of 281,946, with 6,014 members in the U. S. and Canadian Armed Forces.

The convention will run through June 18.

Ringo Has Scare; Gets A Substitute on Snare

LONDON—Beatles' fans had the biggest scare of their lives recently when Ringo Starr was rushed into a London hospital after collapsing at a photographic session the day before the group left for their Scandinavian tour. There was talk of canceling the three-day visit to Holland and Denmark.

But instead 24-year-old Jimmy Nicol, drummer with George Fame's r&b group, the Blue Flames, was pulled into rehearsal and filled in. He also flew to Hong Kong with the Beatles for their concerts there last week. It was determined that Ringo suffered from tonsillitis and laryngitis. He is now out of the hospital and has rejoined the group.

The night before Ringo's collapse the Beatles waxed a new single for simultaneous transatlantic release about July 10. Meanwhile, an EP featuring Paul McCartney's version of "Long Tall Sally" and Ringo's version of the Carl Perkins number, "Matchbox," with two others, was rushed out here this weekend to counteract sales of Polydor's single, "Ain't She Sweet." The last-named was recorded in Hamburg two years ago and is currently on the British charts.

Beatles' manager Brian Epstein announced plans for the Beatles to star in another Christmas Show — at the Hammer-smith Odeon in London, for three and a half weeks starting December 24.

Canadian Disk Sales Dip In '63; Up in '64 Quarter

NEW YORK—Canadian Record sales during 1963 were slightly down as compared with 1962; but the first quarter of 1964 shows a substantial gain over the comparable quarter of 1963, according to Fraser C. Jamieson, managing director of London Records of Canada, Ltd. Jamieson, guest speaker at a recent luncheon of the International Record Men's Club held at the Taft Hotel, said the 1963 figures were 1.7 per cent below 1962. He termed this estimate a BB figure (before the Beatles) and added: "We find quite a different story for the first quarter of 1964, where the quarter at \$6,000,000 compares to the same quarter of 1963 at \$4,800,000. Dollar-wise our company is doing better than last year, therefore, it is safe to say that the entire gain is not due to the Beatles."

The figures quoted by Jamieson represented combined dollar volume of Canadian record manufacturers at the wholesale level, as compiled by the Dominion Bureau of Statistics.

65 Per Cent of Market
Jamieson, recently elected president of the Canadian Records Manufacturers' Association, said the Canadian market totaled 20,000,000 as compared with nearly 200,000,000 in the States. In dollar volume, Canada is about 6 per cent of the American market because "there

are fewer disposable dollars available per capita than in the States." He pointed out, however, that Canada has the second highest per capita buying of records—the first being the U. S.

"The problem of a limited market is further compounded not only by fairly strong minor ethnic groups but by the fact that 25 per cent of our market is French, and French speaking. . . . In the Province of Quebec it is estimated that at least 3 per cent of the product sold is strictly French; that is, contains French vocals, or, if instrumental, is actually produced in Quebec Province by French-Canadian artists. This means that about 8 per cent of our entire national market is French product. Some of the companies have been slow . . . to recognize this market situation but now they all realize this market must be catered to. . . ."

Jamieson said the cost of doing business in Canada is a "chronic problem." London's Canadian operation, he said, is

bilingual; French correspondence is answered in French; this leads to the unhappy situation of running up our costs."

Hit Sales Down

As in the States, hit singles have dropped in sales. Jamieson noted. A few years ago a hit single could sell 100,000; today it does well if it achieves 50,000. "But inasmuch as the total dollar volume is fairly consistent, it is obvious that R.P. product is taking more and more of the market," Jamieson said.

The executive noted that stereo has not taken hold in Canada as well as it has in the States. He added: "It would be wonderful to be free of double inventory."

With regard to merchandising, Jamieson said that no one type of selling organization has been able to dominate the industry.

He also noted that the Canadian manufacturer and distributor must be selective as to product, because the market is incapable of absorbing the mass of product produced in the States and Europe. He also emphasized the substantial Canadian artists. This type production is increasing — and such product has an advantage inasmuch as the artists are available for promotional appearances on radio and TV. Therefore, Jamieson indicated, U. S. product has to fight for a position in the Canadian market, "and the battle will get tougher."

Jamieson stated that record production facilities were improving rapidly, and that use of branches was mandatory if a company hoped to make money. Only two cities, Montreal and Toronto, approach 2,000,000 in population, and the third largest, Vancouver, has about 500,000.

The Canadian record business, like that in the States, "is cursed with credit problems," Jamieson continued.

Despite these difficulties, the Canadian market at the present time seems "buoyant," he concluded.

SKA STARTS TO JUMP

NEW YORK—Excitement is building about the Ska, the Jamaican dance. Atlantic Records, which has released three Ska disks, is now blanketing the nation with dance instruction charts. Bulk quantities have been sent to record distributors, dealers and jockeys. Additionally, Byron Lee, who is credited with playing a key role in starting the Ska in Jamaica and the West Indies, has been signed to an Atlantic recording contract. Several sides by Lee will be included in a Ska album to be released shortly by Atlantic.

Going in with this is a Ska campaign by the Arthur Murray dance studios. The studio management has sent Atlantic Ska records, with dance instructions, to some 400 units coast to coast.

Meanwhile, a group of Ska dancers have been in the U. S. the past four weeks and have appeared in the New York area on TV shows, the World's Fair, at Trudy Heller's in the Village, and elsewhere. The group is sponsored by the Jamaican government.

Mercury's Sales Plan

CHICAGO — Mercury Records Corporation's summer sales plan, "We're Having a Hit Wave," features 15 new albums and a special c&w promotion.

A cash discount is offered on all new product and catalog product, with a special summer sales plan on the c&w album collection. The new program offers a repeat of Mercury's "Prime" displays, introduced by the label last month.

"Country Fair" is the theme for the special c&w promotion, which includes 31 best-selling albums by such artists as Flatt and Scruggs, George Jones, Leroy Van Dyke, Faron Young, Kest Allen and Roy Drusky.

New pop albums are by Johnny Mathis, Ronnie Gilbert (former lead singer of the Weavers), Brook Benton, Big Bill Broonzy, Dave Van Ronk, Eddy Howard, Harry Smeone Chorale, Leroy Van Dyke, Sil Austin and David Carroll.

Classical albums are by Joseph Szigeti and the London Symphony, Gina Bachauer with the London Symphony, the Eastman Rochester Orchestra, Marcello and the Chamber Orchestra of Wurtemberg.



JULE STYNE (seated) goes over his score for "Fade Out—Fade In" for Carol Burnett, Betty Comden and Adolph Green (left to right) at the ABC-Paramount recording session. The original Broadway cast album will be shipped into the market this week.

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Kapp Enters C&W

NEW YORK—Kapp Records has entered the country field. First release, cut in Nashville and produced by Paul Cohen, features Billy Edd Wheeler.

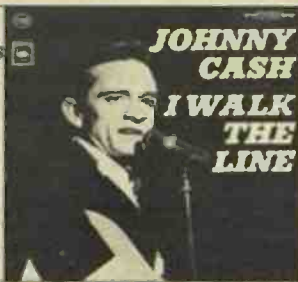
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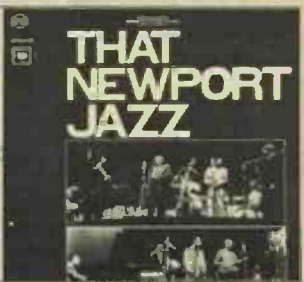
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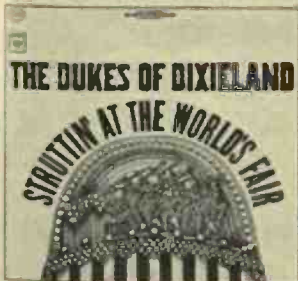
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CL 2179/CS 8979



CL 2194/CS 8994



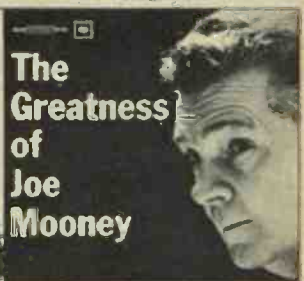
C3L 32 3 Records Set



ML 5987/MS 6587



ML 6004/MS 6604



CL 2186/CS 8986

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Hard Customers, Soft Dollar

LOS ANGELES—When business is "soft" the specialty shops have an easier time making a dollar than regular retail outlets offering the breadth of best-selling merchandise.

This, in the opinion of George Hocutt, president of Quality Record Sales, which operates Sam's Jazz stores, is the reason his business has held up during a generally "soft" period hereabouts.

"My customers are not affected by hot merchandise, or the lack of it," he explained. "They're in there buying catalog, which is the advantage of a specialty store."

Hocutt and Jack Lewerke

have owned the two stores seven months. During the recent Memorial Day weekend, both stores remained open and did substantial business in such new packages as "Giez/Gilberto"; "Carpetbaggers" by Jack McDuff; "Joe Williams at Newport"; "New Prospectives" by Donald Byrd, and "Black Orchid" by the Three Sounds, plus the regular catalog items.

Hocutt says operating a specialty shop has its uncanny moments: Several weeks ago he got touted on a Chicago LP "Boss Tres Bien" by the Quartet Tres Bien. The Chicago label, Norman Records, had sold the master to Decca which had

not released it when Los Angeles DJ Toffie Strodé of KBCA heard the album and began programming it.

Since Sam's customers listen to the station, they began calling for the LP. Hocutt managed to get 77 copies from Norman but as the supply diminished he was unable to get any more copies. "We were selling two copies an hour," Hocutt said with a grin. "I wish I could get 500 more."

Another product proved successful is the Atlantic LP "Cairbird Suite" by the Mitchell-Ruff Duo released several years ago. Hocutt bought 500 copies and advertised them along with the "Tres Bien" package. "The image we strive for," he said, "is that Sam's will go out of its way to get difficult material for its customers."



CLYDE WALLICH, president of the Music City chain, presents vocalist Johnny Mathis with the first "Diamond Stylus" award as the chain opened its fifth outlet in Canoga Park. The singer's LP, "Johnny's Greatest Hits," released in 1958, is the best-selling LP in the chain's history. Over 11,000 persons attended the ceremonies in the Topanga Plaza Center as a host of disk artists performed. KFWB deejay Bill Ballance was emcee. Despite the flu, Mathis joined the entertainment and sang two numbers.

Potential Is Lined With Gold

• Continued from page 1

Pincus, Lou Levy, Tony Valando, E. H. Morris and the Howie Richmond-Al Brackman combine; (3) publishing income rises continuously, and the picture for the future is better than ever in view of general developments and likely developments.

Stems From Disks

With regard to the last-named point, it may be noted that the increased income potential stems currently from the growth of the record business, both domestically and internationally—particularly the latter. Some publishers now state that overseas income equals or almost equals domestic income. In conjunction with this it is to be noted that mechanicals abroad run as high as 8 per cent of a disk's selling price.

Too, upcoming revisions of the Copyright Act of 1909 will increase the potential of copyrights. Music attorneys close to the scene expect the mechanical rate to be hiked—and while the rate will still be negotiable, the base will be higher. The period of copyright extension is

expected to be lengthened, thus bringing the Act more in line with general European practice (50 years after the death of the writer)—and again increasing a copyright's long-term value.

Broadcasting Top Earner

Another important factor commented upon by astute observers is the likelihood of increased income not only from an increased mechanical rate and from new mechanical music uses but also from performing rights. Broadcasting, of course, continues to be the chief performance money-earner—with some \$50,000,000 collected annually in the U. S.—but increased use of closed-circuit TV, and an increased drive to license performance in hotels and other non-broadcast locations, is expected to pick up the total performance earnings considerably.

In fact, more and more record men view with a jaundiced eye the difficulties of the record business while at the same time becoming more enamored of the publishing business. One stated, while paraphrasing Dinah Washington's hit of years ago: "Publishing is the thing today!"

Outsiders Offer \$\$, Little Else

• Continued from page 1

ling over the books of many firms with an outright purchase in mind. It's known that Columbia Broadcasting System as well as a large magazine and record club operator have been investigating the Chappell set-up. Mills Music has been up for sale at least five times and it's been reported that a utility firm is now dickering for a buy. Up until late last week Music Corporation of America was negotiating for the purchase of E. B. Marks Music. It now appears that only the firms owned by film companies (Music Publishers Holding Corporation, by Warner Bros., the Big Three, by MGM and 20th Century-Fox, and Famous, by Paramount) are safe from the outside investor.

Cause of Concern

The possibility of music firms being run by non-music men, who in all probability will be sitting on the ASCAP board due to their ownership, has caused concern among many top writers. They feel that the Wall Streeters will not be representing their best interests and music is likely to become just another commodity—like canned goods. It has been mentioned in some quarters that if this comes to pass some of the veteran writers will pull away from the Society.

A purchase of a large music firm is an intricate procedure.

The investigation aspect has also become an expensive matter. It's been heard that one corporate interest spent close to \$98,000 investigating the books of one large firm before negotiations fell through. In the case of Chappell, a purchase won't come easy because of the firm's interlocking ties with writers. (Chappell has firms with Richard Rodgers, Cole Porter, Harold Rong, Jule Styne, etc.) It's also a moot point whether the separate writers will want to go along with the outside bidders now that Dreyfus, their long-time mentor, is no longer involved.

The passing of Dreyfus as well as Louis Bernstein (head of Shapiro-Bernstein) a few years ago and prior to that, Ralph Peer, has also caused industry men to wonder where the "music men" will be coming from. Young people, for the most part, are not being trained as professional music men as they were when men like Dreyfus, Bernstein and Peer had an eye for talent and an ear for song. In many cases they subsidized and nurtured their writers until they developed into pay-off properties.

Today many tradesters feel that the "romance" of the music business is becoming a thing of the past and the IBM machine is taking over. Their big question is, "Can a machine pick a song of a writer?"

Columbia Signs Orchestra U.S.A.

NEW YORK — Orchestra U.S.A. has signed in with Columbia Records. The group, which is managed by George Avakian, is made up of 30 instrumentalists and frequently features celebrated soloists and guest conductors. The orchestra performs contemporary jazz and non-jazz compositions as well as classical and baroque music.

The first LP under the Columbia banner will be released this fall. Avakian will co-produce the recording with Teo Macero, pop artists and repertoire producer for Columbia. Among the ensemble's upcoming appearances will be New York recitals at Town Hall in October and Carnegie Hall later in the season. The orchestra will also take part in the Monterey Jazz Festival (California), Sept. 19-20, and their first European tour has been scheduled for May and June of 1965.

Instrumental in signing the orchestra with Columbia was Joseph Taubman, of Caber, Kirshenbaum & Taubman, attorneys.

WARING FETE DRAWS 250

SHAWNEE, Pa.—A two-day outing here last week (June 29-30) brought an assemblage from the music industry to Fred Waring's Shawnee-on-Delaware fan-Waring's music outing, added to the Professional Music Men's annual outing, turned out a total of more than 250.

Among the golf tourney winners were Artie Mogull, Joe Linhart, Mickey Glass, Mickey Scherer, Duke Niles, Lucky Carl, Paul Barry, Ed Barsky, Joe Cosmeyer and Dan Collins. Leo Diston and Stanley Silver won boxes of old golf balls for their scores of 133 and 134. Among the guests were Peter Lind Hayes, also a tourney prize winner, Jackie Gleason, Robert Morse, Nick Kenny, Frank Parker and Martin Block. Andy Wiswell won Billboard's Hot trophy for hitting a score of 100. Billboard's Tom Noonan made the presentation of the trophy.

Festivities included entertainment by Waring and his Pennsylvanians, Peter Lind Hayes, and a special attraction, "Doc" Marcus, whose hilarious magic act included assists from Murray Luth, Dan Collins and Frank Luppino. Hy Ross and Jerry Lewin co-ordinated the affair.

Prestige Makes Changes

NEW YORK—In a build-up of its sales and artists and repertoire divisions, Prestige Records has named Ron Eyre vice-president-director of sales. Bob Kirstein as sales manager of the Western Division, and Cal Lamplie as artists and repertoire producer.

As director of sales, Eyre will have control over all phases of the sales department, which include the creation and administration of all sales programs, the promotion and merchandising of all Prestige disks and head of promotion, order service, warehouse and shipping departments and divisional sales managers.

Jerry Field will take over the position vacated by Eyre as sales manager of the Eastern Division, and George Badonsky will be sales manager of the Midwestern division. Kirstein, Badonsky and Field will report directly to

Eyre and, in turn, Eyre will report to Vic Chirumbolo, executive vice-president of the firm.

Lamplie, who has been with RCA Victor, Columbia and Warner Bros. Records as well as having produced records for Erol Garner, joins Ozzy Cedena (jazz) and Sam Charney (folk) in Prestige's ad set-up.

Concerts Studied

• Continued from page 3

young people's concerts and 100 special concerts.

The five works written for the concert hall since 1936 which were most performed last year were "Cosas Breugnon Overture" by Dnuffit Kabalevsk, Samuel Barber's "Adagio for Strings," Sergei Prokofiev's "Symphony, No. 3," the late Hindemith's "Symphonic Metamorphosis on Theme of Carl Maria von Weber" and Barber's "Symphony No. 1."

Most Performed

Maurice Ravel's "Daphnis and Chloe Suite No. 2" was the most performed 20th century work, followed in order by "La Mer," by Claude Debussy, Richard Strauss' "Rosenkavalier Suite," "Petroushka," by Igor Stravinsky and the Ravel orchestration of Mussorgsky's "Picture at an Exhibition."

The five pre-1900 works most performed were Beethoven's "Symphony No. 7" and "Symphony No. 5," Brahms' "Symphony No. 4," Wagner's "The Mastersinger Overture," and Weber's "Oberon Overture."

The BMI survey tallied a total of 1,934 titles performed during the past season. Of those, 929 were pre-1900, with 6,454 performances, and 993, written since 1900, with 3,502 performances, in the "since 1936" category; 676 titles were programmed for a total of 1,966 performances.

Atlantic, Atco Parleys Set

NEW YORK—Atlantic and Atco will hold their annual distributor meetings at the Eden Roc Hotel, Miami Beach, on June 26 during this year's ARMADA convention.

At the meetings, 20 new pop, jazz and folk albums will be shown to distributors along with a distributor-dealer incentive plan and extensive merchandising, advertising and promotional programs.

The company has developed some unique merchandising ideas which, according to Len Sachs, will increase distributor sales volumes considerably. He is Atlantic and Atco's director of album sales and merchandising.

PETER AND GORDON

NOBODY I KNOW

YOU DON'T HAVE TO TELL ME

5211



THEY'VE COME TO AMERICA!

Peter & Gordon are here! Their first American concert tour begins June 19 at the New York World's Fair. To celebrate, Capitol is rush-releasing their brand-new English hit, **NOBODY I KNOW**, written by Beatles John Lennon & Paul McCartney. It's sure to rival Peter & Gordon's current international chart-topper, **A WORLD WITHOUT LOVE**. Don't miss out: order today! Also, watch for Peter & Gordon in person in your market!



BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

RAG DOLL

4 Seasons/Philips 40211

FARMER JOHN

Premiere, Warner Bros. 3443

★ REGIONAL BREAKOUTS

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

LONG LONELY NIGHTS . . .

4 Seasons, Vee Jay 597 (A&G & H, BMI)
(Philadelphia, Milwaukee)

I UNDERSTAND THEM . . .

Patty-Cokes, Tuff 376 (Winlyn, BMI) (Chicago)

SHE'S THE ONE . . .

Charbouts, Mutual 302 (Eastwick-Charbouts) (BMI)
(Detroit)

PRECIOUS WORDS . . .

Wallace Brothers, Sma 174 (English-Turinglow, BMI)
(New York)

BEACHCOMBER . . .

Johnny Gibson Trio, Lorie 3256 (T, M, BMI) (Detroit)

HAUNTED HOUSE . . .

Gene Simmons, MI 2076 (Venita-B. Flot, BMI)
(Memphis-Nashville)

LOVE IS A MANY SPLENDORED THING . . .

Steve Ajelmo, ABC-Paramount 10553 (Miller, ASCAP)
(Miami)

(You Don't Know) HOW GLAD I AM . . .

Nancy Wilson, Capitol 3198 (Roosevelt, BMI) (Detroit)

IT'S ALL OVER NOW . . .

Valentino, Sar 152 (Kaga, BMI) (Atlanta)

NARM OFFERS PHONO DATA

NEW YORK — National Association of Record Merchandisers (NARM) is making available, through the office of its executive director, Jules Malamud, publications and educational material relating to the phonograph industry, statistical data, pending legislation, and the Federal Trade Commission's Trade Practice Conference.

Dorchester Is Taken Over By Delfont

LONDON — EMI, Capitol Records and American producers Feuer and Martin have sold their entire share of Dorchester Productions to London impresario, Bernard Delfont. The latter will run the company with British producer Tom Arnold and American Arthur Lewis.

Delfont, Lewis and Arnold, through Dorchester Productions, will be responsible for running London's Shaftesbury Theater and staging its shows. The current production there, "How to Succeed in Business Without Really Trying," ends June 27 after a 15-month run.

Millicent Martin and Kenneth More will star in a musical version of "The Admirable Crichton," believed to be the next major show planned for the Shaftesbury.

1,000 Attend Davis Tribute

NEW YORK — Nearly 1,000 persons paid from \$50 to \$100 a head to attend the Leukemia Society's tribute to Sammy Davis at Carnegie Hall Tuesday night (9), with a dozen recording artists performing for the benefit.

Sidney Poitier presented Davis with a silver loving cup in honor of his work for the Philanthropy. Davis and Dianna Carroll headlined the bill.

Also performing were Brook Benton, Eydie Gorme, Lou Monte, Terri Stevens, Johnnie Ray and Julie Wilson.

Comics Jack Carter, Red Buttons and Godfrey Cambridge performed. Emcee was William B. Williams. WNEW disk jockey.

Opening the show was a chorus line selected from Playboy Club Bunnies.

Kapralik Adds A Real McCoy

NEW YORK — David Kapralik, general manager of the April-Blackwood music companies, publishing wing of Columbia Records, has bolstered his staff with the appointment of Van McCoy as staff writer. McCoy will report to Jerry Teifer, who was recently named professional manager of the firms.

McCoy's duties will include writing music and lyrics for all major and independent labels. In addition, he'll be responsible for maintaining liaison with artist and repertoire producers and artists. Prior to this appointment, McCoy was a staff writer for Trio Music.



We desire to reprint, with full credit, information from Billboard. Would you have any objection to our listing in our Sunday and/or daily entertainment pages: Top 20 singles; Top 20 albums; Top 10 country albums and singles and Top 10 pop-standards?

Most Perky
The Detroit Free Press
Detroit, Michigan

● *Permission has been given. Since Billboard is copyrighted, it is necessary for permission to reprint to be granted.*

We understand you recently published a supplement to your regular issue of March 28 titled "Music on Campus." We would appreciate receiving a copy as we feel that it will be of much interest to us.

H. M. Katarish
Auckland University
Students' Association
Auckland, New Zealand

● *Ed: Copy sent. As an industry service, Billboard distributed 4,000 copies gratis to college educators, newspaper editors, radio stations and student union and interfraternity council presidents, all having interest and involvements with college concert presentations. Letter below is indicative of response.*

Just a note to express our appreciation for receiving your special edition of Billboard entitled "Music on Campus." This information is of particular value to us inasmuch as we are in the process of moving into a new \$6,000,000 union building. I would appreciate your personal recommendations as to the most reliable booking companies that we can work with for supplying future name attractions. If possible I would like to have three extra copies of this special edition.

C. LaVar Rockwood
Coordinator of
Student Activities
Brigham Young University
Provo, Utah

● *Ed: Copies sent. Leading booking offices were represented in this edition with advertising messages and this was pointed out.*

Ruling on Tape Recorder Killed; Fee Concept Upheld

KARLSRUHE — West Germany's Supreme Court has thrown out a lower court ruling requiring tape recorder purchasers to show their identification document at the time of purchase.

GEMA, West Germany's performing rights society, is demanding that retailers be required to list purchasers of tape records so ASCAP's German twin can dun them for performing rights royalty.

GEMA's long and intricate campaign to collect tape recorder royalties has involved two principal points: the legal principle that private music taping is unlawful unless copyright royalty is paid; and the enforced co-operation of recorder manufacturers in collecting the fees.

GEMA's protagonist is Grundig, Europe's largest tape recorder manufacturer. Grundig has battled GEMA down the line.

In 1962, GEMA won court

decisions in West Berlin establishing its right to collect \$2.50 a year from every tape recorder owner as a music-taping royalty; and requiring tape recorder manufacturers to state in their advertising that music taping is unlawful without royalty payment and to provide GEMA (through retailers) with names of all tape recorder buyers.

The West Berlin court specifically ruled that mere ownership of a tape recorder implied "intent to tape music," and that it was not necessary for GEMA to prove actual music taping as the basis for collecting the \$2.50 annual taping fee.

GEMA Move
Armed with the basic court ruling, GEMA then moved to force the record companies to help it corral recorder buyers.

Now, the German high court has killed the Berlin court ruling requiring tape recorder buyers to identify themselves, but the Karlsruhe court upheld, in principle, the right of GEMA

to collect music taping fees.

Finally, the court upheld a Berlin court ruling that tape recorder manufacturers must insert music-taping warning in their advertising. Grundig, despite the Berlin court's ruling, has refused in some instances to insert the warning.

GEMA sued Grundig for \$250,000 damages. The high court, however, reduced the amount of damages to \$1,250.

The Karlsruhe court ruled that the identity demand "Goes far beyond the bounds of the permissible. It would unbearably burden relations between the buyer and seller and would disturb justice."

BOOK IS OUT ON COPYRIGHT

NEW YORK — The Copyright Society of the U. S. has come up with a two-volume edition covering virtually every aspect of copyright law. The set, titled, "Studies On Copyright," an Arthur Fisher Memorial Edition, is published jointly by the Bobbs-Merrill Company and Fred B. Rothman & Company. It's priced at \$35 per set.

'Yogi Bear' Gets Big Disk Push

NEW YORK — Colpix Records has instituted a hefty merchandising and promotional campaign for its soundtrack album of "Hey There, It's Yogi Bear." A special prepack unit, holding 10 albums, will be displayed in theater lobbies, where the LP will be sold. The prepacks will also be a part of promotional displays in consumer stores. Another tie-in with the film will be the use of actors in Yogi Bear costume to make appearances in cities where the movie is being shown.

In addition to the soundtrack LP, Colpix will release singles of songs from the score. Special voice tracks, plugging the film, have been sent to 500 disk jockeys. Voice tracks will also be played in theaters during intermissions.

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

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THE DIXIES OF DIETLAND—Shuttin' at the World's End CL 2194, CS 8994		
REE KONA and HIS MANGARINS—Hing: Columbia CL 2174, CS 8974		
The Greatness of JOE MOONEY: CL 2184, CS 8984		
VARIOUS ARTISTS—(3-12") Jazz Odyssey, Vol. III, The Sound of Chicago: CL 32		
VARIOUS ARTISTS—That Memphis Jazz: CL 2179, CS 8979		
CARL WENTZON—Shakespeare's Greatest Hits: Music by Dick Hyman: CL 2180, CS 8980		
Ellen Paul and Richard Tucker Sing Puccini and Verdi Favorites: All 6004, MS 6004		
A Salute to STRASZPERSI: Dame Edith Evans, Sir John Gielgud, Margaret Tulkian: DL 7005, DS 2320		
DELTA INTERNATIONAL		
FRANCO KRAMER's TV Palooza Party: DL 9001 LP (M)		
DOT		
PAT BOONE—The Lord's Prayer and Other Great Hymns: DLP 3582, CLP 2582		
LARRY MOYAR Plays: DLP 3574, DLP 2574		
JIMMIE RODGERS 12 Great Hits: DLP 3579, DLP 2579		
DEAN BOST		
THE VENTURAS—Here They Are!: DDM 1003		
IMPERIAL		
THE BISERS—She's a Bad Motorcycle: LP 9249, EP 12249		

JAY JAY	M	S
LFL WALLY—Gee! How Good! 1073		
LIBERTY		
Big Drag Beats U.S.A.: LRP 3364, LST 7364		
Beats Drag at the Beach: LRP 3364, LST 7364		
Liverpool, Dragsters, Cycles and Surfing: LRP 3364, LST 7365		
Montage: LRP 3367, LST 7367		
Shut Down and Hit! (Chords): LRP 3364, LST 7364		
Sound of the Big Iron: LRP 3363, LST 7363		
PAF		
LENNY HERMAN OGS—L. Wood's Girl, Other Famous Girl Songs: LP 100 (M)		
SHAZZA		
The World of JIMMY WATLEY: LP 509 (M)		
SIMON SAYS		
DICK WHITTINGTON—The Pied Piper: M 23 (M)		
SUPREME		
PAUL WICKERSON (MON)—Chorus: Vol. III: SM 1003, SS 2023		

*See Disk Deals for Dealers

John Reilly to Talk

Continued from page 1

Trade Commission's trade rules for the record industry may be finalized in time for presentation at the gathering of independent distributors and dealers. FTC attorney John Benton has completed his part of the task, and it is fairly well-known that the final version of the rules are now at Commission level, and under consideration.

FTC Commissioner John Reilly, who presided over the record rules hearing, admits the possibility that the rules will be given Commission approval by the time the ARMADA convention meets—but he says it is only a possibility and far from a certainty. However, the Commission is at least "aware of the situation," and knows that the Association of Record Merchants and Distributors is cliff-hanging on FTC decision.

Also, the Commission is undoubtedly aware that the ARMADA convention would present an ideal forum for presenting and explaining the final rules by ARMADA counsel Earl Kintner, who will be one of the principal speakers, and who has guided the association throughout the procedure.

Other principal speakers are Rep. James Roosevelt (D., Calif.), chairman of the Distribution Subcommittee of the House Small Business Committee, and William E. Gallagher, Columbia Records vice-president in charge of marketing. Trade sources have indicated that a spokesman for the Federal Trade Commission might also be on hand. (Billboard, June 13, 1964.) Ideally, this would be the

commissioner closest to the proceeding. Commissioner John Reilly, ARMADA would probably have a welcome mat also for the FTC attorney who worked on the rules with the industry, John Benton.

New Col. Blood

Continued from page 1

Bruce (Johnson) and Terry (Melcher) are staffers in Columbia's a&r department on the Coast and produced the Rip Chords' hit albums and singles. Robert Horton, of TV "Wagon Train," is currently on Broadway in "110 in the Shade." Columbia is planning a Robert Goulet-type buildup for Horton whose first LP is due this summer.

Mersey Named

With the takeover of the a&r activities by Glancy, the pop and Masterworks departments were put under one head. Until then, both departments reported separately to Goddard Lieberman, Columbia president. Glancy reorganized the department, appointing Mersey as head of the entire pop operation, which had formerly been split into New York-Hollywood-Nashville segments and with the Chicago studios also falling under the New York aegis. Glancy also appointed John McClure to direct Masterworks when the former classical chief, Leonard Burkat, took over Columbia's creative services division.

With the a&r reorganization wound up, Glancy then gave the go-ahead for the pitch on "new blood."

Mercury Gets 'Gogo' Caster

NEW YORK—Mercury Records has picked up the original cast album rights to the upcoming off-Broadway musical "Gogo Loves You." The musical

was written by Anita Loos (book), Gladys Shelley (lyrics) and Claude Lévêillé (music).

The show, an adaptation of a French comedy, "L'Ecole des Cocottes," is scheduled to open in the fall. Fred Weintraub, owner of Greenwich Village's the Bitter End, is producer-director.

CMA Being Polled

NASHVILLE—Members of the Country Music Association Hall of Fame Selections Committee are currently being polled to elect the person to receive the association's award. All ballots must be in by July 1.

The winner will be announced at annual association festivities here this fall.



"HUMPTY-DUMPTY" sat on a wall
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FOUR SEASONS
ARE STILL IN LOVE**

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FARMER JOHN • The Monster Four VJ-600

STEAL AWAY • Jimmy Hughes FAME-6401

HELP YOURSELF / HEADING FOR A FALL • Jimmy Reed VJ-593

I CAN'T HEAR YOU / CAN I GET TO KNOW YOU • Betty Everett VJ-599

I STAND ACCUSED / I DON'T WANT TO HEAR ANYMORE • Jerry Butler

VJ-598



Cambridge's Philosophy Is 'Getting to Know You'

NEW YORK — Although Godfrey Cambridge is basically a humorist, he's quite serious about the record business. And, even though his first record album, "Here's Godfrey Cambridge, Ready or Not," was released by Epic Records only three weeks ago, Cambridge has already established a philosophy for operating on the disk level.

That philosophy, according to Cambridge, is based on a strong belief in the responsibility of the artist to the record company. Cambridge doesn't think that the performer's job should be considered finished after the recording session is completed. "That's when the leg-work should begin," said Cambridge. By "leg-work" he means visits to disk jockeys, distributors, interviews with the press and sundry other activities that go along with the album's over-all promotion.

"It's important to the artist as well as the record company that the public gets to know a performer as a human being instead of just an entertainer," Cambridge said. "Through deejay interviews that are conducted in a relaxed and informal manner, the public gets to know the 'total man' and becomes more interested in his work as a performer whether it be on records, in night clubs or on the stage."

Really Legging It

In this respect, Cambridge is virtually knocking himself out promoting his first album. As a sample of his activities, he mentioned that in Chicago recently he made the deejay interview rounds in a round-the-clock hop that began 6:30 a.m. one morning and ended 5:30 a.m. the next day.

Such activity is now limited. Cambridge has a new assignment in the upcoming Broadway musical "Golden Boy," but he's not giving up the promotional pitch. In between rehearsals he wrote and recorded 10 spot announcements for the album that Epic is placing on radio, and when the show begins its 16-week tour, he's arranged to make the deejay rounds in such tryout cities as Philadelphia, Boston and Detroit. He also expects to make quick plane hops to nearby cities on the Sundays during the tryout tour when the show has a day off. In between,



GODFREY CAMBRIDGE (right), recently in Chicago to promote his debut Epic album, "Here's Godfrey Cambridge... Ready Or Not," gives the pitch to Daddy-O Daylie, disk jockey on WAAP.

he'll do deejay interviews via "beep telephone."

With all this, Cambridge doesn't discount the importance of a record company's responsibility to an artist. In addition to concentrated activities in the promotional areas, Cambridge feels that the company should continually work to stimulate interest in the artist, to develop him as an entity and to come up with new ideas and material for future projects.

"There are too many entertainment diversifications these days," said Cambridge. "and people are no longer willing for your next album. You've got to get out there and get them to know you on a personal level and, if you're lucky, have them end up saying 'There's a guy I can dig.'"

CYO Jazz Gala On June 19, 20

PITTSBURGH — The city's first jazz festival will be staged at the Civic Arena on June 19 and 20 with topflight stars on both nights under the auspices of the Catholic Youth Organization. Producers of the show are George Wean and Pittsburgh-born pianist Mary Lou Williams.

Among the stars will be Art Blakey, Ruby Braff, the Dave Brubeck Quartet, Bud Freeman, Al Grey, Bobby Hackett, Dakota Slaton, Sarah Vaughan, Jackie (Moms) Mabley, Harold Betters, Thelonious Monk, Jimmy Rushing, Pee Wee Russell, Percy Bryce, the Jimmy Smith Trio, Ben Tucker, Ron Webster, Joe Williams, Mary Lou Williams, and the Alvin Alley Dancers.

Trini Lopez Steals Show At Basin St.

Two top-selling record acts made their New York City nightclub debut at Basin Street East Monday (8). On the double bill are Mercury Records' Smothers Brothers, and Reprise Records' Trini Lopez.

The talented-comedy and vocal duo currently have three albums on the best selling chart. "It Must Have Been Something I Said" is among the top 40 best-selling albums in the country.

Brother Tom, who plays guitar, also carries the comedy, with brother Dick feeding him the lines and playing the bass. Tom's comedy forte is his schoolboy recitation replete with inane ramblings. His dialog may be compared to a folk-oriented Al Kelly.

The material is clever, funny and well-delivered. However, the boys do little vocalizing or music making—which they can do extremely well. Many in the jam-packed room hoped for a little less repertoire and a great deal more repertoire.

The show that night was stolen by Trini Lopez. Guitar in hand he bounced through number after number in his buoyant Latin style. The audience, comprised mainly of adults clapped and sang along with the infectious rhythms and power beat.

There were no lulls or low points in his up-tempo performance and no one sleeps when Trini is on.

Backed by the Basin Street East brass, David Scriven on guitar and his brother Jorge

PEOPLE AND PLACES

By MIKE GROSS

Lloyd Leipzig, head of creative services at United Artists Records, has his leg in a cast after a fall at Fire Island last weekend.

Mary Lou Ryhal, featured in Mitch Miller's group, is the new Wrigley commercial girl. . . . Nina Simone returns to Art D'Agoff's Village Gate in Greenwich Village June 16. On the same bill will be folk singer satirist Ron Elbron and Argentine guitarist Jorge Morel.

Comedian Rip Taylor, who appeared with singer Jerry Vale at a recent Carnegie Hall concert, will work with Vale on other concert stints coming in the fall. . . . Singer Bernadette Castro will entertain at El Patio Beach Club, Lido Beach, L. I., July 11. Then she will be honored on her 20th birthday with a celebrity party.

Murray Deutch, vice-president of United Artists Records, is in London to participate in the Beatles' recording session of the original soundtrack album of their first film, "A Hard Day's Night." The LP will be released on the United Artists label. . . . Gene Krupa and his quartet play for two weeks at Jazzland in the World's Fair beginning June 21. . . . King Curtis and his combo begin a week's engagement at the Ripside in Wildwood, N. J., on July 3. . . .

Comedian Ronnie Martin is on a national tour with Nat King Cole that will run six weeks. . . . The Dillards start a two-week engagement at the Troubadour, Los Angeles, on June 16, and will also do a personal appearance concert with Jimmy Dean at Long Beach, Calif., on June 30. . . . The West Winds, Kapp Records artists, are on a tour of 17 one-nighters along the West Coast. . . . Erroll Garner will make a guest appearance on "The Bell Telephone Hour" on June 16 over NBC-TV.

Alex North will write the musical score for MGM's "The Outrage." James Johnson, president of Zorro Records, has assigned his diskings of "Don't Give In," by Larry Johnson, to Larry Uibel's Bell Records for world-wide distribution. . . . Danny Crystal will now emcee the shows at Freedomland. . . . The Brothers Four, the Serendipity Singers, the Dalton Boys, the Brandywine Singers, Anita Sheer and Bob Carey will be among the guests on "Hoosernanny" TV show emanating from the U. S. Military Academy on July 4 over ABC-TV. . . . The Art Directors Club of New York presented its annual awards for "Distinctive Merit" to Columbia Records' art directors this year. Receiving awards were Robert Cain, creative director of art and design, and John Berg, art director for packaging and design for the Columbia Masterworks album, "The Cuckoo and the Nightingale."

Social Notes: Bob Miller, former head of the Professional Music Men's Association, celebrates his 50th wedding anniversary on June 16. . . . Jules Rifkind, national promotion manager for MGM/Verve Records, became the father of a son, Robert Adam, on June 6.

Film Medium Perfect for 'Molly Brown'

HOLLYWOOD — The motion picture is the perfect medium for "The Unsinkable Molly Brown," which was a robust Broadway musical and is 1000 per cent more explosive and elastic on the wide screen.

Meredith Willson's joyous score is given a first class reading by veteran actress-dancer-comedienne Debbie Reynolds with unparalleled support from Harve Presnell, whose rich powerful voice will undoubtedly

place him among the top romantic balladeers.

Since "Molly Brown" was both a successful Broadway production and an original cast LP, the film interpretation has to provide a little more in order to fully merit its expensive price tag. Presnell, who played Johnny Brown in the New York stage production, marvelously re-creates this role, with very excellent sound reproduction carrying his full-throated voice to all corners of the theater.

The entire production boasts outstanding sound quality, which should be heard and felt on the MGM soundtrack LP. The ability to present this Cinderella story of a back hills girl who strikes it rich and advances up the social ladder with the freedom of movement allowed by film, insures audiences of typically expensive sets and the scenic grandeur of the Rocky Mountains, where many of the scenes were shot. In fact, it becomes extremely difficult to tell where the papier mache mountains end and the real ones begin.

An added plus in the film is Peter Gennaro's inventive dance routines as Miss Reynolds dances her way around the world.

Of Willson's compositions, the urgent "I Ain't Down Yet" and the rambunctious "Belly Up to the Bar Boys," both sung by Miss Reynolds, leave the strongest impression. Presnell's forte is his singing and with time his acting will bear further conviction.

In total, "Molly Brown," as directed by Charles Walters, is wholesome family entertainment and a pleasure to the ears as well as the eyes.

EIJOT TIEGEL



CHILD LABOR: Marvin Deane, eastern promotion chief for Warner Bros. and Reprise Records, enlists the aid of his six-month-old son, Andrew David, to plug the original cost album of the Frank Sinatra film, "Robin and the 7 Hoods."

Lopez on bongos and tambourine, Lopez kept up a driving pace. GIL FAGGEN

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THE BATTLE OF THE YEAR!

CLAUDINE ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★



CLARK

VS.

DIANE ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★ ★



RENAY

WHO'LL BE #1 FIRST?

CLAUDINE CLARK

the 'party lights' girl
with a rockin' new hit!

Standin' on tip toe

b/w **Foxy** (tcf-18)

DIANE RENAY

with another chart-
climber like "Navy Blue"

Growin' up too fast

b/w **Waitin' For Joey**

a bob crowe production (Fox 514)

The ultimate in entertainment



PAMS: Custom Jingle Maker

By GIL FAGGEN

DALLAS — Disk Jockey: "What'll we do to break up the triple spots?"

Program Director: "What do you think we have jingles for?"

At one time the above quote was the rule at many radio stations where "jingles," "musical production aids" and other similar gimmicks were used to excess to break up back-to-back announcements.

The "jingle" today is recognized by most broadcasters as a far more important tool of the trade than as a pad between commercials. At one time the

"jingle" was associated only with "top 40" contemporary music-formatted stations. They were frequently shrill station identifications that drove the audience into identifying with a station's call letters.

Accepted by large and small stations as a necessary, musical signature are now being used right down the line, from ultra-conservative stations to the swingiest of the swingiest stations.

Modern radio today involves 4,000 or more radio stations with some markets such as Denver served by 19 different signals. In the struggle for a dis-

tingitive sound, stations have turned to musical signatures to help set them apart from the competition.

Few, if any, radio stations can claim that a "jingle package" was responsible for putting them in first place. However, few can deny that an effective package of signatures and production aids can do much to help a station attain individuality within a market—even when the competition is programming primarily the same musical fare.

Recognizing the vital need of programmers for news intros, weather music, musical bells, distinctive call letters, et al., many firms rushed package after package into production. Few knew or cared about programming or radio station operation. Many firms worked on guts and speculation. Many stations were badly burned by shoe-string operations and fly-by-night wheel-dealers.

Happily, a greater majority of these marginal operators are no longer on the scene. Emerging from the "jingle mills" of the fifties were a handful of highly creative production outfits (many staffers were culled from broadcasting's ranks) who were interested in station problems and were prepared to offer their clients constructive aid.

PAMS a Leader

Frequently called the Neiman-Marcus of the custom jingle and commercial producers is PAMS of Dallas. The firm specializes in custom-made radio station signatures and production aids. On contract with many of the nation's top broadcasting groups, PAMS packages compare to the

(Continued on page 37)



AN IDEA strikes home at the PAMS recording control room. In on the brainstorming session are (l. & r.) PAMS producer Jodie Lyons; Johnny Borders, program director, KLIF, Dallas; Bill Meeks, PAMS president; Euel Box, music director; Jim West, sales manager, and sound engineer Dick McGrew.

Radio-TV PROGRAMMING

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

KHOW Stands for Know-How Station

DENVER — Summer is just about here and KHOW's "The 16th and Broadway Boys" are out to greet it in grand style. The air group embarked on a personal appearance tour throughout the Denver area recently, visiting shopping centers and grand openings and passing out souvenirs and food samples as an added attraction.

"The 16th and Broadway Boys" logo came to be back in September 1963 when KHOW changed ownership and call letters (used to be KVOD). The station has been developing its air personalities and pop-standard music format with great gusto ever since.

KHOW's personality line-up includes: Evan Slack (5-6:30 a.m.), "Henry" (6:30-10 a.m.), Roy Gunderson (10-11 p.m.), Bill King (1-3 and 6-9 p.m.), Vince Paul (3-6 p.m.) and newcomer Joe Scherer (9 p.m.-2 a.m.). The station has recently extended its hours of operation to 2 a.m., with a sign-off at 5 a.m.

"The 16th and Broadway Boys" are bursting with pride at their most recent personality public service accomplishment—the adoption of a little Chinese refugee girl, 11-year-old Li Ching Tai. The boys are contributing to her health and welfare through Foster Parent's Plan.

Backing KHOW's personality emphasis is a bright and modern music library that features the latest pop singles and current albums of a non-frenetic nature. Comedy is also a mainstay of the station's record programming, with excerpts from the latest comedy EPs played on "Comedy Corner" twice daily.

In the special program category, KHOW presents the "Kay Howe" show for women daily 11 a.m. to noon. The station also has a full-time farm director, public affairs director, Roy W. Gunderson; as well as woman's director, Kay Howe.

KHOW handles its public service spots by inviting each community service group to

come to the studio to record announcements which are then broadcast during a seven-day period to coincide with the related drive.

Jack Fitzpatrick, a Denver newsman for 31 years, heads up the news operation. Station uses World Wide Radio Service and broadcasts news on the hour with 10-minute newscasts five times daily.

Heading the vibrant KHOW operation are H. J. (Hal) Davis, president and general manager, and program director Gil Henry, who also is known as one of Denver's most popular air personalities.

Big Bands on WSPD

TOLEDO—The sounds of the big bands will be heard on WSPD in Toledo beginning with July 4 and continuing throughout the summer season (until September 5).

Saturdays from 10:35 to 11 p.m. the Storer station will carry direct from resort area Cedar Point at Sandusky, Ohio, the music of Buddy Morrow, Glenn Miller, Count Basie, Ralph Marterie, Skitch Henderson, Jimmy Dorsey, plus the Four Freshmen.

WWDC Offers Cow

WASHINGTON, D. C. — WWDC is saluting the American Dairy Association during Dairy Month by giving away a cow to some "lucky listener" who writes to the station in 25 words or less, "Why I Would Like to Have a Cow in My Home." It's all part of the "Wonderful Things Happen to People Who Listen to WWDC" campaign.

DRUMHELLER, Alberta — CJDV inaugurated a full-day country & western music format on June 1. The station switched from a variety music format pursued the past six years. Bill Dawson is the program director of "The Big Country" station.

WLIB: Rebel With a Cause—Education

NEW YORK—"Musical integration may be an established fact, but social, economic and political integration still has a way to go. The new rising Negro audience wants air time for both allotted as part of its radio fare." This is the opinion of Harry Novik, general manager of WLIB, New York City. "And the way a Negro-oriented station handles the latter problems," said Novik, "is the measure of its responsibility to the community it serves."

The statement points up a philosophy that has been changing the concept of Negro programming in many sections of the country over the past few years. One of its resultant facets has been the advertising agency's re-evaluation of what was formerly known as "the Negro market." The umbrella concept can no longer be applied. Within this very specialized market, there are two flourishing points of view and an audience for each. With an audience of over 20,000,000 there should be room for both for a long time to come.

Outspoken for the "give 'em entertainment" concept is Continental Broadcasting's (Rollins group) Graem Zimmer, its national sales chief, who believes that Negro radio should concern itself principally with entertainment and should not involve itself too seriously with political problems or controversy.

Equally-outspoken, but for an entirely different philosophy, is

the public-affairs-minded Harry Novik. Says Novik: "The granting of the license itself implies that responsibility." In defense of its entertainment value Novik is of the opinion that "if you treat an important subject well you've got drama of the very highest order."

WLIB devotes at least five hours a week to public service programming impressive

(Continued on page 16)

WCAU Takes to The Seawaves

PHILADELPHIA — WCAU radio, CBS's clear channel power house in the City of Brotherly Love last week hosted local and New York City advertising agency media buyers on a "Mystery Boat Ride" up the Delaware River.

Agency personnel and the press had an opportunity to meet WCAU air personalities on the paddle wheeler and on an island magically transformed into a South Pacific paradise.

Grass-skirted hula dancers greeted the boat as it docked at the torch-lit pier. Included was a polynesian buffet and a show emceed by WCAU's Ed Harvey, Dan Curtis, Bob Menefee and spotlighting comics Fisher and Marks and vocalist Lydia O'Connor.

The competitive picture being what it is these days in radio, WCAU's friendly com-

KFMG Goes on Regular Set-Up

DES MOINES—KFMG, an FM station whose format includes conservative music and public service programming, went on the air with regularly scheduled programs at 1 p.m. Sunday, May 31. The new 5,000-watt outlet will operate from 7 a.m. to midnight, six days a week, and until 1 a.m. on Sundays.

The station is being operated by the Iowa Fine Music Broadcasting Company. Officers are Herbert Burton of Lincoln, Neb., president, and William Plymat of Des Moines, secretary-treasurer. The station manager is John Graham, formerly of Lincoln.

KFMG sign-on ceremonies included addresses by Gov. Frank Morrison of Nebraska, and Gov. Harold Hughes of Iowa.

KFMG becomes the fourth FM station in the Des Moines area.

Bing, Frank Guests

HOLLYWOOD—Bing Crosby and Frank Sinatra, whose Reprise album (with Fred Waring and the Pennsylvanians), "America, I Hear You Singing," has recently been released, guested with KFWB's Bill Ballance last night 9:30-10:30. The boys discussed the meaning of the word "patriotism."

pestior "WIP" buzzed the 'CAU battleship with a white biplane towing a half-block banner of six foot high letters reading, "Have Fun—But You're Never at Sea with WIP-610."



"THE 16TH AND BROADWAY BOYS" (and gall) face Denver arm in arm. (l.-r.) Vince Paul, Bill King, Roy Gunderson, Kay Howe, Jack Fitzpatrick (news director) and just plain "Henry."

There's a big hit on the horizon!



ROBERT GOULET
"The Seventh Dawn"

4-43063

FROM THE UNITED ARTISTS MOTION PICTURE

A NEW SINGLE RELEASE
FROM COLUMBIA RECORDS

ROSEMONT  ENTERPRISES INC.

VOX JOX

By GIL FAGGEN



WIND (Chicago) deejay Lee Rodgers tries to show his vacation replacement "The Great Gilderlove," Willard Waterman, a few things about disk jockeying. Waterman, however, seems more interested in picking records.

Waterman is one of the five guest star deejays who will replace the WIND regulars this summer. He'll sit in for Lee Rodgers for two weeks, beginning June 28. Bill Bendix will be heard for two weeks, starting June 14, replacing Bob Larsen. When Dick Williamson goes on vacation Aug. 10, many comedian Louis Nye takes over the WIND mike. Last summer the Group W station guest starred, Eddie Arnold, Phyllis Diller, Moe Sahl and others.

Looked like a New York City convention Monday (8) at the Trini Lopez, Smothers Brothers opening at Basin St. East. In attendance were Mr. and Mrs. Jack Spector (WMCA), Mr. and Mrs. Ted Brown (WNEW), Norm Roslin (WJZ, Newark), Stan Z. Burns (WINS), Mr. and Mrs. Dan Daniels (WMCA), Fred Robbins (WNEW), Varner Paulsen (WNEW), Johnny Dark (WMCA), John Krance (WPAT), Joe Brooks (Metromedia), Nat Ash (WNEW).

"SIGN ME UP, TOO," urges WMCA "Good Guy" Jack Spector (right) as Playboy Bunny Holly checks the roster of participants in the second annual WMCA "Good Guy" Playboy Club Bunnies baseball game. The Central Park contest will



take place June 24 at noon. Joe O'Brien will captain this year's "Good Guy" team. He is pictured here between Playboy Bunnies, Holly and Sheralee.

Representing the music business were Joe Smith, national promotion chief; WB-Reprise Records and Gotham promotion man, Marvin Deane; Mr. and Mrs. Carl Deane, Mercury Records; Mr. and Mrs. Andy Tomko, Billboard's chart director; WB-Reprise top execs, Mike Maitland and George Lee and Mercury artists Lesley Gore and Mr. and Mrs. Leo Gore.

Cleveland's favorite hit, Goulardi, featured Ringo, John, Paul and George (Beatles) on WJW-TV's (Cleveland) "Nice Movie" Friday. Goulardi got the film through CKLW (Detroit-Windsor) deejay Tom Clay, who recently visited the Beatles on their homeland.

Al (Flat Top) Daily writes me from Jackson, Mich., that Marian Kay, president of Go-Go Music, 1722 South Crescent Height Boulevard, Los Angeles, stricken several months ago with leukemia, has returned home.

WLIB: Rebel With a Cause

• Continued from page 14

amount for a daytimer. Most of its feature shows are created internally and taped at the station's studios at Lenox Avenue and 125th St. Many of the shows have been rebroadcast by other Negro stations around the country. A recent one—"Kennedy and the Negro"—was not only aired by Negro stations but some 50 general and FM stations as well.

The station is presently producing 55 shows covering every phase of Negro-Community interest in greater New York. They are running across-the-board on a Monday through Friday basis. Last spring and summer, its "Negroes of New Jersey" programs (outlining the contributions made by New Jersey's Negroes over the past 300 years) was cited in the

Congressional Record by Sen. Harrison A. Williams Jr. as "an outstanding example of what a radio station can do."

It is Novik's contention that a great portion of the Negro audience has materially changed in the past few years and that this change is bolstering a demand for more information on the Negro's problems, more status supporting activities and even a better type of musical fare. This audience is increasing daily all over the nation, according to Novik—especially in New York, where two factors enter.

One is the basic freedom of speech enjoyed by radio stations in the market who are seldom hurt economically by taking a stand. The second, and equally important factor, is the high level of education in the market. The schooling of the average Negro in greater New York is one year more than the national average.

From an advertiser's standpoint, this dichotomy of concepts is becoming increasingly important. The educated Negro represents a greater buying power; and in another sense, his leadership influences the buying of others.

"Madison Ave. is well aware of this," concluded Novik. "In our own ballroom, WLIB has consistently had more national advertisers on the air than any other Negro-programmed station in the market since 1955."

Correction

NEW YORK—In the June 6 issue of Billboard the caption under a photograph of a Vogue Records' meeting overseas incorrectly identified Leon Cabat as president of Vogue. His correct title is president of Vogue, Paris.

Marian would much like to hear from her many friends in the business and would like to send a copy of her latest effort "Carol's Bridal Show" by Francine Scott on Chattahoochee, to anyone who writes and asks for a copy at the above address.

More Radio News
on Pages 36 and 37

IT'S NO DREAM—IT'S A SMASH! THE PARIS SISTERS DREAM LOVER

MGM RECORDS is a division of Metro-Goldwyn-Mayer, Inc.

RECORDS



K-13236

FREDDIE AND THE DREAMERS

would like to thank . . .

ALL DJs WHO HAVE PLAYED OUR RECORD
ALL DJs WHO ARE GOING TO PLAY OUR RECORD
ALL DJs WHO ARE GOING TO KEEP ON PLAYING OUR RECORD
SPANKA MUSIC CORPORATION FOR SUCH WONDERFUL CO-OPERATION
MERCURY RECORDS FOR BEING ON THE BALL
BILLBOARD FOR MAKING OUR RECORD A PROGRAMME "SPECIAL"
TO EVERYONE OUR SINCERE THANKS

I LOVE YOU BABY
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RADIO RESPONSE RATING

DALLAS

TOP STATIONS	
Call Letters	% of Total Points
★ For POPULAR Singles	
1. KLIF	58%
2. KEOE	42%
★ For POPULAR LP's	
1. WEE	34%
2. KRLD	21%
3. KVIH	19%
4. KXEL	17%
5. WFAA	10%
Others	9%
★ For SINGLES (Middle of Road)	
1. WEE	34%
2. KVIH	30%
3. KRLD	22%
4. WFAA	10%

TOP DISK JOCKEYS			
Rank	Disc Jockey	Call Letters	% of Total Points
★ For POPULAR Singles			
1.	Charlie Brown & Irving Harrington	KLIF	37%
2.	Tom Murphy	KEOE	29%
3.	Ken Dove	KLIF	20%
4.	Jack West	KEOE	10%
Others (Johnny Dark—KLIF Jim Lewis—WEE)			
★ For POPULAR LP's			
1.	Jim Lewis	WEE	43%
2.	Chem Terry	KRLD	21%
Others (Bob Art—WEE Hal Klap—WEE Bob Martin—KVIH Hugh Lempman—KVIH)			

FORT WORTH

TOP STATIONS	
Call Letters	% of Total Points
★ For POPULAR Singles	
1. KFJZ	37%
2. KEOE	24%
3. KLIF (Dallas)	24%
4. KEOE (Dallas)	15%
★ For POPULAR LP's	
1. KFOA	37%
2. WBAP	32%
3. KEOE	2%
Others	29%
★ For SINGLES (Middle of the Road)	
1. KFOA	42%
2. WBAP	34%
3. KEOE (Dallas)	10%
4. WEO (Dallas)	9%

TOP DISK JOCKEYS			
Rank	Disc Jockey	Call Letters	% of Total Points
★ For POPULAR Singles			
1.	Bob Ebbas	KFJZ	32%
2.	Mark Stevens	KFJZ	30%
3.	Bill Warren	KEOE	14%
4.	Roady Tobias	KFJZ	12%
Others (Bob Artson—KEOE (Left Station) Charlie Brown & Irving Harrington, KLIF Tom Murphy, KEOE)			
★ For POPULAR LP's			
1.	Bob Ebbas	KFJZ	42%
2.	Mark Stevens	WBAP	34%
3.	Chem Terry	KRLD	22%

DALLAS-FORT WORTH

TOP STATIONS	
Call Letters	% of Total Points
★ For R&B	
1. KNOE	69%
2. WEE ("Cowboy")	31%
★ For JAZZ	
1. WEE	47%
2. WFAA	26%
3. KVIH	12%
Others	15%
★ For COUNTRY MUSIC	
1. EPCN (Grand Prairie)	55%
2. KCVL	45%
★ For COMEDY	
1. WEE	100%
★ For CLASSICAL	
1. WEE-FM	63%
Others	37%
★ For FOLK	
1. WEE	67%
2. WFAA	31%
Others	12%

TOP DISK JOCKEYS			
Rank	Disc Jockey	Call Letters	% of Total Points
★ For R&B			
1.	Jerry Thomas	KNOE	44%
2.	Curis Pierce	KNOE	27%
3.	Jim Lewis	WEE	10%
4.	Stanley Coleman	KNOE	11%
★ For JAZZ			
1.	Bob Kelly	WEE	42%
2.	Dick Harp	(Left Station 3/28/64)	38%
3.	Hugh Lempman	KVIH	14%
4.	Nick Ramsey	WBAP	6%
★ For COUNTRY MUSIC			
1.	Bill Mack	KCVL	45%
2.	Joe Poovey	EPCN	34%
3.	Mark Corbin (Left Station six weeks ago)	EPCN	19%

KRFD: 50,000 watts. Times-Herald owned. CBS affiliate. Music format: Standard. Identifiable air personalities. Special programs: "Comment" 1:15-2:55 & 3:35-4 p.m., M-F. Guests and audience participation via telephone. Listeners invited to ask guest experts questions. Fri. editorials from various newspapers read. Houston Colt 45's baseball. Southwestern Conference games carried. 18-man combo news department directed by Eddie Barker. "AM Newsfront" 6 a.m.-8:40 p.m. & "PM Newsfront" 4:10-5:45 p.m.—total news, traffic, information block. 15-min. newscast at 10 p.m. VP & Gen'l Mgr. W. A. Roberts. Program Director, Ted Parrino.

KNOK: (Fort Worth) 1,000 watts day. Independent. Music format: R&B. Highly identifiable air personalities. Station editorializes. Negro-oriented programming. Bishop College football and special sports events carried. Special programs: "Farm Show," 5:30 a.m.; "Country-wide Agriculture Show" Sat. 5:55-6 a.m.; "Community Bulletin Board" 8:30 a.m. & 2:30 p.m., M-S; "Church Bulletin Board," 9:30 a.m., M-S; "Minister of the Day," 5-min. sermons by local clergymen; Dallas Cowboys star Frank Clark does sports show M-W-F, 5:15 p.m.; collegiate broadcasters' taped program—information on Negro institutes of higher learning—Sat. 10:30-10:45 a.m. Pres. & Gen'l Mgr., Stuart J. Hepburn. Program director, Jerry Thomas (also does daily air show).

KSKY: 1,000 watts day. Independent. Music format: Religious. Bible teaching and sermons aired by local ministers and clergy from other cities around the country. C&W music is played by Bill and Jim Boyd daily 10:30-11:30 & 11:15-11:55 a.m. daily. Sat., "Singing with to Remember," 3-3:30 p.m. Sun., Czech musical program, 3-3:30 p.m. Station Mgr., Andy Bell.

KVII: 1,000 watts day. Independent. Music format: Standard-Pop. Station editorializes. Dallas Cowboys' games carried. Music is programmed in 10-min. segments. Frank Silesi hosts music & interview shows from downtown department store 9:30-10 a.m. daily. "News & Music," 6-9 a.m. daily—news items aired in conjunction with recorded music. "Financial Hour," market items from UPI Radio Financial Wire used between records 4:30-5:30 p.m. daily. Pres. & Gen'l Mgr., John J. Coyle. Station Mgr., Jack R. Howard. Program director, Dillard Carrera.

WFAA: 50,000 watts. Owned by the Dallas Morning News, NBC & ABC affiliate. Station shares 820 and 570 frequencies with WBAP in Fort Worth. Stations switch frequencies throughout the day. Maximum time one station is on any one of the frequencies is 3 hrs. Music format: Pop Contemporary. Station has just switched to new music policy featuring music with wider appeal and emphasizing personalities. Special features: 2-min. women's signettes with July Benell aired throughout day. Manager, Dan Hydrick. Program Director, Jim Stanley.

WRR: 5,000 watts. Owned by City of Dallas. Mutual and
(Continued on page 34)

STATIONS BY FORMAT

DALLAS-FORT WORTH: 12th radio market. Dallas 9 AM; 9-PM, Fort Worth 6 AM; 4-PM.

KBOX: 5,000 watts day, 500 watts night. A Balaban station. Music format: Contemporary. Highly identifiable air personalities. Station editorializes. Heavy on-and-off the air promotion. 5-min. newscasts twice each hour. 5-man news department under direction of Dick Moore. Mobile 2-way radio equipped units. Managing Director, John F. Box Jr. Operations Director, Tom Murphy (also does daily air show).

KIXL: 1,000 watts day. Independent. Music format: Standard-Pop. 3-min. newscasts 25 min. past hr. Special programs: "Think It Over," capsule philosophy (15-20 sec.) aired once per hour. Station Mgr., Don Hausleit. Program Director, Harold Smith.

KCVL (Fort Worth): 50,000 watts day, 1,000 watts night. Independent. Music format: C&W. Highly identifiable air personalities. Station editorializes. Special programs: "Open Line," with Bill Mack, audience phone participation program, 4-5 p.m. Live music show from station's 400-seat auditorium, featuring Ray Chaney's band, guest stars, 12:45 p.m. daily. KCVL-FM scheduled to begin broadcasting Aug. 1 with 24-hour simulcast of AM and stereo. Pres. & Gen'l Mgr., Kurt A. Meer. Program Director, Bill Mack (also does daily air show).

KLIF: 50,000 watts day, 1,000 watts night. A McLendon station. Music format: Contemporary. Highly identifiable air personalities. Station is considered among the pioneers in editorializing and of "top 40" radio. Station recently moved to newly constructed studios and offices. Dallas Cowboys' football carried. 6-man news department with 2 radio-equipped news units. Joe Long, new director. Gen'l Mgr. & Dir. of Nat'l Sales, Charles Payne. Program Director, John Borders (also does daily air show under name of Johnny Dark). VP Programming for McLendon stations, Don Keyes.

KPCN (Grand Prairie): 500 watts day. Independent. Music format: C&W. Special programs: Faron Young syndicated show, 15-min. at 5 p.m., M-F. Station will inaugurate live c&w music shows from Bridgeport Club Sundays 4-4:30 p.m. and at 6 p.m. from Panther Hall. Pres. & Gen'l Mgr., Giles E. Miller. Music Director, Joey Poovey (also does daily air show).

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

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

Dot RECORDS PROUDLY PRESENTS

THE GREATEST TALENT ON RECORD

Featuring



STEVE ALLEN



THE ANDREWS
SISTERS



PAT BOONE



JO ANN CASTLE



THE LENNON
SISTERS



LIBERACE



THE MILLS
BROTHERS



VAUGHN MONROE



JIMMIE RODGERS



BILLY VAUGHN



LAWRENCE WELK



Current Hits

BEST SELLING SINGLES

- 16595 THE WORLD I USED TO KNOW
Jimmie Rodgers
- 16606 SILVER DOLLAR
Mike Minor
- 16627 SUNSHINE AND RAIN
Skip Arne & The Dukes
- 16609 LOOK AT ME
I'LL SEND FOR YOU!
Jimmie Gilmer
- 16622 A GUITAR SERENADE
CHIANTI SONG
Billy Vaughn
- 16620 DO I NEED YOU
THE POODLE WALK
Lawrence Welk
- 16621 MONKEY WORKOUT
The Astro-notes

BEST SELLING ALBUMS

- 3570 Words Of Inspiration
By Aladdin
- 3560 Great Ragtime Hits
Steve Alligh
- 3573 Ain't That A Shame
Pat Boone
- 3541 Golden Organ Hits
Jerry Burke
- 3574 Jo Ann Castle Play's
Great Million Sellers
- 3536 Myron Floren Polkas
- 3563 My Most Requested
Liberace
- 3565 "Gems" By The Mills
Brothers
- 3431 Vaughn Monroe —
His Greatest Hits
- 3556 The World I Used
To Know
Jimmie Rodgers
- 3578 Forever
Billy Vaughn
- 3572 Early Hits of 1964
Lawrence Welk



ALADDIN



ARTHUR ALEXANDER



HAL ALOMA



ESODIE BAXTER



SHIRLEY BOONE



JUDY BRIGHT



JERRY BURKE



GEORGE CATES



JACK FINA



MYRON FLOREN



JIMMY GILMER
AND THE FIREBALLS



TOMMY JACKSON



DR. CHARLES S.
KENDALL



PERRI LEE



JOHNNY MADDOX



WALLY MARTINDALE



MIKE MINOR



ESODIE PEARBOOY



FRANK SCOTT



SIX FAR OUTCHMEN



STRING A'LOOPS



ROBIN WARD



DICK WHITTINGHILL



GEORGE WRIGHT



DR. NORMAN
SORENSEN WRIGHT



NORMA ZIMMER



The Nation's
Best
Selling
Records



SINGLES REVIEWS



ACROSS-THE-BOARD SPOTLIGHTS

FERRANTE & TEICHER — THE SEVENTH DAWN (United Artists, ASCAP) (3:03)—The theme from the forthcoming Bill Holden flick. Dramatic and intensely beautiful arrangement and performance by the piano duo. Large chorus adds to large sound. Composer Riz Ortolani also did honors on "Mondo Cane." Flip: "You're Too Much" (Alou, ASCAP) (3:23).

United Artists 735

WAYNE NEWTON—ONLY YOU (Wildwood, BMI) (2:30)—Newton, strings and chorus give tender reading of former hit by Platters. Strong commercial entry. Flip: "Too Late to Meet" (T. M. Dragonwyck, BMI) (2:04) Capitol 5203

THE BACHELORS—I BELIEVE (Cromwell, ASCAP) (2:00)—Great performance of the inspirational standard. Group handles it in good taste, with genuine feeling. Excellent follow-up to "Di-ane." Flip: "Sweet Lullabies" (Picadilly, BMI) (2:15). London 9672



HOT POP SPOTLIGHTS

PETER AND GORDON—NOBODY I KNOW (Northern Ltd., BMI) (2:33)—Penned by Lennon and McCartney, the tune is a strong follow-up to the boys' current hit "A World Without Love." Flip: "You Don't Have to Tell Me" (Northern Ltd., BMI) (2:33). Capitol 5211

REFLECTIONS — LIKE COLUMBUS DID (Myto, BMI) (2:15)—Hit group gets "salty" on this hand-clapping rocker. Hit sound all the way. Flip: "Lonely Girl" (Myto, BMI) (2:00). Golden World 12

THE WAILERS—BEAT GUITAR (CFG, BMI) (2:26)—Tinkly piano and wailing sax join electric guitar on this rocker. Side built from quiet start to real mover. Flip: "Mau Mau" (CFG, BMI) (2:01). Golden Crest 591

LULU AND THE LUVERS—SHOUT (Wemar-Nom, BMI) (2:42)—Fresh treatment for old rocker. Plenty of excitement, stomping and pile-driver beat. Lulu sings up a storm. Flip: "Forget Me Baby" (Burlington, ASCAP) (1:40). Parrot 9678

THE MIRACLES—I LIKE IT LIKE THAT (Jobette, BMI) (2:29)—Lead in solo on easygoing gospel-flavored rocker. Crowd-echoes approval vehemently in background. Flip: "You're So Fine and Sweet" (Jobette, BM) (2:20). Tamla 54098

PIN-UPS—LOOKIN' FOR BOYS (Grand Canyon, BMI) (2:07)—Stomping beat and gals taking a swinging up-tempo delivery on a ditty geared for summer season. Flip: "Kenny" (Grand Canyon, BMJ) (2:30). Stork 1

REVIEWED THIS WEEK, 126—LAST WEEK, 188

GUEST PANELIST OF THE WEEK

GEORGE MICHAEL

Music Director and DJ, WBIT, Milwaukee, Wis.



"My Babe"

CHARLIE McCOY

Monument 842

Each week a program director and/or dealer 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 publish his own or station "Pick of the Week."

IRMA THOMAS—ANYONE WHO KNOWS WHAT LOVE IS (Metric, BMI) (2:58)—**TIME IS ON MY SIDE** (Rittenhouse-Maygar, BMI) (2:50)—First side is a soulful reading of good ballad. Pronounced back beat and effective chorus backing. Flip side is a gospel-oriented r&b entry with big chorus in support of Irma's powerful dramatic delivery. Imperial 6041

HENRY JEROME AND ORK — THE SEVENTH DAWN (United Artists, ASCAP) (2:50)—Theme from the upcoming film starring Bill Holden is given stripper-type treatment with alto sax in lead. May be handled by pop-standard stations, too. Flip: "Love Theme From the Carpet-Baggers" (Famous, ASCAP) (2:02). Decca 31635



POP STANDARD SPOTLIGHTS

THE THREE D'S — GIVE SAID THE LITTLE STREAM (Huntsman, BMI) (2:11)—A delightful folk-type song tenderly sung with children's chorus providing the backdrop. Fine programming. Air play could move side right onto the chart. Flip: "Sinner Man" (Huntsman, BMI) (2:37). Capitol 5188

LAWRENCE WELK — THE POODLE WALK (Raphaël, ASCAP) (2:09)—A gay tune with a sprightly Parisian feel. Chorus and strings galore. Flip: "Do I Need You" (Von Tilzer, ASCAP) (2:20). Dot 16620

Album Reviews on Page 48



COUNTRY & WESTERN SPOTLIGHTS

HANK WILLIAMS JR. — GUESS WHAT, THAT'S RIGHT, SHE'S GONE (Galileo, BMI) (2:38)—Good train blues number with interesting and powerful delivery reminiscent of "Alright, O.K., You Win." Flip: "Goin' Steady With the Blues" (Galileo, BMI) (2:10). MGM 13253

JIMMIE DAVIS — WHEN I LAY MY BURDEN DOWN (Vern, BMI) (2:08)—Governor is in the spirit on this country-gospel swinger. Chorus gives him fine backing. Flip: "My Room of Prayer" (Forrest Hills, BMI) (2:48). Decca 31637

HANK COCHRAN—YOUR COUNTRY BOY (Pamper, BMI) (2:25)—Sad ballad of boy gone to the big city and loses his gal back home. Cochran delivers tale with great believability. Flip: "She Always Comes Back to Me" (Pamper, BMI) (2:30). RCA Victor 8378

FERLIN HUSKY—UP ON THE MOUNTAIN TOP (Husky, BMI) (2:30)—Up-tempo spiritual with plenty of zip. In the same groove as "Down by the Riverside." Flip: "Weaker Moments" (Husky, BMI) (2:19). Capitol 5204

DEL REEVES—TALKING TO THE NIGHT LIGHTS (Peach, SESAC) (2:27)—Well weeped in true country style. Ballad is heart-breaker and Reeves sounds like he really feels the pain. Flip: "Not Since Adam" (Yonah, BMI) (2:08). Columbia 43044

TOMPALL AND THE GLASER BROTHERS — A GIRL LIKE YOU (Glaser, BMI) (2:21)—A strong piece of material—in the great tradition. A meaningful performance. Arrangement hews close to the pure country style. Flip: "I've Got Troubles" (Glaser, BMI) (2:21). Decca 31633

PROGRAMMING SPECIALS

HOT POP

GENE CHANDLER—Just Be True (Cortina-Casals, BMI) (2:30)—A Sizz Called Soul (Cartoon-Jabron, BMI) (2:35). CONSTELLATION 130

BILLY STRANGE—007 Things (Unart, BMI) (2:05)—The Ladies Road Theme (Unart, BMI) (2:00). CRESCENDO 130

DIANE RAY—Hippy, Hippy, Birthday Baby (Arc-Donna, BMI) (2:13)—That Boy's Gonna Be Mine (Morfe, ASCAP) (2:05). MERCURY 72716



TRACK RECORDS

A collection of the best tracks ever released as singles from the hottest LP Spotlights.

HOT POP

PETER AND GORDON
YOU DON'T HAVE TO TELL ME (2:33)—From LP: "A World Without Love" (Capitol T 2115)

DONNA LYNN
THE THINGS THAT I FEEL (2:27)—From LP: "Jayn Jones—My Boyfriend Got a Beetle Haircut" (Capitol T 2085)

POP STANDARD

ORIZABA AND ORK
CARIBBEAN (2:33)—From LP: "The Soul of Mexico" (Time 52134).

RICK NELSON—Lucky Star (Dot, BMI) (2:17)—Everybody/Don't Me (Dot, BMI) (2:18). IMPERIAL 66639

BLUEBELLES—You Better Move On (Philly-Blair, BMI) (2:15)—You're Just Fooling Yourself (Philly-M. rds, BMI) (2:25). RAINBOW 1500

TONY ROMA — Real True Love (Blackwood, BMI) (2:22). CAPITOL 5304

BYRON LEE & THE SKA KINGS—Watermelon Man (The Hancock, BMI) (2:34). ATLANTIC 3336

BILLY FURY—I Will (Camarillo, BMI) (2:30). LONDON 9675

THE DRIFTERS—Under the Boardwalk (T. M., BMI) (2:09). ATLANTIC 3337

THE BEACHCOMBERS—Surfin' the Summer Away (Maggie, BMI) (2:30). DIAMOND 168

(Continued on page 21)

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 plus only.



SPOTLIGHT WINNERS OF THE WEEK

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

Last summer he gave you "FINGERTIPS"



this summer . . . the thunder of Wonder strikes again:

HEY-HARMONICA MAN

STEVIE WONDER

TAMLA 54096

and

MARVIN GAYE

makes it a one-two punch with

TRY IT BABY

TAMLA 54095

watch 'em climb the charts . . . naturally they're from HITSVILLE

MOTOWN RECORD CORP.

Detroit, Mich.

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, certified certification as million dollar LP's.

Table with columns: Rank, Last Week, Title, Artist, Label, Weeks on Chart. Includes entries like HELLO, DOLLY!, FUNNY GIRL, HELLO, DOLLY!, THE BEATLES' SECOND ALBUM, CALL ME IRRESPONSIBLE AND OTHER HIT SONGS, HONEY IN THE HORN, BARBRA STREISAND/THE THIRD ALBUM, COTTON CANDY, MEET THE BEATLES, GLAD ALL OVER, TODAY, TOMORROW, FOREVER, THE PINK PANTHER, TODAY, INTRODUCING THE BEATLES, KISSIN' COUSINS, WHO'S AFRAID OF VIRGINIA WOOLF?, SOMETHING SPECIAL FOR YOUNG LOVERS, THE SERENDIPITY SINGERS, SHANGRI-LA, SHUT DOWN, VOL. 2, THE BARBRA STREISAND ALBUM, THE SECOND BARBRA STREISAND ALBUM, MEET THE SEARCHERS/NEEDLES AND PINS, BELAFONTE AT THE GREEK THEATRE, ALLAN IN WONDERLAND, THE SHELTER OF YOUR ARMS, GLORIA, MARTY & STRINGS, YESTERDAY'S LOVE SONGS—TODAY'S BLUES, WEST SIDE STORY, MOON RIVER & OTHER GREAT MOVIE THEMES, DAYS OF WINE AND ROSES, IT MUST HAVE BEEN SOMETHING I SAID, LOUIE LOUIE, JACK JONES' WIVES AND LOVERS, CATCH A RISING STAR, IN THE WIND, PURE DYNAMITE, THE BEATLES AMERICAN TOUR WITH ED RUDY, DAYS OF WINE AND ROSES, MOON RIVER AND OTHER ACADEMY AWARD WINNERS, GETZ/GILBERTO, MANHATTAN TOWER, TENDER IS THE NIGHT, TOM JONES, SWEET & SOUR TEARS, I LEFT MY HEART IN SAN FRANCISCO, AIN'T THAT GOOD NEWS, I'LL SEARCH MY HEART, TRINI LOPEZ AT PJ's, CAMELOT.

Table with columns: Rank, Last Week, Title, Artist, Label, Weeks on Chart. Includes entries like EARLY HITS OF 1964, PETER, PAUL & MARY, THE NEVER ENDING IMPRESSIONS, ENCORE, BACH'S GREATEST HITS, LAWRENCE OF ARABIA, HOLLYWOOD—MY WAY, BACK IN TOWN, RAMBLIN', REFLECTIONS, RING OF FIRE—THE BEST OF JOHNNY CASH, SHOWTIME, JOAN BAEZ IN CONCERT, MARY WELLS AND MARVIN GAYE TOGETHER, THE MANY MOODS OF TONY, MONDO CANE, WE SHALL OVERCOME, LIVING A LIE, NEW YORK WONDERLAND, THE ITALIAN VOICE OF AL MARTINO, CHARADE, THERE I'VE SAID IT AGAIN, GREAT VOICES OF THE CENTURY, I WISH YOU LOVE, FROM RUSSIA WITH LOVE, MARY WELLS GREATEST HITS, SINATRA'S SINATRA, THE SINGING NUN, TRINI LOPEZ ON THE MOVE, DAWN (Co. Away) AND 11 OTHER GREAT SONGS, DEAD MAN'S CURVE/THE NEW GIRL IN SCHOOL, SUSPICION, OLIVER, MY FAIR LADY, JOHNNY'S GREATEST HITS, THE NEW CHRISTY MINSTRELS, ROY ORBISON'S GREATEST HITS, JOAN BAEZ IN CONCERT, PART 2, PETE FOUNTAIN'S NEW ORLEANS AT MIDNIGHT, THE DAVE CLARK FIVE RETURN, HIGH SPIRITS, MOVING, DIMENSION '3', THE WONDERFUL WORLD OF ANDY WILLIAMS, SPEAK TO ME OF LOVE, TODAY'S ROMANTIC HITS/FOUR LOVERS ONLY, VOL. 2, HIPPIY HIPPIY SHAKE, FOREVER, PAINTED, TAINTED ROSE, MEET THE TEMPTATIONS, STAY.

Table with columns: Rank, Last Week, Title, Artist, Label, Weeks on Chart. Includes entries like MOMS MABLEY OUT ON A LIMB, THE MOTOTOWN REVUE, VOL. 2, CHUCK BERRY'S GREATEST HITS, COME DANCE TO THE HITS, RAMBLIN' ROSE, PACKAGE OF 16 HITS, BOOTS RANDOLPH'S YAKETY SAX, JOHNNY RIVERS AT THE WHISKEY A GO GO, THE SWINGLE SINGERS GOING BAROQUE, ROMANTICALLY, PAIN IN MY HEART, MORE THEMES FOR YOUNG LOVERS, I LOVE YOU BECAUSE, THE JAMES BROWN SHOW, LILIES OF THE FIELD, AMERICA, I HEAR YOU SINGING, ALWAYS IN MY HEART, WHAT MAKES SAMMY RUN?, A LETTERMEN KIND OF LOVE, MARVIN GAYE GREATEST HITS, MOONLIGHT AND ROSES, WHITE ON WHITE, LET'S HAVE A PARTY, BEWITCHED, HER JOY, HER SONGS, BY REQUEST, JOAN BAEZ, VOL. 1, CURB YOUR TONGUE, KNAVE!, THE VOICE OF AFRICA, WHEN LIGHTS ARE LOW, COMMAND PERFORMANCES, TRENCH LIGHTING, TILL THE END OF TIME, ANY NUMBER CAN WIN, TIME TO THINK, SOUL SERENADE, PERCY FAITH & HIS ORK PLAY GREAT FOLK THEMES, THE BEATLES' SONG BOOK, THE SMOTHERS BROTHERS AT THE PURPLE ONION, RITA PAVONE, THE TIMES THEY ARE A-CHANGIN', SO GUITARS GO ITALIANO, CALL ME IRRESPONSIBLE AND THE JACK JONES HITS, FOREVER, NOW THE WEST WAS WON, PRESENTING: THE BACHELORS, FALL OF THE ROMAN EMPIRE, HEART! HEART!, LITTLE CHILDREN, THE LETTERMEN LOOK AT LOVE.

HOT 100

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

Table with columns: Rank, Previous Rank, Weeks on Chart, Title, Artist, Label & Number, and Weeks on Chart. Includes songs like 'Chapel of Love', 'A World Without Love', 'I Get Around', etc.

Table with columns: Rank, Previous Rank, Weeks on Chart, Title, Artist, Label & Number, and Weeks on Chart. Includes songs like 'Three Window Coupe', 'Rock Me Baby', 'The Girl from Ipanema', etc.

Table with columns: Rank, Previous Rank, Weeks on Chart, Title, Artist, Label & Number, and Weeks on Chart. Includes songs like 'Remember Me', 'Farmer John', 'Beg Me', etc.

HOT 100—A TO Z—(Publisher-Licensee)

Table listing songs A-Z with columns: Rank, Title, Artist, Label & Number, and Weeks on Chart.

Table listing songs A-Z with columns: Rank, Title, Artist, Label & Number, and Weeks on Chart.

BUBBLING UNDER THE HOT 100

Table listing songs bubbling under the Hot 100 with columns: Rank, Title, Artist, Label & Number, and Weeks on Chart.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

THE DAVE CLARK FIVE RETURN!

Epic LN 24104 (M); BN 26104 (S)

JOHNNY RIVERS AT THE WHISKEY A GO GO

Imperial LP 9264 (M); LP 12264 (S)

BEWITCHED

Jack Jones, Kapp KL 1364 (M); KS 3364 (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.

MANY SIDES OF THE SERENDIPITY SINGERS . . .

Philips PHM 200-134 (M); PHS 600-134 (S)

I LOVE YOU MORE AND MORE/ TEARS AND ROSES . . .

Al Martino, Capitol T 2107 (M); ST 2107 (S)

ROGER AND OUT . . .

Roger Miller, Smash MG5 27049 (M); SRS 67049 (S)

TALL COOL ONE . . .

Wolters, Imperial LP 9262 (M); LP 12262 (S)

BACH TO THE BLUES . . .

Romney Lewis Trio, Argo LP 732 (M); S 732 (S)

READY OR NOT . . . HERE'S GODFREY CAMBRIDGE . . .

Epic FLN 13101 (M); (No Stereo)

WISH SOMEONE WOULD CARE . . .

Wino Thomas, Imperial LP 9266 (M); LP 12266 (S)

ENCHANTED WORLD OF FERRANTE & TEICHER . . .

United Artists UAL 3375 (M); UAS 6375 (S)

THE NEW SOUND FROM ENGLAND . . .

Bobby Vee, Liberty LRP 3352 (M); LST 7352 (S)

THE DUSTY SPRINGFIELD ALBUM . . .

Philips PHM 200-133 (M); PHS 600-133 (S)

DISCOVERY!!

VIAI Corp, Liberty LRP 3354 (M); LST 7354 (S)



FOUR-STAR ALBUMS

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

POPULAR

BEST OF THE NEW FAVORITES
 Freddy Martin & His Ork. Capitol T 2095 (M); ST 2095 (S)

FIVE ORGAN FAVORITES
 Eddie Doan, Capitol T 2046 (M); ST 2046 (S)

GARY HUCK SINGS FOR EVERYBODY
 Vocal 4660

LIVERPOOL SOUND FOR STRINGS
 Lena Young Ork. Choral. A&P 33-163 (M)

BOSS DRAG AT THE BEACH
 The T-Bones, Liberty LRP 3363 (M); LST 7363 (S)

BIG DRAG BOATS USA
 The Hornets, Liberty LRP 3364 (M); LST 7364 (S)

THE NEW MUSTANG
 The Road Runners, London LL 3341 (M); PS 341 (S)

ANITA BREEK
 MGM E 4225 (M); SE 4225 (S)

CLASSICAL

RICHARD STRAUSS SONGS
 Lisa Della Cava, RCA Victor L&L 3749 (M); LSC 3749 (S)

COUNTRY

MERLE TRAVIS AND JOE MAPHIS
 Capitol T 2102 (M); ST 2102 (S)

JAZZ

BOLA SETTE'S TOUR DE FORCE
 Fantasy 3358 (M); 8358 (S)

THE LATIN SIDE OF VINCE GUARALDI
 Fantasy 3360 (M); 8360 (S)

GOOD GRACIOUS
 Lou Donaldson, Blue Note 4125

NO ROOM FOR SQUARES
 Hank Mobley & Various Artists, Blue Note 4169

INTERNATIONAL

THE GERMAN RHINE
 Various Artists, Capitol T 18369 (M)

SANDEJORD JENTEKOR AND THE MELODIERSKRITTEN
 Capitol T 18374 (M)

MARIMBAS SOUTH OF THE BORDER
 Marimba Chaper, Capitol T 18368 (M); ST 18368 (S)



THREE-STAR ALBUMS

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

POPULAR

FLORIDA MELODIES
 Johnny Leighton Ork. YO ST-A-1 (S)

LIVERPOOL, DRAGSTERS, CYCLES & SUPPING
 The Elimination, Liberty LRP 3365 (M); LST 7365 (S)

SOUNDS OF THE SIX BRONS
 Various, Liberty LRP 3362 (M); LST 7362 (S)

CAPTAIN FROM CASTILE
 Robert Farnon & His Ork. Philips FRLE 300-000 (M); FR5 600-000 (S)

SWIM WITH THE GO-GO'S
 RCA Victor LSPM 2250 (M); LSP 2250 (S)

THE BURKE FAMILY SINGERS
 Reprise RA 3300 (M); RS 3300 (S)

JAZZ

KELUMANIARO
 Quartette Trio. Blue. Decca 4548 (M); DL 4548 (S)

CHILDREN

SONGS FOR GROWING UPS
 Little Anne, Rhaps. Proteus MLD-130 LEP25



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

ACES HI

Ace Cannon, Hi ML 12016 (M); SHL 32016 (S)

Ace Cannon's distinctive alto saxophone is well known to the American record buyer through a string of many hits. The mood of the album is one of "saxophone" rock 'n' roll, with the emphasis on soul, in fine tenor fashion. Ace rolls through such songs as "Carlin' Fluid," "Wine and Beer for Me," "Because of You," "Savage Step" and "Heart Break Hotel."

POP SPECIAL MERIT

BILL BLACK'S COMBO PLAYS TUNES BY CRUCK BERRY

Hi ML 12017 (M); SHL 32017 (S)

Black's combo is a chart-maker—the best to be heard under light new. Berry's "The Particular Place to Go" is a rising 43 this week. The combination here is of Black playing songs Berry wrote such as "School Days," "Back Over Bertha," "Green Eyed Mendocino Blues" and "Blamming (Kernessan)."

POP SPECIAL MERIT

THE NEGRO SPIRITUAL

Roger Wagner Choral and Sall Terr. Capitol # 3600 (M); SP 8600 (S)

A fine album of fine music. The Choral beautifully performs 12 well-known Negro spirituals with penetrating warmth and feeling. Miss Terr's vocalizing is inspiring. Selections include "Little David Play or Your Day," "Deep River," "Swing Low, Sweet Chariot," and "Oh Dem Golden Slippers."

CLASSICAL SPECIAL MERIT

SAINT-SAENS: SYMPHONY NO. 3 IN C MINOR

Paris Conservatoire Orchestra (Proton). Angel S 33924 (S)

Saint-Saens composed three symphonies, only the last of which has been recorded. It is a rich and varied work, majestic and tender, dramatic and subtle. Georges Proton conducting the Paris Conservatoire Orchestra and Maurice Duruflé at the organ amplify the values of the music perfectly. There are three other recordings of the Symphony currently available. This is the best.

CLASSICAL SPECIAL MERIT

MOZART: CONCERTO IN C FOR FLUTE AND MARY/TELEMANN: SUITE IN A MINOR FOR FLUTE AND STRINGS

Philharmonia Orchestra (Manuhin). Angel S 35189 (S)

Sensitive and distinguished performances by Elaine Sheffer (flute) and Marjorie Castello (violin) of the often-recorded Mozart Concerto, and by Miss Sheffer of the Telemann Suite. The Philharmonia Orchestra under the fine direction of Yehudi Menuhin continues to be one of the best orchestras in record.

C&W SPECIAL MERIT

BY REQUEST

Forlin Husky, Capitol T 2206 (M); ST 2101 (S)

Forlin says all the songs in this album have been audience tested—he's recorded several of them before. About half of them are winners, but also included are some losers and a couple up-tempo smoggers. Most representative are "As Close as We'll Ever Get," "Stand Up," "Who's Next" and "They Say I'm Fooling."

JAZZ SPECIAL MERIT

BLUES WITH A TOUCH OF ELEGANCE

Oszy Matthews, Capitol T 2099 (M); ST 2099 (S)

Listenable, fashionable big band jazz performed (as the cover says) "with a touch of elegance." Of course, the approach is blues, but there's a freshness about it that deserves special attention. Try "I Should Care" and discover the brilliant and original sax work of Curtis Amy, or "Blow Down," where he again makes exciting music. All of the soloists are toppers and so's the Matthews band!

SPOKEN WORD SPECIAL MERIT

JEAN GENET

Columbia TC 1134 (M); TC 1134S (S)

For collectors of recorded drama and soliloquies of the great poets, there's admirably performed scenes and readings from the works of Jean Genet should prove popular. Among the selections are scenes from "The Blacks," "The Maids" and "The Balcony," and readings from "Our Lady of the Flowers."

SEE ALBUM REVIEWS ON BACK COVER

This is an ad.
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 for Chess
 Records. The
 ad sez that
 Chuck Berry's
 "No Particular
 Place to Go"

(Chess #1898)

is a hit. It sez
 that "Use What

You Got"

by Sugar Pie

De Santo

(Checker #1082)

is a hit.
 It also sez that
 Tony Clarke's

"Ain't Love

Good, Ain't Love

Proud"

(Chess #1894)

is a hit. And
 every single
 word in this
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CHESS Producing Company
 2120 Michigan Ave.
 Chicago 16, Ill.

Gospel Music To Get Hypo From New Org

NASHVILLE—The world of gospel music could be in for a real shot in the arm when the proposed Gospel Music Association gets off the ground and is able to accomplish some of the objectives as set forth at the association's initial meeting last week.

More than 50 people representing a healthy portion of the gospel music industry from all parts of the country were in attendance for the meeting.

Cecil Scaife, of Songs of Faith Records, a leader in the move to get the new trade association rolling, outlined some of the objectives of the association as he envisioned it, and numerous representatives joined in a rather lively debate concerning structural procedures for the group.

It was generally felt that the GMA should be patterned closely after the Country Music Association with several of the spokesmen for this view taking note of the success of the CMA.

Significantly, the bulk of the major gospel groups were represented at the meeting. Among those either in attendance or represented were the Statesmen, the Blackwoods, Sing Music, John T. Benson, the Florida Boys, the Rangers, Ronnie Page, Seego Brothers and Naomi, the Dixie Echoes, SESAC, Wally Fowler, Jake Hess and the Imperials, Songs of Faith, Bob Poole of WFBC-TV, Greenville, S. C.; the Foggy River Boys, the Speer Family, A. O. Stinson, Windy Bagwell, the LeFevres, and Larry Scott of Bakersfield, Calif.

A temporary steering committee and temporary officers were elected by the group and have been charged with the responsibility of writing a proposed constitution and bylaws for submission to a general meeting and for laying plans for



A. O. STINSON, left, president of Programing, Inc., signs Jake Hess, right, and the Imperials to a syndicated television contract. The Imperials, standing, from left, are Sherrill Neilson, Armond Maraleo, Garry McSpadden and Henry Slaughter.

an intensive membership drive.

The committee is scheduled to meet again June 23 at the Capitol Park Inn, Nashville.

Among some of the goals listed for the association were broader coverage in consumer and trade publications; acquisition of more broadcast and telecast time for the gospel product; a general education program designed to acquiring a greater number of people with gospel music, and an effort directed toward demonstrating the selling power of gospel music to the major time buyers in the advertising field.

A sampling of those in attendance at the initial meeting and subsequent interviews with gospel industry leaders reveals that a large portion of those interviewed feel the association can meet a long-standing need. However, there were a few who for the moment, indicated they will take a "wait and see" position in the effort.

Stinson Firm To Program Gospel for TV

ATLANTA—A. O. Stinson, formerly associated with Sing Recording Company, Atlanta, has announced the formation of Programing, Inc., with offices here.

The new firm has just completed syndication of the Gospel Singing Caravan, a one-hour gospel television show, and is presently in the process of scheduling other gospel shows for television markets throughout the country.

In making the announcement, Stinson also said he has signed Jake Hess and the Imperials to a syndication contract and indicated that he is in the process of acquiring new talent for his television productions.

RELIGIOUS MUSIC—A Definition of Terms

NASHVILLE—With this issue Billboard begins a regular monthly coverage of the religious music field, with this first issue placing emphasis on gospel music.

Rebels Quartet last week at the local RCA studio.

J. G. Whitfield, promoter of the Booifay, Fla., July 4 "Sundown to Sunup Sing," which drew over 15,000 last year, announced that this year he has 16 top groups, featuring the Florida Boys, the LeFevres, the Prophets, the Plainsmen, the Blue Ridge Quartet and Wally Fowler.

The Oak Ridge Boys will record a new album June 20 at the Foster Studio.

James Blackwood has announced the addition of Whitey Gleason, a well-known composer and arranger of gospel songs, as pianist for the Blackwood Brothers Quartet.

Movie Lister and the Statesmen quartet leave this week for a three-week tour of California and Texas.

The Foggy River Boys, Hal Tomlinson, Charles Wilson, Sherrill Stewart and Jay Bowman are in the process of mov-

(Continued on page 28)

For the sake of understanding what we mean when discussing the various types of music which fall under the religious category, the following "definition of terms" is offered.

GOSPEL—This is meant to mean that music which is generally sung by groups accompanied by piano. An example of this type music is that sung by the Statesmen Quartet.

SACRED—The emphasis on this type music is usually placed on inspiration rather than entertainment. The music of George Beverly Shea and the Mormon Tabernacle Choir is typical of this area.

SPOKEN WORD—While this is not music, a large number of spoken word record albums are sold in large quantity each year through church-related book stores. Billy Graham, Paul Harvey and Charlton Heston are typical of some of the better-selling "artists" in this field.

COUNTRY GOSPEL—This is religious music sung by country artists accompanied by string instruments. A large number of artists fall under this category, including Wilma Lee and Stony Cooper, Red Foley and the Lewis Family.

SPIRITUAL—This type religious music is most always sung by a Negro artist. Mahalia Jackson is one of the foremost spiritual artists.

BEST SELLING

GOSPEL LP's

BY LABEL

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

COLUMBIA RECORDS

1. HE WALKS WITH ME, Chuck Wagon Gang, CL 2040 (M), CS 8280 (S).
2. OOD'S GENTLE PEOPLE, Chuck Wagon Gang, CL 1899 (M), CS 8599 (S).
3. CHUCK WAGON GANG SING SONGS OF JOSIE LISTER, CL 1592 (M), CS 8392 (S).
4. PRAYERS IN SONGS, Chuck Wagon Gang, CL 1396 (M), CS 8191 (S).
5. ALL PRAISE THE LORD, Chuck Wagon Gang, CL 1130 (M), CS 8137 (S).

HEART WARMING RECORDS

1. SWEETHEARTS OF SACRED SONGS, Carol & Jimmy Sing, LPH 1743.
2. SWINGING SPIRITUALS, Rosie Rosell, LPH 1747.
3. TV FAVORITES OF ELMER & JUNE, Elmer & June Childers, LPH 1727.
4. ILL SING HALLELUJAH, Cassie & Lowell Lundstrom, LPH 1740.
5. SONGS FROM THE HEART, Smitty Gault, LPH 1779.

RCA VICTOR RECORDS

1. BLACKWOOD BROTHERS FEATURING JAMES BLACKWOOD, LPM 2888.
2. THE BLACKWOOD BROTHERS ON TOUR, LPM 2300 (M), LSP 2300 (S).
3. MOVIE LISTER SINGS, LPM 2790 (M), LSP 2790 (S).

SIMS RECORDS

1. I'M TOO HEAR HOME, Happy Goodman Family, Sims SLP 113.
2. MARTHA CARSON, SLP 109.
3. SWEET JESUS, Frost Brothers, SLP 120.
4. TOUCH THE HAND OF THE LORD, Plainmen Quartet, SLP 106.

SING RECORDS

1. THE GOSPEL SINGING CARAVAN, Various Artists, MFLP 355.
2. THE GOSPEL SINGING CARAVAN, Various Artists, MFLP 573.
3. LORD IT'S ME AGAIN, LeFevres Quartet, MFLP 3211.
4. PASSING TRILL, Blue Ridge Quartet, MFLP 457.
5. NO DISAPPOINTMENT IN HEAVEN, Rebels Quartet, MFLP 8005.
6. THE SEGO BROTHERS & NAOMI, MFLP 9091.

SKYLITE RECORDS

1. WHAT A DAY THAT WILL BE, New Stamp Quartet, SLP 6012.
2. THE GARDEN OF MELODY, Spier Family, SLP 6013.

SONGS OF FAITH RECORDS

1. SING THE GOSPEL, Seego Brothers & Naomi, SOf 110.
2. SATISFIED WITH ME, Seego Brothers & Naomi, SOf 103.
3. ON THE WINGS OF A DOVE, Florida Boys Quartet, SOf 106.
4. MY GOD SO REAL, Wally Fowler & the Oak Ridge Quartet, SOf 100.
5. THE FLORIDA BOYS AT CARNEGIE HALL, SOf 112.

STARDAY RECORDS

1. BEYOND THE SUNSET, Cowboy Copas, SP 212.
2. GOLDEN GOSPEL MILLION SELLERS, Sunshine Boys, SP 156.
3. WALLY FOWLER'S ALL NIGHT SINGING CONCERT, SP 112.
4. MIGHTY CLOSURE TO HEAVEN, Carl Story, SP 219.
5. SINGING CONVENTION, Lewis Family, SP 252.

WARNER BROS. RECORDS

1. THE OAK RIDGE BOYS, W 1497 (M), WS 1497 (S).
2. NOTHING BUT—THE GOSPEL TRUTH, Curriers, W 1514 (M), WS 1514 (S).
3. FOLK-MINDED SPIRITUALS FOR SPIRITUAL-MINDED FOLK, Oak Ridge Boys, W 1521 (M), WS 1521 (S).
4. THE GOSPEL ECHOES, W 1499 (M), WS 1499 (S).
5. INTRODUCING STAN & DAN, W 1498 (M), WS 1498 (S).

PROFILE

The Speer Family

The Speer Family was formed as a singing unit in the early 1920's when G. T. Speer, his wife, their oldest daughter Ross Nell and a son, Brock, united as

the original Singing Speer Family.

Another daughter, Mary Tom, and another son, Ben, were

(Continued on page 28)



THE GOSPEL MUSIC—Singing Speer Family is probably the oldest organized gospel quartet in the business having its beginning in 1925. From left, back row, members of the group today include Brock Speer, "Dad" Speer, Ben Speer and Jerry Redd. The front row from left are Faye Speer, "Mom" Speer and Ann Sanders.

SHAPE NOTES

By DON LIGHT

The Plainsmen signed an exclusive recording contract with Heartwarming Records, and recorded a new album last month in Nashville under the direction of Bob Benson, Heartwarming a&r man.

Gordon Stoker, tenor singer and manager of the Jordanaires, bought the John Daniel Music Company, a SESAC firm which will be known as Stoker Music Company. The catalog contains 248 gospel songs and includes such favorites as "Crossing Over Jordan."

Ronnie Page, a former member of the Oak Ridge Boys, has re-formed the Rangers. The trio will consist of Page, Darrell Johnson, who sang with the Deacons quartet, and David Reece, who will act as lead singer and piano player for the group.

Brock Speer, Skylight Record's Nashville a&r head, produced a new album by the



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This is the first album ever to feature James Blackwood—for 30 years a member of the Nation's leading Gospel Quartet.



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

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

- JUNE
- 16th Phoenix, Ariz.
- 17th Bakersfield, Calif.
- 18th San Jose, Calif.
- 19th Oakland, Calif.
- 20th Long Beach, Calif.
- 21st Sacramento, Calif.
- 24th Las Vegas, Nev.
- 26th Houston, Tex.
- 27th Dallas, Tex.
- 29th Tulsa, Okla.
- 30th Kansas City, Mo.



The Blackwoods are available for network television and personal appearances
Contact: JAMES BLACKWOOD
Blackwood Brothers Records
209 N. Lauderdale Street, Memphis, Tennessee. Phone JA 7-4349



Starday Maps Big Push In Gospel Music Field

NASHVILLE—Don Pierce's Starday Record Company boasts one of the strongest country-gospel catalogs in the business, and the aggressive and growing label has plans for a continuing push in the field.

As a label specializing in country and gospel exclusively, Starday expends all of its efforts on developing an extensive catalog with a broadly based appeal to the country-gospel, country and gospel record buyer.

The label has more than 30 albums of the country-gospel or gospel variety by such established performers as the Sunshine Boys, Wally Fowler, the Oak Ridge Quartet, Cowboy Copas, the Lewis Family, the Masters Family, the Crossroads Quartet, Red Ellis, the Blue Sky Boys, the Stanley Brothers, Carl Story and others.

Pierce is a strong believer in making sure nearly every Starday album by a country music artist contains at least one or two tracks that are either gospel-oriented or lyrics with a strong moral message.

Pierce said one of the most recent issues was a low-price album entitled, "The Wonderful World of Gospel Music," which spotlighted tracks from 14 gospel albums in the Starday catalog. He said the album met with considerable success and that additional issues for the economy market are planned for the near future.

Pierce, a pioneer in the concept of the combination country-gospel album, promotes the sale of his product through an aggressive effort with his distributors and is also very active in a radio mail-order sales program using such outlets as Wayne Roney and Jimmie Skinner.

Pierce said he has noticed an interest in American country-gospel product in England, Japan and South Africa, and eight of his country-gospel albums have been releases in those markets during the last 12 months.

Pierce pointed out that many of the gospel artists, including his, sell large quantities of albums on personal appearance tours. At most gospel concerts a full line of albums is made available to the audience.

Additionally, Pierce said the Country Music Record Club of America, which is operated at Starday, is starting a new Golden Sacred Classics series which will be offered to the club members along with its regular issues of Golden-Country Classics.

Among some of the gospel and country-gospel product released recently or for early release at Starday are "Old Time Religion—Blue Grass Style," by Red Ellis; "All Day Singing," by Carl Story and His Rimbaling Mountaineers, and "Singing Holy Unto the Lord,"



THE LEVEYS are a feature group of the Gospel Singing Caravan TV production, owned and produced by "programming Inc. of Atlanta. The group records for Sing Records. (Advertisement)

by Various Country Music artists.

Pierce has always specialized in country and gospel music, and finds that a combination of these traditional musical forms meets with overwhelming public acceptance.

Speer Family

Continued from page 26

added to the group as soon as they learned to sing, which, according to the senior Speer, was about "as soon as they learned to walk."

The family sang together until 1948 when Mary Tom married. Soon thereafter Rosa Nell left the group by the same route, but the group continued under the direction of "Mom and Dad," as they are known to thousands of gospel music fans.

In April of last year "Dad" Speer had a heart attack at the age of 72 after singing for 55 years. The attack forced him to stop singing while recovering, but the Speer Family tradition was continued under the direction of their sons, Brock and Ben.

Presently, the Speer Family consists of the elder Speer and his wife, Brock, Ben, Brock's wife, and two singers from outside the immediate family, Anni Sanders and Jerry Redd.

Shape Notes

Continued from page 26

ing from Houston Tex., to Nashville.

Eddie Crook has joined the Plainsmen as piano player and replacement for David Reeco.

Jake Hess and the Imperials are in Nashville this week to record a new album for Heart-warming.

MUSIC AS WRITTEN

SYDNEY

Mr. Claude Pickford, general manager of RCA Australia, has announced formation of the label's own publishing firm to be known as Associated Music Pty., Ltd. Philips is promoting a New Zealand disk, "Chulu Chulu" by Bell and Boyd on the Zodiac label. The Philips campaign ties in with TV, radio and newspaper and will offer a trip to New Zealand in a contest, yet to be announced. Alan Toohey, has resigned from station 2UW. Toohey joined the station 15 years ago.

Astor Electronics of Melbourne, bought the release on Crown's "Rock Me Baby" by B. B. King. It will be issued on the Astor label. Astor already has a chart item with the Pye recording of "Mocking Bird Hill," by the Mights. Reprihas has given distributors a clearance on such albums as "Finsan's Rainbow," "Guys and Dolls," "Kiss Me Kate" and "South Pacific" LP's will be out this month. EMI's singles release this week include seven English disks, five American and one local.

A fresh ARC rush single to follow the successful "Nadine" is Chuck Berry's Chess recording of "No Particular Place to Go," which is now in the stores. Berry is a strong contender again here, particularly in the State of Victoria, and much of the credit goes to strong Berry fan clubs operating out of Melbourne. The Australian Record Company has issued a record number of albums this month, including 10 on CBS, four each by Warner Bros. and United Artists, and two on Kapp.

Jack Jones, Kapp artist, is singing at Sydney's Chevron Hilton. Although his "Wyes and Lovers" is doing well, Australian Record Company is rushing out a new Kapp single, "The First Night of the Full Moon" to coincide with the visit.

DUBLIN

Surprise of the year here is Dominik Behan's "Liverpool Lou," currently topping the chart. On release, disk sold quite slowly and looked like a steady but unspectacular seller.

Then, for no apparent reason, sales soared. Initially, some stores making returns for compilation of chart neglected to mention "Liverpool Lou." Said one Dublin dealer: "At first, we really didn't associate it with the top ten. It was a case of placing it in a category of its own." A swift check found a similar attitude from other shops.

Dominik, a brother of late playwright Brendan Behan, flew in from London for a 12-day ballroom tour for Paul Russell Ltd. His new Piccadilly disk, "No Love No More," will be out shortly. In October, he begins an extended series of U. S. dates.

Clancy Brothers and Tommy Makem, who drew rave notices and capacity houses everywhere they played during their last trip, began their second Irish tour June 5 for Tom McCuskey. Leon McAuliffe and the Climaxons arrived for their first ballroom tour. Tenor Patrick O'Hagan flew in after a month's tour of New Zealand. He started rehearsals for Fred O'Donovan's "Ireland on Parade," which will visit the U. S. in September. Jean Martin, the Brooks and Dominik Behan guested on "Pickin' the Pops." Royal Showband's new disk

revives former Inkspots' smash, "Bless You For Being an Angel." Billy Boyke's "Walk, Walk, Walking" issued to coincide with beginning of a month's ballroom dates.

KEN STEWART

LONDON

LONDON — Warner Bros. has just issued Bill Haley and the Comets' rerecorded version of the 15 million seller, "Rock Around the Clock," and Brunswick has rereleased the original version to catch the current boom in old rock tunes. Brunswick has also rereleased Haley's "Happy Baby." In the same trend, Decca has rushed out "Lonely Heart," which Carl Perkins waxed here recently. Lonnie Donegan is set for his third Australian visit—six weeks of cabaret bookings from July 27. The star is also fixed for a cabaret season in Johannesburg from Oct. 1. Campbell Connolly, one of Britain's biggest publishing houses, has formed an independent record company, Cee Coo Productions, with Roy Berry as managing director. First release from Cee Cee is issued on Columbia this week. Decca has taken legal action against more stores which attempted to sell its product cut-price. Dusty Springfield returns to America at the end of August for a month of TV, radio and concert dates. She will be one of the guests in Murray the K's annual all-star concert in New York. The Rolling Stones will set a precedent when all five form the judging panel on BBC-TV's "Juke Box Jury" here on July 4. Promoter Don Arden reveals he has booked Brenda Lee for the Paris Olympia on Sept. 19, immediately before she starts her British tour. The Dave Clark Five will return to America in the fall for a tour lasting four or five weeks and commencing on Nov. 7. Brian Epstein says the Beatles' film, "A Hard Day's Night," will have a U. S. premiere in New York on Aug. 12.

The London opening of Elvis Presley's slick, "Kissin' Cousins," has been brought forward more than a month to June 18. Though details of his plans have not yet been disclosed, Ed Sullivan will be here in midsummer to tele-record British talent for his fall series. He films the Bachelors in Blackpool off Aug. 30.

CHRIS HUTCHINS

THE HAGUE

The third National Organ Improvisation Contest starts Saturday at the Martin Church in Bolsward (Friesland). The contest will be broadcast by radio.

As part of the Holland Festival, the mezzo-soprano Christa Ludwig will give a recital at the Kurzaal, June 23. The tenor Ernst Haefliger will give a song recital at the Kurzaal, July 5. David Zisman has been appointed conductor of the Netherlands Chamber Orchestra together with the musical director of the Orchestra, Seymour Goldberg. New York native David Zinman will conduct the Netherlands Chamber Orchestra during the periods when Goldberg is in the U. S.

Basari has concluded a deal with the Dick James Publishing Chain for the Dutch territory. (Continued on page 30)

When answering ads . . .

Say You Saw It in Billboard

BILLBOARD, June 20, 1964

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Gospel Music, as sung by the Statesmen Quartet and Hovie Lister, has during recent months enjoyed a great upsurge in popularity. This, of course, is due to the gospel groups touring the nation. The STATESMEN stand at the top! Their wonderful and Inspiring RCA Victor Albums, spinning the turntables of the nation, is another reason for the popularity of the STATESMEN and the millions who each year attend the gospel singing concerts throughout the USA and Canada,

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Hotel, Atlanta 83, Georgia. Ph. 873-2139

MUSIC AS WRITTEN

• Continued from page 28

Dutch singer Rita Horink made a recording on MMP label of the Brenda Lee number, "Think." Basart started a heavy promotion campaign on the original German recordings and has also local releases under Dutch label in preparation. Hans Gomperts, president of the Basart Publishing Co. and Guss Jansen Jr. returned from the U. S. after an extensive business trip. They met many of their American friends of publishing houses, they represent for Holland. . . . A. F. Pool, Boosey Harkes, London, visited Basart offices in Amsterdam. . . . Willeke Alberti will record the Dutch evergreen that was written by Jan Valkhoff, "Diep in Mijn Hart" (Deep in My Heart). . . . Oscar Brown Jr. recently visited Holland to perform on a TV show of AVRO Television, Holland. . . . At the opening of an important shopping center in Dordrecht, His Royal Highness Prince Bernhard, prince of the Netherlands, has been presented with the CBS album, "Who's Afraid of Virginia Woolf?"

The Killara Hawaiians have signed an exclusive recording contract with CBS Records. . . . The violinist Jo Juda will give a series of concerts in the Netherlands: Antiles, Surinam and Venezuela. . . . The Radio Philharmonic Orchestra under the baton of Jean Fournet and with Daniel Weyenberg as the piano soloist, gave a concert at the Milan Conservatory, Italy. . . . The Dave Clark Five's short, colored motion picture is still circulating along many of the country's cinemas, Alkmaar,

Tilburg, Rotterdam and The Hague are now on the list. . . . The Shepherds Trio did a show for 20,000 youngsters in the Irene-Hall, Utrecht recently, the same show which featured Mahalia Jackson.

CBS Records recently sponsored a press conference for Mahalia Jackson at the Hilton Hotel, Rotterdam. Hemmy J.S. Wapperom, CBS sales manager, introduced Miss Jackson to representatives of the Dutch press, radio and television. Stanley West, CBS Records' co-ordinator, flew in from Paris to attend the conference.

Later Miss Jackson gave a concert at Irene Hall, Utrecht. In her Rotterdam concert at Ahoy Hall, nearly 5,000 turned out. SKIP VOOGD

MADRID

Jack Mills, president of Mills Music, Inc., made his annual visit to Editorial Mills Music Espanola here to see his manager Manuel Lopez Quiroga.

Cuco Sanchez just made a picture in Chile directed by former Hollywood personalities Tito Davison, Rosita Quintana and Manolo Gonzalez. Cuco flew immediately here to be one of the stars of the CBS convention in Torremolinos (Malaga).

At the same time, Jose Alfredo Jimenez, one of the great ranchero singers from Mexico, arrived in Madrid to see the bull fights of San Isidro while the young Mexican, Cesar Costa, also landed here to witness the opening of his first Mexican-made movie.

Madrid airport has been full of recording artists. Antonio

Prieto arrived unexpectedly from Buenos Aires and RCA launches his "La Mamma" hit. Moreover, Enrique Guzman plans to stay here for a few months to do a picture with Rocio Dureal. He will receive the gold record of Radio Nacional as the best foreign male performer of 1963 in a big show to be emceed by Mariano Mendez Vigo.

Two idols from Mexico arrived in Madrid almost at the same time. Cesar Costa and Enrique Guzman will promote their records here. Costa is simultaneously making his movie debut here while Guzman will show a new musical film with Rocio Dureal. . . . The new Marifer label, managed by Antonio Martinez, is launching Brazilian material recorded by Miranda and Cacullinha, and Daniela Rios, Tony Toledo, Los Pepitos and Jimmy Gilano. All belong to the cast of Milrom Productions from Buenos Aires. RAUL MATAS

BUDAPEST

Wolfgang Wladgassen, the famous German tenor of Wagner hero fame, visited the Budapest State Opera for the first time recently and scored a great success in "Tannhauser" and "Lohengrin." . . . The Municipal Operetta Theater presented a new operetta, "Sparkling Stars," written by Szabolcs Fenyves. The composer, who just finished the score for the British-Hungarian Cinerama film, "The Golden Head," leaves soon for London to supervise the making of the English version. The sound track will be recorded in London for a leading label. . . . The most interesting item to go into production at the Hungarian State Record Company (Qualiton label) will be the early

works of Bela Bartok. They will be produced on two albums.

ROME

Renato Rascel will be Italy's busiest singing artist this year. Now recording for Carosello, he has taped a three-part show in London for Italian TV, will emcee the new lottery competition "Naples Against All," will do a TV version of his recent hit, "Enrico 61," and then do the score of a new musical with book and lyrics by Pietro Garinei and Sandro Giovannini. He will co-star in the musical with Della Scala next fall. . . . Voce del Padrone has decided on an original label for its dozen summer disks and they have been ticketed with a "Happy Vacation" seal. . . . Giorgio Gaber's "The Smallest Song Book" TV show received first annual award of TV-Radio Subscribers Association for program contributing most to civil and cultural improvement of auditors at Perugia. . . . TV presented Duke Ellington in a program taped at San Remo Jazz Festival. . . . Ri-Fi's Fred Bongusto is first top pop artist to try his hand at recording children's songs. . . . Cashing in on the song craze, one Italian liquor company is now advertising with a girl holding a glass and saying, "I'm Old Enough."

SAMUEL STEINMAN

DUBLIN

Five members of the all-Party Committee examining the question of erecting a Dublin concert hall in memory of President Kennedy left on a nine-day tour of European concert halls which will include Bonn, Berlin, Stuttgart and Copenhagen. . . . Group was led by chairman of the

committee, Dr. James Ryan, Minister for Finance. . . . Tempo Productions, Ltd., will promote several Peter and Gordon dates here in August. . . . Ray Charles back after filming part of "Ballad in Blue" in London. . . . Big advance orders for first Transatlantic album by the Dubliners. . . . Booking for Clancy Brothers and Tommy Makem concerts exceptionally good once again. . . . On Televis Eireanna's "Pickin' the Pops," Royal Showband presented with Silver Disk by E.M.I. (Ireland), Ltd. and "Spotlight" magazine award for their poll triumph earlier this year. KEN STEWART

TOKYO

T. Yaglanawa, director of Nippon Victor Records, presented \$21,083 to the U. N. representative in Tokyo recently. The sum represents moneys from the sales of "All Star Festival" on Phillips, to help raise relief funds for U. N. . . . Music Writers Club has been formed in Tokyo, consisting of approximately 60 critics, disk jockeys and writers of popular music. . . . Duke Ellington band is due June 19 and will give four concerts in Tokyo, June 26, 27 and July 1 and 2. . . . Roy Acuff and Smokey Mountain Boys arrived recently and a reception was given in their honor at Hotel Okura. . . . Expected next is Peter, Paul and Mary. The act will give one concert in Tokyo June 16. . . . Chico Hamilton quartet is coming Aug. 9 for a two-week tour. . . . Herbie Mann and his gang will tour for three weeks starting in the middle of August. . . . Ray Charles band, chorus and dancers, consisting of 29 members, are slated to arrive Aug. 21 on a 10-day tour.

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Starday Buys Catalog From Marizona Co.

NASHVILLE—Starday Records President Don Pierce announced recently that Starday is expanding its activities in the publishing field.

Starday acquired from Marizona Publishing Company the catalog of writer Lee Emerson who has penned such hits as "Ruby Ann" and "I Thought of Leaving You." Emerson sold his interest in Marizona and is now a contract writer for Starday, Pierce said. Marizona is owned by Marty Robbins.

In addition, Starday is opening an office on Sixteenth Avenue South in the heart of Music City, Tenn. where Vic Willis will make contacts with the recording companies for Starday. Willis, of the Willis Brothers, will also operate his own Custom Jingles business from the Sixteenth Avenue office, Pierce said.

Pierce said Starday made the move to become more competitive in the publishing field.

Pierce said Starday made the move to become more competitive in the publishing field.

Hostelry Bought By Four Saints

FORT LAUDERDALE, Fla. —The Four Saints liked playing so much in the Showboat room of the Trade Winds Hotel that they bought the hostelry. They will appear here from July 2 to Aug. 5. They will be at the Hastings Hotel, Minneapolis, through June 20, to be followed by the Moonlight Gardens, City cinnati, until June 28.

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SUN #392

SUN RECORDS

639 Madison Memphis, Tenn.



KITTY WELLS, "The Queen of Country," is already high in the country charts with her new release, "PASS-WORD" (Decca #31622). The record is getting heavy airplay.

C&W Stars For Newport

NEWPORT, R. I. — Many names familiar to the country, gospel and blues fields will be on the program at the Newport Folk Festival to be held July 23-26. On Friday, July 24, the roster includes Johnny Cash, the Greenbriar Boys, the singing Watson Family, featuring Doc Watson, and Fred McDowell. On Saturday the Blue Ridge Mountain Dancers will open the show with an exhibition of old-time clogging done to the strains of a mountain string band. The Osborne Brothers, Staple Singers, Dane Van Ronk, Sam Charters and Jess Fuller will appear with Judy Collins, Theo Bikel and Peter, Paul and Mary.

Cedarwood Publishers Names J. Crutchfield

NASHVILLE — Bill Denny, president of Cedarwood Publishing company here, announced this week the appointment of Jan Crutchfield as Nashville professional manager.

Crutchfield, of Paducah, Ky., is one of Nashville's outstanding songwriters.

"The appointment of Crutchfield is another step toward increased service to artists and recording company executives," Denny said.

John Denny, a vice-president of Cedarwood, will continue as national professional manager

and will co-ordinate the activities of Crutchfield and the company's West Coast representative, Hugh Cherry. Cherry was appointed to the coast position last year.

Crutchfield moved to Nashville in 1958 as a writer with Tree Publishing Company. He has also recorded for RCA and Mercury Records.

Crutchfield more recently was associated with Sure-Fire Publishing Company and achieved notable success as a free-lance producer and art director.

WCMS Lines Up Top Artists for Two Shows

NORFOLK—Station WCMS' Radio Ranch Productions have an impressive group of artists set for two shows. Platt & Scruggs with their Poggy Mountain Boys, Carl Smith with Sammy Pruitt, Jean Shepard, George Morgan, Grandpa Jones and Ramona, the Duke of Paducah, and the Wilburn Brothers with Don Helms appear here on June 21. The day previous, they play Richmond.

On Aug. 23, a show produced

for the Kiwanis clubs of the Tidewater area will headline Johnny Cash with his Tennessee Three, June Carter, Reno and Smiley, Tennessee Cut-ups, Styler Brothers and, as a special added attraction, Tex Ritter.

Plans for two more shows are being finalized, one for October, the other for November. Each is planned to appear in Richmond and Norfolk. Tex Davis is co-ordinating for Radio Ranch Productions with George Crump, station president.



ROY ACUFF, King of Country Music, receives a scroll designating him Country Music Ambassador for the 1968 San Antonio HemisFair. Shown here onstage at the San Antonio municipal auditorium recently, where Acuff headlined a show sponsored by K-BER, San Antonio radio outlet, are (l. to r.) Red River Dave, Acuff, San Antonio Fair president William R. Sinkin and K-BER owner, A. V. Bamford.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY			Weeks on Chart
This Week	Last Week	TITLE, Artist, Label & No.	
1	2	MY HEART SKIPS A BEAT Buck Owens, Capitol 5126	13
2	4	BURNING MEMORIES Ray Price, Columbia 47971	15
3	3	WINE, WOMAN AND SONG Loretta Lynn, Decca 31608	8
4	7	TOGETHER AGAIN Buck Owens, Capitol 5126	12
5	7	SORROW ON THE ROCKS Dorsey Waggoner, RCA Victor 8328	9
6	9	MEMORY #1 Webb Pierce, Decca 31617	5
7	6	UNDERSTAND YOUR MAN Johnny Cash, Columbia 42984	18
8	5	KEEPING UP WITH THE JONESES Margie Singleton & Fern Young, Mercury 72327	15
9	8	LOVE IS NO EXCUSE Jim Reeves & Deloris White, RCA Victor 8324	11
10	15	CIRCUMSTANCES Billy Walker, Columbia 40010	9
11	F1	WELCOME TO MY WORLD Jim Reeves, RCA Victor 8299	22
12	10	BALTIMORE Sonny James, Capitol 5129	13
13	12	LOOKING FOR MORE IN '64 Jim Nesbitt, Chart 1065	14
14	20	INVISBLE TEARS Mad Miller, Fabor 128	9
15	13	CONNA GET ALONG WITHOUT YOU NOW Shepherd Davis, RCA Victor 8347	6
16	17	PICK OF THE WEEK Ray Drusky, Mercury 72265	7
17	14	BREAKFAST WITH THE BLUES Hank Snow, RCA Victor 8324	11
18	24	THEN I'LL STOP LOVING YOU Beverly Sills, RCA Victor 8348	3
19	25	I'M HANGING UP THE PHONE Carl Butler & Pearl, Columbia 43000	3
20	18	THIS WHITE CIRCLE ON MY FINGER Kitty Wells, Decca 31580	21
21	19	WOLLOWED CLOSELY BY MY TEARDROPS Hank Locklin, RCA Victor 8318	12
22	26	WALKIN', TALKIN', CRYIN', BARELY BEATIN' BROKEN HEART Johnny Wright & the Tennessee Northside Boys, Decca 31593	8
23	16	KEEP THOSE CARDS AND LETTERS COMING IN Johnny & Janis Mooby, Columbia 43003	7
24	33	SECOND FIDDLE (To An Old Guitarist) Jean Shepard, Capitol 5589	4
25	21	CHICKASHAY David Houston, Epic 9658	13
26	27	UNDERSTAND YOUR GAL Marlene Snow, Decca 31606	5
27	40	DANG ME Roger Miller, Smash 1081	3
28	22	PASSWORD Kitty Wells, Decca 31622	4
29	31	SLIPPING AROUND Marion Worth & George Morgan, Columbia 43000	7
30	30	EASY COME—EASY GO BIB Anderson, Decca 31577	19
31	29	MY BABY WALKS ALL OVER ME Johnny Lee, Philips 40164	5
32	28	SAGINAW MICHIGAN Lenny Hatfield, Columbia 43924	24
33	—	TAKE MY RING OFF YOUR FINGER Carl Smith, Columbia 43000	1
34	—	PUT YOUR ARMS AROUND HER Hanna Jean, RCA Victor 8328	1
35	23	TIMBER I'M FALLING Peggy Markey, Capitol 5311	18
36	42	THE VIOLET AND A ROSE Wanda Jackson, Capitol 5142	8
37	38	BE BETTER TO YOUR BABY Ernest Tubb, Decca 31614	4
38	—	I'VE THOUGHT OF LEAVING YOU Early Wells, Decca 31622	1
39	37	THE FIRST STEP DOWN Bob Jennings, Sina 161	7
40	44	I CAN STAND IT (As Long As She Can) BIB Phillips, Decca 31584	15
41	41	WHEN THE WORLD'S ON FIRE Timpan Franks Singers, Starday 679	8
42	—	I LOVE TO DANCE WITH ANNIE Ernest Ashworth, Hickory 1263	1
43	32	NOT MY KIND OF PEOPLE Shirley Jackson, Columbia 43011	9
44	—	THE COWBOY IN THE CONTINENTAL SUIT Marty Robbins, Columbia 43049	1
45	48	SAM HILL Merle Haggard, Sally 178	3
46	46	YOU TOOK HIM OFF MY HANDS Marion Worth, Columbia 42992	10
47	—	WHERE DOES A LITTLE TEAR COME FROM George Jones, United Artists 724	1
48	47	HAVE I STAYED AWAY TOO LONG Bobby Bare, RCA Victor 8328	3
49	50	BE QUIET MIND Ottie Saphone, Raprice 6072	2
50	—	I DON'T LIKE YOU ANYMORE Charley Adkins, Capitol 5173	1

CMA Accepts New Members

NASHVILLE — Country Music Association has accepted 22 new members. From the radio field are Cousin Carl, WFRB, Frosburg, Md.; John P. Gillis, KUIK, Hillsboro, Ore.; Dusty Miller, WCSS, Amsterdams, N. Y.; Frank Page, KWKH, Shreveport, La.; Don Passerby, CFOX, Montreal; Banner Shelton, WMYN, Madison, N. C.; Clyde Price, WACT, Tusaloosa, Ala.; Roy Singley, WHOK, Lancaster, Ohio; Harold Sproule, Evangeline Network, Nova Scotia; Bobby Wootton, KAYO, Seattle, and Johnny Gunn, KVEG, Las Vegas, Nev.

According to association secretary Jo Walker, also named are artists Edna Lee Dewbre, Morton, Tex.; Mike Ami, Babyton, L. I.; Spud Goodall, San Antonio; Carol Lee, Babylon, L. I.; Robert Smith, Honolulu, and Pete Drake, Nashville.

In the group are E. J. Floyd, Des Moines, in the manager-booker category; Zeke Clements,



MERLE HAGGARD, Tolly recording artist, hitting the Charts big with both sides of his latest release, "Sam Hill" b/w "You Don't Have Far to Go." Merle sends a big Thank You to all the D.J.'s for this. Personal manager, Fuzzy Owen, Robertsville, Calif.

(Advertisement)

publisher, Nashville; and Joseph Rency, record manager, New York. New unaffiliated members are Bob Shelton, New York, and Anthony Pagano, Great Yarmouth, England.

but also in selling merchandise. Dean also bills himself as "The World's Worst Newscaster," and he has gotten great listener reaction and has all kinds of medals, certificates, etc., from them to show they go along with his stunt. Dean says, "Either you are very good or very bad, and I feel that I'm very bad. So to counteract this ability to be a good newsman, I've tried to 'laugh it off' with the audience and it works." . . . Dunny Sims, WSBT, South Bend, Ind., sends in his list of c&w records played on the station and also

points out that the station is leaning toward folk music.

George Crump's WCMS, Norfolk, Va., is celebrating its 10th anniversary and is holding a "Country & Western Spectacular" in the municipal auditorium June 21 at 2 and 8 p.m. Emcee chores will be handled by WCMS' Four Horsemen, Joe Hoppel, Jesse Travers, Charlie Wiggs and Sheriff (Tex) Davis.

Randy Hawkins, formerly at WBZY in Torrington, Conn., has taken over the country spinning at WKFD, North Kingston,

Rhode Island. He needs records. . . . Jim Nesbit, WJOT, Lake City, S. C., has recorded "Looking for More in '64." George C. Biggar recently spoke to the South Dakota Broadcasters Association in Huron. He's president and manager of WLBK in De Kalb, Ill., and just celebrated his 10th year of operating the station. He's been in radio since 1924 and is writing of the early days of country music and radio. Billboard hopes he'll be ready in time for its second annual World of Country Music edition.

STEP BY STEP UP THE CHARTS



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WITH THE COUNTRY JOCKEYS

By BILL SACHS

WMMH, Marshall, N. C., has just switched to full-time country and gospel format, only station in the area with such a policy. Jerry Plemons, director of programming, is sending up a flare for promotional records. . . . Another fellow in the same spot is Lowell Thomas, of WFTM in Maysville, Ky. . . . Rounding out its first year on the air, WBEB in Moncks Corner, S. C., indicates through Pleasant Ray that some rusting deejays have held up the record

library and they need country records for their coverage of metropolitan Charleston and the low country. . . . Buddy Dean, KHER, Santa Maria, Calif., pens the station is now using Billboard charts exclusively for its programming. Station switched to full-time country music in January this year and Buddy reports the change has garnered an increasing share of listeners. He wants to pass the word along to other DJ's that remotes really pay off not only in spectators

HOT COUNTRY ALBUMS

Billboard SPECIAL SURVEY FOR WEEK ENDING 6/20/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	2	MORE HANK SNOW SOUVENIRS RCA Victor LPM 2812 (M); LSP 2812 (S)	9
2	1	GUITAR COUNTRY Chart Atkins, RCA Victor LPM 2783 (M); LSP 2783 (S)	20
3	3	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053 (M); CS 8053 (S)	24
4	7	ON THE BANDSTAND Buck Owens, Capitol T 1879 (M); ST 1879 (S)	24
5	4	SAGINAW MICHIGAN Lolly Prizzell, Columbia CL 2869 (M); CS 8969 (S)	10
6	6	BUCK OWENS SINGS TOMMY COLLINS Capitol T 1989 (M); ST 1989 (S)	24
7	8	STORY SONGS FOR COUNTRY FOLKS Faron Young, Mercury MG 20096 (M); SR 60096 (S)	19
8	11	NIGHT LIFE Ray Price, Columbia CL 1971 (M); CS 8971 (S)	24
9	16	MOONLIGHT AND ROSES Jim Reeves, RCA Victor LPM 2854 (M); LSP 2854 (S)	3
10	5	LORETTA LYNN SINGS Doris DL 4437 (M); DL 74437 (S)	23
11	10	THE BEST OF GEORGE JONES United Artists UAL 2291 (M); UAS 6291 (S)	24
12	12	BLUEGRASS HOOTENANNY George Jones & Melba Montgomery, United Artists UAL 3353 (M); UAS 6353 (S)	8
13	9	FOLK SONG BOOK Eddy Arnold, RCA Victor LPM 2881 (M); LSP 2881 (S)	15
14	14	LOVING ARMS Carl Butler & Pearl, Columbia CL 3128 (M); CS 8928 (S)	13
15	13	I LOVE A SONG Stevie Nicks, Columbia CL 2059 (M); CS 8059 (S)	24
16	15	FLATT & SCRUGGS RECORDED LIVE AT VANDERBILT UNIVERSITY Lester Flatt & Earl Scruggs, Columbia CL 3134 (M); CS 8934 (S)	12
17	18	RAILROAD MAN Hank Snow, RCA Victor LPM 2708 (M); LSP 2708 (S)	23
18	—	PORTER WAGONER—IN PERSON RCA Victor LPM 2840 (M); LSP 2840 (S)	1
19	—	KITTY WELLS STORY Doris DL 374 (M); DL 7374 (S)	12
20	—	THERE STANDS THE GLASS Carl Smith, Columbia CL 3123 (M); CS 8923 (S)	1

FRENCH (WALLOON) BELGIUM

(Courtesy Eiko De Magalhães)
*Denotes local origin

This Week	Last Week	Title	Artist
5	3	QUAND LES ROSES—	Adamo (Parlophone)—Ardmore & Beachwood
1	1	NON HO L'ETA PER AMARTI—	Gigliola Ciagottelli (Show)—World
3	2	FRES DE MA RIVIERE—	Robert Copol (Parlophone)—World
4	4	A PRESENT TU PEUX TEN ALLER—	Richard Anthony (Columbia)—Chappell
3	—	CAN'T BUY ME LOVE—	Beates (Parlophone)
3	3	VOUS PERMETTEZ, MONSIEUR—	Adamo (Parlophone)—Ardmore & Beachwood
7	7	MARIA ELENA—	Los Indios Tabalara (RCA)—World
8	—	LA PLUS BELLE POUR ALLER DANSER—	Sylvia Vartan (RCA)—French Music & Ch. Anaxoour Music
9	—	A TOI DE CHOISIR—	Richard Anthony (Columbia)
10	10	DES OMBES LE PRINTEMPS REVIENT—	Hugues Aufray (Barclay)

BRITAIN

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

This Week	Last Week	Title	Artist
1	1	YOU'RE MY WORLD—	Cilla Black (Parlophone)—Aberbach
3	3	IT'S OVER—	Roy Orbison (London)—Acuff-Rose
2	2	JULIET—	Four Pennies (Parlophone)—Flamingo Music
4	7	NO PARTICULAR PLACE TO GO—	Chuck Berry (Pye Int.)—Jewel Music
3	3	CONSTANTLY—	CHIT Richard (Columbia)—World Wide Music
6	6	THE RISE AND FALL OF FLINGEL BUNT—	Shadows (Columbia)—Shadows
7	4	MY BOY LOLLIPOP—	Mitie Foglia (Show)—Chappell
8	12	MY GUY—	Mary Wells (Stonewood)—Belinda Music
11	11	HERE I GO AGAIN—	Hollie (Parlophone)—Belinda Music
10	16	SOMEONE—	Helen Poole and the Tremolos (Decca)—Burlington Music
11	5	A LITTLE LOVING—	Fourmout (Parlophone)—Jazz Menz
12	22	CAN'T YOU SEE THAT SHE'S MINE—	Dave Clark Five (Columbia)—Ardmore and Beachwood
13	16	SHOUT—	Lulu and the Luvvers (Decca)—George Wiener
14	10	WALK ON BY—	Donna Winick (Pye Int.)—Savile Row
15	18	NON HO L'ETA PER AMARTI—	Gigliola Ciagottelli (Decca)—Chappell
16	13	I BELIEVE—	Paulina (Decca)—Ardmore
17	21	I LOVE YOU BECAUSE—	Jan Reeves (RCA)—Bourne
18	20	I WILL—	Billy Fury (Decca)—Bem Music
19	9	DON'T THROW YOUR LOVE AWAY—	Searchers (Pye)—Walbeck Music
20	—	KAMONA—	Bachelors (Decca)—Pracsa Day & Hunter
20	—	HELLO DOLLY—	Louise Armstrong (London)—Chappell
21	17	I LOVE YOU BABY—	Freddie and the Dreamers (Columbia)—Sherwin Music
23	14	YOU'RE THE ONE—	Kathy Kirby (Decca)—Lack American Music
24	—	DON'T LET THE RAIN COME DOWN—	Ronnie Blanton (BMV)—Ardmore and Beachwood
25	19	DON'T LET THE SUN CATCH YOU CRYING—	Gerry and the Pacemakers (Parlophone)—Pacemusic
26	—	AIN'T SHE SWEET—	Beates (Polydor)—Lawrence Wright
27	—	YOU'RE NO GOOD—	Spoking Blue Jeans (BMV)—H. Novel
28	—	HELLO DOLLY—	Frankie Vaughan (Parlophone)—Chappell
29	24	I WISH YOU WOULD—	Yardbirds (Columbia)—Burlington Music
30	—	NODDY I KNOW—	Peter and Gordon (Columbia)—Northern Song, Ltd.

EIRE

(Courtesy Evening Press, Dublin)

This Week	Last Week	Title	Artist
1	1	LIVERPOOL LOU—	Dominic Behan (Parlophone)—Active
2	2	IT'S OVER—	Roy Orbison (London)—Acuff-Rose
3	3	FALLEN STAR—	Odds (Columbia)—Thames Music Ltd.
4	4	MY BOY LOLLIPOP—	Mitie Foglia (Parlophone)—Chappell
5	5	YOU'RE MY WORLD—	Cilla Black (Parlophone)—Aberbach
6	—	JULIET—	Four Pennies (Parlophone)—Flamingo
7	—	BLESS YOU—	Royal Showband (BMV)—Hollie Gay Menz, Ltd.
8	3	I'M YOURS—	Mitie Foglia (Parlophone)—IT Savile Row
9	5	NON HO L'ETA PER AMARTI—	Gigliola Ciagottelli (Decca)—Chappell
10	4	I'M COUNTING ON YOU—	Doris Day (Parlophone)—Aberbach

HOLLAND

(Courtesy Platoneeuw, Holland)

This Week	Last Week	Title	Artist
1	1	VOUS PERMETTEZ, MONSIEUR—	Adamo (Parlophone)—Anson Music
2	2	LA MAMMA—	Corrie Bekken (Parlophone)—Edwards Altona
3	3	DE WINTER WAS LANG—	Wibba Albert (Parlophone)—Aberbach
4	4	CAN'T BUY ME LOVE—	Beates (Parlophone)—Baart L.C.
5	5	NON HO L'ETA—	Gigliola Ciagottelli (Show)—World Music
6	6	'N MOEDERHART, 'N GOUDEN HART—	Gert Zunderman (Telefoon)—Baart L.C.
7	7	ON MY DARLING, CAROLINE—	Robert (Telefoon)—Holland Music
8	8	OH MIR DEIN WORT—	Freddy (Polydor)
9	9	I LOVE YOU BECAUSE—	Jan Reeves (RCA)
10	10	JABER BLING ME WATER—	Triel Lopez (Reprise)

HONG KONG

This Week	Last Week	Title	Artist
1	2	MOVE OVER DARLING—	Doris Day (CBS)
2	1	VIVA LAS VEGAS—	Erin Presley (RCA Victor)
3	3	I SAW HER STANDING THERE—	Beates (Parlophone)
4	7	WRONG FOR EACH OTHER—	Andy Williams (CBS)
5	5	WAIT AND SEE—	Fabulous Echoes (Diamond)
6	6	TRUE TRUE LOVIN'—	CHIT Richard (Columbia)
7	4	CAN'T BUY ME LOVE—	Beates (Parlophone)
8	—	ROSEMARIE—	Pat Boone (Decca)
9	9	CHEER UP—	Paul Anka (RCA Victor)
10	—	KISSING COUSINS—	Erin Presley (RCA Victor)

JAPAN

(Courtesy Utamaro, Tokyo)

This Week	Last Week	Title	Artist
1	1	TOKYO BLUES—	Nishida Sachiko (Polydor)—JASRAC
2	2	KIMI DAKE O—	Saito Teruhiko (Crown)—JASRAC
3	3	SASURAI—	Kanami Shiroko (Tohsha)—JASRAC
4	4	I WANT TO HOLD YOUR HAND—	Beates (Decca)—Toshba
5	4	SUGATA SANSHIRO—	Murata Hideo (Columbia)—JASRAC
6	3	SHORT ON LOVE—	Gene Bucken (Polydor)—Folbert
7	7	SAVE THE LAST DANCE FOR ME—	Koshiji Fumiko (Tohsha); Differre (Atlantic)—Aberbach
8	—	VIVA LAS VEGAS—	Erin Presley (Victory)—Aberbach
9	10	LO NOVA—	Peggy Hayama (King); Tony Danza (Seven Seas)—Selenia
10	9	WHERE HAVE ALL THE FLOWERS GONE—	Kingston Trio (Capitol); Lennon Sisters (Decca); Paul & Mary (Warner Bros.)—Toshba

MEXICO

(Courtesy Audiomexico)

This Week	Last Week	Title	Artist
1	1	TUJANA—	The Permadays (Columbia)—Dive-Industria
2	2	ENTREGA TOTAL—	Barrio Sola (CBS)—Mundo Musical
3	3	HERMOSIMO LUCERGO—	Alvarez de Teran (CBS)—Enza
4	6	I WANT TO HOLD YOUR HAND—	Beates (Minaar)—Pending
5	4	MIENSALO—	Sosora (CBS)—Ermi
6	2	LAS CEREZAS—	Hon. Carrion (CBS)—Pending
7	—	PERDONAME ME VIDA—	Alberto Vazquez (Minaar)—Pam
8	5	QUARAA COME DONDOLO—	Edoardo Vianello (RCA)—Pam
9	9	IF I HAD A HAMMER—	Triel Lopez (Reprise)—Ladlow
10	10	ATRAS DE LA RAYA—	Lady Lay (Aspen Boys) (Feetles)—Kalmann

NEW ZEALAND

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	CAN'T BUY ME LOVE—	Beates (Parlophone)—Leeds
2	2	LITTLE CHILDREN—	Billy J. Kramer (Parlophone)—Alberta
3	3	RITS AND PEGGIE—	Dave Clark Five (Columbia)—Castle
4	4	DIANE—	Bachelors (Decca)—Aberbach
5	1	I WANT TO CUT YOUR HAIR—	Howard Morrison Quartet (La Gloria)
6	5	DAWN—	The Four Seasons (Philips)—Castle
7	7	CANDY MAN—	Brian Poole & the Tremolos (Decca)
8	8	ROLL OVER BEETHOVEN—	Beates (Parlophone)—Leeds
9	9	NEEDLES & PINS—	Searchers (Pye)—Alberta
10	10	VIVA LAS VEGAS—	Erin Presley (RCA)

NORWAY

(Courtesy Verden Gang)

This Week	Last Week	Title	Artist
1	1	I LOVE YOU BECAUSE—	Jan Reeves (RCA Victor)—Merve
2	2	MY BOY LOLLIPOP—	Mitie Foglia (Parlophone)—Merk
3	3	NON HO L'ETA—	Gigliola Ciagottelli (Triola)—Stocholms Musikproduktion
4	4	LA MEO VAERE DNG—	Wenche Myhre (Triola)—Arne Henniken
5	3	CAN'T BUY ME LOVE—	Beates (Parlophone)—Edition Lyche
6	7	CONSTANTLY—	CHIT Richard (Columbia)—no publisher
7	6	ALL MY LOVING—	Beates (Parlophone)—Edition Lyche
8	10	SKONA MITT HIARTA—	Siw Malmkvist (Metromono)—Ladlow
9	—	SUBSICION—	Erin Presley (RCA Victor)—Belinda
10	9	DO YOU LOVE ME ANY MORE—	Hele Ntrem & Springis (Philips)—Sweden Music
10	—	SUBSICION—	Terry Stafford (London)—Belinda

PHILIPPINES

This Week	Last Week	Title	Artist
1	1	I WISH YOU LOVE—	Robert Gaudin (Columbia)—RCA Victor
2	3	WHAT'D I SAY—	Erin Presley (RCA)—Philippine Record Corp.
3	2	THERE'S ALWAYS ME—	Erin Presley (RCA)—Philippine Record Corp.
4	7	FROM RUSSIA WITH LOVE—	Al Ciala & His Orchestra (United Artists)—Mareco, Inc.
5	4	BOYS—	Ronnie Villar & the Freedom (Mabuhay)—Mareco, Inc.
6	5	HAYA NAGRELLA—	Ronnie Villar & the Freedom (Mabuhay)—Mareco, Inc.
7	6	LOVING YOU—	Decca Day (Columbia)—Mareco, Inc.
8	9	CRY FOR A SHADOW—	Beates (MGM)—Mareco, Inc.
9	8	ROLL OVER BEETHOVEN—	Beates (Parlophone)—Mico, Inc.
10	10	MALAGUENA SALEROSA—	Genia Gill (Columbia)—Mareco, Inc.

SOUTH AFRICA

(Courtesy Commercial Radio Corp.)

This Week	Last Week	Title	Artist
1	1	CAN'T BUY ME LOVE—	Beates (Parlophone)
2	2	I'M LEAVING IT UP TO YOU—	Dale and Otate (London)
3	3	AS USUAL—	Brenda Lee (Decca)
4	4	SOMEBODY LOVES YOU—	Shaver Davis (RCA)
5	7	VIVA LAS VEGAS—	Erin Presley (RCA)
6	6	JAVA—	Al Hirt (RCA)
7	5	NON HO L'ETA—	Gigliola Ciagottelli (Minaar)
8	8	ANYONE WHO HAD A HEART—	D. Warwick (Fontana)

URUGUAY

(Courtesy Discromex Mundial de Lo Masano, Montevideo)

This Week	Last Week	Title	Artist
1	2	QUE SUERTE—	Violeta Rivas (VBE Pascho Nolo) (Gold Lark) Los 3 Sud-Americanos (CBS)—Kofa
2	1	COMO TRISTE ANIMO—	Les Das (CBS)—Mundo Musical

STATIONS BY FORMAT

Continued from page 18

Texas State Network affiliate. Music format: Pop Standard. Highly identifiable air personalities. Dallas-Rangers baseball, Chicago White Sox baseball carried. Special programs: "Hawaii Calls," package show, 8:30-9 p.m., Sun.; "Family Theater" drama, 9-9:30 p.m., Sun.; "Library of Laifs," excerpts from comedy LP's aired 45 min. to each hour; guest interviews with show business people, plus music on "Bob Kelly & Bob Jett Show," 2:30-3:30 pm. 10-Min. news at noon. "World in Review" week's news wrap-up, 5-5:30 p.m. 2 Mobile radio-equipped news units operated by Dave Hultman, Gen'l Mgr., Durward J. Tucker, Program Director, Jim Lowe (also does daily air show).

KFJZ (Fort Worth): 5,000 watts. Independent. Texas Triangle affiliate. Music format: Contemporary. Highly identifiable air personalities. Heavy on and off the air promotion. Station editorializes. Southwest Conference football, Texas High School championship games and other special sports events carried. 4 15-min. newscasts daily, 6:30, 7:30 a.m., noon, 6 p.m. 7-man news department—all have 2-way radio-equipped cars. News director, Gene Craft. Special programs: "Enis Coffee Club," phone chats with listeners interspersed with records 9-noon, M-F. "Focus," 15-min. news program aired 6 p.m. regularly, 8 p.m. during baseball season—newsmakers discuss current issues. During school season "You Speak to You," aired at 9 p.m., M-F with teen-age panel and host Bill Enis. VP & Gen'l Mgr., Stan Wilson. Program Director, Bill Enis.

KJIM (Fort Worth): 250 watts day. Independent. Music format: Standard-Pop. Editorials aired 4 times daily featuring guest editorials by listeners. "Comedy Time"—excerpts from comedy LP's aired 4 times daily. Gen'l Mgr., Clyde Haden. Program director, Chester Grubbs. Music director, Ron Ebben (also does daily air show).

KXOL (Fort Worth): 5,000 watts day. 1,000 watts night. Independent. Music format: Contemporary. Member of Eastman Sports Network. Heavy on and off the air promotion. Award-winning 5-man news department under direction of Roy Eaton. Two 2-way radio equipped news units. Special programs: "On the Road," 30-min. program Sundays in which new auto is given appraisal. "Ask City Hall," question & answer session with city manager. VP & Gen'l Mgr., Earle Fletcher. Program Director, Don Day (also does daily air show).

WBAP (Fort Worth): 50,000 watts. ABC-NBC affiliate. Station shares 820 & 570 frequencies with WFAA in Dallas. Stations switch back and forth throughout the day. Maximum time any one station occupies one frequency is 3 hrs. Music format: Standard-Pop. Southwest Conference football, basketball and other sports special carried. 8 sports reports daily. 10-min. network & local newscasts every hr. Headlines each hour. 15-min. newscasts 6:15 a.m. Combo news operation under direction of James Byron. Farm show aired M-S, 6:30-6:45 a.m. Station Mgr., Roy J. Bacus. Dir. of Radio Sales & Programs, Herman K. Clark. Program Mgr., Harvey Boyd.

Hoot Killed; Add Country

HOLLYWOOD—The much discussed and maligned "Hootenanny" TV show, which helped bring folk music to national audiences, had its hoot axed last week by ABC-TV. The program had been seen Saturdays from 7:30-8:30 p.m. emanating each week from a different college campus. The time slot will be filled with "The Outer Limits," science fiction series.

During "Hootenanny's" first year it was praised by devotees of the broad commercial forms of folk music and damned by purists and persons objecting to its policy of having all performers sign a loyalty oath.

Among the shows bought for the new season is "Shindig," a half-hour c/w musical which will be aired Wednesdays at 8:30 p.m. against "The Beverly Hillbillies." "Shindig" had one outing here on KABC-TV, the local network outlet.

"BEATLE" TYPE GROUPS

Available for Summer and Autumn Tours. All Groups have appeared at Liverpool's Famous Cavern Club. Some are Recording Groups. Most have appeared with the Beatles. Genuine "Liverpool" Sound Outlets. Write

Darville
Entertainments

79, Northbrook Road,
WALLASEY, CHESHIRE, ENGLAND
Telephone: Wallasey 1421 & 2484

JOHNNY LOVES ME

by FLOIRRAINE DARLIN \$ 105
BILLBOARD SPOTLIGHT PICK
CASH BOX BEST BET

TOM KELLY

by ALEX ZANETIS \$ 106
A DRAMATIC READING
OF AN UNUSUAL SONG
CALL YOUR RIC DISTRIBUTOR NOW

It's Another Hit!
"IT'S SUMMER TIME U.S.A."
by Pixies Three
#27104


A New Summer Smash
With a Latin Sound
BE'S THAT WAY
WILLIE BOBO
Tico Records
T-433
TICO RECORDS
1631 B'way, N. Y., N. Y.

THE DRIFTERS
Under the Boardwalk
ATLANTIC
2237

CUSTOM RECORD PRESSING
Mastering—Processing—Labels
POLYMAX 100% ANTI-STATIC
FACTORY CLEAN
SIDNEY J. WAKEFIELD
P. O. Box 6037, Phoenix 5, Ariz.
Direct Dial 602-251-3444

POLYMAX
PRESSINGS ADD A NEW SOUND DIMENSION
You can actually feel this exciting new clarity and presence and this mystery material is 100% Anti-Static.
CREATED BY RESEARCH CRAFT CORPORATION
1011 MO. FULLER AVENUE LOS ANGELES 46, CALIF.

PROGRAMMING NEWSLETTER

Pitchmen Try to Catch Station

By BILL GAVIN
Contributing Editor

EVERY WEEK record manufacturers produce vast numbers of new singles. Hundreds, and sometimes thousands, of pressings are offered to radio stations. No station can possibly program them all; very few stations even bother to audition them all. Record promoters constantly fight the battle of over-production, striving to attract favorable attention to their product. They do so by personal contacts with radio people, telephone calls, special mailings of records with marked sides, personal notes and mimeographed mailers.



Marked copies of station charts and playlists are frequently sent out in an effort to attract national attention to regional or local sales action. Promoters have two objectives: persuade the radio arbiters to listen or to listen again; convince the radio people that certain of their records are especially suitable for programming. Various techniques are employed. It may be of interest to examine some of them.

THE IN-PERSON PUSH: "These just came in, and I wanted to rush 'em right over to you." Then follows a recitation of the stations and disk jockeys around the country who are "waiting" on one or more of the records, until the impression is inevitably created either that this particular distributor is one of the last in the nation to receive his DJ samples, or that they have been lying around on the promoter's desk for a couple of weeks and that the current promotion effort is the end result of the manufacturer's screams for action. In any case, it's the promo man's job to see that the music director listens to his records and to report back to his boss which, if any, are going on the station's playlist.

THE ARTIST VISITATION: Having a recording artist descend upon the DJ supposedly imparts added glamour to the artist's current offering. Why this should be, I have no idea, but it often works. Inevitably the question is asked: "How do you like my record?" The DJ is trapped. For some reason it is easier to say no to a promotion man than to a performer, be he ever so humble, obscure and untalented. If the artist is an established name, with several hit credits, it is the rare DJ who can look him in the eye and say, "No, Joe, I think you've missed the boat this time."

THE FREEBIE BIT: "Confidentially," murmurs the promo man. "We're getting a one-for-one deal on this from the manufacturer, and we're going all-out to bring it in for him. If you pick it, we'll give the stores such a good deal

that you can count on sales reports the first week. It's bound to make your chart fast, and once you list it, you know it's gonna sell." Such are the sophistries of promotion.

THE LONG-DISTANCE PHONE CALL: The national promotion man in New York or Hollywood gives his secretary a long list of names and phone numbers, which are often turned over to the switchboard operator. Such delegation of function sometimes leads to a surprising lack of communication. When the calls are placed in wholesale lots, it isn't easy to keep track of which ones are coming in when. Sometimes the promo chief is talking on one call when another one comes in on another line. Sometimes names and call letters get confused. And, for some unfathomable reason the long-distance operators act like part of a vast conspiracy to conceal the identity of the caller from the callee.

Occasionally the promotion chief is calling around the country in an effort to obtain an honest reaction to his new record releases, to guide him and his company in the direction and extent of their promotion efforts. More often, however, he is impervious to any and all negative comments, and he counterattacks with a recital of all the stations that have picked it and all the distributors who have ordered a half deal. Of all the promotion clichés most commonly reiterated via long distance, the most frequently heard are "We're very excited about it," and "It looks very good."

THE ADVANCE EXCLUSIVE MAILING: Many record companies use a "hot list" of radio people to whom they mail advance test pressings or dubs of important new releases. Not infrequently such lists favor one station in a city, to the exclusion of its competitors. As a result, a new record may hit the air before the local distributor has received a single copy. This puts the local promotion man in a bad light with the other stations, for it appears that he has connived to give one station an unfair advantage over its competitor. Record companies with such special mailing lists should scan them to make sure that they do not make the local promotion job more difficult through unjust favoritism.

It is a revealing insight into the psychology of radio that so many of its programmers are exclusive-prone. The record that arrives via air-mail special delivery, with its plain white label inscribed by hand, exercises an almost compelling fascination. It is a matter of extreme prestige to some to be able to say of a hit record, "We played it first." This unfortunately, is no substitute for quality, and the advance exclusive often is just as big a bomb as the regular pressing that arrives a week later via fourth class mail.

Next week's "Newsletter" will consider various types of station policies in dealing with record promotion.

Newscaster Is Woman

MILWAUKEE — WRIT recently became one of the few local radio stations to hire a female newscaster. Mrs. Lois Hill, known professionally as Lois Lynn, handles news broadcasts Sundays from 9:55 a.m. to 4:34 p.m.

Her first job as a regular newswoman, Miss Lynn has an opportunity to spend much of her time on duty with husband Bill Hill, a WRIT newsmen weekdays, who captains his own record show on the Air Trails station Sundays from 11 to 4 p.m.

A former big band vocalist, the attractive blonde appeared on live music shows on WJMJ since she came to the Beer City two years ago. She was assigned to the Armed Forces radio station in Newfoundland when in the WAF from 1948-1951 where she wrote, produced and performed in a one-hour late night show called "Dream Hour."

While there, she toured with Charlie Barnett's band to add to her former credits as a vocalist

(Continued on page 37)

WVON TAKES RAP AT BIAS

CHICAGO — WVON, the city's top-rated r&b outlet, recently created quite a stir with an outspoken but to-the-point editorial on bigotry. The editorial was presented eight times daily, Monday through Saturday, and was written and delivered by Roy Wood, WVON news director.

The editorial is brief. "As a bigot, I dislike all people who do not have the same color of skin as mine, because they are not as intelligent as I am. . . . I think . . . I haven't tried to find out. I don't know if they can do my work as well or better than I can, and I won't give them a chance to prove it. Suppose I did give them the chance and they succeeded. . . . what would happen to my job. . . . what would happen to my prejudice and old ideas about them?"

"No sir . . . nobody's going to take my prejudiced ideas away from me . . . or will they? Another reason why, as a bigot, I continue to hate people who are different from me is because if everybody liked everyone else, wouldn't it be harder to raise taxes . . . go to war against other nations . . . hate others?"

"I feel that brotherhood would take my freedom away from me. I want the freedom of hating anybody, anytime, without any interference from the government . . . like the civil rights bill they're trying to pass. . . . If we bigots keep on losing our freedom to hate, we will soon become extinct. . . . You wouldn't want this to happen would you?"

"Then, let's get together and stop all this talk about brotherhood, peace, love, understanding, self-respect and equal employment opportunities. Help build a successful America by stamping out brotherhood. Today it is not safe to love your blood brother, and I know I'm not going to claim someone as a brother whose skin is a different color than mine! As a bigot, I believe that we can have the fatherhood of God; without the brotherhood of man!"

ARTISTS' BIOGRAPHIES

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



LOIS LYNN HILL

 **ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS**

SAY YOU SAW IT IN BILLBOARD

PAMS: Custom Jingle Maker

Continued from page 14.

Cadillac on display in the General Motor's Pavilion at the World's Fair, it is the only one of its kind. Then the PAMS production and the Caddy part. PAMS packages may be purchased, the car is not for sale.

Operating from specially built headquarters at 4141 Office Parkway, Central Park Plaza, the organization creates and builds musical ideas and concepts in its own studios. Their customizing is so distinctive that it is one of the few companies that has station clients in the same city. (WRCV's conservative-subdued signatures vs. WJIB's vibrant swinging signatures in Philadelphia.)

Although the staff is comprised of first-rate musicians, composers and arrangers, rarely is a package produced without the station's program director or general manager being personally on hand to supervise the sound.

WABC's (New York) current signatures were conceived by program director Rick Sklar and vice-president and general manager Wally Schwartz. The concept was then brought in person to Dallas by Schwartz and Sklar and further developed by the PAMS staff under the watchful eyes and ears of the WABC executives. The results



VERSATILITY IS the keynote at PAMS. Sales Manager Jim West works out a sound concept on the base with music director Euel Box.

can readily be attested to by anyone who has been within earshot of WABC's signature.

"Stations purchasing our packages are investing in a perpetuating sound," said Bill Meeks, PAMS president. "Each new package is based on a previous one—so there is no built-in obsolescence. Our clients, on this basis, can build a 'jingle or sound signature library.'"

PAMS offers 13 basic packages, all different in theme and sound. Their latest, Series 27, is entitled the "Jet Set" and features the theme, "Where the action is." Included in the series currently in use at WABC are sound effects, musically conjuring up the sensation of get-up-and-go. Also featured in the package is the distinctive vocalizing of Bright-Eyes Longknife, a lovely Indian gal who hits high notes with ease.

Meeks says about this series: "Less to listen to, but more to hear." Meeks also emphasizes that the PAMS material is built to "inspire the deejay, not to replace him."

Recently WNOR, in Norfolk, gave PAMS an assignment to customize their "Music-Goround" logo. The boys cooked up a variation on "Merry-Goround Broke Down" with a real calliope loaned from the Texas State Fair.

For WYSL, in Buffalo, came the "White While You Work" theme. For WGR, in the same city, PAMS constructed a contemporary take-off on the standard, "Shuffle Off to Buffalo."

Three gals and three fellas comprised PAMS' permanent vocal group. Bob Biegler, Jody Lyons and Bob Farrar are producers. Biegler and Farrar also perform as instrumentalist and vocalist respectively on many sessions.

Farrar produces most of the custom-made commercials for Pams Advertising Agency. Clients include: Humble, Dr Pepper, Durkee, Tonka Toys, Nationwide Insurance, Shick Razors and numerous other local and national accounts. Darrel Grundy is vice-president of the agency. Meeks heads up both the agency and production firm.

PAMS' peripatetic sales manager, Jim West, a first-rate bass player, may be found participating actively in many recording sessions with music director Euel Box. "When Jim and I were sitting in Dallas' posh Cabana Motel night club, he unhesitatingly sat in for the club's bass player. Many of Dallas' professional musicians work regularly at PAMS recording sessions.

The company's sales force is small but highly effective. The Eastern States come under the aegis of Doug China, former

MC Corp. Adds Documentaries

NEW YORK—Mark Century Corporation, producer of programming aids for radio stations, will now include documentaries as a part of their packages.

"The reaction of our nearly 200 station subscribers to our recent documentary, 'D-Day—Four Men and Four Million,'

program director and deejay at WKBW, Buffalo, and WPOP, Hartford. As a special service to clients, Doug works with stations in guiding them on how to utilize their newly acquired production aids.

The West is covered by Toby Arnold, a former radio time salesman who is hip to the general manager's and sales manager's budget problems, as well as modern radio, in general.

Meeks does quite a bit of account servicing himself. He gives his personal attention to most of the major clients and is in on most of the planning sessions for all of the firm's customers.

Organized in 1951 as an advertising agency, PAMS has expanded its production services for some of the top group and indie station operations in the country. Among the clients are:

BC-owned stations; Storz Stations, Storer Broadcasting, Melendy Group, Crowell-Collier, WCAO, Baltimore; WMEX, Boston; KRBC, Abilene, Tex.; WTOB, Winston-Salem; N. C.; CHUM, CKY, CKLG, CKPR, all in Canada; WFLA, Tampa, and KJR, Seattle.

Woman Newscaster

Continued from page 36

with the Carmen Cavallaro and Art Mooney orchestras.

Miss Lynn is not troubled by the bugaboo that a woman's voice does not carry the same authority as a man's when it comes to newscasts.

"If a woman is sincere she can get an equally good reaction," she said. "But she must deliver the facts, without gimmicks, in her own style."

Miss Lynn strives for feminine reaction to the news without doing the newscasts purely from the woman's angle.

"Most women will listen to a woman's announcer if they can tolerate her," she said. "And some who can't stand her, will tune in just to criticize."

Pauline Frederick, NBC's UN correspondent, is an ideal feminine newscaster, Miss Lynn believes.

Miss Lynn writes and edits her own news, handles beep telephone interviews and monitors police and fire calls in addition to her own on-air work.

Before going on the air Miss Lynn had a three-week training course. And, of course, husband Bill is readily available to give advice and guidance.

Going Up!

Danny Williams

A LITTLE TOY BALLOON

UA 729

on the one to watch

UNITED ARTISTS

has been so positive that we have decided to make it a regular part of the service," said Milton Heison, Mark Century president.

The production firm has recently completed a custom station identification package for KYW, Westinghouse Broadcasting Company's 50,000-watt Cleveland station.

HOT NEW RELEASES FROM EXCELLO RECORDS

"I TRIED SO HARD"

b/w

"CRYIN' BLUES"

by

WHISPERING SMITH

Excello 2250

"DARK CLOUDS ROLLIN'"

b/w

"I'M IN LOVE WITH YOU BABY"

by

SILAS HOGAN

Excello 2251

Chart Breaking Single

THE ROLLING STONES

"NOT FADE AWAY"

LONDON 9637

LONDON RECORDS

BEE-BOM

New Hit by

SAMMY DAVIS JR.

(Reprise)

WHEN LIGHTS ARE LOW

TONY BENNETT

Columbia Album CL 2175 (CS 8773)

SWEET LOVRAME

FRANK SINATRA

(Capitol)

MILLS MUSIC, INC.

NEW YORK, N. Y., 10019

FROM THE HIT BROADWAY MUSICAL PADE OUT—PADE IN

"YOU MUST'N BE DISCOURAGED"

CAROL BURNETT

and

TIGER HAYNES

"GO HOME TRAIN"

ABC 16546

ABC-PARAMOUNT

FULL COLOR FIDELITY

FAN MAIL GLOSSY PHOTOS

All sizes — quantities — color or black and white. Post cards, mounted blow-ups. We will pay you to see our free samples and complete price list before ordering anywhere. Write today for new low prices, samples, etc.

MULSON STUDIO

Box 1941 Bridgeport, Conn.

POP-STANDARD SINGLES

Not too far out in either direction, the following singles, selected from the current Hot 100, are the most popular records recorded in 1959. Same order here is based on relative standing in the Hot 100.

Hot 100 Rank	Week	Artist	From this week's Hot 100	Weeks on Hot 100
1	1	LOVE ME WITH ALL YOUR HEART, Ray Charles Singers/Command	4046	11
2	3	PEOPLE, Barbra Streisand, Columbia	47965	12
3	4	DIANE, Bachelors, London	9639	10
4	5	TELL ME WHY, Bobby Vinton, Epic	9687	5
5	2	HELLO, DOLLY, Louis Armstrong, Kapp	573	19
6	6	TODAY, New Christy Minstrels, Columbia	43000	11
7	3	TEARS AND ROSES, Al Martino, Capitol	5161	8
8	11	WILL TOUCH A STAR, Terry Stafford, Crusader	105	5
9	9	BE ANYTHING (But Be Mine), Connie Francis, MGM	13237	7
10	12	BEANS IN MY EARS, Serenading Singers, Philips	40198	5
11	10	I DON'T WANT TO BE HURT ANYMORE, Nat King Cole, Capitol	5155	9
12	13	I DON'T WANNA BE A LOSER, Lesley Gore, Mercury	72270	5
13	7	COTTON CANDY, Al Hibert, RCA Victor	3348	11
14	15	TOO LATE TO TURN BACK NOW, Brook Benton, Mercury	72208	7
15	16	ANOTHER CUP OF COFFEE, Brook Benton, Mercury	72266	6
16	19	THE FRENCH SONG, Lucille Starr, A&M	204	6
17	20	THE WORLD OF LONELY PEOPLE, Anita Bryant, Columbia	43037	6
18	—	EVERYBODY KNOWS, Steve Lawrence, Columbia	48047	4
19	—	ALONE WITH YOU, Brenda Lee, Decca	31628	4
20	—	THE WORLD I USED TO KNOW, Jimmie Rodgers, Dot	16595	4

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
June 22, 1959

1. The Battle of New Orleans, J. Horton, Columbia
2. Personality, L. Price, ABC-Paramount
3. Dream Lover, B. Davis, A&M
4. Lonely Boy, P. Anka, ABC-Paramount
5. Kansas City, W. Harrison, Fury
6. Quiet Village, M. Denny, Liberty
7. Tallahassee Lottie, F. Cannon, Swan
8. A Teenager in Love, Dion & The Belmonts, Laurie
9. Along Came Jones, Coasters, A&M
10. Lipstick on Your Collar, C. Fraicis, MGM

POP—10 Years Ago
June 19, 1954

1. Little Things Mean a Lot, E. Kellou, Decca
2. Three Coins in the Fountain, Four Aces, Decca
3. Hernandez's Hideaway, A. Bloyer, Cadence
4. Happy Wanderer, F. Weir, London
5. Wanted, P. Cemo, RCA Victor
6. If You Love Me (Really Love Me), K. Starr, Capitol
7. Young at Heart, F. Sinatra, Capitol
8. Man Upstairs, K. Starr, Capitol
9. Three Coins in the Fountain, F. Sinatra, Capitol
10. Oh, Baby Mine, Four Knights, Capitol

RHYTHM & BLUES—Five Years Ago—June 22, 1959

- Kansas City, W. Harrison, Fury
Personality, L. Price, ABC-Paramount
So Fine, Fiestas, Old Town
Dream Lover, Bobby Davis, A&M
The Battle of New Orleans, J. Horton, Columbia

- There Goes My Baby, Drifters, Atlantic
I'm Ready, F. Domino, Imperial
I Only Have Eyes for You, Flamingo, End
So Close, B. Benton, Mercury
I Walked Too Long, L. Baker, Atlantic

BOBBY BLAND

NOW BREAKING ON ALL CHARTS

Now Breaking on All Charts

"SHARE YOUR LOVE WITH ME"

Duke 377

Duke & Peacock Records

2809 Ervina Houston, Texas

BARBARA LYNN

Headed for the Top!

"OH! BABY

(We Got a Good Thing Goin'!)

JAMIE 1277

J/S Jamie/Seymour Dist. Corp.

Paris, 21, Pa.

Old Song... New Style!

"OH BABY MINE"

C 326

THE DREAM LOVERS

THE BIG ONES ARE ON COMEO/PARWAY

LET'S GO TOGETHER

THE RAINDROPS

JUBILEE 5475

Nationally distributed thru JAY-GEE RECORD CO., INC.

318 W. 48 St. N.Y. 24, N.Y.

Phono-Tape

MERCHANDISING

BEST SELLING PHONOS • DEER DEALS
EQUIPMENT NEWSLETTER

BEST SELLING

PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

PHONOS LISTING BETWEEN \$201 and \$400

POSITION		ISSUE		BRAND	% OF TOTAL POINTS
This Issue	3/14/64	12/7/63	Issue		
1	1	1	1	Magnavox	47.0
2	7	2	2	RCA Victor	14.5
3	3	5	3	Fisher	7.6
4	—	8	4	Motorola	6.4
5	4	9	5	Curtis-Mathes	6.1
6	2	2	6	Zenith	4.8
				Others	13.6

Since this chart is based on the previous month's sales, it is conceivable that outside 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. These 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 parentheses.

3/14/64 Issue: General Electric (5); Pilot (6).

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

DISK DEALS FOR DEALERS

A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special terms. Shown where applicable 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.

COLPAC—Expires June 26, 1964. Started April 16, 1964.

Quad Mitchell Title (SCP 411, SCP 4111)—Buy three, get one free. Rest of package—buy 100, get 20 free.

PHILIPS—Expires June 30, 1964. Started May 15, 1964.

One free 10th Anniversary album (PHL 111) Music with the purchase of any 10 Philips classics. Dealer receives normal markup on the retail special of \$1 off classical catalog.

AUDIO LAB—Expires July 31, 1964. Started May 1, 1964.

Buy six records and get one free on entire Country and Western catalog—mono and stereo.

KING—Expires July 31, 1964. Started May 1, 1964.

Buy six records and get one free on entire Country and Western catalog—mono and stereo.

BOJO—Expires indefinite. Started May 23, 1964.

Buy three, get one free on all Comedy Records.

GATEWAY—Expires 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 2001 and 9003; buy 10 get two free.

Tape Recorder Trade-Back Offer Pays Off for Dealer

BOULDER, Colo.—John Tibbs, general manager of the Village Music Center here, takes the positive side on the controversy as to whether the dealer hurts his good will, and alienates customers by selling minimum-priced, battery-operated portable tape recorders.

Tibbs feels that this sort of transaction is worthwhile, if the dealer eliminates all objections by offering the customer a full purchase-price trade-back on a subsequent larger recorder purchase. With this sort of guarantee, plus the fact that the miniature recorders are not likely to stand up under heavy usage are generally regarded as "toys," Village Music Center, which

is operated by Aber's of Boulder, pioneer tape recorder merchant, diserts of the area, gave the subject plenty of thought before the first miniature recorders, selling at \$20 and below, were added to the inventory. When it was found that too many customers were expecting "miracles" from low-priced miniatures, it was immediately realized that something would have to be done to preserve good will.

That "something" was merely informing every tape recorder purchaser that he could not expect too much from the machine, but that the Village Music Center was so interested
(Continued on page 39)

How to Woo Consumer in 1964

By DAVID LACHENBRUCH
Contributing Editor

NINETEEN SIXTY-FOUR seems to be shaping up as an important year of transition in the phonograph industry. So far, it's a year in which unit sales do not appear to be headed for a new record. Every month for which statistics have been issued so far, packaged phono sales have lagged 1963's comparable month by a substantial margin. In a year like this, the normal reaction has often been to cut quality, cut prices, and get down into the bargain basement to urge the consumer to change his mind and start buying. But, strangely, the trend seems to be in a different direction in 1964.



Early last year, when signs of consumer resistance began to show up, most of the industry reacted in the usual way. At the manufacturing end, new low-priced products were rushed. One manufacturer did fairly well with a low-priced stereo coffee table, and pretty soon there were almost as many coffee tables (at about \$99.95) on the market as there were coffee beans in the Brazilian crop.

There were more deals to be had than at the blackjack tables in Las Vegas. Under this forced draft of lower priced merchandise and proliferating special deals, the phonograph industry did set a record in unit sales, and probably also in dealer loading.

When the year was out, and the all-time high record sales total were pulled, one quite amazing fact stood out. Despite the price-cutting, despite the increased number of low-end models, despite the market's choked condition, the public hadn't considered price the No. 1 requisite in music equipment purchasing. Only the industry had. Sales of medium to high-end instruments were up by a more substantial percentage than were low-end sales. Consoles sales increased more than portable sales.

It sounds sort of corny to say this, but the public seemed to know what it was doing. Certainly, consumers buy at the best price they can get. So do dealers and distributors and manufacturers. But the primary consideration of a surprisingly large number of consumers were quality of musical reproduction and quality of furniture styling.

THIS PHENOMENON occurred in the portable market as well as the console market. A portable must necessarily be a compromise between compactness and musical quality, but it needn't be a piece of junk. As a matter of fact, there's nothing quite so ridiculous as a low-fi stereo portable. Without high fidelity, stereo just doesn't make sense.

When transistorization made possible a true high fidelity portable stereo phonograph, one

component manufacturer took a chance that there might be a market for such an item. K.I.F.'s component-type portable was priced at a virtually unheard-of \$199.95 with no special deals (so far as we can determine), while the veterans of the portable phonograph industry shook their heads in disbelief or pity. At first it appeared that this small, high-priced unit had a limited market (audiophiles on vacation), but it actually established a new standard for the portable phonograph.

IT ESTABLISHED a new price level, too. So this year the packaged phonograph industry is bucking the normal trend to cut prices when the market contracts. Most new portable lines have all-transistor "component-type" units in price brackets where few portables existed before—from \$179.95 to more than \$200.

There's been a similar change in the console market. Except for close-outs and liquidations, the coffee tables are gone. The brick-a-brac is gone. In many major lines, the lowest priced consoles have been discontinued, and prices start at new, higher levels. Almost universally, there are more high-end models. There is a trend to lower, wider consoles for better stereo separation and finer furniture design. More attention is being paid to sound reproduction than ever before. The major weakness of the package system is being met head-on by a few manufacturers who are installing a feature which the consumer can't even see—the enclosed speaker system.

We won't even try to pretend that everything is being done for the sake of quality alone. The reckless race to solid-state circuits (look-no-tubes) has helped to dictate higher prices. There's another race going on, too—the power race—and this also contributes to the new price level. But even these trends indicate an awareness by the industry that the public is more interested for what's in the instrument than the price tag it carries.

LAST YEAR, Sylvania (which never had been an important factor in packaged phonographs) engaged in a complete redesign and upgrading of its stereo line, aiming at "component quality." The program apparently was successful, for this year it has been extended. Sylvania now has its longest—and highest priced—line in history, with 19 consoles. Its prices now range from about \$260 to \$1,150, compared with \$130 to \$795 last year. Robert J. Theis, president of Sylvania Home and Commercial Electronics Corporation, told the company's recent convention that Sylvania sold two consoles last year to every portable.

Yes, there is evidence that this year may mark a turning point. The problem of sagging sales is being met with improved quality and increased variety instead of price cuts. The consumer has shown that he's knowledgeable and selective, and the packaged phono industry seems ready to meet him at least halfway.

Zenith Unveils 1965 Line

CHICAGO—Zenith this week bowed its 1965 line of 32 phonographs and 13 radios, including a completely transistorized alarm clock-radio and an AM table radio.

The stereo phonograph line features three solid state amplifiers with a completely transistorized system of audio amplification; greater bass response in some models and extended bass in others, with a control that allows the listener to increase bass power four to 10 times; pushbutton control panels, and provision for adding a tape input adapter for most consoles.

Eight of the new console models combine two 12-inch woofer speakers, four cone-type tweeters and two exponential horn treble speakers with crossover networks.

Four of the eight above-mentioned consoles—the Romberg, Ripetta, Polonaise and Chancellor—also feature the extended bass control and the solid state 240W amplifier which provides 240 watts peak music power or 120 watts EIA undistorted power output.

The other four—the Offenbach, Franck, Barcelona and

Caruso—have the new solid state 80W amplifier with 80 watts peak music power and 40 watts EIA undistorted power output.

The three other consoles—the Dvorak, La Boheme and Stranquist—have the solid state 40W amplifier with 40 watts peak music power output or 20 watts EIA.

Cabinets are available in a wide range of traditional and contemporary designs and woods.

The stereo FM radio line of 14 models features the new transistor Biplex Detector circuit which provides greater stereo separation in the high frequency ranges from 10,000 to 15,000 cycles.

All but two of the stereo phonograph models have either the Stereo Professional or Stereo Precision four-speed automatic record changer. A fixed or automatic pop-up cleaning brush is standard equipment with all consoles and combinations.

The console and console combinations have provisions for adding a Zenith Radial-Extension speaker system.

The new alarm-clock radio,

the Fashionaire, and the AM table radio, the Majorette, are line-operated transistor sets with no tubes. The Fashionaire lists for \$39.95. No suggested list has been set for the Majorette.

Other new all-transistor radios include the Royal 80-G, \$17.95; the Royal 180-G, \$19.95; the Royal 710M, \$39.95; the Royal 753M, \$49.95; the Enchantment, \$64.95; the Dreamland, \$19.95; the Tango, \$14.95; the Songster, \$16.95; the Celeste, \$19.95, and Gay Note, \$29.95.

TV-Music Show For Show Mart

MONTREAL—A consumer Television-Music Show will be held at the Show Mart Oct. 1-6. Industrial and Trade Shows of Canada are the organizers and anticipate attendance of 75,000.

U. S. exhibitors, who may bring in product and displays duty-free under an exhibition bond, are reminded of the bilingual aspects of exhibiting here. Promotional material carries equal French billing at the Festival TV-Musique.

European PX's Are Not Buying American: Frey

MANCHESTER, N. H.—The European Post Exchanges are purchasing European phonograph records for the PX's abroad, instead of spending money for disks manufactured in the U. S. It has been charged by Sidney Frey, president of Auto Fidelity, Inc., independent

phonograph record manufacturing firm in New York City. In a recent letter to the editor of the Manchester Union Leader referring to a recent business trip in Europe, he reported:

"After a period of receiving virtually no business whatsoever from the European Post Exchanges, to our shock and consternation, we were astonished and amazed to find that the European PX's have engaged in everything possible to circumvent our government's flow of gold policies and particularly the Defense Department's 'Buy American' directive.

"Apparently, the PX's are purchasing equivalent phonograph records and other equivalent required merchandise, i.e., appliances, etc., from European sources. The extent of these activities has resulted in virtually no business to this company for the past year or so from these PX's.

"It is our understanding that these foreign purchases run to millions of dollars and obviously substantially increase the 'gold flow' from the U. S.

"The foregoing activities have not only affected our business, but we are positive it has affected other companies in other areas as well, some of which might be either fearful of coming forward in protest or are ignorant of the current situation."

PHILIPS' REPS HEAR DUSTY

LONDON—Philips' recording manager Johnny Franz accompanied the label's best-selling lark, Dusty Springfield, to the company's headquarters in Amsterdam where tapes from her recent sessions in London were played to Philips' representatives from France, Italy, Germany and Belgium.

The reps selected songs they wanted Dusty to wax in their languages and suggested local titles.

This week Dusty completes recording the decided titles under Franz' supervision at Philips' London studios.

Linda Lee Label Names Festival

SYDNEY, Australia—F. C. Marks, executive director of Festival Records, announced that his company has gained exclusive distribution rights for the Linda Lee label in all States of the Commonwealth. Linda Lee Records will be pressed in Festival's Pyrmont plant. Linda Lee has a national smash by the Australian group, the AZTECS, titled "Poison Ivy," plus another big hit by the same group titled "Blue Day." Two Australian compositions performed by Laurie Wade's cavaliers, "The Phantom Guitarist" and "Cloudburst," are also big.

Carol Burnett to Sign Autographs

NEW YORK—Carol Burnett, ABC-Paramount recording artist, will sign autographs at E. J. Korvetic's Fifth Avenue outlet Thursday (18) to plug the label's original cast album of "Faded Out-Fade In." The store will carry a full window display of the album that day.

SEASONS SHOW DISKS IMPACT

NEW YORK—The impact of hit records on the box-office was spotlighted anew in some recent dates played by the Four Seasons, who record on the Philips label.

On May 29, the group performed in the Memorial Coliseum, Winston Salem, N. C., and drew a capacity crowd of 5,500. The following day, in the Clearwater Auditorium in Clearwater, Fla., they played to 4,500. On May 31, they played two shows at the Houston Coliseum, Houston, Tex., which had a capacity of 11,000. For the afternoon show there were 8,000 people. The night show drew 14,000, including 3,000 standees.

FOLK LINE

'63 Newport Folk Festival On Vanguard

The 1963 Newport Folk Festival's recordings are now available on Vanguard and they are as mixed a bag as any folkster might want.

"Newport Broadside" is a collection of contemporary folk singing. It includes much protest, and comment: Bob Dylan and Pete Seeger criticize "Ye Playboys and Playgirls," Dylan and Joan Baez show cynicism, Phil Ochs sings the "Ballad of Medgar Evers," and the Freedom Singers sing out on freedom.

"Blues at Newport" features Brownie McGhee and Sonny Terry, John Hurt, John Hammond Jr., Rev. Gary Davis, John Lee Hooker and Dave Van Ronk in a session that will appear only to a limited group. Hammond and Van Ronk are the special modern stars here.

"Country Music and Bluegrass at Newport" features Jim and Jesse and the Virginia Boys, the Morris Brothers, the New Lost City Ramblers and Tex Logan. Again the program is excellent.

"Old Time Music at Newport" is fine too. Doc Watson, Clarence Ashley, Jones Cottrill, Maybelle Carter, Dorsey Dixon and Dick Boggs, would not have been heard until a few years ago outside their own milieu.

The last two in this series are recordings of the evening concerts. Volume I is the stronger of the two in name quality, with the Rooftop Singers, Ian and Sylvia, Bob Dylan and Joan Baez. In addition it has the Freedom Singers, the delightful Sam Hinton, John Hunt and Jack Elliott.

Volume II has Pete Seeger, Theo Bikel, Judy Collins and Dave Van Ronk, with variety provided by Canadian violinist Jean Carignan, Jackie Washington, the Scottish singer Jean Redpath and England's Bob Davenport.

"Newport Broadside." Various Artists (Vanguard VSD 79144); "Blues at Newport," Various Artists (Vanguard VSD 79145); "Country Music and Bluegrass at Newport," Various Artists (Vanguard VSD 79146); "Old Time Music at Newport," Various Artists (Vanguard VSD 79147); "Evening Concerts at Newport, Vol. 1," Various Artists (Vanguard VSD 79148); "Evening Concerts at Newport, Vol. 2," Various Artists (Vanguard VSD 79149).

Distrib, Indie Mfr. Seen Entering Era of Good Will

NEW YORK—In the past the relationship between the independent disk manufacturer and the distributor has often been tenuous and uncertain, with some distributors delaying their payments to the independent operators even when the latter had theirs going for them. Because of these alleged financial blocks, many independents sought financial security by turning to larger companies like United Artists Records, London, Laurie, etc., to handle their distribution and collections.

In the past six months, however, the distributor attitude toward the small record company shows some improvement and payments are coming in on time without any unnecessary persuasion or harassment. Such record companies as Chatahouchee, with "Popsicles and Icicles"; Golden World, with "Romero and Juliet," and World Artist, with "Yesterday Is Gone," have been able to operate without finding it need to fall into the fold of a larger company. According to Jerry Simon, who heads RSPV Promotions and who represented

and collected for the aforementioned companies, the distributors came through with payments in full and on time.

Advance Costs

Not only are the distributors now better able and more willing to pay for the hit disks coming from independent manufacturers but several have been known to advance pressing costs to some small companies to help launch them in the market.

It's expected that this new era of "good will" between distributor and the independent label will have several noticeable results on the workings of the industry. Among them will be a flood of new companies entering the record race on their own and a move away from the larger company by the smaller one to go it alone in distribution and collection matters. In the latter respect, Monument has already broken its ties with the London Group and Arthur Godfrey's Contempo label has moved out of the United Artists orbit.

Traditional Music Opens Folk Festival

NEW YORK—The Newport Folk Foundation's board of directors has announced its program for this year's evening concerts. One feature of the annual folk festival, running from July 23-26, will be the opening night concert devoted entirely to traditional music. It will include fiddling and Gaelic songs from Nova Scotia, French music from Canada and Louisiana, Southern Appalachian and Ozark songs and a panorama of early Negro music.

Friday evening will feature Joan Baez, Johnny Cash and the Chad Mitchell Trio. Other performers include Kapena Wong and Noelani Mahoe, Phil Ochs, Koerner, Ray and Glover, the Greenbriar Boys, the Watson Family, the Morning Star Hall Singers and Fred McDowell.

The Blue Ridge Mountain Dancers will open the Saturday concert. Other performers will be Peter, Paul and Mary, Judy Collins, Theo Bikel, the Osborne Brothers, the Staple Singers, Dave Van Ronk with Sam Charters, and Jesse Fuller.

Sunday's performances include Odetta, Bob Dylan, Judy Roderick, the Clancy Brothers and Tommy Makem, John Hurt, a group of southern Freedom singers, the Kentucky Colonels, a group of Sacred Harp singers and Pete Seeger.

ASCAP ARTIST FOR VT. EVENT

NEW YORK—The American Society of Composers, Authors and Publishers (ASCAP) will again be represented at the Bennington Composers' Summer Conference to be held at Bennington, Vt., from August 16-30. The avant-garde composer, Edgar Varese, will serve the conference in the capacity of composer-in-residence and will be the official representative of ASCAP. The society this year has increased its number of student scholarships at the conference from three to five.

Jack Tracy Cuts Woody, Kirk Disks

HOLLYWOOD—Jack Tracy, Mercury's West Coast director has recorded jazz singles by two of the label's top musicians prior to their departure for overseas tours. In the can are disks by the Woody Herman Band and Roland Kirk with studio backing. The Herman session was conducted in New York; Tracy records Herman wherever he happens to be.

The two disks are being groomed for AM airplay and one rule in cutting a jazz single is to keep the time down to two and a half minutes, Tracy says. Forget about the long blowing sessions common on album dates, he emphasizes.

In a third project recently completed, Tracy cut Jerry Wallace singing "It's a Cotton Candy World" from the film "New Adventures of Flipper." He is also set to record Cleopatra's third LP here.

Trade-Back Offer

Continued from page 38
in getting him started in using a recorder for amusement business, etc., that it would take the rock-bottom-price machine back in trade, whenever the customer decided to buy a better one. This suggestion was followed by an immediate demonstration of each type of better recorder carried in stock.

Surprisingly, in "planting the seed" toward eventual good-recorder ownership in this way, very few of the tiny flashlight battery-operated models have come back in such condition that they had to be junked. Instead, a recorder owner, who has the option of trading it back at the full price will usually use the machine long enough to realize its usefulness, its limitations where music is concerned, and then elect to bring it in before anything does go wrong with it. In this way, promotion on miniature tape recorders, down to the price levels of coming discount department stores, has been more than adequate to sell an extra 30 or more recorders in the \$200-\$300 price bracket.

SPAIN SALUTES RADIO NOV. 14

BARCELONA—A salute to radio in Spain takes place on Nov. 14 when "Dia De La Radio" (Radio Day) is celebrated. To be singled out for special attention is Radio Barcelona, which is celebrating its 40th anniversary. The station began operations in 1924, was the first station to operate in Spain and the third in Europe. Pedro Guinari Ferrer is general secretary of the day, which also involves an exhibition devoted to radio communications and the "Seventh World Exhibition of the Radio Press."

BULK VENDING news

NEW — ORIGINAL — UNIQUE
CAPSULE INSERTS
 SAMPLES — \$1.00
 MONEY CREDITED TO FIRST ORDER
 MANIFESTS AVAILABLE
BETCO PRODUCTS
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MANDELL GUARANTEED USED MACHINES

N.W. Model 45, 19 or 20 \$12.50
 N.W. Model 18, 19 or 20 10.00
 N.W. Model 18-C, 19 or 20 10.00
 N.W. Model 22, 19 or 20 10.00
 Approved for 10¢ of D.O. 4.50
 A.S.T. Gum 1.50
 Mints & 1¢ Gum 1.50
 Acorn & 1¢ Globe 1.50

MERCHANDISE & SUPPLIES

Wholesale Candy, 100 lbs. \$ 7.75
 Pastiche Nuts, Jumbo Gobos 4.40
 Wafers 4.40
 Pastiche Nuts, Large Toffs 3.75
 Pastiche Nuts, Small, Red 3.75
 Cashew, Whole 3.75
 Cashew, Half 4.40
 Pecans, Whole 4.40
 Pecans, Half 4.40
 Raisins 4.40
 Baby Chicks 3.75
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 Boston Baked Beans 3.75
 Jelly Beans 3.75
 Licorice Gums 4.40
 M & M, 50 lb. 4.40
 Marshmallows 4.40

IMMEDIATE DELIVERY THERE ARE BIG PROFITS IN GUM

GET YOUR SHARE WITH **Northwestern**

PACKAGE GUM VENDOR

This amazing vendor is a real "Six-Ar" life gum profits. A colorful merchandise drum with five columns yields a total of 95 attached nickel packs. "Venditor" displays 160 5¢ packs sales.

Stamp folders, lowest prices, write MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, INC.

NORTHWESTERN SALES AND SERVICE CO.
 MOE MANDELL
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DICK VANDENBERG, right, Crest Vending Service, Bellflower, Calif., and **Robert Threadgill**, vice-president and secretary of Vendor Manufacturers, Inc., Nashville, seal a deal for Crest to represent Vendor in California.

Location Owners Sample New Bulk Vending Items

HERMOSA BEACH, Calif. — It's a mistake not to sample every new item as it is introduced in bulk vending machines, says Henry Thorsen, who operates a 300-machine route here.

Thorsen feels that he has some 200 active partners in bulk

vending operations, inasmuch as at least this number can be counted-upon to suggest fill to their own customers, and incidentally, to pop in a few pennies themselves.

When a new taste sensation comes along such as cinnamon-flavored gum, grape, lime, etc., Thorsen packages several dozen up in small plastic bags, and as he makes his service calls, placing the new fill in the machines, the hands-on location owner, asking for his opinion.

Usually the location owner, even if he is not particularly fond of candy, will munch on the proffered sample and give an opinion. Thorsen immediately suggests that if he liked it so will his juvenile and even his adult customers, suggesting that he mention the change in the fill whenever the opportunity comes along.

Many of them do, even busy druggists, beach concession operators, restaurant owners, who have little spare time, but appreciate the spirit in which Thorsen asks for such co-operation.

Volume is extremely good all along the California operator's entire route, simply because he gets such co-operation. In bulk vending for 15 years, Thorsen lives in Hermosa Beach, and knows most of his merchants by their first names, which is always a help.

Northwestern SUPER 60

- NO BREAKING
- NO CRUSHING
- NO MISSING

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

Getting the Northwestern? Get a copy, magazine. Add to get our mailing list. It's free!

WRITE, WRITE OR PHONE

Northwestern CORPORATION
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FIFTEEN DIFFERENT 10¢ CAPSULE MIXES

FREE DISPLAY FRONT

All mixes are packed 250 per bag hand counted... biggest value for the best quality in 10¢ Capsule vending.

FREE Illustrated Sheet on all Pacific Chems, Sings and Salt Chems.

The PENNY KING Company

2534 Milton St., Pittsburgh 3, Pa.
 World's Largest Selection of Miniature Charms

Bulk Banter

Pacific Potter

Arnold J. Provisor, general counsel for Onk Manufacturing Company has returned to Los Angeles from an extended business trip to Miami, where he represented the firm on company business. . . . Clarence and Bernice Kettles were down from Port Huemeau for shopping at Acme Vending. Mrs. Kettles looked trim and slim after her dieting. . . . John Adams, Santa Barbara, was another shopper at Acme. . . . George Morris, Bell Gardens operator, brought his two daughters, Joyce Lya and Linda Lee, with him to shop at Acme.

Mel Siggel, if out after a bout with the mumps. His daughter started her cycle with his son following two weeks later. They recuperated rapidly. Siggel was confined to his home about three weeks during which his wife, Gloria, took over the route. . . . Bob Feldman, Acme, reports that the Beale buttons are the hottest thing to come along. The company has a good supply at this time. . . . Alax Jones, Los Angeles, stopped off at Acme. . . . Ted Werner picked up a new service truck. He just returned from an extended trip out of town to service machines.

KG KRAZY TROLLS

HOTTEST 10c CAPSULE ITEM EVER!!

This Is the Original!
 This Is the Best!!

Packed 250 to a bag with **FREE DISPLAY**

\$38.00 PER THOUSAND

AT YOUR NEAREST KG WAREHOUSE OR DIRECT FROM

KARL GUGGENHEIM
 1500 S. Broadway, P.O. Box 510
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HEADQUARTERS FOR Northwestern SUPER 60

Capusle Vendor

- No Breaking
- No Crushing
- No Missing

The optimum in quality Capsule Merchandising.

Vends any item which can be placed in a capsule

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Call "MUTER" 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.

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BUILT FOR BUSINESS!

Attractive, compact **MARK-BLEWER** Bulk Vending Machines sell themselves!

Available in many models, including combination units.

SEND FOR ILLUSTRATED CATALOG, TODAY!

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The Most Complete and Finest Line of Bulk Vendors!

NEW SELECTORAMA

BEAUTIFUL STORE WINDOW DISPLAY

Available in 16, 24, 10c, 25c or 50c coin mechanisms. User can vend 100-count gum, 1/2-1 and 1/2-2 capsules. Use as single unit or can be mounted on multiple stands. New, attractive and durable space-saver stand available for 50¢ or eight units.

Double or triple your sales with this great vendor. Write for further details, color circular and prices.

Large Stock of Vendors—Parts and Merchandise.

Write for Prices.

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

ACORN—The World's Most Profitable Vendors!

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

Hotter than the Bugs!
NEW MOLDED TROLLS

Sticks on all machines. 1/2-1 and 1/2-2 capsules.
 \$10.00 per 200, \$30.00 per M.

MAGIC CAPSULES

10 different items that never sell. Usual 10¢ coin.
 \$10.00 per 200, \$30.00 per M.
 Free Display Cards with each order.

RAKE COIN MACHINE EXCHANGE
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 Dealer 4-6493

INTRODUCING!
the ultimate in
SANITARY VENDORS



PM-DUO

RECESSED ACE LOCK
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CHROME MECHANISMS
CAPACITY:
Duo—300 Flat Packs
Trio—450 Flat Packs



PM-TRIO

Compact Bagged Construction. Any Combination of 25¢ and 50¢ Coin Mechanisms. Chrome Handles. Adjustable Hoppers. Write for Prices.

PEN-MAR DISTRIBUTING

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100 Count—20¢ Count Assorted Colors
21¢ per pound
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1129 North Ocean Blvd.
Hollywood, California 90028

BIG SAVINGS on BALL AND VENDING GUMS
Save up to 25% on all gum
Direct Low Factory Prices

Direct Low Factory Prices
Bubble Gum, 100, 170 & 250 ct. & Giant Size: 300's B.
Cherry Ball Gum, 130 ct. 300's B.
Cherry-Wood Ball Gum, 200 ct. 300's B.
Cherry-Vend Chicks, 200 ct. 300's B.
Cherry Chicks, 330 & 500 ct. 24 P.
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BUSINESS CARD AIDS IN GETTING NEW LOCATIONS

PHOENIX—One bulk operator who has found that anonymity definitely doesn't pay is Walter Gray, of Best West Specialties. Whenever Gray has an impressive spread of bulk vending machines in supermarkets, discount department stores, or other major traffic spots, he invariably displays his business card in one globe on each stand.
Included on the card is a list of manufacturers' brands handled, equipment names, plus, of course, Gray's telephone number and address.
Thus personalizing each location, and dignifying his services with a business card, Gray has become a much respected bulk operator. Not only has the business card led to better relations with individual location owners, but it has likewise been responsible for creating many additional locations. For example, proponents of discount merchandising look over sites already in operation and are impressed with typical Gray oversize multiple vending spots.

COINMEN IN THE NEWS

Detroit Doings

Art Hebert, manager of Miller-Newmark Distributing Company, reports that "pool tables are still the biggest sellers we have." The company has just taken over distribution in Michigan for the AMF Pool Tables. The tables will be handled through the Grand Rapids office for the western part of the State, as well as in Detroit. . . . Carl J. Van Gruenigen, one of Detroit's veteran operators, who started in the business in 1938, is moving into semi-retirement. He has disposed of all his coin-operated games, but still has a small jukebox route. . . . Ron Rogers of the record department at Angott Sales' one-stop reports a definite trend toward "the nicer, soft music" and away from the long-prevailing rock 'n' roll in location programming demands.

James Julien, who has operated a jukebox route for many years as Julien Music Company, died last week. His sons will continue the business, under the management of James Julien Jr., who was in the business with his father the past few years. . . . Mrs. Joseph Katterman died recently. Her husband heads Kay's Amusement Company and is a partner in the K&S Company. Both are game operation routes.
HAVILAND REVES

Milwaukee Mentions

Carl Betz, former S. L. London Music Company service manager, has been promoted to a new responsibility. He was recently named manager of the London Distributing Company branch in Jacksonville, Fla. Betz's family is expected to follow him to Florida as soon as the school term ends here. . . . Herb Wagner, G. & W. Vendors, is kept busy again making plans for the annual South Milwaukee Spectacle of Music. He has been chairman of this nationally famed marching band music competition for many years. . . . Pete Merschdorf, now in the army, is home on furlough. He's spending a little time helping out at Red's Novelty Company, where he worked as a cigaret route man while a civilian. . . . Music and game receipts have shown nice increases in recent months, according to Jerome (Red) Jacomet, Red's Novelty Company. He attributes the healthy situation to (1) More attention to programming, and (2) more selective locations. "Just using better business practices," Jacomet concludes. . . . H. Cisker Music Company has moved more intensively into the vending field, according to Harry Cisker Jr. In recent months, the firm has begun to place candy

equipment in its locations. About a year ago they began to diversify by moving into the cigaret field. Music takes, meanwhile, says Cisker, have shown improvement due to a policy of insisting on flat rentals and a culling out of non-productive locations. . . . Stu Glassman, Radio Doctors chairman of the Music Industry Golf Outing, set for Monday, July 13, at the new Parwood Country Club reports keen interest in the event. "We've sold over 70 tickets so far," says Glassman. Working with him as co-chairman, is Bill Broege, Mortel Murphy Company. . . . The Milwaukee Phonograph Operators' Association will not hold any meetings this summer, according to Sam Hastings, president. Activities will resume in the fall, "unless some emergencies arise," says Hastings. . . . Coin-

(Continued on page 46)

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COIN MACHINE news

Seeburg Unveils New Phono: LP Console 480



NEW SEEBURG LP CONSOLE 480

CHICAGO — Seeburg distributors across the country have unveiled the company's new phonograph, the LP Console 480. The change in design is immediately noticeable, and new engineering ideas are highlighted by the "spotlighted album award."

A row of little LP album covers stretches across the top of the machine with a traversing light behind them. When a patron makes a selection, the light pauses and holds behind one of the albums, while a chime and flashing light call the customer's attention to it.

A second chime signals that the light will remain behind the particular album selection for about 40 seconds, during which time the patron may play the 50-cent selection for 25 cents.

'Impulsion'

Seeburg used the word "Impulsion" as a theme for the debut of the new phonograph, believing the spotlighted album award will appeal to the impulsive nature of the coin-phonograph patron. The new feature is also expected to draw many persons who seldom use coin phonographs.

Improvement in sound is embodied in the "three-way audio" design. Six high-fidelity speakers are now built into the phono-

Talk Set on Future Of LP's on Jukebox

CHICAGO — A record company representative will discuss the future of Little LP's on jukeboxes at the next meeting of the Illinois Coin Machine Operators' Association to be held at Chicago Morrison Hotel, June 27-28.

Also slated is a discussion of copyright legislation by Lou Canola, Music Operators of America president and a charter

member of the Illinois group. The Illinois association is going into its first full year of existence with close to 100 members on its roster. Les Montooth, president, noted that the association's initial growth is "very encouraging."

Montooth asked, however, that operators continue contributing to this growth by maintaining a vigorous membership drive. He asked all members to try to bring at least one new member to the next meeting.

The Illinois group will hold the business portion of its meeting on Sunday afternoon, Saturday (27) will be devoted to an open-house and informal meetings with the officers of the association.

graph, including two tweeters at the top of the console, two six-by-nine-inch speakers of new design in the middle range and two 12-inch bass speakers. Diamond styli are said to reduce record wear.

Seeburg spokesmen say their engineers built the new audio system to match the growing public awareness of quality in sound attested to by the increasing sales of stereo components.

Another design change is an illuminated panel to give the name of the location in lights. The selection-now-playing light is designed to make it easy for patrons to find out what music they are hearing. A panel of colored letters on burnished aluminum, placed at the focal point of the machine between two "albums of the week" on

(Continued on page 46)

EUROPEAN NEWS BRIEFS

Swedish Drive

STOCKHOLM — Sweden's trade organization, Svenska Spelbord, is pressing a campaign to regulate relations between operators and location owners.

The trade group complains that competition among operators threatens trade stability. At present the competition has boosted location share of collections to 50 per cent at the peak.

Svenska Spelbord seeks to reduce the location share and, in compensation, provide better servicing and music programming for locations.

French Kiddie Rides

PARIS—Ten million Frenchmen can't be wrong—especially when they are children.

With this reasoning, French operators are sharply increasing inventories of kiddie rides and moppet games. S.N.A.P., the French operators association, says the potential market for small fry equipment is tremendous, because of the French passion for indulging their children.

The S.N.A.P. is attempting to get tariff cuts on kiddie rides, which are protected out of all

(Continued on page 46)

Celler Hearing Bill

By MILDRED HALL

WASHINGTON — Ripping true to form, the juke box anti-exemption bill struck another snag last week, when hearing time ran out for the Rules Committee. Another hearing will have to be scheduled to complete taking of congressional testimony on the Celler Bill to end performance royalty exemption for juke box music, in existence since 1909.

Last week's hearing had time for testimony by proponents Celler (D., N. Y.) and Willis (D., La.), Rep. John V. Lindsay (R.,

N. Y.), member of the House Judiciary Committee, was on hand to testify for the bill, and issued a statement that he would lead the fight for the bill on the Republican side of the House (assuming, of course, that the Rules Committee grants a rule and sets time for House debate).

Rep. William McCulloch, ranking minority member of the Judiciary Committee, spoke briefly to urge the Rules Committee to put the bill out for debate. "This legislation is important—if controversial." When Rules Chairman Howard Smith

(D., Va.) asked if he was testifying for the bill, McCulloch would go no further than to say: "The laborer is worthy of his hire," and the songwriter is the laborer in this instance.

Second Hearing

Another hearing is expected to be called for this week, when the Rules Committee will hear some blockbusting argument against the bill by Representatives Libonati (D., Ill.) and Roger (D., Colo.), who dissented from majority passage of the Celler bill by the House Judiciary Committee. Rep. George P. Miller (D., Calif.) may also be heard. They are expected to argue against release of the bill for floor debate by the Rules Committee.

At the end of hearings, the Rules Committee will decide whether to admit the bill to House floor for debate and vote, or kill it in committee. Proponents of the bill would then have to go through the whole routine of introducing a new bill next session, holding hearings, and again bringing it up before Rules—if it got out of Judiciary Committee a second time.

The tenor of the Rules Committee hearing last week, with all 15 members present, seemed to bode no good for the bill whether it dies in Rules, or gets out to the floor. Opponent comment was louder and longer from members than any endorsing remarks. Opponents could decide to let the bill go to the floor, in the conviction that it

(Continued on page 45)

Game Distrib Closes; Hold Public Sale

CHICAGO—First Coin Machine Exchange, Inc., long-time jukebox and game distributing company here headed by Joe Kline and Sam Kofner, closed its doors last week.

First was the exclusive distributor for the area and the jobber of numerous game lines. Wurflitzer has not yet announced a successor.

Assets and property of the 10-year-old distributorship were offered at a public sale last Friday (12) by Standard Associates, Inc., secured agents.

Europeans Watch Progress of Cinema Juke Boxes in U. S. Mkt.

By OMER ANDERSON

COLOGNE — European coin machine manufacturers believe that film phonographs—the cinema juke box—have the best chance to win the American market of any European coin product introduced since the war.

The U. S. debut of the cinema machines is being intently observed by all European trade sectors. For ramifications of the U. S. test are far wider than merely the success or failure of the particular machines involved.

The ultimate success of the machine, in the opinion of European experts, will depend on the production of films for

the machine. Film production, in turn, will depend on a mass market, and few experts believe that the immediate or even potential European market can support film production on a scale adequate for successful programming.

Therefore, it is essential that the cinema phonograph wins simultaneous acceptance in Europe and the U. S. and Canada. This latter market, incidentally, is not being dismissed in Europe.

Canadian Showing

Cameca, Scopitone's manufacturer, has used Canada, in effect, as a back door to the U. S. market. Scopitone was exhibited last year at the Inter-

national French fair in Montreal, and Gerard Thibault, Scopitone's Canadian distributor, has several hundred machines now on location in Eastern Canada.

Meantime, arrangements have been made to manufacture Scopitone in Chicago by Tele-A-Sign under license from Cameca. Scopitone's competitor, Cinebox, will also be manufactured in the U. S. by its U. S. distributor, Cinevision Corporation of America.

This is the first time postwar that a European coin-operated product has won American acceptance to the point of being manufactured in the U. S.

(Continued on page 46)

N.Y. Coinmen Fete Harry Siskind

NEW YORK—Saturday night (6) belonged to Harry Siskind, as a record 672 members of the coin machine community turned out at the Terrace Room of the Statler-Hilton here to pay tribute to the veteran Brooklyn operator.

Members of the United Jewish Appeal of Greater New York's Coin Machine Division raised \$35,067 before they sat down to the victory dinner.

Siskind was presented plaques by the United Jewish Appeal and by the Music Operators of New York, with Irv Holzman making the former presentation and Al Denver making the latter presentation.

New York Secretary of State Lomenzo was guest-speaker, and Mons. John Patrick Carroll-Abbing, director of Boys Town of Italy, delivered the invocation. Rabbi Meyer Ostrinsky, Temple B'nai Israel, Brooklyn, delivered the benediction.

Tribute to Shoggy

A somber note was struck when the guests observed a moment of silence for the late Barney Sugarman. Mrs. Mollie Sugarman, escorted by her two sons, Myron and Nate, was presented a UJA plaque by Al (Senator) Bodkin.

Recording artists performing included Tony Bennett, Columbia; Toni Arden, Decca; La-

Verne Baker, Atlantic, and Skip Cunningham, Coral.

Other acts were the Mambo Aces, Sonny Allen and the Rockettes and Tanna and the Polynesians. Alan King was the comic, and Wally King, WNEW disk jockey, was emcee.

Dias Guests

Dias guests were Wally King and William B. Williams, both of WNEW; Rabbi and Mrs. Meyer Ostrinsky; Monseigneur John Patrick Carroll-Abbing; Mr. and Mrs. Al (Senator) Bodkin; Mr. and Mrs. Meyer Parkoff; Mrs. Harry Siskind; Mr. and Mrs. Irving Holzman; New York Secretary of State John Lomenzo; William Cahn, Nassau County district attorney, and Mrs. Cahn; Commissioner Mario Biaggi; Commissioner Joseph Di Carlo and Mrs. Di Carlo; Judge Di Falco; Senator Edward S. Lentol and Commissioner Joseph Corso.

The following manufacturers donated machines which were sold, proceeds given to UJA: AML, Bally, Chicago Coin, Fischer, Irving Kaye, Keeney, Midway, Rock-Ola, Seeburg, United, Williams and Wurlitzer.

After the Terrace Room entertainment was over at 2 a.m., Harry Siskind held open house in his suite until nearly dawn, with several of the acts dropping in to entertain about 100 of the banquet guests.

Wurlitzer Distribbs View Cashrak Coin-Counter

NEW YORK—East Coast Wurlitzer distributors met at the Summit Hotel here Thursday (11) to view the firm's new Cashrak coin counter and to discuss sales and programming plans for the year.

Conducting the meeting was Bob Bear, sales manager, assisted by A. Di Palmer, advertising and promotion manager; Hank Petec, field service engineer, and Al Dietrich, assistant sales manager.

The Cashrak electronically registers nickels, dimes, quarters and half dollars, and tallies each on a mechanical counter.

The non-resettable meter offers a verified check of the phonograph's earnings. Each unit has an Ace lock.

As the coin is inserted in the phonograph, the mechanical counter is actuated by an electro-magnet which releases a ratchet wheel. The wheel then accumulates mechanically the value of the coin on the counter.

The Cashrak unit is installed on the right front side of the chassis mounting plate inside the dome.

Petec announced that a week-long Wurlitzer service school will begin June 21 at the LaSalle Hotel, Chicago.

Palmer explained that 40 type faces and a wide variety of artwork are available for location personalization and operator identification on juke boxes.

Artwork includes symbols representing bowling alleys, palm trees, cocktail glasses, etc.

Distributors attending included Sam Weisman, Baltimore; Harold Kaufman, New York; Marvin Roth, Wilkes-Barre, Pa.; Jim Ginsberg, Philadelphia; C. B. Brady, Charlotte, N. C.; Ken Brake, Nashville; Spec Cruze, Charleston, W.

Va.; Dyke Dawes and Jim Falk, Columbia, S. C.; Al Hawkins, Macon, Ga.; John Blotta, Newark, N. Y.; Jim Donnelly and Chris Christensen, Norfolk, Va.; Charles Broderick, Buffalo; Mickey Anderson, Erie, Pa., and Si Redd, Boston.

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CHAIRMAN IRV HOLZMAN presents Harry Siskind with the UJA plaque.



AL DENVER, MONY PRESIDENT, presents the guest of honor with the MONY award.



MRS. IRVING HOLZMAN, left, presents Mrs. Siskind with a bouquet. In the right background is Meyer Parkoff.



AL (SENATOR) BODKIN presents Mrs. Mollie Sugarman with a plaque honoring the late Barney Sugarman. Left to right are Nate Sugarman, Mrs. Sugarman, Irv Holzman, Al Bodkin and Myron Sugarman.



ON THE DAIS were Toni Arden, Irv Holzman and Mrs. William Cahn.



MAIN SPEAKER was New York Secretary of State John Lomenzo, center. To the left are Mrs. William Cahn, Nassau County district attorney, Mrs. Irving Holzman and Mrs. Mollie Sugarman are on the right.



R. F. JONES, center, head of the R. F. Jones Company, widespread western coin machine distributor, is shown after a successful fishing trip in Palmilla, Mex., with two of his branch managers, Tommy Thompson, left, manager of the Salt Lake City branch, and Chuck Klein, manager at Los Angeles. Credit for the two marlin hanging behind the trio goes to the two managers, but Jones claims to have caught some tuna.

ALL MACHINES READY FOR LOCATION

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Wurlitzer 1700	75
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Wurlitzer 2100	235
Wurlitzer 240-4R10	495
Wurlitzer 2500	645
Wurlitzer 2504R10	595
Seeburg AQ160	595
Seeburg C	145
Seeburg E	265
Seeburg V-200	185
AMI E-120	75
Rock-Ola 1454	225
Bally Triphonograph	85
Bally ABC Champion	85
CC A-Come Shuffle	130
CC King Bouncer	145
CC Red Pin	125
CC Cream Shovel	75
CC Pro Shuffle	245
CC Bull's-Eye Baseball	65
CC Players' Choice	165
United Advance Bouncer, 16"	195
United Jumbo	95
United League	145
United Teammate	185


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Seattle Policy Approves Cash Payout Operations

SEATTLE — Mayor J. D. Braman has reinstated Seattle's old gambling tolerance policy with only one change. The director of licenses and not the chief of police will enforce the policy. He said that "for the good of the city," he was directing the director of licenses to administer existing city ordinances on amusement machines in a manner similar to that which existed for many years prior to former Mayor Gordon Clinton's crack-down on gambling.

been set at fairly low figures. (The machines will be allowed to register up to 150 free games. It's reported.)

Payoffs Allowed

"Cash payoffs will be allowed, with the understanding that the payoffs will be replayed in another machine.

Punchboards will return to tavern and cigar store counters, but they will be for "merchandise only." No money boards will be allowed.

"We are not going to have banks of machines... they will be limited to two or three in any one location," Braman said. "They must be an adjunct to an existing and self-supporting business and not the primary source of income."

The return is a trial and "if it gets out of hand, we will close it down again," he asserted.

Under the mayor's instructions, the automatics do not pay off... they pay out. And even the payout is limited. A winner must be paid out in nickels... up to \$8 worth. Dollar bills must not be used.

Business Stimulant

Don Turnbull, director of licenses under the city comptroller, reportedly regards the low tolerance policy as a business stimulant but he does not think anybody, except the various taxing agencies, are going to "get fat." The federal government takes \$250 annually per automatic machine; the State, 20 per cent; the city of Seattle, 5 per cent.

The operators who own the automatic machines are strictly policed and heavily taxed, too, Turnbull pointed out. City ordinance allows one operator's license to cover 15,000 people in the city. There are 43 operators now and there's no "pumping" allowed.

When punchboard and pinball operations were operating, the city's take from them totaled \$434,424 in 1962.

Clinton ordered the tolerance policy ended Jan. 1, 1963, when he found it at odds with State law. The Legislature last year passed an act which would provide local option but a referendum blocked that act and will be on the ballot in November.

Petitions for the referendum were stolen from the office of Secretary of State Victor A. Meyers before they could be

Omaha Confab Attracts 100 From Midwest

OMAHA—Some 100 operators from South Dakota, Iowa, Kansas and Nebraska attended the Saturday and Sunday (6-7) meeting and trade show of the Coin Operated Industries of Nebraska.

New officers, elected were Dick Taylor, Lincoln, president, and Randall Thies, Norfolk, vice-president, Howard Ellis, Omaha, was re-elected secretary-treasurer. Two directors, Ralph Reeves, Norfolk, and Hugo Prell, District 4 (Bremen, Kan.), were also re-elected.

Some 21 manufacturers and distributors exhibited.

Lou Casola, MOA president, and Fred Granger, MOA managing director, spoke at the Sunday banquet. Casola discussed the current status of the copyright legislation (Celler Bill), and Granger gave a progress report on the October MOA convention at the Sherman House, Chicago.

COIN will hold its next meeting in conjunction with the MOA conclave at Chicago.

Franz Shows New Seeburg

HOUSTON—H. A. Franz & Company held a showing of the new Seeburg on Sunday (7) at the Knights of Columbus hall, with about 300 persons attending.

H. A. Franz emceed the formal showing. Ed Blankenbeckler, Seeburg vice-president, traced the history of the Seeburg Corporation. Edward R. Caffey, Seeburg sales executive, demonstrated in detail all component parts of the new equipment.

Members of H. A. Franz & Company who participated in the showing included Hazel Poole, Earl Hoot and Dorothy Barnes.

canvassed, but Meyers directed the measure to be placed on the ballot.

The State Supreme Court upheld Meyer's decision and May 27 refused to reconsider its ruling.



A ROUND OF pool at the American shuffleboard Company booth involves (l. to r.) Guy Hasenpflug, Coin-A-Matic, Omaha; Les Montooth, Peoria, Ill.; Sol Uplink, sales manager of American Shuffleboard Company, Union City, N. J., and Howard Ellis, Coin-A-Matic.



AT THE HEAD TABLE in Omaha are (l. to r.) MOA directors Lou Ptacek, Howard Ellis; MOA President Lou Casola, MOA Managing Director Fred Granger; Harry Trustin, acting mayor of Omaha; Dick Taylor, new president of Coin Operated Industries of Nebraska; MOA directors Ted Nichols and Harlon Wingrave; Randall Thies, new vice-president of COIN, and Les Montooth, Peoria, Ill.



MOA OFFICIALS pictured at the Omaha meeting are (standing, l. to r.) directors Harlon Wingrave and Lou Ptacek, Managing Director Fred Granger and Director Ted Nichols. Seated are Howard Ellis, MOA President Lou Casola and Les Montooth.



COIN CONVENTION CLOSING at Omaha featured a Sunday banquet. The scene is shown from behind the head table.

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Summer Stops Don't Pay Off

By BENN-OLLMAN

MILWAUKEE—Beer City operators no longer look to the nearby lake resort locations as a source of additional summer revenue.

Until recent years most music and games firms have found it profitable to service summer stops.

Today, however, with the high cost of equipment, labor and transportation, it doesn't pay to service summer locations. Unless you are headquartered in the vicinity of these lakes, the overhead is more than the money you take in," according to Sam Hastings, Hastings Distributing Company.

Year-Round Stops

The population sprawl has also changed the nature of the coin industry's coverage of resort areas flanking Milwaukee. Lakes, by the dozens within a 40-mile radius of Milwaukee are now ringed by year-round homes. Taverns on these lakes that used to be strictly summer enterprises are now open throughout the year. Operators

service them on the same basis as they do their regular spots.

The story is different, however, with coin machine distributors here. All of them report a stepped up demand this year from Northern Wisconsin operators for used music and games equipment. The call is for later model units for use in resort spots.

Officials estimates by the Wisconsin tourist bureau officials point to a nice boost in vacation traffic this summer. The optimism has spread to the coin machine operators and they are buying heavy. Good, used pool tables, for example, are in short supply as a result of the demand sparked by resort area operators.

According to Woody Johnson, United, Inc., "The update operators have almost cleaned us out of used juke boxes. We are also turning over quite a few late model games to out of town operators who want them for their summer locations."

40 Ops Attend Empire School

DETROIT—Some 40 music machine operators and their servicemen attended a special service school held at the Empire Coin Machine Exchange Thursday (4). Attendance was evenly divided between servicemen and operators, as well as between local and upstate operators, mostly from Eastern Michigan.

Demonstration was given of the current Rock-Ola mechanism, essentially unchanged for the past four years. Comments on the ease and infrequency of required service were made by the students. A question and answer period followed.

Bob Wiley, Empire branch manager, was in charge of arrangements. He was assisted as host by saleswoman Mielkey Alterman. Frank Schultz, Rock-Ola service organization, conducted the sessions.

Among operators and personnel registered from upstate Michigan were: Fred Zenke and Carl Rosasco, Zenke Coin-Operated Machines, Ann Arbor; Jim Davis, Albion Vending, Albion; Roy Clason, Jump Music, Utica; Everett Wortham, Bill Stillwell and Roy Chisnell, Wolverine Entertainers, Pontiac; Harold Paige, Capital Music, Flint; Vic Muncat, Novi Vending, Novi; Julian Niece, John Swinden and Jim Wilson, AA Radio, Flint; Reggie Niedzinski, Tom Cherry and Pat French, Harry's Amusement, Bay City, and Harold Johnson and Ed Schmidt, Walker Music, Bay City.

Detroit operators were Frank Allvot, Clare Spooner, Eddie Shell and Jack Gunn, Frank's Music; Herman Stallings, North End Music; Sam Sirlanni, D & S Music; Nick Christy, Christy Vending; Ken Stephan, K&W Service; Tom Duncan and John Wagner, Wagner Music; Bill Van Koughnet, Lee Moore, Frank Klemczak, Dave Fanello, Mary Jacobs and Dominic Muzaro, Union City; George Ballas, Chuck Jensen, George's Amusement; and Clarence Codling, Codling Music.

WW Showing Set

CHICAGO—World Wide Distributing Company will show the new Seeburg line Tuesday and Wednesday (16-17) at its showroom here. All operators, servicemen and their guests are invited. Refreshments will be served.

Smokeshop School

NEWARK, N. Y.—Some 24 local operators attended the Smokeshop service school conducted at the Bilotta Distributing Company here Wednesday night (10).

To Be Continued—Celler Hearing Bill

• Continued from page 42

would never get a passing vote. Proponents are anxious to get it to the floor, hoping for a second victory—the first was passage by the Judiciary Committee, the first time this legislation has ever cleared that committee.

Brown, O'Neill Opposed

House Judiciary Committee chairman and author of the bill, Emanuel Celler, and Copyright Subcommittee chairman Edwin Willis (D., La.), made lengthy and eloquent pleas for the bill (H.R. 7194) to give songwriters performance royalty on juke box music. But only one solitary member of the 13-member House Rules Committee endorsed their stand: Rep. James J. Delaney (D., N. Y.). Most violently opposed were Rules members Clarence Brown (R., Ohio), ranking minority member, and Thomas P. O'Neill Jr. (D., Mass.).

Celler and Willis cited the need for fairness to the songwriter, endorsement by Registrars of Copyright, vast changes in the juke box industry "from pigmy in 1909 when exemption was put into the Copyright Act to giant today, doing a \$520,000,000 a year business." They urged the need to equalize international copyright treatment—American songs get royalty on European juke box play, but their nationals get none on ours. Russia is the only one to "thumb her nose" at American songwriter royalty, said Celler, "and so do we. It is not a pleasant companionship."

The two proponents of the legislation cited chapter and verse of an impartial Library of Congress study on the juke box industry and urged Rules Committee members to heed the figures—rather than listen to the views of those with self-interest. But it seemed from member comment that juke box operators and more especially the location owners had already made strong pleas to their congressmen in person and by mail.

Celler and Willis presented a picture of four major manufacturers, with more than 200 distributors, 9,000 or 10,000 operators, with average operator owning 56 machines and splitting the take on six or seven billion plays per year, in 500,000 locations. Also, average juke box operator was said to make about \$11,000 net from the music, plus income from amusement machines, cigaret vending, etc. More than 93 per cent of operators diversify, ac-

ording to the Library of Congress study.

Willis' Statement

Out of the income, "\$260 million goes to the operators, \$260 to the location owners, and nothing to composers of music," said Willis. At this point Representative Delaney defended the need to give songwriters performance royalty on juke box music played for profit, as other users have to pay. It was the only endorsement by a Rules committee member.

Rules member Rep. B. F. Sisk (D., Calif.) remarked that there was no limit to royalty collection under this bill, and his mail was heavily against it. "All of my colleagues have been getting a lot of mail against the bill."

There was much confusion over the difference between the 2 cents per tune mechanical royalty included in the price of each record and the performance royalty. Rep. Katherine St. George (R., N. Y.) said that the mechanical royalty meant that juke box music did pay something to the songwriter, at least. At one point, she said she was "impressed" by Representative Celler's testimony; but she "had to listen to her constituents." Hotel and motel owners in the Catskills had told her they would be hurt by this bill.

O'Neill Stands

Representative O'Neill roundly and angrily declared that all popular music had been popularized by juke box play. Of the exemption of 1909, he said: "Thank God the members of that Congress put through that legislation to build the juke box industry. If they didn't, we wouldn't have the hits we have today. They actually make it the composers. The people generally are popularity. If there was no juke box, there'd be no rebirth of those old favorites."

He went on to take a swipe at the Beatles, and at ASCAP.

"We wouldn't have such things as the Beatles" if it weren't for the juke box making them popular, for heaven knows that stuff isn't really music." When Representative Celler said radio and TV and bands popularize music, but they also pay performance royalty, O'Neill shouted him down: "The public will pay. They'll get only two plays for a quarter, instead of three."

ASCAP Blasted

The mere mention of ASCAP brought scathing comment from both O'Neill and ranking minority Rules member Clarence Brown. Both seemed to be con-

Tool Co. Offers Choice on Line

CINCINNATI—United Tool & Engineering Company here is offering a choice of 10-cent, 5-cent, penny or combination dime and token coin boxes on its complete line of kiddie rides.

The line includes Sandy the Pony (pictured), Porky the Pig and Rudy the Deer, all fabricated of cast aluminum, finished in baked enamel colors and equipped with leather saddle, bridle and martingale.

A kiddie board ride made of colorful fiberglass is also available.

The rides can be used indoors or out, are guaranteed for one year and are approved by Underwriters Laboratories. Sandy measures 20 inches wide by 56 inches long by 41 inches high.

pletely confused on just what a performance royalty collecting group does. O'Neill said he'd heard there was "complete control" of music by ASCAP's kind of organization. He had a story about a tyro who, allegedly couldn't make it into ASCAP membership, told his music to an ASCAP member and got only \$27 in royalties, while the ASCAP member got rich.

Brown went this story one better; he'd heard "you couldn't get on the stage or on TV or write music" or do anything along entertainment lines unless you were a member of ASCAP. Representative Celler's attempt to set him straight on the difference between music licensing and talent unions got nowhere.

"Well," said Brown, "they've got as tight control as any labor organization. Then, there was a barbershop in Brown's home town where the barber plays the juke box with his own money for his customers. The barber 'squawked about this bill,'" said Brown.

Rep. William McCulloch, House Judiciary Committee's ranking minority member, tried to gentle things down. He urged floor debate because the legislation had been under consideration for many years and had taken up 29 full days of hearings by Senate and House committees.

Representative Celler asked for a rule for two hours of debate, but at that point the hearing came to an end. Representatives Libonati and Rogers were promised a chance to be heard. No date was set for the next Rules hearing, but it could very well be scheduled for some time this week.

Galaxy Moves

OCEANSIDE, N. Y.—Galaxy Record Distributors, Inc., has moved to new quarters at 32-36 Lawson Blvd. Galaxy is headed by Stanley Stone, newly elected president of the Record One-Stop Association.

FOR QUICK ACTION

- 4 SEEBURG AY-160 with shapper, like new \$395.00
- 1 SEEBURG 201 495.00
- CO ROCK-OLA RHAPSODY 160 set, like new 775.00
- 1 ROCK-OLA PRINCESS 160 set, like new 445.00

CHROME WALL BOXES

- 100 SEEBURG 3W1 100 selection \$15.00
- 100 SEEBURG 3W1A 200 selection 35.00

NUMBERED POOL BALLS

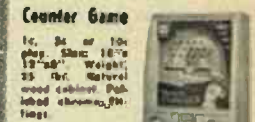
- One to Fifteen—Size 2 1/2 plus 2 1/2 Cue Ball
- COE BALL, 2 1/2 OMBY

These are the best quality Belgian Balls. Write for lowest price. State quantity.

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Counter Game
1c, 2c or 10c play. Size 18" x 17" 1/2. Weight: 25 lbs. Material: Wood cabinet. Pool wood cabinet, 19" high.

\$54.50

Pa. Chicago

ELECTRIC SCOREBOARDS

Coin operated for billiard halls. 15, 21 and/or 30 seats. Standard color. Standard electric model on chrome stands complete with coin box.

\$169.50

Pa. Chicago

SPECIALS!

BILLIARD SUPPLIES
5-Dr. Superior Pool Balls (50) \$ 9.95
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Williams Space Gun	275.00
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Williams Auto Test	145.00
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Williams Sports	90.00
Williams Black Mark	110.00
Williams Computer 2 Player	235.00
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Tourist Business Proves Boom For South Alabama Operators

MONTGOMERY, Ala. — Both new and older games, and phonographs have their place in summer operations, report local operators.

Most south Alabama operators count heavily on summer tourist and vacation traffic in fishing resorts, beaches and north Florida Gulf Coast areas. The average operator uses older phonographs and amusement machines moved from low-return locations to the resort spots for the most part, but will install new stereo phonographs, brand-new games in clubs, popular bars, beach pavilions and similar locations which attract heavy concentrations of tourists.

Best spots are outdoor dancing areas along the Gulf Coast, which are built with roofs, but

no walls. The strong possibility of damage from sea breezes and salt air has led to the use of older machines in most of these spots.

Enclosure Cabinets

Some operators have built enclosure cabinets around phonographs which are closed up and locked when the phonographs are not in use. This makes use of new machines possible, but requires that a dependable attendant be on duty. Only about one location out of 40 warrants a new phonograph.

In most beach locations, programming concentrates on Top 40 records, emphasizing teenage appeal. Where older vacationists are concerned, operators report programming as much as 50 per cent of the menu in old

favorites. Seaside restaurants are typical of the latter.

Most desirable and profitable amusement machines are participation types which allow for several players at once, such as shuffleboard, baseball variation, hockey and basketball. Pin games stay very popular, averaging six or more for every phonograph in the Gulf beaches.

Year-Round Locations

Very few south Alabama operators leave vacation spot phonographs or games on location during the winter. Only exceptions are year-round fishing centers, where restaurants and cocktail bars stay open through colder weather.

Even though competition for summer locations has been strong the past few years, no operators report any special arrangements on commissions. Usually there is a straight 50-50 split, the only exceptions being new stereo boxes with high earning capacity, where operators insist on 60 per cent. A problem which faces all operators is the recent trend toward location ownership of phonographs.

At least five Montgomery operators have extended summer routes as far as 200 miles south, along the north Florida coast, to make up for the drop in collections in their own areas during the hot summer months.

EUROPEAN NEWS BRIEF

Continued from page 42

proportion to other coin-operated equipment. Virtually all kiddie ride equipment operated in France is of U. S. origin.

Reaction Test

HAMBURG — The driving game reaction test, Kilometerfresser, is being redesigned in a plastic housing for more effective promotion on the export market.

The plastic housing has a detachable sheet metal rear panel for easy servicing. Kilometerfresser has scored heavy sales success on the German market and is now being successfully exported.

It is especially designed for siting at service stations and highway restaurants. The game is manufactured by Max Tharks of Herford, and the Skriber Brothers of Hamburg.

Recent

STEREO RELEASES

for Music Operators

SEEBURG LITTLE LP's

Pop Vocal

PATTI PAGE—Love After Midnight Columbia
NAT KING COLE—Let's Face the Music Capitol

Pop Instrumental

WAYNE KING—The Waltz King Decca
HENRY MANCINI—The Pink Panther RCA Victor

International

GIANNI MORANDI—Gianni Morandi RCA Italiana

All titles listed are custom 33 1/3 stereo master packages for the juke box operator. Other packages or record companies may get weekly listings of their product by sending \$1.00 to Juke Box Operators, Billboard, 163 W. 46th Street, New York, N. Y. 10036.

COINMEN IN THE NEWS

Continued from page 41

men this week at the downtown Radio Doctors disk headquarters reports Gordy Peizek, included Elmer Schmitz, Hilbert, Alf and Dick Janisch, Beaver Dam, and Ernie Feicht, Rhineland. Bill Mambel is the new road sales representative for Pioneer Sales and Service, according to Sam Cooper. Mambel was formerly field engineer for Rowe Manufacturing Company.

BENN OLEMAN

Alberta Policy On Social Room Aids Operators

EDMONTON, Alta.—The Alberta Liquor Control Board is encouraging a "social type of beverage room" where a man and woman can be entertained for an evening. A. D. Elliott, board chairman, said in an address to the Alberta Hotelman's Association convention here.

He said there have been few complaints about a 1963 decision by the board to allow juke box installation in taverns.

The entertainment idea is catching on faster in hotels in small communities than in city taverns, he said. Shuffleboard and darts are also being introduced.

Seeburg Unveils

Continued from page 42

either side, promotes album play.

Consolettes

The stereo consolette units are now available in a new copper finish as well as the traditional chrome. According to Seeburg, operators have found that many locations are reluctant to install consolettes because the chrome finish does not suit the decor of the spot. The copper finish offers an alternative.

Seeburg also offers an intercom system that operates through the Stereo Consolette. The customer pushes a red button on the unit, automatically muting the music. He may then converse with a central operator in the location who can tell which Consolette is calling by key lighting on a master unit.



SUPERVISING THE LOADING of a shipment of Rock-Ola Grand Prix phonographs for the firm's Montreal distributor, Laniel Amusement Company, is Dr. David R. Rockola, George Hincker, advertising manager, and David P. Howie, vice-president in charge of sales.

Beer Industry Dispute Flattens L. A. Collections

LOS ANGELES — The beer industry dispute which has idled breweries throughout California since May 9 has hurt the music machine business.

Merle Holmes, Valley Vendors, Glendale, said that gross revenue from games and music machines was off about 25 per cent last week. He added that the inability to obtain beer had forced some taverns to close.

Frank Davis, Associated Coin Amusement Company, Inc., sales manager, said that the strike had curtailed coin machine grosses. He explained that some bars, unable to get keg beer, were selling bottled and canned beer, which is obtainable. No taverns have gone out of business because of the strike, however. Some open only in the evening, with the shortened

hours cutting into the coin machine revenue.

Keg beer was available in a number of places until two weeks ago.

Europeans Watch

Continued from page 42

Finally, two other European cinema juke boxes are waiting in the wings—Tele-Box Caravelle, manufactured by Cie Industrielle Francaise d'Automatisme (CIFA) and Cinemat by the S.A.R.B.C. company, both of Paris.

It is expected that Caravelle and Cinemat will be snapped up by U. S. firms eager to have a hedge against success of Scopitone and Cinebox in the U. S. and Canadian markets. The European trade consensus is that the film phonographs either will succeed big or they will fail fast.

Technical Improvements

In this connection, such U. S. sponsorship as Cinebox and Scopitone is now receiving is expected to result in substantial technical improvement of the machines. For example, the screen area of Cinebox has been doubled—to 26 inches—under demands of the U. S. market.

Finally, the European trade believes that success of the film phonographs will encourage Continental producers to concentrate still further on offbeat product—product which European imagination and technical skill places well ahead of American competition.

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- 22 ABC Coffee
- 2 Babette All Purpose
- 1 Babette Tasty 20
- 6 Book O Mat
- 3 Dollar BSB Chocoy
- 2 Chica n' Stuff
- 2 26/700 Electric Cigarette Bows
- 1 26/700 Manual Cigarette Bows
- 2 Light Drink
- 4 6V 750 Coffee
- 2 Cigar Vendors
- 2 191 Coffee
- 4 Cole "Flamingo" Coffee
- 7 34 Col. Bows Ambassador Cigarettes
- 1 31 Col. Bows Commander Electric Cigarettes
- 22 11 Col. Bows Cigarette
- 2 9 Col. Bows Cig.
- 8 8 Col. Bows Electric Cigarettes
- 7 8 Col. Bows Cigarette
- 10 30 Col. Corsair "30" Cigarettes
- 14 22 Col. Eastern Electric Cigarette
- 3 8 Col. Eastern Electric Cigarette
- 5 15 Col. Shower Cigarettes
- 2 9 Col. National Cigarettes
- 2 8 Col. National Cigarette
- 4 9 Col. Du Grand Cigarette
- 3 8 Col. Du Grand Cigarette
- 1 8 Col. Du Grand Candy

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