

Billboard

The International Music-Record Newsweekly

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



STAN GETZ, currently riding high with the hit Verve album, "Getz-Gilberto" (V/V6-8545), and the sock single, "The Girl From Ipanema" (V-10323), has a full concert and club schedule coming up. He will be playing at the Jazz Workshop, San Francisco; the Penthouse, Seattle, and the Cincinnati Jazz Festival. (Advertisement)

Copyright Revision Bill Milestone in Achievement

By MILDRED HALL

WASHINGTON—The brand-new bill put out by the Library of Congress last week to revise the old 1909 Copyright Act is a clear, straightforward document with some good news for the record industry. Compulsory licensing is retained, but mechanical royalty goes up from 2 cents to 3 cents per work, or 1 cent per minute of play, whichever is greater. Recovery from infringement is broader and penalties for infringers are stiffer in the revision bill.

Duplication of records will be a violation of the federal statute, incurring both civil and criminal liability, when the new law is passed. This is as far as copyright protection for records goes in the bill, but it is a big step forward in the war on record piracy. New notice of copyright ownership required on the records themselves will end some old copyright booby traps for the innocent, and further help to pin down the deliberate infringer.

Songwriters Will Celebrate

Songwriters will celebrate the section that would end the old juke box performance royalty exemption for coin-operated play of copyrighted music. (See separate story in Coin Section of Billboard.)

A single system of statutory protection will cover both published and unpublished works, ending the old "common law" copyright. Copyright term is extended from the present 28-year term, with a 28-year renewal, to a span of life plus 50 years. Authors or their rightful heirs can, after 35 years, cancel a transfer of ownership on two years' notice to the transferee, and seek greener assignment pastures. The confusing "reversion" of renewal rights to author and/or heirs in the 1909 statute

is dropped. Copyright term on corporate or "for hire" works is 75 years from publication, with maximum of 100 years from date of creation.

The bill, which will have extensive hearings in the 89th [\(Continued on page 6\)](#)

RCA Camden Young, Growing

NEW YORK—RCA Camden, the low price line which started more than 10 years ago as a vehicle for classical reissues from the vaults, moves into the second half of 1964 on the crest of a dramatic expansion, both in dollar volume and in repertoire. "More and more," according to Ray Clark, RCA Victor's manager of product and sales planning, "we are becoming a full product line."

Statistics spell out the growth of RCA Camden. In 1963, Clark noted, the label's sales increased 36 per cent over 1962. The 1963 volume, which was the highest in the label's history, will probably be greatly exceeded during 1964. Chief indication of this is that for the first seven months of 1964, sales are 44 per cent ahead of the

corresponding seven months of 1963.

The months immediately ahead, of course, are traditionally good sales periods — thus there is every likelihood of winding up the year with a smash set of figures.

Increase Analysis

Analyzing the 44 per cent sales increase, Clark noted: Mono sales, for the first half of 1964 were 9 per cent ahead of mono sales for the similar period in 1963. Stereo sales, however, were 236 per cent ahead. This is considered striking proof of the importance of RCA Camden's increased production of stereo product. Clark also pointed out that for the first half of 1964, the ratio of mono vs. stereo sales was two to one, whereas last year the ratio was seven to one.

During the first quarter of 1964, the label's sales received strong impetus as a result of a promotional tie-in with Sabena Airlines, built around the theme,

"Sentimental Journey." Camden a&r chief Ethel Gabriel carefully selected the repertoire for an album of this title, and the label's distributors generated tremendous sales excitement via window and other displays of Camden product. Winners (Jim Tiedtjens of Musical Isle and Pete Stocke of Taylor Electric, both of Milwaukee) received trips to Europe plus cash. "A lot of dealers added the line as" [\(Continued on page 58\)](#)

COSDEL OPENS OPERATION IN SINGAPORE

SINGAPORE — Cosdel, Inc., licensee and distributor for international labels throughout the Orient, this week opened an office here to serve the Singapore and Malaysia trade. The new operation, Cosdel-Singapore, is headed by S. P. Sim, a 20-year record industry veteran in the area.

Cosdel-Singapore will be exclusive distributor for the following catalogs: Atlantic, Roulette, Dot, Prestige, Candid, Purist, Vogue (France), Vox, Everest, Vee Jay, Seeco, Big Top, Argo, Chess, Checker, Tamla, Motown, Folkways and Fraternity.

In the works is a Jade label, which will introduce Malaysian and Chinese artists singing in their native languages.

Cosdel, which uses its own Globe label in addition to those it distributes, is headquartered in Tokyo and covers Japan, Hong Kong, Macao, the Philippines, Thailand, Singapore and Malaysia.

Ken Cole, who heads the organization, was in New York last week and is en route to Tokyo via Europe and the Near East.

For Complete Coverage of the Columbia-Epic, WB-Reprise Conventions in Las Vegas, See Page 3.

Burton Moves to License All Non-Broadcast Music Users

By PAUL ACKERMAN

NEW YORK — Broadcast Music, Inc., licensing agency which recently notified licensees booking musical attractions that BMI repertoire would be available at a rate of 1 per cent of the box-office gross, is moving determinedly ahead in this area of non-broadcast income. BMI president Bob Burton told Billboard that he was engaged in a series of encouraging negotiations with such key locations as the Hollywood Bowl, Los Angeles; the Cow Palace, San Francisco, and the Forest Hills Stadium, New York. Burton indicated, how-

ever, that whereas the negotiations with the aforementioned locations could be regarded as amicable, the general non-broadcast user of music was opposed to the principle of payment for the profitable use of copyrighted music.

Said Burton: "I have found a general reluctance on the part of the entire fraternity of non-broadcast users to recognize the importance of music and authors' rights. . . I attribute this to a lack of understanding."

BMI, while prepared to conduct a campaign of negotiation and education, will nevertheless initiate legal action, if necessary. The organization has

retained legal counsel in Los Angeles, San Francisco, Chicago, New York, Pittsburgh and other important areas.

Four Walls Concept

Burton regards the income potential from non-broadcast music users as "substantial." In analyzing the 1 per cent levy, he pointed out this fee excludes federal, State and local taxes, as well as bona fide ticket returns. With regard to responsibility or liability for the levy, Burton espoused the so-called "Four Walls" concept: "We take the position that the 'Four Walls' are liable." This means the owner or lessee of the es-

[\(Continued on page 6\)](#)

Jones' 'Love' To Get Big Ad Campaign

NEW YORK — Jack Jones' new single and album, both named "Where Love Has Gone," will benefit from a \$250,000 consumer advertising campaign beginning in late September.

The drive is a joint effort of Kapp Records and Paramount Pictures, distributor of the motion picture, "Where Love Has Gone."

Jones will sing the title song as background music for spot commercials in major market radio stations throughout the nation.

Newspaper Campaign

In addition to the radio drive, Kapp will launch a newspaper [\(Continued on page 16\)](#)

Capitol Club Goes Outside

HOLLYWOOD — The Capitol Record Club, for the first time in its six-year history, is handling outside product, and giving label identity to the firms coming aboard. The club has concluded deals with MGM-Verve, Original Sound, World Pacific and Literary Records (i.e. Audio Books), among others, Billboard learned.

Capitol Records President Alan Livingston told Billboard that his club is taking on "selected releases on other labels to round out our offerings to" [\(Continued on page 58\)](#)

MGM RECORDS
5 GREAT ALBUMS

GREAT MOVIES

THE UNSINKABLE MOLLY BROWN ★
(SEE PAGE 28)

CONNIE FRANCIS in LOOKING FOR LOVE ★
(SEE PAGE 29)

THE CARPET-BAGGERS ★
(SEE PAGE 30)

CIRCUS WORLD ★
(SEE PAGE 30)

NIGHT OF THE IGUANA ★
(SEE PAGE 31)

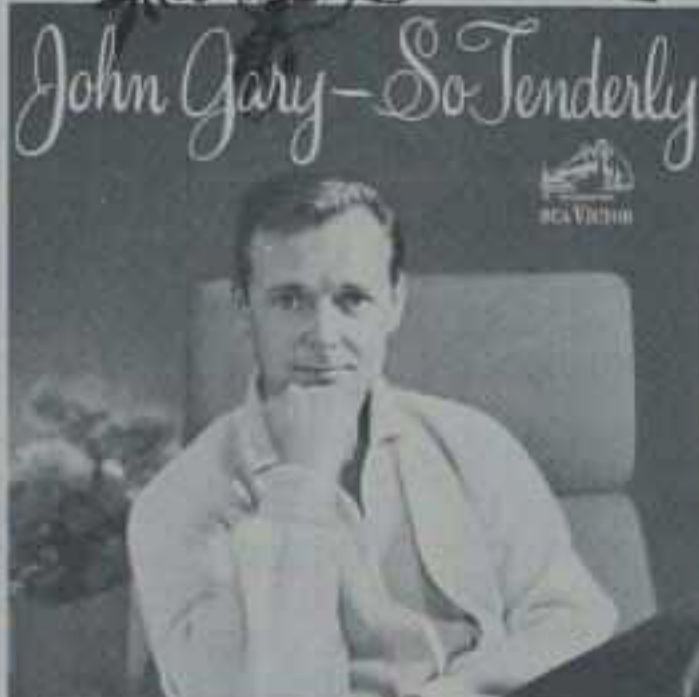
MGM RECORDS

RCA VICTOR'S ALMANAC OF MONEY MAKERS FOR YE MERRIE MONTH OF AUGUST

ALBUMS OF ESPECIAL SALES APPEAL FOR YE RECORD—BUYING PUBLICK



The exciting voice of
SERGIO FRANCHI
Romantic ballads intimately interpreted, and slanted to the women. First album on the popular label. Includes "Tenderly," "Ebb Tide," "Mala Femmena," "Stardust," "And This Is My Beloved," plus 9 others. In Dynagroove. #LPM/LSP-2943



John Gary's third album features much of his nightclub repertoire. Arrangements back up the "club" feeling. Look for John to click with numbers like "If You Love Me," "Smilin' Through," "Red Rosy Bush" and 9 others. Dynagroove. #LPM/LSP-2922



More sure-selling "Java" and "Cotton Candy" sounds from that "Honey In The Horn" man. The album features Al's trumpet with orchestra and vocal backing on the title tune, "Poupee Brisée," 10 more. In Dynagroove. #LPM/LSP-2965



Ketty's 1st RCA Victor album shows her to be a sure pick for stardom. Her style is different as she belts such ballads as "When Day Is Done," "Gotta Be This or That," "It's the Talk of the Town," and 9 others. In Dynagroove. #LPM/LSP-2945



LEAVE IT TO THE LIMELITERS



There's humor, satire, cowboy music, philosophy and lots of downright good singing in this highly varied selection of songs by the folk singers. "Johnny Todd," "Farewell," and "Sportin' Bachelors" are 3 of the 12. Dynagroove. #LPM/LSP-2906



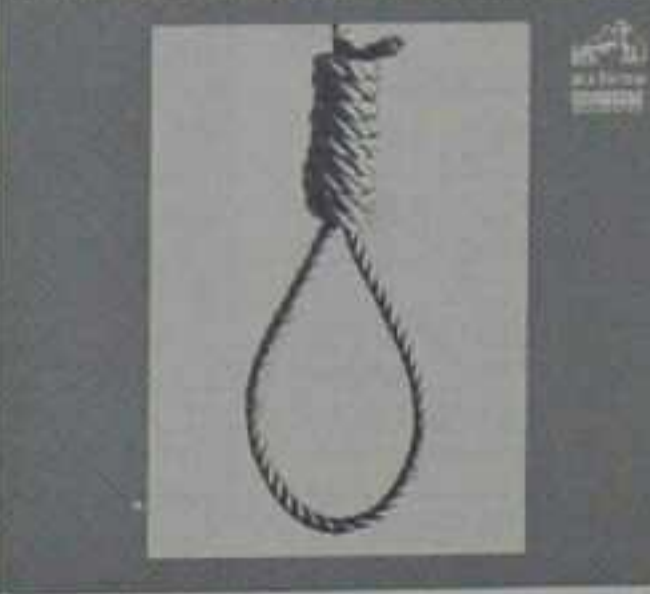
The Sweetest Sounds
KATE SMITH



Kate Smith's new album is just what the name implies. Lovely current tunes that Kate treats with enthusiastic musicianship. "Days of Wine and Roses," "San Francisco," "I Wanna Be Around" plus 9 others. Dynagroove. #LPM/LSP-2921



Songs of Tragedy / HANK SNOW



This 2nd collection of songs of sadness by Hank Snow can't help having the same success as his first. These titles are the tip off. "The Prisoner's Song," "Mother I Thank You for the Bible You Gave," 10 others. Dynagroove. #LPM/LSP-2901



Never Underestimate the Power of The Womenfolk
Excitingly different folk singers



A powerhouse of folk tunes done with a beat. Their third album is sure to score big with folk music fans. Includes "Davey's Come Home," "The Best Is Yet to Come," "Once Upon A Springtime," 9 others. Dynagroove. #LPM/LSP-2919



ORDER WITH UTMOST ALACRITY FROM YOUR DISTRIBUTOR.

RCA VICTOR
The most trusted name in sound



Levy Tells Distributors: Shape Operations

LAS VEGAS — Epic's general manager, Len Levy, has bid distributors to develop complete trust among themselves and begin putting their own businesses in proper financial order. "Otherwise," he warned, "you are slowly but surely going to drive yourself right out of business."

Levy pointed to major changes in retail, wholesale and distribution systems. "In the past year we've seen a number of distribution centers closed down completely, and mark my words, we'll see more of the same in the coming months," he said during the label's national sales conferences during which 23 LP's were introduced to spark the theme "Epic, the Hot Line." In town, the meeting was held at the Sahara Hotel Tuesday (21).

Levy used one word to answer the question why were these distribution outlets closed? "Unprofitable," he emphasized. He hammered home the point that Epic's "financial department dictates that we must be represented by financially solvent distributors. The decision is entirely yours."

Second Statement

Levy's assertion that distributors shape up their operations was the second such statement

in this convention town, where one day earlier, Warner Bros. executives had told their distributors to also streamline their operations to meet today's competition.

Cognizant of the financial problems which plague distributors and dealers, Vic Linn, merchandising and administrative manager, announced a more lenient dating system on product released through the fall program. Instead of the normal 30, 60, 90 days one-third down system, Epic is instituting 20 per cent down the 10th of October and November and 30 per cent Dec. and Jan. 10.

Levy called the new dating a "trial which he'll watch to see how it works." He said he felt this extension was necessary because of "recognized financial factors of the industry."

To assist in promoting the new product, an additional 4 per cent in financial contributions was granted, making an 8 per cent total available for merchandising in the field. Linn suggested the additional stipend be used for advertising and announced a complete line of displays and browsers for the new product.

In the singles field, Epic is riding with 200 free on 1,000

(Continued on page 6)

AID TO DISTRIBUTORS, DEALERS

Columbia Records Undertakes High-Cost Promotion Program

LAS VEGAS — Columbia is marking its 75th anniversary in the record industry with a broadening of its "Age of Reason" program through "Stability in Action" campaigns to create a lucid atmosphere between distributor and dealer.

As related at the national sales convention at the Sahara Hotel last week, Columbia announced an increased 5 per cent local advertising allocation to aid dealers in year-round merchandising, a three-stage financing program which spreads out billing to one-sixth due in October and November and one-third due December and January, and a fall gift supplement which the company hopes will reach 70 million readers to continue the emphasis on offering dealers the strongest possible merchandising aids with which to sell products.

Based on an 11 per cent increase in LP sales during the initial year of Columbia's one-price policy, and with total sales up 15 per cent for the first six months of this year, Bill Gallagher, Columbia's marketing vice-president, said these new programs are based on providing "action" which translates into sales for the dealer. "Stability is one thing," Gallagher said in a press conference, "but action is something else."

The new local advertising program, which goes into effect to support a total of 51 new LP's plus catalog items, is seen as negating any ill feelings which occurred in instances where large users reportedly reaped greater ad allocations. The new stipend is an accrual based on purchases.

First Stage

The first stage of the new financial plan is based on Columbia's studying the movement and turnover picture of its dealers, Gallagher explained. The reduced amount now due in October should ease the financial pressures of dealers who have found that month to be a somewhat weak period for making payments, the company believes. "We felt it unfair to ask dealers to pay one-third down in October because of this," remarked Jack Loetz, general manager of the distributing branch. A company executive called this pro-

gram the "most liberal financial plan in Columbia's history."

The second and third stages will encompass the Christmas period and new year product, but the label isn't announcing its billing plans this early in the year.

The new gift supplement which Gallagher announced to the convention is slated to be one of the most expensive projects undertaken. "The industry has been oriented to sell to the distributor. We want to sell through the distributor," Gallagher said, noting that this catalog plus the continuous advertising campaign on a local level carried out nationally, will continue to increase Columbia's share of the market.

In a continuation of its program of creating professional salesmen, Columbia is equipping its sales personnel with a monthly retailing planner to assist dealers in setting merchandising programs well in advance to tie in with film, TV and ad campaigns.

This forthcoming season will see the manufacturer attempt to promote greater dealer co-operation and participation in his market through the use of Columbia's sales stimulus tools.

International Business

In the a&r department, Columbia is gunning for a strengthening of its international business, explained a&r Vice-President Ken Glancy. The shifting of

(Continued on page 16)

WB-Reprise Plans Multi-Level Drive

LAS VEGAS — Warner Bros.-Reprise president Mike Maitland reaffirmed the company's faith in the independent distributor and stressed its intention of becoming involved in all facets of commercial music. Maitland spoke before 200 domestic and foreign distributors at the firm's combined national sales convention here at the Sands Hotel Monday (20).

Maitland called for his distributors to analyze their operations. He asked them to check whether they had the best sales personnel, promotion men, inventory control and warehouse systems.

"That's your responsibility if you are to act as responsible, forward thinking distributors," he stated. "If you can't think

(Continued on page 4)

Col. Surprises Lieberman

LAS VEGAS — Columbia "surprised" its president with corporate and artistic tributes Saturday (25) as a finale of the label's national sales convention at the Sahara Hotel.

Spearheaded by executive vice-president Norman Adler, the company saluted Goddard Lieberman's 25 years with the label through the presentation of gifts, including two specially prepared volumes of tributes in the form of poems, songs, recordings and paintings by many of Lieberman's friends and acquaintances, among them Jackie Kennedy, Richard Rogers and Adlai Stevenson.

In the usual show-business fashion Columbia prepared satirical skits and ditties to "roast"

Lieberman in an affectionate manner.

Completing the celebration, members enjoyed a show they had been told would not be held this year to veil the Lieberman party. Among the performers appearing were Andy Williams, Robert Goulet, Jerry Vale, Andre Previn, Johnny Carsons, vocalist Lyn Roman plus the newly signed comic, Jim Nabors of the Andy Griffith TV show, introduced by the headliner himself, a move which portends a future announcement of Griffith's signing himself with Columbia.

On hand for the Lieberman toast were Mitch Miller, Jimmy Dean, both of whom were appearing in town and Marty Robbins plus other surprise guests.

Gallagher Calls for Closer Ties Between Radio Brass, Diskeries

LAS VEGAS — A plea for better understanding between radio management and the record industry was made at Columbia's national sales convention here last week by Bill Gallagher, marketing vice-president.

He said the campaign to educate broadcasting management to the potential of recorded product has already been initiated by Henry Brief of the RIAA, when he spoke to National Association of Broadcasters regional meeting in Hartford, Conn., along with Gallagher. They discussed the role of records in the success story of radio today.

Gallagher said there was so much interest generated by Brief's talk that he has set several other regional NAB meetings in which to offer his presentation. Gallagher related that big

chain radio is now interested in hearing about the sales ability of records and the audiences they draw.

"The day is gone when we have to beg for air play," Gallagher emphasized. "Records offer radio its lifeline. Better than 80 per cent of radio's programming and billing is derived from records, yet we seem to hold a subservient position to radio. We believe the record industry should receive its proper recognition as an important industry."

Gallagher emphasized that he was not advocating blasting radio in any fashion, but rather using an intelligent education approach to explain that music of many sorts is sold in healthy quantities. "Instead of fighting, we want to appeal on an intelligent level," Gallagher said. He added it's been cited that radio people don't know the record industry. Gallagher feels record

people can provide broadcasters with the greatest research available.

"Eighty-six per cent of all business is in albums," Gallagher remarked. "This is what the public's buying. Doesn't it make sense this same public would like to hear this music on radio?"

Gallagher said Columbia planned providing its promotion men with valuable research to use in showing a profile of sales to broadcasters with the intention of broadening repertoire exposed on radio. He said Bob Thompson, national promotion manager, and Gene Weiss, general manager of the sales corporation, would direct the program, with assistance from the label's research department. Gallagher said he envisioned expanding sales on both AM and FM for classical, European and Latin material as a result of the educational program.

Columbia Bows LP Product

LAS VEGAS — Columbia Records unveiled an impressive array of LP product during its national sales convention here last week.

Twenty-nine pop and jazz LP's will be released during August and September by the following artists: Barbra Streisand, Edyie Gorme, the Trio Los Panchos, Robert Goulet, Steve Lawrence, New Christy Minstrels, Jerry Vale, Marty Robbins, Ray Price, Percy Faith, Andre Kostelanetz, The Ionious Monk, Miles Davis, Dave Brubeck, Andre Previn, Andy Williams, Bob Dylan, Clancy Brothers, Brothers Four, Jordanaires, Ray Conniff, the Elgart Brothers, new comers Robert Horton, Lyn Roman and Buddy Durham plus international product by Robert Yanes, the Madrid Symphony and Irma Serrano.

Music from "My Fair Lady" gets strong emphasis through LP's by Williams, Previn and Faith, plus the film's soundtrack.

Columbia's lower-priced Harmony line is releasing seven LP's, with Sammy Kaye offering his interpretation of "Fair Lady" music. Other artists featured are country and western names Bill Phillips, Carl Smith and the Chuck Wagon Gang. Four children's products round out the Harmony package.

On the Masterworks line, 22 albums are forthcoming, including product by George Szell and the Cleveland Symphony, recently transferred over from Epic, Leonard Bernstein and the New York Philharmonic, Eugene Ormandy and the Philadelphia Orchestra, Igor Stravinsky and the Columbia Symphony, Budapest String Quartet, Mor-

mon Tabernacle Choir, E. Power Biggs, Philippe Entremont, Zino Francescatti, Glenn Gould, George London, Judith Raskin, Rudolph Serkin, the debut of guitarist John Williams, recreations of "Oklahoma" and "The King and I" and a special Hamlet excerpt package.

In the tape field, the label is releasing 15 4-track stereo packages including six classical boxes, all released simultaneously with their LP counterparts.

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WB-Reprise Plans Multi-Level Drive

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ahead and act in this manner, then your days in this business are numbered."

In answer to the oft-asked query as to whether there would be a final union of the two labels, Maitland emphasized that he believed in the multiple label system. "In fact, if any change is going to be made, it'll be made in the other direction—more labels."

The executive later clarified this point for Billboard, explaining there were no negotiations currently under way for the acquisition of other companies but that WB's expansion included these broadening horizons.

Maitland said the industry was aware of Capitol, Columbia and Mercury's moving into well-located stock depots and eliminating local warehouses while merely retaining sales offices. He called it "too early to evaluate this stocking method."

In announcing the combined release of 24 LP's for the two labels (see separate story), Maitland said he figured 50 to 55 albums a year per company was the correct amount of product a distributor can handle and effectively merchandise.

Citing the first seven years as offering the company a solid backing in the industry, Maitland revealed the company was intent on filling such voids as more teen-oriented product for Reprise and a stabilization of the adult roster for Warners.

To expand sales of the complete catalog of both labels, Maitland announced formally signing with the Columbia Record Club, with product becoming available Sept. 1. He explained that WB has been working on a limited basis with the club for the past five years

WB-REPRISE SALES CHIEF BLASTS 'IDIOT'

LAS VEGAS—"One of you in this meeting is an idiot." With this remark, Bob Summers, Warner Bros.-Reprise national sales manager, broke the placidity of the firm's business meeting during its national sales convention. Summers explained he had discovered one distributor selling the current Dean Martin single hit. "Everybody Loves Somebody," at his cost.

"No one has received one free record since July 1 when I cut off all deals on a national basis," Summers said. "In the days since then, every distributor has re-ordered many times. No one has any price advantage and yet this idiot, and I call him this because of the way he operates, sees an advantage in selling at his cost. Clean it up, friend. If not, you will not only not be with this group next year, but I will personally see to it that you will not see the end of the fall program as our distributor."

While not publicly naming the distributor, Summers related he had conducted a thorough investigation into his market to uncover the action.

Summers related the incident to emphasize the company's serious business attitudes. "You expect integrity in dealing with us as much as we expect it in dealing with you," he noted. "There's no reason why record distribution cannot be run in a businesslike fashion."

but now the entire WB-Reprise catalog becomes available for mail-order business. The number of LP's which will be released through the club has not yet been finalized, he explained, but product would be issued to the club six months after its retail release.

Maitland cited the fact that a club affiliation helps retail sales through heavy consumer ad budgets and monthly mailers. "This move had to happen," he said. "You have to think young. The good old days are today. You have to keep a young attitude."

Maitland emphasized that this year a major push would be exerted to build Reprise into a strong singles line, mentioning Vee Jay, Motown and Smash as examples.

He boasted that the combined sales in 1963 for the two labels "put us clearly as the No. 1 independent company in the record business."

Based on this success, the thinking this year among the WB-Reprise executive team is to hit hard in the pop areas heretofore less emphasized. Maitland mentioned pruning the Reprise roster, eliminating contract obligations to allow new artists to gain exposure.

"Warner Bros. needs to add to its Peter, Paul and Mary, Allan Sherman strength with new solid artists like Bill Cosby and Barbara McNair and in the teen field with the proved hit-makers like Freddie Cannon, Ramona King, Ike and Tina Turner and the Premiers.

Ostin on Teen Market

Moe Ostin, Reprise general manager, revealed the awareness of the teen market and that the line was "moving in the right circles to show its sincerity in this field." While emphasizing the singles field, Ostin also pointed up the apparent pattern of catalog LP's taking on less significance in dealer's eyes. "Dealers must be reminded that small sales from many numbers can be just as profitable," he said.

To fill the void in the adult singles field, the company announced the gold standard series, with 70 singles in the first order by such artists as Frank Sinatra, Sammy Davis Jr., Dean Martin, Trini Lopez, Allan Sherman, Jimmy Durante, the Everly Brothers and Peter, Paul and Mary, among others.

Calling the forthcoming selling season an informal "Age of Responsibility," Joel Friedman, marketing director, noted that in the past, too many distributors haven't fulfilled their obligations to the manufacturer. "We expect our distributors to perform their functions. If they can't we don't want them," he said.

A guest speaker at the meeting was Bill Gallagher, marketing vice-president for Columbia, who told the assemblage: "Don't fight change; change is stability in action." He noted that membership in a record club only increases retail business."

In announcing the new fall program, Bob Summers, national sales manager, related a 15 percent merchandise discount, which is comparable to three free LP's for every 20 bought. The program runs until Sept. 25 and offers extended payment of one-third down in October, November and December. In addition, free singles merchandise would be reduced from 300 on 1,000 to 200 on 1,000 for the life of the record.

Meggs Up To Capitol Distrib Post



BROWN MEGGS

HOLLYWOOD — Brown Meggs, Capitol Records, Inc.'s Eastern operations director, was elevated last week to vice-president for merchandising, advertising, and public relations of CRI's subsidiary firm, Capitol Records Distributing Corporation. He will move from New York, where he has based his operations since 1962, to Capitol's headquarters here.

He assumes his new position Aug. 1, and will report to CRDC President Stan Gortikov. Concurrent with Meggs' move, John Coveney will add the responsibilities of New York office manager to his existing duties as CRI co-ordinator of Angel Records' Eastern activities. In this capacity, Coveney will serve as CRI's top Eastern-based executive.

Meggs is currently scouting for a press information department manager to replace the recently resigned Fred Martin. (Continued on page 58)

NARM Parley Draws Record Turnout

CHICAGO — The midyear meeting of the National Association of Record Merchandisers (NARM) got under way here Tuesday (28) at the Sheraton-Chicago Hotel. A record turnout was on hand, according to Jules Malamud, executive director of the organization.

NARM legal counsel Albert Carretta updated members, in a closed Tuesday session, regarding his contact with the Bureau of Restraint of Trade of the Federal Trade Commission relative to certain record merchandisers being involved in a "cutting off" by Capitol Records Distributing Corporation from buying Capi- (Continued on page 6)

BILLBOARD SETS COFFEE KLATCH

HOLLYWOOD — Tom Noonan, Billboard's director of market research, will have a coffee klatch Monday (27) for area record promotion men. It will be held in Capitol's Studio A, 5:30 to 7:30 p.m.

The success of a recent meeting in New York, attended by 51 Gotham promotion men, spurred Noonan to schedule a similar meeting here. Topics to be discussed include Billboard's Radio Response Ratings, and the methods and procedures by which Billboard's music popularity charts are compiled. A question and answer period will follow. All promotion men are welcome.

KFWB Gets Short Renewal; FCC Watching Huskey Suit

WASHINGTON — Crowell-Collier's KFWB in Los Angeles will be given only a short-term license renewal, to April 1, 1965. FCC said last week that if present payola charges against the station and its parent firm prove out, the Commission may take further action.

The FCC has also given short-term renewals, instead of the full three-year term, to the C-C stations KEWB, Oakland, and KDWB, St. Paul, Minn. The Commission said it had not revoked the licenses because the parent firm co-operated with the Commission. FCC says three have been efforts to reform program policies and management since the Commission began its investigations in 1961, and had held up license renewal in 1962.

The California stations, KFWB and KEWB, are subjected to the heaviest charges and complaints. Commission based the short-term renewals largely on poor program policy in a controversial broadcast, promotional stunts and "questionable" material. FCC is apparently waiting to see if the payola charges made against KFWB by a California record man prove out in court—or in FCC's own investigation—before taking action on license renewals.

Involved in Suit

KFWB and its parent company, and nearly a dozen of its personnel are among defendants in a \$200,000 payola and conspiracy suit brought by record promoter Al Huskey last April. Crowell-Collier president Joseph Brilling has denied the charges. (Billboard April 25, May 2, 1964.)

The Huskey suit named a roster of West Coast record companies, and personnel of

CORTINA SALES AT NEW HIGH

NEW YORK—Language record sales are booming in England, according to Robert Livsey of the Cortina Company. He said sales there of Cortina's learn - a - language - in "Record Time" series are at an unprecedented high. The Cortina series is distributed by EMI. To meet market demands, EMI has produced tape versions of the Cortina series. Cortina has marketed its "Record Time" series in this country on disk and tape.

Rules for VJ Vs. Capitol

SANTA MONICA, Calif. — Superior Court Judge Mervin Aggler has ruled that Vee Jay may repackage its entire Beatles' album after conducting a two-day hearing in the Vee Jay suit against Capitol.

The decision was based upon the fact that there was no restrictive clause in the original licensing contract with Capitol for release of Beatles' material. The newly designed LP will be debuted at the label's national sales parley in Beverly Hills, Tuesday (21).

five additional radio stations—one of which is KRLA, Pasadena. This station, up for grabs by some 19 applicants including record and TV talent, was given interim operation under Oak Knoll Broadcasting, a California educational subsidiary.

Three FCC commissioners dissented from the interim operation for Oak Knoll, partly because the educators' intention to continue the "frantic" rock 'n' roll programming carried on under the previous owner, Donald Cooke, whose license was revoked in March 1962.

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BILLBOARD, August 1, 1964



'CLINGING VINE'

5-9705



STICK WITH VINTON... HE'S IRRESISTIBLE. HIS GREAT NEW SINGLE WILL SELL LIKE WILD. WATCH IT CLIMB THE CHARTS.



Copyright Revision Bill Milestone in Achievement

• Continued from page 1

Congress, is the product of nine years of labor by the Copyright Office and its panel of consultant experts to clarify copyright for today's electronic world of sight and sound. In presenting the bill to Congress, Librarian of Congress L. Quincy Mumford hopes the legislation will effect compromises between creators and users, and protect the rights of both.

Time for Changes

Register of Copyrights Abraham Kaminstein announced last week that the bill was put out at this time to give the copyright panel a further chance to suggest changes before the draft of the legislation is put into final form, numbered and chaptered. August panel meetings will be held in New York, Aug. 6 and 7, at the Waldorf Astoria Hotel.

New copyright legislation would go into effect Jan. 1, 1967, if the 89th Congress votes to make copyright history. The Library hopes wide reading of the proposed bill will speed consideration. An interim extension of copyright renewals instigated by Rep. Emanuel Celler expires Dec. 31, 1965. Representative Celler introduced the House version (H.R. 11947) of the new copyright statute in the House, and Sen. John L. McClellan (D., Ark.) introduced duplicate bill S. 3008 in the Senate, both on July 20, 1964.

Repeated Coupling

A striking feature of the new legislation is the repeated coupling of "phonorecords" and/or "sound recordings" with mention of publication of copies, while the old law rarely referred to sound and recording except in the compulsory licensing proviso. Sight and sound have come of copyright age in the revision, and the door is left open to "any device or process" of communication in the future.

The old exemption from royalty when public performance was not "for profit," as rule of thumb for free performance by schools, churches or charities, is gone. Instead, the bill spells out situations where performances of non-dramatic musical and literary works are exempt. These include in-school use only (not for outside broadcast as by an educational radio or TV station); performances where no admissions are charged, or if they are, the money goes to educators, church or charity involved.

Hotels will not be liable for performance royalty on broadcast music over speakers or by private radio (or TV) in individual hotel rooms, provided it is all by way of free extra service to guests. If he makes individual radio or TV sets coin-operated, or if he dubs in advertising of his own for the

Len Levy Speaks

• Continued from page 3

extended for the life of the product. The company recently reduced the free disks from 300 to the present figure.

In a more convivial mood, five of the label's artists performed at a dinner show Tuesday (21). Appearing were the fresh new folk act, the Back Porch Majority; comic Godfrey Cambridge, vocalist Bobby Vinton, the Village Stompers and Buddy Morrow.

commercials in the originating broadcast, he becomes liable for license. The law interprets the extra money made as stemming from copyright material.

Some Specifics

Here are some specifics of the law of interest to music recording and publishing—in addition to the major proviso barring duplication of a recording:

Compulsory licensing permits anyone to record a copyrighted non-dramatic musical work once an author has permitted a first recording, as under the old law. The revision extends the privilege only to those whose purpose is "to distribute them (the recordings) to the public."

In line with fairly universal trade practice, as the Copyright Office sees it, a recorded arrangement "shall not change the basic melody or fundamental character of the work, and shall not be subject to protection as a derivative work," except by consent of the copyright owner. In borderline cases, the courts will probably make final decisions.

Failure to serve notice on the copyright owner, or inform the Copyright Office (if owner's name is not revealed in the registration of the copyright) makes the recorder liable to all the penalties for infringement of any copyright, under the act. The composer, for his part, must be identifiable in the Copyright Office records. If he has failed to do so, he can register after the infringement and recover damages, but only on those records made after he is identified at the Copyright Office.

Royalty of 3 cents per copyrighted musical work, or 1 cent per minute of play or fraction thereof—whichever is the larger amount—must be paid quarterly. Payment must be accompanied by user's statement, and certified by licensed public accountant on copyright owner's demand. Failure to provide payment and report can forfeit the recording license within 30 days of notice. Any further record-making by the licensee makes him liable to infringement penalties.

If the bill passes, all records, made on or after effective date of Jan. 1, 1967, will be subject to new compulsory licensing provisions. Exception will be made where copies are being run (at that time) on a master record or sound recording made before Jan. 1, 1967. Any master recordings made after that date come under the new mechanical royalty terms.

Notice of Copyright

Also by Jan. 1, 1967, all records must plainly show notice of copyright. In place of the customary "C" in a circle on other forms of copyright notice, records will carry the letter "P" in a circle, plus date of first publication of the recording, plus name of the copyright owner. Latter can be represented by whatever initials, abbreviation or symbol he may be known by. The notice must appear on the record surface, or the label, or container.

Omission of this notice on the records would not invalidate the copyright if (1) only a few records lacked the information; or (2) if registration for the work is made at the Copyright Office within five years of the release of the records, and a reasonable effort is made to add the notice after the omission has been discovered.

Omission of the notice would

safeguard an unwitting infringer (if he can prove innocence) from damage and profit recovery provided in the statute. If sued, the bona fide innocent infringer can ask reimbursement for his expenses, if court has enjoined his phonograph records. Or he can complete the run of records and pay the copyright owner a licensing fee fixed by the court. This provision for the "innocents" brought some loud wails from music publishers during panel hearings. There will probably be some steaming over it during copyright hearings in New York next week (Aug. 6 to 7) at the Starlight Roof of the Waldorf Astoria Hotel.

None of these "innocent" claims would hold if the notice was originally on the record, but was later defaced or removed without the copyright owner's knowledge. Errors in copyright owner's name, or date of recording can also excuse an innocent infringer if he can prove the transferee's name on a record (or whoever is named and appears to be legitimate licensor) was taken on good faith.

The latter excuse would not hold, however, if there is a registration or other document at the Copyright Office showing the name of the true copyright owner, which was in existence when the "innocent" infringer made the records. Same holds true if there is a notice of transfer showing the copyright owner's name at the Copyright Office: Moral: "innocents" had better check the U. S. Copyright Office first.

Further: The named person in the notice on the record must account to the copyright owner for all receipts from purported transfers or licenses made by him under the copyright.

Importation of records for sale in the U. S. without copyright authority of an American copyright owner is an infringement. The copyright bill sets up a checkout arrangement whereby Treasury Department and the Bureau of Customs can act to let copyright owners know when recordings of their works are coming in. Treasury and the Post Office department would have the enforcement task—the Bureau of Customs cannot prevent importation when copies were lawfully made at point of origin.

Damages and remedies are impressive under the revised law. Copyright Office registration by the owner, or notice of transfer by an transferee, is necessary before either can bring

Burton Moves to License Non-Broadcast Music Users

• Continued from page 1

establishment is liable. "The artist or entertainer," Burton said, "is not our target." Burton, however, carefully noted that while it is traditional to regard the Four Walls as responsible for the levy, this concept does not rule out liability by others, including artists.

In further elaborating on the BMI position, Burton noted that under the Four Walls concept the premises may be leased. The owner or lessee, he stated, has an obligation to obey the law—on municipal, State and federal levels. The Copyright Act is operative at the federal level, and therefore the owner or lessee of the Four Walls must assume his obligations to copyright owners under that Act.

Burton noted that the performance levy could be passed on by the Four Walls management or lessee. "Just how this done is not a matter of interest to authors, composers and publishers," Burton said. "Rather, it is an internal matter."

Hotels

The BMI drive to license non-broadcast users is also being carried on at the hotel level. Discussions are under way with a number of key operators, Burton said. For hotel use of BMI repertoire—including use in public rooms—the levy is 1 per cent of all talent costs.

Implicit in all these negotiations with non-broadcast users is a campaign of "friendly education," Burton stated. He

suit. Owners of various individual rights permitted licensors under the original copyright can bring suit—but the court can require them to notify the copyright owners and all interested parties.

The law authorizes the court to impound infringing records and master recordings, or order destruction of them as part of a final judgment.

Copyright owner can collect actual damages, plus profits made by the infringer—or elect statutory damages ranging between \$250 and \$10,000. The copyright owner need only prove gross income—infringer must provide breakdown of deductible expenses and profits due to the sales of the infringing records. If infringement is proved willful and repeated after written notice, the court can go above the \$10,000 ceiling. Costs and attorney fees can also be awarded.

Criminal penalties, when U. S. decides to prosecute record piracy, run from \$2,500 and/or a year in prison for first offense, up to \$10,000 and/or three years for additional offenses. Anyone putting fraudulent copyright notice on a record label (or on any copyrighted material), or anyone who removes copyright notice or misrepresents facts in applying for copyright—is liable to fine of \$2,500. Statutory limit for action is three years from date of transgression.

NARM Parley

• Continued from page 4

tol product direct from CRDS. Following the members meeting and an open luncheon for members, both regular and associate, visitations began between every rack jobbers and record manufacturers present, and continued through Wednesday.

AUDITORIUMS NOT EXEMPT, BURTON SAYS

NEW YORK — BMI, in its campaign to license non-broadcast music users, takes the position that State and municipal-owned auditoriums are not exempt from a performance levy. BMI President Bob Burton stated that "if necessary, a test case will be initiated in order to establish this point."

added, however, "that no substantial institution can plead ignorance of the law."

The licensing drive will also encompass the myriad locations sponsoring college dates. This talent circuit, incidentally, is regarded as just about the lushest and busiest in show business today. Also involved in the drive are catering establishments.

Another target is the country and western personal appearance field. For decades, this area of show business has been very active.

Summing up his views, Burton concluded: "These income areas, if opened up, will mean substantial sums to the copyright owners. We will use all sorts of persuasion and negotiation. But willful infringement of the Copyright Act will result in legal action."

WB-Reprise Bows 24 LP's

LAS VEGAS—Warner Bros.-Reprise are issuing 24 LP's in their fall release with emphasis on pop and teen-age appeal.

Among the artists represented are Frank Sinatra and the Count Basie band, Duke Ellington, Dean Martin, Trini Lopez, Eddie Cano, Sammy Davis Jr., Mike St. Shaw Trio, Arturo Romero and a Christmas album by Bing Crosby, Sinatra and Fred Waring and the Pennsylvanians.

Bobby Jay and the Hawks have three albums featuring Watasi, Ska and Monkey dance music slanted at the teen market. The Everly Brothers and the Kirby Stone Four also have albums in the release as do the Routers.

There is also a two-record set by Peter, Paul and Mary, plus four Christmas albums, in addition to a spoken word album by Sidney Poitier and a Buddy Cole LP.

Both labels will utilize Cryovac wrapping. A complete dealer aids program will include browsers, window and counter displays and special promotional literature.

NARAS Election

LOS ANGELES — Local NARAS members have elected 15 new governors and retained six for two-year terms. New governors are Ken Darby, Barney Kessel, Tom Mack, Terry Gilkyson, Wally Heider, James Malloy, Bob Bain, Shelly Manne, Ernie Freeman, Joel Friedman, Ken Veeder, Mel Blanc, Irving Taylor, Morris Stoloff and Roger Wagner. Re-elected are Jimmy Joyce, Les Brown, Jesse Kaye, Don Robertson, Pete King and John Scott Trotter.



GENE PITNEY, voted No. 1 Foreign Vocalist by the Italian Music Critics, is currently touring with the Dick Clark Show. His newest Musicor single, "It Hurts to Be in Love," is also touring—the Hot 100 chart. (Advertisement)

“CALLAS
is
CARMEN”

—HiFi/Stereo Review

The
single
most
dramatic
recording
in all
opera
has
been
completed.



Maria Callas *is* Carmen □ □ Nicolai Gedda as Don José,
Robert Massard as Escamillo □ □ Andrea Guist as Micaela
conducted by Georges Prêtre with the Chorus and
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ONCE AGAIN,
COLUMBIA PUTS THE
Emphasis
WHERE IT
BELONGS...

COLUMBIA RECORDS

A Division of Columbia Broadcasting System, Inc.

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WILLIAM P. GALLAGHER

*Vice President
Marketing*

July 27, 1964

To All Columbia Record Customers:

Last year when I called for an "Age of Reason" in the Record Industry, my plea was for more than just price stability. I asked for an intelligent appraisal of the industry's needs and for steps to convert its shortcomings. I asked for sane programs, saleable product, exciting merchandising and advertising promotions. I asked that our industry sell through, not just to the retailer, and move forward from chaos into an unparalleled cycle of growth.

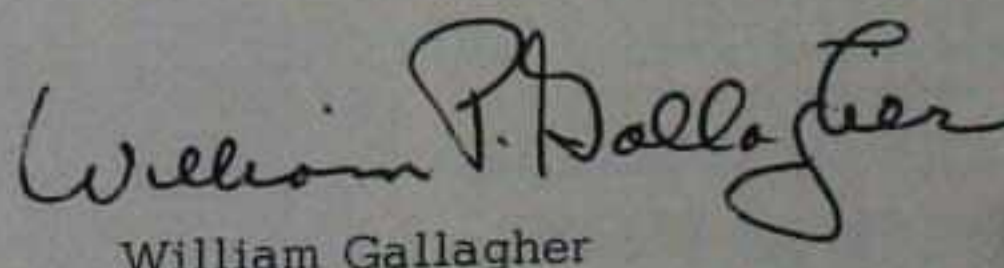
Now, one year later, the success of "Age of Reason" is a source of pride and esteem. Columbia rededicates itself to the goals of Reason and Profit, with emphasis on year-round prices, year-round strong releases and year-round merchandising and advertising. These essential elements will continue to create the sound foundation for our success.

Further, Columbia dedicates itself to the evolving pattern of "Stability in Action" -- the dynamic forward movement of ideas, plans and product to match the needs of the market and stimulate its profitable growth.

This year, a planned month by month program will coordinate the total National and Local effort for maximum consumer impact and motivation.

This year, our financial program is geared to the cash flow of the retail market to give added emphasis to proper inventory levels and stock turnover. This relates buying, selling and financing directly to the seasonal needs of your business.

Columbia Records urges you to combine your finest creative efforts and most vigorous sales endeavors with ours to move forward to exciting new levels of profit and performance for stability in action in an Age of Reason.


William Gallagher

Emphasis

YEAR-ROUND STRONG RELEASES

New For August



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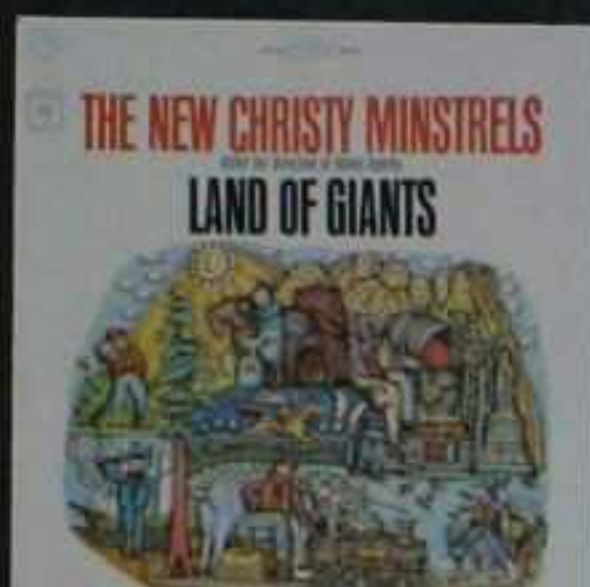
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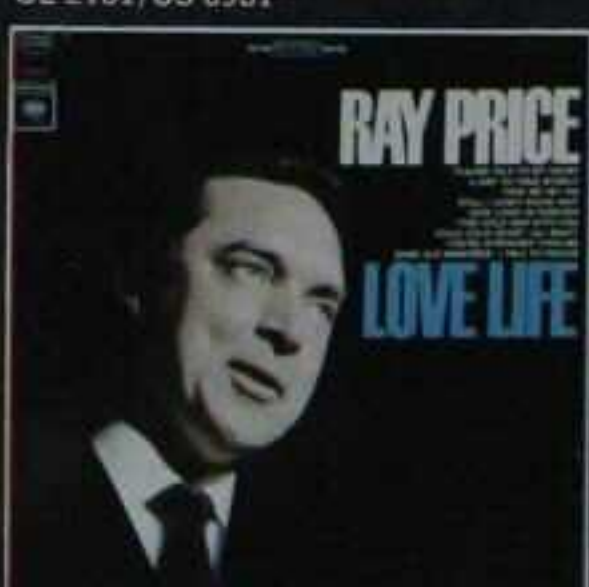
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CL 2185/CS 8985*



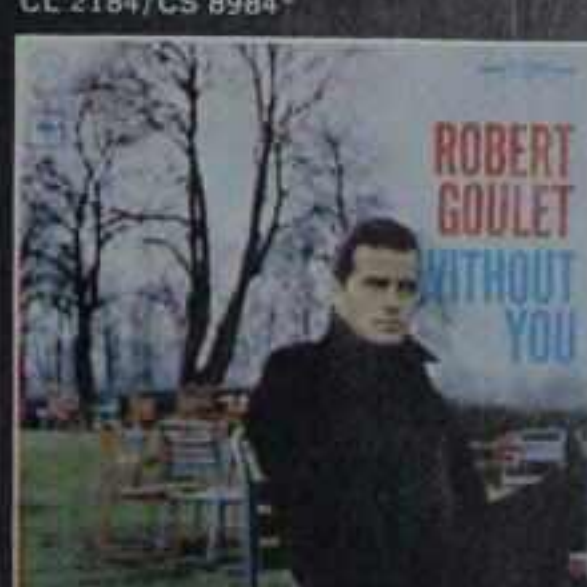
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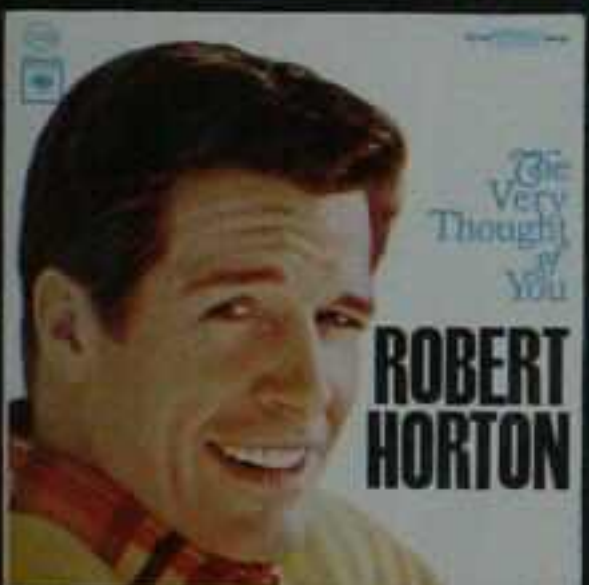
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CL 2191/CS 8991*



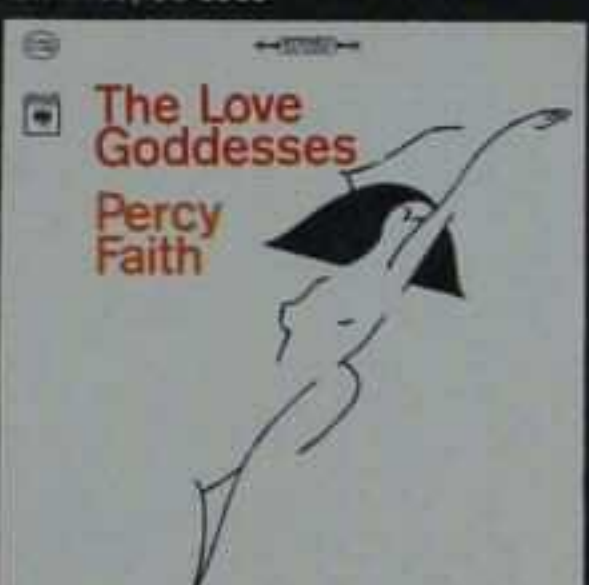
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CL 2202/CS 9002*



CL 2203/CS 9003*



CL 2209/CS 9009*



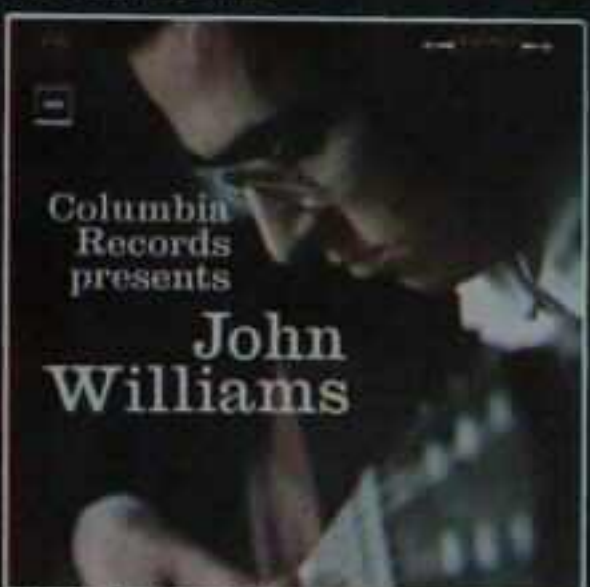
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CL 2227/CS 9027*



ML 6007/MS 6607*



ML 6008/MS 6608*



ML 6009/MS 6609*



ML 6015/MS 6615*



ML 6016/MS 6616*



ML 6017/MS 6617*



ML 6018/MS 6618*



ML 6019/MS 6619*



ML 6031/MS 6631*



M3L 305/M3S 705*



OL 8010/OS 2610*



OL 8040/OS 2640*



HL 7309



HL 7310



EX 5124

Emphasis

YEAR-ROUND ADVERTISING

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high fidelity
Rock Times Magazine

EYDIE GORME ON COLUMBIA RECORDS

NATIONAL ADVERTISING

ROBERT GOULET ON COLUMBIA RECORDS

ANDRE PERCY

JERRY VALE

THE NEW CHRISTY MINSTRELS

ON COLUMBIA RECORDS

STORE NAME

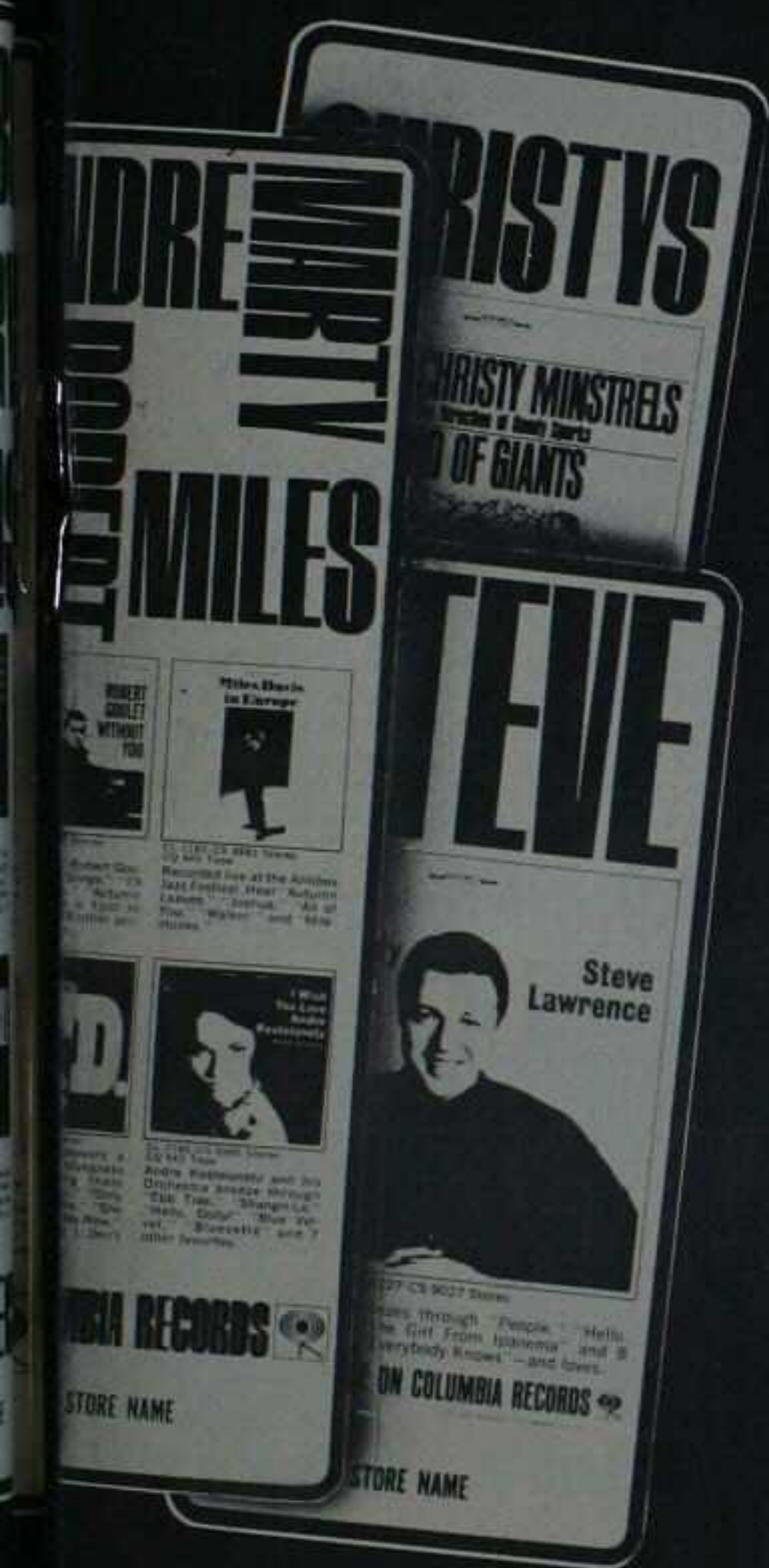
NEWSPAPER

Emphasis YEAR-ROUND

A unique payment plan realistically based on the actual cash flow of the retail market. This program will assist the dealer in planning his inventory requirements to take full advantage of the volume seasonal

COLUMBIA RECORDS  **STABILITY**

AND MERCHANDISING



ADVERTISING

IN-STORE SALES PROMOTION

SOUND FINANCING

and, at the same time, is designed so that the dealer will not be overburdened with financial commitments until his cash flow is at a maximum. See your Columbia representative for complete details.

IN ACTION IN AN AGE OF REASON

Red Countries Face the Music

By OMAR ANDERSON

BONN—Czechoslovakia, East Germany and Hungary have been forced to increase music programming on their radio and TV networks because of competition offered by Western stations.

A survey conducted from West Germany shows that music programming is cutting heavily into the dull political harangues on Communist radio-TV. That Western jazz is receiving especially heavy exposure.

An article published by "My 64," the monthly magazine of the Czechoslovak Youth Federation Central Committee, said that eight out of 10 students it interviewed admitted they listened to Radio Luxembourg.

Among the reasons quoted were:

"Because I like the music better than that broadcast by our radio."

"Because of the excellent music, and also because I know that it will not be interrupted by a program which doesn't interest me."

Because of its geographic situation, East German radio and TV have to compete with West German programming, which stresses music.

East Germany has just conducted a poll of radio and TV set owners, and on the results has begun to reorganize radio programs to emphasize music.

Hungarians, of course, can tune in Austrian radio and TV programs, and the comparison has forced the Budapest government to reduce the number of political programs and to increase music.

Impact of Western broadcasting can be seen in the radio time devoted to music and entertainment behind the Curtain. It has increased to about 30 per cent of the total, with news and propaganda getting only about 10 per cent.

Air Commercials

Along with increasing the music content in programming, the Red countries are beginning to air commercials. Czechoslovakia has even gone so far as to offer Western firms advertising time over its radio network—at charges up to \$2,000 a minute during peak listening hours.

The Polish radio also carries a form of advertising. Radio Warsaw says it is a presenta-

tion of "honest, comprehensive information" accompanied by jokes, jingles and music.

Hungarian radio also carries a form of advertising.

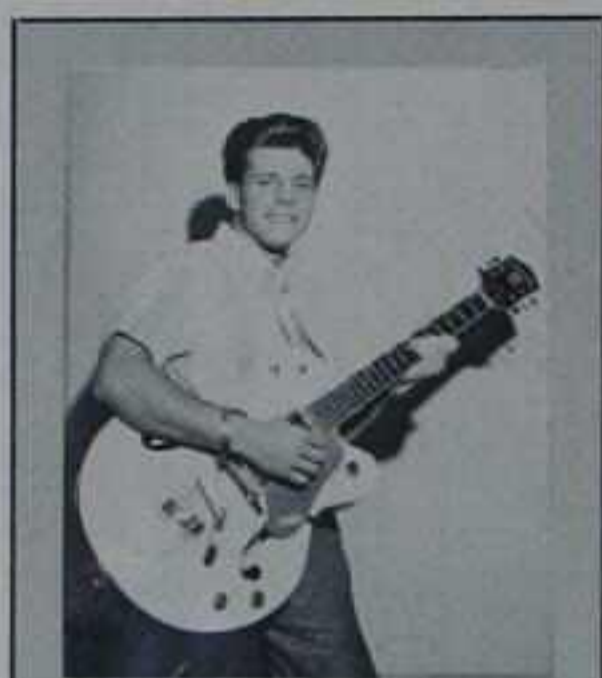
There are about 54,000,000 radio sets and more than 17,000,000 TV sets behind the Iron Curtain. Communist TV has a 625-line system similar to that adopted by Western Europe, with 25 frames and an eight-megacycle channel width.

The most talked-about radio station behind the Iron Curtain is non-existent: "Radio Yerevan." Yerevan is the capital of the Soviet Republic of Armenia, whose people have a reputation for slyness.

Anti-Soviet regime jokes are attributed to "Radio Yerevan." Russians tell each other, for example, "Did you hear the report on Radio Yerevan about the Russian who arrived in hell and is asked which section he wants to go to—the Communist or capitalist?" "The Communist," he replies, "I know the heating won't work there."

Four Star TV Buys Companies

HOLLYWOOD—The record and music publishing companies of Billy Sherman and Barry DeVorzon have been acquired by Four Star Television. The acquisition brings Valiant Records, and Sherman and DeVorzon Music, both BMI, into the Four Star fold as well as the services of the pair who will report to Alfred Perry, Four Star music director. Valiant Records distribution arrangement will continue with Warner Bros.



RONNIE DANTE, new MusicVoice artist, received a Spotlight for his first single, "Don't Stand Up in a Canoe." The New Yorker is currently making appearances along the East Coast.

(Advertisement)



FRANK SINATRA receives Billboard award as the DJ's favorite male vocalist in the U. S., from the newsweekly's Bill Wardlow at Sinatra's Burbank, Calif., offices.

Schwartz Forms GMA Records

CHICAGO — Seymour Schwartz, head of Heartbeat Records here, has formed a new label, GMA Records, and has moved his headquarters to North Michigan Avenue. First releases are a pair of singles: "You Talk Too Much" by the All-Nighters and "Just Call My Name" by the Casuals. Jim Golden's USA Records is national distributor for the line. Schwartz said his Heartbeat label has been inactive for several months but he may reactivate the label at some later date.

TO DEDICATE AUDITORIUMS

HONOLULU — Honolulu's \$11 million International Center complex of three auditoriums will be formally dedicated in ceremonies beginning Sept. 12. The third building, the concert hall, is nearing completion now.

Internationally famous guest artists will join local stars during a nine-day celebration. They include Dorothy Kirsten, Lauritz Melchior, the Honolulu Symphony Orchestra and Opera Festival Chorus.

Great selling combination

WORDS

"Becket"—dialogue highlights from the highly acclaimed Paramount motion picture with Richard Burton, Peter O'Toole.



This exciting, theatrical and eloquent motion picture has been widely acclaimed by critics, including those of Life Magazine who call it, "A lusty, boldly provocative production with an array of castles, wenches, and derring-do."

This RCA Victor album—the industry's first recording of dialogue highlights from a motion picture—captures all the emotional impact and dramatic power of the major speeches of the film as personally selected by director Peter Glenville. Here is an album that is sure to have strong popular appeal.

LOC/LSO-1091

DIALOGUE HIGHLIGHTS from the Paramount Motion Picture

RICHARD BURTON & PETER O'TOOLE

as Becket as His King

BECKET

with JOHN GIELGUD

a HAL WALLIS production

with narration by PETER GLENVILLE

EES Denies Frey's Charge On Record Buying, But—

By OMER ANDERSON

NUREMBERG—Officials of the European Exchange System (EES), the U. S. military forces' PX set-up in Europe, deny any intent to circumvent the anti-gold drain directive on disk purchasing overseas.

But they concede that "for reasons of speed and convenience" the PX is buying records in Europe.

It was charged by Sidney Frey, president of Auto Fidelity, Inc., independent phonograph record manufacturing firm in New York City, that EES is buying phonograph records for the PX's abroad, instead of spending money for disks manufactured in the U. S., thus helping conserve U. S. gold stocks.

EES says there is some truth in Frey's charges, but that the situation is not as simple as he implies.

Frey is correct in stating that EES today is presiding over a multimillion-dollar disk business, and EES is proud to boast that "We are the world's largest phonograph record selling organization—we sell even more phonograph records than Sam Goody."

Officials Explain

PX disk officials explain that EES entered the disk sales big-time almost by accident and is still startled by the magnitude of its music operation.

"We just grew—like Topsy," says one official. "We started out offering record players and a few records for sale mainly as a shopping convenience, never

expecting to become heavily involved in music.

"But record sales spurted—music was just what our people overseas hungered for—and we literally weren't able to keep pace with the demand."

As with any disk shop, EES' volume business is in pop, and the customers demand top-tune product. The Armed Forces Radio Service keeps the Armed Forces Network (AFN), the military radio network in Europe, on top of the Hot 100.

Logistics Problem

Music receives tremendous exposure on AFN—pop, c&w and classical. Thus pampered, the GI's demand top pop while it is still hot in the U. S. This involves serious problems of purchasing and logistics, EES officials explain.

Operating from this distance, EES disk buyers require considerable lead time between order and delivery. Disk buying involves a great amount of guesswork on the part of the buyers, because of the time and distance factors.

Pop must be expedited to reach EES record outlets while it is still top 10 in the U. S. Therefore, EES established a disk airlift, utilizing the Dutch airline, KLM. KLM rushed records from the U. S. to Nuremberg, where shipments were broken down for delivery to PX's all over Europe.

The airlift was not only expensive but also slow from the standpoint of co-ordinating shipments with schedules and entering rush orders. Therefore the

PX began buying pressings from U. S. disk subsidiaries in Europe. This was in the pre-gold drain era when, in fact, the U. S. government was encouraging the military forces to help bolster the European economy by transfusions of dollars.

"It seems incredible in the light of the present," an EES official conceded. "But that's the way it was, and that's the way it all started. Our mandate, after all, is that the customer comes first. Stale pop is almost worthless."

EES also buys certain music abroad that cannot be duplicated in the U. S., either in price or in product. This includes primarily classical and novelty numbers.

PX Officials' View

PX officials take the view that money spent with the European subsidiaries of U. S. disk firms can be said to stay with U. S. firms, and such buying is thus within the terms of reference of the anti-gold drain directive.

Frey's complaint is general to the PX operation, and it is duplicated by U. S. manufacturers in other fields. Despite the anti-gold drain drive, the PX's continue to buy a large volume of foreign merchandise, including cameras, watches and even radios and tape recorders.

The PX justifies such so-called "local procurement" on the grounds of price, quality, and availability. Where European product is substantially cheaper, the PX will "buy European." This applies also to quality (the

shoddy quality of certain American products compared with European is under fire from servicemen).

Finally, EES says that many American firms, including some of those who cry the loudest, are less than enterprising about pushing their wares in the PX. "It is still salesmanship that sells merchandise, and, as customers, we are no exception to that rule," an EES official remarked.

Frey Objects

Frey voiced his indignation over the PX's "buying European" in a letter to the editor of the Manchester Union Leader, referring to a recent business trip in Europe.

He said, "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."

EES officials say Frey is off base in assuming they are required to 'buy American' regardless of other considerations. "It is the serviceman's dollar—not the government's," an EES official said. "He is entitled to the most value for his money, as is any other customer. Besides, if we can't please him, he will shop on the European economy and the gold will be lost to Uncle Sam anyway."

BUYER'S GUIDE OUT AUG. 15

NEW YORK — Billboard's International Buyer's Guide, a world-wide directory for the music industry, is on the presses and will be issued as a section of the Aug. 15 issue. It is the only separate and handy-sized publication of its kind.

For the first time the guide will have a full-color cover which depicts the many facets of the music-record industry. Leading firms in the industry made their color photograph files available to Billboard and include Columbia Records, Lebow Products, MGM-Verve Records and RCA Victor Records.

Anticipating the demand for extra copies of the year-round reference work, Milt Gorbulew, circulation director, has scheduled increased distribution to newsstands in the U. S. and Canada, as well as in London, Copenhagen, Hamburg, Amsterdam and Brussels.

Richmond Expanding To Theaters

NEW YORK — The Howie Richmond organization is expanding its operations in the stage and theater field. Richmond has named Larry Coleman to head Musical Comedy Productions, Inc., to develop writers and properties for theatrical presentation both in the U. S. and England.

(Continued on page 45)

from RCA Victor

The most trusted name in sound

& MUSIC

"The King and I"—Music Theater of Lincoln Center production. Original Cast Album with Risé Stevens, Darren McGavin.



Richard Rodgers' captivating new production of this beloved musical has been a box-office sellout since it opened to rave reviews from the critics. For instance, the N. Y. Times calls it "A big, fresh, beautiful musical," and the N. Y. Journal American said, "In Lincoln Center it sounded better than it ever did before." Here is the complete score—including for the first time the magnetically charming ballet music for "The Small House of Uncle Thomas." This new RCA Victor Dynagroove album is sure to be a sales sensation. Contact your distributor now.

LOC/LSO-1092



McDUFF SWINGS ON

Prestige Label Organist Believes in Originality

CHICAGO — "It won't be nothing if it don't swing," is Jack McDuff's forecast for the music of the future. "If people don't feel it—you have nothing."

The Prestige recording artist has impressive credentials to back him up. Though he started playing bass and piano many years ago, he's today acknowledged as one of the top organ soloists in the business.

Jack is very casual about his switching instruments.

"I started playing the organ back in 1957, because it seemed to be the instrument that everyone wanted to hear."

A year later, he joined Willis Jackson's group in New York and in 1960 formed his own group, the Jack McDuff Quintet, consisting of organ, guitar, sax and drums.

It was late in 1960 that McDuff cut his first session with Prestige — the tune, featuring Willis Jackson, was titled "Please Mr. Jackson."

Esmond Edwards (now with Argo) liked what he heard and offered to let Jack cut his own disk. Jack recorded "Brother Jack" and immediately got a Prestige contract.

Today, he's on his second contract, has a total of 12 albums, with at least an equal number of singles to his credit. His latest LP, "Dynamic Jack McDuff," was done with Benny Golson and his group, and has

already produced a single, "The Carpetbaggers" b-w "Pink Panther."

Jack is leaving shortly for a again playing piano and bass, and in 1951 formed his first combo. The group played successfully around the country for six years until Jack decided the organ seemed to be the instrument that "everyone wanted to hear." Judging by his 12-album success with Prestige, he knew what he was talking about.

Jack has written jazz, bossa nova, ballads and has even done a couple of tunes named after his wife Dinky, "Dinky's Mood" and "Dink's Blues."

Jack, who now lives in New York, is a native of Champaign, Ill., where he went to school and started playing in small clubs. He got out of the Navy in 1946 and went to Gary, Ind., as a bass and piano player.

He later toured the country with the Lester Shackleford Quartet for several years, joining Jimmy Coe's group in Indianapolis in 1949.

McDuff went on the road, already produced a single, "The Carpetbaggers" b-w "Pink Panther."

R'n'R Policy Dropped by Freedomland

NEW YORK — Freedomland, Bronx amusement park complex, is returning to a policy of presenting big name bands and top singing stars. Since its opening this year, the park presented rock 'n' roll artists produced by Irvin Feld.

Art K. Moss, managing director of the park, is now handling bookings and Feld has bowed out as booker. Moss said, "For some weeks we have been presenting rock 'n' roll recording artists in our Moon Bowl, but now in response to requests from many of our patrons, we are returning to our original policy of big name bands and the 'greats' of show business featured in free shows daily."

Bobby Vinton and the Peter Palmer Orchestra played July 24-30. Paul Anka came in July 31 and will remain through Aug. 2. Lionel Hampton and orchestra play Aug. 3-6, followed by Duke Ellington Orchestra and the Serendipity Singers Aug. 7-13. Louis Armstrong and his orchestra appear Sept. 1 through Labor Day (7). Danny Crystal is host and emcee at the Moon Bowl.

Colpix Pushes Toni

NEW YORK—Colpix Records is concentrating on a promotional campaign for its new singing discovery, Toni Wine, arranger, composer, musician and singer. She co-authored "Only to Other People," and arranged and produced the record which was a hit for the Cookies on Dimension Records.

the Americanized Italian tunes such as "Amore" and "Volare," with a little "Memories Are Made of This" thrown in for old-times sake.

Martin was among the artists appearing at the Warner Bros.-Reprise sales convention July 20. He, Frank Sinatra, Lou Monte and Trini Lopez all briefly visited the two-day event, with Dino putting the finishing touches on the clambake with his winning performance in the Sands' main room.

ELIOT TIEGEL

Dino Mixes Act—A Shot of Humor With Song Chasers

LAS VEGAS—One word is emblazoned across the Sands' entertainment marquee: Dino. Inside the Copa Room, Mr. Casual, Dean Martin, has been holding forth for two shows a night with a bag of jokes, funny special lyrics and an ingratiating stage presence which earns him applause and laughs in equal doses.

If you come to hear Dean the vocalist, you're rewarded with a first-class performance and a hearty plus in his comedy material. Pianist Ken Lane, who wrote Martin's smash single, "Everybody Loves Somebody," is Dino's foil for a good part of the act.

Martin has built his night club

act around his reputation as a booze hound. Consequently he emerges slowly on stage with glass in hand, acts tipsy throughout and starts off parodying "Pennies From Heaven" with "Bourbon From Heaven."

When he does choose to sing a straight tune, such as his single click and the oldie, "It Had to Be You," Martin easily romanticizes his audience. But this act shows how heavily involved he is with comedy. The one-liners and ad libs are blended and the singing tends to play second fiddle. His repertoire leans heavily on

Piano Duo Plan Key Tour

NEW YORK—The piano duo, Arthur Ferrante and Lou Teicher, are preparing a complete new program for their concert tour which begins in Scranton, Pa., on Oct. 11. The pair, who have just signed a new contract with United Artists Records for the next 10 years (Billboard, July 11), are celebrating their 15th year as a team.

They have an enviable reputation for selling records. They have received gold album awards from the Record Industry Association of America for selling more than 250,000 each of five albums ("World's Greatest Themes," "West Side Story," "Tonight," "Pianos in Paradise" and "Exodus") and for three million selling singles ("Exodus," "Tonight" and "Theme From The Apartment").

Although some dates are still open on their fall tour, they'll

play Bangor, Me., Oct. 14; Skokie, Ill., Oct. 24; South Bend, Oct. 25; Chicago, Oct. 26; Youngstown, Oct. 28; State University, Bowling Green, Ohio, Oct. 29, and Cleveland on Oct. 31. On Nov. 1 they play Fort Wayne, Ind., and play Oxford, Ohio, Nov. 4; Columbus, Nov. 5; Dayton, Nov. 6; Cincinnati, Nov. 7; Bloomington, Ind., Nov. 14; Aurora, Ill., Nov. 15; Davenport, Ia., Nov. 17; Lincoln, Neb., Nov. 19; Omaha, Nov. 21; Wichita, Kan., Nov. 24; Louisville, Ky., Nov. 28; Butler University at Indianapolis, Nov. 29 and Toledo, Ohio, Dec. 3.

In 1963, the duo gave 94 concerts in 91 cities. About a third of their dates are at colleges. They carry their own pianos in a special truck. The pianos are slid into a special

(Continued on page 44)

PEOPLE AND PLACES

By MIKE GROSS

Bobby Rydell, playing summer stock in "Tom Sawyer," had the SRO sign up for the first time in the 15-year history of the Starlight Theater in Kansas City. He is being considered for a top spot in the upcoming Broadway musical "Kelly." . . . Randy Weston Trio at the Five Reasons in Lenox, Mass., until Sept. 6. . . . Warner Bros. Records editorial director Stan Cornyn will marry Gail Ann May Crystall Sept. 12. . . . Lee Pincus obtained rights to Italian hit "Amore, Sousami" from Franz Leonardi of Edizioni Leonardi, Milan.

Merv Griffin opened July 27 in "Broadway" at the Lake Whalom Playhouse, Fitchburg, Mass. . . . Billy Vaughn doing the musical score for "The Wonders of Kentucky," to be released by Columbia Pictures. . . . Vaughn Meader, through personal manager Buddy Allen, has signed an agency pact with Ashley-Famous. . . . Songstress Sylvia DeSoyles cuts her second Regina Records album this week with Joe Caine doing the arranging-conducting.

Raul Matas, publisher of Spain's leading music publication, Discomania, returned to Madrid after a three-week visit to New York. . . . Ron Grainer, composer of the music for the film "Nothing But the Best," has the film's director Ron Grainer as the writer of liner notes for the Colpix soundtrack album.

Benoit Quersin, producer of jazz shows on Radio-TV Belge, returned to Brussels after three weeks in the U.S. He has 10 shows on the government broadcast outlets and taped special shows and Newport Jazz Festival segments while here. . . . Johnny Sippel's recipes a favorite feature with those receiving his Monument Records memo. . . . Neil Sedaka currently on 20-day tour of Italy doing one-nighters. He is working auditoriums, arenas and soccer stadiums in Venice, Genoa, Naples, Florence, Milan, Turin, Amalfi, Palermo and Sorrento. He'll also cut an album for RCA Italiana and will tape TV shows for RAI.

Lois Van Duyn and Candy Leigh have opened an employment agency to serve the music industry. The gals, located at 1650 Broadway in New York, claim to be the first agency to specialize on the needs of record manufacturers and music publishers. . . . Shel Talmy has returned to England. He is an American who has produced many chart records during his two years in England. He just completed a single and an album with Chad Stuart and Jeremy Clyde for United Artists.

The Beatles open their cross-country tour at the Cow Palace in San Francisco Aug. 19. Subsequent dates include Las Vegas, Seattle, Vancouver, Los Angeles, Denver, Cincinnati, Atlantic City, Philadelphia, Indianapolis, Milwaukee, Chicago, Detroit, Montreal, Toronto, Jacksonville, Boston, Baltimore, Pittsburgh, Cleveland, New Orleans, Dallas and a benefit for the Cerebral Palsy Fund at the Metropolitan Opera House in New York on Sept. 20.

Hal Charm, regional sales manager for Philips Records, is in Europe for three weeks. Hal, who headquarters in Washington, D. C., was accompanied by his wife on the combination business-pleasure trip. He will visit Philips operations in eight countries and will meet with John Franz in England, Jacques Bouyer in France and top brass at Philips' world headquarters in Baarn, The Netherlands.

George Hamilton stars in MGM's "Your Cheatin' Heart," the film biography of famed country artist Hank Williams. . . . Meredith Wilson's Broadway musical success, "The Unsinkable Molly Brown," established a new opening day box office record at Radio City Music Hall with the film version starring Debbie Reynolds. The picture grossed \$29,915,466. Previous record was also a MGM film, "North By Northwest," which opened Aug. 6, 1959. "Molly" beat its record by \$771,033. The MGM soundtrack album is currently moving up the charts.

Connie Francis' "Looking for Love" played a 15-theater Atlanta engagement and raked up a first day gross in excess of "Kissin' Cousins," which featured Elvis Presley.

Katherine Dunham opened a 10-day engagement at the Apollo Theater July 24. . . . Universal Attractions has signed Solomon Burke to an exclusive agency contract. Dick Lane is working out details of a tour of England and the Continent for Burke. . . . Maurice Jarre, Academy Award winner for his musical score for "Lawrence of Arabia," arrives in New York from Paris Aug. 5. The Colpix soundtrack album has passed 250,000 in sales according to the label's Howard Cook. . . . Scepter Records' Tommy Hunt opens for two weeks at New York's Peppermint Lounge Aug. 3. . . . Harold Lloyd Jr. made his cafe singing debut at the Living Room, July 27. . . . Hildegarde Trio at the Riviera Hotel's Versailles Room, Las Vegas, until Aug. 16.

Kempff to Make American Debut

NEW YORK — Wilhelm Kempff, 68, will make his American debut in recitals at Carnegie Hall Oct. 13 and 15. At the same time, Deutsche Grammophon will release through MGM Records a 10-album boxed set of the complete Beethoven piano sonatas. The set has been remastered and newly pressed. It originally took 15 albums for the works, when first released on American pressings starting in 1952.

MGM will also release four new DGG albums by Kempff, two of Brahms' piano music and two new recordings of the last four Beethoven piano sonatas, which will comprise one of the pianist's Carnegie Hall programs.



FERRANTE AND TEICHER discuss a painting with actor-expert Vincent Price.

THE
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SOUND
THAT'S
REALLY
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OF
SIGHT!

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Just look for it on the charts! watch it move higher and higher! until it's really out of sight!

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If It's a Hit... It's a  SMASSU

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INSIDE R&B

DJ Blasts Advance Disk Policy

By KAL RUDMAN

Burke Johnson, WAOK, Atlanta, writes that two r&b records listed as chart smashes did not appear in his recent market analysis report on WAOK published in Billboard last week.

Burke is upset because all the pop stations were given 10-day advances on the records, yet his efforts to get copies from the manufacturers failed. The same companies, said Burke, were not reluctant to call him when they wanted to get previous hits off the ground.

"I don't mind getting a record the next day after another station in town," Burke said, "but I have a rating to keep up, a station manager to please, an audience to satisfy, and a family to support. If a show of strength was necessary, then I think we proved the point to the companies involved. It just isn't profitable to bypass the r&b stations with r&b artists and records."

Bill Garvin recently reported a conversation with a leading record executive of a major label that the so-called Liverpool sound was leveling off in England, and the new thing taking hold there is authentic American rhythm and blues.

Juggy Murray of Sue just returned from England with Inez Fox after a successful tour. She has been booked for a return in the fall, and her record, "Hurt by Love," has jumped into the top 50 there. . . . Dusty Springfield is successfully covering Hal David-Burt Bachrach tunes for Philips, previously done in America by such r&b artists as Dionne Warwick and Tommy Hunt. Luther Dixon of Scepter re-

ports that Dionne Warwick is big in England and Europe.

The top r&b DJ's are thrilled to see the one and only Abner land on his feet with an r&b and pop smash, "Just Be True," on Constellation. A&R man Bill Shepherd did a great job on the session.

A lot of people feel that Curtis Mayfield of the Impressions at ABC deserves more recognition as a writer and producer after a series of hits

for his group and other artists.

. . . Jimmy Bishop and his wife Louise Williams (top gospel deejay) of WDAS, once asked Curtis how he wrote such meaningful lyrics. The quiet reply was, "I'm living, aren't I?"

Burt Bachrach and Marv Schlacter of Scepter want everyone to know they consider Hal David one of the greatest lyric writers in the world today. As you know, "Wives and Lovers" won the Academy Award, and Hal's lyrics are all over the charts.

We will be pointing out in future weeks the tremendous sales figures of many r&b records such as "Security" by Otis Redding on Volt, "Precious Words and Faith" by the Wallace Brothers on Sims, records by Solomon Burke, the sales on Liz Lands for Tamla-Motown through the South. . . . Bert Berns, top r&b writer and producer, points out: "A large group of writers are entitled to certain extra benefits if their song hits Top 10. However, only the pop sales carry the weight. This is very frustrating and hurts us."

Many big-city r&b deejays do not care to play heavy blues. However, an exception has been Chicago, with WVON doing a great job in that area. . . .

A couple of live down-home blues records at this time are "That's How Strong My Love Is" by O. V. Wright, on Goldway, a master that Vee Jay (which was No. 1 in Miami) picked up; "Too Poor to Die" by Louisiana Red on Glover; "That's When the Crying Begins" by Kip Anderson on Tomorrow. The last-named was reported as a local break-out by Burke Johnson in his Billboard Atlanta market analysis. He was picked up for national distribution by ABC-Para. We also note action on "Funny," Joe Hinton, on Backbeat (Duke), and both sides of the new B. B. King on Kent, "You're Gonna Miss Me" and "Let Me Love You." King just came off the chart blues hit "Rock Me Baby."

Columbia Promotion

• Continued from page 3

George Szell from Epic to Columbia is seen as a move in this direction because of the image Epic has been developing as a top popular line. The addition of the Cleveland Symphony gives Columbia the unprecedented number of three major symphonies, the Philadelphia, New York and now Cleveland. Citing the strength of classical product, Peter Munves, Masterwork merchandising manager, stated that Eugene Ormandy has sold \$10 million worth since the advent of stereo, with the New York Philharmonic in second place.

Three Masterwork sales plans for dealers were displayed, a best seller "Masterwork Pops 40" series aimed at mass outlets; the balanced library "Master Plan" aimed at small operations and the "Masterwork Best Sellers" geared for the full-line retailer which offers a basic inventory of 210 titles.

Sharpening its sights on the tape field, Bruce Lundvall announced the release of three Broadway dramas selling for the \$17 price of a stereo disk on 3¾-ips reels. The three productions are "Hamlet," "Dylan" and "Who's Afraid of Virginia Woolf?" Columbia is also adding 18 cartridges to the Revere System with related merchandising aids to keep the "action" going.

HOT R&B SINGLES

(Not listed in rank order)

- KEEP ON PUSHING—Impressions, ABC
- JUST BE TRUE—Gene Chandler, Constellation
- TRY IT BABY—Marvin Gaye, Tamla
- UNDER THE BOARDWALK—Drifters, Atlantic
- WHERE DID OUR LOVE GO—Supremes, Motown
- I LIKE IT LIKE THAT—Miracles, Tamla
- GIRL'S ALRIGHT—Temptations, Tamla
- HOW GLAD I AM—Nancy Wilson, Capitol
- STEAL AWAY—Jimmy Hughes, Vee Jay
- I STAND ACCUSED—Jerry Butler, Vee Jay
- SELFISH ONE—Jackie Ross, Chess

R&B REGIONAL BREAKOUTS

(Not listed in rank order)

- BABY WON'T YOU TRY ME?—Jill Harris, Capitol (Baltimore)
- BREAKING POINT—Etta James, Chess (Baltimore, New York)
- DOTTIE—Vows, Tamara (Philadelphia, Washington)
- YOU PULLED A FAST ONE—VIP's, Big Top (Chicago)
- NEW GIRL—Accents, M-Pac
- THAT'S HOW STRONG MY LOVE IS—O. V. Wright, Gold Wax (Miami)
- I WANT TO THANK YOU—Otis Redding, Volt (Nashville, Atlanta)
- FUNNY—Joe Hinton, Backbeat (Boston, New York, Cleveland)

Analysis of Philadelphia Market

GEORGIE WOODS and JIMMY BISHOP, WDAS

PHILADELPHIA'S TOP 25 ACCORDING TO SALES

1. WHERE DID OUR LOVE GO—Supremes (Motown)—Fantastic sales and requests. This is as big a record at the small retail dealer level as Philadelphia has ever had.
2. A QUIET PLACE—Garnett Mims (United Artists)—Most people ask for this by the title "Johnny Dollar" or "Lady Lady," everything but the real title—but it is the next No. 1 r&b. Sales are over 14,000 and pop play has just begun.
3. UNDER THE BOARDWALK—Drifters (Atlantic)—Run-away monster.
4. JUST BE TRUE—Gene Chandler (Constellation)
5. YOU'RE MY REMEDY—Marvelettes (Tamla)—Selling well pop also. The flip side of this group's records always get good requests.
6. EVERYBODY NEEDS SOMEBODY TO LOVE—Solomon Burke (Atlantic)—Sol was a preacher in Philadelphia at 12. People come up just to touch him, and say, "You were singin' about me and my life."
7. KEEP ON PUSHING—Impressions (ABC)—Curtis Mayfield and friends sold big in Philadelphia long before they made it nationally.
8. THE GIRL'S ALRIGHT WITH ME—Temptations (Tamla)—This ended up as the side.
9. DOTTIE—Vows (Tamla)—It took close to two weeks of heavy play, but we broke it wide open. Bob King in Washington then did likewise.
10. I LIKE IT LIKE THAT—Miracles (Tamla)—This has always been a Smokey Robinson town, even back from the last "movie."
11. MIXED-UP, SHOOK-UP GIRL—Patty and Emblems (Herald)—The kids are from across the Delaware River in Camden. Producer Leroy Lovett is from Philadelphia.
12. TENNESSEE WALTZ/GOOD TIMES—Sam Cooke (Vic)—Jimmy Bishop first found "Tennessee Waltz" in the LP and Chatty Hatty found "Good Times" first and "broke" it. Rocky G broke the Waltz in New York City off Jimmy's hot tip. We r&b cats groove together.
13. I STAND ACCUSED—Jerry Butler (Vee Jay)
14. THANK YOU BABY—Shirley (Scepter)—The best one Shirley, Luther Dixon and company have had in a while. Flip is good, too.
15. STEAL AWAY—Jimmy Hughes (Vee Jay)
16. I WANNA LOVE HIM SO BAD—Jellybeans (Red Bird)—There isn't a more requested record, but the sales are so strong pop-wise that it is hard to evaluate this as r&b.
17. GIRLS—Major Lance (Okeh)—This was the side. He can use a big one.
18. PEOPLE SAY—Dixie Cups (Red Bird)—Same remarks as Jellybeans. "Chapel of Love" was a giant request item, and must have sold heavily in r&b in order to have reached No. 1. Billboard Research Director Tommy Noonan tells us that for a record to go Top 10 today, it must sell to at least two categories of buyers.
19. AFTER IT'S TOO LATE—Bobby Bland (Duke)—Still some sales.
20. JAMAICA SKA—Ska Busters (Atlantic)—Philadelphia and the Jersey seashore resorts are the biggest sales market for the Ska in the country. There is a reason. It is getting played across the dial in Philadelphia. WIBG, WIP (the-middle-of-the-road giant), all seashore stations, and the Ska Dancers from Jamaica did two 20-minute demonstrations on the Ed Hirst Steel Pier TV Bandstand show. We get several hundred mail requests for the Ska dance instruction booklets a week.
21. JUST AIN'T ENOUGH LOVE—Eddie Holland (Motown)—About over. It sold, but not as much as elsewhere.
22. TRY IT BABY—Marvin Gaye (Tamla)—This was a very big record here, but he's ready for a new one soon.
23. PRECIOUS WORDS—Wallace Brothers (Sims)—Loved this record.
24. HOW GLAD I AM—Nancy Wilson (Capitol)—A great talent.
25. FOR BETTER OR WORSE—Wilson Pickett (Atlantic)—A big talent.

PHILADELPHIA R&B BREAKOUTS

- HEY GIRL DON'T BOTHER ME—Tams, ABC
- SELFISH ONE—Jackie Ross, Chess
- I'VE GOT NO TIME TO LOSE/A BOY NAMED TOM—Carla Thomas, Atlantic
- NO ONE TO CRY TO/A TEAR FELL—Ray Charles, ABC

SALES STARTING

- (LOVELY) SUMMER NIGHT—Cindy Gibson, General
- GOSSIP—Tiffany's, Atlantic
- BREAKING POINT—Etta James, Chess
- C'MON AND SWIM—Bobby Freeman, Autumn
- YOU PULLED A FAST ONE—VIP's, Big Top

REQUESTS AND GOOD PROGRAMMING

- BACKFIELD IN MOTION—Angelos, Tollie
- I LOVE YOU (YEAH)—Impressions LP, ABC
- WHAT SHALL I DO—Gladys Knight and Pipps, Enjoy
- YOU'RE MINE—Wallace Brothers, Sims
- PART III—Reveliers, Lawn
- MORE LOVE—Johnny Thunder, Diamond
- YOU GOT JUST WHAT YOU ASKED FOR—Estelle Brown, United Artists

PICK

- YOU'LL NEVER GET TO HEAVEN IF YOU BREAK MY HEART (and flip)—Dionne Warwick, Scepter—This side is a top five smash.
- ALWAYS SOMETHING THERE TO REMIND ME—Lou Johnson, Amy—Which makes it two smashes for Hal David and Burt Bachrach.
- LOOP THE LOOP—Soul Sisters, Sue
- SHOW ME YOUR MONKEY—Kenny Namber, Dejac
- THE CLOCK—Baby Washington, Sue
- BREAD AND BUTTER—Newbeats, Hickory
- I'LL ALWAYS LOVE YOU—Brenda Holloway, Tamla
- BABY WON'T YOU TRY ME.—Jill Harris, Capitol
- LET ME LOVE YOU—B. B. King, Kent
- BABY I NEED YOUR LOVING—Four Tops, Motown
- I BELIEVE IN YOU—Soothers, Port—Also like flip "Little White Cloud That Cried."

Jones' 'Love' to Get Big Ad Push

• Continued from page 1

advertising campaign for the single and album.

The promotional effort will include racks, poster and display material for dealer windows and counters, with easels featuring blow-ups of the four-color album jacket. Singles will be packaged in bright color sleeves.

Kapp will also send dealers and disk jockeys biographical material about Jones and Joseph E. Levine, producer of the film. Kapp distributors will receive ad mats furnished by the label.

Lake Tahoe Meet

Paramount began its first phase of the promotion last week when it sent a representative to the Lake Tahoe convention of Kapp executives and distributors. Distributors were shown

the movie, and the Paramount promotion.

A dozen local screenings and cocktail parties in major markets are scheduled before the picture opens in September. Disk jockeys, dealers and distributors will be invited.

East Coast deejays and dealers will attend a party on Levine's yacht on the Hudson River. Jones will attend the showings when his schedule permits.

The staff of Paramount-Famous Music will also plug to get radio and TV exposure for the single and the album.

The picture, based on Harold Robbins' best-selling book, stars Susan Hayward, Bette Davis, Michael Connors and Joey Heatherton. The title song, written by Sammy Cahn and Jimmy Van Heusen, is sung twice by Jones on the movie soundtrack.

—GOING ALL THE WAY UP THE CHARTS—

BOBBY BLAND'S
"SHARE YOUR LOVE WITH ME"
 DUKE 377

SALES ARE SKYROCKETING EVERYWHERE\$\$\$

JOE HINTON'S
"FUNNY"
 BACKBEAT 541

BREAKING BIG!!!

BOBBY BLAND'S
 LATEST ALBUM

"AIN'T NOTHING YOU CAN DO"
 DUKE LP 78

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A new sound from England!

Brian Poole & The Tremeloes

“SOMEONE, SOMEONE”

bw “Where We Used To Meet”

Monument 45-846

(Watch it!)





ACROSS-THE-BOARD SPOTLIGHTS

BOBBY VINTON—CLINGING VINE—(Peter Maurice, ASCAP) (2:27)—**IMAGINATION IS A MAGIC DREAM** (Hilliard, ASCAP) (3:10)—Side 1 is almost a pure country sound. Guitars back Vinton's twangy delivery on the medium tempo ballad. A smash! Flip side should find favor with programmers of standard pop stations. It's a ditty with plenty of class. Vinton and chorus offer pleasant performance.

Epic 9705

BRENDA LEE—WHEN YOU LOVED ME (Hill & Range-Ron-Vre, BMI) (2:14)—Brenda puts real soul into this commercial tear-jerker ballad. Her strongest entry in quite a bit. Flip: "He's Sure to Remember Me" (Metric, BMI) (2:35)

Decca 31654



HOT POP SPOTLIGHTS

THE SEARCHERS—SOME DAY WE'RE GONNA LOVE AGAIN (McLaughlin, BMI) (1:57)—Another winner for the Britishers. Medium tempo beat that's a natural for dancing. Flip: "No One Else Could Love Me" (Toby, 2:12).

Kapp 609

SHIRLEY AND JOHNNY—I DON'T WANT TO KNOW (Beechwood, BMI) (2:31)—This is the year for duos, according to Tom Shannon. Great sound, tender performance, easy beat. Hit sound all the way. Flip: "It Must Be Love" (Beechwood, BMI) (2:05).

Capitol 5229

DIANE RENAY—IT'S IN YOUR HAND (Saturday, ASCAP) (2:27)—First ballad try for the thrush and it's worth the effort. Sound will wow the younger set. Hit sound all the way. Flip: "A Present From Eddie" (Saturday, ASCAP) (2:36).

20th Century-Fox 533

TONI WINE—A BOY LIKE YOU (Screen Gems-Columbia, BMI) (2:14)—A newcomer to the record scene, Toni has come up with a teen-oriented happy sound. Side features a Spector-type Ska sound and beat. Thrush penned the side. Flip: "Funny Little Heart" (Screen Gems-Columbia, BMI) (2:27).

Colpix 742

TOMMY HUNT—I JUST DON'T KNOW WHAT TO DO WITH MYSELF (Belinda, Ltd.-U. S. Songs, ASCAP) (2:48)—Dramatic sound here. Lyrics are power-packed and so is Hunt's dynamic delivery. Arrangement and backing is a soul stirrer. An absolute smash! Flip: "And I Never Knew" (Sylvia Music, BMI) (2:45).

Scepter 1236

REVIEWED THIS WEEK, 107—LAST WEEK, 136

GUEST PANELIST OF THE WEEK TOM SHANNON

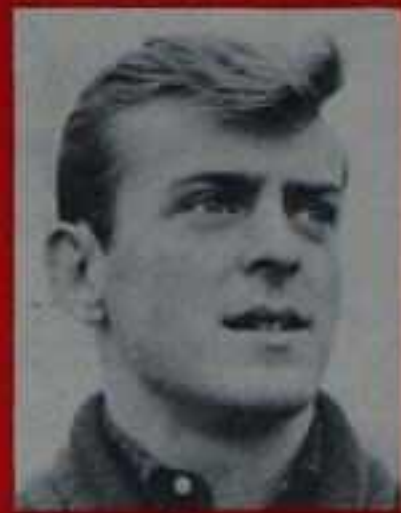
WKBW, Buffalo,
Midnight-6 a.m.

"BONGO BLUE
BEAT"

ROCKIN' REBELS
Ska

"SUMMERTIME
IN VENICE"

AL ALBERTS
Swan



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

LOU CHRISTIE—GUITARS AND BONGOS (Wesly Music, BMI) (2:40)—Lou's switch to Colpix may well bring him a hit right off. Plenty of sound excitement on this side. High-pitched chorus and driving beat. Flip: "Merry-Go-Round" (Wesly Music, BMI) (2:31).

Colpix 735

THE SHANGRI-LAS—REMEMBER (WALKIN' IN THE SAND) (Tender Tunes-Trio, BMI) (2:18)—For those who like a different sound try this haunting delivery. Sea gulls in the background will no doubt help this side fly away. Quite a switch. Flip: "It's Easier to Cry" (Tender Tunes-Trio, BMI) (2:35).

Red Bird 10-008

PROGRAMMING SPECIALS

HOT POP

OPALS—You Can't Hurt Me No More (Curtom-Jalyne, BMI) (2:30)—**You're Gonna Be Sorry** (Curtom-Jalyne, BMI) (2:25). OKEH 7202

CHRISTINE QUAAITE—Will You Be the Same Tomorrow (Glissando) (2:08)—**Mr. Stuck-Up** (Four Star) (2:20). WORLD ARTISTS 1028

CASCADES—I Dare You to Try (Honeysuckle, BMI) (2:09)—**Awake** (Honeysuckle, BMI) (2:40). RCA VICTOR 8402

BOBBY MARCHAN—I've Got a Thing Going On (Tree, BMI) (2:23)—**I Gotta Sit Down and Cry** (Tree, BMI) (2:43). DIAL 3022

P. J. PROBY—Hold Me (Ross Jungnickel-Robbins-World, ASCAP) (2:47)—**The Tip of My Fingers** (Tree-Champion, BMI) (2:17). LONDON 9688

THE FOUR KINGS—One Night (Ramblin, BMI) (2:21). CANADIAN AMERICAN 173

JACKIE WILSON—Squeeze Her—Tease Her (But Love Her) (Merrimac, BMI) (1:56). BRUNSWICK 55269

MAXINE DAVIS—I Really Got It Bad for My Baby (Crazy Cajun, BMI) (2:10). GUYDEN 2113

SINGLES REVIEW POLICY

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

SPOTLIGHT WINNERS OF THE WEEK

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

THE FURYS—If I Didn't Have a Dime (January, BMI) (2:20). LIBERTY 55719

BUTCH, PEGGY & LITTLE JOHN—It Must Be Love (Nuca-Maureen, BMI) (2:50). OLD TOWN 1165

JOHNNY RIVERS—Long Long Walk (Figure, BMI) (2:17). ROULETTE 4565

TOMMY LEONETTI—Don't Stand Up in a Canoe (Apt, ASCAP) (2:28). RCA VICTOR 8404

PACETTES—You Don't Know Baby (Adolph, BMI) (2:55). REGINA 306

ROCKIN' REBELS—Bongo Blue Beat (Grand Canyon, BMI) (1:47). STORK 3

JERRY DAYTON—Three Little Books (Bourne, ASCAP) (1:53). EPIC 9703

JOHN ANDREA—Let Me Tell You About Mary (Central Songs, BMI) (2:30). 20th CENTURY-FOX 525

POP STANDARD

SPIKE JONES—Paradise (Feist, ASCAP) (2:14)—**I'm in the Mood for Love** (Robbins, ASCAP) (2:06). LIBERTY 55718

BANJO BARONS—Good Time Charley (Berdoc, ASCAP) (2:24)—**Let's Get the Banjo Out of the Attic** (Chesdal, BMI) (1:41). COLUMBIA 43097

"BIG" TINY LITTLE—I'll Remember April (Leeds, ASCAP) (2:33)—**Marnie** (Hawaii, BMI) (2:35). CORAL 62424

AL MARTINO—Come Back to Me (Porgie, BMI) (2:30)—**I Can't Get You Out of My Heart** (Southern, ASCAP) (2:28). 20th CENTURY-FOX 530

JOEY COSTA—Don't Try to Change Me (Hill & Range, BMI) (2:12). RCA VICTOR 8403

ROY CLARK—It's My Way (Cedarwood, BMI) (2:35). CAPITOL 5233

(Continued on page 44)



POP STANDARD SPOTLIGHTS

AL CAIOLA—ON THE TRAIL (Robbins, ASCAP) (2:13)—Grove's classic gets a big string and lonesome guitar treatment. Really big wide open spaces sound with plenty of class and commercial appeal. Flip: "Wheels West" (Alpane, ASCAP) (2:05). Horns join in on this side that's in the "Bonanza" style.

United Artists 747

JACK JONES—WHERE LOVE HAS GONE (Paramount, ASCAP) (2:28) — Legit performance of beautiful ballad from motion picture "Where Has Love Gone." Top-notch programming material. Flip: "The Lorelei" (Evergreen, BMI) (3:13).

Kapp 608

SY COLEMAN—PUSSY CAT (Notable, ASCAP) (2:27) — Smoothy instrumental featuring Sy's sophisticated key tickling. Strings sneak in for support. It's got that "Moonglow Sound." Flip "Playboy's Theme" (Morris, ASCAP) (2:04).

Capitol 5230

Album Reviews on Page 60



RHYTHM & BLUES SPOTLIGHTS

WALLACE BROTHERS—LOVER'S PRAYER (English, BMI) (2:30)—Another hit sound from the makers of "Precious Words." Boys are real strong in the South and gainin' in popularity in many Northern cities. Flip: "Love Me Like I Love You" (English, BMI) (2:00).

Sims 189

LOUISIANA RED—I'M TOO POOR TO DIE (Ware-Frost, BMI) (2:17)—Great message laid down by the cat. The story of the high cost of cying is related in real down home blues fashion. Flip: "Sugar Hips" (Ware-Frost, BMI) (2:15).

Glover 3002

ANNA KING—MAKE UP YOUR MIND (Try Me, BMI) (2:46)—Plenty of soul and raw emotional feel projected by Miss King. Much pop appeal as well. Flip: "If You Don't Think" (Try Me, BMI) (1:54).

Smash 1904



COUNTRY & WESTERN SPOTLIGHTS

JIMMY GILREATH—KEEP HER OUT OF SIGHT (Drury Lane-Tune, BMI) (2:47)—A real heart-breaker told in anguish by Gilreath. Backing is by country piano and chorus. Fine performance that could go pop. Flip: "Blue Is My Color" (Drury Lane-Beaik, BMI) (2:04).

Joy 286

JAMES O'GWYNN—HEART STORM (Glad, BMI) (Glad, BMI) (2:39)—A melodious saga of tragedy heartachingly (but well) sung by O'Gwynn. Flip: "Genevieve" (Glad, BMI) (2:16).

United Artists 755



COMEDY SPOTLIGHTS

THE BEAGLES—DEEP IN THE HEART OF TEXAS (Melody Lane) (1:50)—The twist has gone to the dogs. Glad to hear that there still is a chance for my Yorkshire Terrier. Flip: "Let's All Sing Like the Birdies Sing" (Keyes Hansen) (1:52).

Era 3132



where the big news is coming from—

**A PAIR OF BLOCKBUSTERS
THAT ARE EXPLODING
NATIONALLY!!**

The Beatles' brilliant musical director

**GEORGE
MARTIN** and
his
orchestra



**AND
I LOVE HER**
b/w RINGO'S THEME (This Boy)

UA 745

**GARNET
MINKS**



**A
QUIET PLACE**

UA 715

WJBK From Rock To Conservative

DETROIT—The Motor City will soon lose its distinction of being the only city in the U. S. with four full-time contemporary music formatted radio stations.

WJBK, the Storer-owned station, will drop its rock-pop music format on Aug. 16 in favor of an all-album, conservative music format.

The post-TV situation saw a battle for the pop market between WXYZ, the ABC-owned outlet, WKMJ with Robin Seymour leading the way, and WJBK.

Six or seven years ago, the 50,000-watt CKLW, just across the river in Windsor, began to feature a younger deejay line-up and more of the current pop singles. The RKO General station with its big wattage has been effectively carving an important niche for itself in the Detroit market as well as in secondary markets in Ohio, Michigan and Indiana.

The next significantly important change in the contemporary station line-up was the switch of WKMJ to a standard, no rock policy, leaving the field to WXYZ and WJBK, with CKLW contributing its share to the hot pop scene, but not to the same degree.

Enter WKNR

The most exciting change in the status quo took place in November of last year when WKMJ pulled a complete 360-degree switch in music format and call letters. With its new call letters, WKNR, came a 30 plus 1 contemporary music format, promotions galore, razzle dazzle and several new swingin' air men.

The impact of WKNR greatly altered the market picture, rating-wise and pop music-wise. The tight play-list formula and concentrated on and off-the-air promotion drove the station's ratings from obscurity up to a position of prominence.

Although many factors must be taken into consideration in reasoning why a station decides to change its format, many programmers label any format changes as a certain sign of defeat. Industry observers opinion that the mitigating factor in the forthcoming WJBK change was brought on primarily by the impact of WKNR on the market,

along with the solidifying of WXYZ's influence on its pop music audience and coupled with increased competition in the same area from CKLW.

Other important factors to be taken into consideration is the affinity of the Storer Broadcasting Company for conservative and subdued music formats. WJBK will, along with WGBS, Miami; WHN, New York City; WJW, Cleveland and KGBS, Los Angeles, be programmed musically from Storer headquarters' music department in Miami.

At present Storer's 50,000-watt station in Philadelphia is the company's foremost and highly successful exponent of contemporary music. Top-rated Storer station, WSPD in Toledo, also features a pop music, news and personality format.

Current Research

WJBK is presently in the survey of the listeners in Wayne, Oakland and McComb counties to keep in touch with their tastes, desires and preferences in radio.

"Although we have only completed approximately half of the current survey we are learning that a majority of the people polled are desirous of the type of format we will be launching in August," said John Grubbs, WJBK program manager.

According to Billboard's May 16 Radio Response Rating for Detroit, WQTE and WWJ reported conservative music formats. WCAR and WJR features music of the standard variety, culled primarily from albums.

"WJBK's 'Sound of (Just Beautiful) Music and Total Information News' format is being designed to incorporate all members of the staff," said Grubbs. "Our air personalities are all top pros and are capable of handling any format."

WJBK staffers include Marc Avery, Clark Reid, Bob Lee, Robin Walker and Bob Layne.

Grubbs scotched rumors circulating in the trade in recent weeks that he is being transferred to WIBG in Philadelphia as program manager replacing William Wheatley.

"The rumors circulating to the effect that I am being moved to WIBG or any other station are not in any way based on fact," emphasized Grubbs.

John Rosica of RCA: A Man Up From Ranks

By GIL FAGGEN

(This is the second article in a series on the record industry's National Promotion chiefs.)

John Rosica, RCA Victor's manager of radio, TV & artists relations, is one of the few record company executives in the area of promotion that has come from the ranks of broadcasting.

Rosica, who has been with RCA Victor since May of 1959, moved into record promotion with Ed Cohen's Lesco Distributorship in 1957 from Philadelphia radio.

John has spun disks on WHAT and programmed music shows for WIP and WIBG in the City of Brotherly Love. A short while after he left WIBG and the Jerry Williams Show and decided on a career in the record business, Rosica was offered the job of producer of the



JOHN ROSICA

then No. 1 record show in the city, the "950 Club" on WPEN. (He was to replace yours truly who resigned to accept a position) (Continued on page 24)

NAB FORMAT CLINIC SET

WASHINGTON—Final plans for the National Association of Broadcasters Programming Clinics were announced last week by Sherrill Taylor, vice-president for radio.

The clinics scheduled for this fall will deal with these areas: seven successful capsule radio programming ideas—short case histories of new creative programming presented by the NAB staff and a local advertiser.

A three-man panel discussion on "Patterns in Music" with representatives of contemporary, pop-standard and conservative music formatted stations.

Discussions will also take place on radio news and editorials, trends in talk and drama, and radio commercial production.

"The clinics are pilots and represent an all-out industry effort on the part of NAB to cull the freshest, most exciting and creative programming ideas from the radio industry at large," said Taylor.

Program clinics have been scheduled for Sept. 18 at Ricketts Hyatt House, Palo Alto, Calif.; Sept. 21, Chisca Plaza Motor Inn, Memphis, Tenn.; Sept. 23, Prom Town House Motor Inn, Omaha, Neb., and Sept. 25, Hilton Inn, Tarrytown, N. Y.

Executives of NYSBA to Hold Parley

NEW YORK—The third annual Executive Conference of the New York State Broadcasters Association will take place Wednesday and Thursday, July 29 and 30 at the Otesaga, Cooperstown, New York.

Among the special panels of interest will be "Something Old, Something New, Something Borrowed, But Nothing Blue," a discussion set for Wednesday afternoon at 2:30 p.m. on whether radio should "be all talk, feature more telephone shows, more interviews or different music policies." On the panel will be George Skinner, general manager of WNBC, New York; and Joseph Somerset, vice-president, radio programming, Capital Cities Broadcasting Corporation; and Gil Faggen, radio-TV editor, Billboard.

"Taboos in Advertising" will be the first issue tackled by the NYSBA as the executives take a candid look at some of the problems created for broadcasters by the existing restrictions on the advertising of such commodities as liquor, cigars, feminine hygiene products, and certain cosmetics.

Members of the panel will include Mrs. Maurine Christopher, senior editor for broadcasting news, Advertising Age; Stockton Helffrich, manager of NAB's New York Code office; Robert Dreyer, vice-president, Metromedia, Inc.; and Robert Jones, vice-president and general manager, WJLA.

(Continued on page 46)

More Radio News
On Pages 24 42 & 43

Radio-TV PROGRAMMING

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

VOX JOX

By GIL FAGGEN



WMCA "Good Guy" Harry Harrison (right, holding mike) and WNJR (Newark) air personality and executive Hal Jackson (2nd from left) introduce Ember recording artist and Philadelphia Eagle's all-star offensive back Timmy Brown to RCA Victor's all-star performer Sam Cooke. Harrison and Jackson emceed the show at Palisades Amusement Park at which both Sam and Timmy performed.

I understand that St. Louis record promotion people are resenting a memorandum distributed to them at KXOK, bearing the name of the station operation manager, Bud W. Connell. The memo reads:

MEMORANDUM

TO: ALL RECORD PROMOTION INDIVIDUALS
FROM: BUD CONNELL
DATE: JUNE 4, 1964

"And now kiddies, it's time for the Kx-OK refresher course: You are to file in and out of your homeroom (Kx-OK reception area) in an orderly fashion. This is not from me, it is from your teacher. The principal has observed playtime and loud personal visiting when you are waiting to see the principal. The principal thinks this is naughty because the school receptionist cannot hear what people say on the telephone. See the telephone? See how it rings? See Jeanne answer the telephone?"

"School begins promptly at 12:30 p.m. Monday, Wednesday and Friday. Recess is at 1 p.m. From now on you will not be able to see the principal after recess begins. See the principal? See the principal frown? Watch the stupid principal listen to all those crummy records. Isn't it funny how the principal draws those big black lines through your tunes on the playlist? If your principal is not in the office, or is out of town, on any given day, please leave the little records with your switchboard teacher and file promptly out of your homeroom."

SIGNED TEACHER
(Your Teacher)

BC/mlw

I am given to understand that the above printed memo has not

been the first of its type forthcoming from Connell to area promotion men.

It would seem to me, judging from the memo, that Mr. Connell is putting both himself and his station down with references to "crummy" records, "stupid" previewer. It also appears to this reporter that a station that has made so successful a mark in the market by programming so-called "crummy" records is indeed on shaky grounds using such unfortunate references.

Perhaps the area promotion men would do better ignoring Kx-OK and taking all of their disks over to WIL's new music director George Michaels, who has brought an open-door policy with him from WRIT in Milwaukee.

Last week I had the pleasure of presenting Connie Francis with the Billboard Award for being voted "The Most Played Female Vocalist of 1963" in Billboard's annual deejay poll.



SEGUE

Bob Osborne has taken over the program director's responsibilities at WIL (St. Louis), replacing Dave Diamond. Both men will continue their air stints... "Tiger" Bob Raleigh, WPGC (Washington, D. C.) deejay, joins WWDC, that city, for air show Saturday, 7:30-10 p.m., and Sunday, 4 p.m.-8 p.m. Stephen C. Trivers, director of program operations at WPAT (Continued on page 46)

The Single's Here. #0281



The Album's Coming! #R 6130



**DINO'S GOT HIMSELF A BIG,
FAT, GRABBIN' WINNER!**



HOT 100

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

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks on Chart. Includes songs like 'A Hard Day's Night', 'Rag Doll', 'The Little Old Lady'.

Table with columns: Rank, Wk. Ago, TITLE, Artist, Label & Number, Weeks on Chart. Includes songs like 'Just Be True', 'Do I Love You?', 'Bad to Me'.

Table with columns: Rank, Wk. Ago, TITLE, Artist, Label & Number, Weeks on Chart. Includes songs like 'Hey Girl Don't Bother Me', 'No One to Cry To', 'Oh! Baby'.

HOT 100—A TO Z—(Publisher-Licensee)

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

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

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

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

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

BUBBLING UNDER THE HOT 100

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

RADIO RESPONSE RATING

MEMPHIS

TOP STATIONS

Rank	Call Letters	% of Total Points
★ POP Singles		
1.	WHBQ	59%
2.	WMPS	41%
★ POP LP's		
1.	WREC	33%
2.	WMQM	28%
3.	WMC	23%
4.	WHER	16%
★ R&B		
1.	WDIA	67%
2.	WLOK	33%
★ JAZZ		
1.	WLOK	47%
2.	WDIA (Tie)	25%
3.	WREC (Tie)	25%
4.	WMC-FM	3%
★ C&W		
1.	KWAM	100%
★ SINGLES (Middle of the Road)		
1.	WREC	49%
2.	WMQM	23%
3.	WHER	16%
4.	WMC	12%
★ CLASSICAL		
1.	WMCT-FM	54%
2.	WMPS-FM	27%
3.	WREC-AM	19%

TOP DISK JOCKEYS

Rank	Disk Jockey	Call Letters	% of Total Points
★ POP Singles			
1.	George Klein	WHBQ	28%
2.	Harry Chapman	WHBQ	18%
3.	Hal Smith (Tie)	WMPS	15%
3.	Jack Grady (Tie)	WMPS	15%
5.	Roy Mack	WMPS	13%
6.	Jack Parnell	WHBQ	11%
★ POP LP's			
1.	Jay Cook	WMQM	40%
2.	Fred Cook	WREC	32%
3.	Dottie Abbott	WHER	20%
	Others		8%
	(Terry Bill—WMQM)		
★ R&B			
1.	Rufus Thomas	WDIA	38%
2.	Dick (Cane) Cole	WLOK	35%
3.	Perry Allen	WLOK	12%
4.	A. C. (Moohah) Williams	WDIA	8%
	Others		7%
	(Nat Williams—WDIA Bill Terrell—WLOK)		
★ JAZZ			
1.	Perry Allen	WLOK	35%
2.	Dick (Cane) Cole	WLOK	26%
3.	Fred Cook	WREC	24%
4.	Bobby McDowell	WDIA	15%
★ C&W			
1.	Eddie Bond	KWAM	64%
	Others		36%
	(Jim Welles—KWAM Jim Morgan—KWAM Gene Williams—KWAM)		

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

STATIONS BY FORMAT

MEMPHIS: Nation's 42d largest radio market. 9 AM; 2 FM. 1 contemporary; 1 standard; 1 pop-contemporary; 3 standard-pop; 2 r&b; 1 c&w.

KWAM: 1,000 watts day. Independent. Mutual affiliate. **Music format: Country and Western-Gospel.** Highly identifiable air personalities. Special programming: "Mid - South Opera," 4:30-5:30 p.m. Live country music show taped at Lions Club Sat. night for playback on Mon. Gospel music, 9-12:30 a.m., daily. Gen'l mgr., E. W. Bie. Prog. dir., Eddie Bond (also does daily air show).

WDIA: 50,000 watts day, 5,000 watts night. A Sonderling station. **Music format: Rhythm & Blues-Gospel.** Negro-oriented programming. Highly identifiable air personalities. Station editorializes five days a week. Special programs: Woman's show 101-11 a.m., M-F, with Barbara Turney. "Word for the Day," shorties vocabulary builder feature aired twice daily. "Horoscope," 2-min., aired 6 times daily. "Sermonette," 3-min. messages from Negro Ministers aired six times daily. "Sound-Off," listeners have opportunity to telephone special station number to record their comments which are then broadcast throughout the day. "Teen-Age Beat," two teenage students run deejay show Sat., noon-3 p.m. featuring news and information about Negro

school activities. "Teentown Singers," teen-age chorus, live Sat. 10-10:30 p.m. Farm news aired each morning with Theo Wade. Interviews with local Negro farmers on farming problems. "Brown America Speaks," discussion with audience telephone call-in, Sun., 4:30 p.m. Special projects: "WDIA Goodwill Fund," station sponsors two live shows at 12,000-seat auditorium, July and December. Proceeds used to provide uniforms and equipment for 125 youth baseball teams in area. Funds are also used to operate two buses which transport physically handicapped to a special school. Scholarships awarded yearly to Negro students in community from fund. Exec. V-P & Gen'l Mgr., Bert Ferguson.

WHER: 1,000 watts day. Independent. **Music format: Standard-Pop.** All-female staff since station hit the airwaves nine years ago. Special programming: "Market Place," the best grocery buys of the week, 10-10:30 a.m., M-F. "Flight Talk," 10 min. informational feature on flying. "School Days," Sat., Sept. through May, 30-min. high school girls discussion program, 10 a.m. "This Is Your Mid-South," 15-min. panel discussion on local cultural, civic and government topics, 4 p.m., Sun. "The Hoot," folk music with Carol Howell, Sun., 3 p.m. Station is owned by Sam C. Phillips, owner of Sun Records. Gen'l mgr., Dotty Abbott (also does daily air show).

WLOK: 1,000 watts day, 250 watts night. An OK Group Station. **Music format: Rhythm & Blues-Jazz.** Negro-oriented programming. Identifiable air personalities. "Game of the Week," local high school football and basketball, plus other special sports events carried. Special programming: "Golden Girl Show," 8:30-9:30 a.m., M-S., with Joan Golden. "Women's World," 10:30-11 a.m., M-S, Joan Golden. "Sweet Chariot Gospel," 4-6 p.m., M-S., with Solomon Prioleaux.

Live spiritual groups and recorded music featured 6-7 p.m. "Sound of Jazz," midnight to 4 a.m., M-Sat., with Perry Allen. "Symphony of the Air," classical music appreciation show hosted by John Whittaker, head of the music dept. of Lemoyne College in Memphis, Sun., 3-4 p.m. "Party Line" (temporarily off air), audience telephone call-in show with Keith Sheriff, 1-2 p.m. & 9-10 p.m., M-F. Exec. V-P, Stanley W. Ray Jr., V-P & Gen'l Mgr., John F. Maurer, Prog. dir., Tom Collins.

WMC: 5,000 watts. Scripps-Howard Broadcasting Co. NBC affiliate. **Music format: Standard - Pop.** Cardinal baseball, Memphis State baseball and football, Prep League football and baseball carried. Special programming: City Commissioners Meetings carried live Wed., 1:05 p.m. Sports with Jack Eaton, 6:15 p.m., M-F (except Thurs.) 7-man combo news department. News dir., Norm Brewer. Two-way radio equipped news units and mobile studio. 15-min. local newscasts 7 & 8 a.m. Farm program 5-6:30 a.m. & 11:30 a.m.-1 p.m. Station mgr., Stan Torgerson. Prog. dir., Bob Webber.

WMQM: 5,000 watts day. Independent. **Music format: Standard - Pop.** Station began broadcasting April 11, 1964. Editorials carried. Heavy and concentrated on and off-the-air promotion. Contests daily. Special programming: "Patterns," formational 2-min. capsules aired once per hour 9 a.m.-3 p.m. Helicopter reports 4:5-5:45 p.m. Mobile news cruiser two-way radio-equipped. President, Kurt Meer, exec. V-P & Gen'l mgr., L. Rodgers May. Prog. dir., Jay Cook (also does daily air show).

WHBQ: 5,000 watts days, 1,000 watts night. RKO General Broadcasting. **Music format: Pop-Contemporary.** Highly identifiable air personalities. Ole Miss football carried. Special programming: "Issue of the Moment," highlights on local issues, 5 min., once daily. "Press Conference," 30-min. panel discussion on local issues, Sun., 6 p.m. "Adventures in Excellence," classical music program featuring one composer each week, 90 min., Sun., 9 p.m. 4-man news department with two, two-way radio-equipped mobile units. Don Stevens, news director. Capsule sports, once per hour. "Q" Calendar (community events), twice per hour. "Golden Hour," AM & FM, hour-long record show featuring "hits of the past." Gen'l mgr., D. A. Noel, Prog. dir., Hugh Frizzell.

WREC: 5,000 watts. Cowles Broadcasting Service. CBS affiliate. **Music format: Standard.** Mississippi State football carried. Special programming: "Children's Story Hour," 15-min. Sat., 12:15 p.m. "Challenge to Read," 25 min. Sun. 4:35-5 p.m. Direct reports from weather bureau daily. Stock market report from local brokerage,

12:15-12:20 p.m. daily. Live music remote pickup, 8-8:30 p.m., M-Sat., featuring music of Peabody Hotel Ork. "Broadway Show Time," original cast album featured, Sat., 6-7 p.m. Two-man news department. Russ Hodge news director. Half-hour local newscasts daily, noon 7 5 p.m. Farm program mornings daily. V-P & Gen'l mgr., Charles R. Brakefield. V-P & Prog. dir., Jack Michael.

WMPS: 10,000 watts days, 5,000 watts night. A Plough Station. **Music format: Contemporary.** Highly identifiable air personalities. News at 55 min. to

hour, 24 hours a day. Two-man news department, mobile cruise-equipped. Roger Warwick news director. News department winner of "1963 Headliner Award" for outstanding local news coverage. Weatherscope reports and sports capsules aired throughout the day. "Housewives Jack Pot," listeners are called for prizes, 9-4 p.m. daily. Station sponsors "Saturday Night Record Hop" at YMCA for local youth. Heavy audience participation promotions. V-P & Gen'l mgr., Allan Avery. Prog. dir., Hal Smith (also does daily air show).

John Rosica of RCA: A Man Up From Ranks

Continued from page 20

sition with KYW in Cleveland.) Despite the obvious advantages, Rosica had decided on his future direction and declined the offer.

Eight field representatives, covering 23 distributorship territories, report directly to Rosica whose task it is to co-ordinate their activities along with district salesmen in territories not covered by a full-time promotion man. One of his most exacting jobs is setting up tours for RCA Victor artists. Requests regularly are forthcoming from distributors, radio stations and disk jockeys for personal appearance by record artists. Working closely with the field men, a tour is arranged for a sought-after artist that will effectively place him in a market at the time of greatest effect and benefit.

The emphasis at RCA Victor's promotional arm is service. Some 3,600 "Deejay Notes" are written and mailed out each week by the department.

Deejay Kit

RCA Victor's "Deejay Kit" is set up to provide one copy of every single pop release to 3,600 stations. A separate mailing goes to country stations.

"Albums are a more expensive situation and are mailed only to key album stations," said Rosica. "Of course any station may supplement its album library through our paid album subscription service." The mailing of promotional singles from RCA's plant in Rockaway, N. J., is under Rosica's supervision.

As may be expected, Rosica is among the peripatetic, averaging three days a week traveling.

"An important part of my function at the local radio station level is to observe how a

particular station operates. It may be they require increased allotments of records. The same holds true for deejays," said Rosica, "we try to satisfy specific deejay single record needs in every way possible.

When on the road, Rosica makes it a point not to stick to the beaten path scheduling visits to stations in secondary markets.

"As far as we're concerned, all radio station play, no matter the location or wattage, is important to the success of a record," said Rosica. "It is with this thought in mind that we send copies of each single released to 3,600 stations from coast to coast."

John claims that no national promotion executive can be effective in servicing radio stations without the right men in the field keeping up a daily contact with deejay, librarians and program directors. Because of the wide diversification of Victor product, the field men have to be hip on everything from classical to lush instrumental, country to pop.

Representing the company in the field are:

Augie Blume (Chicago, Milwaukee, Duluth), Gordon Bossin (Detroit, Cleveland, Toledo, Akron), Bob Cullen (Philadelphia, Harrisburg, Pittsburgh, Wheeling, Johnstown), Joe Del Medico (Baltimore, Washington, Richmond, Norfolk), Dave Fox (Los Angeles, San Diego, Phoenix, Honolulu), Mike Fucillo (Boston, Providence, Hartford), Jim MacKrell (Dallas, Houston, San Antonio, Oklahoma City), Rick Williard (New York City, Newark, Trenton, Albany, Rochester, Syracuse, Scranton and Wilkes-Barre).

'Slithery Dee' Contest Opens

CHICAGO — The Smothers Brothers and Mercury Records are inviting deejays and their listeners to have fun and win prizes while listening to their latest best selling album, "It Must Have Been Something I Said."

The cut from the album that seems to have caught the ears of record spinners across the country is a 25-second bit entitled "Slithery Dee." One station has already begun to ask its listeners to send in their idea of a "Slithery Dee." The reaction has been so gratifying that the comedy vocal duo and the label have decided to run the contest nationally.

An all-expense paid trip for (Continued on page 46)

BOBBY JAMESON SAYS:

"I'M SO LONELY" *and*

"I WANNA LOVE YOU"—1934

on *TALAMO* Records

NOW



Photography: PETER CAINE

A GREAT
NEW SONG!

NAT "KING" COLE—CAPITOL

BIG "TINY" LITTLE—CORAL

4 WONDERFUL
RECORDS!

SAM "THE MAN" TAYLOR—DECCA

ROLAND SHAW—LONDON

"MARNIE"

THEME FROM THE
ALFRED HITCHCOCK PICTURE "MARNIE"

RCA Italiana Tops On Record Parade

By SAM'L STEINMAN

FIUGGI—Continued domination of Italian disk market by RCA Italiana was indicated in results of Cantagiro (Singing Tour) with Gianni Morandi, teen-age star emerging as winner with "Il Ginochio Da Te" (On My Knees Before You), a song already high in the best selling lists.

Last year's winner of the newcomer's contest, Michele, finished in second place, scoring 692 to Morandi's 711. Morandi, who led from the very first day through popular juries, also won

ATL'IC, ATCO WAXES HOT

NEW YORK—The Atlantic-Atco operation is getting hotter, in keeping with the weather. "Under the Boardwalk" by the Drifters has moved high onto the charts on the Atlantic label. On Atco, the Beatles "Ain't She Sweet" is selling very strongly, although having been out only one week.

A flock of other singles on Atlantic have been getting action, topped by Solomon Burke's "Everybody Needs Somebody to Love." Others are Carla Thomas' "I've Got No Time to Lose," "Jamaica Ska" by the Ska Kings, and "Soul Dressing" by Booker T. Also getting action are the MG's on the Stax label distributed by Atlantic and Bent Fabric's "Goofus" on Atco; Nino Tempo and April Stevens' "I Surrender Dear" and Otis Redding's "Security" on Volt, distributed by Atco.

Len Sachs, director of album sales and merchandising for Atlantic, stated: "The 20 new albums we released recently have also stirred a great deal of sales excitement among distributors and dealers. . . . We have had tremendous co-operation across the country from dealers and racks in the way our new product has been displayed. . . ."

the vote of the final night's professional jury here. Both Morandi and Michele are signed with RCA. Last year's runner-up, Little Tony, who records for Durium, placed third. Michele's song was "Ti Ringrazio Perché" (I Thank You Because) and Little Tony's was "Non Aspetto Nessuno" (I Don't Expect Anyone.)

While the new Lord label scored with Paolo Mosca singing "La Voglia Dell'Estate" (Summer Urge), the next two posts also went to RCA artists—Dino with "Ervamo Amici" (We Were Friends) and Giancarlo Guardabassi with "Se Ti Senti Solo" (If You Feel Lonely). Guardabassi led throughout the 10-day tour by popular vote, but lost in the semi-final to Mosca. He was hampered by a microphone failure during his rendition on the final night.

Cantagiro Export

Exportation of the Cantagiro to the U. S. and South America was also announced at the end of the final night. Ezio Radaelli, promoter, will join with Mario Minasi and Landy Enterprises of New York in sending a caravan of Italian singers to 10 cities in six States, with a final night at Carnegie Hall Oct. 3. Later in the same month the entire group will fly to South America to repeat the contest in Argentina and Brazil. Radaelli still hopes he can add a fourth continent to the list by making a similar arrangement before year's end in Japan.

The event was one of most successful musical tourneys ever held in Italy. Spectators at the various outdoor arenas totaled approximately 250,000 and several million people, who lined the roads and piazzas, hailed the singers.

Christy Minstrels To Do TV Series

NEW YORK—The New Christy Minstrels, Columbia recording artists, have been signed by the Ford Motor Company for a summer TV series, "Ford Presents the New Christy Minstrels." The series will run on NBC-TV, Thursdays, Aug. 6 through Sept. 10.

The first two shows will be taped at the New York World's Fair, with future locations at a West Coast amusement park, the UCLA campus and a riverboat.



ANDY WILLIAMS receives his Billboard award for the LP "Days of Wine and Roses," selected best vocal album in the publication's 16th annual DJ artist popularity poll. Bill Wardlow, West Coast advertising general manager, does the honors backstage during a taping of Williams' TV show.

Comedy Disks Selling Big In Norway

OSLO—Norway is having its successes with comedy records. John Johanson, who doubles as sales manager and a&r director for A S Nera, representatives in Norway for RCA Victor, has just gotten the third comedy extended play into the charts.

First release was "Dagligliv i Folkehjemmet" (Daily Life in Our Welfare State), and it entered the charts before Christmas and went to No. 2. Its successor was "Jul i Folkehjemmet" (Christmas in Our Welfare Country), which also went into the charts. The third release, titled "Besok i Folkehjemmet" (A Visit in Our Welfare State), jumped into the chart at No. 10 this week, and is expected to exceed sales of either of the previous two releases. This release concerns Khrushchev's recent visit.

The records are political satires. Arild Feldborg writes the words and Rolf Just Nilsen impersonates leading politicians on the recordings. They sell for 10 krone (about \$1.40). EP's are not twice the cost of singles here. Singles retail for 8 krone (\$1.12).

Salamone Joins Warner

LOS ANGELES — Lenny Salamone, Los Angeles Mercury Records promotion man, joins Warner Bros. Records, replacing Bruce Hinton, who exits his local promotion position to take over as national promotion manager for the label.

Joe Sadd, advance man for the Smothers Brothers, leaves the team to move into the Mercury promotion post vacated by Salamone.

Harmonicas Have Inning

NEW YORK — The resurgence of several musical instruments in popularity may be traced directly to records. The guitar and banjo were resurrected from restricted use in the West and South, to prominence on national TV shows, along New York City's folknik row in Greenwich Village, and night clubs across the nation, all as a result of the pop-folk and hoot-enanny records.

Another instrument, the harmonica relegated to the days of Tom Sawyer, has been enjoying a really big comeback, primarily through the efforts of pop records.

Proof that the harmonica is very solidly "in" as the instrument of today is evident in the popularity of Stevie Wonder and his hits, "Hey Harmonica Man" and "Finger Tips." The British groups use the instrument to great effect in achieving the sound that is now sweeping the nation. The Rolling Stones highlighted their arrangements in a recent London album with Brian Jones' rough bluesy harmonica. The Dave Clark Five included harmonica numbers on their second Epic album. Following up their success with "Love Me Do," the Beatles rely heavily on John Lennon's harmonica in their new hit release, "A Hard Day's Night."

The harmonica is riding the crest of the newest dance sensation, the Jamaica Ska. Millie Small's hit, "My Boy Lollipop" used the authentic harmonica sound that figures so prominently in the original ska.

A number of radio stations across the country are hopping on the promotional harmonica bandwagon. WTIW, New Orleans, is planning a round-the-clock Beatles' promotion, offering Hohner harmonicas as prizes timed to coincide with the Beatles' Sept. 16 appearance in the city.

M. Hohner, Inc., the harmonica manufacturers, Hicksville, L. I., N. Y., has offered to arrange similar harmonica promotions for any radio station interest.

Coverage Expanded

DETROIT—The Detroit Free Press is expanding its Sunday high fidelity and stereo department, which had previously been devoted to classical records and components. Mort Persky, department editor, said that while coverage of classical records and components will continue, "the new format will feature reviews of current pop, folk, jazz and show-tune albums, interviews with top recording personalities and Billboard's best selling record listings."



FAMED PIANIST ARTUR RUBINSTEIN (second from left) is greeted in Sydney, Australia, prior to his concert appearances by (left to right): Claude Pickford, manager of RCA's record division; Mrs. Rudi Tolmay, Mrs. Rubinstein, and Rudi Tolmay, managing director of RCA of Australia.

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THE MGM SOUND TRACK ALBUM



the Unsinkable MOLLY BROWN

METRO-GOLDWYN-MAYER
PRESENTS A
LAWRENCE WEINGARTEN
PRODUCTION
STARRING

DEBBIE REYNOLDS * HARVE PRESNELL

MUSIC AND LYRICS BY MEREDITH WILLSON
MGM STUDIO ORCHESTRA CONDUCTED BY ROBERT ARMBRUSTER

E-4232 ST



The MGM Records sound track recording from "The Unsinkable Molly Brown" (E/SE-4232 ST) means unsinkable sales in '64. Already zooming up the charts, this LP contains the great Meredith Willson music, songs by Debbie Reynolds, Harve Presnell and the rest of the cast exactly as they are sung in the wide and wonderful MGM motion picture. The album not only contains tunes from the hit Broadway musical, but songs written especially for the picture by Mr. Willson. "The Unsinkable Molly Brown" sound track is one of the bright stars in the galaxy of MGM Records 5-Star Sound Track Spectacular, the most powerful release of movie music product in the company's history!

MGM'S ★★★★★ SOUND TRACK

CONNIE FRANCIS

Sings Songs From Her New MGM Motion Picture

LOOKING FOR LOVE

Metro-Goldwyn-Mayer presents

CONNIE FRANCIS JIM HUTTON LOOKING FOR LOVE

CO-STARRING
SUSAN OLIVER / JOBY BAKER / BARBARA NICHOLS
JAY C. FLIPPEN

AND GUEST STARS

JOHNNY CARSON

GEORGE HAMILTON

YVETTE MIMIEUX

PAULA PRENTISS

DANNY THOMAS

Written by Ruth Brooks Flippen / Directed by Don Weis / Produced by Joe Pasternak

A Euterpe - Franmet Picture

PANAVISION METROCOLOR



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E-4229

MGM RECORDS

5

GREAT ALBUMS



GREAT MOVIES

Connie Francis sings all the songs from her great new MGM motion picture on the album "Looking For Love" (E/SE-4229). It's Connie's biggest film and the album is bound to be one of the hottest sellers in her career. She sings up beat tunes and ballads, many of them specially written for use in the picture. "Looking for Love" is a chart topper; the kind of album her fans are sure to want after seeing her great new motion picture.

Looking For Sales? Love Those Profits? The new Connie Francis album "Looking For Love" is one of the brightest stars in the galaxy of MGM Records 5-Star Sound Track Spectacular, the most powerful release of movie music product in the company's history! National distribution advertising and publicity of the movie that tie in with the album means big sales for you!

SPECTACULAR

THE ORIGINAL SOUND TRACK ALBUM
SAMUEL BRONSTON'S
CIRCUS WORLD

PRESENTED IN **CINERAMA**®



MUSIC COMPOSED AND CONDUCTED BY **DIMITRI TIOMKIN**

E-4252 ST



Dimitri Tiomkin's score from Samuel Bronston's lavish and exciting Cinerama motion picture "Circus World" (E/SE-4252 ST) makes the sound track from the film one of the season's hot ticket albums of the year. The music catches the glitter as well as the tense drama of circus life. The album is filled with masterful melodies that bring "Circus World," which stars John Wayne, Claudia Cardinale and Rita Hayworth, vividly to the mind's eye at first hearing.

The original sound track recording of "Circus World" is a three-ring winner in the MGM Records 5-Star Sound Track Spectacular, the most powerful movie music LP release in the company's history.



Music from the Motion Picture
 Joseph E. Levine Presents

The Carpetbaggers

A Paramount Release



Music from the Original Score
 Composed and Conducted by

Elmer Bernstein

A-45

The new motion picture "The Carpetbaggers" stacks up as one of the great film dramas of the 1964 season. The sound track music recording of "The Carpetbaggers" (A/AS-45) exclusively available on Ava Records and distributed solely by MGM, captures all the shocking action of the film.

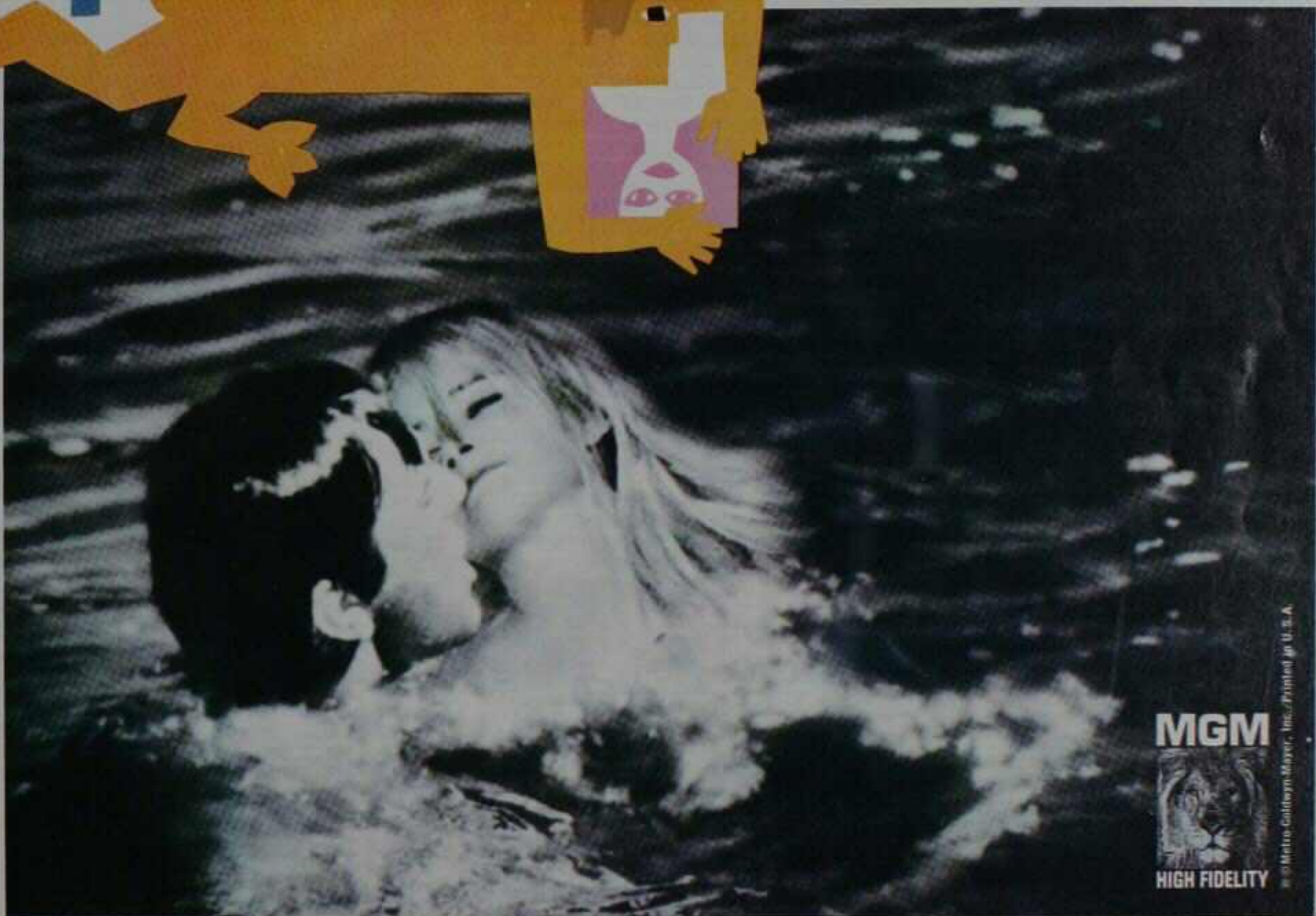
The critical acclaim and big box office that has come to "The Carpetbaggers" coupled with the intense excitement of the music adds up to more LP star power in the MGM Records 5-Star Sound Track Spectacular. National advertising and publicity on the films means bigger, better and more profit-filled album sales for you!



MUSIC FROM THE SOUND TRACK
AND OTHER MUSIC INSPIRED BY THE MOTION PICTURE

THE
NIGHT
OF THE
IGUANA

METRO-GOLDWYN-MAYER AND
SEVEN ARTS PRODUCTIONS PRESENT
THE JOHN HUSTON-RAY STARK
MOTION PICTURE PRODUCTION
OF TENNESSEE WILLIAMS' PLAY
Original Score by
Benjamin Frankel



E-4247

MGM



RECORDS

The MGM Seven Arts Production of "The Night of the Iguana" has been called the most provocative motion picture of the year.

"Music From the Sound Track and Other Music Inspired by the Motion Picture 'The Night of the Iguana' (E/SE-4247) is one of the most formidable albums in the MGM Records 5-Star Sound Track Spectacular—the most powerful movie music LP release in the company's history! National advertising and publicity on all of these powerhouse films mean profit-filled album sales for you!

MGM RECORDS

5

**GREAT
ALBUMS**



**GREAT
MOVIES**

MGM'S ★★☆☆★ SOUND TRACK SPECTACULAR

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NEWS OF THE WORLD

LONDON

Advance orders for EMI's new **Beatles** LP, "A Hard Day's Night" reached 250,000 by the day of release. To promote their new single of the same name, the Beatles appeared live on ABC's TV's "Lucky Stars," following the end of a TV strike which forced the company to cancel the usual tele-recording of the program. . . . RCA Victor plans to rush release **Elvis Presley's** three and a half year-old recording of "Such a Night" as his new British single early next month. . . . Next week, Parlophone issues a new **Cilla Black** disk penned by the Beatle writers, **Lennon** and **McCartney**, "It's for You." . . . On Aug. 7, Stateside issues the "Surf Party" flick soundtrack. . . . **Leslie Bricusse** and **Cyril Ornadel** have been presented with an **Ivor Novello** award for the year's most outstanding song — "If I Ruled the World"—at a party to celebrate the first birthday of their musical "Pickwick." On behalf of the Songwriters' Guild, **Victor Knight** also presented a statuette to **Jimmy Henney** of Delfront Music, which publishes the score. . . . Following **Pierre Monteux's** death, Decca issued an LP by Monteux conducting the London Symphony Orchestra. It was to have been released in October. . . . Philips hosted a reception for **Woody Herman** on his arrival for his current British tour. . . . EMI has backed **Del Shannon's** first Stateside label release, "Handy Man," with a big campaign. . . . Visitors include **Sol Shapiro** of the William Morris office, who, among other things, is making final arrangements with promoter **Don Arden** for **Brenda Lee's** fall tour. . . . Currently on an extended visit to London, **Judy Garland** is discussing with impresario **Harold Davison** the possibility of a West End play. **CHRIS HUTCHINS**

SYDNEY

Dave Guard, formerly with the Kingston Trio, is now living in Sydney. He presented the first big scale folk concert at the Paddington Town Hall. **Gary Shearston**, CBS artist, headed a big cast which included the Radiation Quartet. . . . Singer-comedienne **Rose Marie**, again canceled her engagement to appear at the Chevron Hilton Hotel, Sydney.

Bobby Breen opens at Sydney's Menzies Hotel in August. He will also appear in the TV musical, "Studio A". . . . The Tivoli Theatre, in association with **Kenn Brodzia**, will have the **Vienna Boys Choir** touring Australia and they will play Sydney Aug. 27-29. . . . **Ruth Wallis** is coming here for her fourth visit. She follows **Leslie Uggams** at the Chequers Night Club. . . . **Col Joye** and **Judy Stone** head the first show at **Leo Spellson's** at The Peninsula, Newport, where he will continue his policy of providing a regular showcase for Australian talent, fortified from time to time with an overseas import. At the moment Spellson's has **Helen Hume** appearing to a packed house nightly, backed with local talent.

Astor Electronics of Melbourne has acquired the rights to release the Red Bird label throughout Australia. The label will be issued under its own logo. . . . Leeds Music has acquired a 50 per cent share in the local composition, "The Flipper," with **Womera Music** of Melbourne. "The Flipper" instrumental has been recorded by the **Breakaways** on W. & G.

Records, and will be released in Germany, United States, Canada, South Africa, New Zealand and Malaysia late July. . . . "Girl from Ipanema" by **Stan Getz** and **Gilberto**, released on Verve Records by Astor Electronics, was suddenly withdrawn from the market the last week in June and is now being rush-released on MGM by the EMI Group. The publishing rights are controlled by Leeds Music.

Diana Trask, ex-Mitch Miller songbird who retired from television last Christmas to prepare for the arrival of her second child, has signed a long-term contract with Melbourne TV Station GTV 9. She has also signed with CBS Records and will have her first album finished by the end of August. . . . American singer and star of the Australian production "Camelot," **Len Gochman**, has signed a single deal contract with CBS Sydney. The disk, "All Or Nothing At All" and "Long Ago and Far Away," has been rush-released to coincide with the opening of the show in Sydney.

HOLLAND

The English Opera Group and its conductor, **Keith Grant**, arrived in Holland from London and gave their first Continental performance of **Benjamin Britten's** "Curlow River" in the Amsterdam Westerkerk. . . . The International Organ Improvisation Contest has been just held in the Bavochurch in Haarlem. Winner was **Arie Keijzer** from Middelharnis, Holland. Judges were **Andre Marchal**, **Hans Haselbock** and **Piet Post**. . . . In August, impresario **Lou van Rees** will present the blind negro pianist-singer **Ray Charles**, who is very popular here.

SKIP VOOGD

TOKYO

According to Record Special News, the best sellers for the first six months this year were (1) "Washington Square"—**Village Stompers**, (2) "La Novia"—**Tony Darla**, (3) "Please, Please, Me"—**Beatles**, (4) "I Want to Hold Your Hand"—**Beatles**, (5) "A Weekend in Palm Springs"—**Troy Donahue**, (6) "Short on Love"—**Gus Backus**, (7) "Where Have All the Flowers Gone?"—**Kingston Trio**, (8) "Lana"—**Velvets**, (9) "Twist and Shout"—**Beatles**, (10) "I Left My Heart in San Francisco"—**Julie London**.

Gerry Mulligan Quartet arrived July 4 and gave two concerts in Tokyo at Sankei Hall July 6 and 7. . . . **Little Peggy March** will arrive Aug. 15 for a one-month concert tour. . . . Forty three American musicians arrived July 9 to participate in the first World Jazz Festival to be held in Tokyo, Nagoya, Osaka and Sapporo, beginning July 10.

Arriving at the Tokyo International Airport were **Miles Davis Quintet**, **J.J. Johnson All Stars**, **Gene Krupa Trio**, **Carmen McRae**, **Charlie Ventura**, **Dakota Staton**, **Red Nichols** and his **Five Pennies**, **Dukes of Dixieland**, and jazz experts **Leonard Feather**, **George Wein**, **Melvin J. Isenberger** and **Jimmy Lyons**.

Japan Music Publishers Inc., a subsidiary of Radio Tokyo (TBS), the largest commercial station in Tokyo, has recently reshuffled its personnel and launched all-out activities as music publishers, introducing Japanese popular songs and seeking representation of overseas publishers in Japan. At the same time, the firm is also engaged in planning and producing radio and TV programs with 30 staff members. **J. FUKUNISHI**



MEETING UP ON THE ROOF: Orchestra leader **Percy Faith** and **Billboard's** **Eliot Tiegel** at the presentation of the news-weekly's **Best Instrumental Award** for his LP, "Themes for Young Lovers."

HONG KONG

The **Beatles** are the most popular musical group in Hong Kong, according to the local music magazine, the Hong Kong Music Maker. The chart is based on a system of points awarded to artists and songs appearing on the Music Maker's Top 20 hit parade from Dec. 24 to June 30. The Beatles came out well ahead of Hong Kong's own recording group, the **Fabulous Echoes**, and were followed by the **Searchers**, **Elvis Presley**, the **Shadows**, **Cliff Richard**, **Pat Boone**, **Robin Ward**, **Kathy Kirby** and the **Satellites**, another local combo. The top song was the Beatles' "I Want to Hold Your Hand," followed by "Viva Las Vegas" (Elvis Presley), "Can't Buy Me Love" (the Beatles), "Wait and See" (Echoes), "Swing Low, Sweet Chariot" (Satellites), "Needles and Pins" (Searchers), "Wonderful Summer" (Robin Ward), "Dancing on the Moon" (Echoes), "Secret Love" (Kathy Kirby) and "I Saw Her Standing There" (Beatles).

The poll appears to have settled temporarily the heated argument between rival fan clubs over whether the Beatles or Elvis is tops with the teen fans. The Beatles edged out Elvis by 665 points to 645.

The **Fabulous Echoes**, who are booked for an engagement at the Thunderbird in Las Vegas, returned from a highly successful tour in Bangkok and opened up at an uptown night club in Kowloon with astonishing results. It has been a full house every night since they started at the Bayside.

CARL MYATT

ROME

Another Singing Tour of Italy named Cantitalia 64 will leave Trieste Sept. 5 for 21 stops en route to Palermo, Sicily, where it will end Sept. 26. . . . Festival of Science Fiction Films came up with a theme song by **Luigi Tortorella** titled "Cosmic Men." A jury of 50 critics from 12 European nations met in Venice to assign the new Europremio TV and honored four artists, **Yves Montand**, **Joan Sutherland**, **Zizi Jeanmaire** and **Caterina Valente**. Awards will be made at the Lido Sept. 12. . . . Cam has issued an impressive brochure detailing and illustrating its seven original score LP's from films and stage successes along with 19 others now in process of production. This list includes three which have had successful U. S. launchings, "Mondo Cane," "Yesterday, Today, Tomorrow" and "Rugantino." . . . Foreign voices for the new TV show, "Napoli Against All" will include **Frankie Avalon** and **Richard Chamberlain**, U.S.A.; **Petula Clark**, **Ciff Richard** and **Dawn Addams**, Great Britain; **Richard Anthony** and **Maurice Chevalier**, France; **Carmen Sevilla** and **Sarita Montiel**, Spain; **Peter Kraus** and **Marlene Dietrich**, Germany; **Hugo Jurghens**, Austria; **Soviet Army Chorus**, U.S.S.R. and **Mrina Moran** and **Caterina Valente**, Brazil. Italy's voices will be **Gigliola Cinquetti**,

Domenico Modugno and **Renato Rascel**. . . . Comedian **Henny Youngman** discussed doing a comedy disk with Italian singing backgrounds. . . . **Carol Danell** will tape an American radio series about Italy. . . . The upcoming theatrical season indicates at least six new major musical shows, including the new Garinei-Giovannini production starring **Renato Rascel** and **Delia Scala**, an Italian version of "How to Succeed" with **Johnny Dorelli** and "The Triumph" with **Carlo Dapporto** and **Miranda Martino**. All are expected to be promoted along with original cast LP's.

SAM STEINMAN

MILAN

Ray Anthony is expected here July 29 for a tour which will bring him to many of the top summer resorts on the Adriatic. Guest TV appearances are also being planned. . . . Also visiting summer resorts are **Durium Records'** chart group, the **Marcellos Ferial**, who opened July 17 at **Capo Buci** in Sardenga. Appearing in a pop music festival there until July 23, they move to **Ischia** for appearances July 25-27. Their current hits are "Sei Deventata Nera" and "Angelita di Anzio."

Boppe Cardil, a new artist who was recently signed by **Durium**, has been included in the cast of "Ribalta Per I Festival," a mammoth show to be held later this month in Venice. From the 50 new artists who will appear, two will be chosen for guest appearances at the **San Remo Festival** in 1965. . . . **Mary Wells**, who has recorded "My Guy" for **Durium** in Italian, will also record "You Beat Me to the Punch," and "You Lost the Sweetest Boy," with Italian lyrics, according to a&r director **Soussel**.

Ricordi has released an LP with four well-known artists represented on it. The album contains singles just released by **Giorgio Gaber**, **Ornella Vanoni**, **Bobby Solo** and **Chaterine Spaak**. Also included are selections by new artists **Roberto Rangone**, **Wilma Goich**, **Don Powell** and the **Luca and Lando** duo. This release is highly unusual because LP's are not usually released until the singles have been thoroughly exploited. **Ricordi** also has started promotion for a CBS two-record package of the music of **George Gershwin**, **Jerome Kern**, **Richard Rodgers**, **Cole Porter** and **Irving Berlin**. It's being sold at the price of a single LP.

DUBLIN

Because of increasing interest in showbands, Dublin's Universal Publishing Company will publish the Golden Book of Irish Bands and Ballrooms in October. It's the first venture of its kind here and underlines the importance of showbands on the Irish scene. . . . **Dominic Behan's** "Liverpool Lou" is still selling extremely well; consequently his followup "No Love No More" is delayed. His current 16-day ballroom tour for **Paul Russell, Ltd.**, extended to almost a month. . . . New **Pye** signings **Joe Dolan** and the **Drifters** will debut with **Burt Bacharach's** "The Answer to Everything" Aug. 18. . . . For same label **Sean Fagan** and the **Pacific's** "She Wears My Ring" will be issued Aug. 4. . . . **Rolling Stones** come to Ireland for the first time later this month. . . . **Sammy Davis** guested in "The Legend" on **Telefis Eireann**. . . . Special Premiere of **Cliff Richard's** "Wonderful Life" at Dublin's **Adelphi**, with personal appearances of several local acts. . . . "Days of Wine and Roses" best selling **Frank Sinatra** Reprise album for some time. **KEN STEWART**



Our reputation as record dealers will be ruined if the record business continues to prostitute itself. Continue with your support of rack jobbers and you'll have no legitimate dealers left as your customers.

At least when 78's were the thing, they could only be obtained in music stores and stores having complete music departments, a fair mark-up was possible and a real point-of-sale service was provided to the customers. There were no racks, no discounters, no record clubs.

As the record business is today, all small dealers are on borrowed time. In the not too distant future, some publisher maybe will take up the fight for legitimate dealers.

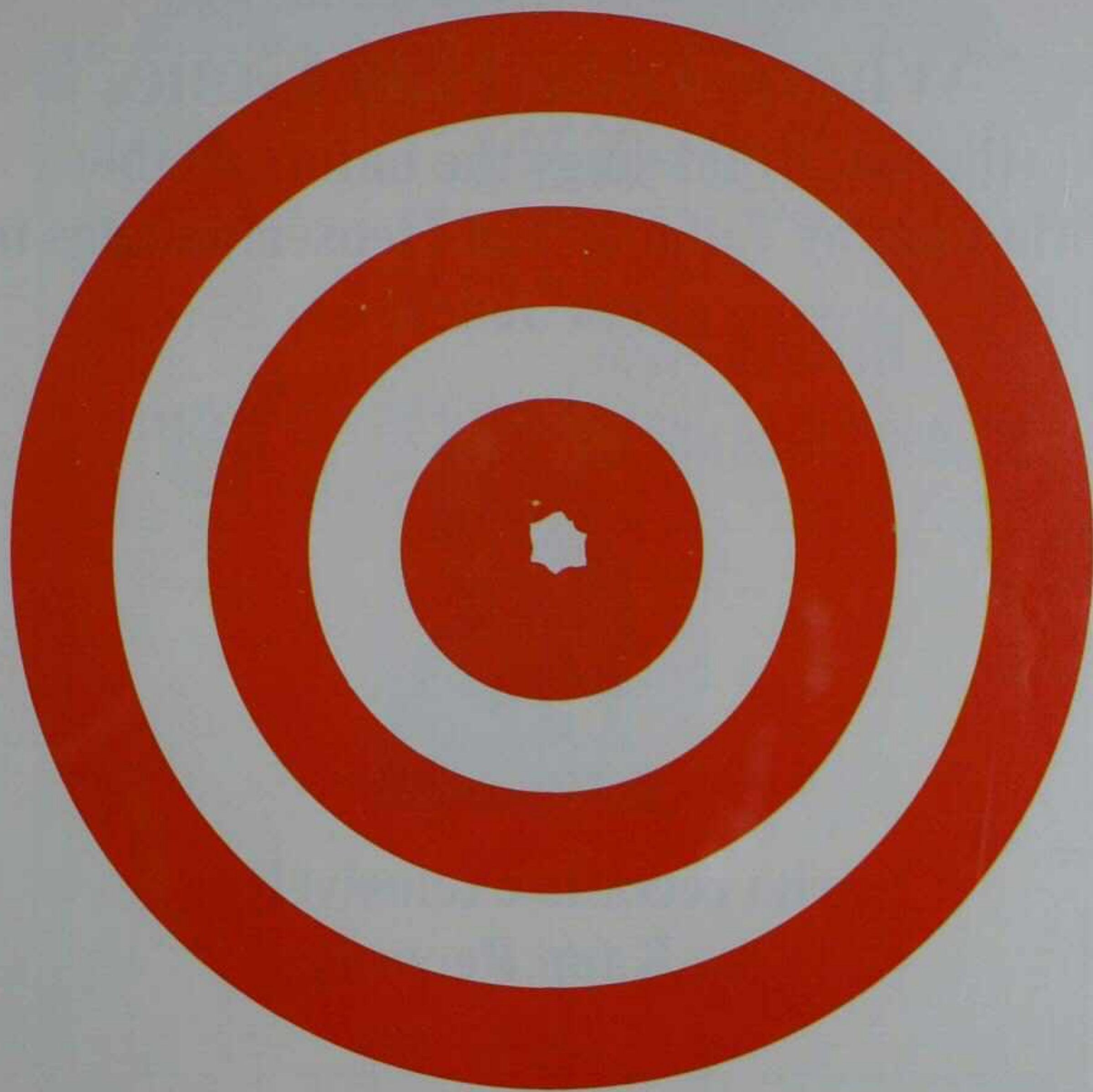
C. R. Engel
Music Shop
Sierra Madre, Calif.

● Ed.: Mr. Engel, who canceled his subscription, paints a picture that is real to some dealers, yet others have started their own customer clubs, have refurbished their stores, and heartened at new price plans inaugurated by some major record companies. They have gone after old customers and gotten new ones by mail order, conducted stereo demonstrations to sell phonos and records, all done to stay in business. Many dealers are doing better than ever. **Billboard** welcomes dealer comment and ideas, will continue to put them in print.

Having been associated with country music as a disk jockey for the past eight years in the mountains, I have realized many changes have been made in the past five years. Mountain people have clung to mountain type and bluegrass sounds, but the rockabilly and pop sounds added to country music the past few years have also been well accepted here. Country music is a big part of the life of our listeners in this area but we can't afford to go out and buy all of the records, so we can't fill the requests for the pop or big commercial sounds by the stars on the major labels.

Clyde D. Varney
Station WDC
Clintwood, Va.

● Ed.: The country music industry is always anxious to co-operate. Perhaps **Deejay Varney** will discover this after word of his problem gets around.



In Number of Subscribers
In Subscriber Action
In Advertising Sales

Billboard

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In Joseph E. Levine's
great new Paramount movie,
"Where Love Has Gone,"
the voice that sings the unforgettable
title song by Cahn & Van Heusen belongs to
Jack Jones,



who records exclusively
for **Kapp Records.**

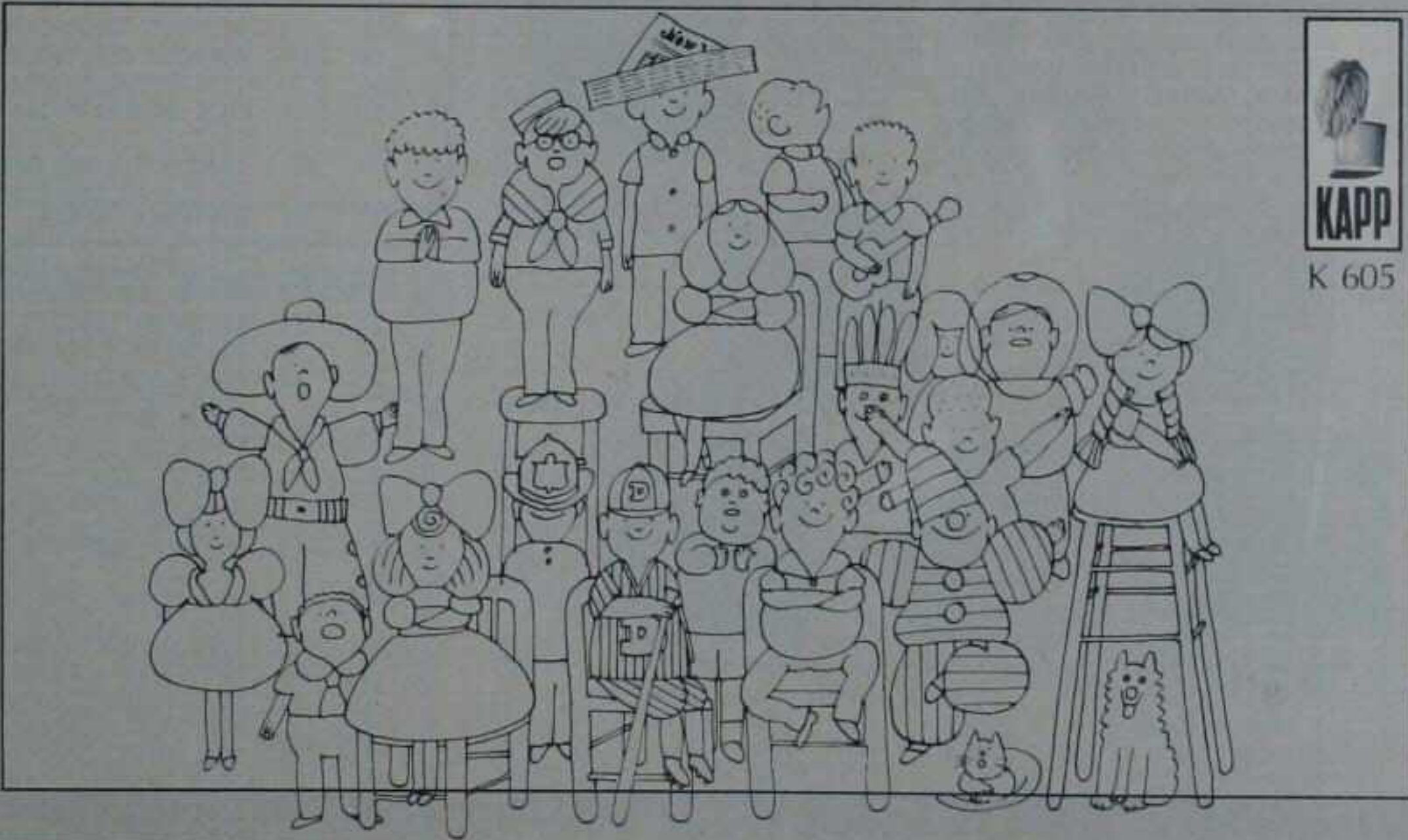


Ready for a chart-busting record?

A wonderful, wonderful song from a great new Walt Disney picture.



A SPOONFUL OF SUGAR
(HELPS THE MEDICINE GO DOWN)
from WALT DISNEY'S "MARY POPPINS"
MARY MARTIN
and the
DO-RE-MI CHILDREN'S CHORUS



Where on earth
does Kapp find
all those terrific
new singers?



White Mills, Pet Milk Team To Sponsor 'Opry' Shows

NASHVILLE—Martha White Mills and the Pet Milk Company, long-time supporters and sponsors of "Grand Ole Opry" shows, have joined forces to sponsor live "Opry" shows throughout the nation.

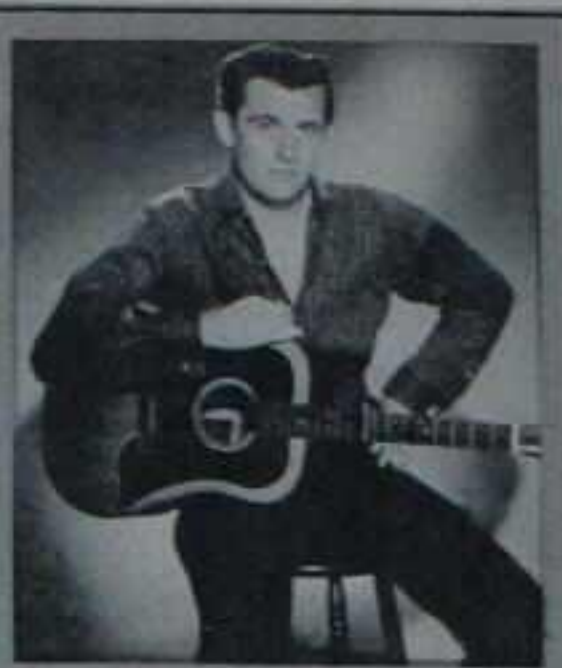
The first co-sponsored event, held in Mobile, Ala., Friday, July 17, featured Lester Flatt and Earl Scruggs, the Foggy Mountain Boys, Kitty Wells, Roy Drusky, Johnny Wright, the Tennessee Mountain Boys, and special guests Bill Phillips and Ray Pillow. The show was emceed by Jack Cardwell and Luke McDaniels, WTUF announcers. This was the first stagershow presented in the recently completed Mobile Municipal Auditorium and attracted over 7,000 people.

In honor of the occasion, the day was declared Country Music Day by official proclamation and all talent participating were made honorary citizens and given keys to the cities of Mobile and nearby Pritchard, Ala. A barbecue, free to the public, was

sponsored by Radio WTUF, Mobile, which recently changed to an all-country format. Over 6,000 people turned out for the event.

The second Martha White-Pet Milk show was held July 18 in Augusta, Ga., in co-operation with Radio WGUS. Over 6,000 people attended, making it one of the largest crowds to witness a performance in the 24-year-old Bell Auditorium, according to Josh Bedenfield, manager.

The two shows were under supervision of Joe Taylor, Martha White Mills advertising manager, who is currently in St. Louis conferring with officials concerning schedules for future shows.



MERLE KILGORE, popular Nashville songwriter and MGM recording artist, has a new release entitled "The Bell Witch" b/w "Slow Hard Way." Kilgore, writer of "Wolverton Mountain" and "Ring of Fire," was voted into the Top 10 Most Popular Songwriters last year by the disk jockeys. Kilgore is backed by the Bob Neal Agency. (Advertisement)

NASHVILLE SCENE

By ROSELLYN HUNTER

Epic artist Stan Hitchcock and Billy Sherrill, Epic's Nashville a&r man, winged back to Nashville last week after attending the Epic distributors' meeting in Miami, where they promoted Stan's latest Epic release "Old Bad." While in Miami, Stan appeared at a TV record hop along with Bobby Vinton, Adam Wade and Roy Hamilton. . . . Marvyn Hughes, Capitol's Nashville man, is taking a fast vacation to Florida. Billy Graves, assistant a&r man, is keeping things going during his absence.

Fred Foster Sound Studio has a heavy schedule, including sessions for such names as Boots Randolph, Jimmy Clanton, Leroy Van Dyke and Ronnie Self. Randolph has just returned from playing a week at Al Hirt's club in New Orleans. . . . Larry Light, half of the ABC-Paramount Light Brothers duo, is currently on a basic training tour for Uncle Sam in Columbia, S. C. . . . Brother Ronnie is hoping for release as a single artist while Larry is in the employ of the Army.

Harold Pounds, of Canada's Sparton Records, was a recent Nashville visitor. He has been working with Starday concerning the expansion of Starday

sales and releases in Canada on the Sparton label. Sparton has represented Starday in Canada since the founding of the label in 1952. . . . Nashville's BMI now has a new address, 710 16th Avenue, South. . . . Dean Greer, president of Alear Records, West Point, Va., is working on plans for another session to be held here the second week of August. . . . Thurston Moore in town from Denver. While here he made a trip to Gordon Terry's Terry Town Park in Loretto, Tenn., where featured artists were Kitty Wells, Johnny Wright and the Tennessee Mountain Boys. Thurston is handling the mail distribution for Kitty's Country Kitchen Cook Book.

Key Inks Billy Walker

NASHVILLE — Jimmy Key, of Key Talent, has announced the signing of Billy Walker, "Grand Ole Opry" and Columbia Records artist, to a long-term management contract. The addition of Walker to the Key roster gives them three top country names. Others are Jimmy Newman and Dave Dudley. Key also directs several promising newcomers to the country music field, including Linda Manning, David Price, Buddy Meredith, George Kent and Lattie Moore.



HANK THOMPSON, country and western recording artist and a member of the board of directors of the National Association of Orchestra Leaders, is shown here with two other country music satellites, Tex Ritter (left) and Johnny Cash, as he collects their checks that officially make them members of the NAOL. The photo was shot recently in Tulsa, Okla., when the three, along with other big country acts, appeared at Tulsa's new Assembly Center.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY
FOR WEEK ENDING 8/1/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	DANG ME Roger Miller, Smash 1881	9
2	2	MY HEART SKIPS A BEAT Buck Owens, Capitol 5136	19
3	3	THE COWBOY IN THE CONTINENTAL SUIT Marty Robbins, Columbia 43049	7
4	4	MEMORY #1 Webb Pierce, Decca 31617	10
5	8	I DON'T LOVE YOU ANYMORE Charlie Louvin, Capitol 5173	7
6	7	BURNING MEMORIES Ray Price, Columbia 42971	21
7	6	TOGETHER AGAIN Buck Owens, Capitol 5136	18
8	19	I LOVE TO DANCE WITH ANNIE Ernest Ashworth, Hickory 1255	7
9	20	I GUESS I'M CRAZY Jim Reeves, RCA Victor 8333	4
10	11	PASSWORD Kitty Wells, Decca 31622	10
11	5	WINE, WOMAN AND SONG Loretta Lynn, Decca 31608	14
12	10	CIRCUMSTANCES Billy Walker, Columbia 43010	15
13	13	WHERE DOES A LITTLE TEAR COME FROM George Jones, United Artists 724	7
14	12	THEN I'LL STOP LOVING YOU Browns, RCA Victor 8348	12
15	18	THE BALLAD OF IRA HAYES Johnny Cash, Columbia 43058	4
16	16	SECOND FIDDLE (To an Old Guitar) Jean Shepard, Capitol 5169	10
17	17	I'M HANGING UP THE PHONE Carl Butler & Pearl, Columbia 43030	9
18	9	LOOKING FOR MORE IN '64 Jim Nesbitt, Chart 1065	20
19	14	SORROW ON THE ROCKS Porter Wagoner, RCA Victor 8338	15
20	15	PICK OF THE WEEK Roy Drusky, Mercury 72265	13
21	25	TAKE MY RING OFF YOUR FINGER Carl Smith, Columbia 43033	7
22	22	INVISIBLE TEARS Ned Miller, Faber 128	15
23	21	I STEPPED OVER THE LINE Hank Snow, RCA Victor 8334	5
24	23	BE QUIET MIND Ditt Stephens, Reprise 0272	8
25	26	PUT YOUR ARMS AROUND HER Norma Jean, RCA Victor 8328	7
26	31	ME Bill Anderson, Decca 31630	2
27	27	SUGAR LUMP Sonny James, Capitol 5197	3
28	24	SLIPPING AROUND Marion Worth & George Morgan, Columbia 43020	13
29	37	ONE IF FOR HIM, TWO IF FOR ME David Houston, Epic 9690	4
30	30	KEEPING UP WITH THE JONESES Margie Singleton & Faron Young, Mercury 72237	21
31	34	SOMETHING I DREAMED George Jones, United Artists 724	6
32	35	BAD NEWS Johnny Cash, Columbia 43058	2
33	28	GONNA GET ALONG WITHOUT YOU NOW Skeeter Davis, RCA Victor 8347	12
34	45	SWEET ADORABLE YOU Eddy Arnold, RCA Victor 8363	3
35	33	BE BETTER TO YOUR BABY Ernest Tubbs, Decca 31614	7
36	36	BLUE GUITAR Sheb Wooley, MGM 13241	3
37	38	I'M A WALKIN' ADVERTISEMENT (For the Blues) Norma Jean, RCA Victor 8328	8
38	29	WALKIN', TALKIN', CRYIN', BARELY BEATIN' BROKEN HEART Johnny Wright & the Tennessee Mountain Boys, Decca 31593	14
39	40	CHIT AKINS, MAKE ME A STAR Don Bowman, RCA Victor 8384	2
40	39	MEET ME TONIGHT OUTSIDE OF TOWN Jim Howard, Del-Mar 1013	3
41	32	LOVE IS NO EXCUSE Jim Reeves & Dottie West, RCA Victor 8324	19
42	42	MR. AND MRS. USED TO BE Ernest Tubbs & Loretta Lynn, Decca 31643	2
43	44	GUESS WHAT, THAT'S RIGHT, SHE'S GONE Hank Williams Jr., MGM 13253	2
44	41	FROSTY WINDOW PANE Joe Penny, Sims 173	3
45	46	THE FIRST STEP DOWN Bob Jennings, Sims 161	13
45	—	RHINESTONES Faron Young, Mercury 72271	1
47	—	BLUE BIRD LET ME TAG ALONG Rose Maddox, Capitol 5186	1
48	50	OLD COURTHOUSE Faron Young, Mercury 72271	2
49	—	BLUE SMOKE Warren Smith, Liberty 55699	1
50	48	KEEP THOSE CARDS AND LETTERS COMING IN Johnny & Jonie Mosby, Columbia 43005	13

CMA List Grows

NASHVILLE—Country Music Association membership continues to soar. Applicants okayed last week by CMA's membership committee were Loudilla Johnson, Wild Horse, Colo.; Chuck Mefford, Lansing, Mich.; Melba Montgomery, Florence, Ala.; Johnny Owens, Nashville; Charles H. Rice, Overland Park, Kan.; Lynn Sandell, Orlando, Fla.; Jim Smith, Glendale, Calif.; Eddie Steward, Pasadena, Tex.; William L. Wallace, Los Angeles; Hank Williams Jr., Nashville, and Calvin L. Wills, Arlington, Tex.

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HOT COUNTRY ALBUMS

Billboard SPECIAL SURVEY
FOR WEEK ENDING 8/1/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	MOONLIGHT AND ROSES Jim Reeves, RCA Victor LPM 2854 (M); LSP 2854 (S)	9
2	3	GUITAR COUNTRY Chet Atkins, RCA Victor LPM 2783 (M); LSP 2783 (S)	26
3	6	I WALK THE LINE Johnny Cash, Columbia CL 2190 (M); CS 8990 (S)	4
4	4	MORE HANK SNOW SOUVENIRS RCA Victor LPM 2812 (M); LSP 2812 (S)	15
5	5	BEST OF BUCK OWENS Capitol T 2105 (M); ST 2105 (S)	4
6	2	ON THE BANDSTAND Buck Owens, Capitol T 1879 (M); ST 1879 (S)	30
7	8	BILL ANDERSON SINGS Decca DL 4499 (M); DL 74499 (S)	16
8	9	LORETTA LYNN SINGS Decca DL 4457 (M); DL 74457 (S)	29
9	7	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053 (M); CS 8853 (S)	30
10	13	FLATT & SCRUGGS RECORDED LIVE AT VANDERBILT UNIVERSITY Lester Flatt & Earl Scruggs, Columbia CL 2134 (M); CS 8934 (S)	18
11	11	BLUE AND LONESOME George Jones, Mercury MG 20906 (M); SR 60906 (S)	5
12	12	SAGINAW MICHIGAN Lefty Frizzell, Columbia CL 2169 (M); CS 8969 (S)	16
13	10	BUCK OWENS SINGS TOMMY COLLINS Capitol T 1989 (M); ST 1989 (S)	30
14	15	FOLK SONG BOOK Eddy Arnold, RCA Victor LPM 2811 (M); LSP 2811 (S)	21
15	14	OUR MAN IN TROUBLE Don Bowman, RCA Victor LPM 2831 (M); LSP 2831 (S)	7
16	17	STORY SONGS FOR COUNTRY FOLKS Faron Young, Mercury MG 20896 (M); SR 60896 (S)	25
17	19	PORTER WAGONER—IN PERSON RCA Victor LPM 2840 (M); LSP 2840 (S)	7
18	18	THERE STANDS THE GLASS Carl Smith, Columbia CL 2173 (M); CS 8973 (S)	5
19	16	THE BEST OF GEORGE JONES United Artists UAL 3291 (M); UAS 6291 (S)	30
20	20	NIGHT LIFE Ray Price, Columbia CL 1971 (M); CS 8771 (S)	30

COUNTRY MUSIC CORNER

By BILL SACHS

Linda Manning, of Rice Records, and her manager, Jimmy Key, of Key Talent, Nashville, were in Cincinnati Friday and Saturday (24-25), where Linda appeared on WLW's "Midwestern Hayride" Saturday night. While in Cincy, Linda and Jimmy met with WLW producers and executives regarding a proposed TV series she plans for the fall. . . . Dave Dudley is in Kansas City, Mo., this week for a four-day stand at Chestnut Inn. From there he hops into Louisiana and Texas for a string of one-nighters. Dave is currently scouting for a farm in the Nashville sector, and plans to

locate there this fall. . . . Jimmy Newman is on tour this week in Michigan and Wisconsin.

Tex Williams, now in the midst of a 10-week tour of Japan, Korea, Okinawa and the Philippines, is due back in the U. S. about Aug. 10. After a few days' visit with his wife, Dallas, and daughter, Sandy, Tex will embark on an extended tour of the Pacific Coast and Midwest, arranged by his manager, Jack E. Murrah. . . .

George Kent and his combo, the Little Wheels, following an eight-day stand at the Frontier Days Celebration, Cheyenne, Wyo.,

(Continued on page 45)



COLUMBIA ARTIST DEL REEVES (second from left) snapped as he departed Nashville recently for a two-month tour of the Orient and England. Offering bon voyage greeting are Shorty Lavender (left), of the Hubert Long Talent Agency; Walter Haynes, of Moss Rose Publications, and Hubert Long (right), head of the talent agency and publishing firm. Reeves is managed by the Long office and recently signed a long-term writer's pact with the Moss Rose firm.

August 1, 1964, BILLBOARD

THE HOT



Founded 1952



BAND WAGON of COUNTRY MUSIC ROLLS ON !!!!

5th ANNUAL SPECTACULAR SUMMER SALE & FALL RESTOCKING PLAN (Starts August 1—Ends September 30, 1964)

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SLP284 — BACK AGAIN! Pee Wee King & Redd Stewart, The Songs That Made Them Famous.



SLP283 — FINGERS ON FIRE! 16 Hot C&W Instrumentals by Flatt and Scruggs and other top names.

SLP286—Mr. & Mrs. Country Music—Joe and Rose Lee Mahris.



SLP289 — The Lewis Family Singin' in My Soul with Banjo.



SLP288—At The Fair Dukes of Paducah PLUS a Country Music Show from the Midway featuring George Jones and others.



NLP2015—Fiddlin' Country Style.



NLP2014—Stanley Brothers, Mountain Bluegrass with Banjo.



NLP2013—COWBOY COPAS. The Late and Great.



NLP2017—Nashville Steel Guitar, 14 instrumentals by Pete Drake and other top stars.

NOTE: "Economy Series" now 25 strong packages. 12 to 18 songs each LP—Full color covers—Top names. The Deal is Right—Inquiries from rack jobbers and distributors invited.

PLUS: To help Dealers make more Country Music Dollars.

1. "Country Corner" all-metal Display Racks (available Free to dealers with qualifying orders for Starday albums).
2. Country Juke Box Oldies—Prepaks or individually.
3. Co-op advertising and dated billing by arrangement with Starday distributors.
4. 100% exchange privilege—always since our founding over 12 years ago.

FREE—ON REQUEST

New Illustrated Catalogs with 200 Albums pictured in Miniature. New Listings with Complete Album Contents.

NOTE: The 1964 Plan is in two phases: August 1—6 new Starday LPs and 5 new Nashville Economy LPs. September 1—8 more Starday LPs and 10 new Oldies Singles.

Watch for further announcements

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TOP LP'S

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


This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	THE BEATLES—A HARD DAY'S NIGHT Soundtrack, United Artists UAL 3366 (M); UAS 6366 (S)	3
2	2	HELLO, DOLLY! Original Cast, RCA Victor LDC 1067 (M); LSO 1067 (S)	24
3	3	HELLO, DOLLY! Louis Armstrong, Kapp KL 1364 (M); KS 3364 (S)	12
4	5	GETZ/GILBERTO Stan Getz & Joao Gilberto, Verve V 8545 (M); V6-8545 (S)	9
5	4	FUNNY GIRL Original Cast, Capitol VAS 2059 (M); SVAS 2059 (S)	14
6	6	THE DAVE CLARK FIVE RETURN! Epic LN 24104 (M); BN 24104 (S)	7
7	7	COTTON CANDY Al Hiit, RCA Victor LPM 2917 (M); LSP 2917 (S)	11
8	8	BARBRA STREISAND/THE THIRD ALBUM Columbia CL 2134 (M); CS 8954 (S)	23
9	9	THE BEATLES' SECOND ALBUM Capitol T 2080 (M); ST 2080 (S)	15
10	10	HONEY IN THE HORN Al Hiit, RCA Victor LPM 2733 (M); LSP 2733 (S)	46
11	12	SOMETHING SPECIAL FOR YOUNG LOVERS Ray Charles Singers, Command KS 846 (M); KS 846 SD (S)	18
12	13	JOHNNY RIVERS AT THE WHISKEY A GO GO Imperial LP 9264 (M); LP 12264 (S)	7
13	11	CALL ME IRRESPONSIBLE AND OTHER HIT SONGS Andy Williams, Columbia CL 3171 (M); CS 8971 (S)	13
14	15	SHUT DOWN, VOL. 2 Beach Boys, Capitol T 2027 (M); ST 2027 (S)	17
15	14	THE PINK PANTHER Henry Mancini & His Ork, RCA Victor LPM 2793 (M); LSP 2793 (S)	17
16	21	THE ROLLING STONES London LL 3373 (M); PS 373 (S)	6
17	16	TODAY, TOMORROW, FOREVER Nancy Wilson, Capitol T 2082 (M); ST 2082 (S)	10
18	17	GLAD ALL OVER Dave Clark Five, Epic LN 24093 (M); BN 24093 (S)	17
19	22	THE BEATLES' SONG BOOK Hollywood Strings, Capitol T 2114 (M); ST 2114 (S)	7
20	20	THE BEATLES AMERICAN TOUR WITH ED RUDY Radio Pubs Best News, News Documentary 3 (M); (no Stereo)	9
21	26	MARY WELLS GREATEST HITS Motown 814 (M); (no Stereo)	10
22	23	A WORLD WITHOUT LOVE Peter and Gordon, Capitol T 2113 (M); ST 2113 (S)	5
23	19	THE BARBRA STREISAND ALBUM Columbia CL 2007 (M); CS 8807 (S)	69
24	24	DAYS OF WINE AND ROSES, MOON RIVER AND OTHER ACADEMY AWARD WINNERS Frank Sinatra, Reprise F 1011 (M); FS 1011 (S)	17
25	27	WHO'S AFRAID OF VIRGINIA WOLF? Jimmy Smith, Verve V 8583 (M); V6-8583 (S)	16
26	18	TODAY New Christy Minstrels, Columbia CL 3159 (M); CS 8939 (S)	16
27	28	THE SECOND BARBRA STREISAND ALBUM Columbia CL 2054 (M); CS 8854 (S)	47
28	32	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809 (M); CS 8409 (S)	117
29	29	YESTERDAY'S LOVE SONGS—TODAY'S BLUES Nancy Wilson, Capitol T 2012 (M); ST 2012 (S)	28
30	39	KISSIN' COUSINS Elvis Presley, RCA Victor LPM 2894 (M); LSP 2894 (S)	17
31	25	MEET THE BEATLES Capitol T 2047 (M); ST 2047 (S)	27
32	30	THE SERENDIPITY SINGERS Phillips PFM 200-115 (M); PHS 400-115 (S)	22
33	31	INTRODUCING THE BEATLES Vee Jay LP 1042 (M); SR 1042 (S)	26
34	33	MANHATTAN TOWER Robert Goulet, Columbia CL 4050 (M); CS 2450 (S)	14
35	38	FROM RUSSIA WITH LOVE Soundtrack, United Artists UAL 4114 (M); UAS 5114 (S)	14
36	35	MEET THE SEARCHERS/NEEDLES AND PINS Kapp KL 1363 (M); KS 3263 (S)	17
37	37	IT MUST HAVE BEEN SOMETHING I SAID! Smothers Brothers, Mercury MG 20904 (M); SR 40904 (S)	11
38	40	IN THE WIND Peter, Paul & Mary, Warner Bros. W 1507 (M); WS 1507 (S)	41
39	36	SHANGRI-LA Robert Maxwell, His Harp & Ork, Decca DL 4421 (M); DL 74421 (S)	16
40	42	TRINI LOPEZ AT PJ's Reprise R 4093 (M); RP-4093 (S)	55
41	41	WEST SIDE STORY Soundtrack, Columbia CL 3470 (M); CS 2070 (S)	145
42	47	MARY WELLS AND MARVIN GAYE TOGETHER Motown 613 (M); (no Stereo)	12
43	43	PETER, PAUL & MARY Warner Bros. W 1449 (M); WS 1449 (S)	119
44	44	I WISH YOU LOVE Gloria Lynne, Everest EH 5226 (M); 5088 1226 (S)	9
45	46	MONDO CANE Soundtrack, United Artists UAL 4105 (M); UAS 5105 (S)	55
46	48	LOUIE LOUIE Kingsmen, Wand 637 (M); (no Stereo)	29
47	34	BACK IN TOWN Kingston Trio, Capitol T 2081 (M); ST 2081 (S)	10
48	45	TRINI LOPEZ ON THE MOVE Reprise R 4112 (M); RS 4112 (S)	17
49	50	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 2013 (M); CS 8813 (S)	68

This Week	Last Week	Title, Artist, Label	Wks. on Chart
50	51	SPEAK TO ME OF LOVE Ray Conniff Singers, Columbia CL 2150 (M); CS 8950 (S)	10
51	52	BELAFONTE AT THE CREEK THEATRE Harry Belafonte, RCA Victor LDC 4009 (M); LSO 4009 (S)	16
52	53	BACH'S GREATEST HITS Creative Swingle Singers, Philips PFM 200-097 (M); PHS 400-097 (S)	41
53	56	PETE FOUNTAIN'S NEW ORLEANS AT MIDNIGHT Coral CRL 57429 (M); CRL 757429 (S)	8
54	55	ENCORE John Gary, RCA Victor LPM 2804 (M); LSP 2804 (S)	24
55	66	CHARADE Henry Mancini & His Ork, RCA Victor LPM 2755 (M); LSP 2755 (S)	32
56	81	I LOVE YOU MORE AND MORE EVERY DAY/TEARS AND ROSES Al Martino, Capitol T 2107 (M); ST 2107 (S)	6
57	59	LITTLE CHILDREN Billy J. Kramer with the Dakotas, Imperial LP 9267 (M); LP 12267 (S)	7
58	70	DON'T LET THE SUN CATCH YOU CRYING Gerry & the Pacemakers, Laurie LLP 2024 (M); (no Stereo)	4
59	57	JACK JONES' WIVES AND LOVERS Kapp KL 1352 (M); KS 3352 (S)	32
60	75	BEWITCHED Jack Jones, Kapp KL 1345 (M); KS 3345 (S)	7
61	67	CHUCK BERRY'S GREATEST HITS Chess 1485 (M); (no Stereo)	9
62	72	MOONLIGHT AND ROSES Jim Reeves, RCA Victor LPM 2854 (M); LSP 2854 (S)	8
63	63	ROY ORBISON'S GREATEST HITS Monument MLP 8000 (M); (no Stereo)	101
64	38	THE FABULOUS VENTURES Dolton BLP 2029 (M); BST 8029 (S)	3
65	58	JOAN BAEZ IN CONCERT Vanguard VRS 9112 (M); V10 2122 (S)	93
66	49	TOM JONES Soundtrack, United Artists UAL 4113 (M); UAS 5113 (S)	20
67	76	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133 (M); CS 8434 (S)	326
68	68	EARLY HITS OF 1964 Lawrence Walk, Dot DLP 3572 (M); DLP 3572 (S)	17
69	80	RITA PAVONE RCA Victor LPM 2900 (M); LSP 2900 (S)	7
70	83	ROBIN AND THE 7 HOODS Soundtrack, Reprise T 2021 (M); FS 2021 (S)	3
71	79	MOVING Peter, Paul & Mary, Warner Bros. W 1473 (M); WS 1473 (S)	81
72	74	MARVIN GAYE GREATEST HITS Tamla 352 (M); (no Stereo)	10
73	71	CAMELOT Original Cast, Columbia KOL 5430 (M); KOS 3031 (S)	184
74	77	RAMBLIN' New Christy Minstrels, Columbia CL 3053 (M); CS 8853 (S)	50
75	92	READY OR NOT... HERE'S GODFREY CAMBRIDGE Epic FLM 13101 (M); (no Stereo)	4
76	69	THE SWINGLE SINGERS GOING BAROQUE Phillips PFM 200-124 (M); PHS 400-124 (S)	10
77	73	LAWRENCE OF ARABIA Soundtrack, Colpix CP 314 (M); SCP 314 (S)	75
78	54	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053 (M); CS 8853 (S)	54
79	90	REFLECTING Oed Mitchell Trio, Mercury MG 20891 (M); SR 40891 (S)	22
80	60	AIN'T THAT GOOD NEWS Sam Cooke, RCA Victor LPM 2899 (M); LSP 2899 (S)	18
81	99	PRESENTING: THE BACHELORS London LL 3333 (M); PS 333 (S)	7
82	87	THE MANY SIDES OF THE SERENDIPITY SINGERS Phillips PFM 200-134 (M); PHS 400-134 (S)	6
83	64	REFLECTIONS Peter Hons, RCA Victor LPM 2853 (M); LSP 2853 (S)	9
84	61	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1849 (M); CS 8449 (S)	109
85	65	CATCH A RISING STAR John Gary, RCA Victor LPM 2745 (M); LSP 2745 (S)	39
86	62	I'LL SEARCH MY HEART Johnny Mathis, Columbia CL 2143 (M); CS 8943 (S)	13
87	85	THE NEW CHRISTY MINSTRELS Columbia CL 1872 (M); CS 8472 (S)	88
88	93	JOAN BAEZ IN CONCERT, PART 2 Vanguard VRS 9113 (M); V10 2123 (S)	35
89	84	HIGH SPIRITS Original Cast, ABC-Paramount ABC-OC-1 (M); ABCS-OC-1 (S)	12
90	97	BOOTS RANDOLPH'S YAKETY SAX Monument MLP 8002 (M); MLP 18002 (S)	21
91	91	WE SHALL OVERCOME Pete Seeger, Columbia CL 2101 (M); CS 8901 (S)	34
92	100	THE DUSTY SPRINGFIELD ALBUM Phillips PFM 200-132 (M); PHS 400-132 (S)	6
93	96	THE BEST OF BUCK OWENS Capitol T 2105 (M); ST 2105 (S)	3
94	94	THE LETTERMEN LOOK AT LOVE Capitol T 2083 (M); ST 2083 (S)	7
95	89	SWEET & SOUR TEARS Ray Charles, ABC-Paramount ABC 480 (M); ABCS 480 (S)	20
96	82	TODAY'S ROMANTIC HITS/FOR LOVERS ONLY, VOL. 2 Jackie Gleason, Capitol W 2034 (M); TW 2034 (S)	9
97	106	DEAD MAN'S CURVE/THE NEW GIRL IN SCHOOL Jan & Dean, Liberty LRP 3241 (M); LST 7241 (S)	11
98	116	THE UNSINKABLE MOLLY BROWN Soundtrack, MGM E 4232 (M); SE 4232 (S)	3
99	111	HOW THE WEST WAS WON Soundtrack, MGM YES (M); YES (S)	68
100	98	HOLLYWOOD—MY WAY Nancy Wilson, Capitol T 1924 (M); ST 1924 (S)	52

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	—	ALL SUMMER LONG Beach Boys, Capitol T 2110 (M); ST 2110 (S)	1
102	122	TELL ME WHY Bobby Vinton, Epic LN 24113 (M); BN 24113 (S)	2
103	86	SHOWTIME James Brown & His Ork, Smash MAG 27554 (M); (no Stereo)	13
104	120	FADE OUT—FADE IN Original Cast, ABC-Paramount ABC-OC-3 (M); ABCS-OC-3 (S)	2
105	95	THE NEVER ENDING IMPRESSIONS ABC-Paramount ABC 448 (M); ABCS 448 (S)	19
106	149	THE WONDERFUL WORLD OF MAKE BELIEVE Johnny Mathis, Mercury MG 20912 (M); SR 40912 (S)	2
107	101	PAINTED, TAINTED ROSE Al Martino, Capitol T 1973 (M); ST 1973 (S)	43
108	104	WISH SOMEONE WOULD CARE Irma Thomas, Imperial LP 9266 (M); LP 12266 (S)	6
109	114	SOUL SERENADE King Curtis, Capitol T 2095 (M); ST 2095 (S)	8
110	78	DAWN (Go Away) AND 11 OTHER GREAT SONGS 4 Seasons, Philips PFM 200-124 (M); PHS 400-124 (S)	19
111	108	BY REQUEST Brenda Lee, Decca DL 4509 (M); DL 74509 (S)	8
112	107	GREAT VOICES OF THE CENTURY Various Artists, Angel NP 4 (M); (no Stereo)	15
113	105	WHEN LIGHTS ARE LOW Tony Bennett with Ralph Sharon Trio, (no Stereo)	11
114	115	DISCOVERY!! Vikki Carr, Liberty LRP 3234 (M); LST 7234 (S)	3
115	—	THE CONCERT SOUND OF HENRY MANCINI RCA Victor LPM 2897 (M); LSP 2897 (S)	1
116	102	DANCE DISCOTHEQUE Various Artists, Decca DL 4334 (M); DL 74534 (S)	6
117	134	I WALK THE LINE Johnny Cash, Columbia CL 2190 (M); CS 8990 (S)	2
118	—	I DON'T WANT TO BE HURT ANYMORE Nat King Cole, Capitol T 2118 (M); ST 2118 (S)	1
119	119	THE FIRST NINE MONTHS ARE THE HARDEST Lee Weierich & Joyce Johnson, Capitol T 2024 (M); ST 2024 (S)	4
120	113	FOREVER Pete Drake, Smash MAG 27553 (M); SR 47053 (S)	14
121	132	GOLDEN HITS OF THE FOUR SEASONS Vee Jay LP 1045 (M); SR 1045 (S)	44
122	123	TENDER IS THE NIGHT Johnny Mathis, Mercury MG 20890 (M); SR 40890 (S)	25
123	125	CALL ME IRRESPONSIBLE AND THE JACK JONES HITS Kapp KL 1328 (M); KS 3328 (S)	18
124	118	THERE! I'VE SAID IT AGAIN Bobby Vinton, Epic LN 24081 (M); BN 24081 (S)	27
125	131	MOMS Moms Mabley, Chess 1486 (M); (no Stereo)	3
126	133	A NEW PERSPECTIVE Donald Byrd Band & Voices, Blue Note LP 4124 (M); BST 84124 (S)	4
127	124	JOAN BAEZ, VOL. I Vanguard VRS 9078 (M); V10 2077 (S)	127
128	147	LITTLE DEUCE COUPE Beach Boys, Capitol T 1998 (M); ST 1998 (S)	33
129	130	MOMS MABLEY OUT ON A LIMB Mercury MG 20889 (M); SR 40889 (S)	23
130	127	HEAR! HEAR! Searchers, Mercury MG 20914 (M); SR 40914 (S)	7
131	129	A LETTERMEN KIND OF LOVE Capitol T 2012 (M); ST 2012 (S)	26
132	112	LIVING A LIE Al Martino, Capitol T 2040 (M); ST 2040 (S)	26
133	137	BOYS, BOYS, BOYS Lesley Gore, Mercury MG 20901 (M); SR 40901 (S)	3
134	140	ENCHANTED WORLD OF FERRANTE & TEICHER United Artists UAL 3275 (M); UAS 4275 (S)	3
135	109	ALLAN IN WONDERLAND Allan Sherman, Warner Bros. W 1529 (M); WS 1529 (S)	17
136	117	THE MANY MOODS OF TONY Tony Bennett, Columbia CL 2141 (M); CS 8941 (S)	24
137	135	OLIVER Original Cast, RCA Victor LDC 3004 (M); LSO 3004 (S)	92
138	—	THE GREAT YEARS Johnny Mathis, Columbia CL 34 (M); CS 834 (S)	1
139	136	MY FAIR LADY Original Cast, Columbia OL 3090 (M); OS 2013 (S)	404
140	—	PRAYER MEETING Jimmy Smith, Blue Note 4164 (M); 84164 (S)	1
141	146	MARY WELLS SINGS MY GUY Motown M 617 (M); (no Stereo)	2
142	110	THE SINGING NUN Phillips PCC 303 (M); PCC 403 (S)	39
143	144	BILL BLACK'S COMBO PLAYS TUNES BY CHUCK BERRY Hi HL 12017 (M); SHL 32017 (S)	4
144	145	TALL COOL ONE Wallers, Imperial LP 9243 (M); LP 12243 (S)	6
145	139	I LOVE YOU BECAUSE Al Martino, Capitol T 1913 (M); ST 1913 (S)	60
146	—	CONNIE FRANCIS SINGS SONGS FROM LOOKING FOR LOVE MGM E 4229 (M); SE 4229 (S)	1
147	103	THE SHELTER OF YOUR ARMS Sammy Davis Jr., Reprise R 4114 (M); RS 4114 (S)	18
148	—	AIN'T NOTHING YOU CAN DO Bobby Blue, Duke DLP 78 (M); (no Stereo)	1
149	—	BACH TO THE BLUES Sammy Davis Jr., Argo LP 722 (M); S 722 (S)	3
150	—	ROGER AND OUT Roger Miller, Smash MAG 27049 (M); SR 47049 (S)	5

WHAT DOES A PAGE FULL OF MONEY LOOK LIKE???

STEVIE
AT THE BEACH



STEVIE WONDER

"FINGERTIPS Pt. 2" (The Supremes)
 "HEAT WAVE" (The Supremes)
 "YOU LOST THE SWEETEST BOY" (The Supremes)
 "HITCHHIKE" (The Supremes)
 "PLAYBOY" (The Supremes)
 "I GOTTA DANCE TO KEEP FROM CRYING" (The Supremes)
 "THE LOVELIGHT IN HIS EYES" (The Supremes)
 "LEAVING HERE" (The Supremes)
 "SWEET DREAMS" (The Supremes)
 "I WANT A LOVE I CAN SEE" (The Supremes)
 "BYE BYE BABY" (The Supremes)
 "AS LONG AS I KNOW HE'S MINE" (The Supremes)
 "BUTTERED POPCORN" (The Supremes)
 "GREETINGS" (The Supremes)
 "JUST LOVING YOU" (The Supremes)
 "I'LL HAVE TO LET HIM GO" (The Supremes)

TAMLA 255

VOL. 2 OF 16 ORIGINAL BIG HITS

"FINGERTIPS Pt. 2"	"HEAT WAVE"	"YOU LOST THE SWEETEST BOY"	"HITCHHIKE"
"PLAYBOY"	"I GOTTA DANCE TO KEEP FROM CRYING"	"THE LOVELIGHT IN HIS EYES"	"LEAVING HERE"
"SWEET DREAMS"	"I WANT A LOVE I CAN SEE"	"BYE BYE BABY"	"AS LONG AS I KNOW HE'S MINE"
"BUTTERED POPCORN"	"GREETINGS"	"JUST LOVING YOU"	"I'LL HAVE TO LET HIM GO"


TAMLA 256



BRENDA HOLLOWAY
every little bit hurts

I'VE BEEN GOOD TO YOU DEPEND ON ME
 LAND OF A THOUSAND BOYS SUDDENLY
 TOO PROUD TO CRY A FAVOR FOR A GIRL
 EMBRACEABLE YOU UNCHAINED MELODY
 EVERY LITTLE BIT HURTS CAN I
 WHO'S LOVING YOU SAD SONG

TAMLA 257



WHEN I'M ALONE I CRY
MARVIN GAYE

You've Changed
 I Was Telling Her About You
 I Wonder
 I've Grown Accustomed To Her Face
 Because Of You
 When Your Lover Has Gone
 When I'm Alone I Cry
 If My Heart Could Sing
 I Don't Know Why
 I'll Be Around

TAMLA 251

HITS ARE OUR BUSINESS... AND YOURS
MOTOWN RECORD CORP

2648 West Grand Blvd.
Detroit, Mich.

AUSTRALIA

(Courtesy Music Maker, Sydney)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	A HARD DAY'S NIGHT	The Beatles (Parlophone)—Leeds
2	2	YOU'RE MY WORLD	Cilla Black (Parlophone)—Belinda
3	—	LONG TALL SALLY	The Beatles (Parlophone)—Boosey & Hawkes
4	7	TELL IT ON THE MOUNTAIN	Peter, Paul & Mary (Warner Bros.)—Allans
5	3	HELLO DOLLY	Louis Armstrong (Kapp)—Chappell
6	5	RISE AND FALL OF FLINGE BUNT	The Shadows (Columbia)—Belinda
7	6	SOMEONE SOMEONE	Brian Poole & the Tremeloes (Decca)
8	4	CAN'T BUY ME LOVE	The Beatles (Parlophone)—Leeds
9	10	OH! ROCK MY SOUL	Peter, Paul & Mary (Warner Bros.)—Allans
10	1	POISON IVY	Billy Thorpe & the Aztecs (Linda Lee)—Aberbach
11	8	LOVE ME WITH ALL YOUR HEART	Ray Charles Singers (Festival)
12	—	CONSTANTLY	Cliff Richard (Columbia)—D. Davis
13	1	BOYS	The Beatles (Parlophone)—Castle
14	9	YESTERDAY'S HERO	Gene Pitney (United Artists)—Belinda
15	12	ALL MY LOVING	The Beatles (Parlophone)—Leeds

BRITAIN

(Courtesy New Musical Express, London)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	A HARD DAY'S NIGHT	The Beatles (Parlophone)—Northern Songs, Ltd.
2	2	IT'S ALL OVER NOW	*Rolling Stones (Decca)—Kags Music
3	1	HOUSE OF THE RISING SUN	*Animals (Columbia)—Keith Prowse Music
4	3	HOLD ME	P. J. Proby (Decca)—Campbell Connelly
5	16	I JUST DON'T KNOW WHAT TO DO WITH MYSELF	*Dion (Decca)—December
6	7	I WON'T	Jim Reeves (Burlington)
7	13	ON THE BEACH	Richard (Columbia)—Elstree/Shadows
8	5	YOU'RE NO GOOD	*Swinging Blue Jeans (HMV)—E. H. Morris
9	6	SOMEONE	*Brian Poole and the Tremeloes (Decca)—Burlington Music
10	10	KISSIN' COUSINS	Elvis Presley (RCA)—December Music
11	—	CALL UP THE GROUPS	*Barron Knights (Columbia) Songs/Ardmore & Beechwood/Keith Prowse/Sherwin
12	4	IT'S OVER	Roy Orbison (London)—Acuff-Rose
13	26	TOBACCO ROAD	*Nashville Teens (Decca)—Southern Music
14	8	HELLO DOLLY	Louis Armstrong (London)—Chappell
15	12	LONG TALL SALLY (EP)	*Beatles (Parlophone)—Southern/Northern Songs/Essex/Aberbach
16	—	SOMEDAY WE'RE GONNA LOVE AGAIN	*Searchers (Pye)—Toby Music
17	8	RAMONA	*Bachelors (Decca)—Francis, Day & Hunter
18	19	HELLO DOLLY	*Frankie Vaughan (Philips)—Chappell
19	23	WISHIN' AND HOPIN'	*Merseybeats (Fontana)—Belinda/London
19	17	SWEET WILLIAM	*Millie (Fontana)—Keith Prowse Music
21	10	NOBODY I KNOW	*Peter and Gordon (Columbia)—Northern Songs, Ltd.
22	15	MY GUY	Mary Wells (Stateside)—Belinda Music
23	—	NEAR YOU	Migil Five (Pye)—Bregman, Vocco & Conn
24	27	LIKE DREAMERS DO	*Applejacks (Decca)—Northern Songs, Ltd.
25	14	CAN'T YOU SEE THAT SHE'S MINE	Dave Clark Five (Columbia)—Ardmore & Beechwood

26	—	DO WAH DIDDY DIDDY	Manfred Mann (HMV)—West One Music
27	—	HELLO DOLLY	*Kenny Ball (Pye)—Chappell
28	—	I GET AROUND	Beach Boys (Capitol)
29	21	CHAPEL OF LOVE	Dixie Cups (Pye Int.)—December Music
30	—	A HARD DAY'S NIGHT (LP)	Beatles (Parlophone)—Northern Songs, Ltd.

CHILE

This Week	Last Week	Title	Artist
1	3	NATALIE	Gilbert Beaud (Odeon)
2	1	COMO TE EXTRANO MI AMOR	Leo Dan (CBS); Willy Monti (Demon)
3	—	FIEBRE RITMICA	Pat Henry
4	6	AL PASAR ESA EDAD	Red Juniors (Polydor)
5	—	PEQUENO AMORCITO	Gloria Benavides
6	—	OJALA SEA ESTA NOCHE	The Pink Panther—Mike Clifford (UA); Plas Johnson (Capitol); Miranda Martino (RCA); Bambi (CRC)
7	5	QUIERO SER TU PRIMER AMOR	Rodolfo Alvarado (RCA)
8	10	LA PAREJA	Chico Novarro (RCA)
9	—	UN GRAN AMOR	Carr Twins (Odeon)
10	4	QUIEREME	Beatles (Odeon)

COLOMBIA

(Courtesy Mundo Musical)

This Week	Last Week	Title	Artist
1	2	KARAKATIS-KI	Pedro Laza (Fuentes); Billos Caracas Boys (Tropical); Tony Camargo (RCA); Los Melodicos (Discomoda); Los Trotamundos (Zeida); La Sonora Marinera (Merengue)
2	—	ALMA NEGRA	Gabriel Raymond (Lyra)
3	9	FANNY	Leo Dan (CBS); Los Teen Agers (Zeida); Kike Martino (Virrey); Los Golden Boys (Merengue)
4	—	AZUCENO-COVENAS	Noel Petro (Sonolux)
5	6	LAMENTO BORINCANO	Daniel Santos (RCA)
6	—	NO ME TOQUEN ESE VALS	Carmen Trajano (Ondina); Adela Canales (Orfeon)
7	1	QUIEN TIENE TU AMOR	Juan Goday & Alfredo De Angelis (Odeon); Angel Vargas (RCA); Los Panchos (CBS); Johnny Albino (Orfeon); Los Golden Boys (Merengue)
8	—	DEBLITO VIEJO (LP)	Garzon & Collazos (Sonolux)
9	—	—	Leo Dan (CBS); S. Mostroza (RCA); Los Teen Agers (Zeida); Kike Martino (Virrey)
10	—	UN SAXOFON DISTINTO (LP)	Bob Fleming (Musidisc)

DENMARK

(Courtesy Quan)

This Week	Last Week	Title	Artist
1	—	LONG TALL SALLY	Beatles (Odeon)—Belinda
2	—	KISSIN' COUSINS	Elvis Presley (RCA)—Belinda
3	—	ROLL OVER BEETHOVEN	Beatles (Odeon)—AB Succesmelodic
4	—	NU REPSEJ JEB HJEM (DETROIT CITY)	*Gustav Winckler (Sonet)—Belinda
5	—	MY BOY LOLLIPOP	Millie (Fontana)—Imudico
6	—	I LOVE YOU BECAUSE	Jim Reeves (RCA)—Multitone
7	—	SUSPICION	Terry Stafford (London)—Elvis Presley (RCA)—Belinda
8	—	AIN'T SHE SWEET	Beatles (Polydor)—Bens Music AB
9	—	CONSTANTLY	Cliff Richard (Columbia)—Stockholms Musikprod.
10	—	SHIMMY SHIMMY	*Weedons (Sonet)

FLEMISH BELGIUM

(Courtesy Juke Box Magazine)

This Week	Last Week	Title	Artist
1	1	QUAND LES ROSES	*Adamo (Pathe)—Ardmore & Beechwood
2	3	HEY BOBBA NEEDLE	Chubby Checker (Cameo-Parkway)—Belindamusic

3	2	DRAAI 797204	Will Tura (Palette)—Southern
4	—	SI JAMAIS	*Adamo (Pathe)—Ardmore & Beechwood
5	4	DICHT BIJ JOU CHERIE	*John Larry (Polydor)—Ardmore & Beechwood
6	—	IT'S OVER	Roy Orbison (London)—Acuff-Rose
7	—	MY GUY	Mary Wells (Motown)—Belindamusic
8	9	SUSPICION	Elvis Presley (RCA)—Belindamusic
9	5	WE GOTTA STOP	Liliane
10	—	MY BOY LOLLIPOP	Laura Lee (Moonglow)—Chappell

Alternates with French (Walloon) chart.

FRANCE

*Denotes local origin

Week Ending	Title	Artist	
July 13	1	UNA LACRIMA SUL VISO	Bobby Solo (Festival)—Ed. Cavavalle
	2	PARIS TU M'AS PRIS DANS TES BRAS	*Enrico Macias (Pathe)—Ed. Tutti
	3	A TOI DE CHOISIR	Richard Anthony (Columbia)—Ed. Chappell
	4	MA VIE	*Alain Barriere (RCA)—Ed. Tutti
	5	POURTANT TU M'AIMES	*Francoise Hardy (Vogue)—Ed. Vogue
	6	DES QUE LE PRINTEMPS	Hugues Aufray (Barclay)—Ed. J. Plante
	7	SHA LA LA	Sylvie Vartan (RCA)—Ed. Vogue
	8	HELLO DOLLY	Petula Clark (Vogue)—Ed. Chappell
	9	ZORRO EST ARRIVE	Henri Salvador (Rigolo)—Ed. Pigalle
	10	STEPHANIE	*Leny Escudero (Bel Air)—Ed. Chappell

HOLLAND

(Courtesy Platennieuws)

This Week	Last Week	Title	Artist
1	1	CONSTANTLY	Cliff Richard (Columbia)—World Music
2	3	ALL MY LOVING	The Beatles (Parlophone)—Basart
3	2	DE WINTER WAS LANG	Willeke Alberti (Philips)—Basart
4	4	VOUS PERMETTEZ, MONSIEUR	Adamo (Pathe)—Anagon Music
5	6	QUAND LES ROSES	Adamo (His Master's Voice)—Anagon Music
6	5	LONG TALL SALLY	The Beatles (Parlophone)
7	9	HELLO DOLLY	Louis Armstrong (Kapp)—Chappell
8	10	I LOVE YOU BABY	Freddie and the Dreamers (Columbia)
9	8	LA MAMMA	Corry Brokken (Philips)—Editions Altona
10	7	CAN'T BUY ME LOVE	The Beatles (Parlophone)—Basart

HONG KONG

This Week	Last Week	Title	Artist
1	2	NON HO L'ETA	Gigliola Cinquetti (Diamond)
2	3	A HARD DAY'S NIGHT	The Beatles (Parlophone)—Northern Sounds
3	4	HELLO DOLLY	Louis Armstrong (Kapp)—E. H. Morris
4	—	LONG TALL SALLY	The Beatles (Parlophone)—Northern Sounds
5	1	LITTLE PEANUT SHELL	The Fabulous Echoes (Diamond)—Jim Skip Music
6	5	I SAW HER STANDING THERE	The Beatles (Parlophone)—Northern Sounds
7	6	LOVE ME WITH ALL YOUR HEART	The Ray Charles Singers (Command)—Peer Intl.
8	7	I BELIEVE	The Bachelors (Decca)
9	8	KISSIN' COUSINS	Elvis Presley (RCA Victor)—Gladys Music
10	—	ON THE BEACH	Cliff Richard and the Shadows (Columbia)—Elstree-Shadows Music

ITALY

(Courtesy Musica e Dischi, Milan)

This Week	Last Week	Title	Artist
1	1	IL PROBLEMA PIU' IMPORTANTE	*Adriano Celentano (Clan)
2	3	IN GINOCCHIO DA TE	*Gianni Morandi (RCA)

3	2	AMORE SCUSAMI	*John Foster (Style)
4	4	CIN CIN	Richard Anthony (Columbia)
5	8	SEI DIVENTATA NERA	*Marcellos Ferial (Durium)
6	5	CON TE SULLA SPIAGGIA	*Nico Fidenco (RCA)
7	6	E' L'UOMO PER ME	Mina (Ri Fi)
8	10	FROM ME TO YOU	Beatles (Parlophon)
9	9	CREDI A ME	*Bobby Solo (Ricordi)
10	12	SCRIVI!	*Rita Pavone (RCA)
11	—	UN BUCO NELLA SABBIA	*Mina (Ri Fi)
12	7	LA NOTTE E' FATTA PER AMARE	Neil Sedaka (RCA)
13	11	ANGELITA DI ANZIO	*Marcellos Ferial (Durium)
14	—	QUELLI CHE HANNO UN CUORE	Petula Clark (Vogue)
15	14	CHI VEDE TE	Gene Pitney (UA)

JAPAN

(Courtesy Utamatic, Tokyo)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	TOKYO BLUES	*Nishida Sachiko (Polydor)—JASRAC
2	2	MOVIN'	The Astronauts (Victor)—Folster
3	6	ORE WA OMAE NI YOWAINDA	*Ishihara Yujiro (Teichiku)—JASRAC
4	3	KIMIDAKE O	*Saigo Teruhiko (Crown)—JASRAC
5	4	SASURAI	*Katsumi Shigeru (Toshiba)—JASRAC
6	5	SAVE THE LAST DANCE FOR ME	Koshiji Fubuki (Toshiba)—Aberbach
7	7	VIVA LAS VEGAS	Elvis Presley (Victor)—Aberbach
8	9	I WANT TO HOLD YOUR HAND	The Beatles (Odeon)—Toshiba
9	—	KISS ME QUICK	Elvis Presley (Victor)—Aberbach
10	—	NANGOKU NO YORU	Backy Shirakata (Teichiku); Ohashi Setuso (Columbia)—JASRAC

MEXICO

(Courtesy Audiomusica)

*Denotes local origin

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

PERU

(Courtesy Diario La Prensa, Lima)

This Week	Last Week	Title	Artist
1	1	COMO TE EXTRANO MI AMOR	Leo Dan (Columbia)
2	3	LITA	Leo Dan (Columbia)
3	2	CRISTINA	Pepe Miranda (Virrey)
4	5	I SAW HER STANDING THERE	The Beatles (Odeon)
5	4	BEATRIZ	Koko Montana (Sono Radio)
6	8	TE PIDO—QUE ME GUIES	Leo Dan (Columbia); Carlos Pickling (MAG)
7	7	ESTA NOCHE	Silviano (Philips); Los Morunos (Sono Radio); Cesar Altamirano (MAG); Fernando Bald (Sol); Pedrito y su Ritmo (Odeon)
8	6	AMOR MISTERIOSO	Duo Dinamico (Odeon); P. Carrasco (Sono Radio)
9	9	VIVA LAS VEGAS	Elvis Presley (RCA)
10	10	TORIBIO CARAMBOLA	Trio Servando Diaz (Maype)

PHILIPPINES

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

SOUTH AFRICA

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

YUGOSLAVIA

(All Releases on Jugoton Label)

June 1964	Title	Artist
1	CRVENE RUZE	Ivica Serfezi
2	RITAM KISE	Zdenka Vuckovic
3	BALADA	Ana Stefok
4	BEZ MAJKE	Ana Stefok
5	PESMA MAJCI	Slavko Perovic and the Tenori Trio
6	KRALJ PAJACA	Zdenka Vuckovic
7	GOLUBOVI	Ivo Robic
8	NON CAPITO	Stane Mancini
9	VESLAJ	G. Novak and M. Novosel
10	SUKIYAKI	Jimmy Stanic

Sydney Publisher Acquires Stations

SYDNEY — John Fairfax, Ltd., publisher of two of Sydney's daily newspapers, The Sydney Morning Herald and The Sun, has purchased the Australian Investments of Associated Television Limited of London. The purchase involves substantial interests in Australian radio and television stations.

The sale includes the transfer of interests in the Macquarie Broadcasting Network radio stations 2GB, Sydney; 3AW, Melbourne; 5DN, Adelaide; 2CA, Canberra; 2WL, Wollongong; 2LF, Young; 2LT, Lithgow, and television stations ATN, Sydney; QT

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“STAY AWAKE”

IS A REAL SLEEPER!

IT'S FROM

THE GREAT NEW WALT DISNEY FILM

“MARY POPPINS”

PLUS

“A SPOONFUL OF SUGAR”

(MARY POPPINS' SONG)

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coming . . .



WARNER BROS. reprise

A TREMENDOUS HIT!!!

THE BACHELORS "I BELIEVE"

London 9672



CHUM a Chum To Torontonian

TORONTO — A 27-year-old resident of a Toronto suburb may owe his life to radio-CHUM. Recently, Sterling Allison experiencing a shimmy in his auto as he drove it away from a repair shop suddenly heard his name over the car radio.

"Sterling Allison this is a life or death announcement. Stop your car immediately! the radio warned. Allison did. He soon learned a mechanic at the garage had discovered that the nuts had been left off the bolts of the car's steering column and remembering that Allison's car radio had been set at 1050, he placed a call to CHUM for assistance.

Get OK for Station

AUSTIN — Construction began last week with the Federal Communications Commission approval of the sale of KHFI-FM to the ownership of the Southwest Republic Corporation, according to Rod Kennedy, station manager.

The corporation, composed of nine local businessmen, has plans for a combined AM-FM-TV radio and TV operation, Kennedy said.

WBOF Is Bought

VIRGINIA BEACH — This ocean resort's only radio station, WBOF, off the air since February, will be given a new lease on life with purchase of the 5,000 watt this month by Richmond attorney Braxton Valentine and communications executive Arthur W. Arundel, owner of WAVA AM-FM, Arlington, Va., and WXVA, Charles Town, W. Va., and licensee of WARR-FM, Warrenton, Va.

PROGRAMMING NEWSLETTER

Stations Should Chart Course

By BILL GAVIN
Contributing Editor

AMONG THE THOUSANDS of stations programming popular music, it has become a custom to have a playlist of single records from which all program selections are made. At the top of the list are the hits. These may number all the way from 5 to 50 — or even more—but the preferred number is 40. These are records which are reported to be in greatest demand at the record stores and/or on the station's telephones. Also on the playlists, in addition to the top hits, are numerous other records, selected for the most part on the basis of someone's judgment as to their likelihood of becoming hits. Most stations require more frequent plays from the hit group, on the assumption that their proven demand in sales and requests assures their greater acceptability to radio listeners.



Of late, there appears to be a growing interest in shorter hit lists and even shorter playlists. Broadcasters are beginning to question the supposed magic in the No. 40. In a large city, the top five singles may sell 25,000 per week, while the bottom 10 on the local charts will do well to total 2,000 sales among them. More and more radio's chart makers are complaining about the difficulty in making up a list of 40 bona fide hits. The discrepancy between the top five and the bottom 10 or 15, in terms of retail sales, is so vast as to raise serious doubts about putting these records on the same list.

THE LOWER HALF of the top 40 charts contains three kinds of records: (1) former top hits that are nearing the end of their popularity span; (2) strong gainers that are headed for the top 10; and (3) limited sales items that sell enough to rate a number but never enough to break into the top 20. Rating and playing these different items strictly according to their chart numbers is obviously to ignore the degree of listener appeal, shown by chart movement and direction. Operators of a top 40 formula who have treated their charts as weekly chapters of holy writ have found their programming vulner-

able to competitors who emphasize the dynamic movement shown by the weekly sales reports.

There are also those occasional instant hits which are obvious smashes from the very first few days of airplay, but which must wait for two weeks before penetrating the statistical road blocks of the "survey" in order to be accorded the dignity of a chart number. Any music director worth his salary can tell by initial sales reports from a few stores when any of his picks are destined for high chart action. And yet so deeply rooted a tribal ritual has the top 40 chart become that no record can be treated as a hit until an arithmetical hocus-pocus assigns it a number of 40 or less.

What is a hit? Are there really 40 hit records in a market—local or national—at any one time? Why not 20? or 50? or 100? By the time a record has peaked at No. 1 on your chart, how many of your listeners are already getting tired of hearing it on your station? By the time it has dropped back down to No. 39, how many more listeners find it boring? If you cut your chart down to 30—or even 20—what else are you going to play in order to space out a stagnant monotony of repetition?

SOME STATIONS feature a "countdown" of their complete top 40 records during a daily three-hour stretch. Many others "unveil" the new survey once or twice a week. In a few cases, the new survey doesn't go on the air until four or five days after it has been taken. Whenever I hear one of these statistical monstrosities on the air, I can't help wondering how many listeners are fascinated to learn that last week's No. 15 record is now No. 25. It has always struck me as remarkable that no station has tried utilizing this air time by playing only those records that are moving up, plus, perhaps, the top five.

The station that shortens its list starts off with one obvious advantage. It reduces the amount of time and space given over to mathematical mummery. A second advantage is that the tired old hits disappear sooner. A third advantage is the more frequent repetition of the stronger new hits.

On the other hand, the short list, with its almost inescapable repetition of every record every three hours, runs the risk of offering little

(Continued on page 43)

The BIG One!

I SURRENDER DEAR

NINO TEMPO and APRIL STEVENS
(Atco)

MILLS MUSIC, INC.

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

1

...OK...the Jackie Ross "Selfish - One" and Chuck's "You Never Can Tell" are definite hits. All agreed?

2

... What? 1903 and 1906...?? No question! Sales are fantastic! They'll both hit top five.

3

... We're waistin' time talkin' Jackie - Ross and Chuck Berry. We know they're hits! Let's talk 1078 and 1083. We're startin' to get big action on these

4

I don't know from numbers. I talk titles to jocks. What the hell is 1078 and 1083?

5

1078 is Little Milton's "What Kind Of Love Is This" ...1083 is Bo Diddley's "Jo-Ann". Gimme a match, Phil.

6

Let's wrap it up. We're here for a reason, not a season! .. Keep sluggin' on Jackie's "Selfish One" and Chuck's "You Never - Can Tell". Start runnin' with 1078 and 1083. They're sellin'. ..OK...back to work.

Focus on the Deejay Scene . . .



METSMAN CASEY STENGEL accepts the honorary rank of colonel in Calder's "Show Biz Army" from Billy Calder during ceremonies recently in Houston.

One of Houston's livelier new additions to the DJ scene is KPRC's Billy Calder. Calder, who holds down the afternoon hours at KPRC, is becoming famous as the guy who is bringing showbiz back to Houston. Calder has organized "The Show Biz Army," which now numbers 2,000 enlisted members, who have vowed themselves to keeping the original premise of entertainment and the show business life alive in Houston. One of the first things the "Army" did was to confer the rank of honorary colonel on Casey Stengel of the New York Mets when they were in Houston to play the Colts. Billy gave his marching orders on his KPRC show. On the announced date, 850 troopers gathered at Colt stadium to watch the festivities. The "Show Biz Army" was bedecked in its official uniform, straw "Billy" hats and "Billy" canes and they marched in review prior to the Mets ball game.

POP-STANDARD SINGLES

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

This Week	Last Week	TITLE, ARTIST, LABEL	From this week's Hot 100	Weeks on Hot 100
1	2	EVERYBODY LOVES SOMEBODY, Dean Martin, Reprise 0281		6
2	1	THE GIRL FROM IPANEMA, Getz-Gilberto, Verve 10323		9
3	4	(You Don't Know) HOW GLAD I AM, Nancy Wilson, Capitol 5198		6
4	3	PEOPLE, Barbra Streisand, Columbia 42965		17
5	5	YOU'RE MY WORLD, Cilla Black, Capitol 5196		5
6	6	AL-DI-LA, Ray Charles Singers, Command 4049		4
7	7	SUGAR LIPS, Al Hirt, RCA Victor 8391		4
8	9	I BELIEVE, Bachelors, London 9672		6
9	8	I STILL GET JEALOUS, Louis Armstrong, Kapp 597		7
10	11	I WANT TO HOLD YOUR HAND, Boston Pops Ork, RCA Victor 8378		5
11	14	LOVE IS ALL WE NEED, Vic Dana, Dolton 95		4
12	17	IN THE MISTY MOONLIGHT, Jerry Wallace, Challenge 59246		2
13	15	NO ONE TO CRY TO, Ray Charles, ABC-Paramount 10571		3
14	16	SOLE SOLE SOLE, Siw Malmkvist & Umberto Marcato, Jubilee 5479		3
15	—	A TEAR FELL, Ray Charles, ABC-Paramount 10571		1
16	19	INVISIBLE TEARS, Ray Conniff Singers, Columbia 43061		3
17	—	HELLO MUDDAH, HELLO FADDUH (1964 Version), Allan Sherman, Warner Bros. 5449		2
18	18	LORRY, Johnny Tillotson, MGM 13255		3
19	—	THE NEW FRANKIE AND JOHNNY SONG, Greenwood County Singers, Kapp 591		1
20	20	A HOUSE IS NOT A HOME, Brook Benton, Mercury 72303		3

YESTERYEAR'S HITS

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

POP—5 Years Ago August 3, 1959

1. Lonely Boy, P. Anka, ABC-Paramount
2. A Big Hunk o' Love, E. Presley, RCA Victor
3. My Heart Is an Open Book, C. Dobkins Jr., Decca
4. The Battle of New Orleans, J. Horton, Columbia
5. Tiger, Fabian, Chancellor
6. There Goes My Baby, Drifters, Atlantic
7. Waterloo, S. Jackson, Columbia
8. Lavender Blue, S. Turner, Big Top
9. Sweeter Than You, R. Nelson, Imperial
10. Forty Miles of Bad Road, D. Eddy, Jamie

POP—10 Years Ago July 31, 1954

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

RHYTHM & BLUES—Five Years Ago—August 3, 1959

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

- I'll Be Satisfied, J. Wilson, Brunswick
There Is Something on Your Mind, Big J. McNeely, Swingin'
What a Diff'rence a Day Makes, D. Washington, Mercury
Lonely Boy, P. Anka, ABC-Paramount
Porgy, N. Simone, Bethlehem

Stations Should Chart Course

Continued from page 42

but concentrated monotony, which is apt to react most quickly on the most devoted listeners.

Perhaps the problem will be solved by another trend: A few stations have experimented successfully with shortening their survey list to 20 or 25 and expanding their list of newer records to a similar number. One music director maintains that

only 50 per cent of his programming needs to be the familiar top hits, as long as the other 50 per cent is made up of the strongest newcomers. He divided this second 50 per cent into hot comers (taking off well locally), regional hits (established in other similar markets) and his own choice of the new crop.

Radio people keep looking for a better way. Every so often somebody finds it.

August 1, 1964, BILLBOARD

POLISH



Mono 1073 Qty. Stereo 5073 Qty.

SLOVENIAN



Mono 1072 Qty. Stereo 5072 Qty.

INTERNATIONAL



Mono 1071 Qty. Stereo 5071 Qty.

GERMAN



Mono 1070 Qty. Stereo 5070 Qty.

1st OF ITS KIND



Mono 1068 Qty. Stereo 5068 Qty.

BOHEMIAN



Mono 1066 Qty. Stereo 5066 Qty.

CHICAGO STYLE



Mono 1063 Qty. Stereo 5063 Qty.

INTERNATIONAL



Mono 1062 Qty. Stereo 5062 Qty.

INTERNATIONAL



Mono 1069 Qty.

INTERNATIONAL



Mono 1067 Qty.

POLISH



Mono 1065 Qty. Stereo 5065 Qty.

INTERNATIONAL



Mono 1058 Qty. Stereo 5058 Qty.

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14th ANNIVERSARY

AMERICA'S FINEST

POLKA RECORDS

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Mono DBM 1003 Qty. Stereo DBS 1003 Qty.



Mono DBLM 1001 Qty. Stereo DBLS 1001 Qty.



Mono DB 1000 Qty. Stereo DBS 1000 Qty.

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WHEN IT'S GOT THAT
"HIT-FEELING"
THE FEELING IS
MUTUAL!!!

On All National Charts

"SHE'S
THE
ONE"

THE CHARTBUSTERS
Mutual #502

and

A Hit All Tied Up in a
Neat Package

DAVID BOX
"LITTLE
LONELY
SUMMER
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Atlantic Gets Its Own Label

LONDON—Decca has given Atlantic its own label in Britain. Previously, the U. S. company's product has been issued here on a split label—London Atlantic, with London prefixes.

The move is an unusual one for Decca, which has always been keen to retain its own company identity on as many British releases as possible.

First releases of singles on the Atlantic label here are by the Drifters ("Under the Boardwalk"), the Ska-Kings ("Golden Earrings"), and Bobby Darin's French version of "Milord."

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

BECAUSE . . .
Dave Clark Five, Epic 9704

I'LL CRY INSTEAD . . .
Beatles, Capitol 5234

★ 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.

SWEET WILLIAM . . .
Millie Small, Smash 1920 (Budd, ASCAP) (Miami)

NEW ORLEANS . . .

Bern Elliott & the Fenmen, London 9670 (Rockmasters, BMI) (Houston)

HAUNTED HOUSE . . .

Gene Simmons, Hi 2076 (Venice-B. Flat, BMI) (Atlanta)

HANGIN' ON TO MY BABY . . .

Tracey Dey, Amy 908 (Saturday, ASCAP) (Dallas-Fort Worth)

20-75 . . .

Willie Mitchell, Hi 2075 (Jec, BMI) (St. Louis)

PROGRAMMING SPECIALS

• Continued from page 18

POP STANDARD

FRANK HORROX QUINTET—Caravan (Mills, ASCAP) (1:50). RING-A-DING 710

RON GOODWIN & HIS ORK—Love Theme From 633 Squadron (Unart, BMI) (2:33). UNITED ARTISTS 749

FRANK POURCEL—This Is My Prayer (Chappell, ASCAP) (2:20). CAPITOL 5237

MARY MARTIN & THE DO-RE-MI CHILDREN'S CHORUS—A Spoonful of Sugar (Wonderland, BMI) (2:43). KAPP 605

COUNTRY & WESTERN

WILMA BURGESS—Raining on My Pillow (Forrest Hills, BMI) (2:26). DECCA 31653

RUBY WRIGHT—Dern Ya (Tree, BMI) (1:55). RIC 126-64

CHARLIE SMITH—I'm Left With All These Heartaches (Peach, SESAC) (2:33). CHART 1105

TILLMAN FRANKS SINGERS—I'm So Lonesome I Could Cry (Fred Rose, BMI) (2:12). HILLTOP 3000

RHYTHM & BLUES

JIMMY RUFFIN—Since I've Lost You (2:20). SOUL 35002

JEWELS—Gotta Find a Way (McAllister, BMI) (2:36). DIMENSION 1034

COMEDY

ZACHERLEY—Hello Dolly (Morris, ASCAP) (2:09). COLPIX 743

JAZZ

LOU DONALDSON—Laura (Robbins, ASCAP) (3:00). ARGO 5478

Jay-Gee Wins Injunction Against 3 in 'Tamara' Suit

PHILADELPHIA—The Colonial Record Manufacturing Company, the Quaker City Record Distributing Company and the Paramount Record Manufacturing Company have been permanently enjoined from producing, manufacturing, pressing, distributing and selling phonograph records under "Tamara" or any other label containing the performances by J. Frank Wilson and the Cava-

liers of "Last Kiss" and "That's How Much I Love You" made from master recordings produced by Le Bill Music, Inc., Roush & Newdol or Stanley C. Roush.

The decision was handed down by Judge Gerald A. Glewson here Wednesday (22) in Court of Common Pleas No. 6.

Plaintiff was the Jay-Gee Record Company, Inc., who released the above-mentioned two sides on its Josie label.

Jay-Gee maintained that it had a written contract for the master, while Colonial relied on an oral contract with the producer of the master.

The defendants were ordered to deliver to Jay-Gee all labels, master recordings, tapes, mothers, stampers and other parts used in the manufacture of the record.

They were also enjoined permanently from interfering with Jay-Gee or any of its distributors and dealers in the sale of the record.

Al Hirt Sets Coney Record

CINCINNATI—Al Hirt and his combo set an all-time attendance record at Coney Island's Moonlite Gardens here last Friday and Saturday (17-18), shattering a Saturday night crowd mark established by Ralph Marterie's ork on July 25, 1953. The rotund, bearded trumpeter pulled 6,277 patrons to Moonlite Gardens Saturday night, against 5,533 chalked up by Marterie 11 years ago.

Another record was established by the Hirt crew Friday night, when 3,474 passed through Moonlite's turnstiles. The old mark was slightly over 2,000. With ducats scaled at \$2 per head, it means that Hirt racked up a gross in excess of \$19,000 on the two-day stand.

As a result of the jam-up crowd, Coney officials opened Moonlite Gardens an hour earlier Saturday night, and shunted the overflow to the park's Top O' the Mall Restaurant, the adjoining Rose Garden and the club house.

Ferrante & Teicher

• Continued from page 14

case and ride on their side. Legs are removed from the pianos before they are placed into the truck. In the early days, the team took turns driving the truck, but now a driver handles such details. The truck also carries special lighting equipment.

Europe in 1965

The popular pair have appeared in London, Rome and Paris. They hope to do a European trek in 1965.

In between their recording and concert dates, the pair will work on a movie theme for "Rage to Live," the John O'Hara book which will be made into a film later this year.

OVERCOME BY VEGAS HEAT

LAS VEGAS — The three New Zealanders attending the Warner Bros.-Reprise sales convention here last Monday (20) will long remember this gathering. First, Ron Dolton, president of LaGloria Records and Viking Records, who is a Reprise distributor, and vocalist Peter Posa and general artists agent Jim Haddleton flew 9,000 miles to get here. Then Posa and Haddleton stayed out in the hot sun (110 degrees) and came down with sun stroke which necessitated doctor's care. Said Dolton, who avoided the affliction: "When we left our home in Auckland it was the middle of the winter and the temperature was in the low 50's. We have never seen anything like this." Meaning, of course, the heat and the Reprise product.

ANOTHER FIRST From **CRESCENDO** RECORDS

The New Skate-Board Fad Is
BIG IN THE WEST—MOVING EAST!



GNP-CRESCENDO LP #2001/2001 St.

Single #326—"ASPHALT WIPEOUT" b/w "SCRATCH"

The Good Guys

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BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

ALL SUMMER LONG

Beach Boys, Capitol T 2110 (M); ST 2110 (S)

THE CONCERT SOUND OF HENRY MANCINI

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

I DON'T WANT TO BE HURT ANYMORE

Nat King Cole, Capitol T 2118 (M); ST 2118 (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.

HELLO, DOLLY!

Ella Fitzgerald, Verve V 4064 (M); V6-4064 (S)

TRUE BLUE . . .

Hank Crawford, Atlantic 1423 (M); SD 1423 (S)

SHAKESPEARE: HAMLET . . .

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

THE DYNAMIC JACK McDUFF . . .

Prestige 7323 (M); ST 7323 (S)

IT'S ALL IN HOW YOU LOOK AT "IT"

Dave Gardner, Capitol T 2055 (M); ST 2055 (S)

OUR BIGGEST HITS . . .

Drifters, Atlantic 8093 (M); SD 8093 (S)

CHUCK JACKSON ON TOUR . . .

Wand 658 (M); (No Stereo)

Epic Adds To 'Hot Line'

LAS VEGAS—Based on last year's success with new artists, Epic last week debuted the extension of its "Hot Line" concept with 23 LP's offering broad catalog appeal at sales meetings here and in Miami Beach, Fla.

Sol Rabinowitz, national promotion manager, said the line had more established artists this year than ever before. The LP product is being merchandised under the consumer slogan: "Epic—An Exciting Dimension In . . ."

The new product offers four classical LP's, several offering new repertoire from Europe for the first time, country and western and assorted rock, gospel and pop vocalist packages.

The concept behind this fall release appears to be a continuation of broad programming, offering something for the specialized markets. In the pop vocal field, the label offers Bobby Vinton, Buddy Greco, and George Maharis.

In the teen-age field, there are albums by the Dave Clark Five and Scotty Moore.

In the dance field, Epic's packages are by Ray Budzillek and Lester Lanin. Folk products include album by the Goldbriars and the Village Stompers. Country and western material includes product by Dave Houston, the Honey Dreamers and Jim and Jesse and the Virginia Boys.

Going from the rag-time by Max Morath to the gospel by Bessie Griffin and the Gospel Pears, the label also offers a specialty by exercise expert Debbie Drake.

International pop product includes those from France, Scotland, Australia and Spain.

NEW YORK — RCA Victor has just released the first album of its Music Theater Series. It is the Music Theater of Lincoln Center's production of "The King and I," and stars Rise Stevens as Anna and Darren McGavin as the King. The Dynagroove recording runs 52 minutes. RCA Victor will record selected productions of the Music Theater over an eight-year period.

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Billboard

COUNTRY MUSIC CORNER

Continued from page 37

ending Monday (27), begins a trek through Colorado, Texas and Oklahoma. . . Key Talent, Nashville, has Larry Collins and his group booked into Miles City, Mont., for eight weeks, beginning Aug. 4. . . Buddy Meredith and his band return to Cheyenne, Wyo., for an eight-week stint, starting Monday (27).

"I saw the Jimmy Dean show at the Flamingo Hotel, Las Vegas, last night (18), and it was great," writes country music impresario Jim Halsey, personal manager to Hank Thompson. "The room was completely filled," continues Jim, "and Jimmy really sold out. The audience really loved him. He has done so much for all of us in the country music business. I thought you would be interested in knowing that he is being so well received here in Las Vegas."

Leon McAuliffe and his swingin' western strings show at the Caravan East, Albuquerque, N. M., Monday and Tuesday (27-28), and Thursday (30) return to the Golden Nugget, Las Vegas, for a week's stand, to be followed by a hitch at the Commercial Hotel, Elko, Nev., Aug. 10-19.

Red Wiseman, president of Brite Stars Records, has moved his studio from Mount Carmel, Ill., to Bloomington, Ind. His mail drop is P. O. Box 825 in Bloomington. New on the Brite Star label is Everett (Red) Simpson, whose two sides, "Rollin' River in My Heart" b.w. "One Broken Heart Ago," are due for release this week. . . Due to the death of his partner, Arlie Kinkade, Chuck Secrest, of 1217 Dougherty Place, N.W., Canton, Ohio, says he now owns all of Kinkade's music holdings, and is anxious to contact the writers who collaborated with Kinkade on songs in the past. . . Paul Charon, Nashville musician and artist, is in basic training at Fort Jackson, S. C., with the Tennessee National Guard. He will be in active service until December.

Starday Records is using Thurston Moore's Country Music Playing Cards as a premium item for its fast-growing Country Music Record Club. Starday has had a specially designed box made for the cards, with a special bonus card entitling the holder to a free album. The playing cards have been a popular premium item, according to Marlowe McIntosh, of Heather Publications, Denver. . . Tex Clark, country music promoter

and manager of Brite-Star Records, Newbury, Ohio, has begun a weekly column, "From Hollywood to Hicksville," carried by several hundred newspapers from coast to coast. Column concerns itself with music, with special emphasis on the country sound.

Buck Owen and His Buckcross are routed for Kelso, Wash., July 28; Tacoma, Wash., 29; Blaine, Wash., 30; Yakima, Wash., 31; Armory, Salem, Ore., Aug. 1; Balboa Club, Empire, Ore., 2, and a return at the Golden Nugget, Aug. 6-12. . . Country artist Mike Hight, who doubles as vice-president of Tel-For Network, which operates stations in Henderson, Greenville and Rocky Mount, all in North Carolina, has signed a recording pact with Chart Records, with his initial release on the label, "Lonely Walls" b.w. "I Don't Need a Heartache," slated for late next week. Hight and his Men of Music are also doubling on fair dates through the Carolinas.

Margie Singleton will be in Norfolk, Va., Saturday (1) to help Station WTID celebrate its first anniversary as an all-country outlet. An afternoon and evening show is planned at one of the area's largest mobile homes lot, with free admission to the public. Proceedings will be aired live. Supporting Margie in the anniversary show will be WTID's Gus Thomas and band, the Carolina Buddies, and others. . . Don Richardson Jr., of RadiOzarks, Springfield, Mo., is again doubling this summer as editor of Free Parking, published for the travel industry of the Midwest by Marvel Cave and Silver Dollar City, located on the 2,000-acre grounds of Marvel Cave Park in the Table Rock Lake region of Southwest Missouri.

Richmond Expands

Designed to function with established Broadway producers, the new firm will function in pre-production areas and properties will be created and optioned and writers will be given pre-production grants to develop the properties. The Richmond organization has published scores to three hits in a row on Broadway, including "High Spirits," "Oliver," and "Stop The World, I Want to Get Off."

COUNTRY DJ OF THE WEEK



WSM Radio's "Mister DJ, U. S. A." featured guest July 31 will be Bill McMahon of Radio WIBU, Poyntette, Wis. Bill has been associated with the 1,000-watt WIBU three years and conducts a daily 5:30 to 8:30 a.m. platter seg. As a part of Bill's excursion to Nashville, he plans to bring with him a bus filled with "Grand Ole Opry" fans for an evening at the "Friday Night Opry," the George Hamilton-John Loudermilk tour of Music City, Saturday, and the "Grand Ole Opry" Saturday night.



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VOX JOX

• Continued from page 20

(Patterson, N. J.), appointed general manager WGVA, the Star Broadcasting Company outlet in Geneva, N. Y. . . . Larry Dean, WLOR (Thomasville, Ga.), switches his air show to WVLD (Valdosta, Ga.). Dean will be heard midnight to 6 a.m.

J. Patrick Tallman, formerly a program director in the McLendon Chain, named music director for KBAT (San Antonio) in conjunction with his afternoon air shift. . . . New line-up at WIBC (Indianapolis) Baker, 6:30-9:30 a.m.; Bill Jackson, 9:30-noon, formerly of WNDY; Wally Beethoven, in from WDCY, 1-3 p.m.; Jerry Kunkel, formerly of KBOX, 3-6 p.m.; Jim Shelton, 6:30-7 p.m. (Tel-O-Test) & 7-9 p.m. and Dick Kemp, 9 p.m.-1 a.m. . . . Mark

Ross show on WVOB (Bel Air, Md.) receives more air time. Don Rogers, Al Wann and Clare Gray added to WVOB staff. . . . Bob Evans, WFMO (Fairmont-Lumberton, N. C.) deejay, joins WIZS (Henderson, N. C.). . . . Chuck Marcus, formerly with WENZ (Richmond, Va.) to WIZS as host of 6-10 p.m. show. . . . Bill Hennes, WIBM (Jackson, Mich.) air personality, moves to WTRX (Flint) in 2-7 p.m. time slot under air name of John Paul Jones. . . . Jay Fredericks, assistant program director CKSO (Sudbury, Ont.) joins CKLW (Windsor, Detroit) as host of "Music 'Til Dawn Show" on the 50,000 watt RKO outlet. . . . Jim Youngblood and Bob Couch have been added to announcing and deejay staff of KQUE-FM (Houston).

coming . . .



Charles John Stevenson (Uncle Charles) looks memorably at one of the microphones used during his 19 years of radio broadcasting at WGY (Schenectady). The mike was gold-plated and retired, marking Stevenson's 75th birthday, his retirement and broadcasting anniversary. Merl Galusha (right), manager of operations of the General Electric station, presented the memento.

A ROCKIN' NEW ONE!!!
BYRDIE GREEN'S
"I FOUND MY PLACE"
 b/w
"I DESERVE IT"
 TCF 511

Listen to . . .
THE FASHIONS
 C 331
 THE BIG ONES ARE ON CAMEO/PARKWAY

Summertime Smash!!
"DARLING IT'S OVER"
 DALE & GRACE
 MONTEL 930

BOOKER T & THE MG'S
SOUL DRESSING
 STAX 153
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NYSBA Execs To Hold Parley

• Continued from page 20

eral manager, WFBR, Baltimore, Md.

Research and ratings will receive a going over at the conference when panel members Maurie Webster, vice-president, CBS Radio Spot Sales; Miles David, vice-president, Radio Advertising Bureau; Lee Rich, senior vice-president, Benton & Bowles, Inc., and Mrs. Mary McKenna, vice-president for research and sales, Metromedia, Inc., delve into research in all of its ramifications.

"News and Public Affairs—Shield or Sword?" will be taken up July 30 by a panel featuring Slo Paul, publisher, Television Age; Robert Hyland, general manager, KMOX, St. Louis, Mo.; Elmer Lower, president, news special events and public affairs, ABC, and Joseph Dougherty, vice-president and general manager, WPRO-TV, Providence, R. I.

The concluding panel session July 30 will be concerned with "Editorials, 315, Fairness Doctrine and All That Jazz." Joining in the discussion will be FCC Commissioner Lee Loevinger; Ken Greenwood, executive vice-president, Swanco Stations, Tulsa, Oklahoma; Marcus Cohn, Washington attorney; and Roger W. Turner, director of News and Public Affairs, WMCA, New York.

NEW ALBUM RELEASES

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

ARCHIVE	DELMARK
The Works of JOHANN SEBASTIAN BACH: Organ Works; Helmut Walcha: 193 806 SAPM, ARC 73206.	ROOSEVELT SYKES—Hard Drivin' Blues: DL 607 (M)
The Works of JOHANN SEBASTIAN BACH: Musical Offering and Art of Fugue; Various Artists: 198 320 SAPM, ARC 73220	DGG
BYRD: Mass for Four Voices, Virginal Music; Choristers of Westminster Abbey (McKie): 198 801 SAPM, ARC 73201	IN MEMORIAM WILHELM FURTWANGLER: (4-12") KL 27/31 (M)
HANDEL: Harpsichord Music; Li Stakelmann: 198 694 SAPM, ARC 73194	FANTASY
TELEMANN: Overture in D major, Concerto in C minor for oboe, strings and continuo, Sonata No. 4 in G major for flute, 2 viols and continuo; Various artists: 198 824 SAPM 73224	LU WATTERS—Blues Over Bodega: 5016, 85016
VARIOUS COMPOSERS—The Italian Seicento (17th Century): Various Artists: 198 817 SAPM, ARC 73217	GRAND PRIX
VARIOUS COMPOSERS: Works from the Repertoire of the Chapelle; Wiener Sangerknabe and Chorus Viennensis (Mund); Concentus Musicus, Vienna (Harnoncourt): 198 823 SAPM, ARC 73223	TAK SHINDO—See of Spring: GPM 1 (M)
BLUE NOTE	MGM
LEE MORGAN—The Sidewinder: BLP 4157, BST 84157	VARIOUS ARTISTS—Music from The Night of the Iguana: E 4247, SE 4247
STANLEY TURRENTINE—A Chip Off the Old Block: BLP 4150, BST 84150	MERCURY WING
BRUNSWICK	ERNESTINE ANDERSON—My Kinda Swing: MGW 12281, SRW 16261
JACKIE WILSON—Somethin' Else!!: BL 54117, BL 754117	GAYLORDS—Let's Have a . . . Pizza Party: MGW 12278, SRW 16278
CAPITOL	JERRY MURAD'S HARMONICATS—Harmonica Cha-Cha: MGW 12379, SRW 16279
NAT KING COLE—My Fair Lady: W 2117, SW 2117	The Magic of SARAH VAUGHAN: MGW 12280, SRW 16280
VARIOUS ARTISTS—The Big Hits from England & U.S.A.: T 2125, DT 2125	BEETHOVEN: Symphony No. 3 "Eroica"; Minneapolis Symphony (Dorati): MGW 140 47, SRW 180 47
CAPITOL OF THE WORLD	GREIG: Piano Concerto in A minor/SCHUMANN: Piano Concerto in A minor; Hans Richter-Haaser, piano; Vienna Symphony (Moralt): MGW 14049, SRW 14049
MAURICE CHEVALIER—The Young Chevalier: T 10360 (M)	MENDELSSOHN: Violin Concerto/TCHAIKOVSKY: Violin Concerto; Michele Auclair, violin; Innsbruck Symphony (Wagner): MGW 14046, SRW 14046
RICHARD TRAUBER: T 10369 (M)	MOZART: Symphony No. 35/HAYDN: Symphony No. 96; Detroit Symphony Orchestra (Paray): MGW 14046, SRW 13046
SERGIO BRUNI—My Naples: T 10370 (M)	MONITOR
THE CONCERT ZITHER: Ruth Welcome: P 8602, SP 8602	The Voices of YEVGENI YEVTUSHENKO & ANDREI VOZNESEN-SKY: MR 113 (M)
MUSIC FROM THE GREAT MOTION PICTURES; Franck Pourcel and His Orchestra: P 8603, SP 8603	VARIOUS ARTISTS—Hungarian Gypsy: MF 413 (M)
CORAL	MONUMENT
COZY COLE—It's a Cozy World: CRL 57457, CRL 757457	More of ROY ORBISON's Greatest Hits: MLP 8024, SLP 18024
PETE FOUNTAIN—Licorice Stick: CRL 57460, CRL 757460	PRESTIGE
GOOD GUYS—Sidewalk Surfing!: GNP 2001 (M)	GENE AMMONS—Biggest Soul Hits: 7306, 73065
GOSPEL EMERALDS—Singing the Gospel: CRL 57454, CRL 757454	ERIC DOLPHY—Outward Bound: 7311, 73115
MUZZY MARCELLINO—Whistling on the Beach at Waikiki: CRL 57441, CRL 757441	JOE DUKES & JACK McDUFF QUARTET—Soulful Drums: 7324, 73245
The Best of LAWRENCE WELK: CX5B 5, 7CX5B 5	RED HOLLOWAY & JACK McDUFF QUARTET—Cookin' Together: 7325, 73255
DECCA	SONNY ROLLINS—Saxophone Colossus: 7326, 73265
MANNY ALBAM & HIS JAZZ GREATS Plays Music from West Side Story: DL 4517, DL 74517	SELECT
ALFRED APAKA—Hawaiian Favorites: DL 8361, DL 78361	MATYS BROS.—Beer + Pretzels + Music = Fun: SL 1108
LOUIS ARMSTRONG—Satchmo 1930-1934: DL 4331, DL 74331	TANGERINE
AL BOLLINGTON—Serenades in Blue: DL 4423, DL 74423	Hallelujah . . . LOUIS JORDAN Is Back!: TRC 1503 (M)
CORINNE BUCEY—New Voice in Town: DL 4550, DL 74550	UNITED ARTISTS
CARMEN CAVALLARO—Cherry Blossom Time: DL 4545, DL 74545	Inside BETTY CARTER: UAL 3379, UAS 6379
AL COOPER'S SAVOY SULTANS—Jumpin' at the Savoy: DL 4444, DL 74444	TEDDY CHARLES & THE ALL STARS—Russia Goes Jazz: UAL 3365, UAS 6365
BING CROSBY WITH BUDDY COLE & HIS TRIO—Songs Everybody Knows: DL 4415, DL 74415	FERRANTE & TEICHER; My Fair Lady: UAL 3361, UAS 6361
JAN GARBER & HIS ORK—Latin Medley/Girl Friends Medley: 25644 (M)	VARIOUS ARTISTS—Golden Motion Picture Themes and Original Soundtracks: UAL 3376, UAS 6376
JAN GARBER & HIS ORK—They're Playing Our Song: DL 4543, DL 74543	VISTA
WOODY HERMAN & HIS ORK—Golden Favorites: DL 4434, DL 74484	ORIGINAL CAST SOUND TRACK—Mary Poppins: BV 4026, STER 4026
GUY LOMBARDO & HIS ROYAL CANADIANS—Italian Songs Everybody Knows: DL 4516, DL 74516	WARNER BROS.
ROBERT MAXWELL, HIS HARP & ORK—Peg o' My Heart: DL 4563, DL 74563	PETER, PAUL & MARY in Concert: (2-12") 2W 1555, 2W5 1555
RUSS MORGAN & HIS ORK—Does Your Heart Beat for Me?: DL 4503, DL 74503	
RICK NELSON—The Very Thought of You: DL 4559, DL 74559	
CARL SANDBURG—Cowboy Songs and Negro Spirituals: DL 9105 (M)	
SURFARIS—Fun City, U.S.A.: DL 4560, DL 74560	
The Golden Horn of JACK TEAGARDEN: DL 4540, DL 74540	
CATERINA VALENTE—Golden Favorites: DL 4504, DL 74504	
TAYLOR VROOMAN—Songs from a Colonial Tavern: DL 4546, DL 74546	
KITTY WELLS—Country Music Time: DL 4554, DL 74554	
"WHOOPEE" JOHN ORK—Old Time Dance Party: DL 4534, DL 74534	

'Slithery Dee'

• Continued from page 24

two (Thursday through Monday) for the Labor Day Weekend to San Francisco, including an opportunity to see the Smothers, is the grand prize for the most imaginative entry of

what a "Slithery Dee" looks like. Deejay will also go along. Runners up are to be awarded their new LP.

Deejays and stations ready to kick off the contest are asked to write to Morris Diamond, national promotion manager, Mercury Records, 35 East Wacker, Chicago, Ill., for complete details.

EVANSVILLE, Ind.—Byron Zint and David R. Wood, WJPS staffers, have formed B&D Productions to promote record hops and bring shows to Evansville. The newly formed production outfit recently completed a spot package for Dick Clark TV Productions for Clark's Summer '64 Caravan of Stars tour.

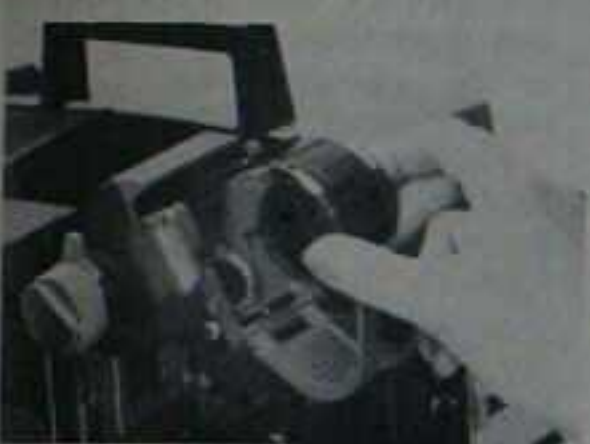
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Bell Bows New Projector



BELL & HOWELL SPECIALIST AUTOLOAD FILMSTRIP PROJECTOR... ACCEPTS A FILMSTRIP-LOADED CARTRIDGE



...ON A LOOSE FILMSTRIP



...OR A 35mm SLIDE

CHICAGO—Bell & Howell's new Specialist Autoload Model 745 projector accepts a filmstrip-loaded cartridge, eliminating the manual handling of film necessary with other filmstrip units. The unit also accepts loose filmstrip or a 35mm. slide. Model 745A, with a five-inch, f/3.5 lens and 500-watt lamp, is priced at under \$100. Model 745B, with five-inch, f/2.8 lens and 750-watt lamp, is under \$130. Both models weigh 12 pounds. A third model, 745C, with same optical system as the 745B, has remote control, weighs 15 pounds and sells for under \$150.

MONO TAPE RECORDERS MOVE

Dealer's Wagon Runneth Over

By JEANNETTE FORMBY

AUGUSTA, Ga. — The old axiom that "you can't do business from an empty wagon" is seldom applied to tape recorder merchandising, but at N. & W. Camera Exchange in Augusta, it makes solid sense, according to Walter Galosky, veteran Georgia photographic retailer.

Galosky pooh-poohs many of the notions which most dealers have in connection with tape recorder merchandising. For one thing, he doesn't believe in over-emphasizing stereo models for

music reproduction, particularly in selling against a photographic equipment background.

Instead, Galosky concentrates on monaural tape recorders, at a lower price, still capable of excellent music reproduction, but useful for recording speeches, parties, serving as business dictation machines and generally "fun for the owner."

Low End Moves

Although he carries stereo equipment up into the over \$700 price range, Galosky sells 85 per cent of his volume in lower priced monaural equipment—

Musictapes Bows Mono Line

By NICK BIRO

CHICAGO—In a significant move emphasizing the growing importance of pre-recorded tape, Musictapes, Inc., the nation's second-largest independent tape producer, is releasing monaural versions of the nearly 300 items in its catalog.

Pete Fabri, Musictapes head, noted that his firm is the first and only major tape company to offer its complete catalog of recordings in monaural versions.

Musictapes' monaural tapes will be two-track and at 7½ i.p.s. The firm will, of course, continue with its four-track stereo production.

Market Expands

The Musictapes move is further evidence of the expanded tape market. Recent advances have also been made in such things as slow-speed recording (and playback) and higher quality reproduction from lower-priced units.

Optimistic statements from tape recorder manufacturers show that the industry is bent on giving the record industry a

not-too-distant run for its money.

One of the biggest arguments in the past has been that tape prices have not been competitive with disks. Recent advances in slow-speed recordings virtually eliminate that argument.

Constant Quality

Already various tape producers have followed 7½ i.p.s. tapes with those cut at 3¾, 1½ and most recently 15/16 i.p.s. The quality of the top three is barely distinguishable and that of the

15/16 speed only slightly below that of the faster versions.

The Musictapes move emphasizes expansion toward still another big potential market—owners of monaural playback equipment. "Almost without anyone realizing it, a monaural pre-recorded music market has taken shape," Fabri stated. "The better quality of monaural tape recorders turned out by the hundred of thousands in the last few years has created a market pe-

(Continued on page 48)

Motorola Sales, Net Reach New High; All Divisions Up

CHICAGO — Record sales and earnings for both the second quarter and first half of 1964 were reported last week by Motorola, Inc. Second quarter sales were up 11 per cent, earnings up 25 per cent. First half sales were likewise up 11 per cent, earnings up a whopping 76 per cent.

Robert W. Galvin, board chairman, said that all six of Motorola's operating divisions contributed to the gain.

Color TV receivers using the Motorola - developed, 23-inch rectangular picture tube are in large-scale production, with output scheduled for continued increases, Galvin said.

Consumer Product Gain

"This product line, in addition to other new color receivers and our well-accepted 1965 line of black and white TV, radios and phonographs, herald increased consumer products business," Galvin said.

More than 1200 distributor personnel attended the company's product introduction meeting held in the second quarter.

Motorola reported second quarter sales of \$101,698,057, up 11 per cent from \$91,576,134

in the same quarter of 1963. Earnings for the quarter were \$4,448,341 or \$1.10 per share, a 25 per cent increase over the previous second quarter record of \$3,556,427 or 88 cents per share in the same period of 1963.

For the first six months, record sales totaled \$192,023,984 for an 11 per cent increase over \$172,166,230 in 1963. Six-month earnings were at an all-time first-half peak of \$8,678,218 or \$2.15 per share, up 76 per cent from \$4,913,094 or \$1.22 per share in 1963.

Plan New 45 Disk Adapter

CHICAGO—A 45 rpm spindle adapter which reportedly fits 95 per cent of all record changers now on the market is being put out this fall by Aldshir Manufacturing Company, Tuckahoe, N. Y.

The device is called Omnidaptor and is expected to sell for \$3.95. Aldshir produces phonograph styli, cartridges and accessories.

Emerson's Solid-State 11-Inch TV on Way

NEW YORK—Emerson has an 11-inch vacuum tube, 82-channel portable TV in its line with a suggested list price of \$99.95 and will add a transistorized 11-incher with a retail price tag under \$150 in September.

The firm has also entered the tape recorder field with five new models, all but one transistorized, ranging in price from \$79.95 to \$199.95.

These were introduced in New York recently, along with Emerson's line of black and white and color TV's, radios and phonographs.

The color TV line consists of nine models—a leader table model at \$369.95, five consoles from \$399.95 to \$599.95, and three stereo color TV theaters from \$750 to \$795.

The black and white TV line consists of three 16-inch port-

ables from \$112.88 to \$129.95, nine 19-inch portables from \$129.95 to \$179.95 (including Model 19P03 with a built-in radio at \$169.95), a 23-inch table model in mahogany or walnut at \$189.95, six consoles from \$199.95 to \$259.95 and five TV/AM/FM Phonoradio models from \$329.95 to \$499.95.

The radio line consists of

seven AM table radios from \$12.95 to \$49.95, four FM and AM/FM models from \$24.95 to \$99.95, five clock radios from \$14.95 to \$39.95 and six eight and nine-transistor radios and gift ensembles from \$19.95 to \$44.95.

In monaural portable phonos and phonoradios, Emerson introduced four models, two of

which incorporate solid state amplifiers at \$24.95 for four-speed manual and \$39.95 for four-speed automatic changers respectively.

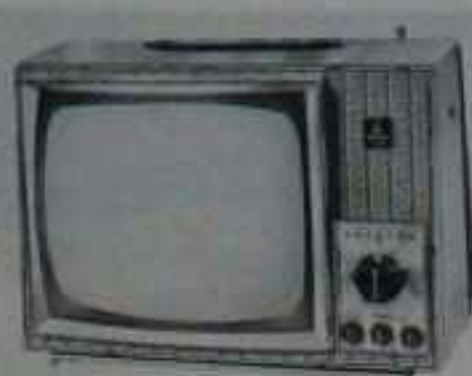
Four stereo portables range from \$59.95 to \$149.95, four stereo console phonograph and phonoradios in the Decorator series range from \$79.95 to \$189.95 and six console phonoradios are priced from \$199.95 to \$299.95.



TOP OF EMERSON'S new tape recorder line, at \$199.95, is a transistorized, four-track and two-track stereo record/play, mono record/play model.



EMERSON'S 19-INCH TV at \$169.95 has all-channel UHF-VHF tuning at top and AM radio tuning at bottom.



EMERSON'S MODEL 11P02 11-inch, vacuum-tube TV with a personal listening jack lists for \$109.95; without jack, price is \$99.95.



EMERSON'S MODEL 32P02 Clam Shell phonograph has a solid-state amplifier and automatic record changer at \$39.95, manual changer model at \$24.95.



FIRST U.S. MANUFACTURED, transistorized, 11-inch TV will be introduced by Emerson in September, with a suggested list price under \$150.

WHEN IT'S GOT THAT
"HIT-FEELING"
THE FEELING IS
MUTUAL!!!

On All National Charts

"SHE'S
THE
ONE"

THE CHARTBUSTERS
Mutual #502

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A Hit All Tied Up in a
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"LITTLE
LONELY
SUMMER
GIRL"

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A Scintillating Smash!

ANITA HUMES

WHEN SOMETHIN'S
HARD TO

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ADVERTISING IN
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EQUIPMENT NEWSLETTER

Cost of Home Entertainment

By DAVID LACHENBRUCH
Contributing Editor

How does the American consumer spend his home entertainment dollar?

FACTORY SALES figures for major home entertainment items, as compiled by the Electronic Industries Association, give a pretty good indication of the recent trends. However, they include sales of American manufacturers only, and don't consider imports, except those items imported by manufacturers and resold.)



Taking last year's \$2.5 million factory sales of consumer electronic items and dividing it into share-of-market by categories, we get this picture of the home entertainment dollar and where it went:

TELEVISION took 41 cents of it. The phonograph was the second most important category, representing 16 cents. Records and tapes took 11 cents, auto radios 8 cents, home radios 7 cents, hi-fi components (tuners, amplifiers and speakers) 2 cents, and other consumer items 15 cents (tape recorders probably represent the major item here, although electronic organs are included, too).

In the TV category, black-and-white represented 33 cents of the consumer dollar, while color accounted for 8 cents.

A **COMPARISON** with 1962 shows that phonographs and records decreased their share-of-market—even though phono sales hit an all-time high last year. Phonograph sales dropped from 17 per cent of all home entertainment sales in 1962 to 16 per cent in 1963. Records and tapes dipped from 13 to 11 per cent in the same period, while home radios dropped from 9 to 7 per cent.

Part of the drop was accounted for by an increasing share-of-market for TV, which rose from 40 to 41 per cent. The biggest increase, however, was in the "other products" category, at least some of it attributable to increased sales of tape recorders.

Tracing the recent history of the phonograph, from the standpoint of share-of-market, there's an interesting pattern. Even in the biggest year of monophonic high fidelity, packaged phonographs accounted for only 10 per cent of total home entertainment sales. Along came stereo in 1959, and the phonograph's share-of-market jumped to 18 per cent. As the stereo fever faded, in 1960, the phonograph represented 19 per cent of home entertainment dollar volume.

The bloom was off the rose by the end of 1961, and the phonograph in the last three years has settled down to 16 or 17 per cent of the industry's total.

THESE FIGURES dramatize how directly the phonograph competes with other home entertainment items—particularly with TV.

Perhaps the phonograph won't increase its share-of-market this year—largely because of the sharp rise in color TV sales—but there are solid indications that the trend is toward more dollars per sale in the packaged phono business.

Last year saw the beginning of what looks like a reversal of a continual dip in phono prices. In 1960, the average factory price of a phonograph peaked at \$87.22, then declined in 1961 to \$83.88 and in 1962 bottomed out at \$79.58. In 1963, there was the beginning of an upturning and the average price went up to \$81.66. There are solid indications that the trend to higher prices has accelerated in 1964.

PART OF the average price rise is undoubtedly due to the increased percentages of stereo consoles with FM-AM radio and to the growing popularity of FM stereo. In 1959 and 1960, only about half of all consoles were equipped with radios. This figure increased to 73 per cent in 1962 and 83 per cent in 1963. This year, it could go as high as 90 per cent. Some 70 to 75 per cent of these radio-phono combinations this year will probably include FM stereo.

At the same time, there is some suggestion that the ratio of consoles to portables is rising. From 1957 through 1961, consoles constituted from 36 to 39 per cent of total phonographs sold. But in 1962 and 1963, portables increased in popularity, and consoles represented only 33 per cent of unit sales.

So far this year, consoles are up slightly in their share of the phonograph market. They represent about 40 per cent of sales for the first five months, as compared with 39 per cent in the similar period of 1963. Of course, the big portable-selling season is still ahead of us.

There are other omens that the phonograph may be breaking out of its sale rut. In May, for the first time in 1964, industry-wide unit sales (distributor-to-dealer) were higher than the comparable 1963 month, although sales for the five-month period still trailed 1963 by about 10 per cent. At the factory level, phono sales for May were a healthy 10 per cent above last year's figures.

THESE REPRESENT first shipments of new "1965-model" merchandise, and give some indication of the industry's confidence in its new product.

If unit sales do go up again this year for another all-time high—and it's still possible despite the year's slow start—dollar sales probably will show an even greater increase. A look at most of the new phonograph lines is convincing proof that prices, on the average, must be going up. Not only is there increasing emphasis on higher priced models, but there are far more of them. Portable phonographs, for example, are hitting new highs in price with the "component-type" units. In consoles, several manufacturers have discontinued their low-end units in the \$100-\$149 area. Transistorization has given the industry a new selling point, and, in some cases, seems to have been responsible for a lift in prices.

These are some of the prospects for phonograph sales as observed from the dog days of midsummer. A year which started off slowly appears to be picking up steam. Phonographs probably won't increase their share of the consumer's home entertainment dollar—largely because color TV is boosting the size of his home entertainment budget—but an all-time high in sales volume is a very real prospect this year.

More Emerson Models



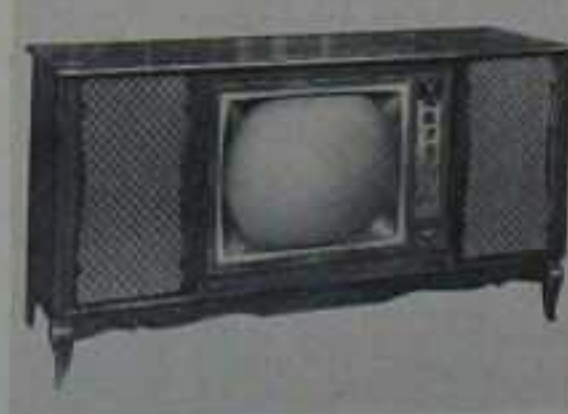
EMERSON RECORDER MM314

NEW YORK—Some additional highlights from the Emerson line, introduced in New York recently, include the MM314 tape recorder, the 13C06 TV and the 21K03 console.



EMERSON TV 13C06

The recorder is transistorized, has monaural record/play, four speeds, and sells for \$89.95. The TV is an Italian Provincial walnut console, black and white picture, dual speaker sound sys-



EMERSON CONSOLE 21K03

tem and priced to sell at \$259.95. The 21K03 console has a 21-inch color tube, AM/FM radio, stereo phonograph with a Garrard changer, six speakers and is priced to sell at \$795.

Dealer Wagon Runneth Over

• Continued from page 47

in monaural tape recorder lines which he has selected simply because he has been pleased with the rugged, dependable construction of each and the low rate of service calls which allow him to extend unconditional guarantees. In fact, on some recorder lines, the Georgia photo dealer offers free service for one year, or even two years, depending on the price range, and the machine's reliability history.

Selling a profitable volume of tape recorders is a personal thing with Walter Galosky, who never misses an opportunity to demonstrate one to his regular photo customers, tying in such soundtracks with home movies, and then branching quickly off to the all-round entertainment usefulness of a recorder.

His newspaper advertising is confined to split-cost promotion during the Christmas season, Father's Day, Mother's Day and graduation. Other than that outlay, most of the recorder volume comes from word of mouth, the fact that Galosky devotes a full window display to tape recorders the year round and the enthusiastic ability of salespeople.

Most salespeople, with incentive "spiffs" to encourage them, are quick to detect a use for the tape recorder. Many recorders, for example, have been sold to executives who must frequently make speeches and who have never had an opportunity to "hear their material themselves." Running off a demonstration tape and following with beautiful pre-recorded music "rings the bell" with numerous executives.

Just as he has set aside one window display entirely for tape recorders, Galosky shows his big store stock in a separate section identified by an overhead canopy as "Tape Recorder Headquarters." Because recorder sales have been so good for the past two years, the Augusta photo dealer is adding 35 per cent more space to the store at present, most of it to provide greater tape recorder display area and service facilities.

Jensen Lists Needle Data

CHICAGO—Jensen has released performance data on its new R-type Dynalerver/ceramic cartridge which the firm claims points up superior performance.

The cartridge has low mass design, high compliance, superior tracking, snap-in needle, a novel styling converter cover and weighs 2.9 grams.

Jensen is manufacturing two types of the Dynalerver for the OEM market and a K1295 snap-in model for jobbers, which replaces 37 types of popular stereo cartridges.

Musictapes Bows

• Continued from page 47

tential that our surveys indicate is growing rapidly."

The Musictapes head feels that tape recorder manufacturers who make a machine that sells above \$79 will now "be getting on the bandwagon to promote such machines as playback equipment for pre-recorded music."

Fabri estimated that monaural tapes will expand the pre-recorded music tape market by as much as 50 per cent.

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.

BEST SELLING MONAURAL TAPE DECKS AND RECORDERS

POSITION			BRAND	% OF TOTAL POINTS
This Issue	4/11/64 Issue	12/28/63 Issue		
1	4	—	Wollensak	15.7
2	2	2	Voice of Music (V-M)	14.0
3	1	4	Webcor	13.2
4	3	—	Sony	7.6
5	7	5	RCA Victor	5.1
6	—	—	Roberts	4.7
7	5	3	Masterwork	4.4
8	—	—	Concord	3.2
			Others	32.1

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

4/11/64 Issue: Norelco (6)

12/28/63 Issue: Telectro (6).

BEST SELLING STEREO TAPE DECKS AND RECORDERS

POSITION			BRAND	% OF TOTAL POINTS
This Issue	4/11/64 Issue	12/28/63 Issue		
1	5	7	Wollensak	18.5
2	2	3	Voice of Music (V-M)	16.9
3	3	5	Roberts	13.1
4	1	1	Webcor	9.2
4	4	—	Sony	9.2
6	—	—	Ampex	5.2
7	—	—	Telectro	4.2
8	8	—	Concord	4.0
9	6	6	RCA Victor	3.8
10	—	4	Masterwork	3.0
			Others	12.9

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

4/11/64 Issue: Viking (7); Norelco (9).

12/28/63 Issue: KLH (8).

DISK DEALS FOR DEALERS

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

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.

ATLANTIC-ATCO—Expires August 31, 1964.

Started July 1, 1964. Distributor receives 12.5 per cent discount on entire LP catalog, including all new releases.

ABC-PARAMOUNT—Expires September 30, 1964. Started June 28, 1964.

A 12½ per cent discount on all new and catalog merchandise.

IMPULSE—Expires September 30, 1964. Started June 28, 1964.

A 12½ per cent discount on all new and catalog merchandise.

TANGERINE—Expires September 30, 1964. Started June 28, 1964.

A 12½ per cent discount on all new and catalog merchandise.

DOOTO—Expiration indefinite. Started May 23, 1964.

Buy five, get one free on all Comedy Records.

GATEWAY—Expiration indefinite. Started March 13, 1964.

Two free records for every 10 purchased in series 1100, 1200, 1400, 1600. One free record for every 10 purchased in series 2000, 7000, 8000, 9000, with the exception of 9001 and 9003; buy 10 get two free.

GMP CRESCENDO—Expiration date indefinite. Started July 1, 1964.

The 600 Series—buy five, get one free. Regular Series—buy nine, get one free.

FOLKWAYS—Expiration indefinite. Started July 7, 1964.

Eight pre-packed units (10 records per pack), one pre-pack free with purchase of five pre-packs, rest of Folkways catalog at 12½ per cent additional discount.

Billboard Buyers & Sellers

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

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with over a decade of experience with a major record company in this capacity, seeks a position that requires a mature diversified and multilingual executive who has plenty of experience; thorough knowledge of export trade and foreign market research; numerous and valuable contacts among the world's leading record manufacturers. If you want and need such a man, write

BOX 114

c/o Billboard, 165 W. 46th St. New York, N. Y. 10036

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Listed, you will find the labels which we presently distribute: ABC-Paramount, Ace, Argo, Ato, Atlantic, Battle, Big Top, Cadence, Challenge, Colpix, Cricket, Diamond, Dolton, Double-L, Delfi, Epic, Everest, Fabor, Felsted, Guyden, Hi, Hickory, Imperial, Instant, Langways, Jamie, Jubilee, Jay, Kapp, Laurie, Liberty, Lion, London, May, Murray, Mercury, MGM, Monument, Okeh, Phillips, Philips, Sam C, Phillips, Playcraft, Richmond, Roost, Roulette, S.P.Q.R., Smash, Starday, Shasta, Stax, Seville, Stereodiscs, Sun, Swan, Telefunken, Vallant, Vanguard, Verve, Warner Bros., Wing, Zen.

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

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

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

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

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Distributors (Regional) & Employment Advertisers	\$5	\$9	\$15	\$5
Distributors (National)	\$9	\$15	\$25	\$9
Situations Wanted for Individuals	\$2	\$9	\$15	\$5

- Minimum size sold is ½", approximately 35 words; 1" 70 words.
- All rates are for EACH insertion. PAYMENT MUST BE IN ADVANCE!
- Advertisements 2" or larger are set in boxed style.
- If Box Number is used, follow 10 words for number and address. Box number service charge is 50¢ per insertion.

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

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"IMAGINATION IS A MAGIC DREAM"

BOBBY VINTON



Guitars & Ukes Mean Plus \$\$; Chi Dealer Tells How to Do It

CHICAGO—"Turn about is fair play," or more plainly put, "Do unto others as they do unto you." Such is the credo of the retail record trade's clown king, Al Temaner. The owner of the more-than-a-dozen-unit Little Al record chain was feeling the pinch as supermarkets, dime and drugstores became competitors.

"I tell you," said Al, stirring his morning coffee, "if I were some kind of psychological type I'd have become a paranoid. But instead I decide to fight fire with fire. If every garage mechanic and his brother wants to be in the record business, why can't I turn the tables?"

"So, here I am doing the musical instrument bit. Right around January I began to sell guitars, ukuleles, banjos and accessories — and that includes song books. You know a lot of book sellers are selling my product so why not vice versa."

"Right now I'm capitalizing on the folk rage three ways: Folk records, folk instruments, and accessories for those instruments, like capos, pics and strings. In these first six months my non-record items have brought in 5 per cent of the dollar volume. Eventually, within three years, I expect it to account for about 20 per cent."

"A lot of people have learned to use these instruments and a lot more are in the process of learning. This means an investment of time and effort as well as money for lessons. This means folk music is going to be around for a long time. It's a safe, long-range investment. People spend six months or a year learning to play—they're making more than a brief fad of this."

Guitars are the best sellers, followed by ukuleles and banjos. Prices on guitars at Little Al's range from \$19.95 to \$99.95, banjos sell between \$29 and \$75 while ukuleles open as low as \$5.95 and close at around \$25. The medium price zones provide best sales action.

Back on the subject of dollars, Al said he must sell six or more record albums at full list to equal the profit of one instrument sale. Trade-ins provide an even greater profit potential. A low initial investment is another incentive for adding an instrument section. Al estimated a decent record inventory required \$10,000 while the fretted instrument department needs only \$1,000.

An angle requiring no inventory or capital at all is the catalog trade. The Little Al shops stock catalogs from musical instrument manufacturers thus permitting sale of more



MUGGING THE CAMERA and making money with a fretted instrument section, Little Al Temaner gets an accompaniment from his wife Dora.

items than are actually kept in immediate inventory. All goods sold through the catalogs are pure profit.

No money is budgeted for promotion on any of the Little Al stock. This is one retailer who gets by with window and in-store displays. Of course, being a bit of a character helps the word-of-mouth campaigns.

Guitars and other such instruments are great gift items, but record retailers carrying only a limited stock are advised to buy with care. Most of the Little Al trade is with middle class people from urban backgrounds.

Al himself says: "An electric guitar will not move in my stores for three reasons—(1) I don't sell them, (2) they ain't ethnic, (3) they cost more than my customers are willing to spend."

Little Al's experience with electrics is, of course, by no means a safe generality. Other record men in areas where the population has a more rural or country flavor report a near out-of-stock condition on electric guitars. Some said they would begin putting electrics aside for the holiday season as early as September.

Ampex Credits Sales Hike to New Products

REDWOOD CITY, Calif.—Ampex Corporation president, William E. Roberts, said that new products introduced in the last three years accounted for 69 per cent of the company's record sales in the fiscal year ended May 2.

Roberts' statement appeared in the company's annual report, distributed last week. He said the new products are the result of Ampex research and development programs which totaled \$55,000,000 in the last five years.

An additional 35 to 40 new products are planned for introduction in the current fiscal year, Roberts said.

Also contributing to sales and earnings growth in the year were increased commercial and industrial sales and service operations, which accounted for 60 per cent of total sales.

U. S. defense and government sales continued to increase but represented only 30 per cent of the total. Sales outside of the U. S. grew from 26 per cent of the total in fiscal 1963 to 31 per cent in fiscal 1964.

As previously reported, Ampex fiscal 1964 sales were \$140,049,000, up 18 per cent from \$118,666,000 in 1963. Net earnings were \$6,951,000 or 76 cents per share on 9,180,271 average shares outstanding, a 16 per cent gain over \$5,968,000 or 65 cents per share on 9,133,253 shares.

Curtis-Mathes Bows \$359.95 Color Console

DALLAS—Curtis-Mathes Manufacturing Company is introducing a console color TV set with 21-inch picture tube and a suggested list price of \$359.95, lowest-priced U. S. color TV set now on the market.

The cabinet is of walnut veneer and selected hardwoods.

Admiral Hosts Chi Kennedy Exhibit

CHICAGO—Some 80,000 persons were expected to view the John F. Kennedy library exhibit in the Admiral Display Salon on North Michigan Avenue here July 23-29.

A total of 23 cities will be visited by the exhibit, which winds up in San Francisco Oct. 18.



TELETONE'S MODEL 481 solid-state portable carries a suggested list of \$29.95. Unit has three transistors, three-stage amplification, four-speaker system and shock-mounted Alliance four-speed motor. Wing-speaker cabinets are removable.

Jensen Picks Detroit Rep

CHICAGO—Jensen Industries has named Richard A. Albrecht & Company manufacturer's representatives in Michigan for its line of needles, cartridges and phonograph drives. Albrecht is headquartered in Detroit.

Marantz Names Kuby Sales Head

NEW YORK—New national sales manager for the Marantz Company, component manufacturer, is Leon Kuby, formerly national sales manager of Harmon-Kardon and most recently national sales promotion manager for Fisher Radio Corporation.

Saul Marantz, president said Kuby's responsibilities will in-

clude management of Marantz field activities, marketing and dealer promotion and product planning.



A CONTINGENT OF PACKARD BELL DEALERS were flown by the parent company to the exclusive showing of its 1965 TV and stereo line in Los Angeles recently. Boarding the plane in Chicago are: (first row) Clarence Paul, Chicago Bell; Jim Braun, Braun-Herr, Sheboygan, Wis.; Al Allison, Chicago Bell head; F. S. Mattioli, American TV, Madison, Wis.; (back row) Larry Slife, Larry's TV, Oshkosh, Wis.; Don Quinn, Quinn's TV, Neenah, Wis.; Don Gibson, Carson Pirie Scott, Chicago.

THE BEATLES ARE COMING ON TAPE

CHICAGO—The Beatles are coming on tape, four-track stereo and two-track monaural, that is, Musictapes, Inc., is releasing the Beatles' United Artists original soundtrack, "A Hard Day's Night," this week. The album is reportedly one of the fastest selling in the record industry, with over 1,000,000 albums claimed by the manufacturer. Pete Fabri, Musictapes head, noted that this was the first time his firm had released a tape in both stereo and monaural versions.



TELL ME WHY

BOBBY VINTON'S NEXT #1 SMASH FROM HIS HIT L.P.

THE TRUTH OF THE MATTER IS...

ALBUM REVIEWS (continued)



POP SPOTLIGHT

THE LAST TIME I SAW PARIS

Jane Morgan. Colpix CP 469 (M); SCP 469 (S)

When it comes to the music of romance, Jane Morgan's music cannot be equaled. She has the foremost vocal delegate to come from America and France. Jane Morgan who sounds well in both languages. In fact, we hear: "The Poor People Paris," "Autumn Leaves," "If You Love Really Love Me," "Domino," "C'est Si Bon" and others.



POP SPOTLIGHT

LESTER LANIN PLAYS FOR DANCING

Philips PHM 200-132 (M); PHS 600-132 (S)

I've just canceled Lester Lanin and orchestra out of my next party—album's so great in stereo that one could do real well with just this gasser at any party. Lanin businessman bounces in magnificent style with classy medley after medley. A few of the tunes to dance to are "Java," "Hello, Dolly!," "People," "Milord," "Fly Me to the Moon," plus a "Salute to the Beatles" medley; hootenanny medley and a classical themes medley. Ont of the way, clear the floor!

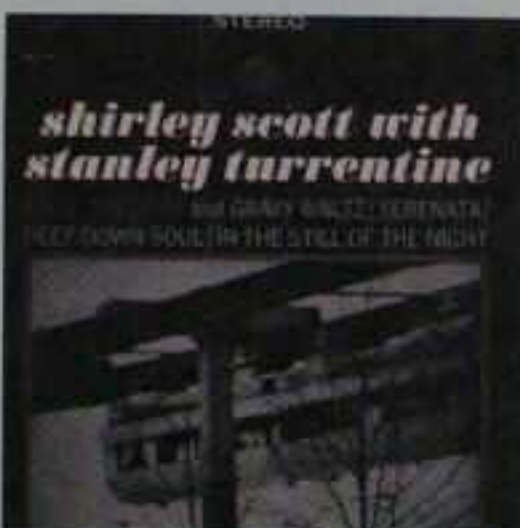


POP SPOTLIGHT

THE VERY BEST OF ROBERT MAXWELL

MGM E 4246 (M); SE 4246 (S)

Recently music from cover to cover. Maxwell's who's riding the chart with his second pop single (on Decca) is making new friends with each spin of the records. The arrangements are in the relaxing vein for most part but Maxwell, harp and orchestra do swing out on several cuts. Selections include "Good Night Sweetheart," "Eb Tide," "In a Sentimental Mood."

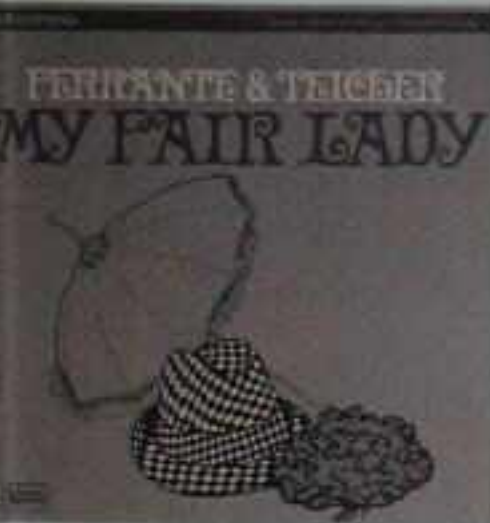


JAZZ SPOTLIGHT

SOUL SHOUTIN'

Shirley Scott & Stanley Turrentine. Prestige PR 7312 (M); PRST 7312 (S)

Ah, 'tis a good match. Shirley Scott with organ and Stan Turrentine on tenor sax make beautiful jazz together. Assisted by Earl May on bass and Grasella Oliphant on drums, the combo moves along in grand style with fine interpretations of "Gravy Waltz," "In the Still of the Night," "Serenata" and "Deep Down Soul."



POP SPOTLIGHT

MY FAIR LADY

Ferrante & Teicher. United Artists UAL 3361 (M); UAS 6361 (S)

Though music from "My Fair Lady" is far from a scarce commodity, this package with piano duo is fresh and bright. The arrangements are lush and posh and Ferrante & Teicher exude class on all of the selections.



JAZZ SPOTLIGHT

CHET BAKER SINGS

World-Pacific WP 1826 (M); ST 1826 (S)

Baker allows his trumpet to be upstaged by his vocalizing. Baker sings with a boyish charm and naturalness. The approach is honest and un gimmicked. To many Chet sings these tender and romantic songs the way they were written to be sung. Selections include "My Funny Valentine," "Someone to Watch Over Me," "There Will Never Be Another You."



COUNTRY SPOTLIGHT

GREAT LATIN HITS

Eddie Peabody. Dot DLP 3581 (M); DLP 25581 (S)

The banjo is certainly not relegated to the country music field any longer with more and more young people taking up the pick and pluckin' pop. Peabody's many followers as well as the new-found friends of the banjo will savour this package. "South of the Border," "Green Eyes," "Amapola," "Perfidia" are a few of the selections.



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

GREAT COUNTRY HITS

Andrews Sisters. Dot DLP 3567 (M); DLP 25567 (S)

The gals tackle a flock of country hits with the same aplomb that has created them pop hit after pop hit. They sound like they've been singing country style all of their professional lives. Billy Vaughn and Milt Rogers have come up with the top-notch arrangements and the gals take it capably from there. Tunes include "Sioux City Sue," "Careless Hands," "Tennessee Waltz," "Bouquet of Roses."



POP SPECIAL MERIT

GREAT ACCORDION HITS!!!

Miron Floren. Dot DLP 3583 (M); DLP 25583 (S)

Floren is well known as a regular on the Lawrence Welk TV show which should aid in the sale of the album. Floren does a fine job with some equally fine songs and good arrangements. The sound is right up to date—bright and modern. Selections include "Volare," "12th Street Rag," "Blue Velvet," "Canadian Sunset."

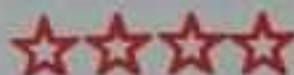


POP SPECIAL MERIT

JENNIE

Jennie Smith. Dot DLP 3586 (M); DLP 25586 (S)

A pleasant and agreeable matching of talents. Jennie Smith projects a warmth and feeling that is the envy of many vocalists. With clarity of tone she interprets her sometime boss, who is also recognized as somewhat of a talent himself. The mood is tender and romantic throughout. Among the Steve Allen songs included are "Tonight," "Spring in Maine," "I Love You Today."



FOUR-STAR ALBUMS

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

POPULAR

HI-HEEL SNEAKERS
Tommy Tucker. Checker 2990 (M)

THE NEW INTERNS
Soundtrack. Colpix CP 473 (M); SCP 473 (S)

POLYNESIAN SUNSET
The Bonaires. Dot DLP 3585 (M); DLP 25585 (S)

VAUGHN MONROE'S GREATEST HITS, VOL. 2
Dot DLP 3584 (M); DLP 25584 (S)

THE CHALLENGERS
Vault LP 107 (M)

MORE PRETTY GIRLS THAN ONE
Casey Anderson. Atco 33-166 (M)

JAZZ

ENGLAND'S NEW BIG BAND SOUND: THE LAURIE JOHNSON ORCHESTRA
Colpix CP 471 (M); SCP 471 (S)

MICHEL LEGRAND SINGS
Philips PHM 200-143 (M); PHS 600-143 (S)



THREE-STAR ALBUMS

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

INTERNATIONAL

EDELWEISS STARS
Cuca K 2200 (M)

COUNTRY & WESTERN

MODERN SQUARE DANCES
Frannie Helntz. Colpix CP 474 (M); SCP 474 (S)

SPIRITUAL

MEDITATING MOMENTS
Vernya Phillips. Allegro LP 1189 (M)

J-G Forms New Label

NEW YORK—The Jay-Gee Record Company, a division of the Cosnat Corporation, has formed a new label, Jay-Gee International.

JGI will act as U. S. and Canadian distributor for foreign masters which have been acquired and which will be acquired by the parent label.

The new label's first release is "Liebeskummer Lohnt Sich Nicht" (Heartaches Don't Pay), recorded by German artist Siw Malmkvist.

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Type of Business _____ Title _____

ALBUM REVIEW POLICY

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

Yes, Virginia-- There is a Sanity Clause

It's built into every person's moral contract with himself . . . and in the world of business, it's called "ETHICS."

Some people choose to forget it exists . . . but whether you deal in records, pharmaceuticals, bubble gum or publishing, it's the great unseen giant that separates the men from the boys.

As with any intangible, Webster's Dictionary defines the word "ethics" in many ways, a few of which are:

- "the science which treats of the nature and grounds of moral obligation; the science of human duty"
- "a set of moral principles or values"
- or closer to home . . . "rules of practice in respect to a single class of human actions; as, social **ethics**, newspaper **ethics**"

At Billboard, we take immense pride in our 70-year heritage of sound and honorable business practice . . . where ethics are as vital to our operation as unlocking the door to our office in the morning.

Oh, sure . . . the highest of ideals can inadvertently get a little bruised now and then . . . unavoidable in any large operation where hundreds of people scattered throughout the world are involved in each weekly product. But on the whole the ethical soundness of Billboard's publishing code is totally unmatched by any other industry publication . . . and we'll take odds that no other music-record trade paper gets the kind of lively mail we do.

For example . . . a letter recently received from a Billboard contract advertiser:

"For some time we have been complaining that the editorial content relating to merchandise issued or made by non-advertisers is in direct conflict with our paid advertising.

"We are not trying to dictate editorial policy to your publication, but since the editorial coverage boils down to free advertising for a competitor's merchandise, we would have to be idiots to continue to pay for what someone else gets for nothing. If anything, non-advertisers in the field get broader editorial coverage than do those who advertise. On the basis of the evidence, it is obvious that the best way to expand our editorial coverage and maintain our competitive position is to stop advertising.

"Until these problems are settled to our satisfaction, we will not renew our contract and will advertise only on a one-time basis when we feel it necessary."

GUILTY, YOUR HONOR! . . . As much as we hate losing that contract business, we must confess to our firm conviction

- that just because you advertise does not mean you make **news**
- that just because you advertise does not mean we are obliged to print your press releases word for word without checking the facts to make sure the story is **newsworthy**
- that just because you advertise, we should lessen or suppress **news** about your competitors

No, sir . . . sleep is too precious. Furthermore—we don't run free ads to hype big accounts . . . or print "puff" to make the book look bigger . . . or pull the wings off butterflies.

What we do try to do is make certain

- that every line of news in every issue of Billboard is accurate and of direct interest or importance to the industry
- that our advertisers get a fair shake—by our membership in Audit Bureau of Circulations (ABC) which presents the industry an annual, unbiased audit of our circulation, letting advertisers know exactly who his message is reaching and where they are.
- that our readers get the benefit of constant up-grading and improvement of editorial content —by our membership in Associated Business Publications (APB) . . . dedicated to furthering the editorial excellence and "ethical" standards of the business press. (Only ABC-audited publications are accepted for membership)

Do you think any of the above could have some possible bearing on the fact that Billboard's paid circulation is twice that of any other music-record business paper?

Yes, Virginia . . . there really is a Sanity Clause. All you have to do is close your eyes and listen to the fine print.

Billboard

The **ONLY** ABC-audited business paper for the music-record industry

BULK VENDING news

Crisman Feels Beatle Tour to Give Charm Trade Shot in Arm

CHICAGO — Bulk vending collections are up appreciably over last year, according to Paul Crisman, King & Company here. He added that not all of the increase is traceable to such hot items as Beatle buttons and rolls. The rise is across the board, but the Trolls and Beatles, sitting almost simultaneously, have sold more than any items in his entire experience, Crisman explained.

Both items are still moving, although they have slowed down a little, but Crisman expects another big boom in the Beatles when the Liverpool group comes back to this country for a late summer tour. He is preparing for it and advises operators not to be caught short.

The penny machine, Crisman says, is still a big part of the market, and he expects it to remain so, but there has been an undeniable swing to the 5 and 10-cent items. Quarter capsules are a slower-moving item, largely because it is not easy to put a good 25 cents' worth into a capsule.

As president of the National Vendors Association, Crisman

is pleased with the success of his policy of appointing seven co-chairmen in different parts of the country to assist the national chairman in charge of membership. The move has paid off, he says, and cites co-chairman Arthur Bianco, AB Vending, New York, as an example. Bianco has corralled seven new members since the NVA convention in April.

Crisman also feels that the recently ended, successful fight against the anti-mingling bill that threatened the bulk industry also helped to whip up enthusiasm for the NVA. It showed operators the value of concerted action, he says, and thus proved the case for a strong association.

BULK BANter

Pacific Patter

Mike (Butch) Fichera Jr. and his wife, Maureen, will soon be moving into their home in Van Nuys. Mike will take a week's vacation from his route to help get things in order. . . . Dave Slivkoff, Civic-Vend, made his usual Monday morning stop at Acme Vending for supplies. . . . Bob Paradise was in town shopping for his bulk route. . . . Max Jones and family are back from a vacation in the High Sierras.

Ken Parsons, Los Angeles operator, was in town and stopping off at Acme. . . . Ed Morgan, Torrance, was another bulk operator shopping early last week for his operation. . . . Jim Harris, Rainbow Vending & Distributing Company, San Diego, was in Los Angeles for supplies.

John McCurry has sold his interest to his partner, Steve Watson, in San Diego Vendors Distributing Company. . . . Charles S. Reed, Reed Distributing Company, La Mirado, is back on the job following a vacation spent in the East. . . . Norman Clark was another bulk operator in town for supplies. . . . Murray Carr, Fullerton, is planning a vacation trip to Las

Vegas. . . . Ralph Goulding, Los Angeles operator, is back from a brief stay in Las Vegas. . . . Jerry O'Hara has bought a number of new machines for his route in Los Angeles. . . . Ted Crawford, of Pasadena, keeps the Feldmans, at Acme, supplied with fresh eggs. When he arrives at Acme on Friday for his supplies, he always brings a supply of fresh eggs.

Herb Goldstein, Oak Manufacturing Company sales manager, is back from a successful trip around the country. He took the Vista and Future Twins with him. Goldstein is planning his next trip in eight weeks. . . . The flying member of Oak, Norman Weitzman, flew his plane down to San Diego with his brother, Barry. Their wives joined them for dinner with Sam and Lil Weitzman, who were vacationing with friends at Del E. Webb's. . . . Ed Rosen, Operators Vending Machine Supply Company buyer, reports that the Trolls are still moving like wild and are now in good supply. . . . Jim Harris, Rainbow Vending, San Diego, stopped off at Operators to stock supplies. . . . Danny Marshall, head of shipping and stock at Operators, is on vacation in Texas with his

COINMEN IN THE NEWS

Ambling in Arkansas

Hot Springs: Robert Marks, Marks Amusement Company, is settled in his new office and warehouse building at 606 W. Grant. His old quarters were destroyed by fire several weeks ago. . . . J. Earl Gill, Gill Amusement Company, has been busy lately adding new vending equipment to his route. . . . W. E. Lewis, Lewis Novelty Company, said his business is on the increase this summer with a big tourist trade, this

despite the gambling shutdown last march.

Nathan Wheelless, Service Amusement Company, Jonesboro, who has been taking flying lessons, recently got his pilot's license. He flew to Memphis recently. . . . Lester E. Godwin, Hope Novelty Company, Wurlitzer representative in Arkansas, said he is enjoying good business. . . . Leo Tanner, manager of Helena Amusement Company, Helena, said the cotton crop for the area looks good and he anticipates a big fall business.

Charles Gist, Gist Music Company, Helena, said the area has boomed since the bridge across the Mississippi River at Helena was finished two years ago. . . . Fred Johnson, Johnson Music Company, Heber Springs, said building of a dam there for a big lake and summer resort has vitalized the area's business and economy. . . . Arley Turner, Turner Music Company, Harrison, in the heart of the Ozark

(Continued on page 54)

BB BONER HAS SAM FOR GEO. IN EPPY STORY

NEW YORK—Force of habit proved just too much for one of Billboard's staffers. A story in last week's Billboard, based on an interview with George Eppy, was attributed to Sam Eppy. Sam, who has not been active with Eppy Charms, Inc., for two years, was for many years a head of the firm. He is retired, or as retired as a man of his energies can get, and enjoying the best of health. George Eppy is head of the Charm manufacturing company, and the statement in the story should have been attributed to him. At least, though, Billboard's error kept it in the family. George and Sam, along with Sid who is active in the firm, are brothers.

family. They are making the trip in their new station wagon. . . . Oak Manufacturing Company assembly plant has moved to Oak City. Imperial Die Casting will be the next to move in about 60 days. Oak City is really taking on the look of a busy metropolis with 60 cars parked and consideration is being given the installation of its own gasoline pumps. SAM ABBOTT

J. SCHOENBACH

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

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.80
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Mach.	18.00
N.W. Model 233, 1c Perc. Converter for 100 ct. B.G.	6.50
ABT Guns	20.00
Mills 1c Tab Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	\$.49
Pistachio Nuts, Jumbo Queen, White	.42
Pistachio Nuts, Large Tulip	.47
Pistachio Nuts, Vendor's Mix	.44
Pistachio Nuts, Sheik, Red	.39
Cashew, Whole	.71
Cashew, Butts	.71
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.37
Baby Chicks	.33
Rainbow Peanuts	.33
Bridge Mix	.36
Boston Baked Beans	.33
Jelly Beans	.33
Licorice Gums	.23
M & M, 500 ct.	.48
Hershey's	.47

Rain-Bo Gum, 72 ct.	\$.32
Maltette, 100 ct. per 100	.35
Rain-Bo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Bo Ball Gum, 100 ct., 300 lb. minimum prepaid on all Rain-Bo Ball Gum	.34
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gums, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator. One-third Deposit, Balance C.O.D.

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GOLDEN 60



This "all product" vendor is truly the most versatile on the market. Handles ball gum, charms, capsules, all nuts and any small bulk products without breaking or crushing. Gold decorative front panel. Mammoth capacity.

Available with 1c, 5c, 10c or 25c Mechanisms

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Northwestern SUPER 60

- NO BREAKING
- NO CRUSHING
- NO MISSING

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

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

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Northwestern CORPORATION

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Phone: WHitney 2-1300

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

NAME _____
COMPANY _____
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CITY _____

Fill in coupon, clip and mail to:

KING & COMPANY
2700 W. Lake St. Chicago 2, Ill.
Phone: KE 3-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum; 5c Package Gum; Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds; Mixed Nuts, all in vacuum pack or bulk; Panned Candies; 1 Hershey's 320 count and 500 count Candy Coated Baby Chicks; Leaflets; Coin Wrappers; Stamp Folders; Sanitary Napkins; Sanitary Supplies; Route Cards; Charms; Capsules; Cast Iron Stands; Wall Brackets; Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.



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Attractive, compact MARK-BEAVER Bulk Vending Machines sell themselves Available in many models, including combination units.

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1c or 1c & 5c Combination

Weights \$10.00 in pennies, \$30.00 in nickels. Springs are precision calibrated. Heavy metal base. Glass-covered dial protects pointer when in use.

\$22.00

Complete With Sturdy Carrying Case

ORDER TODAY

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

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

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BEAUTIFUL STORE WINDOW DISPLAY

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

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PM-DUO

RECESSED ACE LOCK
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CHROME MECHANISMS
CAPACITY:
Duo—300 Flat Packs
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PM-TRIO

Compact Rugged Construction. Any
Combination of 25c and 50c Coin
Mechanisms. Clutch Handles. Adjustable
Hoppers. Write for Prices.

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"Say You Saw It in
Billboard"

Mitchell Presents NVA Case To Chief of Excise Tax Div.

CHICAGO — Don Mitchell, counsel to the National Vendors Association, met informally with the chief of the excise tax division of the Internal Revenue Service in Washington recently. NVA wants a ruling exempting bulk vending merchandise from the excise tax provisions applicable to jewelry sales.

Prior to this meeting, the IRS had taken the position that any rings, bracelets, pins or other

articles of imitation jewelry, if designed to be worn, should be classified as imitation jewelry for purposes of the federal excise tax.

Mitchell feels the meeting enlightened the IRS to the problems of the bulk vending industry. The NVA is continuing to present briefs and arguments and has hopes for a favorable ruling. The association's position is that articles intended solely for children are not jewelry, but toys.

Mitchell believes that if it were not for the actions taken thus far by NVA, the Revenue Service would be attempting to enforce the excise tax provisions on bulk vending items. The consequences of such enforcement would be so severe many bulk

operators would be forced out of business.

Mitchell strongly urges all bulk operators not to mislabel their trinket merchandise as jewelry. He advises dressing all bulk vending machines to make it plain that the contents are not jewelry and are intended for children.

the Los Angeles branch, which is headed by Herman Bied. . . . Bob Meada of the shop force at Simon Distributing is on vacation fishing off the coast of Mexico near Ensenada. . . . Joe Merel, Simon Distributing Company parts department, returns soon from a vacation of which he spent part at Yosemite. Max Brown, Philadelphia operator, was in town. He is Lyn Brown's brother. . . . Hank Dabeck, production manager for United Manufacturing Company, Chicago, and his wife, Helen, and son, Johnny, spent their vacation in Los Angeles and visited Knott's Berry Farm in Buena Park.

Eldon Dale, Dale Engineering, is back from San Francisco, where he showed his newest game to operators in that area. He is the designer of the Dale Gun. . . . Joe Duarte, Duarte International Sales, returned late last week from a trip that included the New York World's Fair and Montreal. . . . Hank Tronick is back at his desk at C. A. Robinson Company, following minor surgery in St. John's Hospital in Santa Monica. . . . Construction has started on a new building for Nickabob Sales, Visalia, Clyde Love reports.

Nick Carter, King Distributing Company, Rock-Ola distributor, is back from a business trip to the Visalia branch office. . . . Walter Cook, Palos Verde operator, is visiting in Yosemite, where he has some land holdings. . . . Paul A. Laymon, Inc., has received its second shipment of the Bally Grand Tour. Jim Wilkins Jr., Jimmy Wilkins' son, Paul A. Laymond, Inc., is returning soon from six weeks on an island off Puerto Rico with a church mission group. The group made a stop in New Orleans and Mexico City. . . . Don McGowan of the Los Angeles R. F. Jones Company contracted for a 100 switchboard, Tele-Norm system, at AiResearch of Garrett Corporation.

John Malone of the R. F. Jones background music department is getting in some smooth sailing during the warm months. He sails near his home at King Harbor near Redondo Beach. . . . Bob Holm, R. F. Jones background music department, and Linda Graves are to be married soon.

Leah Miller, secretary at R. F. Jones Company, is working toward her college degree in education. . . . Tony Sanchez-Corea of the San Francisco R. F. Jones Company background music department, and his wife spent two weeks in Southern California. . . . Ed Mason of the Los Angeles R. F. Jones Company parts department is back at his desk, unwinding paperwork that accumulated while he and his family were on vacation in Oregon, Idaho and parts of Western Canada. . . . Bill Gray of the R. F. Jones vending sales department is back from Las Vegas. . . . Johnny Hotz, R. F. Jones, spent part of last week in San Diego. . . . Woody Mat-

(Continued on page 58)

Droll Troll Series

PITTSBURGH—The Penny King Company this week bowed its Droll Trolls series for 1-cent vending. The Trolls have painted eyes and belly buttons.

COINMEN IN THE NEWS

• Continued from page 53

Mountains, said he is enjoying one of the best summer seasons ever.

James Akers, Akers Music Company, Harrison, is recuperating from an auto crash near Branson, Mo. He hit the rear of a truck in a fog on a mountain curve, suffered broken ribs, eye injury and face cuts. . . . Jack Ethridge, Jack's Amusement Company, Hampton, and his wife spent a vacation week in New Orleans. . . . Lloyd Barber, B & C Music Company, Forrest City, was in Memphis recently to get delivery on a pickup truck with two-way radio for his route.

H. L. Hopkins, Hopkins Amusement Company, Fordyce, was in Memphis last week shopping for some new pin games. . . . N. O. Bledsoe, National Novelty Company, El Dorado, said it was "mighty quiet" since his son, Norman, 21, married in June. . . . Paul Hurst, Hurst Music Company, Atkins, said he is enjoying a wonderful tourist

business. He has music and amusement machines in a beautiful summer resort area at Petitjean Mountain near Hot Springs, where there is a State park, cabins, vacationers who pitch camp, water skiing, swimming, boating, fishing.

Bud Strickland, Strickland Amusement Company, Bald Knob, said the area, noted for strawberries, just finished its best season in years. . . . William Adams, Ozark Vending Company, Batesville, was in Memphis recently to buy records and equipment. . . . Joe Michie, Gay Music Company, Blytheville, returned recently from Austin, Tex., where he visited his son, who is administrative assistant to the city manager.

Sam Torjusan, B & T Amusement Company, Blytheville, just returned from a vacation at Mountain Home, Ark., a resort spot. . . . M. L. Armstrong, Armstrong Amusement Company, Brinkley, was in Memphis last week buying records. . . . Bill Smead, Camden Novelty Company, made a fishing trip to Hot Springs, caught a lot of big ones.

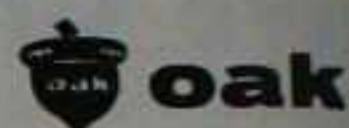
Walter Dunaway, Dunaway Music Company, Conway, and also mayor of Conway, is a busy man with side interests in real estate development, in addition to his route and official duties. He fishes in his spare time. . . . Thomas Mann, Ashley County Music Company, Crossett, is repairing and revamping phonographs on his route, has also added two new ones. . . . Graham Wilson, former operator at Crossett, now operates a TV repair shop.

Pacific Patter

Delfino Franco, Manila operator, was in town and visited Vendart, Duarte International, and Simon Distributing Company. Marshall Ames, Vendart, visited with Franco in the Philippines a couple of months ago. . . . Mike Ames, son of Marshall Ames, lost the first joint of the index finger on the right hand in a hedge snipping accident. . . . Steve Ames is working the cigaret route for Marvin Jones Music in the San Fernando Valley. Steve recently graduated from high school. Another of Marshall Ames' sons, Douglass, 7, goes into the hospital soon to have his tonsils and adenoids removed.

Henry Leyser, president of Associated Coin Amusement Company, Inc., Oakland, visited

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

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Victor Toppers, 1c B/G . . . \$ 8.50
Victor 2000's, 1c B/G,
100 ct. . . . 16.50
Victor Vendoramas, 1c B/G . . . 10.00
Victor Pen Machines . . . 19.50
Atlas 1c & 5c B/G . . . 13.95
N.W. Model 49, 5c mdse. . . . 9.95
N.W. 1c B/G . . . 9.95
N.W. Deluxe, 1c & 5c . . . 9.95
N.W. Roll type Stamp,
25c, 10c . . . 45.00
Silver Kings, 5c Mdse. . . . 7.50
Schermack Roll type Stamp,
25c, 10c . . . 45.00
Mills 6-col. Gum, 1c . . . 9.95
DuGrenier 4-col., 1c . . . 9.95
Stands, NEW, 12 lbs. . . . 2.50
each in lots of 10 or more
1/3 DEPOSIT ON ALL C.O.D.
ORDERS.
SEND PAYMENT IN FULL ON ALL
ORDERS UNDER \$20.00.

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Capsule
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The ultimate in
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Merchandising.
Vends any item
which can be
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COIN MACHINE news

Copyright Act Revision Would Remove Juke Box Exemption

By MILDRED HALL

WASHINGTON — The Library of Congress has incorporated terms of the Celler (D., N. Y.) bill to end the juke box performance royalty exemption into its legislation to revise the 1908 Copyright Act. Inclusion of the anti-exemption proviso will not stop action on the individual Celler bill (H.R. 7194), which is still awaiting action by the House Rules Committee.

The Library of Congress bill, H.R. 11947, also introduced by House Judiciary Committee Chairman Emanuel Celler last week incorporates final provisos of the copyright revision which has been under study for nearly a decade. The terms of the legislation are being released at this time largely to disseminate all the proposed changes for study by copyright experts in creator and user fields. Panels of these experts have been meeting — and arguing — over the years on wording of the revision. New legislation would length-

en the copyright term to life and 50 years, modify present compulsory license by raising statutory mechanical royalty ceiling and providing broader recovery against infringers, and would give sound recordings a measure of protection, at least against duplication. The new law would become effective Jan. 1, 1967.

Final action on the original Celler bill to end the juke box exemption would be almost beyond belief in this waning session, even if the very reluctant House Rules Committee should let it get to the House floor for a vote. The Rules Committee has already held one hearing on the bill (Billboard June 20, 1964), but was to schedule another to hear opponents, Reps. Roland Libonati (D., Ill.) and Byron G. Rogers (D., Colo.). Libonati and Rogers fought hard to prevent Judiciary Committee's favorable reporting of the bill. Rules Committee has no hearing scheduled at this time.

The bill to revise the Copy-

right Act will go through many weeks and months of hearings by House and Senate Copyright Committees during the next congressional session. Both the revision bill and the Celler anti-juke box exemption bill will have to be reintroduced in the 89th Congress, which gets under way in Jan., 1965. All bills die at the end of each two-year congressional session.

The surprise decision of the Library of Congress to incorporate the terms of the Celler bill in the over-all copyright revision will give the anti-exemption proviso two chances. If the Celler bill fails of passage as an individual bill, or if Representative Celler does not reintroduce it next year (assuming that it cannot possibly pass this year), action on the general revision bill may eventually carry the anti-juke box exemption along with it.

Originally, the Library of Congress' Copyright Office had planned to stay out of this par-

(Continued on page 56)

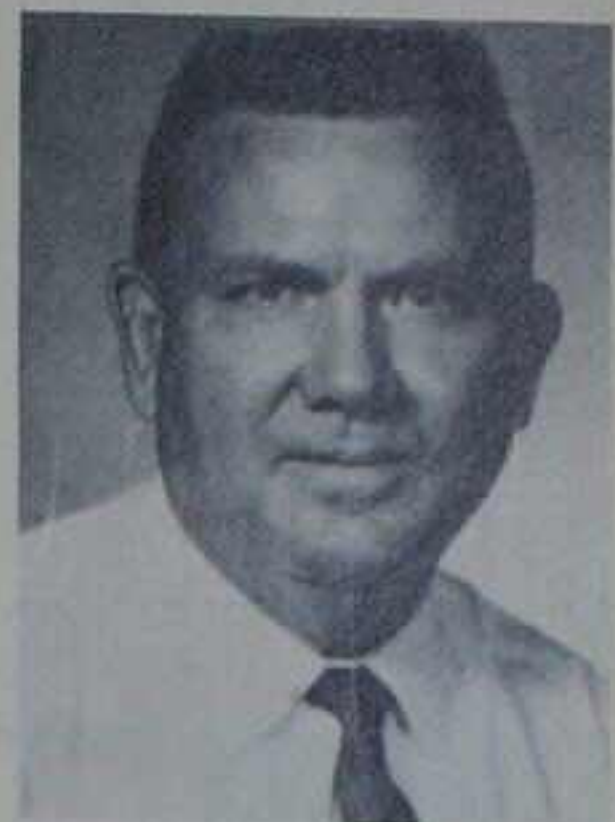
Gulf Coast Wurlitzer's South Texas Distributor



JOE R. STEELE

HOUSTON—The Gulf Coast Distributing Company here has been formed as the Wurlitzer distributorship for South Texas. It replaces the Bill Williams Distributing Company, which has been dissolved.

President of the new firm is Joe R. Steele, who represented



L. C. BUTLER

Wurlitzer in South Texas from 1948 to 1960. Vice-president is L. C. Butler, a veteran coin machine executive from Houston.

The company's headquarters at 2617 Leeland Avenue, will carry a complete line of phonographs, parts and supplies and have a modern service department.

EUROPEAN NEWS BRIEFS

New Target Game

OBERHAUSEN, West Germany—A new target game is being marketed by Emil Bergfeld Apparatebau here. Called the Embeo pistol target gallery, the game has an electro-mechanical mechanism with a special caliber air pistol. The player fires lead pellets at six moving targets. The producer is promoting the game as ideal for target competition tournaments.

Tax Problem

COLOGNE — The Central Organization of German Coin Machine Operator Associations (ZOA) reports that some progress is being made in gaining government attention to hardships experienced on the coin trade by the proposed added-value tax and the repeal of the amusement tax in some German states.

President Hasso Loeffler reported that the problems posed for certain branches of trade and industry by the added-value (Mehrwertsteuer) are now under consideration in the Ministry of Finance. While there is no chance that the trade will gain a specific exemption from the tax, its wishes will be taken into account in any rewriting of the law, Loeffler said.

North Rhine-Westphalia proposes to repeal the State amusement tax but to levy a special tax on phonographs. Loeffler says there is strong sentiment in the State legislature for easing the tax burden on the phonograph operators.

Norwegian Trade

OSLO—Norwegian operators are studying the possibility of increasing the importation of equipment from countries associated with Norway in the European Free Trade Area (EFTA). EFTA states have just held

a meeting in Edinburgh, Scotland, which presented a roseate report on progress in slashing customs barriers inside the trading community of the "Outer Seven" States.

Because of the scaled-down customs barriers, Norwegian operators in theory could save considerable money importing from EFTA lands. The main countries under consideration are Britain, Switzerland, and Austria.

Some prominent Norwegian trade figures speculate that Britain, through EFTA, will receive the stimulus to become a major coin machine producer.

Cinebox Center

PARIS — Cinebox, which is produced in France under license from the Italian inventor, is sounding our French film interests concerning the establishment of a juke box film production center in Paris.

Such a production center, whose trademark would be Brigitte Bardot waving from the Eiffel Tower (according to one proposal), would supply films for all current production models of film phonographs, including Scopitone, the Carvelle, and others.

Parisian production would tap the matchless background of the French capital and would also seek to utilize the services of junketing and holidaying international recording artists.

Jupiter Drive

ZURICH—The Jupiter phonograph, which is produced by a Franco-Swiss company, is pressing a world export drive to capitalize on the momentum gained from brisk European sales.

Jupiter sales are spurring on the Continent, and company officials give substantial credit to

(Continued on page 56)

Dabek Keeps Product Moving

CHICAGO—Henry J. Dabek, after 21 years with United Manufacturing Company, is vice-president in charge of production, but, he says, "I'm a working vice-president. That makes me a supervisor."

By whatever title, Dabek is as good an example as the coin game manufacturing industry affords of the man who keeps the product moving through the plant and into the market.

Starting with Exhibit Supply Company in 1933, Dabek became foreman in charge of inspection and testing of the pin games. By 1943, when he joined United as production supervisor, he was ready to make an outsize contribution to that company's progress through the demanding years of the war and its aftermath.

War Production

Like the other coin machine manufacturers, United was in war production, and no materials were available for amusement games. There was, however, a brisk business in the renovation and conversion of old machines into completely new models, through the use of old materials and a great deal of ingenuity.

United's present plant was built from scratch in 1948 and 1949, and Dabek was an important consultant in its construction.

The production lines were soon put to a rigorous test. United had produced its first shuffle alley, which led to the bowling alley, and the demand was very heavy.

For a long time the company was producing 400 of the machines per day, but the demand was met because Dabek's production conception was sound, and he made the best possible use of a force that frequently numbered 200 employees.

The essential consideration was the direct flow of raw materials from entrance through straight assembly lines, with the finished product ending up for inspection and crating right at the shipping door.

Dabek has been successful in maintaining this flow for all kinds of amusement machines and for the government contract work that United has continued to do.

The plant has recently finished a \$9,000,000 million contract for the Signal Corps and keeps itself always ready to handle similar electronic projects.

Complaints, Suggestions

Another function of a good production man, Dabek says, is to keep things flexible so that procedures can be changed to cope with new developments. John Casola, selling on the road

for United, will often inform Dabek of recurring complaints and suggestions from customers, many of which can be eliminated or responded to by changes which Dabek makes at the plant without significant slowdown of the production line.

In addition, any manufacturer of United's size will always have new and different problems, such as the different cycles required for use in other countries.

Keeping the product moving through all these complications has brought Dabek a high reputation in the industry, but he is inclined to give most of the credit to United's engineering department, headed by Lynn Durant, the company president, vice-presidents Herb Oettinger, Bill DeSelm and the rest of the staff.

Casola Urges Trade to Aid in Celler Bill Fight

CHICAGO—With the Celler Bill to remove the performance royalty exemption still in the House Rules Committee, Lou Casola, president of the Music Operators of America, this week released the following letter to the music machine trade:

"As never before, the Music Operators of America needs the support of every operator in the industry.

"It is not only important and urgent that members pay their current dues promptly. It is also important and urgent that all non-members join MOA now. It is time for everybody interested in the welfare of this industry to stand up and be counted.

"Only with this kind of support can MOA continue to fight HR 7194 which, if passed, would end performance royalty exemptions for coin-operated phonographs. We repeat that only with the full support of all operators and others associated with the industry can MOA continue the fight.

"The board of directors and many members of MOA are co-operating and standing solidly behind the people who represent us in Washington. Let's make it 100 per cent support by every operator paying his fair share. This is the only way that the Music Operators of America can present a solid front.

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Front-Money Key to Profitable Operation of Summer Locations

GLASCO, N. Y. — Summer juke box locations can be profitable if the operator covers himself with a solid front-money arrangement. That's been the experience of Tommy Greco, partner in Greco Bros. here.

Greco Bros. operates about 150 summer locations in this Hudson Valley resort area. Most of these stops operate a 12-week season.

In most cases, equipment placed on these locations is brand new. When the equipment is new, the terms call for the operator getting the first \$300 for the season, the location getting the next \$300, and the 50-50 split prevailing after that.

Service Cost

If the location doesn't do more than \$600 for the season, the operator does a little better than break even, considering the

cost of installing and removing the machine, servicing it and depreciation.

But the \$300 front-money prevents the operator from getting burned. Of course, most locations top the \$600 figure.

Greco insists that machines be placed indoors and always where an attendant is on the premises.

Outdoor Locations

Although swimming pools have been reported as good locations, Greco will not place a \$1,500 piece of equipment where it will be exposed to the elements or subject to vandalism.

Machines are generally placed in resort casinos and coffee shops.

The same general programming procedures which hold for year-round locations apply to summer stops.

Greco feels that each serviceman should know the location and should take pains to program with care. Locations are serviced every two or three weeks, with eight to 12 records changed on each service call.

Record Changes

That means that some stops will average as much as 24 new sides every 14 days. When new

records are placed in the juke box, they take the top listings and everything else is pushed down. If 20 new sides are added, the 20 sides at the bottom are dropped. Every other side moves down 20 positions.

This method means that the routeman can cover only from eight to 10 stops a day.

But Greco prefers to have routemen make a limited number of calls and program properly than have them make more calls and program haphazardly. In the long run, he said, careful programming is profitable programming.

Greco operates games in virtually all his juke box locations, with emphasis on pool tables. Pool is the top earner in the Hudson Valley, he said, and without it the game operators would be in tough shape.

The coin shortage has been harassing local operators this summer, Greco said. He added that banks await anxiously visits from operators with their coin bags and that he often gets location calls urging him to empty the coin box, distribute the commission, and give the location a chance to break folding money.

N. Y. Operators Meet at Track

MONTICELLO, N. Y. — As has been their custom for the last several years, members of the New York State Operators Guild held their July meeting at the Monticello Race Track Wednesday (15) with a short business session before the opening race.

The NYSOG roster was augmented by several Westchester Operators Guild representatives. Some 80 operators attended.

Highlight of the evening was the running of the feature race in honor of the NYSOG. A blanket was presented to the winning horse in impressive ceremonies.

Franklin Ash Back at Work

PHILADELPHIA—Lt. (J.G.) Franklin Ash, discharged last week from the U. S. Navy, went back to work for his father, Joe Ash, head of the Active Amusement Machines Company, with offices here and in Scranton, Pa.

He will work in the Philadelphia sales department.

During his two years in the Navy, Ash was attached to the U.S.S. Pickway and saw service with the Seventh Fleet in the Far East. He is a Pennsylvania State University graduate.

EUROPEAN NEWS BRIEF

• Continued from page 55

the cheering section organized and conducted by the big London firm of Photographic Equipment Company, Ltd.

Phonographic Equipment has imported 1,000 Jupiter units into Britain in the last year. Phonographic Equipment's Cyril Shack says the Franco-Swiss box has established itself as a formidable competitor against U.S.-made equipment.

Bergmann Games

HAMBURG—T. Bergmann & Company, a major European coin machine manufacturer, is establishing a strong position in the games field with the success of its target game tandem, Arizona and Safari.

With the success of the Arizona and Safari, Bergmann now ranks with Rally of France as leading European producer. Bergmann says that Safari, an electronic target game, has proved to be a collection box bull's-eye.

Bergmann is also still meeting a strong export demand for Arizona, which has had successful sales promotion in the U. S. by the Duncan Sales Company of Cleveland, national sales agents in the U. S. for Bergmann products.

3,000 Juke Boxes Play Roles in Italian Contest

ROME — Festivalbar, a national competition involving 3,000 juke boxes and some of the nation's leading record labels, is under way. Here's how it works:

A dozen records from the Ricordi, Ri-Fi, CGD, Carosello and other labels are entered in the competition. Ballots are placed near the 3,000 juke boxes involved.

When a patron plays one of the competition records, he casts a ballot. He also gets a chance at various prizes, including, of course, records. All firms donating prizes are listed on the ballot cards.

Voting will take place for a full year. At the end of the year, all artists whose records were represented in the voting will appear in Rome to sing the songs which appeared on the juke boxes.

Winning artists will receive awards, and all those who voted for the winning records will participate in a drawing, with an automobile as grand prize.

The promotion was organized by Vittorio Salvetti. It is the first such nationwide competition in Italy.

Ditchburn Profit Increases 29%

LONDON — The Ditchburn Organization, British operator and distributor, reported a net income before taxes of more than \$400,000 for the fiscal year ended March 31. This represents a 29 per cent increase as compared with the previous year.

About 50 per cent of the income comes from the rental and operation of juke boxes. Ditchburn, which represents Wurlitzer in the United Kingdom, sold and put on location more than 1,000 machines during the fiscal year.

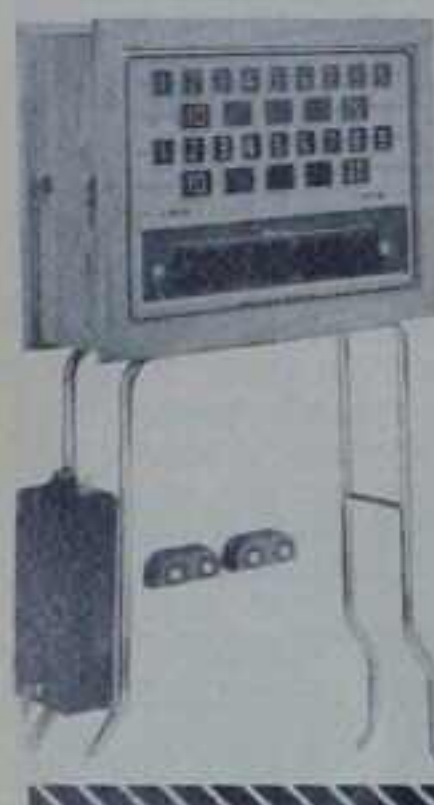
An estimated 18 per cent of the revenue came from vending machine operations.

Copyright Act

• Continued from page 55

ticular hornets' nest, hoping the Celler bill would pass. Delay by the Rules Committee, and the long history of failure to get anti-exemption bills passed, especially on the House side, probably caused the decision to try, once and for all, to resolve the issue.

Library of Congress and Copyright Office officials have testified over many years at hearings on bills to end the juke box exemption. They argue that this is the only exception to the performance-for-profit royalty terms that apply to all other users of copyrighted music under the copyright law. Also, the Library and the State Department have said it is out of line with international copyright practices.



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Kitt Reports European Trade Has Problems Similar to Those in U. S.

CHICAGO—The coin industry in Europe is experiencing some of the same problems as the U. S. trade, according to Gil Kitt, president of Empire Coin Machine Exchange here. Kitt has just returned from a six-week business swing through England and the Continent.

Legislative and tax problems similar to those of the States are among the chief concerns of the European coinman, says Kitt. In Belgium, for example, the new tax law, based on population and kind of equipment, seems likely to eliminate the marginal operator.

It will also reduce the number of pieces in use in all but the most prime locations. Kitt feels

that Belgium, except in its traditional role of transshipment center, will not be much of a factor in American exports for some months.

Pinball Outlook

The Chicago distributor traveled to Rome, Naples, Milan and Florence and found a cloudy outlook for pinball games in Italy as a result of an election at the end of May that favored a faction hostile to the machines. Italian law had prohibited pin games except in private clubs, and the future of even these is now problematical.

Negative developments like those in Belgium and Italy, Kitt says, have an obvious effect on American manufacturers and

therefore on the entire U. S. industry. An operator in Keokuk may not realize it, but what happens in Rome can raise the price he pays for his equipment here.

Export figures have shown a decline in sales of used American equipment in Europe for several months. This is because, Kitt says, the Europeans are "manufacturing their own used equipment." A growing demand for new pieces has created a supply of used equipment that never existed before.

The European distributor now gets trade-ins, something new on the Continent, and the market for used American equipment is squeezed. Locally manufactured equipment priced way below new U. S. models has also hurt the used market.

Financing

A significant difference between the Europeans and American coin industries, and one that handicaps the European operator, is the absence of any uniform arrangements for financing equipment. In contrast to this country, where paper is plentiful, the only credit available to a European operator, in most instances, is whatever an individual distributor feels he can afford to extend. That kind of credit is, of course, very limited, and it is this, says Kitt, that accounts in large part for the high proportion of location-owned coin machines on the Continent.

Both England and Germany are booming markets, says Kitt. The fact that gambling devices are legal in most of England has not in the least hurt the sales of amusement games. The money is there, and the market for all types of equipment flourishes.

Kitt does not share the view, often expressed in the past, that the Scandinavian countries are a big, untapped market for the coin industry. Their relatively small populations will not support much further expansion, he says.

There are, Kitt feels, only two big areas for expansion. Both present difficulty: South America and Eastern Europe. In South America the problem is lack of money and the high cost of imported machinery. In Eastern Europe the political problem is obvious, but Kitt noticed there is considerable trade in coin-operated equipment between Austria and such countries as Czechoslovakia, Poland, Hungary and Yugoslavia. Some of it is on a counterpart or a barter basis, but it is a growing trade.

Kitt saw some new ideas in European-manufactured arcade games and is bringing samples of two into this country with a view to interesting American manufacturers in producing similar types.

Granger Delays West Coast Trip

CHICAGO — Fred Granger, managing director of the Music Operators of America, who had planned to visit California record manufacturers in July to solicit participation in the October MOA convention here, has postponed the trip to mid-August.

He will leave about Aug. 10 and will make a stop in Denver to help in the organization of a local or State music operators association. This is in response to a letter from Mark L. Ellis, Skyline Music Company, Denver, to Lou Casola, MOA president, asking for assistance in forming the regional group.

H. E. Taylor, Ark. Operator, Dies

WARREN, Ark.—H. E. Taylor, 55, owner of Warren Music Company and an operator for a number of years, died recently of a heart attack.

Taylor also operated a small hotel at Warren. He left the hotel and his route to his widow. It was not known immediately whether she would continue operating the route or would sell it.

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Sipiora Points Out Need For Adult Programming

CHICAGO—The past month has seen a falling off in the availability of product for adult programming, according to Fred Sipiora, Singer One-Stop. For a while, he says, the situation had markedly improved, but now, despite the parade of diskeries to Little LP production and distribution for juke boxes, the supply has dried up.

It may be merely that the first wave is exhausted, but there is a need for new material again. On the plus side,

Singer has been able to fill the gap to some extent with the Elvis Presley single, "Such a Night," taken from an album, and also with Andy Williams' stereo single, "Under Paris Skies." He has had good reports on both from operators.

The market is there, Sipiora feels, and will grow as more operators' routes are converted to stereo play machines. It's probable that more than 50 per cent of the phonographs in Chicago locations are now stereo models.

German Juke Box Mfrs. Eye Yugoslavian Market

BINGEN—A West Germany manufacturer has titillated Marshal Tito with the gift of one of its new line of phonographs.

The firm is N.S.M. of Bingen, and the phonograph is a Serenade-Consul, a mechanism in the firm's Consul model console. Tito has installed the phonograph in his hunting castle outside Belgrade, and has written the firm a note of appreciation.

West German trade circles regard Tito's acceptance of the machine an important breakthrough for coin machine sales to the Communist countries, not only for German sales but also for Western coin products generally.

Trade Fair

The N.S.M. machine was presented to Tito in connection with the Bingen firm's participation in the Belgrade trade fair. Loewen-Automaten, the N.S.M. sales organization, had a large stand at Belgrade displaying its full line of diversified coin-operated equipment—phonographs, pay-

outs, and the reaction-test game.

Tito visited the Loewen-Automaten exhibit and was immediately captivated by the console. The marshal picked his own selections and played them.

Tito thereby bestowed his benediction on capitalist phonographs; he even went so far as to permit his photograph to be taken admiring the N.S.M. machine.

The Tito coup caps the patient but persistent efforts of N.S.M. to penetrate the Yugoslav market in the belief that it will prove a bellwether for coin machine sales to the Communist bloc at large. N.S.M. has exhibited at previous Belgrade trade fairs, and has had unusual success in selling its machines to Tito's maverick Communists.

Tanjung, the official Yugoslav news agency distributed the photograph of Tito with the Serenade-Consul in the company of Peter Stambolie, president of the Yugoslav Executive Council; and Jasa Reiter, general manager of the Belgrade fair.

Wash. Law Test Suit Dismissed

OLYMPIA, Wash. — The Washington State Supreme Court Thursday (16) dismissed a suit by two Republican legislators aimed at testing the constitutionality of the 1963 gambling-tolerance law.

Attorneys for both sides agreed to the dismissal because the court ruled in March the law could be put to a vote of the people in November despite theft of supporting referendum signatures.

The constitutionality test was sought by State Reps. Harry Lewis, Olympia, and Joel Pritchard, Seattle.

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JUNIOR MANCE—Get Ready, Set, Jump Capitol
AL HIRT (Twin Pack)—Cotton Candy RCA Victor

International

THE EVERLY BROTHERS—Golden Hits Teldeck

All titles listed are custom 33 1/3 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 165 W. 46th Street, New York, N. Y. 10036.

W. VA. MEET SEPT. 17-19

HUNTINGTON, W. Va.—The West Virginia Music Operators Association will hold a three-day meeting at the Holiday Inn here Sept. 17-19. The schedule calls for exhibits by manufacturers and distributors, general business sessions and a banquet and floor show on Saturday, the meeting's last evening. Lou Casola, president, and Fred Granger, MOA managing director, will be guest speakers.

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Riojas to Export to Other Latin Nations

MEXICO CITY—Industrias Riojas S.A., which has been making Wurlitzer music machines under license here since 1956, will begin exporting to other Latin American countries through the Latin American Free Trade Association.

The action follows an agreement between Industrias Riojas and the Wurlitzer Company

which allows the former to ship outside Mexico.

The Mexican firm is building a new plant for production of Wurlitzer electric organs.

Industrias Riojas has begun manufacturing and distributing, under license from the SONY Corporation of Japan, the SONY line of portable phonographs.

The expansion is being financed by a capital increase of 12,500,000 pesos (\$1,000,000) which will raise the firm's capital to 45,000,000 pesos.

Industrias Riojas, which had 11 employees when founded in 1941, now has 464 employees and has a five-building complex.

L. T. Patterson Handles Emadis Postcard Unit



EMADIS CARD MACHINE

CINCINNATI—L. T. Patterson Distributors here has been named national distributor for the Emadi postcard vender. All Patterson contract distributors have received samples of the unit, which has been widely operated in Europe and is making its bow in the U. S.

The model 500 is electrically operated. The model 400 is a manual unit. Emadis will be shown at the October convention of the Music Operators of America in Chicago.

Empire Branch Has Open House

GRAND RAPIDS, Mich. — Empire Coin Machine Exchange's branch office here held an open house Thursday (16) to celebrate its first anniversary. Bill Milner, representing the Chicago office, reported a good turnout of operators for the event. Richard Flaherty is manager of the Grand Rapids branch.

COINMEN IN THE NEWS

• Continued from page 54

thews and wife, Greta, Peninsula Music Company, Seaside, Calif., visited in Los Angeles with Chuck and Wanda Klein and Ed and Frances Wilkes of the R. F. Jones Company extending the red carpet treatment. Art Wright, games mechanic at R. F. Jones, is back on the job following surgery.

SAM ABBOTT

Active Acquires Expansion Land

PHILADELPHIA—The Active Amusement Machine Company here, Gottlieb and Rock-Ola distributor, has acquired 25,000 square feet of property adjacent to its local headquarters.

Part of this property has been black-topped and will be used for customer and employee parking. The balance, which has been leveled, will be used for plant expansion as the need arises.

Active also recently acquired a 5,000 square-foot building adjacent to the firm's main building. It will be used to house Active's expanded pool table operation.

The firm now has one square block in the center of Philadelphia.

Active, headed by Joe Ash, also has an office in Scranton, Pa.

Sands Gets Scopitone

LAS VEGAS — A Scopitone cinema juke box has been placed at the Sands Hotel here.

Capitol Club Goes Outside

• Continued from page 1

club members." He stressed that this is not a major drive by the club to sew up the complete output of other firms on a long-term basis. Most of Capitol's outside deals are for one year with options.

The first label to be handled by the club under Capitol's new policy is Original Sound, several of whose "Oldies But Goodies" albums will be offered to members this month. After six months of negotiations, Capitol late last week was set to sign the World Pacific label to a year's contract. During the previous week, the club had concluded a deal with Ned Herztam for his Literary Records (the former Audio Books), as reported by Billboard (July 25).

The club will unveil most of its outside lines on Sept. 15. The club will be identifying the outside labels in its advertising. Last fall, when the Capitol Club issued the Warner Bros. Records' "Gypsy" soundtrack album, it did not credit the WB label. Instead, the LP was issued under the Capitol label.

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HEART ATTACK
STROKE
HIGH BLOOD PRESSURE
RHEUMATIC HEART DISEASE



Sammons Says Business Up 37% for Six Months

MEMPHIS—George W. Sammons, president of Sammons-Pennington Company, Seeburg distributor, said his business is up 37 per cent for the first six months of this year compared to the same period in 1963.

The big business boom of the first six months in 1964 was mainly due to the Seeburg LP console, Sammons said.

Sammons said, "Our company has gone to the location and got the operator a two-year contract, with the operator getting a \$10 a week front money.

"We have obtained 250 such contracts in the past two years. We have obtained other contracts in which the operator didn't want top money because it was a location of long standing or he had a good pinball spot there, or some similar reason.

"The operator is now convinced that with this arrangement it is the least expensive juke box for him to have.

"In the two-year period, the front money produces \$1,040. But half of that would be his, anyway. So he gets \$520 extra."

Heyman Named Trustee For Sandy Moore Corp.

NEW YORK — Ralph Heyman, Brooklyn attorney, has been named trustee in bankruptcy for the Central Island Vending Corporation, a Long Island juke box operation which had been headed by Sandy Moore.

Heyman was named by Referee Duberstein in U. S. District Court, Eastern District of New York last week.

According to Frances Metcha,

attorney for Moore, the trustee's duties will include investigating charges by Moore that the Wurlitzer Company (whose equipment Moore distributed in the late 1950's) had agreed to take credit losses on machines sold by Moore if sales hit a given unit quota.

Wurlitzer, in turn, had charged the Moore corporation with concealing assets in its bankruptcy action.

RCA Camden Young & Growing

• Continued from page 1

a result of the campaign," Clark added.

Thin Catalog

The basic RCA Camden catalog consists of 182 albums in pop, c&w, and jazz, plus a smattering of product in classical and sacred. There are also 24 kiddie albums, plus 58 four-track reel tapes. The concept of the label as a reissue line, however, is being erased rapidly. In the current catalog, for instance, are 76 newly recorded items in mono and stereo (true stereo).

Of the 76, 48 comprise the Living Series—these include the Living Strings, Living Voices and Living Guitars. The Living Series has been one of RCA Camden's most important talent developments.

The c&w segment of the catalog consists of 35 packages by names of great sales strength—including Hank Snow, Eddy Arnold, Chet Atkins, Carter Family, Hank Locklin, Porter Wagoner, Stuart Hamblin, Bill Monroe, Montana Slim, Del Wood, Pee Wee King and Jim Reeves.

In the sacred category, the catalog includes such strong

Brown Meggs

• Continued from page 4

Album Merchandising Manager Paul Russell also reports to Meggs. This marks the first time in many years that a top CRDC executive will be in full charge of operating the firm's publicity, merchandising and advertising. Gortikov hailed Meggs' appointment as an important asset in CRDC's continuing efforts in "creative marketing in place of traditional price promotions."

Meggs has been with Capitol since 1958, serving it first in its merchandising department, later as public relations director, and, in 1962, was moved to New York to head its Eastern operations.

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1 STRIKE BOWLER (Bally) 11 ft.	150.00
1 CLASSIC BOWLER (C.C.) 12 ft.	150.00
1 CLASSIC BOWLER (C.C.) 14 ft.	150.00
1 JUMBO BOWLER (United) 12 ft.	175.00
3 LUCKY STRIKE (C.C.) 26 ft.	175.00
1 PLAYTIME (United) 16 ft.	195.00
2 BONUS BOWLER (United) 12 ft.	195.00
15 PLAYERS CHOICE (C.C.) Your Choice of 13-16-20 ft.	195.00
1 TWIN BOWLER (C.C.) 13 ft.	225.00
17 KING BOWLER (C.C.) 20 ft.	295.00

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Wurlitzer 2404R10	495
Wurlitzer 2500	645
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Seeburg V200	125
Bally Tournament	85
Bally ABC Champion	65
Bally Table Hockey	75
Bally Spinner	55
CC King Bowler	145
United Advance Bowler, 16"	195
United Jumbo	95
United Teammate	185
Williams Titan Gun	225
Williams Hercules Gun	195

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If you have not seen and heard a demonstration of the new Rock-Ola Grand Prix 160-Play Stereo-Monaural phonograph, then drop by your Rock-Ola distributor soon. Rock-Ola again brings you outstanding design, beauty, and versatility. The Grand Prix plays 7-inch LP's, singles, 33 1/3 or 45 RPM records in any intermix. Never before such unsurpassed selection, versatility and dimensional stereo sound, too.

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RIC RECORDS (available on LP)



Artist: Pat O'Brien
Title: Pat O'Brien
Irish Favorites

SIDE ONE

1. Medley—(If You're Irish, Come Into the Parlor; Along the Rocky Road to Dublin)
2. The Moonshiner
3. You're a Grand Old Flag

SIDE TWO

4. Harrigan
5. Sweet Molly Malone
6. The Rising of the Moon



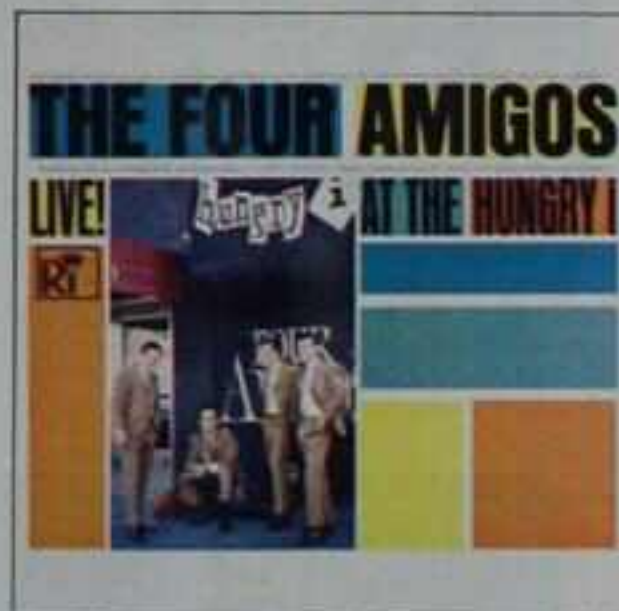
Artist: Roosevelt Grier
Title: Soul City
Rhythm or Blues Locations

SIDE ONE

1. In My Tenement
2. Up On The Roof
3. Spanish Harlem

SIDE TWO

4. Down So Long
5. In the Park
6. To Her Terrace



Artist: The Four Amigos
Title: The Four Amigos Live At The Hungry I
Latin Type or College Locations

SIDE ONE

1. Cumanchero
2. Cu Cu Ru Cu Cu
3. Swinging Guitar

SIDE TWO

4. La Bamba
5. Cielito Lindo
6. Malaguena Solerosa



Artist: Alex Zanetis
Title: The Oil Fields
C & W or Southern Locations

SIDE ONE

1. Drinks For the House
2. Tom Kelly
3. Doodle-Bug Pete

SIDE TWO

4. Wildcats From San Antonio
5. Tulsa
6. Arkansas

CANADIAN AMERICAN RECORDS (available on LP)



Artist: Santo & Johnny
Title: Wish You Love
Pop or Rock & Roll Locations

SIDE ONE

1. Since I Fell For You
2. There, I've Said It Again
3. I Wish You Love

SIDE TWO

4. I Left My Heart in San Francisco
5. Our Day Will Come
6. More

SUE RECORDS (available on LP and Single)



Artist: Jimmy McGriff
Title: Jimmy McGriff At The Organ
Jazz Locations

SIDE ONE—(7-inch stereo single)

1. Kiko
2. Hello Betty

SIDE ONE—(little LP)

1. Kiko
2. All Day Long
3. When You're Smiling, the Whole World Smiles With You

SIDE TWO

4. Hello Betty
5. Close Your Eyes
6. Shiny Stockings

ALBUM REVIEWS



BILLBOARD SPOTLIGHT PICK

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

ALBUM REVIEW POLICY

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

POP SPOTLIGHT

PETER, PAUL & MARY IN CONCERT (2-12")

Warner Bros. 2 W 1555 (M); 2WS 1555 (S)

An outstanding listening treat. The two-LP package spotlights the talented trio at its liveliest best-in live concert. Actually the selections are the best of five concerts. There's humor, current and traditional folk offerings and great performances.



POP SPOTLIGHT

HAVE A SMILE WITH ME

Roy Charles. ABC-Paramount ABC 495 (M); ABCS 495 (S)

Charles, the master of the soulful blues, shelves it all in this outing for a raft of fun songs. He sings 'em all with his usual genius. He has ably demonstrated his ability to tongue-in-cheek it in the best of style. Herein, he's just too much having fun with great tunes like "Ma (She's Making Eyes at Me)," "Feudin' and Fightin'," "The Thing," "Smack Dab in the Middle." A real ball for all.



POP SPOTLIGHT

THE LAWRENCE WELK TELEVISION SHOW 10TH ANNIVERSARY

Dot DLP 3591 (M); DLP 25591 (S)

Welk showcases his cast of talent featured on his weekly TV show. There are offerings from Welk and Myron Floren, the Lennon Sisters, Norma Zimmer and Jim Roberts, Jo Ann Castle, Jerry Burke, Art Depew, Larry Hooper, Joe Feeney, the Dixieland Band and the orchestra. A few of the tunes included are "My Blue Heaven," "Hello, Dolly!," "Josephine," "Galway Bay."



POP SPOTLIGHT

DANCING AT THE DISCOTHEQUE

Lester Lanin. Philips PHM 200-145 (M); PHS 600-145 (S)

Unbeatable music to dance by, no matter what the dance. Lanin and the boys are right in the groove. No squares, the band plays a hip Shimmy, Hully Gully and Mashed Potato as well as the expected Fox Trot, Lindy and Cha-Cha. Up-to-date as usual, Lanin also gives out with a Jamaican Ska. And away we go!



POP SPOTLIGHT

THE TILLOTSON TOUCH

Johnny Tillotson. MGM E 4224 (M); SE 4224 (S)

Johnny is successfully bridging the gap between a strictly teen-age appeal artist to one in demand by both teen-ager, young adult and perhaps the group who likes to think young. Johnny's soft and mellow tones are pleasantly applied to pop standards such as "Always"; country-flavored standards such as "Cold, Cold Heart," and several offerings for the younger set, "I Rise, I Fall" and "Worry."



POP SPOTLIGHT

THE DOUBLE SIX OF PARIS SING RAY CHARLES

Philips PHM 200-141 (M); PHS 600-141 (S)

Groovy interpretations of the blues master. The group is certainly at home with Charles' bluesy jazz music. They scat for the most part, and touch upon English from time to time. Several of the bits are sung in French. No matter what the language is, it sounds great! The group is supported by a few saxes and some percussion—the rest is left up to them. They let no one down.



POP SPOTLIGHT

THE IMPRESSIONS KEEP ON PUSHING

ABC-Paramount ABC 493 (M); ABCS 493 (S)

An excellent showcase for the talent of the Impressions. The trio ably displays its ability to sing with convincing soul. No screamers, the boys project good tone and control coupled with a blood-warming rhythm. Selections include "Keep on Pushing," "I Love You (Yeah)" and "Theme From Lillies of the Field (Amen)."



JAZZ SPOTLIGHT

THE MOST IMPORTANT JAZZ ALBUM OF 1964/65

Chet Baker. Colpix CP 476 (M); SCP 476 (S)

Chet Baker is back and better than ever on this Colpix outing. He intersperses his warm and un gimmicked vocalizing with his harmonic flugel horn playing. Joining in on the reunion are Charlie Rice, drums; Jymie Merritt, bass; Hal Galper, piano, and Phil Urso on piano. Selections include "Soulfrane," "Flight to Jordan," "Grid," "Tadd's Delight."



POP SPOTLIGHT

A TOUCH OF LATIN

Mr. Acker Bilk. Atco 33-168 (M); SD 33-168 (S)

The smooth tenor clarinet stylings of Acker Bilk are devoted this time around to such Latin melodies as "Estrellita," "Frenesi," "La Paloma" and others. Lush strings offer background. Easy and beautiful listening all the way.

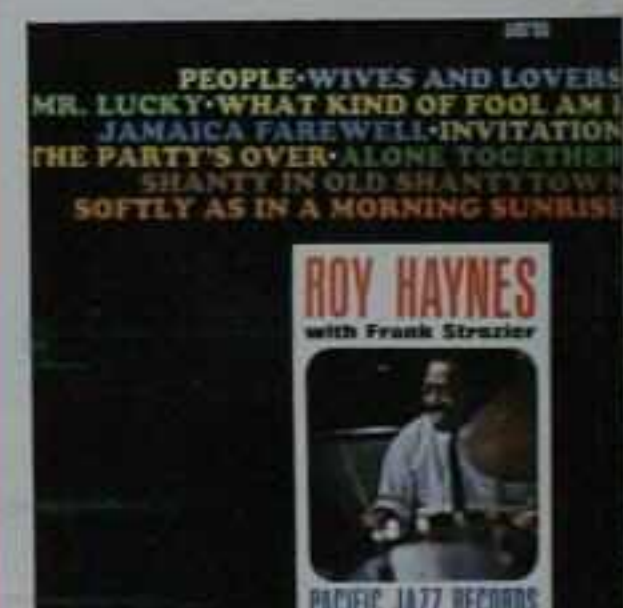


POP SPOTLIGHT

BEER + PRETZELS + MUSIC = FUN

Matys Bros. Select SL 1108

Loads of musical fun are in store for the listener to this happy album. The boys play polkas with a flair for the commercial (as several of their pop singles attest). Polka greats included are "Pennsylvania Polka," "Beer Barrel Polka," "Drunk Last Night (Drunk the Night Before)."



JAZZ SPOTLIGHT

PEOPLE

Roy Haynes. Pacific Jazz PJ 82 (M); ST B2 (S)

Although the selections are all very well known ("The Party's Over," "What Kind of Fool Am I," "People," "Mr. Lucky," etc.), there is no lack of innovation or originality in the performances. Listeners will be entranced by the talent and sincerity of approach of Frank Strozier—an outstanding musician. Sending Strozier on his way and keeping him going is Haynes, who brilliantly punctuates each performance. Sam Bockery Jr. is on piano with Larry Ridley on bass.



POP SPOTLIGHT

MUSIC FOR RAT FINK LOVERS

Jackie Kannon. Rat Fink 1313 (M)

You can't judge an album these days by its cover. Far from a comedy album, the package consists of luscious string and choral performances of stalwart and new standards. There's a gimmick, however. An equally luscious sounding gal tags each selection with words to this effect: (snicker, giggle) "You Ra! Fink." (Perhaps she's a hostess at Kannon's East Side Manhattan Rat Fink Room.) Surprise ending.



COUNTRY SPOTLIGHT

BIG BALL IN MONTEREY

Stoneman Family. World-Pacific WP 1828 (M); ST 1828 (S)

Instrumentally or vocally the Stoneman Family make great country and bluegrass music. Banjos, fiddles, bass, auto-harp are handled with such grace and verve that it is almost impossible for one not to be in rapport with the group or the music they play. The selections are diversified enough to appeal to almost anyone's taste. Top-notch package.

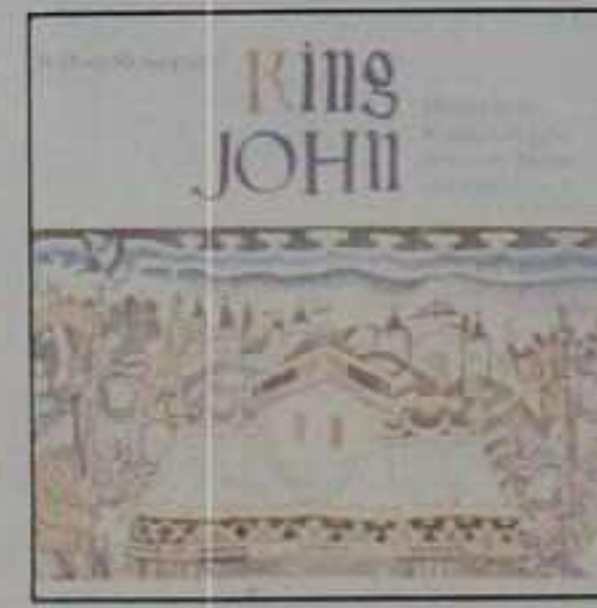


JAZZ SPOTLIGHT

PERCEPTION

Art Farmer Quartet. Argo 738 (M)

Another of jazz's great flugelhorn performers, Art Farmer and quartet (Harold Maber, piano; Tommy Williams, bass; Roy McCurdy, drums) open up the too rarely explored vistas of lyrical modern jazz. Farmer's individualistic and warmly modulated interpretations will be most welcomed by jazz lovers. Along with a Farmer tune, "Punsu," we hear "Blue Room," "Change Partners," "Tank," "Lullaby of the Leaves" and others.



SPOKEN WORD SPOTLIGHT

SHAKESPEARE: KING JOHN (3-12")

Donald Wolfitt, Kenneth Haigh, Rosemary Harris. Shakespeare Recording Society SRS 215 (S)

Again the Shakespeare Recording Society has assembled a superb cast to do recorded justice to our dramatic heritage. The next best thing to a live performance, and superior to most, the actors, from the main to the least of the roles, infuse this rarely performed play with vitality, excitement and a touching beauty.