ENG.-U.S.-BATTLE OF DEBRUKE R HILL

MEET IN U. S. FOR FIRST TIME

Key RCA Foreign Aids Here

S. M. Gortikov Heads Capitol Distrib Corp.

What are the top SALES IMPACT STATIONS in Newark, N. J.?
ELVIS
HITS WITH ANOTHER WINNING E.P.!

ELVIS PRESLEY

IN
AN ORIGINAL SOUNDTRACK RECORDING
FROM THE M-G-M MOTION PICTURE RELEASE
"VIVA LAS VEGAS"

IF YOU THINK
I DON'T NEED YOU
I NEED SOMEBODY TO LEAN ON
C'MON EVERYBODY
TODAY, TOMORROW AND FOREVER

A Jack Cummings—George Sidney Production

EPA-4382
CASH IN WITH ELVIS!

RCA VICTOR

The most trusted name in sound
CBS Sales Parley Gets World-Wide Attendance

TORREMOLINOS, Spain—Representatives from Latin America, Belgium, Netherlands, Luxembourg, Denmark, England, Finland, France, Germany, Italy, Portugal, Spain, Sweden and Switzerland attended the Third Annual CBS Record Sales Convention at this Costa del Sol resort. Top Columbia brums from the U.S. attending included Goddard Lieberson, president; Ken Glancy, a&c-president, and Harry Roche, executive vice-president and general manager of CBS International. Among the visiting were Etienne Stratta, manager of international a&c and creative servicing for Sony Records, and representatives from international classical a&c and servicing, and Jack Tessler, manager of promotion and merchandising services.

Guests were entertained at the Hotel Parque and Pacifica, and the group attended the English Language Film Festival in Marbella.

The CBS delegation visited the popular Marbella Bull Game, a traditional Spanish rodeo, where they were entertained by the local bullfighters and horsemen. The delegation also had the opportunity to sample the local cuisine, including paella and tapas, at various restaurants in the area.

The conference included discussions on industry trends, market analysis, and strategies for expanding sales and promoting Columbia Records in the Spanish market. The group also visited local record stores and met with local distributors to discuss business opportunities and potential partnerships.

Overall, the convention provided a valuable opportunity for the delegates to network, share ideas, and gain insights into the unique challenges and opportunities of the Spanish music industry.
BROADWAY AND HOLLYWOOD
COLUMBIA RECORDS' NEW
THE MOST EXCITING SELLING PROGRAM

This is the season when more people in more places attend the theatre than any other time of the year. It’s the perfect time to cash in on the best-selling show catalog in the industry. When Broadway comes to Main Street this summer, the majority of the musical productions playing the “straw hat” circuit will be represented by Columbia’s Original Cast Albums. Here are some of the sales aids that will assist you in piling up your share of the profits:

BROWSER/MERCHANDISING UNIT
Holds over 100 show albums.

32-PAGE CONSUMER GUIDE TO THE WORLD’S
BEST-SELLING ORIGINAL CAST, RE-CREATION
AND SOUND TRACK CATALOG.

TENT-TOP ALBUM HEADERS.

New Original Cast and Sound Track Releases and Re-creations for June and July:

- OL 8030/05 2530
  A HOMAGE TO SHAKESPEARE
  Dame Edith Evans
  Sir John Gielgud
  Margaret Leighton
  Directed by William Ball

- OL 7010/05 2530
  THE YOUNG LOVERS
  From Syracuse

- OL 7090/05 2540
  RODGERS AND HART’S ON YOUR TOES

- OL 7030/05 2530
  ROBERTA
  Jerome Kern

- OL 7070/05 2540
  MARY MARTIN
  In Girl Crazy

*Stereo **4-Track Stereo Tape

www.americanradiohistory.com
COME TO MAIN STREET VIA SUMMER STOCK PROGRAM EVER CREATED FOR THE SUMMER SEASON!

PENNANTS FOR IN-STORE AND WINDOW DISPLAYS.

EASELED COVERS AND WINDOW STREAMERS.

NATIONAL AND LOCAL ADVERTISING.

...and the world's best-selling show album catalog!

See Your Columbia Representative for Complete Details!
**WDR Promotes Stereo; Offers Special Programs**

By OMER ANDERSON

COLOGNE — Westdeutsche Rundfunk (WDR) — the West German radio network — is cooperating with the German music and radio industry in promoting stereo listening.

WDR is presenting special Stereo Weekends, consisting of programs of opera, symphonies, chamber music, jazz and pop. The weekly programs are projected as a "stereo showcase" — the best in stereo listening.

WDR will transmit the stereo programs on a special stereo channel created by the special Stereo Program. The Sunday transmissions will be augmented to daily stereo test transmissions which include technical advice to the public and demonstrations most often from stereo listening.

WDR's salto into stereo is not entirely on two counts: as illustrating the co-operation of a public agency (the quasi-State-operated network) with private industry in promoting a technological advancement of a radio product; and the conviction of German network executives that sound would be dead far from being eclipsed by TV, is on the threshold of an exciting new era of stereo. Stereo has been streamlined for several years now by rapid advancement in hi-fi technology and this country's belated TV surge. The stereo component is there, however, so that stereo stands on the frontier of acceptable public use.

Stereo disk production rose last year, but stereo is still the stepchild of the German music industry. Stereo production increased, however, in the total German disk output to 9.5 per cent. This compares with 23 per cent in the U.S.

The German trade considers, however, that a more meaningful figure for the future of stereo in this country is the sharp increase in LP sales accounted for 84.6 per cent of total German 12-inch LP sales last year and it is expected to ride the LP trend to further gains.

German radio networks, which are only now beginning to feel the coil of stereo, are currently to accept that radio faces a serious challenge to be countered with technology and a sound program as well as improved programming.

Radio engineers are pushing stereo on the basis of survey showing that television, at least in this country, is least effective in the serious music category, opera and ballet — and that stereo radio listening is able to draw viewers from TV.

Electronic producers are beginning to feel the demand for stereo strongly on stereo sales. They accuse distributors and retailers of concentrating on sales and shifting stereo. It seems to be the industry's position that stereo could now enjoy more general acceptance as more and more TV, and their records still on the past at the retail level.

Stereo step, which is being watched closely by other German networks, will move the industry's accent on stereo.

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**Dart Record Sale Slates Discount Album Package**

CHICAGO — Dart Record Sales, at 37 W. Adams, has a quick answer here, in preparing its initial album release package with discount program to be presented at the trade to the forthcoming American Record Merchants and Distributors Association (ARMADA) convention in Miami.

Dart has also lined up a string of international distributors and licensees which will handle the first album, "The Tid-Ashy World," in the overseas distribution. It is through Dart International, headed by Art Sheridan.

Dart now handles all products on its Constellation and Laurel labels, and also distributes the material constituted.

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**Feist to Push Sound**

NEW YORK — The Leo Feist wing of the Big 3 will handle music for the record of the Dennis Tsimkin score of Samuel Bronston's film production "Circus World."

The Big 3 Music Corporation (Robbins-Feist-Miller) has acquired the rights to the film of King of Films; "Fall of the Roman Empire," and the Tsimkin scores of "The Alamo," "High Noon" and "Friendly Persuasion."

"Circus World," which stars John Wayne, Claudia Cardinale and Millicent Martin, is scheduled for release this month.

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**Adams to Freelance**

NEW YORK — Eddie Adams, for several years a correspondent for Billboard in France, returned to this country last week after a three-week visit to the United States. Taking his post for this publication here is Geraint Henri Grangean (see separate story).

He resigned his position with Billboard and plans to actively engage in freelance recording work. He visited a number of record firms and music publishers while here. His wife accompanied him and it was their first trip here.

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**Stardust Plans Singles Release**

NEW YORK — George Albert, president of Disk Enterprises, has announced that the company's hit "Stardust," will release its first singles this week.

The single introduces a new song by Lionel Bart and Leslie Bricusse, "A Ticket to the Moon." The other single features two new songs by the Miller Sisters. This week's offering is by Ellington and the Miller Sisters. Distributors for the label will be assigned soon.

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**Lesley to Graduate**

NEW YORK — Mercury, the so-called A&R department, is preparing a release for Lesley Gore, a New Jersey student who is an honor student and "sports woman," at the school. Lesley will enter Sarah Lawrence College in the fall.

After graduation, Lesley, according to her mother, will go on to San Antonio, Tex., to headline the bill at the Teen Fair.

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** Records Two Different Tracks**

**New Tape System Is Said To Make Inroads on Sound**

By DAVID LACHENBRUCH

NEW YORK — A new professional recorder mastering system, which is claimed to add a noticeable improvement in the reproduction quality of records and prerecorded tapes, has been demonstrated here yesterday by Music Records and Equipment Manufacturing Company.

The S-8,500 tape system is already in trial operation at Capitol, Columbia and Decca, according to Robert Smith, general sales and merchandising manager for 3M's Magnetic Products Division.

The new mastering device now "makes it possible to virtually eliminate wow, flutter, distortion and electrical noise that are inherent in records and prerecorded magnetic tapes," a news release states. And with T. Mullin, the Magnetic Products Division's Electronic Special Projects manager. The system, he said, improves sound recording up to 15 decibels.

The basic difference between the new system and those now in use is that it records two different tracks for each channel. One track records the signals in the normal way, while the other records signals of low volume. In playback, an electronic switch automatically transfers sounds from one track to the other so that the master tape is immune to any magnetic range without distortion.

The version demonstrated here was a three-channel recorder, recording six tracks on three-inch wide tape. Versions have been developed for one- and two-channel recorders with up to 10 tracks recorded. The extremely fast and noiseless electronic switch "allows us to take soft sounds without background noise from one track, and feed them sounds from the other track — all without distortion."

Although the recording industry is the prime market for such systems, 3M also feels the concept could be used by the motion picture and broadcasting industries to upgrade music reproduction qualities.

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**RICHARD DAWES (left), a director of EMI (Electrical & Musical Industries), was elected president of the International Federation of Phonograph Industries at the recent triennial meeting of the organization held in London at which 22 countries were represented. Dawes succeeds Dr. W. Betke (right), of Germany, in the three-year term.**
A fabulous album-seller has a smash-hit single!

How Glad I Am b/w Never Less Than Yesterday #5198
A&R MEn IN KEY ROLE

Studio Groups Make Hit Charts

HOLLYWOOD—Jazz albums recorded by a few groups, with the ad man playing a key role in the conception, are the products now readily making the national charts. Jazz albums which heretofore had been recorded by groups performing live before concert or bistro audiences are now being sold for mass consumption.

These two statements succinctly explain the jazz LP situation in today's market, in the opinion of veteran distributor Jack Lewerke, whose Merit and California Records outlets handle the majority of the independent jazz labels.

For the last few years, as more and more jazz clubs have closed and the number of direct sales has shrunk, the influence of the carefully planned packages which have a more general commercial appeal than LPs cut at a festival has declined.

From the standpoint of the jazz distributor, this is good for business, Lewerke believes. From the collector's standpoint, commercially designed packages are far superior.

"The albums which are conceived in the ad man's mind have a powerful appeal," said Lewerke, in line with this. Lewerke reports that issuances of the more esoteric listeners have diminished because "most of the creative people now seem to be pointing for that one big album.

But examples of carefully planned jazz LPs—not of the jazz groups which appeared regularly on radio and public television who have been supplanted—do exist.

Johnson to Europe to Map Publicity for 'Poppins'

HOLLYWOOD—Jim m Johnson, president of Walt Disney publishing and record firms, is heading for Europe to map expansion plans for the forthcoming "Mary Poppins" original cast album.


The prestige musical, starring Julie Andrews and Dick Van Dyke, opens in the United Kingdom in November-December. It will have its American debut in New York and Los Angeles on Aug. 28.

Meeting up with Johnson in Paris June 24-25, will be Roy Disney, president of Walt Disney's European sales vice-president, O. B. Johnson, character merchandise, and Vincent Jef ferts, film sales promotion liaison officer.

Johnson explained the executives will meet with all foreign representatives in the film and music industries to run through the American music film promotion campaigns for "Poppins," and two previously released films, "Sword and the Stone" and "Peter Pan," which are all due for European exposure.

Johnson said the release date for the "Poppins" soundtrack and other disks is Aug. 25. The album was working on security play exploitation and counter sales. But this newova action is small compared with what could be attained if a new trend were established.

There are jazz musicians interpreting popula and non but because jazz fans feel this is a new direction, just an attempt to breach the commercial market-

Nervousness is growing within jazz music circles that following the pop hits are jazz LPs they have heard on the Jones bands which had recent hit LPs. of commercial reertoire. 

"People are assimilating the things that have come before which they might have missed," he said. "This is giving jazz a broader appeal.

Vianello Wins Top Award As Singer and Composer

ROME—Eduardo Vianello ran away with the RCA Festival Award in the annual competition to receive top award as singer and composer of the year, M. Gigante ('"Oh, My Lord") shared the writing award with Vianello. Other Sicilians, Calandris and arrangers Ennio Morricone and Luigi B. Baglolfi. The award of a three-day program for dealers, press and public from the parts of the country at the Cava leria Hilton.

In addition to Vianello, artists on other disks in the competition were honored by Giuseppe Torni, director of the RCA Festival of RCA Italiana, along with 20 finalists in the national dealer competition. RCA was invited to hear 30 new songs presented in Italian, French and American artists, whose works are released in Italian in Italy with invited audiences. The direct competition hall. Among visitors were Topolo, Brel, Alan Barriere and Charles Aznavour. Four singers on tour—Renato, Di Stefano, Sedaka and Sylvie Vartan—were presented on film.

Launching of 30 disks at one time is most daring step ever undertaken by an American company and is Ornato's manner of fighting the recent decline in record sales. By staggered releases, RCA hopes to have established itself already among the top sellers.

The summer program of RCA includes the syndication of the popular TV "Song for Summer," a new summer song promotion, now in use. RCA Europe has distributed five years ago by RCA and promoted the label to the point where it has a rough 50 per cent of the Italian market.

Top stable of singers, composers, arrangers and orchestral conductors operating on the RCA label in Italy are forging a top force in Italian disk world. The new type of Italian song, which this company has championed, has united the commercial demand of the Neapolitan type of torch song. Even the Neapolitan song has taken a modern turn for the better, with the result that Italian music has become more exportable. Italy has also established relations, the profit sharing of the tourist bus lines in Italy, Germany, France, Argentina, Japan and the U.S. in particular. Export to the Latin countries is also on of their big markets.

DotDisktoExpand

"Continued from page 1" "Continued from page 1"

"As having Americans record the hits bittangulistically, Wood said he was contemplating this move, but frankly questions its effectiveness. "It's been effective in rare instances," he noted, "because the average American does not speak foreign languages well enough to be convincing."

Reports Nationalism

Secrecy is the hallmark of international director Bailey, after returning from Europe, stated in an interview. He admitted that there were many secrets about the American and giving Americans some real tough competition. "Todays you have to for—

Bernstein Inked

NEW YORK—Elmer Bernstein has been signed by pro he will compose and conduct the music score for "The Hallelujah Train," the upcoming Broadway presentation which will be released by United Artists. Production of the film begins on July 8. Stars include Burt Lancaster, James Cagney, Martin Landau, and Patricia Tiffin.

Several of the lyrics will be written by Ernie Sherman.

Philips Signs Lanin, Scotti

CHICAGO—Society concert- leader Lester Lanin and Michelle Scotti, 11-year-old fledgling thrush, were signed last week by Philips Records.

Lanin's signing was handled by Hal Mooney. Philips' Eastern ad manager, Rush 'Pips' sales chief, said the label will accelerate Lanin's recording activity with an LP scheduled for release immediately.

Key RCA Foreign Aids Here

gium, George Harrison, Knox Coul преда, Will Gillmeister from Canada, Elmer Bernstein, and Beng Johanniess of Hele Neilen from Denmark, William W. Haw good and Pat Campbell of Decatur, Ill., Karel Viskedt of Discophon from Finland, Madame Helyne of Discophon and Jacques Brel from Luxembourg, Hans Lieber, Peter Ing wersen and Arthur Watzinger of Germany, Georges Orphandis of Greek Phonogrammola and Gene Rysander of Greece. Wim Brandsteder, Anthony Prins and Jan Buider of Holland, Don Peleg from Israel, Giuseppe Or nato and Emiliano Bovio from Brazil, T. J. F. Spencer from New Zealand; Elif Mayer and John Johnson of Nera from Norway. A. G. McGrath of Teletone Records from South Africa, and Guilloire Caram of RCA España from Brazil.

Additional credit goes to Sixten Eriksen, E. A. Bolle, Hans-Ove Ericson, Sven E. Holm, Frans Hjolm of Grammofon Elektra from Sweden; Kayn Kaglayan of Melo de in Portugal; Ivan, Silvano Lubini and Marie Louise Leks from the RCA Overseas office in Copenhagen.

While in New York, the visi tion was invited on musical, "Hello, Dolly," which RCA Victor recorded and at the top of the charts.
These three are your lucky numbers!

The Break-out Song Picked by the trades as a chart-climber!

Diane Renay
Growin' Up Too Fast b/w Waitin' For Joey
(514)
a bob crewe production

The Sound among Sounds...
Denny Provisor sings
MICKEY MOUSE
b/w Walk with him (506)

The Smash Novelty Hit!
HELLO DOLLY
by Frankie Ford (510)

The ultimate in entertainment
CELLER BILL BAGG BOOKS: SET FOR JUNE 10
Continued from page 7
bill on the floor for early House vote—while Rep. Robert V. Longton (D., Ill.), will argue that this particular bill (H.R. 1748), was not his, but he should not be released for vote. Rep. Byron G. Rogers (D., Colo.), may introduce the bill to a committee majority decision to vote the bill out last July.
Only government testify at House Rules Committee hearings.

AFM Backs FDR On Station Queries
WASHINGTON—The American Federation of Musicians says the FCC is taking a step in the wrong direction in its ruling on secondary markets detailed reporting on live and local talent shows, and a controversy continues. During oral hearings held here last week on program reporting forms for television stations, AFM spokesman Warren Woods said the union “will have to at least have to think about live musical talent if they have to answer a detailed questionnaire. Broadcasters at the hearing urge the FCC to consider forms for secondary terrestrial broadcasting. The AFM has submitted more general form suggested by a special committee of industry leaders.

Woods Testifies
Currently, 502 out of 337 TV stations across the country do not have even one musician on the regular payroll, said Woods. He held the panel that Federal Communications Commission’s refusal to let prevalence of “canned” music be an excuse for not licensing a source of talent development, as well as cutting down drastically on programming through channel extension since the day when big stations employed full orchestras. AFM would let the FCC hear a record of recent hearings held by the FCC on those stations that promise live music, but no longer deliver.

Somewhat regretfully, Conr. Lee, who heads the FCC's committee on FCC’s dilemma in telling stations to serve the local community.

Chappell Lifts Ban on 'Dolly'
SYDNEY—Chappell & Co., the publishers of the controversial restriction on the Louis Armstrong, Kapp recording of 'Dolly.' This leaves Australian Record Company free to release the album. Sydney, June 11, the actual date that the ban is lifted.
Use of 'Dolly' clearance for airplay has not yet been given by the publisher because the show of the ban was issued in Australia until late this year.

Tingling Tides—Continued from page 1

BEATLES CLICK WITH POLYDOR
LONDON—Polydor had its highest ever advance orders for its new album, 'The Beatles: Ain't She Sweet,' recorded in Hamburg in 1961 and released last week. The disc will be issued in the U.S. on MGM show. Meanwhile, the Beatles got down to recording soon after returning from the tour. More May held and a new Parlophone single is expected by the end of this month.
SWAN SWINGS INTO SUMMER!

BIG HIT INSTRUMENTAL

“MY MAN”

Walter Gates
& HIS ORCHESTRA
S 4180

FOLLOWUP TO “WHO DO YOU LOVE”

“GOTTA BE MORE THAN FRIENDS”

THE SAPPHIRES
S 4184

TWO LASSIES FROM SCOTLAND

“SOMEONE CARES FOR ME”

THE MCKINLEY
S 4185

LP OUT IN 10 DAYS!
“MY MAN”
LP 515

GOTTA EL MORE THAN A FRIENDS
Singer Gives DJ’s Plug For Their Advice on A&R

NEW YORK—With the signing of the Reflections, a top juvenile singing group, deejay Dick Clark has completed the cast for his “Caravan of Stars.” The unit begins a string of 74 one-nighters on June 26 in Boston and will tour the U.S., Canada and Honolulu. The Honolulu engagement, set for promoter Ralph Yampiku, has been booked into the New Honolulu Arena, June 12-13, and the promoter is now trying to arrange for a slot of legit talent, for the military at Pearl Harbor Naval Base.

The package is headed by the Four Tops, the Shirelles, Major Lance, the Crystals, Brian Hyland, his group as “Stranger in Paradise,” Dean, the Rip Chords, Round Robin, Brenda Holloway, the Dixie Cups, Mike Clifford, and the Supremes, Liverpool and Cushan.

The tour, booked through the William Morris office, will be managed by Ed McAdams of Clark’s Hollywood office, and feature Fabian as master of ceremonies.

New Disk Firm Links 2 Artists

NEW YORK—Hollywood International Talents, a Hollywood-based firm with two newly activated labels—Dr. velvet and Impala Records—has signed Ron Holden and Jesse Lee Turner. Also on the label are the Zircons, the Gestics, Tommy Love, Barry Young, Daddy Love, Bobby Vernon and the Tabs.

The newly organized company is headed by Lin Wilde. The a&r chores and promotion are handled by Jack Moon Elliott. The disc jockeys have helped tremendously in seeking out labels. From the DJs, the doejay helped capture his records into the top-selling brackets, but the company must come up with a tagline, to call it an R&R advisor for the singer.

TRINI LOPEZ, on a tour of the eastern disk jockeys, stops at WLS, Chicago, to see Fat Dody, Lopez begins a four-week engagement at New York’s Basin Street East June 8.

Paul Anka Shows Poise, Versatility

Paul Anka’s current engagement at the Empire Room of the Waldorf-Astoria is the RCA Victor artist’s first personal appearance in New York in 18 months. He has toured the Continent and England, solidifying his status as an international performer and record name. Re-reviewed Tuesday (2) during the dinner show, Anka impressed as being more confident than ever. This despite the singer’s youthful appearance and manner.

Anka opened and closed his 45-minute act with “Hello, Darling” and “One for the Road,” and many others of his own composition, such as “Diana” and “Puppy Love.” Most effective (Continued on page 33)

Talents

By MIKE GROSS

Neil Anderson, staffer in BMI’s legal division, recently lectured on performing rights at Howard University in Washington, D.C.

There will be a “Jamaica Ska Night” party on June 9 at Trude Hellier’s in New York’s Greenwich Village.

Sen. Margaret Chase Smith has invited Hildegarde to the Republican National Convention in July to sing her theme song. “Leave It to the Gentlemen” by Gladys Shelley... Don Glasser’s orchestra has been extended six weeks at Roseland Dance City. The 4 Seasons will give two concerts at N.Y. Jone, Music Alley, and Jack Hamen, Dance Alley. Records, is off to Europe on June 20 to complete arrangements for the distribution of the label across the continent.

Lyrical Buddy Kaye, celebrating his 40th year in the music business is currently represented in the pop market with “World of Lonely People,” “Pencil and Paper” and “Quiet Nights.”

Kit Winding has been appointed music director of the Ballantine R acclaimed artiste in the Belgian Village at the World’s Fair. He’ll continue in a similar capacity at New York’s Playboy Club. Choo Choo Collins is on a 10-week tour of military bases in the Far East with stops at Tokyo, Taipei, Hong Kong, Korea and Honolulu. Tennie Leonard, who recently closed a singing engagement at New York’s Living Room, has been signed to return to the club in the fall.

The “Holds the Montgomery” revue will continue throughout the summer at the Israeli Cafe Sabra.... Ronnie Martin will be featured in a production at the San Juan, Long Island night club for a two-week run beginning June 16. Florian Monday and the Monodores have been signed to the Realm label.

Jerry and Myrna Music have joined the roster of Kragen-Carroll’s management firm. Vocalist Margie Rayburn is currently at the Hesperia Inn, Hesperia, Calif. It’s her fifth engagement there.

Buzz Warren, producer of the Jerry White “Hootenanny” show on WIRL, Newark, N. J., booked a folk duo, Doug and Victoria, for a concert in Jersey City Tuesday (9). Concert was sponsored by a community Fund of Jersey City. The duo is managed by Harry Shoff. June 19, singer on the Colpix label will open the 32nd season at the Kennebunkport Playhouse on July 2. She’ll be seen in the “Jane Morgan Concert” at an orchestra.

The program will run through July 5.... Marvin Drager will handle publicity relations for Art Talmadge’s label, Musicor, and Music and Vince and Horace in the format of “The Drager Jive.”

Trapper Clark’s Terry has won the Jazz Audition Club of Philadelphia’s 1963 Jazz Culture Award. Terry appears on Johnny Carson’s “Tonight” TV show... Delta Reece in town to tape a show of TV shows... Lou Rawls has taped his 12th Steve Allen show... Cahi Chemi held over for her seventh week at Las Vegas Hilton Lounge.

SOCIAL NOTE: Jack Kiernan, staffer with Decca’s national sales office, became the father of a boy May 21.

Tillotson Bows At the L. Q.

Johnny Tillotson, the personage of young MGM recording star, is making his Broadway night club debut at New York’s Latin Quarter. He is in his prime with great poise, talent and potential for future club dates. He must learn, however, to handle the noisy dinner crowds by either holding the mike closer or boosting the volume of the mike for stronger projection. The audience (the night caught (24) was staid-Aug. 21). It was learned later that because of this, an audience number was eliminated.

His segment on stage was highly entertaining and he did work up a rapport with the seemingly showy audience (Continued on page 33)

Forest Hills Sees Its Biggest Year

NEW YORK—Forest Hills Music Festival is anticipating the biggest season in its five-year history with tickets selling out three months prior to its first concert. Newsweek reports the Beatles’ concert (Aug. 28-29) were sold out three days after they were placed on sale May 1, and although tickets to the other concerts will be put on sale this month, it is indicated that it will be SRO all the way.

We are pleased to include Barbra Streisand (July 19), Harry Belafonte with Miriam Makeba (Aug. 5), and Peter, Paul and Mary (Aug. 23).

Don Friedman is the director of the Festival.

BILBOARD, June 13, 1964
RCA VICTOR LAUNCHES NEW VINTAGE SERIES

OUTSTANDING STARS IN RARE ORIGINAL PERFORMANCES RECAPTURED FOR AN EVER-GROWING MARKET

Now—for the first time—a special selection of recorded music from RCA Victor’s storage vaults is being made available to millions of record buyers. New “Vintage Series” albums pack plenty of appeal for the “connoisseur collector.” Here are the stars, the sounds, the performances that have made musical history.

ISHAM JONES A swingin’ era is re-captured in all its glory by one of the first great dance orchestras of the big band epoch. 16 unforgettable melodies like “Sentimental Gentleman from Georgia,” “Ridin’ Around in the Rain” and “The Blue Room.” LPV-504

WOODY GUTHRIE 14 rare and memorable performances by the un-challenged leader of folk music. Includes history-making songs like “Dust Bowl Refugee,” “Blowin’ Down This Road,” “Dust Cain’t Kill Me,” plus 2 previously unissued selections. LPV-502

KURT WEILL 2 of the master’s classics for the stage in one unique album. Gertrude Lawrence sings “Lady in the Dark,” which includes tunes like “This Is New” and “The Saga of Jenny.” Side 2 has the complete American folk opera, “Down in the Valley.” LPV-503

COLEMAN HAWKINS A musical autobiography—in one great album—of a giant in the world of jazz. 38 years of a fantastic career are traced with standards like “Body and Soul,” “Just Friends,” “April in Paris,” plus 11 other vintage performances. LPV-501

ISHAM JONES AND HIS ORCHESTRA 16 RECORDINGS 16 BAND BALLADS DUST BOWL BALLADS

WOODY GUTHRIE DUST BOWL BALLADS

KURT WEILL CLASSICS LPV-502

Coleman Hawkins "Body & Soul"

Coleman Hawkins "Body & Soul"

www.americanradiohistory.com
CBS' 'Dimension' Series Is Diversity Personified

By GIL FAGGEN

One of the success stories of the past decade in the broadcasting industry is the evolution and revolution of network radio.

The recovery from the 1955 debacle of losses running into the millions of dollars, to a nearly $350,000,000 sales picture and in-the-black operation this year, reflects the important function network radio provides in the communication of information and entertainment to the public.

Network radio affiliates are at an all-time high and continues to become stronger with new stations signing contracts each month. The four nets are now represented in virtually all of the Top 100 markets.

In the struggle to find its niche in an industry it once ruled, the networks have been facing (and will continue to face) agonizing reappraisals of their programming concepts. With affiliates in heated competition with independent stations and powerful group outlets, and trying to woo the listeners with completely different needs from 10 years ago, the nets have out of necessity hit upon the news, information and short feature concept. It has proved to be a successful move.

An example of the successful network transition from soap operas and variety shows to news and information is the renamed and expanded Columbia Broadcasting System's "Dimension." The "Dimension" series marked its 16,000th broadcast last month.

Introduced in November of 1960, the network service proved a hit. Today CBS is feeding 63 broadcast casts down the line Monday through Friday and 18 broadcasts each weekend. It, and the daily "Arthur Godfrey Show," are the bulwark of the radio network.

Problem of Logistics

The job of co-ordinating the multitude of program facets in "Dimension" each week is given to executive producer Joel Heller.

Heller's staff in New York is comprised of three full-time writer-producers and their secretarial assistants, who handle 20 segments a week. One producer handles the many over seas originations and tapes. All material is cleared through Heller to avoid duplication of topics.

A virtual encyclopedia of information, "Dimension" runs the gamut of news topics, ranging from the current race for space supremacy to how the holes get in Swiss cheese. "Our approach to it here," said Heller, "is to tell the staff: here's five minutes, go to it!"

Going to it on the Monday through Friday schedule are: "Personal Close-Up," with Mike Wallace—interviews with personalities who are newsmakers and about-to-be newsmakers; "Dear Abby," with Abigail Van Buren, nationally syndicated advice to the love-starved column; "Ask Miss Fickett," featuring Mary Fickett, who answers questions sent from listeners on a myriad of topics; "In Hollywood," "Woman's World," with Betty Furness discussing topics ranging from schools, books, careers and family relationships to fashions, budgets and other subjects of particular interest to a woman's world; "Edith Head's Fashion Notes," with Charles Collingswood—the background on the people and issues in the news, "Campaign' 64," with Walter Cronkite and "Allan Jackson Reports."

During the weekends the CBS men take over the series with news features and special in-depth reports. Among the 18 programs are: "Better Living," with Douglas Edwards, a five-minute series on health; "The Week in Space," with Charles von Fremd; "This Week in Business," with Stanley Levey; "European Diary," with Daniel Schorr and "The New," with Henry Reaumer, to name a few.

Heller and CBS Radio Vice-President George Perkins maintain a strict line of demarcation between "Dimension" and CBS News. "Dimension" is devoted to features, CBS News to hard news.

Heavy Research

"There is a tremendous amount of research going into each show, and with the proliferation of material we consider the problem becomes one of how best to condense," said Heller. "We receive 8,000 to 10,000 letters per day for "Dear Abby.""

(Continued on page 16)

CBS news correspondent Charles Collingswood (left) and producer Dick Petrow check over script of the 10,000th "Dimension" program broadcast last month on the network (upper left photo). George Perkins, CBS Radio Network vice-president, checks script with "Dimension" air personality Betty Furness (second from left) and staffers Harriet Rohr and Judy Christ- ton (photo lower left). In photo below, "Dimension" exec producer Joel Heller and assistants preview some of the new products discussed on "What's New."
EVERY ONE SEES AND USES IT
BILLBOARD'S BUYER'S GUIDE
COMING AUGUST 1 · ADVERTISING DEADLINE JUNE 20
THE ONLY SEPARATE BUYER'S GUIDE IN THE MUSIC INDUSTRY
COMPLETE INTERNATIONAL INFORMATION ABOUT RECORD MANUFACTURERS · MUSIC PUBLISHERS · RECORD DISTRIBUTORS · ONE-STOPs · RACK JOBBERS · RECORD IMPORTERS AND EXPORTERS · DEALER ACCESSORIES AND SUPPLIES · PRINTERS OF RECORD JACKETS · PROCESSING PLANTS · SLEEVES · LABEL MANUFACTURERS · MACHINE SHOPS · MATERIALS MILLING PLANTS · TRADE ORGANIZATIONS · MUSIC LICENSING ORGANIZATIONS · PRESSING PLANTS · POLYETHYLENE BAGS · PROMOTION AND PUBLICITY · RECORDING STUDIOS · TAPE MANUFACTURERS · TAPE DUPLICATION · SHIPPING SERVICES · PRINTERS AND LITHOGRAPHERS · ENVELOPES AND MAILERS · DIRECT MAIL SERVICES · DESIGN AND ARTWORK · THE PEOPLE, THE COMPANIES, THEIR ADDRESS AND TELEPHONE NUMBERS · INTERNATIONAL STATISTICAL SURVEY · THE TIME IS NOW · THE PLACE IS BILLBOARD'S INTERNATIONAL BUYERS' GUIDE • END OF MESSAGE
Tips on Being Top Manager

By BILL GAVIN
Contributing Editor

A RADIO STATION is people. Its impact on listeners is the product of a number of people, doing a number of things. Engineers, secretaries, salesmen, disk jockeys, accountants, supervisors, switchboard operators and managers all combine to produce the product—programming.

Of all the people who make radio what it is, the one who stamps his personality most indelibly on a radio station is the manager. Not only does he control a station's destinies, but his personality and character are often reflected by his employees.

THE MAN WHO achieves managerial stature most often does so by demonstrating ability in the business aspects of broadcasting. More often than not, a station manager is no more experienced in programming, or in any of the performing or production phases of show business. While he can direct his salesmen and accountants, when only the manager can make critical decisions about program policy. At such times, a lack of program experience can handicap the man who should move public service spots in support of community projects. It's only when an experienced manager's touch is felt that one realizes the value of a radio manager. A carelessly planned program policy, inadequately programmed, will clip the wings of the managers who try to rise above the drabness of the airwaves.

CONSUMERS: There is a purpose for the compilation of this Newsletter. As program managers, let us make it clear that there are certain essentials that all managers should have in making their program decisions effective.

OBJECTIVITY: A manager may be coldly analytical about the things he would like to happen, and what goes wrong, and what losses, and profits, but he is often apt to let his own personal tastes get in the way of good program planning. A manager who enjoys Operas and operettas, and his family and friends enjoy it not necessarily the music most preferred by most radio listeners. A carelessly planned program policy, inadequately programmed, will clip the wings of the managers who try to rise above the drabness of the airwaves.

CONVOLUTION: Some managers embark on a new program policy with obvious reluctance. Their doubts and fears are contagious. The entire staff is infected by uncertainty. Program planning lacks direction and decision. Air work suffers. When a manager finds it necessary to submerge his own personal tastes in order to follow objective logic, he should keep his feelings to himself.

COURAGE: A conservative station that switches to a top pop music policy is bound to become the target of adverse criticism. Listeners will protest. Local programming commentaries will ridicule. The manager's golfing cronies will express their objections. Every manager who takes his station into the pop music field for the first time should expect such abuse and be prepared to discount it. Evenual gains in ratings and revenue will be sufficient rebuttal for the critics.

CONSISTENCY: Once a program policy is embarked upon, it should be followed without deviation. All programs, until they are tried and tested. This is common sense, but sometimes it is overlooked, and confusion is compounded. Consistency also should be the rule for successfully established operations. Overconfidence can lead to tinking with the program structure to the ultimate damage of the station's ratings.

AWARENESS: A good manager should learn all he can about the station's program material. He should know the news service, the record distributors and their promotion people. He should study the characteristics of the people who produce his jingles packages, and why he cost so much. Being thus well informed, he will be better fitted to make decisions.

SENSE OF GOALS: Most managers belong to service clubs or the chamber of commerce. They see it to that his program supports the public and is not a mere medium for politicians to get their points across. Radio has on itself a drive to become a medium for the public interest. A manager must be aware of the public's needs and interests, and must be able to identify them in the program he plans.

There are many more of these kinds of management points that the wise manager should consider and know. It's only when a manager has a clear understanding of them that he can make the best decisions about program policy. It's only when the manager has a clear understanding of them that he can make the best decisions about program policy.

THE PURPOSE: The purpose of this Newsletter is to make it as clear as possible to the managers that there are certain qualities that all managers should have in making their program decisions effective.

SATURDAY HOP

Each week are exposed to a serious program time are adults. The light, gay mood of the "hop" made money-raising a real snap. We figured the people in the mood to give and they will.

Saturday Hop

• Continued from page 12

Director Bill Imwalle said kids under 16 are more than the Beatles and the twit. "People watch because we do a lot of the same thing as the Beatles. That's the real concert. Besides all the guest appearances, special effects and sound effects, we use the same set of the same film. Set music to use. John Pala as the lost and the kids love it."

MILWAUKEE-WOKY, the Bartell-owned station here, will soon increase its power from 1,000 to 5,000 watts. A new 5-kw. transmitter is being installed.

YESTERDAY'S HITS

Change of pace programming from your librarian's shelves, featuring the disks for which you now pay the highest in the land. As you prepare for the next music hit, you may be interested in looking back on how the hits were made.

Pop—5 Years Ago

June 15, 1959

3. Dream Lover. B. Davis, ABC/Paramount.
5. Kansas City, W. Harrison, Karry.
7. Talalakkl Boy, F. Cannon, Swan.
10. Only You, S. Capri, Abramus.

Pop—10 Years Ago

June 14, 1954

1. Little Things Mean a Lot, R. Ballin, Columbia 677.
2. Two Coats in the Fountain, L. Ham, Decca 2021.
4. Without a Song, R. Piers, Abramus.
5. Fernandez's Hideaway, A. Blyer, Abramus.
8. Whisper to the Wind, B. Swain, Abramus.
9.魅力, R. Piers, Abramus.
10. I'm Ready, R. Ditto, Abramus.

Billboard, June 13, 1964
HEADED FOR NUMBER 1

The Original!
The Girl From Ipanema

Stan Getz & Astrud Gilberto

From the Hit LP

GETZ/GILBERTO
STAN GETZ-JOAO GILBERTO
featuring Antonio Carlos Jobim

V/V6-8545

THE JAZZ OF AMERICA IS ON

Verve Records is a division of Metro-Goldwyn-Mayer, Inc.

THE RONETTES—DO I LOVE YOU? (Mother Bertha-Hill & Range, BMI) (2:52) —Phil Spector and Jack Wische bring the group in for another chart landing. Flip: "Bebe and Susie" (Mother Bertha, BMI) (2:24). Philles 121

BETTY EVERETT—I CAN'T HEAR YOU SWEETHEART (Screen Gems-Columbia, BMI) —Mavis' r'xb-oriented tone sung with determination and drive. Betty is surrounded by male chorus and much brass. Flip: "I Can't Get to Know You" (Trovadare, BMI). Vee Jay 599

BOBBY SHAFTO—SHE'S MY GIRL (Spectoristic, BMI) (2:48) - Shafto went into sea and met the Beatles coming in. Click sound. Wide station play already reported. Flip: "Wonderful You" (Southern, ASCAP) (1:28). Rest 5062

DEL SHANNON-HANDY MAN (Travis-Rese, BMI) (2:11) —Potent revival of old Jimmy Jones hit. Shannon sings up storm to shrill organ riffs. Flip: "Give Her Lots of Lovin" (Vicki, BMI) (2:03). Philles 120

RAY RIVERA—DO THE BLUE BEAT (Helios, BMI) (2:07) —Jolly goofy calypso beat with Ray vocalizing to big brass support. Flip: "Joanie" (Helios, BMI) (2:05). RCA Victor 8272


JOANNE ENGEL—THE DUM-DE-DUM SONG (The Boy I Love) (Rumbalero, BMI) (2:00) —Cute little number with ricky-ticky instrumentation. Gal sings in dual track on the teen-directed swinger. Flip: "I Want Him" (Rumbalero, BMI) (2:35). Amy 904

JOEY AND HIS FRIENDS — THE RIVER KWAY MARSEI (Columbia Pictures, ASCAP) (2:10) —The group makes this one right into the ground—but in grand commercial style. Could be a smash! Flip: "The Farmer's Daughter" (Screen Gems-Columbia, BMI) (2:20). Columbia 753

CHLOE HARRIS—LITTLE PEOPLE (Rose, BMI) (2:21) —Newcomer Chloe Harris is kicking off her recording career with a hot commercial entry. Vocalist really projects on this infectious rocker ballad. Good lyrics and interesting arrangement (Rose, BMI) (2:34). Hickory 1253

POP STANDARD

HOLLYRIDGE STRINGS—Lend Me Your Hand (Beachwood, BMI) (2:16) — AR My Loving (Northern, ASCAP) (2:08). CAPITOL 5287

JACK NEITZCHE—Theme from the Long Ships (Screen Gems-Columbia, BMI) (2:10) —Zapata (Guitar, BMI) (2:30). REPRIS 830

JONI JAMES—Break My Heart Break Leeds, ASCAP (2:27). MCM 1243

BOSTON POP ORK—Hello, Daisy! (Morriss, ASCAP) (2:35). RCA Victor 8789

COUNTRY & WESTERN

BOBBY DURHAM—My Precious (Columbia, BMI) (2:45) —Queen of Souls Hill (Central Songs, BMI) (2:17). CAPITOL 2202


JOHNNY CASH—The Riddle of Iris Hayes (Mark, BMI) (4:07). COLUMBIA 43618

CICELY L. BOYKIN—She Walked Away (Starday, BMI) (2:46). STARDAY 674

TOM CARLTON—Tall Cowboy (Columbia, BMI) (4:09). COLUMBIA 43626

RHYTHM & BLUES

PMEAT MARKHAM—Open the Door Richard (Parts 1 & 2) (D气象, BMI) (1:06-1:35). CHESS 1981
Lots of action at London Records

Chart action!

Smash follow-up!
The Bachelors
I BELIEVE
#9672

Solid in the South!
Gene Simmons
HAUNTED HOUSE
Hi #2076

3 hot LP's...already in big demand!

Bill Black's Combo
PLAYS TUNES BY CHUCK BERRY
Hi

The New Mustang
Featuring CUTE LITTLE GOLT
the Road Runners

Presenting:
The Bachelors

London's great new hit label!

The Mojos
EVERYTHING'S AL'RIGHT
45001

Tony Sheveton
A MILLION DRUMS
10616

The Pickwicks
APPLE BLOSSOM TIME
9679

Lulu & The Lovers
SHOUT
9678

Latest by the great
Joe Tex

I'D RATHER HAVE YOU
B/W

Old Time Lovers

www.americanradiohistory.com
BREAKOUT SINGLES

NATIONAL BREAKOUTS

* ANGELITO... Rare and Rare, Columbia 43045 (Epic, BMI)
  (San Francisco)

* OH! BABY... Barbara Lynn, January 1277 (Nujo, BMI) (Houston)

* 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).

STEAL AWAY... Jimmy Hughes, Done 409 (Done, BMI) (New Orleans)

DEVIL WITH THE BLUE DRESS...

Shep Isom, Song 33001 (Jebble, BMI) (St. Louis, New Orleans)

HELLO, DOLLY! (Italian Style)...

Lou Monte, Bepis 0284 (Morris, ASCAP) (New York)

MUSIC AS WRITTEN

HOLLYWOOD

"The Munsters," a comedy horror show set for next season on CBS-TV, is quietly sparking interest in tunes to tie in with the panic pattern. The show will have ghouls and monsters of all sorts and it is known several producers are working on tunes similar to the "Munster Mash," which broke big several seasons back without a TV series.

Brother, a new co-cast with Johnny Mercer of "Tonight May Have to Last Me All My Life," which was in Mary's in Nancy Wilson's new Capitol LP... John Aitken, owner of the Pan-American label, also is a man of "Casual Kiss," by Leon Pells on Varsity Girl... Shorty Spiegel and Jerry Cadle, former Spiegel spoke to the California Copyright Conference on the two recent Supreme Court decisions concerning piracy of disks and tapes. Jazzmen turned out in full force to play a benefit which raised $4,000 for the family of the late Joe Maini at the Marine Room. Sunday (24), Maini died of accidental gun wounds to the head.

Composer-pianist Clare Fischer, who records for World Pacific, is on a four-week State Department sponsored tour of Argentina, Dick Bock, label president, hopes Fischer will return with both inspirations and new tunes.

Capitol's traveling national sales manager, Bill Tallant, will be swinging through the Midwest to check how the label's product cut-off program affecting certain subdistributors is doing. He recently returned from a similar junket to the East. Dave Fox is the new promotion man assigned to the RCA sales department. He will work completely for the producers from their Sunset Boulevard headquarters.

Disneyland swings into full-time operation June 13 with a band festival that week starring Duke Ellington, Benny Goodman, Wayne King, Count Basie and the Elliott Brothers.

The Monterey Jazz Festival and September has TV shows on NBC of the Ellington and Herman hands, MJQ, Dizzy, Gillespie, Oscar Peterson and Gerry Mulligan groups.

Capitol has released "Boss Baracuda" by a similarly named group. The intention is to tie in with the car manufacturer A la the Eagle and Mustang, which are sports models with disk affiliations.

BOSTON

Asher Shuffler, RCA Victor's local chief, treated a group of Greater Hub dealers and newsmen to a bit of Italian spirit when he brought Rita Pavone into the Somerset Hotel to give a few samples of her repertoire, Italian rock 'n' roll. Rita endeared herself to the gathering.

Bill Thompson, formerly with RCA Victor and a local disk jockey managing the new one-stop set up by the local Wurtz- Leroy, Red Distri- buting Company of Chicago. Trumpeter Vic Hirt was due to go classical when he blows his horn for the Boston Pops Orchestra, June 6 and 7... Lee Morris, Hub Violin teacher, is happy over winning NARM award for his best selling "Blue Velvet," now working on Brenda Lee's release of the hit with lyrics he wrote especially for her. He also has songs in three Elvis Presley movies and has also started recording one of his ballads... Al Martino, while playing Bismarck's Village, autographed a recording of his albums at Jordan-Marshall department store.

Carmine Quinn starring the Boston Irish and others at the Mon- tecello. She has comediene Bobbi Baker on the bill with her, Bobby Vinton will go into Bluestars revue.

ERNEST K-DOE'S

"MY MOTHER-IN-LAW"

IN MY HAIR AGAIN

DUKE 378

ERNEST K-DOE'S

"MY MOTHER-IN-LAW"

(IN MY HAIR AGAIN)

DUKE 378

PLAYS IMPORTANT PART IN WYON'S "RIVER VIEW FUN PARTY" BEFORE 75,000 PERSONS.

K-DOE BROKE IMPORTANT NEW ORLEANS SCHEDULE TO FLY IN FOR OCCASION.
Philips is proud to introduce
an outstanding new artist . . .

Marilyn Burroughs

I Feel Pretty

PHM 200-137/PHS 600-137
**Billboard Top LP's**

*For Week ending June 12, 1964*

**Star performers—LP's on chart 9 weeks or less registering greatest proportionate upward progress this week.**

<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>Weeks</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Hello, Dolly!</td>
<td>Hello, Dolly!</td>
<td>Coral</td>
<td>5</td>
</tr>
<tr>
<td>2</td>
<td>Funny Girl</td>
<td>Funny Girl</td>
<td>CMI</td>
<td>5</td>
</tr>
<tr>
<td>3</td>
<td>Hello, Dolly!</td>
<td>Hello, Dolly!</td>
<td>CMI</td>
<td>5</td>
</tr>
<tr>
<td>4</td>
<td>The Beatles' Second Album</td>
<td>The Beatles' Second Album</td>
<td>Apple</td>
<td>5</td>
</tr>
<tr>
<td>5</td>
<td>Call Me Irresponsible</td>
<td>Call Me Irresponsible</td>
<td>RCA Victor</td>
<td>5</td>
</tr>
<tr>
<td>6</td>
<td>Hold the Horn</td>
<td>Hold the Horn</td>
<td>Capitol</td>
<td>5</td>
</tr>
<tr>
<td>7</td>
<td>Meet the Beatles</td>
<td>Meet the Beatles</td>
<td>EMI</td>
<td>5</td>
</tr>
<tr>
<td>8</td>
<td>Cadillac</td>
<td>Cadillac</td>
<td>Verve</td>
<td>5</td>
</tr>
<tr>
<td>9</td>
<td>Barbara Streisand's First Album</td>
<td>Barbara Streisand's First Album</td>
<td>Atlantic</td>
<td>5</td>
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<tr>
<td>10</td>
<td>Barbara Streisand's Second Album</td>
<td>Barbara Streisand's Second Album</td>
<td>Atlantic</td>
<td>5</td>
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<tr>
<td>11</td>
<td>Cotton Candy</td>
<td>Cotton Candy</td>
<td>Columbia</td>
<td>5</td>
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<tr>
<td>12</td>
<td>Introducing the Beatles</td>
<td>Introducing the Beatles</td>
<td>Capitol</td>
<td>5</td>
</tr>
<tr>
<td>13</td>
<td>The Pink Panther</td>
<td>The Pink Panther</td>
<td>United Artists</td>
<td>5</td>
</tr>
<tr>
<td>14</td>
<td>Today, Tomorrow, Forever</td>
<td>Today, Tomorrow, Forever</td>
<td>United Artists</td>
<td>5</td>
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<tr>
<td>15</td>
<td>Who's Afraid of Virginia Woolf</td>
<td>Who's Afraid of Virginia Woolf</td>
<td>United Artists</td>
<td>5</td>
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<td>The Serendipity Singers</td>
<td>The Serendipity Singers</td>
<td>United Artists</td>
<td>5</td>
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<tr>
<td>17</td>
<td>Something Special for Young Lovers</td>
<td>Something Special for Young Lovers</td>
<td>United Artists</td>
<td>5</td>
</tr>
<tr>
<td>18</td>
<td>Shut Down Volume 2</td>
<td>Shut Down Volume 2</td>
<td>United Artists</td>
<td>5</td>
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<td>19</td>
<td>The Bells of St. Mary's</td>
<td>The Bells of St. Mary's</td>
<td>United Artists</td>
<td>5</td>
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<tr>
<td>20</td>
<td>In the Wind</td>
<td>In the Wind</td>
<td>United Artists</td>
<td>5</td>
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<tr>
<td>21</td>
<td>The Second Barbara Streisand Album</td>
<td>The Second Barbara Streisand Album</td>
<td>Atlantic</td>
<td>5</td>
</tr>
<tr>
<td>22</td>
<td>Belafonte's The Greek Theatre</td>
<td>Belafonte's The Greek Theatre</td>
<td>United Artists</td>
<td>5</td>
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<tr>
<td>23</td>
<td>Allan in Wonderland</td>
<td>Allan in Wonderland</td>
<td>United Artists</td>
<td>5</td>
</tr>
<tr>
<td>24</td>
<td>The Shelter of Your Arms</td>
<td>The Shelter of Your Arms</td>
<td>United Artists</td>
<td>5</td>
</tr>
<tr>
<td>25</td>
<td>Catch a Rising Star</td>
<td>Catch a Rising Star</td>
<td>United Artists</td>
<td>5</td>
</tr>
<tr>
<td>26</td>
<td>Meet the Searchers/Needles and Pins</td>
<td>Meet the Searchers/Needles and Pins</td>
<td>United Artists</td>
<td>5</td>
</tr>
<tr>
<td>27</td>
<td>Gloria, Marty &amp; Strings</td>
<td>Gloria, Marty &amp; Strings</td>
<td>Capitol</td>
<td>5</td>
</tr>
<tr>
<td>28</td>
<td>Louie Louie</td>
<td>Louie Louie</td>
<td>Capitol</td>
<td>5</td>
</tr>
<tr>
<td>29</td>
<td>Yesterday's Love Songs—Toby Ellis</td>
<td>Yesterday's Love Songs—Toby Ellis</td>
<td>United Artists</td>
<td>5</td>
</tr>
<tr>
<td>30</td>
<td>West Side Waltz</td>
<td>West Side Waltz</td>
<td>United Artists</td>
<td>5</td>
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<tr>
<td>31</td>
<td>Mostly Little Great Movie Themes</td>
<td>Mostly Little Great Movie Themes</td>
<td>United Artists</td>
<td>5</td>
</tr>
<tr>
<td>32</td>
<td>Days of Wine and Roses</td>
<td>Days of Wine and Roses</td>
<td>United Artists</td>
<td>5</td>
</tr>
<tr>
<td>33</td>
<td>Tender is the Night</td>
<td>Tender is the Night</td>
<td>United Artists</td>
<td>5</td>
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<tr>
<td>34</td>
<td>Jack Jones' Wives and Lovers</td>
<td>Jack Jones' Wives and Lovers</td>
<td>United Artists</td>
<td>5</td>
</tr>
<tr>
<td>35</td>
<td>Pure Dynamite</td>
<td>Pure Dynamite</td>
<td>United Artists</td>
<td>5</td>
</tr>
<tr>
<td>36</td>
<td>Days of Wine and Roses, Moon River and Other Academy Award Winners</td>
<td>Days of Wine and Roses, Moon River and Other Academy Award Winners</td>
<td>United Artists</td>
<td>5</td>
</tr>
<tr>
<td>37</td>
<td>Sweet &amp; Sour Tears</td>
<td>Sweet &amp; Sour Tears</td>
<td>United Artists</td>
<td>5</td>
</tr>
<tr>
<td>38</td>
<td>Peter, Paul &amp; Mary</td>
<td>Peter, Paul &amp; Mary</td>
<td>United Artists</td>
<td>5</td>
</tr>
<tr>
<td>39</td>
<td>Early Hits of 1964</td>
<td>Early Hits of 1964</td>
<td>United Artists</td>
<td>5</td>
</tr>
<tr>
<td>40</td>
<td>It Must Have Been Something Said</td>
<td>It Must Have Been Something Said</td>
<td>United Artists</td>
<td>5</td>
</tr>
<tr>
<td>41</td>
<td>Dancing in the Dark and 11 Other Great Songs</td>
<td>Dancing in the Dark and 11 Other Great Songs</td>
<td>United Artists</td>
<td>5</td>
</tr>
<tr>
<td>42</td>
<td>Tom Jones</td>
<td>Tom Jones</td>
<td>United Artists</td>
<td>5</td>
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<tr>
<td>43</td>
<td>Camellots</td>
<td>Camellots</td>
<td>United Artists</td>
<td>5</td>
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<tr>
<td>44</td>
<td>Encore</td>
<td>Encore</td>
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<td>5</td>
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<tr>
<td>45</td>
<td>Ain't We Got News</td>
<td>Ain't We Got News</td>
<td>United Artists</td>
<td>5</td>
</tr>
<tr>
<td>46</td>
<td>I Left My Heart in San Francisco</td>
<td>I Left My Heart in San Francisco</td>
<td>United Artists</td>
<td>5</td>
</tr>
</tbody>
</table>

Complied from national retail sales and radio station play by the Music Popularity Dept. of Record Research, Billboard.
**BREAKOUT ALBUMS**

**NATIONAL BREAKOUTS**

**Pete Fountain's New Orleans at Midnight**
Cornet CHL 57492 (M); CHL 73749 (S)

**NEW ACTION LP's**

These new albums, not yet on Billboard's Top LP's chart, have been reprinted getting strong sales action by dealers in major markets.

**FOREVER**

Billy Vaughn, Det. DELP 3078 (M); DELP 25578 (S)

**The Dave Clark Five Return!**

Epic EN 24104 (M); BN 20104 (S)

**Duty, Honor, Country**

General Douglas MacArthur, RCA Camden SPC 105 (M); (No Stereo)

**Bewitched**

Jack Jones, Kapp KL 1155 (M); KS 2365 (S)

**Little Children**

Billy J. Kramer With, The Dakotas, Imperial LP 2937 (M); LP 12467 (S)

**The Lettermen Look at Love**

Cupid T 2002 (M); ST 2053 (S)

**The Dusty Springfield Album**

Philips PMH 200-123 (M); PHS 600-133 (S)

**Presenting: The Bachelors**

London LS 2323 (M); FS 302 (S)

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**SPECIAL MERIT PICKS**

Special Merit Picks are new releases of outstanding merit which deserve exposure and which should command success within their respective categories of music.

**POP SPECIAL MERIT**

The Sue Story, Chapter 1

Various Artists, Sue LP 1021

This is the first in a series of Sue Story cassettes by the singer-songwriter on the label. Chapter 1 has 10 tracks, including the title hit, "I Can't Stand It," and "My What's Your Name." It's a great pop release.

**POP SPECIAL MERIT**

Rosko's Evergreens

Various Artists, Warner Bros. 11551

If you didn't know, Rosko is a Definitive artist. He's got a hit on the Wall Street (KSTO) and his choices here include several significant contemporary artistes. "I Can't Stand It," "Oh, What's Your Name?" "Tellin' Lessons," and "It's a Swingin'" are all choice firsts.

**CLASSICAL SPECIAL MERIT**

Ravel-Shostakovich: Two Trios for Violin and Cello

Trio De Bolivia, Westminster XWN 19563 (M); WST 17063 (S)

Solid performances by the Trio De Bolivia, including two 20th Century compositions. The relentlessly Shostakovich piece and the almost-classically styled Ravel Trio have been coupled once before in a recording by the Czech Trio. Neither piece has a heavy recording history.

**CLASSICAL SPECIAL MERIT**

Haydn: Symphony No. 83 in G Minor/Symphony No. 88 in D

L'Orchestre Du Loui Suisse Romande, London CM 9234 (M); CS 6254 (S)

Combined Review. Reviewed under Sym. 82-87.

**CLASSICAL SPECIAL MERIT**

Haydn: Symphony No. 85 in B Flat/Symphony No. 94 in E Flat

L'Orchestre Du Loui Suisse Romande (An- nominal), London CM 9235 (M); CS 6255 (S)

Combined Review. Reviewed under Sym. 82-87.

**CLASSICAL SPECIAL MERIT**

Herman Scherchen Conducts J. S. Bach Suites for Orchestra, Vol. 1

Vienna State Opera Orchestra (Scherchen), Westminster XWN 10588 (M); WST 17058 (S)

Bach's Suites for Orchestra (14), Vol. 1 and Vol. 2, released separately, are well served by Hermann Scherchen and the VSO. The other versions, reviewed elsewhere, were performed by the world's leading conductors. Scherchen handles the orchestra with a sure and relaxed hand that does full justice to this great recording. This is his second recording of the suites for Westminster. The other, presented here, was done with the English Baroque Orchestra.

**CLASSICAL SPECIAL MERIT**

Scarlatti: Sonatas for Harpsichord, Vol. 25

Farnsworth Volante, Westminster XWN 19070 (M); WST 17070 (S)

Under no 24 Review.

**CLASSICAL SPECIAL MERIT**

Scarlatti: Sonatas for Harpsichord, Vol. 26

Farnsworth Volante, Westminster XWN 19071 (M); WST 17071 (S)

Reviewed under No. 24.

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**The Independent Record Distributor**

A Profile of the Industry

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

---

**American Record Merchants and Distributors Association**

To be Published Exclusively In Billboard As A Section Of The June 27, 1964, Issue

- Full World-Wide Distribution
- Year-Round Reference Value
- Exceptional Advertising Opportunity

**ADVERTISING DEADLINE:**

**JUNE 10, 1964**

Final! Final!

Contact your nearest Billboard Office

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(Continued on page 38)
NASHVILLE SCENE

By PAUL CARDEN

Entrepreneur Faron Young reports he is going to record 60 15-minute radio spots on behalf of Pearl Beer. Faron just returned from San Antonio where he closed the deal. The show is currently heard on 45 stations throughout Texas, Louisiana and Mississippi. The recordings will be made at Starday studio.

Music City U.S.A. got a big boost with the appearance of Tex Ritter and Johnny Cash on the NBC "Tonight" show.

Leslie flat and Earl Scruggs had to cancel a Columbia recording session because Lester became ill. He did have to go to the hospital and is resting at home.

Ferlin Husky wasn't so lucky. He was stricken with appendicitis and taken to St. Thomas Hospital in Arlington, Va., according to Hubert Long, the talent manager. Ferlin will be released from the hospital in time to appear at Buck Lake Ranch, Angier, Ind., June 7.

Marvin Hughes, Capitol aek manager here, and Sonny White, who was at the Capitol office got a postcard from Ira Louvin reporting that he and Ann Young, who sings with the band, got married.

Tom Pall Gaylor, who is receiving a lot of mail these days, was the victim of a car theft. The car contained his guitar, mandolin and stage clothes.

Carl Perkins is making such a huge fortune during his present tour that he has been booked to return for a month-long tour during November, reports Jack Andrews, of Denny-Moeller Artists Bureau.

Carl Smith and Hank Snow headline a big package June 13 at radio Station WBMD's show in Baltimore, Md. Pop recording star Bobby Vinton, who records for Epic, will also be there.

Barbara Martin and Billy Grammer, forces in the Gram-Mar Talent Agency and opened new offices at 728 16th Avenue South. The pair will handle Jimmy Martin, Penny Jay, Del Reeves, Morning Star and Clyde Beavers, among others.

Kitty Wells, in addition to being Country Music Queen, quite a cook and has written a cookbook, Thurston Moore, Heather Pieslak has extensive distribution for retail and mail orders and radio stations wanting sample copies can write Moore at 5283 South Wadsworth Boulevard, Denver 27, Colo.

HOT COUNTRY SINGLES

Shirlee to Star At 28 Fairs

RICHMOND, Va. — Salem recording artist Shirlee Hunter will appear as the featured attraction at 28 Coast fairs. She will also make personal appearances at clubs, parks and celebrations in New York State and New Hampshire during the first part of this month. She appears in Richmond on June 23 before heading for appearances in Pennsylvania to be followed by a July 18 stint on the WTVF-TV network. Interested DJs can reach him at 1804 Dresden Road.

NOLA's C&W Unit to Fight Work Tax, Bill

NASVILLE — Leading c&w artists, at a Friday meeting at the Capitol Park motel here voted unanimously to form a c&w chapter of the National Orchestra Leaders Association. Hank Thompson, now band leader, was named chairman of the organizing committee. Thompson was a member of the national board of NOLA.

The meeting was precipitated by the concern of some band leaders over the musicians' union's work tax, which they feel is unnecessary and burdensome. Another meeting is understood to be scheduled in several weeks.

Present at the meeting, in addition to Thompson, were Tex Ritter, western star and president of the Country Music Association and three leading country artists and personalities as Faron Young, Ray Price, Leroy Van Dyke, Carl Smith and Red Foley, the Wilburn Brothers, Lefty Frizzell, Mac Wiseman, the Browns, Harlan Howard, the Glaser Brothers, Wilma Lee and Sunny Cooper, George Morgan, Wally Fowler, Wanda Jackson and others. Also on hand was Charles Peterson, treasurer of the National Orchestra Leaders Association.

The organization is in no way concerned over a recent bill introduced into the House Representatives by Rep. Frank Thompson (D., N. J.) which would void a court order which prohibits a union band leader from collecting dues from members of the band. Under this bill, the NOLA feels, musicians would be exempted from protection given by the Taft-Hartley and Labor-Griffin labor laws. NOLA representatives stated they would mount a campaign to fight the Thompson bill.

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SHIRLEY LOUVIN, Grand Ole Opy star and Capitol recording artist, has答应 to appear as a shock broadcaster in "I Don't Love You Anymore" (Capitol 51723). Shirley is booked by the Bob Neal Agency.
Here it is!!! A powerful new promotion from Decca® records.

Including these ten new releases plus the complete Decca Country and Western album catalog now available at all Decca branches.

A Portrait of Patsy Cline
Jimmie Davis Sings
Billy Grammer
Gotta Travel On
Before I'm Over You
Loretta Lynn
Gotta Travel On (Billy Grammer)

Jimmie Martin and the Sunny Mountain Boys Sing
I'll Meet You In Church Sunday Morning
Bill Monroe and His Blue Grass Boys
The Webb Pierce Story

Never Alone
The Wilburn Brothers

All-Time Country and Western, Vol. V

(on)

naturally
COUNTRY DJ OF THE WEEK

LAKE CHARLES, La. — Ernest Tubb and His Texas Troubadours were set to appear here June 10. They jump to Corpus Christi, Tex., the following day and play Holotes and Riviera on June 12 and 13. The personal appearance tour continues in Houston (17), San Antonio (19), Tulsa (20) and winds up the month in Columbus, Ohio, on the 28th.

Act played May 31-June 5 for Austin Wood at his Little Nashville Auditorium, L.A. and Ft. Wayne, Ind., on June 7, prior to coming here.

PICTURED is W. E. (Lucky) Moeller, of Denny-Moeller Talent Agency, as he presents a check to Tex Ritter for CMA life memberships for the Denny-Moeller group. Looking (left to right) are Jack Andrews and Larry Moeller.

HOT COUNTRY ALBUMS

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>TITLE, Artist, Label &amp; Week</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>GUITAR COUNTRY, Earl Thomas, RCA Victor LPM 2795 (M) LSP 2795 (5)</td>
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<td>2</td>
<td>3</td>
<td>MORE HANK SNOW SOUVENIRS, RCA Victor LPM 2862 (M) LSP 2862 (5)</td>
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<td>3</td>
<td>2</td>
<td>RING OF FIRE...THE SINGING JOHNNY CASH, Columbia CS 2753 (M) CS 8953 (5)</td>
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<td>4</td>
<td>4</td>
<td>SAGINAW MICHIGAN, Loretta Lynn, Columbia CS 9959 (M) CS 8959 (5)</td>
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<td>5</td>
<td>6</td>
<td>LORETTA LYNN SINGS, Decca DL 4457 (M) DL 74457 (5)</td>
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<td>6</td>
<td>7</td>
<td>BUCK OWENS SINGS TOMMY COLLINS, Capitol T 7909 (M) CT 7909 (5)</td>
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<td>7</td>
<td>12</td>
<td>ON THE BANDSTAND, Capitol T 1897 (M) CT 1897 (5)</td>
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<td>8</td>
<td>10</td>
<td>STORY SONGS FOR COUNTRY FOLKS, Ferlin F. Young, Mercury MG 2046 (M) MG 2046 (5)</td>
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<td>9</td>
<td>9</td>
<td>FOLK SONG BOOK III, Ideal A 1026 (M) A 1026 (5)</td>
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<td>10</td>
<td>11</td>
<td>THE BEST OF GEORGE JONES, United Artists UL 3291 (M) UL 3291 (5)</td>
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<td>11</td>
<td>11</td>
<td>NIGHT LIFE, Ray Price, Columbia CL 1971 (M) CL 1971 (5)</td>
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<td>12</td>
<td>13</td>
<td>BLUEGRASS HOOKTENNANY, George Jones &amp; Chet Atkins, United Artists UAL 3552 (M) UAL 3552 (5)</td>
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<td>13</td>
<td>9</td>
<td>I LOVE A SONG, Stoney Jackson, Columbia CL 1994 (M) CL 1994 (5)</td>
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<td>14</td>
<td>15</td>
<td>LOVING ARMS, Charley Pride &amp; Patsy, Columbia CS 2123 (M) CS 2123 (5)</td>
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<td>15</td>
<td>14</td>
<td>FLATT &amp; SCRUGGS RECORDED LIVE AT VANDERBILT UNIVERSITY, Columbia CL 2134 (M) CL 2134 (5)</td>
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<td>16</td>
<td>16</td>
<td>MOONLIGHT AND ROSES, Jim Reeves, RCA Victor LPM 2634 (M) LSP 2634 (5)</td>
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<td>17</td>
<td>17</td>
<td>BILL ANDERSON SINGS, RCA Victor LPM 2674 (M) LSP 2674 (5)</td>
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<td>18</td>
<td>18</td>
<td>RAILROAD MAN, RCA Victor LPM 2675 (M) LSP 2675 (5)</td>
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<td>19</td>
<td>20</td>
<td>OUR MAN IN TROUBLE, RCA Victor LPM 2603 (M) LSP 2603 (5)</td>
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<td>20</td>
<td>19</td>
<td>HANK WILLIAMS Jr. SINGS THE SONGS OF HANK WILLIAMS, RCA Victor LPM 2602 (M) LSP 2602 (5)</td>
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ANOTHER PROFIT-PLUS IMPORT! HIS ALBUMS MEAN SALES! STOCK THEM NOW!

PIRATE SHIP GOES COUNTRY

LONDON — Radio Atlanta, one of the two "pirate" ship radio stations, is devoting a quarter hour per day to programming country records. The show is sponsored by Country Music Enterprises, Ltd., and is the first commercial show beaming country music to Britain. Dave Barnes, who also edits C'W Review reports the coverage area has 20,000,000 potential listeners.
ONE THING IN COMMON

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

BILLBOARD'S INTERNATIONAL BUYER'S GUIDE

is received and kept and used by more music-record influentials throughout the world than any other publication. Coming August 1. Advertising deadline June 20.
## ARGENTINA
- "Denotes local origin

<table>
<thead>
<tr>
<th>This Week</th>
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<tbody>
<tr>
<td>2. &quot;COME ON&quot; - Ray Barretto</td>
<td>2. &quot;COME ON&quot; - Ray Barretto</td>
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<tr>
<td>4. &quot;COME ON&quot; - Ray Barretto</td>
<td>4. &quot;COME ON&quot; - Ray Barretto</td>
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<tr>
<td>5. &quot;I LOVE YOU BABY&quot; - Ray Barretto</td>
<td>5. &quot;I LOVE YOU BABY&quot; - Ray Barretto</td>
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## AUSTRALIA
- "Courtesy Music Makar, Sydney"
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<tr>
<td>1. &quot;JUDE&quot; - The Beatles</td>
<td>1. &quot;JUDE&quot; - The Beatles</td>
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<td>2. &quot;IF I FALL&quot; - The Beatles</td>
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<td>4. &quot;IF I FALL&quot; - The Beatles</td>
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<td>5. &quot;JUDE&quot; - The Beatles</td>
<td>5. &quot;JUDE&quot; - The Beatles</td>
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## BRITAIN
- "Courtesy New Musical Express, London"
- "Denotes local origin

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<tr>
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<tr>
<td>1. &quot;YOU'RE THE ONE&quot; - The Beatles</td>
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<tr>
<td>2. &quot;I WANT YOU&quot; - The Beatles</td>
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## HONG KONG
- "Courtesy Economy Post, Dublin"

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<tr>
<td>1. &quot;LIVERPOOL LAD&quot; - Dominic Barton</td>
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<tr>
<td>2. &quot;MY GIRL&quot; - The Beatles</td>
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<tr>
<td>3. &quot;LIVERPOOL LAD&quot; - Dominic Barton</td>
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## ITALY
- "Courtesy Musica Di Giolti, Milan"
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<th>This Week</th>
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<td>3. &quot;EH GIA&quot; - &quot;La Ragazza del Divano&quot;</td>
<td>3. &quot;EH GIA&quot; - &quot;La Ragazza del Divano&quot;</td>
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<td>4. &quot;SHI LOVES YOU&quot; - Beatles</td>
<td>4. &quot;SHI LOVES YOU&quot; - Beatles</td>
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<td>5. &quot;CITA' VUOTA&quot; - Beatles</td>
<td>5. &quot;CITA' VUOTA&quot; - Beatles</td>
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## JAPAN
- "Courtesy Utamaru, Tokyo"

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<td>1. &quot;DAI KANSHU&quot; - Yone</td>
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<td>2. &quot;FVER VS. VIERENTEN&quot; - Bob Seger (CBS) - Melodie</td>
<td>2. &quot;FVER VS. VIERENTEN&quot; - Bob Seger (CBS) - Melodie</td>
</tr>
<tr>
<td>3. &quot;SHAKE HANDS&quot; - The Beatles (CBS) - The Beatles</td>
<td>3. &quot;SHAKE HANDS&quot; - The Beatles (CBS) - The Beatles</td>
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<tr>
<td>4. &quot;ZWEI AUF EINER BANK&quot; - Top Hits (CBS) - Top Hits</td>
<td>4. &quot;ZWEI AUF EINER BANK&quot; - Top Hits (CBS) - Top Hits</td>
</tr>
<tr>
<td>5. &quot;LAT MUSIK&quot; - Little Peggy (CBS - RCA)</td>
<td>5. &quot;LAT MUSIK&quot; - Little Peggy (CBS - RCA)</td>
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<tr>
<td>7. &quot;BABY DONNENSCHEIN&quot; - Paul Anka (CBS)</td>
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## PHILIPPINES

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<tr>
<td>2. &quot;THERE'S ALWAYS ME&quot; - El Vireo (CBS - RCA)</td>
<td>2. &quot;THERE'S ALWAYS ME&quot; - El Vireo (CBS - RCA)</td>
</tr>
<tr>
<td>4. &quot;I WANT TO HOLD YOUR HAND&quot; - Beatles (CBS - Toshiba)</td>
<td>4. &quot;I WANT TO HOLD YOUR HAND&quot; - Beatles (CBS - Toshiba)</td>
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## W. COAST RCA MAPS FALL RECORD SCHEDULE

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<tr>
<th>This Week</th>
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<tbody>
<tr>
<td>2. &quot;THE CALIFORNIA TONIGHT SHOW&quot;</td>
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<tr>
<td>3. &quot;THE BEATLES COME ON OVER&quot;</td>
<td>3. &quot;THE BEATLES COME ON OVER&quot;</td>
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<tr>
<td>5. &quot;WHAT IF I SAY&quot; - Enrique Villanueva (CBS)</td>
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## DISK ROOM SEEN IN ITALY

- "ROME" - The three-year period ending with 1966 will see the sale of 75,000,000 records in Italy. The estuary sales, according to a Candida survey reported by Il Globo, local business weekly.

- Quoting Billboard as its source for world record sales, the Italian paper pointed out that the Italian disk boom began nearly 20 years later than elsewhere. But it has increased from 12,000,000 records sold in 1950 to 18,560 million for 20,000,000 disks in 1960. Imports, however, have continued to mount in spite of an over-all 10 per cent tax on record sales.

- Pop songs account for 70 per cent of record sales in Italy, where the export market has just begun to develop.
LETTERS TO THE EDITOR

Thank you very much for your help in filling in the holes in my Radio Response Rating series until my sub-
scription, which you now have, is in effect. I am sure that your patience was not at all suffering at the
request of Frank Casone. I truly appreciate your help,
Mr. Casone.

June 13, 1964, BILLBOARD

ARTISTS' BIOGRAPHIES

Ruling Favors
Casone in Lewis Suit

MEMPHIS — Chancellor Charles A. Rodd granted an in-
junction requiring National Art-
ists Attractions, Inc., to withhold 25 per cent of the entertainment
and recording royalty fees of
Smash Records artist Jerry Lee
Lewis.

The suit was filed by Casone, who had sued Lewis 10 days after the breach of contract. Casone
sued returning Lewis to a five-year contract July 1, 1963. The
contract provided Casone would serve as manager and agent for Lewis and would re-
ceive 25 per cent of show and record royalty fees and 5 per cent of movie and TV contracts.

Charles H. O'Brien, attorney for Casone, stated in court dur-
ing the injunction hearing (25) that Lewis had breached the contract four times previously by not allowing Casone to serve as his manager. O'Brien said Casone had not
received payment under the contract in four months and was
due at least $7,000. Lewis was present at the hearing.

His attorney, Alex J. Migliara, said he was on tour.

The chancellor's ruling means that 25 per cent of Lewis' earn-
ings will be held in escrow until the court decides whether Cas-
one, under the contract he has with Lewis, should receive it.

This decision awaits trial of the case.

Duke Ellington
Draws 1,500

DES MOINES—Duke Ellington,
on a concert tour of the Midwest, played before 1,500 here June 1 at the first outdoor jazz concert of the season. The concert, held in the terrace gar-
den of the Des Moines Art Cen-
ter, included two new major compositions, portions of Elling-
tone's unfinished suite, "Impres-
so's Fresh and two sections of his "Timo of Athen.

The purpose of the art cen-
ter's summer jazz concerts is to bring jazz to Iowans, not necc-
asarily to make money. When Ellington learned the admission charge was only $2, he re-
minded to a member of the art center committee, "Is that all? For that you could just play my records."

Ellington's concert trek in Midwestern States will take him to Miltom, Minn., June 7, where he will receive an honorary doc-
dor of humanities degree from Miltom College.

Roger Miller
To Start Tour

CHICAGO — Roger Miller, who recently introduced his first LP, "Roger and Out," on Smash
will start a TV-deejay tour of the Midwest in Denver this week. The 10-day tour follows Miller's recent appearance on the Dick Stewart show on San Francisco's KPKX-TV, which Smash officials say broke all audience reaction records. The station even rescheduled Miller for a repeat the following day.

Burnnett Single Out

NEW YORK — Carol Burn-
nett's first single from the Broad-
way show, "Fade Out — Fade In," was released by ABC-Para-
mount the other day. Jim Burnett
is coupled with Tiger Haynes in
"You Mustn't Be Discouraged," a spoof of Shirley Temple and Bill (Bojangles) Robinson. The
flip side is "Go Home Train," a blues number by Miss Burnett. The original cast album of the show was recorded Sunday (31) and will be available this week.

GLADYS KNIGHT AND THE PIPS

For your programming use here are pertinent facts about hot disk artists, if slapped and
posted on 3 by 5 cards these bioographies will help you build a convenient file of both data.

PM: Margarette Mays
Gladys Knight and the Pips (Maxx)

' Dream Fair'
Is Renewed

ROM—Italian TV's "Dream Fair," which has become the
biggest promotion media for
pop disks, has been renewed for
another season. This spiked rumors that it would be discon-
tinued. The show is emceed by
Mike Bondigano.

Bondigano's request for a
statement on renewal of the
program was backed by most of the
cast and visiting foreign artists.
Naturally a quiz show, it fostered until the pop music gimmick was added. Since
then it has grown in popularity,

The World's Next Phenomenon
BOBBY JAMESON

SUSAN MacCARTNEY of the KDKA-Radio staff, listens to one of
the prize-winning, old-time radio receivers on display at the
Joseph Horne Company during the store's 115th anniversary
observance. More than 200 old radios were received by KDKA
from Pittsburgh-area listeners. Some old radios have all the fun.

The Existing New
Album Chart Contender
From Mercury

QUINCY JONES explores the music of HENRY MANCINI

MG 20863/SR 60863

Including:
Baby Elephant Walk
Soldier in the Rain
I Love You You Don't You Forget It
Charade
Days of Wine and Roses
Dreamsville
Odd Ball
Mr. Lucky
Pink Panther Theme
Blob Brain
Moon Diver
Peter Gunn

MERCURY RECORDS
Radio Luxembourg's Success Brings Broadcast Reappraisal

By OMER ANDERSON
LUXEMBOURG CITY — Radio Luxembourg is claiming 60 million listeners, and every day it disputes that the station has become the major source of exposure for photographic records in Europe and Scandinavia.

The station received 70,000 letters from Europe, demanding smiling, unable to get sufficient exposure from their British sources and buying time on Radio Luxembourg.

Radio Luxembourg polygroup programs reach an estimated 8 million regular listeners in the United Kingdom, 20 million in France, 30 million in West Germany, Belgium and Holland, and the rest in Scandinavia.

Added Listenership

The station is reaching a rapidly expanding listenership.

Robinson Remains Are Interred

LEWISTON, Me.—The cremated remains of Harold W. Robinson, 85, president and publisher of the B. F. Wood Music Company, Boston, have been placed in the crypt interred at Riverside Cemetery here in his native city, May 23. He died from cancer, that 14 years ago. He was a member of the National Music Publishers' Association and ASCAP. He was also a former secretary of the Boston Music Publishers.

Survivors include his widow, Lucille Bayley Wood, one foster son and a stepdaughter.

because of the jump in transistor radio ownership and technical improvements in the station's transmissions.

Radio Luxembourg says that its popularity, which has made it probably the biggest profit-making station in the world. The station received $1,600,000 in advertising from its British commercial alone last year.

Disk jockeys operating in French, English and German, work around the clock answering listener requests in their three languages and playing the top pop of their own countries.

Radio Luxembourg cites as evidence of its European-wide listenership a commercial for the British trade publication New Musical Express. The commercial generated 100,000 inquiries from 24 countries.

In this market, according to Lance Syversen, of Iverson & Pough, in Oslo, says that Radio Luxembourg is the main source of exposure of records in Norway, and that Norwegian record buyers now become heavily dependent on the station.

Until the appearance of the "pop pirate" ships—Caroline and Atlanta—off Britain, Radio Luxembourg held a main market field to itself on the European continent. It has received competition from Europe I, the station owned by Prince Rainer of Monaco.

Radio Luxembourg's gold-plated success with "platters, hunters and the station has made a revolution in European broadcasting.

As indicated by Rolf Syversen, Radio Luxembourg has in introduction, the phonograph record companies to demand more exposure for domestic disk production, from national radio networks. The preference on most national networks (where programming is done without reference to a close study of listener likes) is for a minimum of pop and a maximum of didactic, non-musical fare.

The success of Radio Luxembourg is leading to a general re-examination of European broadcasting, and is pushing substantial profit-heavy toward the general interest in commercial broadcasting in competition with the State networks somewhat on the pattern of competition between the Canadian Broadcasting Corporation and private stations in Canada.

Societies Line Up

Performing rights societies are lining up behind commercial broadcasting in Britain and in all of the other Continental countries. In Britain, the commercial and radio ships are negotiating the payment of performing rights fees, and their pop music programming, far from offending British listeners as a broadcasting enterprise, is producing strong sentiment for the licensing of commercial broadcasting by the British government.

In West Germany, the Saar Radio Network has broken away from the quasi-state controlled network, and is expanding its commercialism and pop music, to increase demand. Demands are increasing in Germany for a general overhaul of radio broadcasting legislation to permit private commercial stations, which would work alongside the quasi-state networks.

In France, Belgium, Holland and Italy, exposure of pop music on the State networks in these countries has been steadily expanded under pressure of public demand—and the indirect competition provided by Radio Luxembourg.

NEW YORK—In the shadow of folk singer Joan Baez' suit against Fantasy Records, Billboard, May 30 is the suit and cross-counter suits of Baez and Roulette.

The two cases are completely different. In the first, against Fantasy, Miss Baez claims the sides, cut in 1958, were "experimental material, for which she was not paid." It has been stated that she was informed in January of the Fantasy release. She filed and received temporary injunctive restraint against such release in May.

In the case of Roulette, Miss Baez filed last year against the prior issuance on Squire (a Roulette subsidiary) of "The Best of Joan Baez," billed as the first record the label ever made. According to testimony, Roulette bought the album from Verliss Records in 1959 and had paid royalties to the artist for four years.

Her charge was that Roulette had not received written permission to use her likeness and name. Alternate suits in Boston and New York were dismissed. In New York, in January a plea

for a restraining order or injunction against the company was rejected.

There are appeals to be heard, but Roulette has filed its own suit, charging Miss Baez, Vanguard Records, Maynard Solomon of Vanguard, and one Baez attorney, claiming $1 million in damages to the record and to the prestige of the company.

LESLIE GORE, Mercury Records artist, receives the 1964 Disk Jockey Poll award as the "most promising female vocalist category" from Mike Gross, associate editor of Billboard.

SYDNEY—The Polydor single issued by Philips during 1959 has proved its best seller here over the years. The disk is "Sailor," by Edith Piaf Turner, manager of Philips Record Department, stated that "Sailor" is still selling an average of 250 disks a month. W. G. Records, and the record "1999 (Terfilla)" issued by Edith Montagna of Germany, could prove the later important in Australia this year. Played by Kuki Baker, it is being featured heavily by radio in Sydney and Melbourne, the major break out cities in Australia.

MPHC Files Suit Against Mercury

NEW YORK—Music Publishers' Holding Corporation filed suit in May against Mercury Records, New York Federal Court last week for alleged infringement of various copyrighted pieces assigned to plaintiffs by six music publishers. The complaint alleges that Harms, Witmark, and others had signed all of their claims against the recording royalties under various license agreements in 1961 under which the defendant was granted non-exclusive licenses.

The complaint charges that the defendant, in violation of and breach of its agreement, has refused and failed to pay, all of the royalties due, totaling $12,000; also from Sept. 30, 1961, to April 1, 1964, the amount of $60,000. The complaint further alleges that upon the failure to pay, plaintiff elected to cancel the license as of April 27, 1964.

The complaint states that defendant continued to manufacture and sell certain products of the plaintiff's assignments without consent or approval. The defendant, on the other hand, contends that the license agreement has not been canceled.

The suit seeks a total of $72,600, a preliminary injunction against the defendant, and plaintiff's assignors without consent or approval. The defendant, on the other hand, contends that the license agreement has not been canceled.

The suit seeking a total of $72-000, a preliminary injunction declaring that the license agreement has not been canceled, a permanent injunction and damages sustained, and delivery to be impounded of records and masters and treble damages.
Music Box Taken Over As Operating Assignment

CHICAGO — Music Box, large Midwestern one-stop headed by Jim O’Dwyer, has been taken over by musicians operating assignment for the benefit of creditors. The theater is under Illinois common law.

Music Box also has branches in Dallas and Atlanta and runs an independent retail record store, Marquette Record Shop, in Chicago South Side.

Seymour Greenspan, head of Summit Distributing Company here, was named chairman of a supervisory creditors’ committee. Others on the committee include Marv McDermott, M-S Distributing Company, and Walter Christoff, RCA Victor Distributing Corporation.

James A. L. Laforet, a professional trustee, has been named trustee of the organization. Em- ployees representing the Mid- west Credit Service Corporation, the local record distributor cred- it group. Chicago Midwest is af- filiated with the National Asso- ciation of Credit Management.

The operating assignment was agreed upon at a special creditors’ meeting held last Saturday (23) in the offices of Bernard Kleinman, O’Dwyer’s attorney.

Greenspan stated that the creditors’ committee would at- tempt to install economies in the operation of the business as well as recover a large amount of capital capital, “just we; if we were not very!” Greenspan said he was confident Music Box could be restored to a thriving, profitable operation.

Noga to Dip Into Colleges For Writers

HOLLYWOOD—“We’ll reach into the colleges to recruit new writers and compositions,” ex- claimed Ted Cain, newly named manager of John and Helen Noga’s four music publishing firms and disk production company.

Cain, a veteran of 32 years in motion pictures, explained he planned to use his local record music departments in his quest to dis- cover new writing talent and new material. “The college kids cer- tainly have the feel for Amer- ican music, Cain said, and there must be many talented writers on campus.”

In explaining expansion plans for Elm Drive, Nornay, Cathay, (ASCAP firm) and Amano, a BMI licensee, Cain said he in- tended securing motion picture score, emphasizing his broad experience in the film industry would be a natural asset.

June 13, 1964, BILLBOARD

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June 13, 1964, BILLBOARD
A 'HIPPY' GROUP
Thrifty Goes in for Soft Sell

BURBANK, Calif.—Thrifty Electronics' "hip" attitude toward its customers is a key reason the store remains a vital music center in the San Fernando Valley.

"Thrifty is a hip operation," stated manager Johnny Valvo, explaining the firm's philosophy to content customers relationships. "We're a happy group of people. This does seem to be the secret of our success. Everybody that walks in is a friend. It's a real loose, relaxed, soft sell place.

For the past 10 years Thrifty Electronics has provided Valley music lovers with disks, audio components and home entertainment equipment. These features and other audio components is called the "Sound Shack" and its two prime lines are Fisher and JBL speakers. Valvo estimates his component inventory at around $50,000.

He notes that the audio business has shown a steady growth, and that component parts are in such demand that he runs a steady stream of traffic in the store to see what would happen." Valvo reports the unit is still selling on the floor.

Discographie

marks

SALES

Valvo estimates the store, through all its departments, can hit $100,000 sales this year. He points to ham equipment as a growing category, as his hopes of developing this area "very ham equipment when we first got started," he said, "then dropped it but now because of the demand for the citizen's band, we've been involved again."

"Many customers point out that customers is the store's stability and reputation. "We try to sell people that we've been in the business a long time, we can help them with any problem they have. It's a quality equipment. People want to know that they can bring their systems back for service and replacement."

Store Remodeling

The store is currently undergoing a renovation. Valvo describes it as being a "nice new store."

"I can't say this in records."

as an promotional feature for customers, Thrifty is scheduling an audio seminar with experts answering questions. The seminar is planned for either July or August at a local hall, with the store's technical staff giving five-hour seminars in the Los Angeles papers. "The best way to be of service is to offer service," Valvo said.

Payola Suit to Call PR Men

NEW YORK—Jack Fine has been named national promotion director for ABC-Paramount Records. Formerly head of radio promotion for the Valvo-Music Company, assistant national promotion manager forDisneyland and Buena Vista Records, Fine is currently serving as manager for the Irving Caesar Music Company.

His duties will include liaison with promotion activities of the label's distributors and supervision of field men.

Finebilt Mfg. Exhibits Line

HOLLYWOOD—Finebilt Manufacturing has opened a showroom for the public featuring its line of record pressing equipment at its 931 Citrus Avenue headquarters.

The company moved into its expanded quarters last November. Finebilt is noted for selling complete disk pressing plants to foreign companies.

According to the company it recently sold the first magnetic recording tape manufacturing plant outside the U.S. to a Belgian firm. Mr. J. Bouzaglo, who owned the Middle East, North Africa and parts of Western Europe, on the sales trip, supervised the installation of the tape plant.

'B' Day Near; Station Goes 'On Alert'

SYDNEY—Beatlemania is raging throughout the country as "B" day draws near. Radio Station 2SM Sydney has scooped the ABC's commercial stations. They arranged with the promoters to tape a live performance of the show which will be broadcast throughout Australia on a network of capital city and country stations.

The price paid by the sponsors for rights to the broadcast is reported to be the highest ever in Australian radio, for a single hours entertainment. The exact date has not yet been announced, but it will be before the Beatles' tour ends. Station manager of 2SM, Mr. Maiorino, past chief.

OUTLET OFFERS TRADE-IN

ROME—Pop records which sell for one thousand under their list price of 750 lire ($1.20) for 600 lire (96 cents) may be in for a shock. With sales tied to a new sales campaign by Italy's largest disk outlet, Coordini of Rome, Coordini is offering pop 45s for 520 lire (83 cents) provided the buyer turns in an old disk in any condition.

Similar offers will probably be forthcoming from other retail outlets. There is no price fixing law in Italy.

Since wholesale price of singles is 360 lire (95 cents) with additional reductions up to 6 per cent for mass purchases and prizes, the best a dealer can do on the 520 lire is break even or to make a small profit. Other pop records may be sold for sale of old disks for 105-250 lire at open air stands in markets,particularly the Sunday bargain Hunter's paradise at Porta Portese.

Kevin O'Donnouche, said he had flown secretly to London two months ago to negotiate the show with his music manager, Brian Epstein. "The sponsors, a leading soap firm, handed me a check and told me to get the Beatles," he said.

"I flew to London immediately, had 36 hours there and returned with the contract tied up. Our general manager, Mr. Stockwell, then went to Melbourne to complete arrangements with Ken Brodziel, manager of Ed executives and officials of Stadium Limited.

ADVERTISING IN BILLBOARD'S INTERNATIONAL BUYER'S GUIDE CAN BE DANGEROUS!!

It brings you inquiries and new business all year long.

It means more work for you and your company and more profits, too.

More work . . . more inquiries . . . new business . . . more profits!! Better relax for a moment.

Then, start preparing your advertisement for Billboard's International Buyers Guide.

Do you want your competitor to get dangerously over-worked, do you??

ITALIAN PUBLISHER OF "MORE" and his party were entertained recently by its American publisher, Herb Marks, at Bosun Street East where they saw Elle Fitzgerald. (L. to R.): Dr. Leonello Leonelli, attorney for C.A.M.; Mrs. Joseph Campi; Luigi Campi, president of C.A.M. music division; Mrs. Joseph Auslander; Dr. Trapani Maerino, journalist; Joe Auslander, Marks' control manager; Mrs. Herbert E. Marks; Joseph Campi, president of C.A.M. Periodicals Division; Mrs. Jane Sebastian; Herbert E. Marks, president, of Edward B. Marks Music Corporation, Victorio Benedetto.

FURTHER READING

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NEW YORK—JGM Records is on an all-out campaign for the June wedding season. The label, which has been the hit of the season with albums pegged on wedding music of various nationalities. In MGM's "Let's Have Some Fun," "How High The Moon," "I Pledge My Love," and "Roses are Red." The label is being promoted by various publicity agencies and the album is being sold in the stores.

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Label Puts Out Music to Wed By

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THE END
Bunker Debunks Radio Nostalgia

WASHINGTON — Nostalgia is radio's worst enemy. Radio Advertising Bureau President Edmund C. Bunker told a gathering of deejays and station and sales managers at Washington Advertising Club luncheon here recently that whenever two radio groups get together they invariably begin talking about the good old days — the golden age of radio. "Don't do it!" said Bunker.

Bunker said radio's golden age is not past. It is right here in advertising dollars. "We sell it in our own kind of highly selective, individualized reach." Bunker saw new, non-traditional radio targeting trends that whipped up flagging sales of Skipp-, Rankin- and in two Upstate New York cities, and gave Delta Airlines a lift into out of New Orleans.

"Today's radio is tomorrow's past and it's prime time for traditional radio and commercials need to adjust to the new golden age. Radio programmers with radio professionals will reach an estimated 160,000,000 Americans in the coming summer. Over 24,000,000 radio sets were sold last year — 2,000,000 last year. Tell that to the advertisers," said Bunker. He invited everybody to let KAB help them, citing the association has 7,000 commercial tapes at headquarters.

WIN'S Makes Shifts in Brax

NEW YORK — A major shift in executive personnel was announced recently at WINS, New York City. Mark Olds, general manager of the Westchester-owned station (Group V) has been moved to headquarters in the new post of national radio editor. Joel Chaseman, the station's assistant program director, has become the general manager of the station, with Al Heacock, currently program manager of Group W's WBZ, Boston, assuming the vacant program manager's job.

"I also included in the shift Neil McIntyre, who recently joined WINS from NBC. He has been appointed assistant program manager.

N. H. Hires Group To Sing at Fair


Gov. John W. King and the executive committee of the division have named the famed folk singing group, which was organized while its members were students at the University of New Hampshire in Durham. Square dancers and a matching band will join the singers in the program.

KABC Hires Crago

HOLLYWOOD — In a move to strengthen its talk operation, KABC has hired Bill Crago as its new host on "Nightline," added Alan Statte as host of "Singles" and Lott's other two telephone conversation programs.

Statte, in addition, handle two daily commentary and sports broadcasts. Crago was formerly with KVB. Glendale, and replaces Grant, who shifts over to the program. Crago was former newsman at KFI-TV.

'Triangle First 11'

PHILADELPHIA — Triangle Stations becomes the first station group to undertake direct syndication of feature films, with the announcement of "Triangle First Eleven," an initial package of 11 films for post-1950 movies to be offered for sale this summer.

Tillotson Bows

* Continued from page 12

The Bowes' new station will be most singles recording stars meet at the highest priced clubs.

Tillotson was probably wise to let the crowd, some of his recording hits to short takes while concentrating on some standards as the band played the strongest part of his act, a medley of Hank Williams' tunes. Tillotson's songbook contained Themes, a goodoggie. He stood in good stead as his ease and confidence with this material was complete.

Tillotson would seem better suited to other clubs than those presenting overly lavish education numbers before and after his appearance.

Bassett was the bill was the Los Trovadores De España, a group of 10 boys from Spain who sing songs of their land and are a pure delight. Their timing is perfecting talent. In this package plus good selection of material combines to make them a true show. The most well known band "I'm a Little" along nicely, is colorfull, and, above all, a non-stop party. Bill bassett was Maryn Ray, Mr. Electric and Rolly and Arroyo, a Euro- pean pop group from the British is- land, and his orchestra backed en- tire proceedings.

JIMMY NOONAN

June 13, 1964, BILLBOARD
The Home Entertainment Dollar

By DAVID LACHENBRUCH
Contributing Editor

THERE'S MORE tough competition ahead for the dealer who sells audio equipment only.

Never before has there been so many products bidding for the home entertainment dollar—and this competition is only going to increase. First, there's color TV. This mass-marketed consumer product—although it's not very new—is in our interviews with industry leaders, we've reported several times on the widespread feeling that color TV may have been some form of home entertainment which might otherwise have been a market for console or component stereo. There can be no question entertainment value is at the beginning of a genuine boom. And this boom should accelerate sharply—the more so is the case, the more color programming, the more sets sold.

A SURVEY OF manufacturers and networks in the home entertainment field, the weekly industry newsletter, came up with these median projections of color set sales: about 17 million in 1964, rising to 19 million in 1965, 23 million in 1966, 25 million in 1967 and 3 million in 1968.

Such developments lead us to believe these projections are quite conservative. One of these has been the general decline in color set prices. With the sharp rise in black-and-white sales, the price of black-and-white sets has declined in proportion to the rise in color set sales. But it hasn't happened that way, last year, both color and monochrome television sets sales all-time records. Both categories appear to be on the way to a new high for this year.

COLOR TV has more strong into the black-and-white group, and it's clear that the color TV is out, it is, as color set prices come down, the industry simultaneously leads black-and-white consoles off the high end. Even so, this decade has now declined to the point where it represents less than 10 per cent of the total black-and-white television business, compared with more than 50 per cent in 1953.

But at the same time as color is making inroads into high-end home entertainment merchandise, the new concept in television portables threatens to compete directly with phonographs selling for up to $250 ("What should we get for your birthday? A record player or one of those cute new portable TV sets?"). The new phenomenon in black-and-white TV is the "personal portable," and its impact should become more evident this year.

For the coming model year (1965), most domestic manufacturers will introduce a new line of these new TV sets. Nearly all new TV sets, in fact, will constitute the new tiniest sets. Both domestic and foreign sets now come in two distinct flavors—conventional sets and so-called AC-powered. General Electric has given its Japan, competitors have introduced a new 1-inch battery-operated TV set at a list price of $159.95, as compared with $249.95 for the leading import of the same type. Philco will offer a nine-inch set at what it calls a "strictly competitive" price.

FROM JAPAN, new television configurations announcesome of the biggest "radios."

All of this new merchandise, coupled with heavy advertising campaigns, will create formidable competition for the conventional consumer-priced electronic home entertainment instruments—phonographs and tape recorders.

But that's not the end, either. In perhaps three more years, another new visual home entertainment product will take its place alongside—and in competition with the nation's popular, the most数码化 and video tape recorder. Some audio men now believe that this is an on as well as a new niche, at least a million to widespread interest in audio tape recorders.

THEREFORE, FOLLOWS themselves. This is a visual medium, in which audio plays just as much a part as an example, television is of the evidence indicates the competition for the home entertainment dollar is going to get stiffer and stiffer. For the manufacturers, it's a battle of style, function, and availability, and of the importance of good music in the home.

For the dealer, it means knowing his merchandise, and knowing how the customer is going to use it, with a minimum of waste. The dealer in the situation, of course, will be the one who sells both audio and Visual entertainment equipment.

EVEN IN AN era of affluence, there will be tomorrow. It's a dollar—and the home entertainment industry, the competition will exist among and among similar products as well as similar ones.

Unusual Treatment

First, in a survey cases across the front of the charts department have been unusual treatment of bright blue fluorescent lamps, instead of the usual white. On the broad sheets behind the tables, the usual type of merchandising appeal, when he began showing products involved as if in actual use. For example, he'd seen one case of a case of a 30-foot corded to pool table supplies. Wyatt covered the floor of the display case with a bright blue fluorescent table. Then set a rack, balls, and cue sticks, a pool table game. This, naturally, is a real point of sale to pool table owners.

Tools are arranged, together with the parts on which they're used. This is in a hands on, no-nonsense way. Example: Open Sales Aid

Perhaps the most unusual treatment, changing portables sales by more than 50 per cent per month. This is the system of being up a formalized narrow salesaid devoted to

Lights Up Department

Phono Parts Distributing: Seeing Is Believing

DENVER—There's no reason why a phonograph accessory parts department should be a dark, gloomy room which makes sets look like they're stuck in a "get in and get out." According to Jim Wyat, parts department manager at Strive Distributing Company here.

Wyat recently spent three months in proving that there's no reason why a brilliant, lighted, colorful display parts department should be a dark, gloomy room which makes sets look like they're stuck in a "get in and get out," according to Jim Wyat, parts department manager at Strive Distributing Company here.

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YOU CAN’T EXPECT
REACTION...

WITHOUT ACTION!

Record and Equipment Manufacturers... Artists... Accessory Manufacturers:

If you've got a story to tell about the quality of your products or achievements... Here's the place to shout it... and the louder the better... with Billboard's guarantee of—

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this is the issue built around Billboard's Annual Record-Phone Dealer Survey

* an exhaustive research project tabulating sales and profits in every area of the record-phones retail business

* used by dealers/distributors and manufacturers at the yardstick for measuring their individual record, phone and tape sales performance

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aside from Billboard's vast audience of dealer subscribers throughout the world who will automatically receive this special NAMM Convention issue... your message will be heard loud and clear at the big and bustling NAMM Convention itself!

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ADVERTISING DEADLINE JUNE 24

BONUS DISTRIBUTION:

To Everyone Attending NAMM Convention—Conrad Hilton—Chicago—June 28-July 1


c

AMERICAN RADIO HISTORY

Continued from page 25

JOEY DEMUS PLAYS J. S. BACH, VOLUME I Westchester XWN 19607 (M); WST 17057 (S)

JOEY DEMUS PLAYS J. S. BACH, VOLUME II Westchester XWN 19608 (M); WST 17068 (S)

JAZZ

WARM WINDS Charles Pundt & Buddy Collette, World-Pacific 1832 (S)

BIG DOLINGER Klaus Doldinger, Philips PHM 296-125 (M); PE/S 606-125 (S)

COMEDY

CORNEFUCUS SAY Homer and Jethro, RCA Victor MLP 2028 (M); LP 2728 (S)

GOSPEL

SINGING TOGETHER Mary Jassy & Polly, Word W-2306 LP (M)

RELIGIOUS

THE CHOIR OF WESTMINSTER ABBEY London 5880 (M); OS 25800 (S)

INTERNATIONAL

LA VOZ DE MARIA & LA INSPIRACION DE AGUSTIN Aquila Luna & Chacho Ferrer, RCA Victor MLP 1754

AFRICAN CONCERT Troubadours of King Baudouin, Phillips PCC 314 (M); PCC 314 (S)

LOW PRICE POPULAR

FOR LOVERS ONLY International Pop Oak, Wyncoke W 9021 (M); SW 9022 (S)

GOLDEN HITS Various Artists, Wyncoke W 9016 (M); SW 9016 (S)

HELLO DOLLY! AND OTHER FAVORITES Leo Addis & His Orch, RCA Camden 4923 (M); CS 528 (S)

LOW PRICE COUNTRY-WESTERN

COUNTRY FAVORITES Various Artists, Wyncoke W 9016 (M); SW 9016 (S)

LOW PRICE FOLK

ALL-STAR—ALL-TIME FOLK FESTIVAL Various Artists, RCA Camden 917 (M); CAS 517 (S)

LOW PRICE INTERNATIONAL

GERMAN FAVORITES The Bihlenblimmers, Wyncoke W 9022 (M); SW 9022 (S)

THREE-STAR ALBUMS

The Honor roll indicates albums with outstanding potential within each record's main category

ALSO AVAILABLE

BROADWAY SENSATION All Star, RCA PCC 399 (M); PCC 399 (S)

POPULAR

BOWMAN/NICOLLE PARADOX Various Artists, Phillips PCC 2961 (M); PCC 2961 (S)

ROCK

M.S.W./HONEYMOON Various Artists, Wyncoke W 9024 (M); SW 9024 (S)

LATIN AMERICAN

GOLDEN ANNIVERSARY OF THE PUNAANA CANALE—1916-1964 The Punaana Canale, RCA Victor LP 19067 (M); LP 19068 (S)

RELIGIOUS

SONS OF THE PIONEER World Pacific 1606 (M); World Pacific 1607 (S)

LOW PRICE POPULAR

L@@K ME WITH ALL YOUR HEART Various Artists, Wyncoke W 9024 (M); SW 9024 (S)

BEATS ON PARADE Various Artists, St. John's Gate 1823 (M); GT 1823 (S)

LOW PRICE COUNTRY & WESTERN

THE SONS OF THE PIONEER Various Artists, Wyncoke W 9024 (M); SW 9024 (S)

BILLY ELIOT

BIG BROTHER World Pacific 19067 (M); World Pacific 19068 (S)

BILLBOARD, June 13, 1964
BILLBOARD
Buyers & Sellers
CLASSIFIED MART
A specialized market place for the best sources of equipment, supplies, services and personal... serving more than 30,000 buyers, collectors, and users of music, records, tapes, home entertainment equipment, case manufacturers and many other related products throughout the entire world.

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SITUATIONS WANTED

INTRODUCING JIMMY JAY AND A NEW RECORD COMPANY. If you want to sup [illegible] valuable record company, phone or write and ask about your share in the company. For further details contact: Mr. David. Phone 7-4710.

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NEW 98¢-95 PER HUNDRED PLUS
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RACK JOBBERS
in the following territories:
All of Michigan and Toledo, Ohio.
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RECORDS

BILLBOARD'S GREAT NEW
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FROM

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Jy.

SITUATIONS

"The Code

HELP TO

HAIR

RECORD

PUBLICATIONS & SERVICES

A Few Extra Copies Available
WHO'S WHO
IN THE WORLD OF MUSIC

Part 1. 1963

Top Records of 1963
Top Talent for 1963
Top Singles Artists
Top LP Artists
International Directory of Records
Talent, Booking Agents, Talent
Managers, Impresarios and Critics.

A New Edition of 1962
including
NAPAS. NARM. Motion
Picture Academy and Country
Music Association listings.

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Association for specialists for unique
prices... or write to us.

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"EDMOS FROM EDINBURGH"—THE REST

 предусмотрен нчлнр 29 "Handy"

RECORD PROMOTION & PUBLICITY

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National ad agency representing your

trade paper publicity etc.

Call today for the best

SERVICES for your record company.

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 предусмотрен нчлнр 29 "Handy"

20 Years of Record Experience"

JOE PETRALIA

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PARK SHORELTON HOTEL

Semi-annual newsletters. Monthly...-

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Semi-annual newsletters. Monthly...-

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When answering ads, Say You Saw It in Billboard.
WVMOA Discusses L. A.'s Move to Get Part of Gross

LOS ANGELES—A move by the city of Los Angeles to collect sales tax receipts from coin machines on location in areas outside the city was discussed at a recent dinner meeting held recently by the Western Vendor Machine Operators Association at the Biltmore Hotel.

Robert F. Blodgett, president of the Independent Vendor Machine Company, at the invitation of Preston Crooms, WVMOA president, spoke on the subject. Stark said that a complaint had been filed against him by the city for moneys brought into his Los Angeles headquarters from scales located outside the city in individual and distinct municipalities.

The proposed directive would be to classify 20 per cent of the license rate of $16 for $150 per year and $1.60 per 1,000 over that amount.

Stark said that he had been served with a writ of attachment, but had temporarily satisfied it by paying up $115 times the amount. He explained that the amount asked was small. He presented the matter to the association to alert members and to seek a concerted effort against it.

Eugene Zola, legal counsel and secretary-treasurer of the association, said he would study the ruling immediately.

Oak Mfg. Adds 2 Distribs; Expands Sales Rep Areas

Yukon and the northwest territories. Owner Dale Johnson has been distributors for more than 20 years and has represented Oak for more than 15.

H. B. Hutchinson Jr., Atlanta distributor, said that he was happy to include part of Florida north of Daytona Beach. The executive said Johnson had made it possible for distributors to give better service to the operators.

NAMA Exhibit Space Sells Out

CHICAGO—Although the annual convention of the National Automatic Merchandising Association is more than four months off, exhibit space for the October 17-20 show is nearly sold out.

According to NAMA officials, 143 firms have booked $3,600 more space than was exhibited space in Chicago's McCormick Place. Only 11 booths are unsold.

To date, the only bulk vending on file in a manufacturer looked at the show is the Northwestern Corporation. However, bulk vending interest in NAMA is usually high, and a large turnout of bulk operators is expected.

Ed Flanagan's Son To Become Priest

BOSTON—Edward L. Flanagan, president and secretary of the Flanagan Sales & Service company, will be ordained a priest on June 13 and will celebrate his first high mass on June 21. Flanagan will be a Maryknoll Missioner and expects to be sent to Korea early this summer.
NEW YORK—The New York Bulk Vendors Association received the endorsement of the.various passage of proposed House bill H.R. 4731 at its monthly meeting Monday (1) at the Tremont Clubhouse here. The measure would ban mixing of confectons.

Coin Club Cites Blind Operator

AMES, la. — Billy Rhoades, 66, blind vending machine operator, was honored recently by the American Coin Club for his outstanding collection of Indian head pennies and Mercury dimes.

Rhoades, who has been blind since he was 15, has never claimed skill in assaying the value of antique coins by running his fingers over them. He gives all credit for estimating the value and authenticity of coins to his daughter, Bonnie.

Bonnie has also assisted her father in his business, driving for him since she was 16. Before taking over, he hired a professional driver to assist him in this round.

Rhoades operated a candy and peanut vending machine business in Nevada and Idaho for 22 years. His route covers the Iowa State University campus here.

Pa. Operators Name Rodstein

PHILADELPHIA—Albert M. Rodstein, owner of the Philadelphia Auto Vending, Philadelphia, has been elected president of the Pennsylvania Automatic Merchandising Council. He succeeds Alan Morrison, Morrison Vending Service, a division of Servomation Corporation.

Rodstein was elected April 23 at the council’s annual meeting. Also elected were:


Also named were seven new directors. The Pennsylvania council is a State council of the National Automatic Merchandising Association.

Guggenheim Sees Troll Demand Up

JAMAICA, N. Y.—Bob Guggenheim, president of. Kari Guggenheim, Inc., here, sees no slackening in the demand for trolls. Hawaii is buying its entire supply of 10-cent capsules for the charity_avg of producing fewer other items while the craze lasts.

According to Guggenheim, operators are forced to spend most of their time servicing 10-cent capsule machines and have little opportunity to push other lines.

Bulk Banter

Pacific Potter

Leo Weiner, West Coast Enterprises, will leave soon with his wife. Harry, and three children for New York and the World’s Fair. They hope to see “Hello, Dolly” if tickets can be obtained... Floyd Wasmund is a new crest in Vending Having bought the interest of William Moo Jr. The fact that Memorial Day fell on a Saturday this year foiled Lew Feldman at Acme Vending. Lew likes to close an extra day whenever he can. This year the Saturday date divided Los Angeles firms between a Friday and Monday closing. Bob Feldman took his family, including his wife, Phylis, and daughters, Laurie and Sandy, and along with the in-laws, Mr. and Mrs. Don Surfas, to Palm Springs for the golf tournament. The touring ment came off all right but the weather hit 102 degrees—and there was trouble with the air conditioning in their hotel.

Arnold Finkelstein, formerly of New York, plans to make his home in California and has booked a convention of Northwesterners from Acme Vending for a route in the Highland Park area.

SAM ABBOTT

IMMEDIATE DELIVERY

VICTOR

SCRIPTO PEN VENDORA

Write for Beautiful Illustrated Circulars and Prices.
Stamp Labels, Lowest Prices, Write for Prices and Details. Write for Membership in National Vendor Distributors, Inc.

NORTHWESTERN SALES AND SERVICE CO.
355 W. 36th St., New York 18, N. Y.

One of the company’s line of trolls has especially fine hair, available in all colors, similar to the bristles of a baby’s hairbrush. Special equipment was required to apply the hair and make it stick, but the sales results have justified the expense, says Price.

The display poster for machine, vending the special item announces that the trolls have no falling hair or dandruff. The company sells in bulk and trolls with silk or yarn hair.

**ACORN**

The World’s Most Profitable Vendors!

Our proven system for selling capsules has produced over $1,000,000 in cash in the last 11 months! Check with any of our ACORN dealers and see how easy it is to sell capsules.

ACORN-

The World’s Most Profitable Vendors!

NEW MOLDED TROLLS

1000 pride CIRCULARS ALL COLORS.$1.00

THE World’S MOST PROFITABLE VENDORS!

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15 different designs that sell 50 times.
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RARE COIN MACHINE EXCHANGE

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The Most Complete and Finest Line of Bulk Venders NEW SELECTORMA® BEAUTIFUL STORE WINDOW DISPLAY

Available in 1, 16, 64, 252 or 529 coin mechanisms per unit. All of the popular designs are included, V-1 and V-2 cabinets. Use as single unit or can be mounted on multiple stands. In stock for immediate delivery. Football, Circus, and Space Capsules for sale. Send for your displays.

**Guggenheim Sees Troll Demand Up**

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SEEBURG ACQUIRES WILLIAMS

Mass. Operators Cool Toward Short-Term Summer Locations

By CAMERON DEWAR

BOSTON—Music and game operators in the Greater Boston area report a gradual swing away from summer locations.

At best, the season in these parts is 10 weeks, and with a bad break or two in the weather can be a bit of 35 years in the music business, there is the feeling that the condition has changed drastically since 1940 in those days, when the shows were held at the Pine Tree and the 24-selection machines, everybody had summer locations. Operators, it is felt, had not yet begun to assess their business for the holiday season. Today, they are more alert to profit and loss and consequently the show season is again not worth the trouble involved of reconditioning jockey boxes and games, since a closer scrutiny of the books shows that there is very little profit in the operation.

$250 Minimum

One operator says: "If you can't pull in $250 per machine for the summer season, then you can't make it. Most music and game men find this almost impossible to do, and this is figuring on the cheapest machine. Operators who are in the better summer locations are more demanding nowadays and ask for the last 10 weeks, which is a $250 minimum." As a small operator, says Perry Lipson of Newton, we would have to buy or rent machines for the summer, and these spent at the time and energy put into this would be better spent on improving the existing route." Lipson admits he has a couple of stops which open up April 1 and stay open until Thanksgiving. "This I can see," he says, "but the short 10-week season with a couple of bad ones just doesn't pay."

Reach Locations

The few operators who do much at the beaches don't care to leave equipment on the local machines, and have decided to confide the business to others. (Continued on page 46)

OMAHA TRADE MEETING DRAWS FROM 7 STATES

OMAHA—Several hundred operators and guests were expected to be on hand for the seven-state regional meeting sponsored by the Coin Operated Industries of Nebraska. The meeting was held Saturday and Sunday. At press time, 19 booths were reserved for display of phonograph, amusement game and vending equipment. The annual election of officers was scheduled for Sunday (7). Lou Casola, Music Operators of America president, and Fred Gefke, MOA management director, headed a delegation of some 100 from the Midwest expected to attend the meeting.

Joe Connor, 55, Veteran Op, Dies

NEW YORK—Joe Connor, 55, a veteran of 35 years in the music machine business, died here Wednesday (5) after a long illness. He is survived by his wife, Mrs. Joseph Connor, of 1030 West 22nd St., Chicago; a sister, Mrs. Joseph Abbey, 1243 Upper Bleecker St.; and by three sons, Edward, William, and Joseph. A funeral service will be held Monday at 10 a.m. at the Towne Family Mortuary, 800 Church St., New York. Connor had been one of the founders of the Music Operators Association in 1892 and served as secretary-treasurer for five years. He had been a board member for many years.

Joe Connor was a well-known figure in the industry, always ready with a word of encouragement or advice. He was beloved for his kindliness and for the way he always treated everyone with respect and fairness.

The exhibit hall was to be open both Saturday and Sunday. A dinner and floorshow was slated for Saturday evening. A general meeting was scheduled for Sunday afternoon, followed by individual state meetings and another banquet and floorshow Sunday evening.

SEEBURG ACQUIRES WILLIAMS

Sam Stern stays on As Williams Topper

J. C. GORDON

CHICAGO—The Seeburg Corporation, already the largest manufacturer of coin-operated equipment, last week acquired Williams Electronic Manufacturing Corporation, largest amusement machine manufacturing concern here.

The acquisition makes Seeburg the first firm in the country to manufacture a full circle of coin-operated equipment: phonograph, vending machines, and amusement games. Seeburg said it will continue Williams under a fully owned subsidiary. Williams will continue with its amusement machine production and is expected to maintain its present system of distribution.

Sam Stern, Williams president, stays on as vice-president and general manager of the firm. Delbert W. Coleman, Seeburg board chairman, assumes a similar post with Williams, as does J. Cameron Gordon, recently elected Seeburg president.

The chairman of the Seeburg board of directors and president of the firm is John J. Keefe, treasurer; Lillian K. Kubick, secretary, John F. Nichols, assistant secretary; and Edgar E. Tober, assistant secretary.

Fits Present Pattern

Gordon noted that "this latest acquisition fits the pattern whereby Williams is able to add valuable new lines of coin-operated products to the Seeburg line and fits perfectly with our present pattern of distribution. It fits the pattern whereby Williams is able to add valuable new lines of coin-operated products to the Seeburg line and fits perfectly with our present pattern of distribution. It also adds another element to our corporate structure to support our claim to being the world's largest manufacturer of coin-operated equipment," Gordon said.

The Seeburg president said that Seeburg's intention was that Williams continue to be operated under Sam Stern's management. Seeburg first announced its intention to buy Williams at its national distributor meeting in Chicago last week.

In buying Williams, Seeburg acquired all the issued and outstanding shares of capital stock from the firm's two shareholders, Samuel Stern and Bernard Weingarten.

Current Production

Williams is currently producing a two-player pinball game, Space Invaders, and a baseball game, Grand Slam. The firm will continue with this production until it goes on its annual vacation June 26.

In July, Williams will start to produce a single-player pinball game, Heat Wave.

Williams was founded in 1946 by Harry Williams, now head of Southland Engineering Company, Santa Monica, Calif. Sam Stern came in as vice-president in 1949 and acquired full control of the company from Williams 10 years later.

The firm is one of the largest amusement manufacturing concerns in the world with about 40,000 square feet of plant space.

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Game's the Thing as Trade Fairs Open in Western Europe

By OMER ANDERSON

BRUSSELS—Western European manufacturers this spring have opened the first of several new fairs introduced at the beginning of a season on the Continent. Games predominated, and their proliferation in Europe this spring has the Continental trade predicting a strong challenge by European manufacturers to U. S. producers.

Trade fairs in Italy, Spain, France, Belgium and West Germany have lifted the curtain on amazingly diverse and ingeniously new games. The exhibitors, together with data from manufacturers, indicate that production of games will establish a record on the Continent this year, and that European games exports to the U. S. will be appreciable for the first time ever.

Shrewdly (the European trade is congratulating itself), Continental producers of pinball machines, bowlers, and shuffleboards—the U. S. staples. Instead, they are concentrating in

(Continued on page 46)
Long Island Operation Files Bankruptcy Plea

NEW YORK—The Central Island Vending Corporation, Freeport, N.Y., this week filed for voluntary bankruptcy, listing assets of $54,200 and liabilities of $237,200.

Central Island, headed by Carl Foreman, Sandy Moore and Hal Schacht, operates joint coin-operated amusement machines and vending machines in Long Island.

In the late 1950's, Moore was a vending distributor and operator. Foreman was associated with him in that venture.

Since 1959, Wurlitzer has been attempting to recover money allegedly owed the company by Moore's concern.

Seeburg Promotes Adair, Clark to Executive VP


The executive vice-president's post was formerly occupied by Donald Moore, who recently named president of Seeburg.

Adam joined Seeburg in 1962 as vice-president of sales. Prior to that, he was a partner in Eastern Music Systems, Inc., Philadelphia, Seeburg distributor for many years.

Adair is an executive of Seeburg having innovated numerous marketing ideas for its products, among these being a "unique sales approach which involved encouraging more favorable commissioner contracts on behalf of operator customers, the creation of equipment service department.

According to Foreman, a Wurlitzer judgment against Central Vending, in the amount of $28,000 had been reversed by Nassau County Supreme Court for improper service.

Further alleged that when the judgment for bankruptcy, he added, is an attempt by Central Island to force Wurlitzer to unfreeze the corporation. Wurlitzer, he said, was an independent distributorship had been involved in the lawsuit initiated by the late 1950's, with the former charging assets with concealing assets. 

WILLIAM F. ADAIR JR. policies and new financing programs.

Clark joined Seeburg in 1956 as executive vice-president of sales in 1959, and vice-president of operations last year. Prior to a career in the record business, he was Moore's successor in the late 1950's, and with the former charge assets.

Adair lives in suburban Wilmette with his wife, son and daughter. He is an active member of the Dixie Club, Ill., with his wife, two sons and daughter.

MAGAZINE  1135 Glendale-Wood Rd. Cincinnati 11, Ohio

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160 play dozen stereo mono records with new 7" LP feature

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 All Talk Indian Scout
 All Talk Motor Car
 All Talk Motorcycle
 All Talk Terry Cycle
 All Talk Terry Space Ride
 All Talk Terry Wheel
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 Bart Simpson Jr.
 Bart Simpson Clown
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Detroit's City Summer Location Operators a Vanishing Breed

By H. F. REVES

DETROIT—Summer locations, operated for only a few months in the warm weather, hold little attraction for big city operators any more. At one time, a sizable number of Detroit game and music operators had routes that took in a good number of upstate spots; some close to the city, which ran only in the summer—but it is difficult to find an interested local operator. Some who had profitable routes a year or two have ceased operations.

Summer locations exist, and in some prelu-de, in a State that considers itself a major tourist mecca, two cities appear to be the domain almost exclusively of the upstate firms, in communities close to resort amusement areas.

Local Picture Good

However, the outlook appears to be generally very good for local operators. Last year was the best in five years, with the favorable weather conditions, it would continue this summer. Conditions for the hands of good breaks from the weather and the tourist trade are the circumstances prevailing in the high 1963 figures. More than any other vacation season on the road in 1963 than in many reports from the tourist trade indicates. The season, it will be a probable slight improvement this summer.

The amusement industry calls the business term in this part of the country because of the pot for continued high earning levels and continued leisure-time activity it provides. There are still several preliminary locations in UAW negotiations.

It is a key factor in the whole economic situation for several Midwest States as well as Michigan.

Equipment on summer locations is generally older than elsewhere in the State. It is a mixture of the older models, which are put in for a few weeks to see the location—secondary locations. But there is an interesting change in progress right now, according to Harold Christiansen, general manager of Angil Sales Company.

“Operators up north” (in the summer location country), says Christiansen, “are all anticipating the season. Owners have been buying a lot of equipment. With the nice weather we have been having, they have also been operating, showing what markets has certainly helped sales.

There is a marked trend toward buying much later equipment than they have been using in the past. In recent summers they have been buying old model boxes at $200 to $300. Now they are buying machines only a year or so old.”

In amusement machines, the picture is the same, both strategically, and operators are both upgrading their games and buying new stuff for summer locations, according to Art Hebert, manager of Michigan Vending Company. The good year enjoyed in 1963 is encouraging them to invest in better equipment because operators feel that they will have less trouble with the modern machines. Also, the games-playing customers are really vacationing from elsewhere and recognize these machines as new equipment, making for more play.

The best sellers for summer應用（zai）(on page 44)

Hot Springs Operators In Bid to Legalize Gambling

By ELTON WHISENHUNT

HOT SPRINGS—Music and game operators and their employees are all working together, with the hot spot area are at work with a large group of the citizenry—including the Hot Springs Chamber of Commerce—to get gambling legal.

That sounds bad for game operators, but it is really not. The town has had gambling for most of the past 100 years. Admittedly, not legal, but almost everybody was for it.

It brought tremendous fun-loving people to town for the baths, horse racing in season, and gambling fun of season at the blackjack, dice and roulette tables.

But in March, at a special session of the Arkansas Legislature, a House resolution was passed asking the State authorities to enforce the State's anti-gambling laws.

Gov. David Faubus then clamped on the lid, saying the resolution was a mistake. Gambling has been back up down since then —and so has much of the city's city.

Tourists have been staying away in droves. Several hundred of the old regulars have left the city and taken their trades with them. And now the operators, W. E. Lewis, Lewis Novelty Amusement Company; Fred Marks, Phil Marks Amusement Company; and J. Earl Gill, Gill Amusement Company, whose employees, have joined with hundreds of others to get opinions signed.

The vigorous campaign, led by the protesting operators here, seeks to get a constitutional amendment on the November election ballot to legalize gambling.

There must be 30,000 signatures on petitions by July 2 to get the issue before the voters. This is expected to be accomplished without trouble.

The proposed Arkansas law would restrict gambling to the Searcy and Franklin counties, limit the number of casinos to one for each 7,000 residents—a total of thirty-eight.

The law, if passed, would provide that the governor appoint a Gaming Commission and a Gambling Licensing Board, and anyone applying for a license must have lived in Arkansas 10 years. It was written in to keep out-of-State operators from taking over.

Operators and Summer Stops

By BEVERLY BAUMER

WICHITA, Kans. — Stan Chilton, president of the Novelty Service Company, Inc., here has a formula for summer stops.

"The key is putting equipment on slow spots and making good equipment on spots—whatever the location can manage," Chilton explained.

He operates on a 50-50 basis.

Robert L. Allen of Hutchison, Vending Company, Hutchison, Kans., said he has no summer locations that he doesn't have in the winter, and that when a nearby water resort area is going, he plans to put in summer locations. Like all operators and manufacturers, he is urging a conclusive anti-gambling bill. Chilton explained.

"We don't like to operate old equipment that we're ready to get rid of, and we've got it already. It's a shame trouble's worth it," he said.

Programming for summer is no different in rain and winter, he said. "A kid's spot always takes kid records."

Some coin amusement games are more desirable for summer locations, due to their light weight, and some that are popular early in the year are not in demand in the fall and winter. But he plays it by ear, with a hope that the same day in the year, he said.

"One of the best operators this year," he said. "Anybody can get any kind of machine, anywhere, any time."

Game Policy

In his opinion, the most desirable amusement equipment for summer locations are novelty games that two or more can play.

In most cases it doesn't pay to leave machines here, if the operator stops the year round when the location's closed during fall and winter.

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Maxfield, Mundell Named To Canteen Fiscal Posts

JOHN C. MUNDELL

CHICAGO—Automatic Canteen Company of America has named Donald V. Maxfield to the new post of financial vice-president, and John C. Mundell to the post of treasurer.

Maxfield has been vice-president and treasurer of Canteen since April 1962. As financial vice-president, he will devote more time to long-range financial planning, debt management and over-all financial controls.

Patrick L. O’Malley, Canteen president, said:

Mundell has been assistant treasurer since February 1962. Prior to that, he was tax manager in the company’s financial department for nine years.

Rites Are Held For Fred Reilly

LOS ANGELES — Funeral services for Fred Reilly, 59, owner of Western Exhibit and well-known pinball machine operator until the late 1940’s, were held in Valhalla Memorial Park in North Hollywood May 25. He died Thursday (21) in a San Gabriel hospital.

Reilly was active in the coin machine field in the late 1930’s and 1940’s. He was also on the board of directors of the county operators’ association. He operated a cluster of five Seeburgs in the San Gabriel Valley.

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COLUMBIA, S. C. — The Sparks Specialty Company, distributor for Rowe-AML and several game lines, has moved to larger quarters at 1820 Sunset Street here.

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Licenses Issued Despite Order

KANSAS CITY, Kan.—Seven or eight pinball machines have been licensed in Kansas City, a straining order prohibiting the city from enforcing its pinball licensing ordinance.

The city has filed in the Kansas Supreme Court an appeal of the restraining order which was issued in Wyandotte County District Court.

Two years ago Kansas City enacted its pinball licensing ordinance, a bill up in litigation over the regulation ever since. Some pinball machine orders have been being till court cases are settled before having city licenses. One section of the ordinance denies a license for any pinball machines for Federal tax stamp has been issued.

California State of No Seasons

Bob Ray, manager of Belmont, near San Diego, predicts that business at the arcades will at least be as good as 1956, perhaps better. There has been no expansion, but a number of new machines have been set up as replacements. The small pool tables popular as are the baseball games, space guns and the drive-mobile. Business at Belmont is strictly a summer event with lap-overs in the fall if the weather is warm.

Southern Auto Plays Host at Service School

LOUISVILLE — Some 20 servicemen attended a school on the new Rowe-AM Tropicana phonograph, which will be operated by the Automatic Music Company here Tuesday (26). School ran from 11 to 11:30 a.m. Today. New machine, much acclaimed in the trade, was demonstrated.

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Two Industry Leaders Praise Wurlitzer

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MARSHALL R. MCKEE, Manager, Northwest Sales Co. of Oregon, Wurlitzer Distributors for Oregon and Central Idaho

RON W. PEPPLE, President, Northwest Sales and Manager of Seattle Office serving Alaska, Washington, Northern Idaho and Western Montana

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