Passing Parade 
Opens New Era in Publishing

By MIKE GROSS

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

The value of the copyright in these vast catalogs has caught the interest of Wall Street firms, syndicates, corporations looking for diversification outlets, and giant users: They've been looking. (Continued on page 6)

ROSS PARLEY

ON JUNE 27-28

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

Columbia Goes All-Out
To Project New Blood

By MIKE GROSS

NEW YORK—Columbia Records is kicking off a big campaign on new artists. It follows the pattern that brought such names as Barbra Streisand, Robert Goulet, the Chip Richards and the New Christy Minstrels to the label's forefront as hot sellers.

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

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

Mooney Debut

Mooney, who currently appears at the Penthouse Club in New York, debuted on the Columbia label last week with the album, "The Greatness of Joe Mooney., Zeitlin, a jazz pianist who is also a psychology major student at John Hopkins University, will be launched with the jazz LP, "Catskills," Rankin is being introduced via the single, "U.S. Mail," and an unusual aspect of his promotion campaign being fashioned by the company is that Rankin is appearing at the convention of international affiliates in Spain last month to present foreign language versions of the single—the German, Spanish, Italian, French, and English—which are being simultaneously released in Europe. Rankin will return to Europe this month to promote the foreign disk in the key European record markets. Miss Lloyd is also being primed for the singles market with "Hello, Dolly!" in the states and "Goodbye, Burma Blues," with "Yeah!"

(Continued on page 10)

Reilly to Speak at ARMADA Parley

By MILDRED HALL

WASHINGTON—Federal Trade Commissioner John Reilly, who presided over the trade practice rules hearing and is in charge of the final version of the record industry rules proceedings, will address the ARMADA convention on Saturday, June 27.

Billboard had learned he will speak on "the industry and the Federal Trade Commission Responsibilities Under the Trade Practice Rules."

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

The luncheon address will be Reilly's first public talk since taking office last November as one of the FTC's youngest (36) members.

The commissioner said he would be highly pleased if the rules are widely approved by the full Commission before June 25. He is concerned with getting a sound, meaningful and practical set of rules, even if it means waiting a few days.

Meanwhile, ARMADA is going ahead with a strong program of panel discussions. ARMADA counsel Earl Kintner, former chairman of the FTC, will conduct two sessions to cover the full range of legal problem areas possibly running to two hours each.

Kintner expects to get right down to "nuts and bolts" on every legal aspect involved in the trade rules.

WASHINGTON—As time draws near for the ARMADA convention in Washington, stronger that the Federal (Continued on page 10)
4 NEW MONEY-MAKERS FROM RCA VICTOR

1. "Happy Wedding Song" c/w "My Man" - The Three Suns - #8373

2. "Here Comes My Baby" c/w "(How Can I Face) These Heartaches Alone" - Dottie West - #8374

3. "Your Country Boy" c/w "She Always Comes Back to Me" - Hank Cochran - #8375

Survey by BMI Lists Most-Played Composers

NEW YORK—The five most performed living American-born composers during the past season, according to a Broadcast Music, Inc. (BMI) survey, were Samuel Barber, Leonard Bernstein, Aaron Copland, Alan Hovhaness and William Schuman.

Bartholdy led the field in the pre-1900 composers most per-
formed and was followed by Mozart, Brahms, Tchaikovsky and Wagner.

BMI, in co-operation with the American Symphony Orchestra

Selecta Plans World-Wide Disk Imports

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

RCA Italian general manager Giuseppe Orsino was due in London last week to discuss arrangements for the import of Italian singles following high sales achieved by the LP's Selecta brought in as an experi-
ment last month. Already 14 RCA Italian singles are on the market as a result. Selecta general manager Arthur Greenham is enthusiastic about the initial results of his experiment. The disks, 100 per cent Italian products, are being sold in colored pictori-
ak bags at $1.10 to $1.60 more than the normal British price of a single.

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

2,654 CONCERTS IN STUDY

Decca Plans Busiest World-Wide Disk Imports

4 Singing Contests in Italy: Disk Business Gets Boost

By SAIN, STEINMAN

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

GAC Expanding; Creative Music Division Formed

NEW YORK—General Artists

Corporation is expanding its activities in the entertainment business and recent-
tsly, the talent agency was primarily concerned with the批发 and distribution of records. In the past year, however, we are targeting, in an independent re-
source and specialty area. Consequently, a new operating division has been estab-
lished at GAC known as the Creative Music Division. The division, as an inde-
pendent entity, will be responsible for all recording and music ventures.

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

Decca's Fun Spreading

NEW YORK—Decca's "Decca's Disk" sticker dropped out as a big city buy but it's now spreading into the rural areas. According to Decca's sales execs, the initial run of 18 3/4 x 3-inch stickers were distributed to key major markets at New York, Los Angeles, Chicago and To-
ronto, where the Deccos were being distributed. The "Decca's Disk" sticker was marketed to retail accounts, and each con-
tained 3,654 copies of a Decca recording, including twenty-five subscription con-
certs, 192 tour concerts, 207 Westerns, 770 plays and 12,000 records. It's estimated that the agency is spending $50,000 to sell one million stickers. The agency field, "the ultimate goal," he said, "will be to direct 99 cent discounts on future musical packages to current recording artists as well as talent that has never before made records."

DECCA TO PAY 30c DIVIDEND

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

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

NEW YORK—Capitol Recor-
ded, the record label that spearheaded the British performer invasion with the Beatles, are now looking up with Peter and Gordon, who have arrived here from London, to cut three more sessions on an extended concert tour.

The duo's trip American con-
cert promoter Louis Mas-ter, at the N.Y. World's Fair (June 19-21), with subsequent bookings planned for Bpion, Philadelphia, Baltimore, Washington, Cleveland, Detroit, Chicago, Atlanta, New Orleans, Houston, Dallas, Los Angeles, San Francisco and other cities. According to present schedules, the tour will conclude with concerts in Honolulu on July 3 and 4 and 5. National TV appearances are now being negotiated.

The duo broke into the U.S. best-seller charts with "A World Without Love" and "Cotton Fields" and their second single "I'veGot a Secret and Nobody Knows" backed with "You Don't Have to Tell Me." Their debut album, under the U.S. promotion of Peter and Gordon with Capitol Records, in turn, is ready today (18) for the music-trade press, backed by Capitol as Tower Suite of the Time-Life Building here.

AFI (Italian Phonograph As-
sociation) and RAI (Italian Radi-
o- TV) are joint sponsors of "A Song for the Summer." This event, which was held on June 26 to July 16, has 45 classes, with the final two nights at the Romana spa of Fuji.

The event, in its third year, has the most impressive singing shanty on a small scale and has been attended for one Italian event. The two previous wars, Adriano Cel-
anto and Anata, will be guests along with Don Domenico Modugno, two groups of singers and pianos, 100 voices and 20 new compositions — will compete against each other in an all singing contest and, in the newsmen group, with the final points competing during final eliminations at Fuji. Top-selling
-RCA Italian singles of Michele and Donatella Morelli have emerged from the newsmen group in past.

Compete July 16, 17

Singers of the year, selected by disk critics, will compete in the Canastampa (Prix Song-
fest) at Taormina July 16 and 17 with special music and lyrics written by newspapermen. Last year's show, which took place at Rimini, initiated this event and brought considerable pub-
licity because it's regarded as the one closest to the press. Winners a year ago were Con-
certs. The album, "Tell Me," was written in one week, has already gone through four production pressings.

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

June 20, 1964 BILLBOARD
JULE STYNE (seated) goes over his score for "Fade Out—Fade In" for Chapel Barn, starring Jack Corden and Adolph Green (left to right) at the ABC-Paramount recording session. The original Broadway cast album will be shipped into this market.

PARLEY IN PORTLAND

AFM Report on Union Gains

PORTLAND, Ore.—Substantial wage and hour gains for musicians in the fields of phonographic recording, motion picture, radio and TV broadcasting and theatrical and TV motion picture films are reflected by the annual published report of American Federation of Musicians' President Herman Kenin to some 1,000 delegates assembling at the opening session (June 15) of the 71st annual convention of the Portland Hotel.

An accompanying report by Treasurer George V. Clancy showed that the AFM operaed "in the black" during the current fiscal year, despite a drop of some $5,000,000 of $9,200,000 in the comparatively new business of television. Its publication in 1959 was reported, with final benefits being paid this year from cumulative funds.

Kenin outlined the five-year phonograph agreement concluded in December 1960, which recognizes for the first time the right of the individual performer to profit from the sale of phonograph records.

Sapphires, Lewis Signed by Label

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

First ABC-Paramount release by the Sapphires is "Hearts Are Made to Be Broken," backed with "Let's Break Up for Good." Lewis' first ABC-Paramount release is "Panzy Tucker," backed with "Think It Over." At the request of the Canadian Atomic Energy Commission, Kenin signed the five-year phonograph agreement concluded in December 1960, which recognizes for the first time the right of the individual performer to profit from the sale of phonograph records.

Mercury's Sales Plans

CHICAGO — Mercury Records Corporation's summer sales plan, "We're Having a Hit Wave," features 16 new albums and a special cd promotion.

"Country Fever's" is the theme for the special cd promotion, which includes 11 best-selling albums by such artists as Patsy Montana, Graceland, and The Spirituals. Mercury Records President George Jones, Lenny Van Dyke, Farr Young, and Roy Drusky, new pop songs are by Johnny Mathis, Renate Gilbert (former lead singer of the Weavers), Brook Benton, Bill Doggett, Little Richard, Eddy Howard, Harry Simone Chordale, Lenny Van Dyke, Lily Austin, and Don Drusky.

Classical albums are by Joseph Segaloff and the London Symphony, Gina Bachauer with the London Symphony, the Eastman Civic Orchestra, Marcello and the Chamber Orchestra of Wevertun.

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

LONDON—Beatle fans had the biggest share of the live music market, with the Fab Four's "Sgt. Pepper" album topping the Polish charts this year for the third consecutive year. In contrast, recording activity was only moderate in London, with the Beatles for their concerts there last year. That was determined by ringo suffered from laryngitis. He is now out of the hospital and has rejoined the group.

At the request of the Canadian Atomic Energy Commission, Kenin signed the five-year phonograph agreement concluded in December 1960, which recognizes for the first time the right of the individual performer to profit from the sale of phonograph records.

SKA STARTS TO JUMP

NEW YORK—Excitement is building about the ska, the Jamaican dance. Atlantic Records, which has released three ska disks, is now blanketing the nation with dance instruction books. Hull, quantities have been sent to record distributors, dealers, and jockeys.

Additionally, Blue Triangle, which is playing a key role in starting the ska in Jamaica and the West Indies, is preparing for its Atlantic recording contract. Seven ska disks have been included in a ska album to be released shortly by Atlantic.

Ska disks have been featured in a special campaign by the Arthur Murray dance studios. The studio management says the ska records have done the biggest business in Canada, with one group of disks selling for some 400 units coast to coast. Meanwhile, a group of ska disks from the UK has been selling well in Canada during the past four weeks and has appeared in the New York area on ABC's "American Bandstand." The group is sponsored by the Jamaican government.

Ring Has Scare; Gets A Substitute on Snare

The night before Ringo's collapse the Beatles waxed a new 16-track album, intended as a last-minute release about July 10. Meanwhile, an LP featuring Paul McCartney's version of "Long Tall Sally" and Ringo's version of "My Bonnie" was recorded but never released, the number, "Matchbox," with two other songs, was rushed out here this week as a Beatles single, "Ain't She Sweet." The last-written was recorded in Hamburg two years ago and is currently on the British charts.

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

Ringo's official album release was to be "The Beatles' No. 1," a 16-track, 60-minute album. The group intended to release it this week. However, Ringo did not record it and instead it was recorded by the other members under the name of the Beatles.

For the Beatles, the release was met with mixed reviews. Some praised it as a masterpiece, while others felt it fell short of expectations.

In contrast, the Beatles' earlier releases, such as their self-titled album and "A Hard Day's Night," received widespread acclaim, both critically and commercially. These albums helped solidify the Beatles' place as one of the most influential and successful bands of all time.

The Beatles' music continued to evolve and gain popularity throughout the 1960s, with artists like Paul McCartney and Ringo Starr achieving great success on their own. The group's influence on music and culture remains significant to this day.
RIPE FOR PROFIT!
ON COLUMBIA RECORDS

STOCK ALL THE HIT ALBUMS FOR EASY PICKIN' BY YOUR CUSTOMERS!
Hard Customers, Soft Dollar

LOS ANGELES. - When business--as a selling proposition--has even an eerie three making it a doubtful proposition, then offering the breadth of best selling merchandise.

This line of argument of George Maccari, president of Quality Record Sales, which operates Sana's Jazz and Record Shop, has his business has held up during a generally "soft" period beforehand.

My customers are not affected by the soft market. They're simply not for the lack of it," he explained. "They're in there buying catalo,

which is the advantage of a specialty store."

Hecuti and Jack Lewecco

Potential Is Lined With Gold

- Continued from page 1

Pincus, Lou Levy, Tony Yander, E. R. Morris and the Nashville salesman--are buying; composing; (3) publishing; income remaining continuously, and the picture for the future is brighter than ever in view of several developments and likely developments.

Stems From Disks

With regard to the last-mentioned, it was stated that the increased income potential of the phonograph disk, the growth of the record business, both domestically and internationally, was a major reason behind the interest. Some publishes now state that overseas income equals or almost equals domestic sales. In conjunction with this it is to be noted that the advance in equipment and the sale of music abroad as high as it is for a disk's selling price.

Two or more companies of the Copyright Act of 1909 will increase the potential of copyrightable records at the same time the scene expect the mechanical rate to be hiked--and while the margins between the base will be the higher. The period of copyright extension is expected to be lengthened, thus bringing the Act more in line with general copyrighting during this period.

Broadcasting Top Earner

Another important factor composers of the future are a server's the likelihood of increased income from the sale of an increased mechanical rate and from the use of mechanical music us.

Broadcasting, of course, continues to be the chief performer. The income from some motion pictures of the U.S. S. is still increased size of the closed-circuit TV, and an increased drive to licenisen permanent recordings. Other non-broadcast locations, is expected to pick up the total performance further, quickly.

More and more record men view with a jaundiced eye the difficulties of the record business and the time span of a recording business. One stated, "In Washington's hit of years ago, "Publishing is the thing today!"

Outsiders Offer $0 Little Else

- Continued from page 1

in the going of the hook of many firms with all outright purchase in high gear......New York, Broadcasting System as well as others. "Broadcasting as a medium is a most interesting field to us," one writer commented. Investigating the Chappell set-up, it was reported that a number of related firms, for sale at least five times and it's been reported that a utility firm is now in bidding and bidding up to late last week. Music Corporation of America was negotiating for the purchase of B. B. Marks Music. It now appears no one will own the company owned by film companies (Music Publishers Holding Corporation, Viacom, Inc., Big Three, Big Three, and Century-Fox, and Paramount, by Paramount Pictures). A second in-house investigation.

Costs of Conversion

The possibility of music firms being run by non-music men, which has been in the air for some time now, is a possibility that may be approached in the ASCAP board due to its ownership, has boasted considerable benefits. They feel that the Wall Streeters will not be representing the companies in a manner consider-

ise likely to become just another commodity-like business. It has been predicted, in some quarters, that if this comes to pass some of the verti-

cal publishers will pull away from the Society. A new group of a large music firm is an intricate procedure.

Columbia Signs Orchestra U.S.A.

NEW YORK - Orchestra U.S.A., has signed in with Columbia Records. The group, conducted by Peter Dani, has been performing for several years. Hecuti bought 500 copies and advertised them along with the "Diamond Bells" package. "He said, "It's a matter of getting the best material for its customers."

CLAIDE WALLICH, president of the Music City chain, presents the first "Diamond Stylus" award as the chain opened its fifth outlet in Caroga Park. The singer's LP, "Johnny's Greatest Hits," released in 1980, is the best-seller in the shop's history. Over 11,000 persons attended the ceremonies in the Topanga Plaza Centre as a host of disk artists performed. KFWB deejay Bill Baline was emcee. After the Reitz, Maccari joined the entertainment and sang two numbers.

Prestige Makes Changes

NEW YORK - In a build-up of its sales and artists and repertoire divisions, Prestige Records, has announced that Tony Valera, president of the Western Division, and Cal Lam-\n
pley as artists and repertoire president.

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

Jerry Field will take over the position vacated by Paul Meister, as director of the Eastern Division, and George Wodson will take over as president-\n
of the Midwest Division, Kiroro, Badencky and Field will report directly to Prestige President.

Atlantic, Atco Parleys Set

NEW YORK-Atlantic and Atco will hold its annual distributor meetings at the Eden Roc Hotel, Miami Beach, on July 9-10, in conjunction with this year's ARMADE convention.

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

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

Concerts Studied

- Continued from page 3

young people's concerts and 100 special concerts.

Mr. Lampley, who was on the RCA Victor, Columbia and Warner Bros. as well as having produced records for Ennio Morricone and Larry Strainer, is the "Symphony, No. 5," the last Hindemith's "Symphony on the Theme of Carl Maria von Weber" and Barber's "Symphony No. 1."

Most Performed

Marcus Raves' "Daphne and Chloe Suite No. 2" was the top most performed 20th century work, followed in order by "L'Mer" by Claude Debussy, "Nature of Rosenkranz Suite" with "Petrouchka," by Igor Stravinsky, "The Messenger at the Wall" by William Schuman and the "Polti" of "Birds Over Love," performed in Mississippi.

The five pre-1960 works most performed were Bertold's "Symphony No. 7," "Symphony No. 9," "Symphony No. 4," "Wagner's Meistersinger Overture" and "Weber's "Overture." The IIM survey tallied a total of 1,914 titles performed during the past season of the 646,929 were pre-1960, 618 were 1950-1959, and 250 performances. In the "since 1950" category, 676 titles were listed, for a total of 681 performances.
Peter & Gordon are here! Their first American concert tour begins June 19 at the New York World's Fair. To celebrate, Capitol is rush-releasing their brand-new English hit, NOBODY I KNOW, written by Beatles John Lennon & Paul McCartney. It's sure to rival Peter & Gordon's current international chart-topper, A WORLD WITHOUT LOVE. Don't miss out: order today! Also, watch for Peter & Gordon in person in your market!
Ruling on Tape Recorder Killed; Fee Concept Upheld

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

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

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

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

In 1962, GEMA won court decisions in West Berlin establishing its right to collect a rent of 50 reichsmarks a year from every tape recorder owner as a music-taping royalty, and requiring tape recorder manufacturers to state in their advertising that music taping is unlawful without royalty payment and to provide GEMA (through retailers) with names of all tape recorder buyers.

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

GEMA then moved to force the record companies to help it collect the royals. Now, the German high court has killed the Berlin court ruling requiring tape recorder buyers to identify themselves, but the Karlsruhe court upheld, in principle, the right of GEMA to collect music-taping fees.

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

GEMA said Grundig has collected $250,000 in unpaid royalties.

The high court, however, reduced the amount of damages to $1,250.

The Karlsruhe court ruled that the identity demand "goes far beyond the permissible limit of what is permissible. It would unnecessarily burden relations between the brand owner and seller and would disturb justice."
a great artist  SAM COOKE
a great record hitting everywhere

TENNESSEE WALTZ

c/w
GOOD TIMES
8368

RCA VICTOR

The most trusted name in sound
NEW ALBUM RELEASES

COLUMBIA
JUNIPER CAIM—1966 (Columbia; CL 3710) PO 1000
THE RULES DAVID SIEBER AND THE TRENDWOOD HUMMERS—John and Hutch of Newport; CL 2178, PO 1011
THE BEES (LP—DIST. Лио—Structures) at the World’s Fair; 2174, PO 1019
FRED SIMPSON AND HIS MANDARINS—PHONOGRAPH RECORD, CL 2175, PO 790
The Sound of JOE HICKOREE; CL 3716, PO 9000
VARIOUS ARTISTS—C-DOT—Jazz Odyssey, Vol. II; THE SOUND OF CHICAGO, CL 22
VARIOUS ARTISTS—(That Newport Jazz, Gl 2179, PO 9009
LACE WHISPERERS—Shakespeare's Greatest Hits, Union Army; Gl 1960
BRIAN GEORGE and BENDIGER JUNIOR—c9; PO 8000

def...-

DOLLS INTERNATIONAL
FRANKIE BRAMMLEY—TV Party Party; GL 3011-1 1964

ROGUE

PAT SIMPSON—The Lady's Pavilion and Orson Welles; DLP 7000, DLP 7001
LARRY NAPOLI AND THE BEATLES—DLP 3264, DLP 225076
JIMMY RODGERS 12 GREAT HITS; DLP 3259, DLP 32579

DISCH JUBILEE

THE VENTURES—Here They Are; DLP 4025

IMPERIAL

THE RIVERS—Sherry, a Bad Machine; LP 9260, PO 12269

Mercury Gets ‘Gogo’ Caster

NEW YORK—Mercury Records has picked up the original cast album rights to the forthcoming Off-Broadway musical, "Gogo Loves You." The musical was written by Anita Loos (book), Gladys Shelley (lyrics) and Claude Lepierre (music). The show, an adaptation of a French comedy, "L'Étoile des Cocottes," is scheduled, to open in the fall. Fred Weintraub, owner of Greenwich Village's the Jitter End, is producing-director.

CMA Being Polled

NASHVILLE—Members of the Country Music Association Hall of Fame Selection Committee are currently being polled to elect the person to receive the association's award. All ballots must be in by July 1. The winner will be announced at annual association festivities here this fall.

John Reilly to Talk

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

FTC Commissioner John Reilly, who presided over the record rules hearing, admits the possibility that the rules will be given Commission approval by the time the ARMADA convention meets this week, but he says it is only a possibility and far from certain. However, the Commission is almost "aware of the situation," and knows that the Association of Record Merchants and Distributors is clinging to FTC decision.

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

Other principal speakers are Ralph Blankenship, chairman of the Distribution Subcommittee of the House Small Business Committee, and William L. Gallagher, Columbia's executive vice president in charge of marketing. Trade sources have indicated that a spokesman for the Federal Trade Commission might also be on hand.

Ideally, this would be the commission's closest to the proceeding.

New Col. Blood

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

Mercury Nosed

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

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

"HUMPTY-DUMPTY" sat on a wall
"HUMPTY-DUMPTY" had a great fall.
All the King's horses and all
the King's men
Counl'dn't put "RINGO" together again.

JIMMY NICOL NOW drumming with the BEATLES and we've got him!!

"HUMPTY-DUMPTY"

Mar-Mar 213
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NATIONAL RECORD DISTRIBUTORS
2120 South Michigan, Chicago, Illinois
Phone: CA 2-7770
DESPITE EVERYTHING

VEE JAY AND THE FOUR SEASONS ARE STILL IN LOVE

WHEN YOU'RE ONLY #8 IN SALES YOU HAVE TO BE LOVABLE

ALONE

&

LONG LONELY NIGHTS

VJ-597

OTHER LOVABLE HITS FROM

DEEPER / A SPANISH BOY • The Rubies VJ-596
FARMER JOHN • The Monster Four VJ-600
STEAL AWAY • Jimmy Hughes FAME-6401
HELP YOURSELF / HEADING FOR A FALL • Jimmy Reed VJ-593
I CAN'T HEAR YOU / CAN I GET TO KNOW YOU • Betty Everett VJ-599
I STAND ACCUSED / I DON'T WANT TO HEAR ANYMORE • Jerry Butler VJ-598
Cambridge's Philosophy

Is 'Getting to Know You'

NEW YORK — Although Godfrey Cambridge is basically a humorist, he's quite serious about his record business. And, even though his first record album, "Here's Godfrey Cambridge," was released by Epic Records only three weeks ago, Cambridge has already established a philosophy for operating on the disk level.

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

"It's important to the artist as well as the record company that the public gets to know a performer as a human being instead of a mere disk jockey," Cambridge said. "Through disc-jockey interviews that are conducted in a jaunty and informal manner, the public gets to know the human side of the artist and becomes more interested in his work as a performer whether he be on records, in night clubs or on the stage.

Really Legging It

In this sense, a record is virtually knocking himself out promoting his first album. As a sample of some of his activities, he mentioned that in Chicago recently he made the deejay Interviews in a midnight clock hop that began, 6:30 a.m. Monday and ended 5:30 a.m. the next day.

Such activity is now followed in Cambridge's case, as he is a new acquaintance in the upcoming Broadway musical, "Golden Boy," he's made the disc-jockey leg-work and a pitch in between rehearsals he wrote and recorded 10 spot announcements for the album that Epic is placing on radio, and during the 16-week tour, he's arranged to make the deejay rounds in such tryout cities as Philadelphia, Boston and Detroit. He also expects to make quick plane hops to nearby cities on the Sundays during the tryout tour when the show has a day off. In between.

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

Trini Lopez

Staes Show

At Basin St.

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

The talented-comey and folksy duo also have the jazzy albums on the best selling chart "If I Have Been Someone!" is among the top 40 best-selling albums in the country.

Brother Toni, who plays guitar, also carries the comedy, with brother Dick feeding him the lines and playing the bass. Tom's comedy forte is his songwriting recreation with banjo rambles. His dialogue may be compared to a folk-oriented Al Kahta.

The material is clever, funny, and well-delivered. The show has great promise. Many of the jokes were well-rehearsed and good, but there were no lulls in interest and a good deal more to come.

The show sold out to packed houses on opening night, and the audience was enthusiastic. The band was well-rehearsed and all the musicians were excellent.

CYO Jazz Gala

On June 19, 20

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

Among the stars will be Art Blakey, Ruby Braff, the Dave Brubeck Quartet, Bud Freeman, Al Cohn, Bobby Hackett, Dokota Staton, Sarah Vaughan, Jackie "Moms" Mabley, Harold Bowers, Hallenonc Monk, Jimmy Rushing, Pee Wee Russell, Percy Blyce, the Jimmy Smith Trio, Ben Tucker, Ben Webster; Joe Williams, Mary Lou Williams, and the Allyn Alley Dancers.

Film Medium Perfect for 'Molly Brown'

Hollywood — The motion picture is the perfect medium for 'The Unsinkable Molly Brown,' which was a robust Broadway musical and has grossed over $1 million more, or millions more, at the movie box office. The film version has been re-created with a splash and a swell, and the result is a brilliant production that is sure to please the fans of the original Broadway show.

The film version of 'The Unsinkable Molly Brown' is a faithful adaptation of the Broadway musical and captures the spirit of the original. The cast is excellent, with outstanding performances by the leads and the supporting cast. The music is as catchy as ever, and the sets are magnificent.

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THE BATTLE OF THE YEAR!

CLAUDINE ★★ ★★★★★★★

vs.

DIANE ★★ ★★★★★★★

WHO’LL BE #1 FIRST?

CLAUDINE CLARK

the 'party lights' girl

with a rockin' new hit!

Standin' on tip toe

blw Foxy (1cf-18)

DIANE RENAY

with another chart-climber like "Navy Blue"

Growin' up too fast

b/w Waitin' For Joey

(Fox 514)

The ultimate in entertainment
PAMS: Custom Jingle Maker

By GIL FAGGEN

DALLAS — Disk Jockey: “What’ll we do to break up this triple spot?”

Program Director: “What do you think we jingles for?”

At one time the above quote was the rule at many radio stations, when the add-on production aids other similar gimmicks were used to cut down on the back-to-back announcements.

The “jingle” today is recognized by a few more important tools of the trade than as a pastime for commercials. At one time the “jingle” was associated only with top 40 contemporary music-formatted stations. They were frequently shrewd station managers who went into serious thoughts about the audience wants and political integration may have improved the station’s position. There are two stations that have been very successful in this respect.

Modern radio today involves an orchestra of on-air and radio station with some markets such as Denver, Chicago, Philadelphia, and New York. As a result, the station’s music department is required to develop a production staff of people to handle everything from jingles to special music pieces for commercials.

The station’s production staff is responsible for making sure that the station’s music department is operating smoothly. They are the ones who are responsible for the production of commercials.

AN IDEA strikes home at the PAMS recording control room. In on the brainstorming session are (L-r) audio engineer VRoy, junior audio engineer Dale Fox, KFJ, Dallas, Bill Meeks, PAMS president; Euel Box, music director; Jim West, sales manager, and sound engineer Dick McGrew.

WLIB: Rebel With a Cause—Education

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

The statement points up a philosophy that has been changing the concept of Negro programming in many sections of the country over the past few years. One of its resultant facets has been the advertising agency’s reevaluation of that concept. It is the one that the agency believes can no longer be applied. Within this very specialized field, there are no standardized looking points of view and an audience for each. With an audience of over 20,000,000 there should be room for both for a long time to come.

Talking to the question of the “give us entertainment” concept is Continental Broadcasting’s (Rollins, growing up too fast, its national sales chief, who believes that Negro radio should concern itself principally with entertainment and should not involve itself too seriously with political problems or controversy.

Equally outspoken, but for an entirely different philosophy, is the public affairs-minded Harry Novik. Says Novik: “The gravy of the license itself implies responsibility.” In defense of its entertainment value Novik is of the opinion that “if you treat an important subject well you’ve got drama of the very highest order.”

WLBT devotes at least five hours a week to public service programming. (Continued on page 16)

WCAU Takes to The Seawaves

PHILADELPHIA — WCAU radio. CBS’s oldest station, home of the City of Brotherly Love last week hosted local and New York City advertising agency media buyers on a “Mystery Boat Ride” up the Delaware River.

Agency personnel and the press had an opportunity to meet WCAU air personalities on the paddle wheeler and on an island magically transformed into a Sunday school picnic.

Grass-skirted hula dancers greeted the boat as it docked at the lighthouse. Included was a polynesian buffet and a show emceed by WCAU’s Ed Harvey, Dan Curtis, Bob Meseke and spotlighting comics Fisher and Marks and vocalists Lydia O’Connor.

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

KFMG Goes on Regular Set-Up

DES MOINES—KFMG, an FM station whose format includes conservative music and public service programming, is scheduling programs at 1 a.m. Monday through Saturday. The station’s new, 5,000 watt outlet will operate from 7 a.m. to midnight, six days a week, and until 1 a.m. on Sundays. The station is being operated by Broadcasting Company. Officers are Herbert Burton of Lincoln, chairman, and Roy W. Pflumm of Des Moines, secretary-treasurer. The station manager is John Graham, formerly of Lincoln.

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

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

Bing, Frank Guests

HOLLYWOOD—Bing Crosby and Frank Sinatra, when they appeared (on Fred Waring and the Pennsylvaniaians, “Amer. I Hear You Singing,” has recently been released, signed to KFWB’s Bill Balance last night 9:30-10:30.

The station also has a full-time farm director, public affairs director, Roy W. Gunderson, as well as a news director, Kay Howse. KHOW handles its public service spots by inviting each community service group to come to the studio to record announcements which are then broadcast during a seven-day period to coincide with the network’s schedule.

No one would dream of having a roll call on their show, but a member of the group will be named and a brief statement made about them, it being understood that the group is being interviewed and not necessarily the person named.

Billboard, June 20, 1964
There's a big hit on the horizon!

ROBERT GOULET
"The Seventh Dawn"
4-43063
FROM THE UNITED ARTISTS MOTION PICTURE
A NEW SINGLE RELEASE
FROM COLUMBIA RECORDS

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

Waterman is one of the five guest star deejays who will replace the WIND regulars this summer. He'll sit in for Lee Rodgers for two weeks, beginning June 22. Bill Broolls will be heard for two weeks, starting June 14, replacing Bob Larsen. When Dick Williamson goes on vacation Aug. 10, a zany com- edian, Lorni Nye takes over the WIND mike. Last summer the Group W station guest starred Eddie Arnold, Phyllis Diller, Mont Sahli and others.

Looked like a New York City convention Monday (8) at the Tribi Lopez, Smethem Brothers opening at Basin St. Last In attendance were Mr. and Mrs. Jack Specter (WMCN), Mr. and Mrs. Ted Brown (WNEW), Norm Roderick (WIRZ, Newark), Stan Z. Burns (WINS), Mr. and Mrs. Dan Daniels (WMCN), Fred Robb (WNEW), Vaner Paulson (WNEW), Johnny Dark (WMCN), John Lance (W-PAT), Joe Brooks (Metromedia), Nan Ams (WNEW).

"SIGN ME UP, TOO." urges WMCN "Good Guy" Jack Specter (right) as Playboy Bunny Holly checks the roster of par- ticipants in the second annual WMCN "Good Guy" Playboy Club Bunny baseball game. The Central Park contest will take place Buno 24 at noon. Joe O'Brien will captain this year's "Good Guy" team. He is pictured here between Playboy Bunnies Holly and Sherrielle.

Representing the music business were Joe Smith, national promotion chief; WB-Redi Records and Gotham promotion man, Marvin Deaver; Mr. and Mrs. Carl Dennie, Mercury Records; Mr. and Mrs. Andy Tom- ko, Billboard's chart director; WB-Redi top execs, Mike Mullinand and George Lee; and Mercury artists Lesley Coote and Mr. and Mrs. Leo Gorce.

Cleveland's favorite sport, Goul- lardzi, featured Ringo, John, Paul and George (Beatles) on WJB- TV's (Cleveland) "Nine Movie" Friday. Goulardzi got the film through CLRW (Detroit-Winds- sor) deejay Tom Clay, who re- cently visited the Beatles on their home ground.

At "Flat Top" Daily Daily takes me from Jackson, Mich., that Marian Kay, president of Geo- Go Music, 1722 South Locust Ave., New York, has returned home.

Continued from page 14
amount for a skymeter. Most of its feature shows are created in- house and taped at the station's studios at Lenox Avenue and 125th St. Many of the shows have been re-broadcast by other Negro stations around the country. A recent one "Kennedy and the Negro" was not only aired by Negro stations but some 50 general and FM stations as well.

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

Correction

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

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

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

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

One is the basic freedom of speech enjoyed by radio stations in the market who are seldom hurt economically by searching for a new, second, and equally important factor, is the high level of education in the market. The schooling of the average Negro in greater New York is one year more than the national average. From an advertiser's standpoint, this dichotomy of con- cepts is becoming increasingly important. The educated Negro represents a greater buying power and in another sense, his leadership influences the buying of others.

"Malcolm Ave. is well aware of this," concluded Novik. "In our own ballhoo, WB, we have consistently had more national advertisers on the air than any other Negro-programmed station in the market since 1955."
FREDDIE AND THE DREAMERS

would like to thank . . .

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

I LOVE YOU BABY

DON'T MAKE ME CRY
### Dallas-Fort Worth \( % \) Radio Response Rating

#### Dallas

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<tr>
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#### STATIONS BY FORMAT

**Dallas-Fort Worth:** 12th radio market. Dallas 9 AM: 9 FM. Ft. Worth 6 AM: 4 PM.

**KDFX:** 50,000 watts, day, 500 watts night. A Balaban station. Music format: Contemporary. Highly identifiable air personalities. Station air editorializes. Heavy promos on the air. Popcorn. 5-minute newscasts twice each hour. 5-minute news department under direction of Dick Moore. Mobile 2-way radio equipped units. Managing Director, John F. Box Jr., Operations Director, Tom Murphy (also does daily air show).

**KXKL:** 1,000 watts day. Independent. Music format: Standard-Pop. 25-minute newscasts 5 minutes past each hour. Special program: "Think It Over," a capsule philosophy (12:30-2:30) aired once per hour. Station Mgr., Don Hunsicker. Program Director, Harald Smith.

**KCLU:** (Fort Worth) 50,000 watts, day, 1,000 watts night. Independent. Music format: C&W. Highly identifiable air personalities. Station air editorializes. Special program: "Open Line," with Bill Mark, audience phone participation program, 4:00-5:00 PM. Live show from station's 400-seat auditorium, featuring Ray Chaney's band, guest stars, 12:15 PM daily. KCLU-FM scheduled to begin broadcasting Aug. 1 with 24-hour simulcast of AM and stereo. Pres. & Gen'l Mgr., Kurt A. Meer. Program Director, Bill Mace (also does daily air show).

**KXAS:** (Grand Prairie) 500 watts, day. Independent. Music format: C&W. Special programs: Farcon Young syndicated show, 15:30 to 3:00 PM, M-F. Station will inaugurate live C&W music shows from Bridgeport Club Station P.M. and at 6 PM from Panther Hall. Pres. & Gen'l Mgr., Gines E Miller, Music Director, Joey Povey (also does daily air show).

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#### THE RADIO RESPONSE RATINGS

The radio response ratings of stations and individual air personalities have been determined by survey of local and national record promotion personnel, distributors and record manufacturers. Not a popularity poll, the ratings are based strictly on the comparative ability of the stations and air personalities to influence their listeners to purchase the singles and albums. The ratings are cumulative, based on airplay, local and regional product. The ratings are published weekly, every Sunday, and are used by the music industry as a barometer of airplay, influencing the listeners to purchase other products and services advertised on radio stations.

#### FORMAL GLOSSARY

*Contemporary*—Stations that play primarily singles of the current rhythm and blues nature. *Pop Contemporary*—Stations that feature rock-n-roll and rhythm and blues music, as well as current singles and LPs of a rock-n-roll nature. *Standard*—Stations featuring popular standards, current pop singles, and stock singles and LPs, excluding rock-n-roll and rhythm and blues. *Standard-Top*—Stations featuring music of all types in the broadcast, including country-western, rock-n-roll, rhythm and blues, and big band music. *Conservative*—Stations featuring primarily LP music of all types in the broadcast, including classical, opera, easy listening, and other similar programming.

(Continued on page 34)

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**Billboard**, June 20, 1964
### Current Hits

**Best Selling Singles**
- **16595** The World I Used To Know — Jimmie Rodgers
- **16606** Silver Dollar — Mike Minor
- **16627** Sunshine and Rain — Skip Harris & The Dukes
- **16609** Look at Me I'll Send for You — Jimmy Gilmer
- **16622** A Guitar Serenade — Chianti Song — Billy Vaughn
- **16639** Do I Need You — The Poodle Walk — Lawrence Welk
- **16621** Monkey Workout — The Astronotas

**Best Selling Albums**
- **3570** Words Of Inspiration — By Aladdin
- **3560** Great Ragtime Hits — Steve Alphin
- **3573** Ain't That A Shame — Pat Boone
- **3541** Golden Organ Hits — Jerry Burke
- **3574** Jo Ann Castle Plays — Great Million Sellers
- **3536** Myron Floren Polkas
- **3563** My Most Requested — Liberace
- **3555** Gems² By The Mills Brothers
- **3431** Vaughn Monroe — His Greatest Hits
- **3556** The World I Used To Know — Jimmie Rodgers
- **3578** Forever — Billy Vaughn
- **3572** Early Hits of 1964 — Lawrence Welk

### Featuring

- **Steve Allen**
- **The Andrews Sisters**
- **J Pat Boone**
- **Jo Ann Castle**
- **The Lennon Sisters**
- **Liberace**
- **The Mills Brothers**
- **Vaughn Monroe**
- **Jimmie Rodgers**
- **Billy Vaughn**
- **Lawrence Welk**
HOT POP SPOTLIGHTS

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

GOLDEN WORLD 12

THE WAILERS—BEAT GUITAR (CFG, BIM) (2:36)—Tiny piano and walking sax join electric guitar on this rocker. Side build-up from quiet start to real mover. Flp: " McCart" (CFG, BIM) (2:40).

Golden Crest 591


Parrot 9678


Tamla 58998

PIN-UPS—LOOKIN' FOR BOYS (Grand Canyon, BMI) (2:47)—Stomping beat and guitars getting a swinging up-tempo delivery on a dolly geared for summer season. Flp: "Kenny" (Grand Canyon, BMI) (2:50).

Stork 1

WAYNE NEWTON—ONLY YOU (Wildwood, BMI) (2:30)—Newton, strings and chorus give tender reading of former hit by Patterson. Strong commercial entry. Flp: "Too Late to Meet" (C. M. Dragonwic, BMI) (2:04).

Capitol 5203

THE BACHELORS—I BELIEVE (Cromwell, ASCAP) (2:00)—Great performance of the inspirational standard. Group handles it in good taste, with genuine feeling. Excellent follow-up to "Too Late." Flp: "Sweet Lullabies" (Pleasant, BMI) (2:15).

London 9672

REVIEWED THIS WEEK, 126—LAST WEEK, 188

GUEST PANELIST OF THE WEEK

GEORGE MICHAEL

Music Director and DJ, WBIT, Milwaukee, Wis.

“My Babe”

CHARLIE McCAY

Monument 822

THE THREE D'S—GIVE SAID THE LITTLE STREAM (Huntman, BMI) (2:11)—A delightful folk-type song tenderly sung with children's chorus providing the background. Fine programming. Airplay could move side right up to the chart. Flp: "I'm Not Ashamed" (Huntman, BMI) (2:37).

Capitol 5188

LAWRENCE WALK—THE POODLE WALK (Rayshad, ASCAP) (2:49)—A gay tune with a sprightly Parkearian feel. Chorus and strings galore. Flp: "I Do I Need You" (Vee Tilzer, ASCAP) (2:20). Dot 16620

Album Reviews on Page 48

COUNTRY & WESTERN SPOTLIGHTS

HANK WILLIAMS JR. — GUESS WHAT, THAT'S RIGHT, SHE'S GONE (Galileo, BMI) (2:47)—Good train blues number with interesting and powerful delivery reminiscent of "Alright, O.K., You Win." Flp: "Goin' Steady With the Blues" (Galileo, BMI) (2:10). MGM 13253

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

HANK COCHRAN—YOUR COUNTRY BOY (Pamper, BMI) (2:35)—Sad ballad of boy gone to big city and looses his girl back home. Cochran delivers tale with great believability. Flp: "She Always Comes Back to Me" (Pamper, BMI) (2:29). RCA Victor 4275

FIELD HUSKY—UP ON THE MOUNTAIN TOP (Husky, BMI) (2:50)—Up-tempo spiritual with plenty of zip. In the groove as "Down by the River." Flp: "Weakly Moments" (Husky, BMI) (2:19).

Capitol 5206

DEEL REEVES—TALKING TO THE NIGHT LIGHTS (Peach, SESAC) (2:27)—Well weeded in true country style. Ballads is heart-breaker and Reeves sounds like he really feels the pain. Flp: "Not Since Adam" (Yonah, BMI) (2:06).

Columbia 43044


Decca 31633

BILLBOARD, June 20, 1964
Last summer he gave you "FINGERTIPS"

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

HEY-HARMONICA MAN

STEVIE WONDER

TAMLA 54096

and . . . .

MARVIN GAYE

makes it a one-two punch with

TRY IT BABY

TAMLA 54095

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

MOTOWN RECORD CORP.

Detroit, Mich.
<table>
<thead>
<tr>
<th>No.</th>
<th>Artist/Lyricist</th>
<th>Title</th>
<th>Record Label</th>
<th>Sales Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Neil Diamond</td>
<td>Eliminate</td>
<td>Capitol Records</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>The Beatles</td>
<td>The Beatles' Second Album</td>
<td>Capitol Records</td>
<td>2</td>
</tr>
<tr>
<td>3</td>
<td>The Byrds</td>
<td>Sweetheart of the Rodeo</td>
<td>CBS Records</td>
<td>3</td>
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<tr>
<td>4</td>
<td>The Everly Brothers</td>
<td>Don't Worry Baby</td>
<td>Warner Bros.</td>
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<tr>
<td>5</td>
<td>The Animals</td>
<td>House of the Rising Sun</td>
<td>United Artists</td>
<td>5</td>
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<tr>
<td>6</td>
<td>The Beach Boys</td>
<td>Surfin' USA</td>
<td>Capitol Records</td>
<td>6</td>
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<tr>
<td>7</td>
<td>The Beach Boys</td>
<td>Surfin' USA (Part II)</td>
<td>Capitol Records</td>
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<td>8</td>
<td>The Beach Boys</td>
<td>Surfin' USA (Part III)</td>
<td>Capitol Records</td>
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<tr>
<td>9</td>
<td>The Beach Boys</td>
<td>Surfin' USA (Part IV)</td>
<td>Capitol Records</td>
<td>9</td>
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<tr>
<td>10</td>
<td>The Beach Boys</td>
<td>Surfin' USA (Part V)</td>
<td>Capitol Records</td>
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**11** | The Beach Boys | Surfin' USA (Part VI) | Capitol Records | 11         |

**12** | The Beach Boys | Surfin' USA (Part VII) | Capitol Records | 12         |

**13** | The Beach Boys | Surfin' USA (Part VIII) | Capitol Records | 13         |

**14** | The Beach Boys | Surfin' USA (Part IX) | Capitol Records | 14         |

**15** | The Beach Boys | Surfin' USA (Part X) | Capitol Records | 15         |

**16** | The Beach Boys | Surfin' USA (Part XI) | Capitol Records | 16         |

**17** | The Beach Boys | Surfin' USA (Part XII) | Capitol Records | 17         |

**18** | The Beach Boys | Surfin' USA (Part XIII) | Capitol Records | 18         |

**19** | The Beach Boys | Surfin' USA (Part XIV) | Capitol Records | 19         |

**20** | The Beach Boys | Surfin' USA (Part XV) | Capitol Records | 20         |

**21** | The Beach Boys | Surfin' USA (Part XVI) | Capitol Records | 21         |

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**24** | The Beach Boys | Surfin' USA (Part XIX) | Capitol Records | 24         |

**25** | The Beach Boys | Surfin' USA (Part XX) | Capitol Records | 25         |

**26** | The Beach Boys | Surfin' USA (Part XXI) | Capitol Records | 26         |

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**39** | The Beach Boys | Surfin' USA (Part XXXIV) | Capitol Records | 39         |

**40** | The Beach Boys | Surfin' USA (Part XXXV) | Capitol Records | 40         |

**41** | The Beach Boys | Surfin' USA (Part XXXVI) | Capitol Records | 41         |

**42** | The Beach Boys | Surfin' USA (Part XXXVII) | Capitol Records | 42         |

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**44** | The Beach Boys | Surfin' USA (Part XXXIX) | Capitol Records | 44         |

**45** | The Beach Boys | Surfin' USA (Part XL) | Capitol Records | 45         |

**46** | The Beach Boys | Surfin' USA (Part XLI) | Capitol Records | 46         |

**47** | The Beach Boys | Surfin' USA (Part XLII) | Capitol Records | 47         |

**48** | The Beach Boys | Surfin' USA (Part XLIII) | Capitol Records | 48         |

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**51** | The Beach Boys | Surfin' USA (Part XLVI) | Capitol Records | 51         |

**52** | The Beach Boys | Surfin' USA (Part XLVII) | Capitol Records | 52         |

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**60** | The Beach Boys | Surfin' USA (Part LV) | Capitol Records | 60         |
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<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>Date</th>
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<tbody>
<tr>
<td>1.0</td>
<td>Frank Sinatra</td>
<td>Fly Me to the Moon</td>
<td>Columbia</td>
<td>1959</td>
</tr>
<tr>
<td>2.0</td>
<td>Nat King Cole</td>
<td>Love</td>
<td>Capitol</td>
<td>1959</td>
</tr>
<tr>
<td>3.0</td>
<td>Billie Holiday</td>
<td>Strange Fruit</td>
<td>Columbia</td>
<td>1940</td>
</tr>
<tr>
<td>4.0</td>
<td>Louis Armstrong &amp; His Orchestra</td>
<td>What a Wonderful World</td>
<td>Columbia</td>
<td>1961</td>
</tr>
<tr>
<td>5.0</td>
<td>Ray Charles</td>
<td>Hit the Road Jack</td>
<td>Atlantic</td>
<td>1959</td>
</tr>
<tr>
<td>6.0</td>
<td>Lena Horne</td>
<td>Stormy Weather</td>
<td>Decca</td>
<td>1943</td>
</tr>
<tr>
<td>7.0</td>
<td>Bing Crosby</td>
<td>White Christmas</td>
<td>Victor</td>
<td>1942</td>
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<tr>
<td>8.0</td>
<td>Ella Fitzgerald</td>
<td>A-Tisket, A-Tasket</td>
<td>RCA Victor</td>
<td>1948</td>
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<tr>
<td>9.0</td>
<td>Dean Martin</td>
<td>Mambo Mambo</td>
<td>Capitol</td>
<td>1956</td>
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<tr>
<td>10.0</td>
<td>Doris Day</td>
<td>My Heart Belongs to Daddy</td>
<td>Columbia</td>
<td>1955</td>
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**Bubbling Under the Hot 100**

<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Title</th>
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<tr>
<td>1.0</td>
<td>Jerry Butler</td>
<td>It Ain't Me Baby</td>
<td>Chess</td>
<td>1961</td>
</tr>
<tr>
<td>2.0</td>
<td>The Saturdays</td>
<td>All Night Long</td>
<td>Epic</td>
<td>1975</td>
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<tr>
<td>3.0</td>
<td>The Isley Brothers</td>
<td>Between the Sheets</td>
<td>King</td>
<td>1967</td>
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<tr>
<td>4.0</td>
<td>The Foundations</td>
<td>Baby I'm Free</td>
<td>Lee</td>
<td>1966</td>
</tr>
<tr>
<td>5.0</td>
<td>The Rolling Stones</td>
<td>Paint It Black</td>
<td>Decca</td>
<td>1966</td>
</tr>
<tr>
<td>6.0</td>
<td>The Beatles</td>
<td>Penny Lane</td>
<td>EMI</td>
<td>1967</td>
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<td>7.0</td>
<td>The Beach Boys</td>
<td>Good Vibes</td>
<td>Capitol</td>
<td>1966</td>
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<tr>
<td>8.0</td>
<td>The Four Tops</td>
<td>I Second You</td>
<td>Motown</td>
<td>1964</td>
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<tr>
<td>9.0</td>
<td>The Temptations</td>
<td>I Should HaveKnown Better</td>
<td>Motown</td>
<td>1967</td>
</tr>
</tbody>
</table>

**Composed from national retail data, radio station logs, by the Music Publishing Dept. of Record Market Trends, Billboard.**
**BREAKOUT ALBUMS**

**NATIONAL BREAKOUTS**

- THE DAVE CLARK FIVE RETURN!
  Epic EM 24014 (US), BH 26140 (CS)
- JOHNNY RIVERS-AT THE WHISKY A GO GO
  Imperial LP 2964 (LP), JP 17364 (LP)

**NEW ACTION LP'S**

These new albums, not yet on Billboard's Top LP's Chart, have been playing so perfectly that it's difficult to select just six.

- **MANY SIDES OF THE SERENDIPITY SINGERS**
  Phillips PHM 200-124 (US), PHC 600-134 (US)
- **I LOVE YOU MORE AND MORE/ TEARS AND ROSES**
  At Martin's, Capitol T 2107 (US), ST 2107 (US)

**SPECIAL MERIT PICKS**

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

**SPECIAL MERIT PICKS (continued)**

- **ACES HI**
  Ace Cannon, HI, 13106 (US), SHM 33106 (US)
- **BILL BLACK'S COMBO PLAYS TUNES BY CHUCK BERRY**
  HI, 13106 (US), SHM 33107 (US)
- **THE MOJO SPIRITUAL**
  Roger Wagner Chorale and Salli Tarr, Capitol P 6600 (US), UP 6600 (US)

**CLASSICAL SPECIAL MERIT**

- **MOZART: CONCERTO IN C FOR PIANO AND HARPSICHORD**
  Philips PHM 200-124 (US), PHC 600-134 (US)
- **BEETHOVEN: NINE SYMPHONIES**
  United Artists LAL 3375 (US), UAS 6375 (US)
- **THE NEW SOUND FROM ENGLAND**
  Bobbin Vee, Liberty LSP 3352 (US), LST 7307 (US)
- **THE DUSTY SPRINGFIELD ALBUM**
  Philips PHM 200-124 (US), PHC 600-134 (US)
- **DISCOVERY**
  Vikki Carr, Liberty LSP 3354 (US), LST 7354 (US)

**CLASSICAL SPECIAL MERIT (continued)**

- **BEETHOVEN: NO. 5**
  By Guest
  Ferlin Huskey, Capitol T 2105 (US), ST 2101 (US)

**JAZZ SPECIAL MERIT**

- **JAZZ WITH A TOUCH OF ELEGANCE**
  Olyt Matthews, Capitol T 2099 (US), ST 2099 (US)

**SPOKEN WORD SPECIAL MERIT**

- **JEAN GENET**
  Cordell TC 1134 (US), TC 11345 (US)

**CLASSICAL SPECIAL MERIT**

- **Masters of the Galliard, Volume 2**
  Various Artists, RCA Victor LSP 2717 (US), LSC 2717 (US)

**CLASSICAL SPECIAL MERIT**

- **Handel: Water Music**
  Both Farnsworth Orchestra (Chicago), Angel S 34775 (US)

**POPULAR**

- **Best of the New Favorites**
  Various Artists, Capitol T 2099 (US), ST 2099 (US)
- **Gary Buck Sings for Everybody**
  Philharmonic, Liberty LSP 3356 (US), LST 7306 (US)
- **The New Mustang**
  NEMM, London E 360 (US), PS 341 (US)
- **The New Nutiders**
  NEMM, London E 360 (US), PS 341 (US)

**JAZZ**

- **Sings For Everybody**
  Philharmonic, Liberty LSP 3356 (US), LST 7306 (US)
- **Bach to the Beach**
  Philharmonic, Liberty LSP 3356 (US), LST 7306 (US)
- **The New Mustang**
  NEMM, London E 360 (US), PS 341 (US)
- **Sings For Everybody**
  Philharmonic, Liberty LSP 3356 (US), LST 7306 (US)
- **The New Mustang**
  NEMM, London E 360 (US), PS 341 (US)

**CLASSICAL**

- **Richard Strauss Songs**
  Lisa Della Casa, RCA Victor LSP 2740 (US), LSC 2740 (US)
- **Merle Travis and Joe Maphis**
  Capitol T 2132 (US), FT 3181 (US)
- **Sings For Everybody**
  Philharmonic, Liberty LSP 3356 (US), LST 7306 (US)
- **Merle Travis and Joe Maphis**
  Capitol T 2132 (US), FT 3181 (US)
- **Sings For Everybody**
  Philharmonic, Liberty LSP 3356 (US), LST 7306 (US)
- **Merle Travis and Joe Maphis**
  Capitol T 2132 (US), FT 3181 (US)

**INTERNATIONAL**

- **The German Rhapsody**
  Various Artists, Capitol T 2097 (US)
- **Marmaris South of the Border**
  Various Artists, Capitol T 2097 (US)

**THREE-STAR ALBUMS**

- **Florida Melodies South of the Border**
  Various Artists, RCA Victor LSP 2717 (US), LSC 2717 (US)
- **Liverpudlia, Bradleys, Cycles and Franklins**
  Various Artists, Liberty LSP 3356 (US), LST 7306 (US)
- **Swords of the Irish Army**
  Various Artists, Capitol T 2097 (US)
- **Captain From Castile**
  Various Artists, Capitol T 2097 (US)
- **The Barker Family Smokers**
  Various Artists, Capitol T 2097 (US)
- **Jazz**
  Various Artists, Capitol T 2097 (US)

This is an ad. This is an ad for Chess Records. The ad sez that Chuck Berry's "No Particular Place to Go" (Chess #1989) is a hit. It sez that "Use What You Got" by Sugar Pie De Santo (Checker #1082) is a hit. It also sez that Tony Clarke's "Ain't Love Good, Ain't Love Proud" (Chess #1894) is a hit. And every single word in this ad is true.
Gospel Music To Get Hypo From NewOrg

NASHVILLE—The world of gospel music could be in for a real shock later this week when the proposed Gospel Music Association gets off the ground and is able to fulfill one of the objectives as set forth at the association's initial meeting held May 18.

More than 50 people representing a healthy portion of the gospel music industry gathered at the Country Music Association's offices in Nashville, Tenn., last week to consider the possible future of the association.

The concept of a national association is nothing new in the gospel music industry. In the years following World War II, numerous representatives from the gospel music industry joined forces to form the Gospel Music Association, or GMA, with the goal of promoting gospel music and providing a voice for the industry on issues affecting it. However, the GMA never materialized, and the gospel music industry continued to operate without a national association.

The new proposed Gospel Music Association is different in several respects. It is a not-for-profit organization, and its primary focus is on promoting gospel music and providing resources and support to the gospel music industry. The association will also work to protect the interests of gospel musicians and provide a platform for their voices to be heard on issues affecting the industry.

The new association will be led by a board of directors made up of representatives from various segments of the gospel music industry. The board will be responsible for setting the direction of the association and making key decisions.

In addition to promoting gospel music, the new association will also work to provide resources and support to gospel musicians. This will include providing educational resources, such as seminars and workshops, and offering financial assistance to musicians in need.

The proposed Gospel Music Association is expected to have a significant impact on the gospel music industry. By providing a national voice for the industry and offering resources and support to gospel musicians, the association will help to ensure that gospel music continues to thrive and grow in the years to come.
THE BLACKWOOD BROTHERS

Add a Great New Album to Their Impressive Collection

WATCH FOR THE FIRST GOSPEL ALBUM ON DYNAGROOVE ... OUT MARCH 20!

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

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

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

JUNE
15th Phoenix, Ariz.
17th Bakerfield, Calif.
18th San Jose, Calif.
19th Oakland, Calif.
26th Long Beach, Calif.
21st Sacramento, Calif.
24th Las Vegas, Nev.
26th Houston, Tex.
27th Dallas, Tex.
29th Tulsa, Okla.
30th Kansas City, Kan.

The Blackwoods are available for network television and personal appearances
Contact: JAMES BLACKWOOD
Blackwood Brothers Records
209 N. Lauderdale Street, Memphis, Tennessee. Phone JA 7-4349
NASHVILLE—Don Pierce’s Starkey Record Company boasts one of the strongest country-gospel catalogs in the business, and the aggressive and growing label has plans for a push in the field.

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

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

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

Pierce said much of the recent successes has been a low-price album entitled, “The Wonderful World of Veronicks Music,” which spotlight tracks from 14 gospel albums in the Starkey catalog. The albums met with considerable success and that additional issues for the company are planned for the near future.

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

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

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

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

Among songs of the gospel albums, the new product released recently or not for early release at Starkey are “Old Time Religion — Blue Grass Style,” by Red Ellis; “All Day Singing,” by John R. Rambo and Montanleler; and “Singing Holy Unto the Lord,” by Various Country Music artists.

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

Speer Family

• Continued from page 26

added to the group as soon as they learned to sing, which ac- cording to the youngest Speer, was about as soon as they learned to walk.

The family sang together until 1948 when Mary Tom married. Soon thereafter Rose Neil left. Day was the last one to leave, but the group continued under the direction of "Mom and Dad," as they are known to thousands of gospel music fans.

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

Presently, the Speer Family consists of the older Speer and his wife, Brock, Ben, Brodie, and two singers from outside the immediate family, Ann Saunders and Jerry Redd.

Shape Notes

• Continued from page 26

ing from Houston, Tex., to Nash- ville.

Saddie Crook, has joined the Plainsmen as piano player and replacement for David Reeco. Jake Hess and the Imperials are in Nashville this week to record a new album for Heartland.

SYDNEY

Mr. Claude Pickford, general manager of RCA Australia, has announced that the label’s own publishing firm is to be known as Pickford Music Pty., Ltd...Phillips is promoting a New Zealand dark, "Ch udlo Ch urch," and features a trio on the Zion label. The Phillips company works together with TV, radio, and newspaper and will offer a trip to New Zealand in a contest, to be announced soon. 

Astor Electronics of Mel- bourne has just released the "Rock, Shop & Go" affair on the "Crown’s Rock Me Baby" by B. B. King, which is marketed under the slogan, "Chulo’s Rainbow," "Guys and Dolls," "Kiss Me Kate" and "South Pacific." LPs will be out in the month. EM-SL’s singles release this week included "England London" and "American and one local family, the Bush, rush single to follow the successful "Nadine is Chuck Berry’s Christmas record, "Jingle Bells," and "Go," which is now in the stores. Berry is a strong couple again, presumably in the State of Victoria, and much of the country, goes to the rock and roll fans clubs operating out of Melbourne...The Australian Record Company has issued a second number of albums this month, including 10 on CBS, four each by Warner Bros. and United Artists, and two on Jack.

Jack Jones, Kapp artist, is singing at Sydney’s Chevron Hotel under the "Singers and Lovers" is doing well. Austra- lian Record Company has just issued a new Kapp single, "The First Night of the Full Moon" to coincide with the visit.

DUBLIN

Surprise of the year here is Dublin’s "Spinners" and "Lou," currently topping the chart. On release, disk quite quickly didn’t receive like a steady but unexpectedly successful.

Then, for no apparent reason, sales soared. Initially, some stopping by local radio stations for promotion of chart neglected to mention "Liverpool," and one Dublin dealer...At first, we really didn't associate it with anything, it was ease of placing it in a category of its own." A swift check found a similar situation from other shops.

Dominica, a brother of big playing, Brendan Behan, flew from London to Dublin for a 42-day celebration of "The Fiddler," Ltd. His new Piccadilly disc, "No Love No Shore," will be out in the month and has an extended series of U.S. dates.

Clancy Brothers and Tommy Makem, who drew rave notices and were on top charts, said they played during their last trip, began their second Irish tour March 13.

Leon McAlister and the Chimney Boys arrived for their first visit. The Tennyson Patrick O'Hagan flew in after a month in New Zealand. He started rehearsals for Fred O'Donovan's "Ireland on Pa-rade," which will visit the U.S. in September...Jean Martin, the Brooks and Dominion Behan groups are back for the Royal Showband's new disk

The West Coast's
top Gospel Music Promotion. Company

Mr. Record Dealer
For Fast Profits and Quick Turn-Over in Record Sales
BILLBOARD DEFINITELY
is your best buying source
BILLBOARD is your subscription to... 

Display Billboard’s Big "HOT 100" and "TOP LPs" Record Charts
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Subscribe Now...THEY'LL INCREASE SALES

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☐ Payment enclosed ☐ 2 EXTRA issues for cash ☐ Bill me later

Above subscription rates are for Continental U. S. and Canada. Overseas rates on request.

Company...

Name...

Address...

City...

State & Zip...

Type of Business...

Billboard

June 20, 1964

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

STATESMEN QUARTET

WITH

HOVIE LISTER

RCA VICTOR RECORDING ARTISTS

27 Great LP Releases on RCA Victor—All Still Catalogued

Latest RCA Victor Release:
"STATESMEN QUARTET SPOTLIGHTS DOY OTT"
LPM 2864

"Big Chief"  Day Ott  Hovie Lister  Jack Toney  Rosie Rozell

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

Personal appearances made before thousands, traveling over 100,000 miles from coast to coast each year in a custom-built coach.

Ask for LP albums by the STATESMEN on RCA Victor

THE STATESMEN QUARTET
AND Hovie LISTER

Popularly, Drawing power
Record sales spell:

RCA VICTOR

Agency: STATESMEN QUARTET PRODUCTIONS, Suite 109, Briarcliff Hotel, Atlanta 83, Georgia. Ph. 873-2139

The most trusted name in sound
MUSIC AS WRITTEN

- Continued from page 28.

... Dutch singer Rita Hovland made a recording on MFP label of the Brenda Lee number, "Think," as a promotion campaign on the original German recordings and has also local releases under Dutch label in preparation. Hans Goemerts, president of the Basart Publishing Co. and Rene Jeanne Jr., returned from the U.S. after an extensive business trip. They met many of their American friends of publishing houses, they represent for Holland... A. P. Pool, Boosey Hawkes, London, visited Basart offices in Amsterdam... Willeke Alberdi will record the Dutch evergreen that was written by Jaap Valls- hoff, "Deep in Mijn Hart" (Deep in My Heart)... Oscar Brown Jr. recently visited Holland to perform on a TV show of AVRO Television, Holland...

... At the opening of an important shopping center in Den- drecht, his Royal Highness Prince Bernhard, prince of the Netherlands, has been presented with the CBS album "I'm Afraid of Virginia Woolf?"

... The Kilima Hawaiians have signed an exclusive contract with CBS Records... The Violinist Jo Joda will give a series of concerts in the Netherlands, Antilles, Surinam and Venezuela under the baton of Jean Fournet and with Dany Danon, the label piano-soloist, gave a concert at the Milan Conservatory, Italy...

... The Dave Clark Five's short, colored motion picture is still glittering along many parts of the country's cinematics, Almasar, Tilburg, Rotterdam and The Hague are now on the list... The Shepherds Trio did a show for 20,000 young people in the Irene Hall, Utrecht recently, the same show which featured Mal- lika Jackson.

CBS Records recently sponsored a press conference for Mallika Jackson at the Hilton Hotel, Rotterdam. Hemmy J.S. Wierink, CBS sales manager, introduced Miss Jackson to rep- resentatives of the Dutch press, radio and television. Stanley West, CBS Records' co-ordinator, flew in from Paris to attend the conference... Later Miss Jackson gave a concert at Irene Hall, Utrecht. In her Rotterdam concert at Ahoy Hall, near 5,000 turned out. Skip Voogd out.

MADRID

Jack Mills, president of Mills Music, Inc., made his annual visit to Editorial Mills Music Española here to see his man- ager Manuel Lopez Quilodra...

... Cuco Sanchez just made a picture in Chile directed by former Hollywood personalities Titus Welliver and Benjamino Gonzalez. Cuco flew immediately here to be one of the stars of the CBS conven- tion in Torremolinos (Malaga)...

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

Madrid airport has been full of recording artists. Antonio Prieto arrived unexpectedly from Buenos Aires and RCA launched his "La Mama" hit. Moreover, Enrique Guzman plans to stay here for a few months to do a picture with Rocelo Duruelo. He will receive the gold record of Radio Nacional as the best foreign male performer of 1963 in a big show to be encored by Maritza Mendez Vigo.

Two idols, from Mexico arrived in Madrid almost at the same time. Cesar Costa and Enrique Guzman will promote their records here. Costa is simultaneously making his movie debut here while Guzman will shoot a new musical film with Rocelo Duruelo... The new Mar- tian, labeled by Bertrand Martinez, is launching Brazilian material recorded by Miranda and Cerecubana, and Daniela Rios, Tony Toledo, Los Pepitos and Jimmy Glamo. All belong to the cast of "El Mule Productions from Buenos Aires..."

RAUL MATAS

BUDAPEST

Wolfgang Windgassen, the famous German tenor of Wagn- er hero fame, visited the Bud- apest State Opera for the first time in his career. He will make his debut here with Guzman and will perform in a new musical film with Rocelo Duruelo... As the New Year label, managed by Antonia Martinez, is launching Brazilian material recorded by Miranda and Cerecubana, and Daniela Rios, Tony Toledo, Los Pepitos and Jimmy Glamo. All belong to the cast of "El Mule Productions from Buenos Aires..."

DUBLIN

Five members of the all-Party, Communist group, the question of erecting a Dublin con-cert hall in memory of President Kennedy left on a nine-day tour of European concert halls which will include Bonn, Berlin, Stuttgart and Copenhagen...

... The New Year label, managed by Antonia Martinez, is launching Brazilian material recorded by Miranda and Cerecubana, and Daniela Rios, Tony Toledo, Los Pepitos and Jimmy Glamo. All belong to the cast of "El Mule Productions from Buenos Aires..."

... In the course of establishing an annual program of concerts for the Benefit of the Poor, the Dublin Symphony Orchestra released two LP's recorded for the benefit of the poor.

... The New Year label, managed by Antonia Martinez, is launching Brazilian material recorded by Miranda and Cerecubana, and Daniela Rios, Tony Toledo, Los Pepitos and Jimmy Glamo. All belong to the cast of "El Mule Productions from Buenos Aires..."

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SAML. STEENMAN

SUMMARY

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SESAC, the second oldest performing rights organization in the United States, has proudly spearheaded the drive of furthering and perpetuating the soul, spirit and popularity of gospel music for more than a quarter-of-a-century. This concerted effort on the part of SESAC has played the key role in securing a just recognition and remuneration for all those involved in the creation of gospel music.

The SESAC Repertory represents the most renowned songs, publishers and writers in the gospel singing world, and has long served as a prime source of original material for leading artists on phonograph records, all-nite sings, radio and television and in-person engagements both in the Americas and overseas.

Many SESAC® RECORDINGS and "repertory recordings" have also been instrumental in showcasing gospel music to the broadcasting industry.

At the heart of this wealth of gospel music are some of the oldest and most respected sacred music affiliates. Together they have sustained the growth of gospel music and helped develop it into today’s vital trend in American music. And, together they will continue to promote the happy, inspirational, basic heartfelt beat of gospel music.

Here are some of the publishers and writers who are closely associated with SESAC’s repertory in the Gospel music field.

**PUBLISHERS**

Abernathy Publishing Company
Broadman Press
Albert E. Brumley & Sons
Ray D. Carter Music Company
Convention Music Co., Inc.
W. Oliver Cooper
Percy B. Crawford
M. Homer Cummings
John Daniel Quartet Song Pub.
The Marion Davis Company
"Vejo" Ellis Songs
Fortress Music, Inc.
Finn Foundation Publishing House
William J. Gallion
Gospel Publishing House
Gospel Quartet Music, Inc.
Gospel Songs, Inc.
Hall House of Harmony
The Hartford Music Company

**WRITERS**

Buford Almer
Leadley Abernathy
E. M. Barthlett
Albert E. Brumley
Norman J. Clayton
Percy B. Crawford
Marshall Dunham
V. B. "Veg" Ellis
J. M. Fillmore

**Harvest Time Publishers**

J. R. Hansen Music Company
Hymnvision Publishers
Inspiration Publishers
Jefferson Music Company
The Le Pere Trio
Music Lover Publications
Mat Co. Publishing Co.
National Music Company
Usanara Publishing House
Pavle Publishing Co., Inc.
Revival Music Company
Skyscraper, Inc.
Skybrite Music Company
Barber Music
Stamps Quartet Music Company, Inc.
Swan and Shield Music Co.
Tennessee Music & Printing Company
James D. Vaughan Music Publisher

B. E. Hillsum Music Company
C&W Stars For Newport
NEWPORT, R.I.—Many names familiar to the country, gospel and blues fields will be on the program at the Newport Folk Festival to be held July 13-26. On Friday, July 24, the roster includes Johnny Cash, the Greenfield Boys, the singing Watson Family, featuring Doc Watson, and Fred McDowell. On Saturday, the Blue Ridge Mountain Dancers will open the show with an exhibition of old-time clog dancing done to the strains of a mountain string band. The Osborne Brothers, Staple Singers, Dane Van Roek, Sam Charters and Jess Fuller will appear with Judy Collins, Theo Bikel and Peter, Paul and Mary.

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

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

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

Johnny Cash, a vice president of Cedarwood, will continue as national professional manager and will coordinate the activities of Crutchfield and the company's West Coast representative, Hugh Cherry. Cherry was appointed to the coast position last year.

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

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

WCMS Lines Up Top Artists For Two Shows
NORFOLK—Station WCMS' Radio Ranch Productions have an impressive group of artists set for two shows, Platt & Scruggs with their Poggy Mountain Boys, Carl Smith with his Fruit, Grandpa Jones and Harmon, the Dogee of Pishpo and the Willburn Brothers with Don Helms appear here on June 23. The day previous, they play Richmond.

On Aug. 23, a show produced for the Klangen clubs of the "Tide-Waters" area will headline Johnny Cash with his Tennessee Three, June Carter, Reba and Smiley, Tennessee Cutups, Stellar-Brothers and, as a special added attraction, Tex Ritter. Plant for two more shows are being finalized, one for October, the other for December. Each is planned to appear in Richmond and Norfolk. Tex Davis is coordinating for Klangen Ranch Productions with George Crump, station president.

CMA Accepts New Members

NASHVILLE — Country Music Association has accepted 22 new members. From the radio field are: C. W. Phillips, WFRB, Frostburg, Md.; John P. Gillis, WUK, Hillsboro, Ohio; Dave Miller, WCWS, Amsterdam, N. Y.; Frank Page, KWKH, Shreveport, La.; Don Passerby, CGOX, Minneapolis; Banner Shelton, WMYN, Madison, N. C.; Clyde Price, WACT, Tulsalona; Alton, Ill., Roy Stingley, WHOK, Lancaster, Ohio; Harold Sporos, Evangeline Network, Nova Scotia; Bobby Woods, KYA, Seattle, and John Gunn, KVEG, Las Vegas, Nev. According to association secretary, Mr. Walker, also named are artists Edna Lee Dwork, Morton, Texas; Mike Amis, Baby- lom, L. P.; Ted Goodall, San Antonio; Carol Lee, Babylon, L. I.; Robert Smith, Honolulu, and Pete Drake, Nashville.

In the group are B. J. Floyd, Des Moines, in the publisher category; Zeke Clements, publisher, Nashville, and Joseph Rene, record manager, New York. New unaffiliated members are Bob Shelton, New York, and Anthony Pagano, Great Yarmouth, England.

WITH THE COUNTRY JOCKEYS

By BILL SACHS

WMWH, Marshall, N. C., has just switched to full-time country and gospel format, only attraction in the area with such a policy, Jerry Plemmons, director of programming, sends up a flare for promotional records. Another fellow in the same spot is Lowell Thomas, of WFTM in Maysville, Ky. Rooney Malcolm sings on the air, WBER in Monticello, N. Y., includes through Plemmons Music that some popular depays have held up the record library and they need country records for their coverage of metropolitan Charleston and the low country. Buddy Dean, KHER, Santa Maria, Calif., points out the station is now calling itself Billboard charts exclusively for its programming. Station switched to full-time country music January this year and Buddy realizes the change has garnered an increasing share of listeners. He wants to pass the word along to other DJs that remain really pay off not only in spectators

DANCE, DANCE, DANCE

FAL 104

TOMMY DUNCAN

FALEW RECORDS

1270 Sixth Avenue
New York 30, N. Y.
(212) 72 2-1010

STEP BY STEP UP THE CHARTS
HELP WANTED

ANNOUNCING a new low rate for SITUATIONS WANTED ADS to help people in the fields of MUSIC, RECORD, CON. PROMOTION, ENTERTAINMENT to make the right, best posting decisions. This helps you in selecting the best MEDIA FOR SELLING YOURSELF to prospective employers.

$7.00 will get you the right... sell to all in one issue... minimum $15 word plus name and address.

MAIL COPY AND PAYMENT TO: STEVE CHASEN Billboard Classified Mart P. O. Box 460 New York, N. Y., 10036

WANTED by independent record company. Must have broad technical and musical background in all phases of children's, popular and related fields. Send qualifications to BOX 109 c/o Billboard 165 W. 46th St. New York, N. Y. 10036

CLASSIFIED RATES

<table>
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<tr>
<th>Per Insertion</th>
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<tr>
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<td>Manufacturer Advertising $8 $10 $16 $5</td>
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<td>Belmont Promotion $8 $10 $16 $5</td>
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<td>Distributors $5 $7 $10 $5</td>
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350 words $175; 500 words $250; 1000 words $450. Advertisements with a minimum of 103 words must be in multiples of 53 words; 103 words or less must be in multiples of 35 words. Please pay in advance. We do not allow space reservations. All advertising is subject to approval.

CLASSIFIED CLAUSIONS

1. Any advertising appearing in the CLASSIFIED DEPARTMENT is subject to the discretion of the publication, and may or may not be published.
2. No endorsement of any wares, products or services is implied by the publication in any advertising.
3. ONLY ONE INSERTION PER ADVERTISER PER ISSUE. Classification must be limited to one of the following: Record, Promotion, Import/Export, Store, Personnel, National.

Send copy and rates on request. Write:
Mr. Mario de Luigi, Publisher Via Carducci 6, Milan, Italy

A & R MAN

Greece

We seek one additional record line for Greece, Egypt & Lebanon. With over 30 years' experience in handling records in this part of the world, we know you get a fair treatment only from the firm that concentrates on your label, not ten or twenty or thirty others. If you wish assistance and honest customers, please contact us at the MIDDLE EAST RECORDS:

Teresia Poliamita, President & Sparta, Athens, Greece

Haydn Society Records

Are now available to Quality Dealers from Coast-to-Coast.

Send for current catalog.

Esoteric Inc., P. O. Box 1799 Hartford, Conn.

National Distributors for Haydn Society Records

DISTRIBUTING SERVICES

Haydn Society Records

Pressing & Playing

Pressing

No advance consultation

Classified placement

All questions answered. Listeners recommended for all records.

 capabilities - Pressing and recording.

Service - Pressing and recording.

Floor space required - 2000 sq. ft.

Recycling - Pressing and recording.

Promotion & publicity

Selling records.

Selling records.

Mailing list.

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PROGRAMMING NEWSLETTER

Pitchmen Try to Catch Station

By BILL GAVIN
Contributing Editor

"EVERY WEEK record manufacturers produce a vast number of new singles. Hundreds, and sometimes thousands, of pressings are offered to radio stations. No station can possibly program them all; very few make even an attempt to add to their inventory them all. Record promoters try to reach the best stations, but by means of cut-out programs, striving to attract favorable attention to their product. They do so by personal contacts with radio people, telephone calls, special mailings of records with marked sides, personal notes and mimeographed mailers.

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

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

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

THE PREMIUM BITE: "Confidentially," confirms the promo man, "we're giving a one-for-one deal on this from the manufacturer, and we're going on a buy two, give one for free. If you pick it up, we'll give the stores such a good deal that you can count on sales reports the first week. It's bound to make your chart fast, and once you list it, you know it's gonna sell." Such are the sophistries of promotion.

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

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

THE ADVANCE EXCLUSIVE MAILING: Many record companies use a "hot list" of radio people to whom they mail advance test pressings or dubbs of important new releases. Not infrequently such lists favor one identifier over another, for the exclusion of its competitors. As a result, a new record may hit the air before the local distributor has had a chance to get his leg on it or to put the local promotion man in a bad light with the other stations, for it appears that he has conspired to give one station an unfair advantage over its competitors. Record companies with such special mailing lists can be sure that they may not make the local promotion man's difficult through unjust favoritism.

It is a revealing insight into the psychology of radio that so many of its programmers are exclusive-prone. One result that arrives via air-mail delivery, with its plain white label, inscribed by hand, exercises an almost compelling fascination. It is a matter of extreme prestige to some to be able to say of a hit record, "We played it first." Unfortunately, as a substitute for quality, and the advance exclusive often is just as big a bore with the rest. Fearing that this arrives a week later via first class mail.

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

ARTISTS' BIOGRAPHIES

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

LOIS LYNN HILL

ADVERTISING IN BUSINESSPAPERS MEANS BUSINESS

THE DRIFTERS
Under the Boardwalk

ATLANTIC 2237

CUSTOM RECORD PRESSING
Monarch—Processing—Labels
POLYMAX 100% DATAPLASTIC FORMULA
SHEET ZEROS WAKEFIELD
P. O. Box 6027, Phillipston, U.S.
Selling Rates: 300'-225,444

POLYGRAM PRESSINGS ADD A NEW SOUND DIMENSION
You can actually feel this exciting, new clarity and
pressings of December 9, 1964
ROY WOOD, RSR, CREATORS OF RESEARCH CRAFT CORPORATION
1011 frank fuller avenue
Los Angeles 46, Calif.

SAY YOU SAW IT IN BILLBOARD

Newscaster
Is Woman

MILWAUKEE—WRIT recently became one of the few local radio stations to hire a female newscaster. Mrs. Lois Hill, known professionally as Lois Lynn, has been broadcasting newscasts Sundays from 9:30 to 10 a.m. without a partner.

Mrs. Hill was an important member of the WRIT newsroom for many years. She was assigned to the Armed Forces radio station that broadcasts overseas.
PAMS: Custom Jingle Maker

- Continued from page 14

Cadillac on display in the General Motors Pavilion. It was the only one of its kind. Then the PAMS production department was given the go-ahead. PAMS packages may be purchased, the car is not for sale.

Operating from newly built headquarters at 4141 Office Parkways, Central Park Plaza, the organization creates and builds musical ideas and concepts in its own studios. The customizing is no distinctive that it is one of the few companies that has full-time clients in the same city. (WRVY's conservative-sounding signatures vs. WTVI's sighting swing tangos in Philadelphia.)

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

PAMS's (New York) current signature was conceived by program director Rick Stlar and vice-president and general manager. The concept was then brought in position to be working on the shows with Stlar and Slatar and further developed by the PAMS staff under the watchful, vigilant eye of the Wade executives. The results

VERSATILITY IS THE KEYNOTE AT PAMS. Salesman Ben.J. West works out a sound concept on the base with music director Euel Sox.

can readily be attributed to by the sound has been within the earshot of WABC's signature.

"Stations purchasing our package installing it as a paring poyning sound," said Bill Meeks, PAMS president. "Each package is built on a previous one—so there is no built-in obsolescence. Our clients, on this basis, can build a "single" or sound signature library."

PAMS offers 13 basic packages, all different in their sound. Their latest, Series 27, is entitled the "Jet Set," and features the theme, "Where the action is," included in the series (previously in use at WABC) are sound effects, musically conjuring up the sound of an automobile. Featured in the package is the distinctive vocalization of Richard DeHoff and a lovely Indian girl who has high notes, with ease. Meeks also emphasizes that the PAMS musical is built to "inspire the deejay, not to replace him."

Recently WNRQ, in Norfolk, gave PAMS an assignment to customise the "Jingle-Go-Round" logo. The boys cooked up a variation on "Merry-Go- Round Broke Down" with a real calliope latched from the Texas State Fair.

For WYSL, in Buffalo, came the "Whistle While You Work" theme. For WOR, in the same way, PAMS constructed a contemporary take-off of the "Jingle-Go-Round." "Jingle-Off!" to Buffalo."

Three jingle and three full service packages comprise PAMS permanent vocal group, Bob Biegel, Judy Lavin and Bob Hafner, the music producers. Biegel and Farrer also perform as instrumentalists and verses the music for shows and sessions.

Feurer produces most of the custom-made commercials for PAMS Advertising Agency. Clients include Peacock Records, Peppor, Durkee, Tonka Toys, Nationwide Insurance, Shick Razors and numerous other local and national accounts. Darrel Goodrich joins the agency. Meeks hinds up both the agency and production firm.

PAMS personal service manager, Jim West, a first-rate bass player, may be found participating effectively in many recording sessions with music director Euel Sox. When Jim and I were gillling in Dallas posh Cabana Motel night club, he unhesitatingly sat in for the club's bass player. Many of Dallas' profession- ial musicians are regularly at PAMS recording sessions.

The company's sales force is small but highly effective. The Eastern States come under the aegis of Doug Chins, former..."
A summary of promotional opportunities for dealers by manufacturers and distributors currently offering records at special prices. Shown are retail prices and evaluation dates for each deal as well as the date when the issue and page number of the original story and/or advertisement providing details of each promotion. Please consult these for full information.

EQUIPMENT NEWSLETTER

PHONO-TAPE
MERCHANDISING

BEST SELLING
PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the month’s best sellers by manufacturers based on results of a month-end survey by Phonograph Record. Figures are not exclusive national census of record-selling outlets (only) that also sell phonographs, radios and/or tape recorders, and therefore do not represent the space each week. Each category appears approximately every 12 weeks.

The percentages figure shown here each brand to its share of the total number of weighted points derived from all dealer responses. Sales tabulations are based on the rank order of manufacturers’ sales at each deal, and weighted by size of retail outlet. Only manufacturers totaling 5 per cent or more of the total dealer points are listed below.

PHONOS LISTING BETWEEN $201 and $400

<table>
<thead>
<tr>
<th>UNIT PRICE</th>
<th>BRAND</th>
<th>% OF TOTAL POINTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>$214/64</td>
<td>Magnavox</td>
<td>47.0</td>
</tr>
<tr>
<td>127/64</td>
<td>RCA Victor</td>
<td>14.5</td>
</tr>
<tr>
<td>127/64</td>
<td>Fisher</td>
<td>7.6</td>
</tr>
<tr>
<td>127/64</td>
<td>Motorola</td>
<td>6.4</td>
</tr>
<tr>
<td>127/64</td>
<td>Curtis-Mathes</td>
<td>6.1</td>
</tr>
<tr>
<td>127/64</td>
<td>Zenith</td>
<td>4.8</td>
</tr>
<tr>
<td>127/64</td>
<td>Others</td>
<td>12.6</td>
</tr>
</tbody>
</table>

Since this chart is based on the previous month’s sales, it is conceivable that certain brands have increased or decreased in sales due to fluctuations in consumer buying habits.

DISK DEALS FOR DEALERS

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

CHICAGO—Zenith this week broke a 1965 price on 32 phonographs and 13 radios, including a complete transistorized automatic clock radio and an AM-FM table radio.

The stereo phonograph line features three solid state amplifiers with a completely transistorized power section, greater bass response, and a low noise level. The line includes a model that allows the listener to increase bass or treble, without requiring any special controls, and another that offers the user the ability to add a tape input port. In addition, the line includes a model that allows the listener to increase bass or treble, without requiring any special controls, and another that offers the user the ability to add a tape input port.

Eight of the new console models complete the 2-J199-40 model, which is designed for use in the Zenith干什么? When was it introduced? The Dvorak, La Bonte, and Strand.

The FM line of radios is a model that allows the listener to increase bass or treble, without requiring any special controls, and another that offers the user the ability to add a tape input port. In addition, the line includes a model that allows the listener to increase bass or treble, without requiring any special controls, and another that offers the user the ability to add a tape input port.

TV-Music Show for Show Must

MONTREAL—A consumer television music show will be held at the Shaw Mart Oct. 1-4, 1966, to present the latest in line-up of television equipment. The show will be sponsored by the Canada Radio Television Show. The exhibition will include a wide range of consumer products, and will be open to the public.

THE CONSUMERS’ ASSOCIATION OF NEW YORK will present the 1967 Consumer Show at the Shaw Mart Oct. 1-4, 1966, to present the latest in line-up of television equipment. The show will be sponsored by the Canada Radio Television Show. The exhibition will include a wide range of consumer products, and will be open to the public.

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New Shell for Academy

PHILADELPHIA — Maestro Eugene Ormandy has indicated that the sound of the Philadelphia Orchestra in Philadelphia, where the Academy of Music isn’t what it used to be, and he’s doing something about it—hand shell, costing about $75,000, is being installed in the Academy to remedy the situation, Ormandy disclosed. The Philadelphia Orchestra Association is footing the bill.

The spattered, brown plywood shell it will replace has lost much of its original resilience, Ormandy said. A familiar Academy sound was achieved in the early 1930’s by Leopold Stokowski, the orchestra’s conductor. The shell was simply a project the sound of the orchestra from the stage. It is necessa-ry because the Academy was originally designed and used as an opera house and an orchestra played in a pit in front of the stage.

Ormandy said that the aging of the Academy itself, especially the drying of its wood, has also decreased the shell’s effectiveness, and he sees it necessary to project the unimagi-nable sound of the orchestra’s shell.

Repertoire Digs The Unusual

HOLLYWOOD — Repertoire ent of “left field” is where A&M Records looks to snare as many new artists as possible. The new single from the Jerry Moss-Horn Alpert label fall into this category as new single from Jack Trumper called “Young and New” features by Lucille Starr on the Almo subsidiary label "It's the Life" by the Tijuana Brass on A&M.

Out of most of our hits come from left field," explained Moss. "We search for the strange sound and the way of playing that has a draw for this kind of tune. You can drop dead with it or sell million copies.

Still searching for unique products, Moss and Alpert have their eyes set on a pair of children on the West Coast, Bill Beaus on the single "Kids." SPAIN SALUTES RADIO NOV. 14

BARCELONA—A salute to radio in Spain takes place Nov. 14 on Spain’s Radio La Ràdio (Radio, Day) which will be broad-casted. To be singled out for special attention on Radio Barcelo-na, is celebrating its 40th anniversary. The station claims to have been the first station to operate in Spain, in 1913 and in the third Europe. Pedro Fumanal, the chairman of the station, announced the occasion.

Carol Burnett to Sign Autographs

NEW YORK—Carol Burnett, ABC-Paramount recording artist and star of the "Tonight Show," will appear at Korvette’s Fifth Avenue outlet Thursday (18) to plug the label’s original Federal label "Fate Out-Fate In." The store will carry a full window display of the album that day.

SEASONS SHOW DISKS IMPACT

NEW YORK —The impact of holiday sales on the record business was spotlighted anew in some recent releases played by the Four Seasons on their record on the Philips label.

On May 29, the group performed at the Concord, Wisconsin, Siren, Salem, N.C., and drew a capacity crowd of 5,000 at the Clearwater Auditorium in Clearwater. By June 14, 9,450. On May 31, they played two shows at the Houston Colis-sen, selling out 4,900 tickets, and a capacity of 11,000. For the afternoon show there were 7,900 tickets sold, and the bout drew 14,000, including 3,000 children.

FOLK LINE

63 Newport Folk Festival On Vanguard

The 1963 Newport Folk Festival’s recordings feature a large amount of material available on Vanguard and they are as mixed a bag as any folkie might want.

“Newport Broadside” is a collection of contemporary folk singing. It includes much protest, and comment: Bob Dylan and the Band on "Train Kept a Rollin’," Playboys and Playgirls, "Dyan and Joan Baez show cynicism, Phil Ochs and the Fugs - "Medgar Evers," and the Freedom Singers sing out on freedom.

“Blues at Newport” features Brownie McGhee and Sonny Terry, John Hutt, John Hammond Jr., Rev. Gary Davis, John Lee Hooker and Dave Van Ronk in a session that will ap-peal dully to a limited group. Hammond and Van Ronk are, in fact, the special modern stars here.

“Country Music and Bluegrass at Newport” features Jim and Jesse and the Virginia Boys, the Morris Brothers, the New Lost City Ramblers and Tex Logan. Appearances of Doc Watson, Ralph Rinzler, "Ohio" John and Irwin "Jr." are also.”

Linda Lee Label Names Festival

SYDNEY, Australia — P. C. Mau, executive director of Pensi Music, announced that his company has gained a new label, which is called the Linda Lee label in all States of the Commonwealth. Linda Lee was a Festival’s pyramit plant. Linda Lee has a national splash by the Australian composers. Their festival is called "Posion Ivy," plus another half dozen "Blue Day." Two Australian compositions performed by the Sydney Symphony Orchestra are "The Phantom Guitar" and "Clouds." are also big.

In getting their hands on the rock-bottom price machine back in trade, wherever the customer decided to buy a better one. Thirdorder fanfare, in immediate demonstration of each type of better recorder ever made.

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Distrib, Indie Mfr. Seen Entering Era of Good Will

NEW YORK — In the past the independent disc manufacturer and distributor has been tenous and uncertain, with some distributors delaying their independent oper-ators even when the lat-ter has hit going for them. Be-cause of this, many independents sought financial security by turn-ing to their United Artists Records, London, Laurie, and Dunhill for disk distribu-tion and collections.

In the past six months, how-ever, the distributor attitude toward the small record company shows some improvement and psy-chological change, without any unnecessary presump-tion or harassment. Such record companies have been associated with "Popslogie and folks;" Bob Dylan’s "Like a Rolling Stone," and "World Artist, with "Yesterday Is Gone," have been able to operate without finding it need to fall into the fold of a larger company. According to Jerry Brody, Promotion and Distribution, it is.

Traditional Music Opens Folk Festival

NEW YORK—The Newport Folk Festival’s board of di-rec tors has announced its pro-gress news along with the news of concerts. One feature of the annual folk festival, running from July 28 to Aug. 14, will be the night concert devoted entirely to sound tracks of Woody Guthrie’s "Dust Bowl" and "God’s Country" songs from Nova Scotia, French music from Canada, Appalachian and Ozark songs and a panoply of early Negro music.

Friday evening will feature Joan Baez, Johnny Cash and the Chad Mabell Trio. Other per-formers include Raphaella Wongs, The Kingston Trio, Koerner, Ray and Glover, the Greenbrier Boys, the Watson Twins, the Au- tonomous Singers, and Fred McDowell.

The Blue Ridge Mountains will open the Saturday concert. Other performers will be Gary Walker, Jesse Colin Young, Billaven Collins, Theo Bikel, the Osborne Brothers, the Staple Singers, Dave Van Ronk, with Sam Charters, and Jesse Fuller.

Sunday’s performances in clude Dick Curless, Randy Rudder, the Clancy Brothers and Tommy Makem, John Hurt, a group of southern freckle singers, the Kentucky Colonels, and the Country Blues Band, the barnyard band and Pete Seeger.

As Can Be Told From VT. EVENT

NEW YORK—The American Society of Composers, Authors and Publishers (ASCAP) will again be represented at the Newport Folk Festival by Russell Brown, conference to be held at Bennington, VT. From 20 hours to 24 hours time in eight hours. Edgel Varres, will serve as chairman of the ASCAP composer-in-residence and will be the official representative of the society. ASCAP has increased its number of student scholarships at the con-fest. From this information, the advan-tages to the artists are that their music can be heard and appreciated by a large audience.
BULK VENDING news

DI CK VANDENBERG, right, Crest Vending Service, Bellflower, Calif., and Robert Threadgill, vice-president and secretary of Vendor Manufacturers, Inc., Nashville, seal a deal for Crest to represent Vendor in California.

Location Owners Sample New Bulk Vending Items

HERMOSA BEACH, Calif.—It’s a mistake hot to sample every new item as it is introduced in bulk vending machines, says Henry Thorsen, who operates a 300-machine route here.

Thorsen feels that he has some 300 active partners in bulk vending operations, just as much at least this number can be counted upon to suggest fill to their own customers, and incidentally, to pop in a few pennies themselves.

When a new taste sensation comes along such as cinnamon-flavored gum, grape, lime, etc., Thorsen packages several dozen up in small plastic bags, and as he makes his weekly stops, placing the new fill in the machines, the hands on in the location owner, with a smile. Usually the location owner, even if he is not particularly fond of candy, will munch on the proffered sample and give an opinion. Thorsen immediately suggests that if he liked it so well his juvenile and even his adult customers, suggesting that he mention the change in the future whenever the opportunity comes up.

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

Volume is extremely good all along the California operator’s entire route, simply because he goes so carefully when in bulk vending for 15 years, Thorsen lives in Hermosa Beach, and knows most of his operators by sight, their first names, which is always a help.

Miss. Boosts Cigaret Tax

JACKSON, Miss.—The Mississippi Legislature last week assessed an additional 1-cent tax on cigarettes, making the total tax 9 cents per pack, or 60 percent of the highest in the nation.

Cigarette operators in the State will be hit hard by the increase. They agree they will have to adjust to the new and higher stocking machine price on cigarettes now at 35 cents and they do not feel they can go higher.

Operators pay $2.53 per carton for regular taxed cigarettes and $2.57 for foreign cards. In addition to the State cigarette tax, there are 4 cents per pack state sales tax on cigarettes.

And some counties, under an opinion law, have a 1-cent sales tax; others have a 15-cent sales tax, making the total range from 10 to 10 per cent, depending on what county their route is in.

Bulk Banter

Pacifice Potter

Arnold J. Provost, general counsel for Oscar Manufacturing Company, has returned to Los Angeles from an extended business trip to Miami, where he represented the firm in company business. Clarence and Ber-

nice Ketlcs were down from Port Arthur for shopping at Acme Vending. Mrs. Ketles located trim and slay after her dieting. . . John Adams, Santa Barbra, was another shopper at Acme. . . . George Morrise, Bell Gardens operator, brought his two daughters, Joyce Lyn and Linda Lee, with him to shop at Acme.

Mel Saglitto of Braw after a bout with the mumps. His daughter started the cycle with his long-continued fever two weeks ago. They recuperated rapidly. Siful was confined to his home about three weeks, during which time his wife, Gloria, took over the route. . . . Bob Feldman, Acme, reports that the Beatle business is the hottest thing to come along. The company has a good supply at this time. . . . Mrs. Jones, Los Angeles, stopped off at Acme. . . . Ted Werner picks up several service trucks. He just returned from an extended trip out of town to service machines.

HEADQUARTERS FOR Northwestern SUPER 60

Capsule Vendor
- No Breaking
- No Crushing
- No Missing
- Built for Business!

Mississippi

The World’s Most Profitable Vendors!
We have the largest variety of all types of Vendo machines as stock.

NEW MOLDED TUBES

Size: 100 capsule stock, 100 capsule stock

NO. 126

MAGIC CAPSULES

10 - Different Stock Combo Pack

$3.95 per 100.00
$3.95 per 500.00
$3.95 per 1,000.00

RARE Coin Exchange

1252 West Lake Ave.

Box 421, Chicago, Ill.

BILBOARD, June 20, 1964

KCRAZY TROLLS

HOTTEST 10C CAPSULE ITEM EVER!

This Is The Original!

This Is The Best!

Packed 250 to a bag with
FREE DISPLAY

$38.00 per thousand

AT YOUR NEEDS 5G WAREHOUSE OR DIRECT FROM

K ARLE GUGGENHEIM

Searle Products

6863-37th St.

Chicago, Ill.

Canada: By Special Air Mail

FIFTEEN DIFFERENT 10c CAPSULE MIXES FREE DISPLAY FRONT

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

Free Illustrating Service.
All Mixes Are Van Aelen.

The

PENNY KING

Company

10c ATLAS MASTER

Capsule Vender

3354 N. Clinton St., Pittsburgh, Pa.

World’s Largest Selection of Miniature Charses

F say you saw it in Billboard

VENDING HEADQUARTERS FOR VICTOR

The Most Complete and Finest Line of Bulk Vendors!

NEW SELECTORAMA

BEAUTIFUL STORE VEND DISPLAY

Available in 10¢, 25¢ or 50¢ Capsule Vending Machines. Can be mounted on a single or multiple wall display cases, and do not ever stand available for 60 or more cents. Write for further details, color, patterns and colors.

RETAIL STORES OF ALL KINDS: WE SHIP CASH ON BILL.

GRAFF VENDING SUPPLY CO., INC.

2817 W. DAVIS ST.

DALLAS, TEXAS

ACORN

World’s Most Profitable Vendors!
We have the largest variety of all types of Vendo machines as stock.
BUSINESS CARD AIDS IN GETTING NEW LOCATIONS

PHOENIX—One bulk operator who has found that anonymity definitely doesn’t pay is Walter Gray, of Best West Specialties. Wherever Gray has an impressive spread of bulk vending machines in supermarkets, discount department stores, or other major traffic spots, he invariably displays his business card in one globe on each stand.

Included on the card is a list of manufacturer’s brand-handled equipment names, plus, of course, Gray’s telephone number and address.

Thus personalizing each location, and dignifying his services with a business card, Gray has become a much respected bulk operator. Not only has the business card led to better relations with individual location owners, but it has likewise been responsible for greasing many additional locations. For example, proponents of discount merchandising look over sites already in operation and are impressed with typical Gray oversize multiple vending spots.

COINMEN IN THE NEWS

Detroit Doings

Art Fleiber, manager of Miller-Newmark Distributing Company, reports that “pool tables are still the biggest sellers we have.” The company has just taken over distribution in Michigan for the AMP Pool Tables. The tables will be handled through the Grand Rapids office for the Western part of the State, as well as in Detroit.

Carl J. Van Gruenigen, one of Detroit’s veteran operators, who started in the business in 1948, is moving into retail sales. He has disposed of all his coin-operated games, but still has a small jukebox route.

Rogers of the record department at Angell’s one-stop reports a noticeable trend toward “the nicer, soft music” and away from the long-provoking rock ‘n roll fad in location programming demands.

James Julian, who has operated a jukebox route for many years as Julian Music Company, died last week. His sons will continue the business, under the management of James Julian Jr., who was in the business with his father the past few years.

Mrs. Joseph Kantenman died recently. Her husband heads Kay’s Amusement Company and is a partner in the K&S Company. Both are game operation routes.

HAYLAND REVES

Milwaukee Mentions

Carl Betz, former S.L. London Music Company service manager, has been promoted to a new responsibility. He was recently named manager of the London Distributing Company branch in Jacksonville, Fla. Betz’s fast is expected to follow him to Florida as soon as the school term ends here.

Herb Wagner, G. & W. Vendors, is kept busy again making plans for the South Central Music Industry Golf Outing, set for Monday, July 13, at the new Parcwood Country Club. Tickets are on sale now.

The South Central Music Industry Distributors Association will hold no meetings this summer, according to Sam Heard, president. Activities will resume in the fall, "unless some emergencies arise," says Hastings.

(Continued on page 46)
CHICAGO — Seebarg distributors across the country have unveiled the company's new phonograph, the LP Console 480. The chassis is immediately noticeable, and new engineering features are highlighted by the "spotlighted" album artwork.

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

A second chime signals that the light will remain behind the particular album selection for about 40 seconds, during which time the patron has the option of buying the record. The 10-cent selection for 25 cents. 

Impulsion

Seebarg intends to use the term, "impulsion" as a theme for the debut of the new phonograph, believing that the spotlighted album will appeal to the impulse patron of the coin phonograph. The new feature is also expected to draw many persons who would not usual use coin phonographs.

Improvement in sound is embodied in the LP Console 480 design. Six high-fidelity speakers are now built into the phonograph.

NEMEROFF WITH IRVING KAYE

BROOKLYN—New York Nemo- roff, president of the coin machine industry has joined the sales force of the Irving Kaye Company, pantograph manufacturer. Nemo- roff most recently was associated with the Keeney Manufacturing Company.

Talk Set on Future Of 'P' on Jukebox

CARTUOSA — A recent record company representative will discuss the future of Little LPs on jukeboxes at the next meeting of the National Jukebox Operators' Association to be held at Chicago Morrison Hotel, June 27.

Also slated is a discussion of copyright legislation by Lou. Kodber, president of the American phonograph company, and a charter graph, including two tweeters at the top of the console, six-by-nine-inch speakers of new design in the middle range and two 12-inch bass speakers. Diamond style is reduced to a red.

Seebarg spokesmen say their engineers built the new audio system in an effort to increase public awareness of quality in sound attended by the increasing sales of stereo components.

Another design change is an illuminated panel to give the name of the location in lights. The selector panel is designed to make it easy for patrons to find what music they like. A panel of colored letters on finished abominations, places at the focal point of the machine between two "albums of the week" on.

(Continued on page 46)

CHICAGO — An Illinois association is going killing its first full year of existence with close to 100 members on its roll, Les Mo- noux, president of the association, noted that the association's initial growth has been "very encouraging."

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

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

NEW SEEHBURG LP CONSOLE 380

EUROPEAN NEWS BRIEFS

French Kiddie Rides

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

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

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

(Continued on page 46)

European Watch Progress of Cinema Jukeboxes in U. S. Mkt.

By OMER ANDERSON

COLOGNE — European coin machine manufacturers believe that film phonographs—the cinema juke box—have the best chance to win the American market of any European coin product introduced since the war.

The U. S. debut of the cinema machine is being intently observed by all European trade sectors. For ramifications of the U. S. test are far wider than merely the success or failure of the particular machines involved.

The ultimate success of the cinema, in the opinion of European experts, will depend on the production of films for the machine. Film production, in turn, will depend on a mass market, and few experts believe that the immediate gross potential European market can support film production on a scale adequate to meet the demand.

Though it is essential that the cinema phonograph win simultaneous acceptance in Europe, it can be argued that the American market is now on location in Eastern Canada.

Meanwhile, arrangements have been made to manufacture and exhibit a Cinema Jukebox under license from Cameca, Scopitone's competitor, in the largest cinema jewelry store in New York City. It is expected that the machine will be manufactured in the U. S. by its (U. S.) distributor, Levine Corpora tion.

This is the first time that a European coin-operated product has won American acceptance to the point of being manufactured inland. It is important—perhaps corn- (Continued on page 46)

CELLER HEARING BILL

By MILDRUD THALL

WASHINGTON — Running true to form, the jujube box anti-taxation bill died fast last week, when hearing time ran out for the Rules Committee. Another hearing will have to be scheduled to complete the taking of congressional testimony, the Celler Bill to end performance royalty exactions upon phonograph music, in existence since 1909.

Last week's hearing had time for three speakers. Proponents of the bill, D. (N. Y.) member of the House Judiciary Committee, was on hand to testify for the bill, and issued a statement that he would lead the fight for the bill on the Republican side of the House (assuming, of course, that the Rules Committee will give it the time it needs and sets time for House debate).

Rep. William McCollough, ranking minority member of the九月6日, member of the House Judiciary Committee, was on hand to testify against the bill. He asked if it was insti- tution for the bill, McCollough would go no further than to say, "The labor law of his legislation, and the laborer in the Instant."

Second Hearing

Another hearing is expected to be called for this week, when the Rules Committee will hear some of the witnesses who opposed the bill by Representative Hanks P. (Colo.).

The bill, asked for full opposition, was brought to the House by the House Judiciary Committee, Rep. George P. Millard (D., Calif.) may also be heard. They are expected to argue against release of the bill for floor debate by the Rules Committee.

At the end of the hearing, the Rules Committee will decide whether to admit the bill to floor debate and vote, or to kill it in committee. The committee's approval of the bill would then have to go through the whole routine of introducing a new bill next session, holding hearings, and again bringing it up before Rules—if it get out of Judiciary Committee a second time.

The tone of the Committee hearing last week, with all the witnesses, was generally friendly, but some experts bode no good for the bill, whether or not the Committee will give it another chance. After McCollough's testimony, Opponents contended was longer and louder from the members than the very engrossing remarks. Opponents could decide to lead the bill to the floor this week, (Continued on page 46)
NEW YORK—Saturday night (6) belonged to Harry Siskind, as a record 672 members of the coin machine community turned out at the Terrace Room of the Statler-Hilton here to pay tribute to the veteran Brooklyn operator.

Members of the United Jewish Appeal of Greater New York's Coin Machine Division raised $35,002 before they sat down to the Victory dinner.

Siskind was presented plaques by the United Jewish Appeal and by the Music Operators of New York, with Irv Holzman making the former presentation and Al Denver making the latter presentation.

New York Secretary of State Lomenzo was guest-speaker, and Mons. John Patrick Carroll-Abbing, director of Boys Town of Italy, delivered the invocation. Rabbi Meyer Ostinsky, Temple B'nni Israel, Brooklyn, delivered the benediction.

Tribute to Shogy

A somber note was struck when the guests observed a moment of silence for the late Barney Sugarman, Mrs. Mollie Sugarman, escorted by her two sons, Myron and Nate, was presented a UJA plaque by Al Senator (Bodkin).

Recording artists performing included Tony Bennett, Columbus; Toni Arden, Deca; La-

In this article, the text is presented as a series of paragraphs and images, representing a document from the Billboard magazine. The content includes a tribute to Harry Siskind, an event coordinator, and references to various individuals, companies, and locations within the coin machine industry. The text is written in a semi-formal tone, typical of a news article or feature piece. The article mentions various names, events, and locations, which are crucial for understanding the context and scope of the event described. The text also includes a call to action, encouraging readers to support the coin machine industry, and includes references to specific companies and individuals associated with the industry.
Mr. Coin Man

You're in business to make money. We're in business to help you.

We'll bring you up to date on the industry - the trends, the ideas, the people, the places, the products that are making money today. Now is the time to get on the lists and take advantage of this opportunity.

Get tomorrow's news today.
Get it fast.
Get it often.
Get Billboard.

Omaha Confab Attracts 100 From Midwest

OMAHA—Some 100 operators from South Dakota, Iowa, Kansas and Nebraska attended the Saturday and Sunday (6-7) meeting and trade show of the Coin-Operated Industries of Nebraska.

New officers, elected were Dick Taylor, Lincoln, president, and Randall Thies, Norfolk, vice-president. Howard Ellis, Oma-high, was re-elected secretary-treasurer. Two directors, Ralph Rayes, Norfolk, and Hugo Pruell, District 4 (Bremen, Kan.), were also re-elected.

Some 21 manufacturers and distributors exhibited.

Low Colada, MOA president, and Fred Granger, MOA managing director, spoke at the Sunday banquet. Colada discussed the current status of the copyright legislation (Celler Bill) and Granger gave a progress report on the December MOA convention at the Sheraton House, Chicago.

COIN will hold its next meeting in conjunction with the MOA convention at Chicago.

Franz Shows New Seeburg

HOUSTON—H. A. Franz & Company held a showing of the new Seeburg on Sunday (7) at the Knights of Columbus hall, with about 300 persons attending.

Franz encomium the formal showing. Ed Blankenbecker, Seeburg vice-president, traced the history of the Seeburg Corporation. Edward F. Caify, Seeburg sales executive, demonstrated in detail all component parts of the new equipment.

Members of H. A. Franz & Company who participated in the showing included Hazel Pools, Earl Hast and Dorothy Barnes.

Mona and Sylvan H. Franz then canvassed, but Meyers directed the measure to be placed on the ballot.

The State Supreme Court upheld Meyers' decision and May 27 are the rules.

AT THE HEAD TABLE in Omaha are (l. to r.) MOA directors Lou Pucek, Howard Ellis; MOA President Lou Colada, MOA Managing Director Fred Granger; Harry Trutski, acting mayor of Omaha; Dick Taylor, new president of Coin Operated Industries of Nebraska; MOA directors Ted Nichols and Horlen Win GREAVE; Randall Thies, new vice-president of COIN, and Les Montooth, Peoria, Ill.

MOA OFFICIALS pictured at the Omaha meeting are (standing, l. to r.) directors Horlen Win Greave and Lou Pucek; Managing Director Fred Granger and Director Ted Nichols; Seated are Howard Ellis, MOA President Lou Colada and Les Montooth.

COIN CONVENTION CLOSING at Omaha featured a Sunday banquet. The scene is shown from behind the head table.
Summer Stops Don't Pay Off

By BENN-OLLMAN

MILWAUKEE—Beer City operators no longer look to the nearby lake resort locations as a source of additional summer revenue. Until recently, many beer and games firms found it profitable to service summer stops, "day trips," to nearby lake locations. Under the high cost of equipment, labor, and transportation, it doesn't pay to service summer locations. Unless you are head-quartered at the lake, these locations are too far away to bring in enough revenue to cover the costs involved. 

The populaion of Milwaukee has also changed the nature of the coin industry over there. Great areas flanking Milwaukee Lakes, a dozen within a 200-mile radius, are no longer ringed by year-round homes. Taverns on these lakeshore that used to be bustling enterprises are now open only throughout the summer. 

40 Ops Attend Empire School

DETROIT—Some 30 music machine operators and service men attended a special service school held at the Em- pire Coin Machine Exchange Thursday (4). Attendance was evenly divided between service men and operators, as well as between local and upstate op- erators, representing operators from Michigan.

Demonstration was given of the current Rock-Ola mechanism, essentially unchanged for the past few years. Demonstration was given to the ease and infrequency of required service were made by the students. The work of the School was 100 percent answer period followed.

Bob Wagoner, Rock-Ola branch manager, was in charge of the arrangements. He was assisted by salesmen Markk Alterman, Frank Schulte, Rock-Ola service organization, conducted the sessions. Among operators and person- nel registered were: Dominick F. Zanelli, Al canned Machines, Ann Arbor; Jim Davis, Albon Vending, Albon; Roy Clason, Jump Music, Upland; Vendors on the floor were: Bill Stillwell and Roy Clas- nelli, Westland; Harold Paglialonga, 2122 Bright; Swideman and Jim Wilson, AM Radio, Plain; Reggie Nielson, O'Neill, Albion; Tom's, Amusement, Bay City and Harold Albro, Complete Machine Service, Albro, Muskegon. 

Detroit operators were Frank Albott, Clare Spooner, Eddie Dahlin, Jack Dunn, Frank's Music, Heschel's Music, Charitable Find Music, Sam Sienk, D. & M. Music, Nick Schubert, O'Neill, Vending, Ken Steahan, K&W Service, Tom Duncan and John Wagner, Downtown Music, R. J. mark, Kirk Moore; George Moore; Nick Sleczek, Dave Fratello; Marc Jacobson, C. C. Jacobson, Mazarro, Union City; George Rando, Complete Machine Service, J. Rando, Rapid Amusement, and Clarence Cod- ling, Coding Music.

WW Showing Set

CHICAGO—World Wide Distributing Company will show the new 1964 models at 206 North Clark Street here Wednesday (16) at 1:30 p.m. The models will be shown to service men and their guests. Invited. Refreshments will be served.

SmokeShop School

NEWARK, N. J.—Some 24 local operators attended the SmokeShop school con- ducted at the Atlantic Distributing Company here Wednesday night (16).

Tool Co. Offers Choice on Line

CINCINNATI—United Tool of Engineering Corp. is offering a choice of 10,000-, 5,000-, or combination blade line on its knives. The choice is yours on the complete line of knives.

The line includes Sandy the Pocono, Rocky the Big and Rudy the Deer, all fabricated of cast aluminum, finished in baked enamel colors, and equipped with leather sheath, bridle, and powder cord. A kickboard rifle made of colorful fiberglass is also available.

The riders can be used indoors or out, are guaranteed for one year and are approved by Underwriters Laboratories. Each measures 20 inches wide by 56 inches long by 41 inches high.

Galaxy Moves

OCEANSIDE, N. Y.—Galaxy Record Distributors, Inc., has moved to new quarters at 32-16 Lawson Blvd. Galaxy is headed by Stanley Stone, newly elected president of the Record- One-Stop Association.

FOR QUICK ACTION

$4.50 COFFEE

$7.50 SLUGGER...

$15.50 BILLBOARD...
Tourist Business Proves Boom For South Alabama Operators

MONTGOMERY, Ala. — Both new and older games, and phonographs have their place in summer operations, according to local operators.

Most south Alabama operators count heavily on summer tourist and vacation traffic in fishing resorts, beaches, and north Florida Gulf Coast areas. The average operator uses older phonographs which have been moved from lower to better locations to do most of the work, but will install new stereo phonographs in clubs, popular bars, beach pavilions, and similar locations which attract vacation crowds. "Best spots are outdoor dancing areas along the Gulf Coast, which are built with roofs, but no walls. The strong possibility of damage from sea breezes and salt air has led to the use of older machines in most of these spots."

**Exclusive Cabinets**

Some operators have built enclosure cabinets around phonographs which are closed up and locked when the phonographs are not in use. This makes use of new windows-telephone caravans requires that a dependable attendant be on duty. Only about one location, out of 40 warrants a new phonograph.

In most other locations, programming concentrates on Top 40 records, emphasizing teen-age appeal. Where older vacationists are concerned, operators work to keep a 50 per cent of the menu in old favorites. seaside restaurants are typical of the latter.

Most desirable and profitable amusement machines are participation types which allow for several players. Examples such as shuffleboard, baseball variation, hockey and basketball. Pin games are a popular variation, averaging six or more for every phonograph in the Gulf beaches.

Very few south Alabama operators leave vacation spot phonographs out of commission during the winter. Only exceptions are year-round fishing camps where restaurants and cocktail bars stay open through colder weather.

Even though competition for summer locations has already been stepped up, amusement operators report any special arrangements on commissions. Usually there is a straight 50-50 split, the only exceptions being new stereo boxes with high earning capacity, where operators insist on 60 per cent. A problem which faces all operators is the recent trend toward location ownership of phonographs.

A few operators already have temporary operators have extended summer seasons as far as 200 miles south, which makes the north Florida coast to make up for the drop in collections in their own areas during the hot summer months.

**EUROPEAN NEWS BRIEF**

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proportion to other coin-operated equipment. Virtually all kiddie ride equipment operated in France is of U. S. origin.

**Reaction Test**

HAMBURG — The driving game reaction test, Kilometer-frenzy, is being redesigned in a plastic housing for more effective promotion on the export market.

The plastic housing has a sliding dial type panel for easy service. Kilometer-frenzy was developed as a success on the German market and is now being successfully exported.

It is especially designed for sitting at service stations and highway facades. The game is manufactured by Max Thars of Herford, and the Skriver Brothers of Hamburg.

**Recent STEREOR LEVES**


**ALABAMA POLICY ON SOCIAL ROOM AIDS OPERATORS**

EDMONTON, Alta. — The Alberta Liquor Control Board has adopted a "social type of beverage room where a man and woman can be entertained for an evening," A. D. Elliott, board chairman, said in an address before Alberta businessmen's association meeting here.

He said there had been few complaints about a 1963 decision by the board to allow juke box installation in taverns.

The entertainment idea is catching on faster in hotel- small communities than in cities, he said. Shuffleboard and dart boards are also being introduced.

**Seeburg Unveils**

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Seeburg also offers an interesting tour of the Stereo Console. The customer pushes a red button and the sliding doors automatically swing the music, He may then converse with a central operator in the location. He can tell which Console is, by calling key on lighting or counter unit.