West Germany's Four Leading Diskeries Agree: Price Is Right

By OMER ANDERSON

BONN—West German diskeries in Germany's four major record companies are now in agreement on price maintenance, details still remain open.

Piller of price maintenance long has been Electrola. The Cologne diskery long has refused to permit any of its products to be discounted.

Now two other German trade leaders have swung behind Electrola and a third company is preparing a switch to restrict price controls. The converts are Deutsche Grammophon Gesellschaft and Ariola-Oetker, which have come out with iron-clad price edicts ending price-cutting and discounting of product.

Philips, the third company, is following suit. This means that for the first time the Big Four German record companies will be pledged to fair trade price policy.

Try to Suppress Practice

The companies hope to suppress the practice of certain supermerkets and record shops in using price slashing for loss leaders. Along with the super-market German retailers have also imported an expanding volume of records from the U.S. discount scene.

For years Electrola has continued its efforts to protect price cutting could only open the flood gates, and what was a price war became a price war, and suddenly acquired a prophetic ring.

Deutsche Grammophon, in fact, has been an Electrola convert on fair pricing for some time, but has had to work clear of charges that it was paying too much for German book and record clubs, agreements entailing discount to club members, (Continued on page 8)

Disney Next: 'Ali Baba'

HOLLYWOOD—While preparing for the Aug. 7 debut of its Mary Poppins film, Disney Productions has announced plans to follow the live action feature—and its soundtrack album—by a live action feature for "Ali Baba." The company anticipates hiring major stars for the fill "Ali Baba" will be the second consecutive live action production to feature major stars and original music.

The Poppins soundtrack was released recently with Jimmy Johnson, president of all Disney music concerns, resuming from the recording set music and exploitation plans for the film. Disney will reissue Poppins for the first time in foreign languages in connection to the regular soundtrack LP.

Riverside to Stay in Business

NEW YORK—Riverside Records, whose doors have been temporarily closed, will continue in business. John Kelle, vice-president of Textile Banking Company, New York factoring organization, told Billboard his firm, which holds obligations of the record company, is not interested in liquidating assets. No formal action was taken by his organization and he indicated that Riverside's catalog was being sold by a number of individuals and collectors.

He is impressed with the reaction of present distributors regarding his move and is aware of protecting their interests as well as those of the labels and retailers.

4-Star Pacts Follies Score

NEW YORK—The score from the Follies Berger, now running on Broadway, will be published in the U.S. by Four Star TV Music Company, BMI. The deal was set by Ivan Mogull who represents Four Star. Mogull is now negotiating for an original cast album of the show, as well as dicing for single releases.

The music for the production was written by Henri Betti and Philippe Germain. Mogull is now canvassing the BMI writer roster for English lyricist

UA To Triple in Brass Flicks, Disks Tracks

By MIKE GROSS

NEW YORK—Pictures, platters and publishing have become interlocking components in a pattern established by the new management team at United Artists. Under August Tropp's supervision, the soundtracks, the songs are being published by United (BMI). UA's company will work along parallel lines with its record company and music publishing company affiliates. The program, which goes into full swing this fall, will also focus attention on UA's push on all three fronts into the international market.

The instrumental example of UA's tri-pronged promotion is the Beatles' "A Hard Day's Night." The film is being released in the U.S. beginning August 31. The movie, the songs are being published by United (BMI), UA's company will work along parallel lines with its record company and music publishing company affiliates. The program, which goes into full swing this fall, will also focus attention on UA's push on all three fronts into the international market.

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COLUMBIA DISTRIBUTORS MAKE JOB CHANGES

NEW YORK—E. Jack Loetz, vice-president and general manager for Columbia Record Distributors, has announced a number of personnel appointments.

Warner Pagliara has been named director of administration and will be responsible to Loetz for the administrative direction of Columbia Record Distributors and the implementation of administrative policies and procedures for all branch locations. Prior to his appointment, Pagliara was regional manager for the mid and southeastern region.

Joseph Lyons, director of sales for Columbia Record Distributors, has announced a number of additional major appointments. Those include: Paul Smith, sales manager; Louis Koppel, manager; and James Ragsdale, assistant manager.

Robert Van Metre will be responsible to Rieland for all branch operations, sales and promotion activities in his region.

Rieland will have offices in Dallas and will be responsible to Lyons for all sales and promotion activities in his area.

Kosner, located in Atlanta, will report to Rieland. Kosner will also direct the operation of the Miami branch and will provide guidance to all independent distributor operations.

Robert Van Metre will be responsible to Rieland for all branch operations, sales and promotion activities.

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SUMMER VACATION HIT

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LOS ANGELES—The question may be, will the show shake up the market or will it continue its downward trend. But one thing is certain, it brought a lot of heat and sold out at the $1,750 subscription rate.

L.A.—At the start of the week, the show had its usual share of excitement with the announcement of a new show. The show was described as a "New Girl" and was scheduled to start in late June.

The show was created by a well-known writer and producer who had previously worked on "The Golden Girls." It is set in a small town in New England and features a group of friends who are trying to open a new restaurant.

The cast includes several well-known actors, including a former star of a popular soap opera. The show is being produced by a major studio, and the network has already committed to a second season.

The show has received positive reviews from critics, who称赞ed the writing and performances. The ratings have been strong, and the show has become a fan favorite.

Despite the success, there were reports of tension behind the scenes, with some of the actors audięing with the producer over creative differences.

In the end, the show proved to be a hit, running for six seasons and becoming a beloved part of the television landscape.

In the years since its cancellation, the show has been the subject of much nostalgia and怀旧. Fans have organized reunions and even a feature film, which was released in 2012. The show has also been the subject of several spinoffs and sequels, all of which have failed to recapture the magic of the original series.

Ultimately, "The New Girl" is remembered as a show that brought heart and humor to its viewers, and as one of the last great run of sitcoms from the late 20th century.
W. German Disk Jockeys Tired
Of 2d-Class Citizenship

By OMER ANDERSON

HON'N West Germany's record industry is opening a drive to end the discrimination to which it claims it is subjected vis-a-vis books and other printed materials.

The disk jockeys accuse the Bonn government of not taking steps to prevent thwarting phonograph records as a stepchild. Disk jockeys receive none of the favored treatment dispensed to books and other printed matter, according to phonograph record companies, but invariably are subjected to the worst forms of legislation regulating printed matter.

Originally, this measure was passed exclusively to regulate the distribution of printed matter, and without reference to records.

Extended Measures

Eight years after the anti-smut law, Parliament arbitrarily extended the measure to phonograph industry without any effort to adapt the phonograph to the printed word and recorded sound.

Viehdebatz says disks are subject to the worst discrimination vis-a-vis books in restraint of trade legislation, the so-called "Kartellgesetz," prohibiting price-fixing agreements.

This measure permits publishers to fix prices without specific approval from the Bundeskartellamt or Federal Cartel Office. This privilege is granted to the publishers of printed matter in the widest sense, but denied to the disk jockeys.

Normal Consumer Product

Phonograph records are treated under the Kartellgesetz as a normal consumer product, and therefore barred from price fixing.

Specific permission must be obtained in each instance, per mission being frequently refused.

Phonograph records are aiming their anti-discrimination drive mainly at the cartel law, which is now in the process of being further tightened under legislation passed by the Bundesregierung. An amendment to the existing law eliminates large areas of permissible discrimination.

Under the amendment, phonograph records continue to be treated as consumer goods, books and other printed matter, on the one hand, and adult entertainment products, such as books, on the other.

Music City to Shrug Off
Downtown L. A. Branch

Music City, which has expanded its business at its new Topanga Canyon store, will close its downtown Los Angeles location. Sept. 15, president Clyde Wallichs reveals.

The downtown location has never been a money-maker, and Wallichs will transfer its inventory to the new store which is a new location in the Eastland Shopping Center in West Covina, a suburb of Los Angeles.

The West Covina outlet, set to open Nov. 1, will be designed similarly to the South Bay store opened last summer. It will be the fifth of the chain's locations once the LA store is closed.

Wallichs revealed he is studying three locations in Orange County to select the proper place for his new location and has two other areas under scrutiny. His goal is to have an eighth-store chain.

Business at the Topanga Shopping Center in Canoga Park was 10 per cent above the projected estimate, Wallichs stated. He said sales were two-and-a-half times better than the soon-to-be shuttered downtown Los Angeles store.

Wallichs said he was elated over Topanga sales in light of only modest advertising, in a store being open and the Western edge of the San Fernando Valley, one of the hottest regions in Los Angeles.

Partial of the stores success is due to the area's complete air conditioning and one roof construction, allowing customers to get to one store area without leaving the center.

Wallichs called Topanga records sales excellent, large of their price cut, and piano-organ moving well.

Soundtracks Should Be Sold Separately—Hefj

By IRA J. ROSEN

Hollywood—Sound tracks should be sold as separate entries, and not lumped in with general releases, believes composer Neal Hefti, who has just begun film scoring.

Hefti's first film score is the "Sex and the Single Girl," the single film assignment.

Hefti, who won an Academy Award for best original score for "A Man, and a Woman," expressed his views on the subject at a recent meeting of the Soundtrack Dealers at the Bel Air Country Club.

"The whole problem of the individual's music for his film is being handled as a part of the general release," said Hefti, who will receive a $125,000 fee for his work on "Sex and the Single Girl".

Hefti compared his efforts to produce the soundtrack to the efforts made by the screenwriter to produce a particular script for the film. He agreed with the screenwriter's efforts to produce a particular script for the film. He agreed with the screenwriter's efforts to create a work of art for the audience.

"The composer must also create a work of art, and it must be a work of art," he said.

Composer—Conductor

Neal Hefti, recording his music for the LP "Sex and the Single Girl," his first film assignment.

Hefti said that the music should be sold as a separate entry, and that the composer should be treated as a separate entity.

"The composer is the artist, and he should be treated as such," he said.

Hefti said that the composer should be allowed to record his music separately, and that the record company should be allowed to sell the music as a separate entry.

"The composer is entitled to a separate entry, and the record company is entitled to sell the music as a separate entry," he said.

Hefti said that the composer should be able to sell his music separately, and that the record company should be able to sell the music as a separate entry.

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WINNER OF THE BILLBOARD DJ POLL INSTRUMENTAL ALBUM AWARD FOR 1963

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THEMES for YOUNG LOVERS
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50 Enroll at Castle of Musical-Selling Knowledge

BAYREUTH—Parallel to the opening of the 1964 Wagnerian festival in West Germany's photographic record industry has opened a school at Bayreuth to train disk sales personnel.

The school is housed in an enclosed building shared with that of the Wagner festival theater—Schloss Fantaisie, a medieval castle. The German disk industry intends that Bayreuth shall symbolize the future of the business as the making of music.

The training personnel from disk shops and disk distributors across Germany are enrolled in the school at Bayreuth, which is operated by Fletcher Ska.

The school, whose training center—Christened the "Phono-Fachschule Bayreuth"—was formally opened at ceremonies attended by German disk industry leaders. The role of director will be delivered by Joachim Wiedembacht.

Vee Jay to Distribute Melic Label

HOLLYWOOD—Vee Jay has signed Lee Young as a star and will distribute his Melic label, thus gaining Dumio Jo, Ernie Shelby and the Mad Lads.

Young, formerly associated with Nat Cole, has owned Melic a short time. His first act assignment will be the release of Sam Fletcher's debut LP, "Sam Fletcher Sings." Fletcher also features significantly in a forthcoming special LP of "Porgy and Bess" in which he will be accompanied by the Betty Everett and Jerry Butler. This second will be scheduled about July 21, when the label's distributors convene in Los Angeles for their annual sales meeting.

President Randel Wood states he plans to team other Vee Jay artists with this act, extending their sales interests. Wood is currently on tour to further the skid, the Latin-flavored rhythm, and has released "Latin Skia" by the Vee Jay subsidiary, who will follow with an LP on Vee Jay titled "The Skia," by Margo Jones.

Decca Talks Set on Fall Product Plans

NEW YORK—Decca Records will introduce 150 new programs during their fall season, according to Sydney Goldberg, vice-president and general sales manager. The sessions will be conducted in New York, Hollywood and Claude Brennan, national sales manager, and by Lou Sebok, assistant general manager.

Kick-off meeting, encompassing the western division, is set for June 27 at the Beverly Hilton Hotel, Los Angeles, Monday, June 13. This will be followed by meetings in Detroit July 15 at the Edgewater Beach Hotel, Chicago, for the south-central; midwestern and north central divisions. The meetings will then culminate at the Cherry Hill Inn, N. J., on July 17, which will be attended by the Southern and Eastern divisions.

TRAIN AT BAYREUTH

The school is housed in an enclosed building shared with that of the Wagner festival theater—Schloss Fantaisie, a medieval castle.
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TIE IN

...with the biggest and the most important consumer campaign now running for any label!

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...with the specially designed PROMENADE window and counter display!*

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...on the 106 different PROMENADE titles that make any record buyer a PROMENADE customer!

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*Ask your C.R.D.C. sales representative for this free display!
UA to Triple in Brass—Flicks, Disks & Tracks

*Continued from page 1*


In the past few years, as matter of fact, UA has stepped out as a leader in film music activities and has developed close personal relationships with such writers as Henry Mancini, Elmer Bernstein, Ron Goodwin, Frank Cordell, Lionel Bart, John Barry, Alfred Newman (who wrote the score for "The Greatest Story Ever Told") and many others.

Also, the disk company is tying in such of its artists as Riz Ortolani and Ferrante and Teicher with movie work. Ortolani, who clicked for UA last year with the score for "Mondo Cane," has written the music for "The Seventh Dawn," and negotiations are now under way for Ferrante and Teicher to write the score for an upcoming major production. The company's latest soundtrack album counterplot is pegged on the growing importance of the Over-the-Air (OTA) disk, as well as on the international scene.

An example of UA's slick in the soundtrack field is its coproduction with Swedish TV of "No Man's Land," in which Finnish violinist Perttu Kastela is featured. The company has also acquired a Grammy Award nomination for "The Making of a President." The disk company had soundtrack albums of all, of course.

On the home front and in other areas, UA is planning to get more deeply involved in the Broadway musical scene, its only previous original Broadway cast album, "A Family Affair," was a flop. Now, however, UA plans to turn several of its picture miscellanies into musicals, with their music company getting publishing rights and their film company getting its original cast album rights. Also, the parent company has been investing in musicals in England (like "Pieces of Eight").

As to the future, the new management team has wrapped up new deals with veteran UA producers Riz Ortolani and Ferrante and Teicher and Al Caiola, and has signed such new artists as Frankie Avalon, Mark Thackeray, La Playa Sextet, Barry Gordon and Bert Carter; and has built such new artists as Bobby Goldsboro, Danny Williams and Garrett Minter. It has also made production deals with Don Costa's DC label, which has been a hit record label and will be left by Minnelli come October, and has made independent deals with such producers as Jerry RagAvay, Leiber and Stoller, and Kappy Kistner.

The disk company's new management team, functioning about six months ago, consists of David V. Picker, president and chief operating officer; Warner Brothers-Columbia film vice-president; Si Meil, vice-president-general manager; Lloyd Shoemaker, director of creative services; Joe Berger, national sales manager, New Orleans, Andy Miele, national sales manager for singles, and Jack Gold, ad director.

SG Files Suit

*Continued from page 3*

Music with Adler as recording manager.

The allegations that "Barry, Torrence and Adler have taken or removed from United and from the franchise company which are the sole property of United the copyright value of $10,000,000, and has been

company.

BILLY JOE BURNS, who is singing under the name "BILLY JOE BURNS" in the show "The Bumble and the Bee," has been named by his management as the new president of the American Federation of Television and Radio Artists, AFL-CIO. The appointment takes effect immediately.

The American Federation of Television and Radio Artists, AFL-CIO, is the national labor union representing television and radio performers, and is affiliated with the American Federation of Labor-Congress of Industrial Organizations (AFL-CIO).

The new president, BILLY JOE BURNS, has been a member of the American Federation of Television and Radio Artists, AFL-CIO, for 15 years, and has served as the union's vice-president for the last five years. He is a graduate of the University of California at Los Angeles, and has been a member of the Screen Actors Guild for over 20 years.

The American Federation of Television and Radio Artists, AFL-CIO, represents over 100,000 performers in the television and radio industries, and is committed to the advancement of the rights and interests of its members.
Command Salutes
The Beatles
AND THEIR SMASH HIT SONG
A HARD DAY'S NIGHT

NOW HEAR
THE FANTASTIC
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Talent

Brings Back Ragtime
Gordon Leader of the Band

NEW YORK—Although Max Gordon, owner of the Village Vanguard, has been given a modern jazz policy to ragtime for the summer, he did not put his outlet for jazz in mothballs.

Gordon, who has booked ragtime-singer pianist Max Morath and his Original Rag Quartet elsewhere, does not regard this as a current jazz "fad," but does recognize there is a current attraction to this style of music, particularly in New York. Part of the reason, he feels, is that jazz is no longer "in"—as compared to three or four years ago when a large number of visitors to jazz clubs were there because it was a place to be.

Another factor, according to Gordon, is the mood of today's college students—mood for entertainment and action. "The demand is too much, intellectually, but it gives more of a feeling of participation. This has been spotlighted in recent months by the success of the clubs catering to the college crowd with that kind of singing entertainment."

Also, says Gordon, folk music has been built up because there is a need, and accounts for the success of the folkstores on record. "It's fair to say that there is a demand, as well as a need, for a group like the Page Cavanaugh Seven, which is entirely on record, as a folk group."

Page Cavanaugh Seven
An Exciting, Unique Group

STUDIO CITY, Calif.—The most exciting of the recent folk music scores of the summer has been the Page Cavanaugh Seven, currently on display at the Doll House Club, and, of course, on record in the studio.

Pianist/vocalist Cavanaugh, while not a product of the folk scene, has the well-known folk LP for RCA six months ago, is performing with four personalities in the band, but they still sound like 14 roaring, swinging jazz music.

Cavanaugh's deal with RCA never went past the first two LP's, so he's shopping around for a record association. He would believe local AM men to catch this, since it's a truly unique big band, playing happy, euphoric modern jazz without going off the deep end.

The instrumentation features Bob Jung on alto and baritone saxes and flute, John Pisano on electric guitar, John Przybysz on bass, and Fred Quinter on drums and vibes. All are from jazz bands.

The like the big band jazz which has survived because their personalities come through and team players, the Cavanaugh Seven works on the same principal. Each artist is given room to express themselves, but the others keep the top guns up, the effects happening, and the show going on.

Page and Dennis are doing a Las Vegas booking together, which could prove a welcome addition to the Vegas scene.

ELIO TIEGEL

South America Included

Putney Slates Overseas
Trekks for September

NEW YORK—Gene Putney, hot music/record dates, is planning another successful overseas, starting in September. The trek will include concerts and recording activity. Initial itinerary calls for two weeks in Italy, four in England and considerable time in France and other countries. Later in the fall, Putney will make dates in South American countries, including Peru, Venezuela and Argentina.

The artist is currently distributed in the U.S. by Caddell, and employed by artist management.

Putney, who has had considerable experience in making dates overseas, says that a record must be tailored for each country. According to Putney, the producer must know the overseas audiences of the publishers and recording levels; and the American producer must deal with the contacts as to choice of material.

Putney, who joins the Talkin' Mallard Music operation in October, will be both artist and producer. His production duties will entail work both overseas and in the U.S. "The Common Market countries are thriving," Putney says and their people have more money to spend... This is good for the record industry."

While stressing the importance of the American music in their growing musical nationalism, Putney cautions against the importance of the American artist in those countries. "They have many respects for their showmanship and talents... They face a greater challenge."

"Hoffman" Due In New Process

NEW YORK—Richard Flesher and Harry Bernstein Jr. will bring Prague's Latera Magica's combined stage and symphony cinema production of "Tales of Hoffman" to Carnegie Hall for a six-week run beginning Aug. 3. The process is considered a new art form in the theater since opening.

France Jazz Festival Set

PARIS—Now that the first French song competition, "Festival of the Gold Rose," is over (Billboard, July 11), interest is again focused on French songs. Antilles-Juin Les Pins, where France's jazz festival will be held July 24-29.

An outstanding array of U.S. jazz artists is scheduled in Colpix, Lloyd Hampton, Lionel Hampton, Benny Goodman, Milt Jackson, and Horace Silver and his new quintet. Gospel will be represented by the Moderalettes. From England will come Sandy Brown and the Planets.

France will be represented by Martial Solal, Maxime Saury and Jean-Luc Ponty, violinist, who is compared to Stephane Grappelli.

The festival is the best promotion for jazz in the country because the programs are taped for the French television and shown, in segments, throughout the year.

Billboard, July 18, 1964

People and Places

By MIKE GROSS

Paul Brown has been retained by Colpix Records to promote all Capitol Picture music recorded on the Colpix label. Steve Colbin, son of Milt Colbin, Decca's vice-president in charge of artists & repertoire, was married to Karen Patricia Crotty in Hamburg, New York, June 30. Singer Bernadette Castro will do a three-week stint at Ben Miskin's Town Hall, New York, July 2-14. Colpix chorus leader J. Morgan has been signed to her own NBC TV network special as part of the new "Up in Parade" series. Program will be telecast Sept. 4. MGM's artists virtually monopolize this year's Down Beat Jazz Critics poll. Among the winners are Ella Fitzgerald, best vocalist (Verve); J. J. Johnson, best trombone soloist (Verve); Johnny Hodges, best alto sax soloist (Verve); Milt Jackson, best vibes soloist (Verve); Bill Evans, best pianist (RCA); Harry James, best band deserving of wider recognition (MGM). Leonard Hodes, head of Concertone Songs and Spectromusik, has appointed M. Miller himself to the Far East operations. Buddy Allen has signed 17-year-old singer Barbara Martin, personal management pact... Prince Buster, who bills himself as "The Ska King," signed a personal management deal with Lee Mingi... "Wait a Minute," the musical currently running in London's West End, will be brought to Broadway by next season by Frank Loesser's Frank Productions. Dick Clark has named Al Bruner as advance publicity chief and assistant to road manager Ed Mccarten for "Carusone of an' All..." Ned Herzlman will represent the Warner Bros. and Reprise labels in England.

Louie Garner will wind up an engagement at Chicago's London House July 19... The Village Stompers have been penciled in for the month of September at the Village Gate in New York's Greenwich Village... The Cigliano Quartet will be on stage in London for a series titled "Xavier Cugat and the Latin Touch."
THEY’VE GOT ANOTHER SMASH!

THE LETTERMEN

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P.S. The Lettermen open at New York’s fabulous Latin Quarter July 15!

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Big Three Are Deep In Exclusivity

By GIL FAGGEN

NEW YORK—The battle of exclusivity is being waged in New York City with an intensity rarely displayed in any market, or elsewhere in the country.

Rock stations, promoting people who usually suffer from tension dealing with New York's WABC and WABC, are sweating even more these days the warm weather not withstanding with the big three reportedly demanding exclusives of each other.

The current wave of exclusiveness was launched by the "unfailing" release of the United Artist album featuring the Beatles since the film score from "A Hard Days Night" to WMCA, who did not hesitate to make the most of the acquisition.

"A Hard Days Night" turned into a hard day's work for UA, who in the face of demands from WINS, WABC and par-sold out-of-town stations, rushed to release the album nationally. Not to be outdone, WINS, the Group W (Westinghouse Broadcasting Co.) outlet, is airing a few exclusives of its own.

WINS reportedly has been obtaining reports on all of the special overseas source. The station has been getting a record that has just released only in England entitled "Slow Down" by the Beatles. WMCA, another exclusive, WINS British import is "Sweet William" by Milke Small of "My Lollipop" fame. The station is also claiming an exclusive first on the new Gene Pitney release on Musicor, "It Hurts to Be in Love." The station is not playing the record up-dated "Hawaii" for the exclusive.

Radio Stations

Recently, both WINS and WMCA kicked off the business week by ordering a Beatles record called "Because" and WINS struck with "It's Over Now" by the Rolling Stones and "Match Box" by the Beatles. Both WABC and WABC and WABC when it chooses to go with an exclusive—"round out" each other from tapping the record off the air by frequent air-"broadcasts." The station made the record "exclusive," and the station also claimed an exclusive first.

There is little question that stations in a hotly competitive market will fall to get on important rock records. However, the risk of losing listeners to the competition is a matter.

In the case of radio stations, it will be better by the practice of both radio stations, which can be used for competitive advantage through exclusive releases coupled, in some cases, with threats of retaliation if demands are not met.

One promotion man put it like this: "Many people who don't have a blackmailer, the more you give them, the more they want and there's no way out." By the same token, many observers feel that there is no record industry, whether they represent a record company, publisher, writer or artist, who persist in providing exclusives to "favor-ite" stations and dealers are foolishly turning the visor of the entire music-record industry.

Focus on the Deejay Scene

Gav, William W. Scarton is the new "Johnny on the Spot" from Pennsylvania. KQV's new wacky personality is a softspoken, mild-mannered announcer. Murray was with WABC in New York and the former "10,000 Maniacs" man has been with the station for 10 months. Murray debuted on KQV in February in the 6:00 and 7:00 slot and was heard Monday through Saturday. A 25-year broadcast veteran, Murray was the "ABC-owned station from KQV."

Mike summers are back in the city, as Murray.hurled into his maternal home. Murray returned on KQV in February in the 6:00 and 7:00 slot and was heard Monday through Saturday. A 25-year broadcast veteran, Murray was the "ABC-owned station from KQV." Mix man was back for the years and he created top programs with KFLD, Dallas ("The Ticket") and KSAT, San Antonio, WKYD, Milwaukee, and WKAT, Miami Beach.

To round out the Murray show were regulars, a program in legitimate theater, movie roles and a TV show.

Radio News

NARA Parley Aug. 20 to 23

WKMI Treats Albums with Lots of Tender Loving Care

WHITE-GLOVED WKMI-FM STAFFERS offer no static to their listeners. Left to right: Floyd Holes, chief engineer; Paul Christy, music director, and Larry Houghtaling, program director.

KALAMAZOO. Mich. Radio Station WKMI-FM has put the gloves with listeners within reach of its 23,500-watt signal. Rather than get stuck in a spin, WKMI-FM is treating its new listeners in what it calls a "white gloves" treat.

Albums, all at WKMI-FM, are handled only with white gloves by both the engineers and production people in an effort to keep the sound "clean and pure as the day it was recorded."

All the white gloves are still on the wash-day white side at WKMI-FM.

The station has been broadcasting news for a month (July 19 will be one month). The station is Kalamazoo's only commercial FM outlet and is stereo broadcasting from 6 a.m. to midnight with 24-hour operation contemplated for next year.

The music format is a diversified one, including selections from current stereo pop albums, original cast albums, as well as classical music.

WKMI-FM and AM is owned by Steers Broadcasting Corporation.

PROGRAMMING NEWSLETTER

Industries Need Knots, Not Nots

By BILL GAVIN

Contributing Editor

I USED TO THINK, says one of radio's music directors, "all records need to be the good records, and if they had it in the groove, they'd sell. Did I ever get burned! Now I never pick a record unless I know that the distributor is stocking it, and that it'll be in the stores when people ask for it."

A program director comments: "We laid on that record heavy for two weeks and then we had that record, but we couldn't get it. The distributor didn't have any stock."

A distributor makes this observation about a top station in his city: "It is used to be, whenever one of my records made their playlist, I automatically order a thousand. Not any more. Just because a record is on their list doesn't mean that the DJs will play it. Two or three of their DJ's aren't permitted to play anything but the top 50 and about a half dozen others that are already starting to sell."

Another distributor, comparing the advantages of station "A," with a tight playlist, and station "B," with a more liberal policy, says, "I know it's a lot harder to get records on station B, but if we pick one of my records, I know it's going to play, and I order it."

"WHAT ABOUT THE "ADVANCE EXCLUSIVE"?" Some stations are getting tapes on new records, but they are not available to the DJs. "Maybe it's wrong," says one DJ, "and maybe it's a hurt the record people to get the kids turned on about a record they try to buy and can't."

But if the only way they can hear some of the records is on their own, then that's what's good for them. It's radiophony that the stations are trying to develop record business." (See story in radio/television section.)

A growing number of retailers these days are ordering records from one-to-one preferences to buying from distributors. Just what difficulties this creates for the record business, I wouldn't know, but in a few cities it caused programming problems. One music director, making his weekly survey, makes separate telephone calls to stores that deal exclusively with one-stop, knowing that some of his picks will be stocked initially only by stores serviced by one distributor. This man tells me that records will sometimes be established in some stores before others get their first stock.

A case in point might be a recent hit by an established artist, which has a 1000-to-1 sales ratio and rack operation tried to bypass the local distributor by ordering direct from the source. The chart is not released, as from respect for the responsibility owed the distributor, the one-studio distributor still refused to take the show and special the show and could transship it from one source. For obvious reasons, sales volume on the record is only lower in that city than in others of comparable size. A local music director quite naturally wondered if the records had any significance.

Radio Programs have a vested interest in record sales. If music directors had their way, everybody would go for their own. Even at the "better music" stations, whose sales, sometimes relatively small, can be quite significant, the people find no little gratification in learning that one of their new record choices has taken all of sales. In this case, it's probably not the record that matters, but the program, which is so often the key in making a hit song.

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Movie Theme Hit of the Year!

BROOK BENTON'S
"a house is not a home"

as sung by Brook in the new Joseph E. Levine presentation

Starring SHELLEY WINTERS as Polly Adler

ROBERT TAYLOR as FRANK

based on Polly Adler's best-selling shocker!

song published by Diplomat Music Corp.

as sung by Brook in the new Joseph E. Levine presentation

a house is not a home

Starring SHELLEY WINTERS as Polly Adler

ROBERT TAYLOR as FRANK

based on Polly Adler's best-selling shocker!

song published by Diplomat Music Corp.
### Dayton, Ohio

#### Radio Response Rating

<table>
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<th>Top Stations</th>
<th>Top Disc Jockeys</th>
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<tr>
<td><strong>WONE</strong> 5,000 watts. Independent. FM-Radio is Hypo for Classical Disks. NEW YORK—Classic recorded sales are getting a welcome shot in the arm these days with the launches of FM limited-run records. Although there are a number of AM stations that have features designed to get more people into classical music as well as several all classical FM stations, such as KFAC, Los Angeles, the new impetus is being provided by the FM outlets. With listeners and outlets for classical music in greater abundance than ever before, program makers and sponsors are beginning to experiment with classical FM sales. &quot;The World of Adventure in Music&quot; is an example of a serious music program that is contributing to the increasing interest in classical music product. &quot;Much of the record industry doesn't really realize that a radio program like this is its best friend,&quot; said Prof. LeBre, president of LeBrie Associates, Ltd., the firm producing the program for World Airlines. LeBre reflects the faith TWA and other airlines have in FM and classical music to reach the affluent, the frequent and regular travelers. Through its affiliate company, Foote, Cone &amp; Belding, New York, TWA selected stations with impeccable streaming standards. In the fall the airline began to experiment with sponsorship of some FM stations in five cities. The effort figured to be so successful that favorable to TWA’s show is now carried by WFCN (Wax) New York, WCMF (Wax), Chicago; KFAC, Los Angeles; AMT/WAXR, New York; WCYC, Cleveland; KFAC, Los Angeles. LaBre is now preparing to boost the program into ten more cities. The anatomy of the show is quite simple: 50 minutes of musical selections that cover a range of periods and create a mood. Says Frank Waldecker who hosts the show.</td>
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### Men's Work Brings Storm of Protests

**SPOKANE**—A folk song program in Italian presented at a recent Spokane (Washington) Federation of Two Nations' Festival brought about death threats and political repercussions and ended in the conductor's being asked to leave the city. A two-week run, is regarded as one of the hottest LP projects ever scheduled in any city.

"Bela Ciao," featuring songs of liberation and songs of love and prison and love, aroused the fury of the folks, who left one number, "Oh Corzina, May You Be Cursed," withdrawn after its performance. Those responsible for creating World War I songs have been lodged against the singer and the festival discharged director Cleve and Filippo Crivelli, along with the producer, Nanni Ricciti. Weekend was canceled, and Crivelli, principal singer, will be flown to a neutral spot. He declined to be quoted on the subject. His next scheduled song, the show became the greatest spectacle of the recent festival, as the underdogs of the Teatro Colosso for all music. Cahil Mallosi for all performances, Los Angeles, with first songs for Surf but the complete show’s LP record is being released.

In relaxed and informal tones, commercials are geared low; communication flows from each program like: "Children of Such, A Thousand Years of Hope," and "The Horn of History."

### Selling Records

The record business will see, as it sees its programs which selections from an extensive album, and the public knows about it. Over 25 selections and 15 different label programs are placed. Contained in the program guide is the name of the performer, the name of the song, and the artist for each work. TWA mails out a current program to thousands of listeners and hundreds of record buyers.

"We try to program the obscure as well as the popular, the famous and the unknown, regardless of the label," says the program producer, Keith Lacey.

"The recording was a rarefication, a rerun, according to the fan mail." All of the station guides and the regular letters from interested listeners and stations requesting the program guide.

In addition to L'Allegra, who has had a successful career in promotion, the firm is staffed by Frank Waldecker and Scott Berman.

Waldecker, recently named the firm’s vice-president, has done successful stints at WRBN, Boston, WOR, New York, and a host of network radio and TV.

Producer for LaBre Associates is Keith Lacey, A Clever Associate, has narrated "Morgan’s Musical Corridors," and is coming to New York. In addition to L’Allegra, who has had a successful career in promotion, the firm is staffed by Frank Waldecker and Scott Berman.

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### WDIA Gala Aid Charity

MEMPHIS—The annual All-American Starlight Revue, sponsored by WDIA on July 4, played a function for the Children's Aid, which filled both halls of the Memphis Auditorium.

The show featured the nation's giant greats including Harry Belafonte, Bette Davis, and Charles Dickens. The songs were a hit with the audience. The proceeds of the show will go to the Children's Aid.
Industries Need Knots, Not Nots

role in selling new singles. And, since their programming is based on current sales reports, they are deeply concerned with the accuracy of these reports as a reflection of new trends in listener preference.

Our friend, whom we quoted above, is right—up to a point. We are in the radio business, and our primary concern is with ratings rather than how songs rise and fall on the charts. However, we feel that trends are a reflection of listener preferences, and we think that we can do a better job of reflecting these preferences when our numbers are accurate.

Radio's function in the radio-record relationship is the creation of customer demand. Radio's concern is with fast and accurate knowledge of such demand, which depends greatly on supply. Dealers and distributors can report sales only if they don't have such. Both the demand and the record business are rigorously aggressive and competitive. As such, they are continually trying to improve their performance, and pressures of competition. In the midst of such constant pressure, we have no reason to be not seeing that frequent breakdowns in the system occur.

The music director who takes two weeks to designate a title, or who packs it has not been stocked has no one to blame but himself. He should have known in advance whether or not stock would be available. The distributor whose indifference or caution prevents him from having stock available to cover new arrivals on his records is equally at fault. The music director who refuses to carry anything except the top 40 chart items is not acting in the best interest of his job, and his job is not being served.

Better profits and better ratings result from closer co-operation and communication between radio people and their record partners.

YESTERYEAR'S HITS
Change-of-place programming from your library's shelves, featuring the disks that were on the air this very week 20 years ago this week. Here's how they ranked in Billboard's chart of that time:

POP-5 Years Ago
July 20, 1959
1. Lou Busby, P. Arka, ABC-Paramount
2. The 7,000 Foot Network
3. Jerry Reed
4. Kornúrt, Columbia
5. J. B. Scott, Columbia

POP-10 Years Ago
July 17, 1954
1. Little Things Mean a Lot, K. Allan, Decca
2. Herman's Hideaway, A. Bleyer, Columbia
3. Three Coins in the Fountain, Columbia
5. My Way, L. Parker, Decca
6. Song of the Sailor, R. Chandler
7. Love Me with All Your Love, H. Casady, Capitol
8. Limelight, C. Cannon, Swan
9. Love Me with All Your Love, W. Meriwether, RCA Victor
10. Dream Lover, B. Davis, Atco

RYTHM & BLUES—Five Years Ago—July 20, 1959
1. Only Have Eyes for You, F. Cannon, Decca
2. What'd I Say, R. Charles, Atlantic
3. Baby, Baby, Baby You're So Fine, F. Carr
4. Waltz of the Flowers, R. Charley
5. D. Washington, Mercury
6. There's Sunshine On Your Mind, J. McNeivey, Swing

POD-STANDARD SINGLES
Not too far out in either direction, the following singles, selected from the current Hot 100, are the most popular mid-morning records of the week. Each order here is based on relative standing in the Hot 100.

This Week

Week

From this week's Hot 100

7

TITLE, ARTIST, LABEL

2. THE GIRL FROM IPANEMA, Gilbert Gillette. Vere 1033
3. THE MAN I LOVE, P. Austin, RCA Victor 5482
4. THE MAN I LOVE, P. Austin, RCA Victor 5482
5. PEOPLE. Barbara Streisand. Columbia 42965
6. ONLY THE STRONGEST DANCE. P. Austin, Capitol 4558
7. LOVE ME WITH ALL YOUR LOVE, Ray Charles, Capitol 4584
8. YOU'RE My GIRL, Gita Black, Capitol 3150
9. I STILL GET HEAUS, Louis Armstrong, Decca 3304
10. ALONE WITH YOU, Brenda Lee, Decca 36128

11. I USED TO KNOW, Jimmy Rogers, Decca 3655
12. I BELIEVE, Washboard, London 6067
13. AL-SH-M-K-A, Kay Charles Singers, Capitol 43049
14. SUGAR LIPS, Al Hirt RCA Victor 3519
15. THE FIRST NIGHT OF THE FULL MOON, Jack Jones, Kapp 589
16. I WANT TO HOLD YOUR HAND, Bbzzr Boor Dgs, RCA Victor 8378
17. DON'T TAKE YOUR LOVE FROM ME, Style Wilson, Decca 33491
18. LOVE IS ALL WE NEED, M. Orea, Capitol 3435
19. ALWAYS MAKE ME LAUGH, I. M. and Z. E. 20th Century Fox
20. INVISIBLE TUESDAY, The Bobbe Jones Singers, Capitol 3435

Two Pirates Are Now One

LONDON—Radio Atlanta and Radio Caroline, the two pirate radio ships broadcasting simultaneously to southern England from moorings off the Essex coast, have reached an agreement. Atlanta and Caroline had been broadcasting on adjacent wave lengths. Now Caroline has called off its program, and Atlanta, on the Isle of Man, to broadcast simultaneously to southern England and the north of Ireland, while Atlanta stays at her original mooring. She now calls herself Radio Caroline. Many Radio, Britain's only official commercial radio station in now broadcasting on the Isle of Man, its past office rules and programmes that its transmission must not reach the mainland.

Rowe Coffee Unit
WHIPPANY, N. J. — The AC Radio Manufacturing Company has selected Rowe's 850-KW Coffee as the cornerstone of its Model SK-4 coffee brewer. The unit brews a cup at a time for locations whose patrons require a complete installation of a batch-brew machine.
HOT POP SPOTLIGHTS

ELVIS PRESLEY—SUCH A NIGHT (Raleigh, BMI) (2:57)—NEVER ENDING (Gladys, ASCAP) (1:58)—First side is a great tune, great performance. Presley belts it in fine style. Song is from his "G.I." album. Flip: "Unshiny" (Derry, BMI) (2:26). RCA Victor 4100

BILLY J. KRAMER—I'LL KEEP YOU SATISFIED (Meadows, BMI) (2:44)—I KNOW (RCA) (2:05)—Billy's got enough going for him to pull this medium tempo easyer onto the chart. Flip is tender romantic ballad. Imperial 66048

LESLEY CORE—MAYBE I KNOW (Tico, BMI) (2:44)—In contrast to the upbeat fashion, medium tempo rocker with fine dance beat. Single's drum track, record is stronger than previous release. Flip: "Wonder Boy" (Earth, BMI) (2:15). Mercury 76290

DON AND ALLENE COLE—SOMETIMES GOT A HOLD ON ME (Figure, BMI) (2:12)—Dramatic performance of old blues and gospel rocker punctuated by piano breaks. The spirit is really on him. Strong appeal. Flip: "Gotta Find My Baby" (Berrettini, BMI). Tollie 9915

CLAUD KING—SAM HILL (Central Songs, BMI) (2:22)—You'll dig the lyrics. King gives them his best on this country swinger. "Big Ole Shoulder" (Blackwood, BMI) (2:27). Columbia 43083

BRIAN POOLE—SOMEONE, SOMEONE (Petty-Greenshaw, ASCAP) (2:47)—Record is currently No. 2 in England. Soft heart-breaker ballad with guitar and back beat. Flip: "Meet Me Where We Used To Meet" (Catherine, ASCAP) (2:02). Monument 846


REVIEWED THIS WEEK, 157—LAST WEEK, 102

GUEST PANELIST OF THE WEEK

BERtha PORTER
Music Director, WORC, Hartford, Conn.

"LA NUIT (THE NIGHT)"
JIMMY LYETT
Embry 11970

Each week a program director and/or disc jockey is invited to sit in and help Billboard's Review Panel select Spotlights. When unable to come to the New York office, guest panelist listens and votes via special WXIT long-distance speakerphone. An opportunity is also given to publish his own or station's "Pick of the Week." 


BILLY BUTLER AND THE CHANTERS—CAN'T LIVE WITHOUT HER (Jalynne-Curtom, BMI) (1:21)—"My Heart Is Hurting" (Jalynne-Curtom, BMI) (1:20). Okeh 726

HAL MILLER—ON MY OWN FEET (Saturday, ASCAP) (2:45)—The beat is here for teen dancing. Smart arrangement and distinctive sound. Flip: "I Sail Care" (Tomorrow's Times, BMI) (2:31). Amy 909

COUNTRY & WESTERN SPOTLIGHTS

RAY PRICE—PLEASE TALK TO MY HEART (Glad, BMI) (2:51)—I DON'T KNOW WHY (Keep Loving Me) (Keep) (2:06)—Caught in the middle of most beat based songs. Price sings 'em both in true country style.

HILY BROOKER—SAD PRISON SONG (Star, BMI) (2:17)—SILENT Partner (Star, BMI) (2:10)—Side I is true mountain sound. Docked in jail to loneliness and sadness, song is sincerely performed. Flip offers banjo and fiddles and traditional sound. (Star, BMI) (2:10). Star 680

WILLIS BROTHERS—GIVE ME 40 ACRES (To Turn This Around) (Marc, BMI) (1:46)—This really moves on down the pike in genuine hillbilly style. Banjo and good lyrics help make the turns interesting. Flip: "Gonna Buy Me a Jake Box" (Star, BMI) (2:28). Star 681

PROGRAMMING SPECIALS

HOT POP

FANTASTIC BAGGY—Too "Em I'm Surfin' (Transport, BMI) (2:02). IMPERIAL 16667

THE MOVIE—No, No, Na, No They Gotta Go (Meadows, BMI) (2:20). SWAN 849

BRILLIANT—If I Didn't Care (Chappell, BMI) (2:36). RCA RECORDS 722

CLAUS ORGERNA—Rock Dem Belts (Berrettini, BMI) (2:13). ASCAP 1107

LUCIEN—Western Girl (Blackwood, BMI) (2:56). MGM 1250

FLORENCE MONDAY—Mondo (RCA) (2:30). REAL 606

THE RIPE CHORDS—One Piece Topshat Bells (RCA) (2:30). MONUMENT 168

DAVIE SOMMERS—if You Love Him (M.T., BMI) (2:16). WARNER BROS. 5545

FRANCETTE—Young Daddy (Post-Shanachie, Smash, BMI) (2:19). CHALLENGE 5255

THE FOURMOST—A Little Bit of Loving (Gar), BMI (2:13). BTO 302

ATCO 501

IVING GENE—The Good Lord Willin' The Creek Don't Run (Brunswick, BMI) (2:45). ASCAP 249

THE ANGELS—The Angels (Grand Canyon, BMI) (2:47). ASCAP 405

CECIL MURPHY—Diamond Jim (Fries, BMI) (1:42). ATCO 690

THE JAMMERS—See You Later (Meadows, BMI) (2:25). PROVIDENCE 618

RUN DAME—It's Just a Little Bit Too Late (Blackwood, BMI) (2:45). LAURIE 2227

POP STANDARD

ANTONIO CARLOS JOBIM—Corcovado (Daudiet, ASCAP) (1:20). One Note Santa (Daudiet, BMI) (1:72). Verve 1222

ANDY WILLIAMS—When I Pray (Epic, BMI) (2:10). RCA 4586

BARRY DARVILL—It's Raining, It's Pouring (Lullaby, BMI) (2:40). PROVIDENCE 1295

DOROTHY DICKSON—When You're Alone (Blackwood, BMI) (2:25). PROVIDENCE 618

JIMMY SMYTHE—Let Me Call You Sweetheart (Sparrow-Brenton, BMI) (2:43). REPRISE 4157


HOT TOP SPOTLIGHTS

BOBBY BARE—HE WAS A FRIEND OF MINE (Central Songs, BMI) (2:25)—A Powerful entry. Folk-country standard mounted by Bare, who sings briefly to the narrative. Flip: "When I'm Gone" (Central Songs, BMI) (2:35). RCA Victor 8395

VILLAGE STOMPERS—MOZARQUE (Paris, ASCAP) (2:18).—Middle East-flavored Dixie swinger that really moves out. Flip: "Haunted House Blues" (Showboat Songs, ASCAP) (2:50). Epic 9702

GEORGE MARTIN AND HIS ORK—RINGO'S THEME (This Boy) (Meadows, BMI) (2:17)—And about the Beatles for those who can't stand them. Lush instrumental with plenty of strings. Culled from soundtrack album. "And I Love Her" (Macleur-Unurt, BMI) (2:59). United Artists 743

COUNTRY & WESTERN SPOTLIGHTS

HYLIO BROOKER—SAD PRISON SONG (Star, BMI) (2:17)—SILENT Partner (Star, BMI) (2:10)—Side I is true mountain sound. Docked in jail to loneliness and sadness, song is sincerely performed. Flip offers banjo and fiddles and traditional sound. (Star, BMI) (2:10). Star 680

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LEIBER STOLLER GOLDNER

Present

THE

DIXIE CUPS

SMASH FOLLOW-UP TO "CHAPEL OF LOVE"

"PEOPLE SAY"

RED BIRD 10-006

OH YES
THERE IS AN ALBUM
20-100
AND IT SOUNDS LIKE
A SMASH TO ME

Written By Jeff Barry & Ellie Greenwich

Produced by
LIEBER & STOLLER

www.americanradiohistory.com

"JOHNNY HALONKA
(BETA DIST. CO.,
NEW YORK)
BROKE IT 1st!!

Produced by
LIEBER & STOLLER

RED BIRD
1619 S'WAY
NEW YORK, N. Y.
212 LT 1-3420
<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist/Label &amp; Number</th>
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<tr>
<td>1</td>
<td>Rag Doll</td>
<td>Johnny Otis, Imperial 62032</td>
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<tr>
<td>2</td>
<td>1 Get Around</td>
<td>Doris Day, Capitol 10174</td>
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<td>3</td>
<td>Can't You See That She's Nine</td>
<td>Doris Day, Capitol 10174</td>
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<td>4</td>
<td>Little Old Lady (If I Promised)</td>
<td>Peter Nero, Capitol 1353</td>
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<td>5</td>
<td>Don't Let the Sun Catch You Crying</td>
<td>Nell Carter, Columbia 43081</td>
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<td>6</td>
<td>Dang Me</td>
<td>Al Hibbler, Imperial 64072</td>
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<td>7</td>
<td>My Boy Lollipop</td>
<td>Nelly Small, Imperial 6890</td>
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<td>8</td>
<td>Keep on Pushing</td>
<td>The Hi-Numbers, Imperial 60544</td>
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<td>9</td>
<td>Good Times</td>
<td>The Hi-Numbers, Imperial 60544</td>
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<td>10</td>
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<td>Everybody Loves Somebody</td>
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<td>People</td>
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<td>Nobody I Know</td>
<td>Nell Carter, Columbia 43081</td>
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<td>Try It Baby</td>
<td>Nell Carter, Columbia 43081</td>
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<td>15</td>
<td>No Particular Place to Go</td>
<td>Nell Carter, Columbia 43081</td>
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<td>Bad to Me</td>
<td>Nell Carter, Columbia 43081</td>
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<td>17</td>
<td>Under the Boardwalk</td>
<td>Shelly MAN, Capitol 1068</td>
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<td>Don't Throw Your Love Away</td>
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<td>19</td>
<td>A Hard Day's Work</td>
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<td>A World Without Love</td>
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<td>Farmer John</td>
<td>Shelly MAN, Capitol 1068</td>
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<td>I Wanna Love Him So Bad</td>
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<td>Don't Worry Baby</td>
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<td>Remember Me</td>
<td>Shelly MAN, Capitol 1068</td>
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<td>Chapel of Love</td>
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<td>26</td>
<td>Alone</td>
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<td>27</td>
<td>Little Children</td>
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<td>29</td>
<td>You Don't Know How Glad I Am</td>
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<td>30</td>
<td>Love Me With All Your Heart</td>
<td>Shelly MAN, Capitol 1068</td>
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**HOT 100—A TO Z (Publisher-Licensor)**

**BUBBLING UNDER THE HOT 100**
SINGLE SUMMER SMASHES

TRY IT BABY
Marvin Gaye
TAMLA 54095

WHERE DID OUR LOVE GO
The Supremes
MOTOWN 1060

HEH HARMONICA MAN
Stevie Wonder
TAMLA 54096

I LIKE IT LIKE THAT
The Miracles
TAMLA 54098

YOU'RE MY REMEDY
The Marvelettes
TAMLA 54097

... FROM HITSVILLE U.S.A.

MOTOWN RECORD CORP.
2648 West Grand Blvd., Detroit, Mich.
<table>
<thead>
<tr>
<th>LP Title</th>
<th>Week Ending</th>
<th>Artist/Producer</th>
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<td>HELLO, DOLLY!</td>
<td>10</td>
<td>Roger Miller</td>
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<td>HELLO, DOLLY!</td>
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ATCO has the hit single
BENT FABRIC
GOOFUS

from the hit album
ORGAN GRINDER'S SWING
33-164 (SD 33-164)

Ain't She Sweet
6308

Atco has the hit albums
BEN E. KING'S GREATEST HITS
33-166 (SD 33-166)

BOBBY DARIN WINNERS
33-167 (SD 33-167)

THE CHALLENGERS
K-39
VAULT 107 (SDV 107)
(DISTRIBUTED BY ATCO)
BREAKOUT ALBUMS

☆ NATIONAL BREAKOUTS ☆

THE BEATLES—A HARD DAY'S NIGHT
Soundtrack, United Artists UAL 3366 (M); UAS 6024 (S)

DISCOVERY!!
Viviki Coi, Liberty LP 3354 (M); LST 7354 (S)

ROBIN AND THE 7 HOODS
Soundtrack, Reprise R 2021 (M); RS 2021 (S)

☆ NEW ACTION LP's ☆

These new albums, not yet on Billboard's Top LP's forers, have been reported getting strong sales action by dealers.

FADE OUT—FADE IN
Original Cast, ABC-Paramount ABC-OC 3 (M)

ALBUM REVIEWS (continued)

JAZZ SPOTLIGHT

COlTRANE'S SOUND
John Coltrane, Atlantic 1419

Bass, piano;
This and the album's title cut are the only traces of Coltrane's sound in the otherwise soft, unimportant twelve-track LP. The recording is not as powerful as Coltrane's. The only notable performance is that of the theme cut's solo section by Coltrane on alto sax.

JAZZ SPOTLIGHT

TRIO 64
Bill Evans, Verve V 8678 (M)

This quartet features Coltrane with Bill Evans on piano. "The Night Has a Thousand Eyes" sounds as if it were recorded in 1940. The other tracks are also weak, making this album one of the more unimportant releases of the year.

JAZZ SPOTLIGHT

TRUE BLUE
Hank Crawford, Atlantic 1423

Hank Crawford has had some excellent blue note performances as the Bay City band. Hank Crawford was a member of George Shearing's band for several years and has a unique style of jazz. His music on this album is no exception. His music is interesting and enjoyable, especially the track featuring "Blues" and "Blues Stits" will be more than pleased.

THE STATEMENTS QUARTET

WITH MOBY LISTER SPOTLIGHT

Lassiter, Atlantic 2684 (M)

When it comes to songs of faith and inspiration, the Statement Quartet has hours after hours of material to offer. Whether the listener is a member of the church or not, the group has a solid knowledge and sincere delivery.

THE STATEMENTS QUARTET

DANCE! DANCE! DANCE!
Frankie Yamakawa, Columbia CL 22701 (M); CS 9001 (S)

When better polkas are played, Frankie Yamakawa and the boys play them. It is nearly impossible to avoid the sound of "Dance! Dance! Dance!" on this record.

FOCAL SPOTLIGHT

SUBMITTED TO BILLBOARD FOR SPOTLIGHT PICKS OR SPECIAL MERIT PICKS, and all LP's are listed under their respective categories.

SACRED SPOTLIGHT

THE LIGHT OF WORLD
RCA Victor LP 13894 (M); LST 8907 (S)

This is an album that is put together by the "Soul" album company for this "Soul" album. It is, of course, but what they have done belongs in a "best" category. There is no such thing as a "best" category, but if the group's fans should be happy with this album.

SACRED SPOTLIGHT

THE BEST OF FLOYD CREAMER
RCA Victor LP 32888 (M); LSP 2888 (S)

Floyd Creamer's piano instruments have a solid, strong sound that is built into his piano. In this package of some of his "best" sides, there is no better selection than the 11 other sides after all the very good ones.

SACRED SPOTLIGHT

THE UNIQUE ARTISTRY OF PEGGY STUART COOLEG
London LL 3377 (M); P 377 (S)

The name of Peggy Stuart Cooleg room..."

SACRED SPOTLIGHT

PERFORMERS OF THE YEAR

Sterling Brothers with George Shufelt. King 918

Among the leading exponents of sacred music are the Sterling Brothers. For years they have been in the field of gospel music and played the more than dozen albums they have released in the last few years. The latest album of the Sterling Brothers is an excellent one. The harmonies of the group will bring in new fans and convert many of their existing fans. The album is a superb one and should be highly recommended.

MUSIC FROM MY FAIR LADY

Hill Bowers, His Orch & chorus. RCA Camden CL 819 (M); CAS 819 (S)

Music from the hit musical featuring kermit kaye, nelson, wynn, dale martin and bernie johnson. Their music is very good and highly recommended. This album is the perfect choice for those who enjoy the musicals genre. The album is a superb one and should be highly recommended.

FOUR-STAR ALBUMS

THE FOUR-STAR rating is awarded new albums with sufficient commercial potential to be expected to do well in the top selling category.

THE BEATLES—A HARD DAY'S NIGHT
Soundtrack, United Artists UAL 3366 (M); UAS 6024 (S)

THE BEATLES—A HARD DAY'S NIGHT
Soundtrack, United Artists UAL 3366 (M); UAS 6024 (S)

THE BEATLES—A HARD DAY'S NIGHT
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THE BEATLES—A HARD DAY'S NIGHT
Soundtrack, United Artists UAL 3366 (M); UAS 6024 (S)
America's GREAT International Record Star

GENE PITNEY

GENE PITNEY IS UNCHALLENGED AS THE FOREMOST INTERNATIONAL SINGING STAR ON THE RECORD SCENE TODAY, IN ENGLAND, ITALY, AUSTRALIA, NEW ZEALAND, JAPAN, AND MORE RECENTLY IN SOUTH AMERICA WHERE GENE RECORDED HIS HITS IN SPANISH!

GENE PITNEY NOW STARING ON THE DICK CLARK CARAVAN JUNE 26TH. TO SEPT. 7TH.

WITH TWO BRAND NEW HITS

"IT HURTS TO BE IN LOVE"

AND HIT NO. 2

"HAWAII"

MUSICOR RECORD NO. 1040

DISTRIBUTED BY UNITED ARTISTS RECORDS
New KING AMESON

see next page...
DO YOU BELIEVE WHAT THEY SAY ABOUT BOBBY JAMESON?

JACK NITZSCHE
Arranger and director of 26 chart records last year—says, “This is it! This is it! This is it!”

CASEY KASEM
Of radio station KRLA, Los Angeles, says, “Bobby Jameson is a 19 year old boy with NO Limitations—WATCH OUT EVERYBODY!”

GILBERT RUSSELL
Director & Coach of many world famous celebrities—says, “I consider Bobby Jameson one of the most outstanding talents I have ever heard or seen.”

MARTY LANDAU
Top Booking Agent of the stars—says, “I've never seen anything like this. FABULOUS! My phones ring constantly.”

GEORGE JESSEL
Toastmaster General—says, “The most exciting new talent I can remember in a long time. And . . . I can remember a long, long time.”
WDGY Minneapolis
WSAI Cincinnati
KBOX Dallas
WDIA Nashville
KFM San Bernardino
KOMA Okla. City
WDRC Hartford
KIMN Denver
WHB Kansas City
KWDW Minneapolis
KFWB Los Angeles
KQV Pittsburgh
WCOL Columbus
WING Dayton
KYW Cleveland
WQAM Miami
WIND Chicago
KNZU Houston
KLIF Dallas
KJR Seattle
KILT Houston
KSO Des Moines
KNEW Spokane
KISN Portland
WONE Dayton
WLW Cincinnati
WEAE Allentown
WCPO Cincinnati
WAKE Atlanta
WAVI Louisville
KMEN San Bernardino
WHOQ Orlando
WTDQ Toledo
KAFY Bakersfield
KFDA Amarillo
WIBC Indianapolis
KQON Oregon City
KPFC Houston
WTVN Columbus
WKRC Cincinnati
WBNS Columbus
WCKY Cincinnati
WMNI Columbus
WHO Dayton
WIP Philadelphia
WJOB Hammond
KUDE Oceanside, Cal.
WSB Atlanta
WFOM Marietta, Ga.
WAPX Opelika, Ala.
WWJD Chicago, Ill.

...AND MORE TO COME!

"it's a cotton candy world"
by JERRY WALLACE

BOSTON

The hottest Arthur Friedler-Boston Pop record at present is RCA Victor's "I Wanna Hold Your Hand." Could be why the Pop's has asked Symphony Hall to put in air conditioning. Al Hirt scored one of his biggest triumphs while doing a stint here. He was mobbed at Jordan-Marsh, big Hub department store, when he showed up to autograph his RCA "Cotton Candy" and "Honey in the Horn." Big changes afoot at Capitol Records Boston office. Ex-Manager Bob Taylor has been promoted to handle rack jobbers in the area and Marty Tikki has been moved up to the Boston area which has now been enlarged to include the Hartford, Conn., territory.

Toshiko, who performed at the Newport Jazz Festival, will come back to Boston before returning to Japan to play in four jazz festivals under George Wein's direction. Almost all the record firms are moving to the suburbs. Latest is Columbia, now doing business at 428 Third Avenue, Waltham.

CAMERON DEWAR

CHICAGO

The Playboy is revising the show policy at its bunny hutch. The Penthouse and Playroom are each extending their shows to four weeks, but they'll be staggered—a new show every other two weeks. Three acts per room, plus combo... Playboy is also launching what it claims is an "international chain of luxury movie houses." First step was the recent acquisition of the Surf Theater, soon to be renamed the Playboy Theater—with Bunny usherettes everywhere... Small's Millie Small is soon to make a movie with London director Douglas Hickox. The gal just started nine months ago, but has had a lot of success since her "My Boy Lolli-pop" single took off.

It was Little Wally Day—Sunday, July 5, at Polonia Grove. The Polka King was joined by the Venturans. The day before (44), Wally and Homer's New Carollton Band were at the annual Carollton Club outing at Wiznack's Pine Grove... Key Musical Instrument Company officially unveiled its new $1 million plant at a gala open house celebration on June 30 during the bi-annual National Association of Music Merchants' convention here. Sidney Katz, president, hosted 1,000 guests.

NICK BIRDO

PHILADELPHIA

Midway Music Company has set up at 307 S. Broad Street to add one record store to the midtown sector. Colonial Record Manufacturing Company organized here for the production and record promotion of the Quaker City Record Distributing Company's new independent firm formed here for distribution of records, tapes and recording devices... Lee Martin set in summer at Pocono Lodge, Bushkill, Pa., in Pocono Mountains, with maestro George Seifert doing a turn for the eighth season at the same Bushkill Mountain resort area.... Record City Corporation organized here to operate a proposed chain of shops for records and related items.

MAURIE H. ORLODENKER

HOLLYWOOD

The British Broadcasting Corporation has hired top American composers to work on music scores. Nelson Riddle has already answered the call, and Percy Faith arrives in September. Faith will work on the "Best of Two Worlds" show, handling four segments and conducting music from his discs for the 45-minute show.
THE SWINGLE SINGERS
GOING BAROQUE
Swinging the Hits of HANDEL, VIVALDI
J. S. BACH, W. K. PH. E. BACH, W. F. BACH

"Going Baroque" in USA: PHM 200 126 mono PHS 600 126 stereo
elsewhere in the world: B 77804 L mono 840 555 BY stereo

THEY PUT BACH ON THE CHARTS
with "!Bach's Greatest Hits"

NOW THEY'RE GOING BAROQUE
with vocal adaptations and arrangements of pieces
by Johann Sebastian Bach, his sons Carl Philipp
Emmanuel and Wilhelm Friedemann, and his
contemporaries Handel and Vivaldi.

THE SWINGLE SINGERS
too, belong to the international set, the circle whose
membership contains only the best: the Philips'
Phonographic Industries group of companies, who
release their records throughout the world.

"Bach's Greatest Hits" PHM 200 097 Mono PHS 600 097 Stereo
(in France: Jazz Sebastien Bach) B 77921 L

the pop market with the Hawaiian single, "Pearly Shells," by vocalist Huna Ball, from the available records.

**NEWS OF THE WORLD**

**COMIN' UP STRONG**

**"COMIN' HOME BABY"**

JACK LA FORGE  R 309

A HIT ALBUM

AND

THE G-CLEFFS

ARE BACK WITH A NEW HIT SINGLE

"BELIEVE IN ALL I FEEL"

R 1314

Regina

2742 E. Tremont Ave.

Bronx, New York

LP, R 309

BILLBOARD: Spotlight Pick

CASBOX: Best Bet

RECORD WORLD: Pick Hit of the Week

Also available from the album "COMIN' HOME BABY" (R308)

**DALLAS**

The Swinging Lads are currently appearing at Nemo's Nook at the Cabana Hotel for four weeks. Jennie Smith is a holdover in the spot's Bon Vivant Room.

Julie London, Johnny Mathis, Liberace and Andy Williams are being negotiated for appearances at the Brook Haven. Four headliners a year would be brought in over a seven-year period.

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The twin piano team of Ferrante and Teicher have been booked for a one-night stand at Southern Methodist University Coliseum for March 13, 1965.

Al Hitchcock is currently at the Cabana Motor Hotel's Bon Vivant Room. Hitchcock used to work in the city for $2 a night in 1939. Ernie Johnson sextet furnishes music, an accompanist, and acts as the new "Breakout" on the American radio scene.

**CINCINNATI**

The Playboy Club, slated to open around mid-August in the former Kroger Building near the center of town, has been denied a liquor license by Donald Cook, Ohio liquor control director. Playboy officials plan to appeal to the State Board of Liquor Control. Cook based his rejection on the protest of St. Louis Catholic Church, which is less than 500 feet from the proposed new club site.

The Jazz Festival in the local Playboy project is reported to be $300,000.

... Artists already engaged for the festival, which is being held at the Ohio Valley Jazz Festival to be held at Crosley Field on Aug. 14-16 include Louis Armstrong, Count Basie, Woody Herman, Duke Ellington, Glenn Miller, Dinah Washington, Chet Baker, Duke Ellington, Sarah Vaughan, Jimmy Smith, John Coltrane, and Thelonious Monk.

In previous years the event has been held at the Cincinnati Fairgrounds. The Dick Clark show, origi-

nally scheduled for a single performance at Cincinnati Gardens July 18, will do two shows at Music Hall instead, due to the unmitigated scramble between the Gardens and the local music union for many of the same acts to be hired at certain Gardens events. The union has placed the Gardens on its unfair list. The main problem is that the Beatles show scheduled for the Gardens Aug. 17, has been rescheduled for five local day jobs. The Clark unit will not play the Gardens July 18, and under another, separate, recording-accordance with another 500 on stage.

Chuck Haussman, former resident manager here for Mem LP, R 1314

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**IT'S SUMMER TIME U.S.A.**

Pixies Three, Mercury 77288 (Mercury, BMG) (Washington)

**GINO IS A COWARD**

Gino Washington, Re:Ti 100 (B-Bert-Carey Tone, BMG) (Detroit)

**G.T.O.**

Rookey & the Boyztones, Muscle and Sin (backburner, BMG) (Atlantic)

**I STAND ACCUSED**

Jerry Butler, Veo Jay, STF (Curtain, BMG) (Atlantic-Nashville)

**MORE**

Denny Williams, United Artists 601 (Marks, BMG) (Atlanta-New Orleans)

**A TASTE OF HONEY**

Tony Bennett, Columbia 30079 (Scepter, BMG) (Atlantic)

**I JUST WANT TO MAKE LOVE TO YOU**

Rolling Stones, London 9877 (Arc, BMG) (Washington)

**BREAKOUT SINGLES**

**NATIONAL BREAKOUTS**

A HARD DAY'S NIGHT

Beatles, Capitol 2222

**REGIONAL BREAKOUTS**

These new records, not yet on Billboard's Hot 100, have been reported getting strong radio play stations in major individual areas in present.

CLOSE YOUR EYES...

Arthur Prysock, Old Town 1163 (Miller, ASCAP) (New York)

THE JAMES BOND THEME...

Billy Strange, Crescendo 320 (Vinton, BMG) (Los Angeles)

YOU'D BETTER FIND YOURSELF ANOTHER POOL...

Hal Varner, Atlantic 2224 (Vinton, Casablanca, BMI) (Detroit)

THE HONEY WIND BLOWS...

Glenn Yarbrough, RCA Victor 3436 (Appleseed, ASCAP) (San Francisco)

**900** R 503

BILLY WYCKOFF  R 503

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Chuck Haussman, former resident manager here for Mem }
Guy himself. Welcome to the first radio station in Canada. CKPM, Ottawa. Outlet started programming June 7. Frank Cantor, a big man in music in Toronto, has been appointed manager of CKPM. They should make a good hit.

Ruth McGarrett Childs

Copenhagen

Mel Torme wound up a success over the weekend in a benefit concert at the Variety Hall, in famed Tivoli Park. Delores Gray is currently the star attraction. The Beatles' fan organization seems to be losing interest in the British group and shops note the decline in their record sales. Although their current records are on the charts, new fan clubs are showing allegiance to the Dave Clark Five and the Searchers.

In conjunction with a British week celebration in September, the Swinging Blue Jeans will visit Copenhagen. In October, Mike Davis will take part in a jazz festival. Although Denmark does not have diplomatic relations with East Germany, two young Danish pop singers represented Denmark at the East German song contest July 11, Jette Zieglar and Otto Brandenburg.

Dublin

Frankln's version of Charlie Fox's "She's the One You Love" moving particularly well in Northern Ireland. Telef Fireann screened first of three half-hour programs recorded during a concert by Clancy Brothers and Tommy Makem at Dublin's National Stadium. The Irish group played a one-nighter at Belfast's Boom Boom Room.

Warsaw

Copies of the Complete Works of Frederick Chopin took up 80 per cent of Polish exports in 1960. The figure has dropped to 60 per cent. The market became oversaturated because publishers prepared copies in various foreign languages. Quite a large number of Chopin copies sold in the United States and Canada; hence there are certain misgivings as to the salability of the new National Works of Chopin edition now in preparation. Polish "Teach Yourself" books for various musical instruments are now sold to Austria and the Soviet Union and Polish music publishers now have representatives helping to push sales in Europe, the U.S. and Japan, and soon in Argentina.

Philip has ordered three 12-inch LP's featuring contemporary Polish composers to the Great Polish Music Series. Disks featuring works by Penderecki, Raczyński and the Bachelors. New edition issued in July. Sleeves, designed by Polish graphic artists, will be issued in quantities of 5,000. Universal Editions, who publish the music of Polish composer Karol Szymanowski's works, has recently agreed to permit their publications in England. It will take several years to reprint the edition which the edition will be the first in this country.

Waskiho

London

In addition to tele-recording a spot with the Bachelors, Ed Sullivan will also film Dusty Springfield at ATV's Elstree Studios when he visits Britain at the end of August. Other acts are currently being signed for him by Cliff Richard of the Grade Organization.

July 18, 1964, BILLBOARD
By ROSELLYN HUNTER

WEST GERMANY—Conrad B. Gey is presently in Germany as a member of a 10-man committee appointed by President Johnson to study the activities of United States Foreign Aid to West Germany. The group will be guests of the West German government while touring the area. The group will return to New York July 30 with a report to be given to President Johnson soon thereafter.

Mrs. Fred Gratz, in a local hospital with an ulcer flare-up, his condition is reported good. The July 4 attendance at "Grand Ole Opry" was such that many folks could go home truthfully saying they'd been "on-stage at the Opry." Over 6,000 turned out for the Saturday night show, some of whom watched the show from a roped-off area backstage. Out-of-town guest talent included Roger Miller and David Houston.

Buddy Killen, Tree Publishing Company and Dial Records recently signed and released a single recording by Bobby March who said the "There's Something on Your Mind," hit awhile back.

Jackie, Dickens returned to Nashville last week after a tour that encompassed the globe and extended from April 1 to June 30. The tour included shows in Okinawa, Japan, England and Canada.

A Nashville Chapter of NARAS is continuing the drive for membership throughout the South. Anyone not already a member is urged to contact Bobby Moore, membership chairman, Box 6155, Acker Park Station, Nashville.

Mercury Records all set for a session by a new artist Chris Gantry. Chris born and raised in Kansas City, has seven sessions by Roy Drusky, single sessions by Harry James, Van Dyke Parks, Mother Maybelle Carter and Faron Young plus another duo-session by Patsy Montana and Margie Singleton. . . Joe Wright advises that Sherryl Wrobley, Bobby Sikes, Mike Willhorne, Kathy Morrison and the band are set for a week at Cafe Royal, Washington, starting Monday (13). Jack B. Andrews is back in town at the Denny-Moeller Agency after visiting in-law in the Texas-Oklahoma area. Allan, president of Allan Records, Chicago and Indianapolis, was here last week to listen to the Nashville sound. Allan is contemplating a session here with fall release. . . Jim Boyd, Phoenix, Ariz., is in town to cut a single for Sims Records under the direc-

RECOMMENDED RECORDS

KITTIE WELLS, Decca recording artist and "Grand Ole Opry" star, appears on the radio today for the top of the country chart music with her recording of "Password." (Decca 21422)

Shields, Ford
Head Up Wld.
Promotion Firm

HOLLYWOOD—Pat Shields, former Omaha deejay, who last several years engaged in independent promotion work on the West Coast, has formed a new company, Great Western Associates, in association with Brad Ford. The new firm, with offices at 1737 North Western Avenue here, will engage in rec-

Joe Allison's 500th

LOUIS ANGLES—Joe Alli-

hot of "The Country Cor-

last week kicked off 500th program for the Armed Forces Radio & Television Serv-

Show is produced in Holly-

has been heard around the world. Guests heard recently on the top-rated c.w. program were Eddy Arnold and Roger Miller.

Joe Allison's 500th

SURRENDER DEAR

NINO TEMPO and APRL STEVENS

MILLS MUSIC, INC.

FAN MAIL GLOSSY PHOTOS

All sizes—quantities—corner or back and white. Post cards, mounted photos. It will pay you to use our free samples and complete price list before ordering anywhere. Write today for new low prices, samples, etc.

MUSLON STUDIO
Box 1941, Bridgeport, Conn.

Say You Saw It in Billboard

RELIGIOUS VOCALIST Ronnie Avalone (left) during his debut recording session for Supreme, Glendale, Calif.-based religious label. President Paul Mickelson is at the organ. Supreme will soon release two LPs by Avalone. He formerly recorded for World Records, Waco, Tex.
Johnny Cash will headline a broadcast from Nashville, Tenn., Aug. 1, under auspices of Station WMIL. Also featured will be Bill Anderson, June Carter and Bob Wills. Dick Clark will be the West, WMIL, deejay, handling the encore choices.

Connie Hall, formerly of Decoy and recently signed by Musicor, cuts her first session for the latter label at the Big A Radio in Nashville late this month, with Peggy Day in the arrangements. Connie's new Decca release, out July 23, couples "Back to Louisiana" and "Yellow Roses." Now working out of the Bob Neal Agency, Miss Hall last Saturday (11) joined the Jimmy Jamieson unit in the background and sing a song in the package are George Morgan and Red Sovine and band. The same package, booked by the Modell-Denny office, Nashville, is set for a road tour of the fair, following the Sparta date.

Earl Scott, following a swing through Iowa, Missouri, Kansas and Arizona, last week embarks on the Texas and Mexico dates arranged by Skipper Wilson of the Musicor label, Nashville. Johnny Sea, based on the Phillips label, has signed an exclusive booking and management pact with the Bob Neal Agency, Nashville. Sea recently moved back to Nashville after residing several years on the West Coast.

Patty Corbett of Station WGL, Fort Wayne, Ind., will manage the Opry announcers on the Clarrons band, who appeared as guests on the Jimmy Dean ABC-TV show July 2. . . . Gary Von, young songwriter of Chagrin Falls, Ohio, has signed a new exclusive writer's pact with J. Hal Smith's Panboy Music, Goodletsville, Tenn.

Jerry Rivers, former fiddler with the late Hank Williams, heads up a country group, the Homesteaders, currently working out of Houston.

Jake Johnson, who in his first attempt at politics was elected to the Texas Senate, has had 100 per cent run-off voting, attributes much of his success in the race to a series of tapped spots made in his behalf by Willie Nelson. Johnson and his friend, record promoter Walt Breland, purchased time on KHKK, Houston at their request and a series of spots repeatedly on the air prior to the election. Jake's win can be chalked up as another testimonial to the selling power of country music, Breland opines.

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GEMA Changes Strategy

BONN—West Germany's performing rights society, GEMA, has switched tactics in its struggle to compel the payment of an annual royalty for the private tape recording of music. Instead of attempting to collect the annual tape fee from tape recorder owners, GEMA now proposes collecting from the recorder manufacturers.

Moreover, GEMA proposes escalating the private music tape royalties to a global campaign, whereby national copyright organizations everywhere would wheel into action against tape recorder manufacturers.

Explained a GEMA strategist, "It is obviously unrealistic to continue the collection of private music tape royalties to a single country. Why should the German manufacturer of a tape recorder pay a music tape fee while the American or Frenchman who buys the same unit would get away without paying the royalty?"

Architect of the new GEMA strategy is an eminent jurist, Dr. Hans Nipperdy, former president of the German federal labor court and now professor of law at Cologne University.

Fee Is Proposed

Nipperdy is seeking government and industry support for a plan which would have tape recorder manufacturers pay GEMA 7.5 percent of the factory price of each recorder at the time it is delivered to the distributor or purchaser. This would constitute payment in full of the royalties for the entire lifetime of the recorder and would relieve the purchaser of further royalty responsibility.

Nipperdy says his proposal "has the virtue of simplicity and universality—it can be applied anywhere, American manufacturers would stand to lose more painful than their German counterparts. As jurist's formulas is tailored to a recent rating of the tape recording industry's financial status, it will have no effect on the price of the appliances."

Costin Gets Bids From Independents

HOLLYWOOD—Texas millionaire Glenn Costin's announcement after buying Ava Records (Billboard, June 27) that he was looking for other labels purchased by "secret" buyers and interested parties, demonstrating the unstable position of the small manufacturer in today's fiercely competitive market.

It is known that Costin has discussed the purchase of famed U.S. label Vullanti with its owners and that he has taken an interest in some Los Angeles based companies, including World Pacific, the jazz label.

Costin, who has made his money buying, developing and selling properties, placed a lot of emphasis on foreign distribution and was pleased with the lack of European representation when he took over the company. Ava's dominance overseas is partially due to the foreign sales of the mgs, which are expected to more than double with the new company's expansion.

In continuing to buy overseas properties, which have been Ava's key selling items, the label has secured the "Trouble Maker," starring the Prince Players, which just opened to rave notices in New York. Purchase of a "Campbell," which is well on its way to becoming the last. I.P. in the company's catalog.

Dixie Oldies For Release

HOLLYWOOD—Good Time Jazz has developed its own version of oldies but goodies singles. The traditional jazz label has developed "Dixie Oldies," its first issue 10 singles in its initial release package.


Koenig said dealer reaction to the release has been very positive among singles to areas indicating a need for this kind of material. "The singles have been remastered and repackaged, all in brand new 'Dixie Oldies' sleeves."

Breakaways World Bow

NEW YORK—The Breakaways, Australian group, will be released on its single, "The Figgs," to be distributed overseas. It will be made available in all territories where Melbourne Records distributes its product, which is distributed in every country of the world under the same identifying number. Those territories participating in the distribution of the "Breakaways" include key radio and record companies in Australia, Brazil, Canada, France, Germany, Mexico, Greece, Holland, Japan, Italy, New Zealand, South Africa, and the U.S. and WAG in Australia.

Ray Charles on Overseas Tour

NEW YORK—Ray Charles, ABC-Paramount recording artist, left Tuesday (7) for an extended overseas tour which will take him to England, Denmark, Netherlands, Belgium, Spain, Italy, Japan, Australia and Hawaii, and the U.S. early September.

The label has just released Charles' latest album, "Have a Smile on Me."

Europe Cup Song Contest in 6th Year

BRUSSELS—For the sixth year, the European Music Federation will present the Europe Cup Song Contest (Coupe d'Europe de la Musique) at the Salle des Eletricas in the Casino of Knokke, six countries participated in the Concert of Kings. Six countries participated in the Concert of Kings. Six countries participated in the Concert of Kings. Six countries participated in the Concert of Kings. Six countries participated in the Concert of Kings.

The contest will be sponsored by the Brussels City Council, the Brussels, and the Organizing Committee and the Belgian Radio, and the Dutch Broadcasting Corporation.

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A Scintillating Smash!

ANITA HUMES

WHEN SOMETHING'S HARD TO GET

R 4568

ROULETTE RECORDS

1631 Broadway New York, N.Y.
**NEW ALBUM RELEASES**

*This form is designed to aid dealers in ordering and broadcasting in programs.*

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**MGM to Bow 6 Soundtracks**

**NEW YORK** — Summer will be a soundtrack festival at MGM Records. The albums that MGM has tied in picture products are "The Unsinkable Molly Brown," "Looking for Love," "Night of the Iguna," "Circus World," "Piper" and "The Carpetbaggers." The soundtrack set from the "Carpetbaggers" will be issued on AWA Records, which is distributed by MGM.

The record company is pegging its promotion on the six months leading to the special streamers covering all the six LP's as well as streamers for each individual package. The promotion campaigns on the albums will be tied in with the reissue of the pictures in local areas and in instances where the producer is having some spots on local radio, the record company will be concentrating on the stations for extra plays.

In addition, MGM will have special incentive plans for distributor salesmen who will be able to earn extra money through a point system of sales. Also, MGM has a special promotion going on NBC-TV's "Let's Make a Deal," in which the album covers will be flashed on the screen.

**Joe Smith**

**Promoted by Warner Bros.**

**HOLLYWOOD** — Joe Smith, who has been promoted to director of singles and specialty records for Warner Bros., is passing on his duties as national promotion manager for Warners and Repertoire to Bruce Hinton, who will be promoted from local WB promotion man.

Smith will continue handling singles and, signing new artists and acquiring masters from each label. He continues to work efficiently from his office in Chicago.

Hinton, in assuming all promotional activities for both labels, will work with a field staff of eight men.

Smith, who has been working at Warner Bros. for five years, continues handling LP a&r for Warners. He will coordinate projects with Smith, who has been with the label three years.

**Vee Jay Inks More Artists**

**HOLLYWOOD** — Vee Jay's artist roster has been broadened with the addition of The Clinger Sisters, Donnie Cole, the Heavenly Mariachis and Barrett Strong.

Joining the staff simultaneously with Strong is Richard Parker, who co-authored four tunes Strong will record.

The Clinger Sisters, Debra, Patz, Melody and Peggy, were introduced on Danny Kaye's CBS-TV show and their first single will be timed to break when they appear on the late evening Steve Allen TV program next month.
Giant Philco Line Unveiled

CHICAGO—Philco introduced a giant 32-unit console line here last week, with styles ranging from contemporary, Early American, French provincial, Mediterranean and Italian Provincial, and priced from $129 for a phonograph-only tubo set through a beginning list price of $550 in theglamour 1880 series.

Transistors were emphasized throughout the line. Philco is offering new audiophones in its top-of-the-line Phono rams 50% 1880 series. The speakers radiate sound through nearly 180 degrees and function at high-fidelity tweeters. The 1880 chassis has fully transistorized AM/FM FM multiplex tuner and phone stereo amplifier, and offers 50 peak watts of power. In ad-

FRETTED MUSIC BOOMS

By NICK BIRO

CHICAGO — A bout six months ago a large record distrib-
utor here decided to run a promotion utilizing guitars as giveaway items to his sur-
prise, he found that not only were the guitars the most wanted premium but that there was a shortage of instruments he had all he could do to get enough for his program.

This single fact is but one of many emphasizing a mush-
rooming boom in what is called the "fretted instrument" indus-
ty; that is, guitars, basses, cellos, mandolins, banjos and ukuleles. Of significance to the record dealers, however, is that these in-
struments are more and more finding their way into traditional disk outlets.

The record distributor who gave six weeks ago a Ralph Mezich of RCA Victor (Continued on page 38)

The Trendsetter in this year's line is an Early American Dry Sink model in maple veneers and solids. The unit has fully transistorized AM/FM FM multiplex tuner and phone stereo amplifier with 25 peak watts of power. (Continued on page 38)

Magnavox Hits Record Sales

FORT WAYNE, Ind.—Magnavox Company reported record sales of nearly $900,000,000 for the first half of 1964, representing a gain of 15% over a previous year's volume of $778,000,000 for the same period. The result came primarily from increased sales of consumer products, such as home appliances, television sets, phonographs, and radios. The company's long-term goal is to reach $250,000,000 for the year, compared to last year's volume of $124,000,000. He said the firm's volume would be

RCA Enters Component Market

RCA Victor's BOOKSHELF-VERSION of its component line consists of a solid-state 120-watt amplifier-tuner, Studiomatic changer and small matched speakers.

INDIANAPOLIS—RCA Victor is joining the growing number of home phonograph manufacturers to enter the component market, giving added impetus to what is considered the home entertainment industry's biggest growth market. RCA's entry will be a solid-

state Mark series, laboratory pre-
matched to "take the mystery out of selling component sys-
tems," according to Raymond W. Saxon, president and manu-
facturing head at the first RCA radio plant here.

Saxon noted the "pre-matching" feature would enable the

average retail store to get into this business without the need of (Continued on page 38)

FIGURES

The Studiomatic changer has a Feather Action tone arm, will be offered as a complete unit with changer, base, cables, spin-

dle and cartridge. Approximate retail price will be $290, dimensions 4" inches high, 15% inches wide and 14% inches deep.

The modular unit, consisting of the tuner-amplifier and record changer, features record storage space and a full manual turntable with a 30 inches high, 32 inches wide and 15 inches deep. Suggested list price is $450.

BILBOARD, July 18, 1964
EVENANT, Ill. — Shure Bros., one of the nation's leading manufacturers of cartridges, turntables and microphones, confirmed a long-standing industry rumor last week by introducing a premium-quality packaged component stereo system.

Shure has been testing the unit in Detroit for the past several months with what it termed "drum-tight" satisfaction ratings. The Evanston, Ill., firm will market the system through its present network of franchised dealers.

The system is available in finished walnut as the M-100 or as a portable as the M-100L. The portable is designed to list at $400, the walnut model at $540. Solid State Circuitry

The unit has an Institute of High Fidelity rated-power of 20 watts per channel. The preamp and amp has 17 transistors. Source of sound is Shure's V-12 stereo Dycrite cartridge with diamond stylus. The turntable-changer is a Dual Auto professional model 1009.

The M-100 may be used with AM, FM multiplex tuner or tape recorder and has a separate microphone jack.

REO-KUT Control

Acquired by Koss

JOHN C. KOSS
CHICAGO — John C. Koss, president of Koss Electronics, Inc., Milwaukee, last week purchased the controlling interest in the Reo-Kut Components, Inc., Corvallis, N.Y., component turntable manufacturer. Koss is one of the nation's leading manufacturers of phonograph earphones.

The stock was personally acquired by John Koss for an undisclosed amount from George Silber, Reo-Kut president. Koss estimated his controlling interest at 67 percent.

The two firms will continue to operate separately. Reo-Kut, in business some 24 years, has been operating under Chapter X of the Federal Bankruptcy Act since May, 1953. Koss noted his purchase was contingent upon successful completion of negotiations with creditors.

No change in distribution is planned for either firm. Koss noted that the new owner of the two manufacturing facilities was at least several years away because of a substantial million dollar tax loss that had to be used up.

Koss said that both companies will maintain their "present emphasis on component high fidelity dealers as prime outlet for merchandise."

Hal Dennis, Reo-Kut vice-president in charge of sales, said the firm would again concentrate on becoming number one in the turntable field and would not immediately concern itself with other products.

With the loss of the dictating machine which was dropped without a year ago, the firm also had a speaker which was dropped a year ago, but which might be produced at a later date. Reo-Kut's tape recorder, not yet marketable, is being held in an inactive status.

Reo-Kut's sales for the fiscal year ending last June 30 were reported as $1,000,000.

Dennis said.

ADVERTISING IN BUSINESSPAPERS MEANS BUSINESS

July 18, 1964, BILLBOARD

Shure Introduces Component System

EQUIPMENT NEWSLETTER

Ampex Comes to Gripers' Rescue

By DAVID LACHENBRUCH

SEVERAL MONTHS ago Billboard printed some of its results of a survey of a large number of tape recorder dealers. Perhaps of more interest to the record industry was the slap on the wrist the results of the response was the tabulation of complaints about the prices and products of the tape recorder industry.

Among the principal gripes were (1) Lack of price maintenance, (2) Poor educational programs for dealers and consumers by recorder manufacturers, (3) Insufficient recorder advertising aimed at laymen, (4) Exaggeration and lack of standardization in performance claims, (5) Complexity of high-quality recorders makes them difficult to sell to non-audiophiles; sometimes dealers themselves can't even operate them, (6) Anti-tape substitution often received in poor condition, (7) Price of pre-recorded tapes too high.

It's interesting to know how the problems are being attacked by Ampex in its new program to make a real dent in the consumer tape recorder field.

First, there's the product. Ampex, whose home recorders have previously sold in the over-$500 bracket, now has developed two new lines whose key portable stereo recorders list at $399 and $499, with a tape deck and pre-amplifier unit at $349.

The real significance of the move may not lie in the actual actuality of going up, in the genuine attempt to answer the need for a high-quality recorder which doesn't require an engineer to record and play it back but with all but a slot, and an automatic reversing mechanism, cued by a sub-sonic signal that the user puts on the tape by turning a control knob.

In the pre-recorded tape field, the Ampex Stereo Tape Division (formerly United Stereo Tapes) is recognizing the need for lower cost material with the introduction of a new series of music tapes recorded at 3/4 inch on second density, which gives all of the possible frequency response and low noise level of modern recorders and tape. Price at $8.95 each, they play for 11 1/2 to 2 hours, providing the equivalent of two standard reels of 7 1/2 inch on second tape (at $7.95 each), thus bringing tapes into the same price ballpark as standard discs. Thus Ampex believes that the fidelity of the 3/4" speed is now good enough to justify this program.

With its new products and its new marketing program, Ampex aims to double its present 500 franchised dealers in the next year. The program, based on discussions with a nation-wide advisory group of dealers, provides for a one year renewable franchise. The dealer must maintain satisfactory inventories and meet other conditions to qualify for the franchise.

At the end of each, dealers receive a "performance award" based on the number of tape recorders sold, and either a minimum resale price of all purchases, if they have, (a) kept demonstrator models on display and in operating order, (b) utilized Ampex point-of-sale mater-

als, and (c) made personal available for local Ampex product training. Among other conditions of Ampex's new franchise policy:

(1) Ampex is establishing "minimum resale prices" and dealers who sell below will lose their franchises.

(2) Mail-order-only dealers won't be franchised. Ampex defines a retailer as one who runs normal store hours and a full display of recorders and has at least one qualified salesperson and whose merchandise is available for purchase by walk-in traffic.

(3) To meet the industry-wide problem of poor quality control, Ampex agrees to replace within four weeks, prepaid, all merchandise which arrives in inoperative condition through manufacturing fault or error.

(4) If Ampex reduces net prices, the dealer will be paid the difference between the new and old net in cash on all units in the dealer's inventory within 90 days of the effective date of the price cut.

(5) When the company decides to discontinue a model, dealers will receive 90 days' notice of cut-off date. During the interim, dealer advertising "calls for" the model will not be cute-

off of the dealer's inventory.

(6) In addition, Ampex products Ampex pays up to 75 percent of the cost of dealer advertising of Ampex products.

(7) Specifications for recorders will rate performance in two ways — average and guaranteed. Ampex officials say that false or misleading spec have been banned, and they declare that they will plan to the lead in establishing industry-wide standards within the next few months.

The NEW Ampex program, like some others in the industry, is a serious attempt to bring some order out of chaos. And it can be assumed that Ampex, whose name is virtually synonymous with tape recording, plans eventually to invade low price classes—particularly in view of a recent statement by Jack Trox, marketing manager of its Educational and Educational Products Division: "Ampex is committed to the obsolescence of the phonograph."

BE THE SELLING

PHONOGAPHS, RADIOS & TAPE RECORDERnrs

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

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

PHONES LISTING OVER $500

<table>
<thead>
<tr>
<th>POSITION</th>
<th>THIS 12/11/63</th>
<th>12/11/63</th>
<th>BRAND</th>
<th>% OF TOTAL POINTS</th>
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<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>1</td>
<td>Magnavox</td>
<td>53.6</td>
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<td>2</td>
<td>2</td>
<td>2</td>
<td>Philco</td>
<td>24.0</td>
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<td>Panasonic</td>
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<td>Motorola</td>
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<td>5</td>
<td>5</td>
<td>5</td>
<td>Zenith</td>
<td>5.3</td>
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<tr>
<td>Others</td>
<td>6</td>
<td>6</td>
<td>Grossman</td>
<td>10.9</td>
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</tbody>
</table>

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

4/4/64 Issue: Zenith (3). 12/21/63 Issue: Zenith (5); Electrohome (6).
Yes, Virginia--There is a Sanity Clause

It's built into everyone's moral contract with himself...and in the world of business, it's called "ETHICS."

Some people choose to forget it exists...but whether you deal in records, pharmaceuticals, bubble gum or publishing, it's the great unseen giant that separates the men from the boys.

As with any intangible, Webster's Dictionary defines the word "ethics" in many ways, a few of which are:

- "the science which treats of the nature and grounds of moral obligation; the science of human duty"
- "set of moral principles or values"
- "emancipation from the rules of practice in respect to a single class of human actions; as, social ethics, newspaper ethics"

At Billboard, we take immense pride in our 70-year heritage of sound and honorable business practices...where ethics are as vital to our operation as unlocking the door to our office in the morning.

Oh, sure...the highest of ideals can inadvertently get a little bruised now and then...unavoidable in any large operation where hundreds of people scattered throughout the world are involved in each weekly product. But on the whole, the ethical soundness of Billboard's publishing code is totally unmatched by any other industry publication...and, we'll take odds that no other music-record trade paper gets the kind of lively mail we do.

For example...a letter recently received from a Billboard contract advertiser:

"For some time we have been complaining that the editorial content relating to merchandise issued or made by non-advertisers is in direct conflict with our paid advertising.

"We are not trying to dictate editorial policy to your publication, but, since the editorial coverage boils down to free advertising for a competitor's merchandise, we would have to be idiots to continue to pay for what someone else gets for nothing. If anything, non-advertisers in the field get broader editorial coverage than those who advertise. On the basis of the evidence, it is obvious that the best way to expand our editorial coverage and maintain our competitive position, is to stop advertising.

"Until these problems are settled to our satisfaction, we will not renew our contract and will advertise only on a onetime basis when we feel it necessary."

GUILTY, YOUR HONOR!...As much as we hate losing that contract business, we must confess to our firm conviction:

- that just because you advertise does not mean you make news
- that just because you advertise does not mean we are obliged to print your press releases word for word without checking the facts to make sure the story is nonworth
- that just because you advertise, we should lessen or suppress news about your competition.

No, sir...sleep is too precious. Furthermore—we don't run free ads to hype big accounts...or print "puff" to make the book look bigger...or pull the wings off butterflies.

What we do try to do is make certain:

- that every line of news in every issue of Billboard is accurate and of direct interest or importance to the industry
- that our advertisers get a fair shake—by our membership in Audit Bureau of Circulations (ABC) which presents the industry an annual, unbiased audit of our circulation, letting advertisers know exactly how his message is reaching and where they are,
- that our readers get the benefit of constant up-grading and improvement of editorial content—by our membership in Associated Business Publications (ABP) dedicated to furthering the editorial excellence and "ethical" standards of the business press. (Only ABC-audited publications are accepted for membership.)

Do you think any of the above could have some possible bearing on the fact that Billboard's paid circulation is twice that of any other music-record business paper?

Yes, Virginia...there really is a Sanity Clause. All you have to do is close your eyes and listen to the fine print.

**Billboard**

The ONLY ABC-audited business paper for the music-record industry

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**Guitars Catch Dealers' Eye**

*Continued from page 36*

Sional musicians and schools.

Today, Katz said, guitars and other instruments are finding their way into the recreational market. He sees a greater availability of leisure time and leisure dollars for the big increase in guitars.

Katz said that record stores could stimulate impulse purchase of guitars—just as the stores stimulate the sale of records and other related items by impulse.

"I've always had a theory about instruments," Katz said.

"People don't really want to play an instrument—they want to make music. The easiest way to do this is to sing. Since you don't have to wear special clothes, a guitar or 'uke becomes the logical instrument to use."

Katz feels the guitar is the most versatile of "voicing instruments," and among other assets, lists the fact that guitars are "portable, medium priced (a musically workable guitar can be bought for $19.95), a pretty good model for $39.95", and are easy to learn.

"We're selling quick pleasure," Katz pointed out.

Commenting on merchandising, Katz notes that guitars and ukuleles are about to find themselves candidates for mass merchandising, much as records did a few years ago.

"He feels, however, that this is one and where the small dealer can compete with the big outlets."

"For a thing like this, the small dealer can buy as well—for another, he has the music merchandising know-how."

Going into industry statistics, Katz noted that guitar sales had increased 10 per cent yearly for the past 10 years.

**Giant Philco Line Unveiled**

*Continued from page 36*

List of $99.95. All transistorized AM/FM multiplex tuners and manual stereo amplifiers come into the line in the 1723 series with an opening list of $299.95.

The four 1972 models have two-inch speakers, two-inch speakers and two tweeter cones. They also feature extension speakers and automatic tone controls. They are available in a variety of styles, from modern to classic, and in a range of prices up to $2,995.

The line is a major expansion of Philco's existing line of audio-visual products, and is designed to attract new customers to the brand.

**Electrohome Sales**

*Continued from page 36*

U.S. headquarters in suburban Elkhart, Indiana, Electrohome currently has sales and service facilities throughout the United States, including New York City and San Francisco.

In 1963 the company hit a sales peak of $25,500,000, a figure which has since declined to $16,500,000.

Electrohome's latest products include a line of stereo speakers, with models ranging from $99.95 to $1,299.95.
CHICAGO — Montgomery Ward & Company, the nation’s largest mail-order sales organization, is becoming involved in an electronic equipment manufacturing venture that will eventually produce television recorders, phonographs and radios. Ward is negotiating for an interest in a new company to be set up by Hoffman Electronics Corporation, an independent manufacturer of equipment for the TV industry. Hoffman in turn is planning to acquire Trav-Ler Industries, Inc., a Chicago-based maker of electronic private label TV sets and cabinets.

Trav-Ler has long been a supplier to Ward’s as well as a host of other firms. A Ward’s spokesman said the Trav-Ler facilities will be under joint Ward-Hoffman control and will probably be known as a Hoffman-Productions.

The new firm will continue to make equipment for TV’s under the firm’s Airline brand and will make radio, TV and phonograph equipment for other firms under labels.

The announcement of the Ward venture was made last Tuesday (30) by Robert Brook, president. He said that eventually all Ward’s electronic merchandise would be supplied by the Hoffman-Trav-Ler concern.

Ward’s Ink Ned Herzstam

HOLLYWOOD — Warner Bros-Reprise has signed Ned Herzstam to secure a premium business. He will work with the label’s merchandising director, Brod Fieldman, and will represent both companies in soliciting and preparing disk projects designed for premium distribution.

Herzstam formerly headed Creative Record Service, which created disk projects for clients. The premium business is one of the industry’s lucrative side lines.

Teddy Napoleon is Dead at 50

NEW YORK—Teddy George Napoleon, 50, for many years pianist with Gene Krupa’s jazz trio, died Sunday, July 3.

Nephew of trumpeter Phil Napoleon, he joined the Krupa group in 1944. One of the most popular recordings made during this period was “Dark Eyes,” with Krupa on drums and Charlie Ventura on sax.

Survivors include his widow, a married daughter and two sons. Services were held July 9 at St. Theresa’s Church. Burial was at St. John’s Cemetery, Queens.

Naras Election

LOS ANGELES — Local Naras members will elect 21 persons to the board of directors, replacing those whose terms expire in July. Governors elected last year for two-year terms remain on the board.

Two persons will be elected from the membership, in classifications: vocalists, conductors, announcers, production engineers, musicians, arrangers, art directors and documentary-spoken word specialists. Eight additional members will be elected in the classified field.

Caedmon Distrib

NEW YORK—Caedmon Records has appointed the Decca Distributing Corporation of Cleveland to handle its line as well as the Shakespeare Recording Society label in that area. With the addition of Cleveland, Decca is now distributing both labels in five areas including Dallas, Kansas City Mo., Memphis and Coahuila, N. Y.

July 18, 1964, BILLBOARD
BULK VENDING NEWS

Lynn Seeks $35 Million in Suit Against Oak Mfg. and Others

By SAM ABBOTT

LOS ANGELES — Damages totaling $3,500,000 and an injunction are being sought by Lynn Distributing Company in a suit filed here in Superior Court charging a bulk vending supply house, a manufacturer, five bulk vending machine operating partnerships, and an association with interference with prospective contractual relationships, interference with prospective advantages, injury to property rights, and conspiracy.

Plaintiffs are Carl W. Bruhn, Dona Bruhn, and Rosa Tytler, a partnership and a business as Lynn Distributing Company.

Defendants named are Sidney H. Bloom, Sam Weitzman, Operators Vending Machine Supply Company, a partnership; Oak Vending Machine Company, Inc., a corporation; Preston Cooms, William D. Cooms, and Vending Machine Service, a partnership; Western Vending Machine Association, an unincorporated association; Sid Sherman, Norman Weitzman, VM Sales Company, a partnership; Leo W. Weiner, Alvin Kroucht, West Coast Enterprizes, a partnership; Phil Seden, Barry Seden, Western Vending Machine Stores, Inc., a corporation; Dick Vandenberg, Kress Vending, a partnership, and Does One to Four.

The suit points out that the plaintiffs have been and are engaged in the retail vending machine business in Los Angeles County. In this capacity, the suit continues, the company entered into oral contract with Safeway Stores, Inc., to install gum ball machines in its stores in Los Angeles County, other Southern California area, Arizona and elsewhere, on a percentage of gross receipts. A similar agreement was made with Food Coast Market.

Allegation

The complaint alleges that the defendants "did wrongfully, fraudulently, knowingly, intentionally, maliciously, and wilfully solicit, induce, persuade and entice the plaintiffs to terminate said contracts and to enter into contracts with the defendants and each of them as the result of the defendants' fraudulent, malicious, and punitive damages against each defendant in a total sum of $33,900,000.

The court is further requested to amend the complaint to include any other customers claimed to have been fraudulently persuaded to switch services.

The suit further charges that about 10 years ago, the plaintiffs were defendants in an action in Superior Court of the County of Los Angeles, No. 620,180. "Remarks of the presiding judge in said action were recorded by a court reporter and transcribed by said reporter in a document entitled "Reporters Transcript." The judge’s remarks:

"Various remarks of the judge in said transcript depicted certain of the defendants in said action as the only persons engaged in the vending business in any unfair advantage." 

Displayed at Locations

This "Reporters Transcript," the suit charges, was displayed to Safeway Food Giant, and other customers to obtain cancellation of the service agreement with the plaintiffs.

In the second cause of action, the complaint states that negotiations for a contract were entered into with Safeco, a retail food chain, by the plaintiffs. Said negotiations were terminated with the plaintiffs charging that the defendants fraudulently induced them to enter into contracts with them. General damages of $250,000 plus $250,000 in exemplary and punitive damages against the respective defendants is sought.

According to the complaint, the defendants have been and are engaged in the business of buying and selling vending machines and parts and supplies for vending machines in the Southern California area. The suit charges that the defendants have conspired to wrongfully induce the plaintiffs to terminate their agreements in violation of the law.

Pacific Patter

Jim Ballard, son of Clayton Ballard, manager of the Los Angeles branch of Wurlitzer, has enlisted in the Army and will soon leave for Fort Ord.

Phil Cruccutt of the Wurlitzer branch service department and his wife left for a one-week vacation.

Darlene Scavarda, wife of John Scavarda of the Wurlitzer branch office (vice president), and children have returned from a two-week visit with friends and relatives in Denver.

Ed Wilkes is back at the R. J. Jones Company after being away for five weeks. He underwent surgery in a Long Beach hospital.

Ralph Bilpoff will hold a school on vending machine operation in June for the United States Army.

Pacific Patterson

Sam Morisaki is leaving for a trip to Europe. He expects to be gone several weeks.

John Clem, veteran bulk operator of Whittier, was in town and stopped off at Acme Vending. . . . Stan Goree has set up Stan's Vending in the Los Angeles area.

Arnold Finkelstein and John White have formed a partnership to operate a bulk vending route. They purchased a number of Northwestern vending machines for Acme for the operation. . . . A large shipment of the new Northwestern bulk pack machines was received early last week at Acme. Bob Feldman said that in addition to the ample experience in vending supply, he has acquired anything like the interest given to this machine which was Flieer's Bubble Bubble.

Denver Operator Takes Wife on Service Calls

DENVER — Henry Feenstra, the operator in a Denver vending route, uses a highly unusual gimmick to keep his wife happy. He pays for her personal service in building up new locations, and servicing his route.

He simply takes Mrs. Feenstra along.

A comparative newcomer to bulk operations here, Feenstra went into vending operations a year ago after long experience as a real estate broker. Long interested in the possibilities of vending, he began with a limited route, which has since been expanded to the point that he is the largest in the South Denver area, vending a complete product mix, along with a coffee sideline.

Operating his extensive route without a full-time office staff, Feenstra has made a full-time partner of his wife, who is frequently at his side and is his main contact, and, invariably, when location-spot prospecting.

Feenstra carries a card which emphasizes the words "Personal Service." The card immediately backs up the point by introducing his wife and telling the prospective location owner that one or the other will always be on duty, ready to aid the location owner.

The Denver operator feels that taking Mrs. Feenstra along helps to create a wholesome family atmosphere that all location owners can appreciate.

Guggenheim Set On Loony Trolls

JAMAICA — Y. & J. Guggenheim & Co., Inc. (customers' manufacturer, is marketing a companion item with its K.G. Looney Trolls. The new product, called K.G. Looney Trolls, is a four-package counter. Four machine-front displays come free with each 1,000 of the 10-cent capsule item.

---

You count more with OAK!

Manufacturing Company, Inc.

I-9100 Richardson Ave., Cowlcraft, Calyx

Introducing the ultimate in sanitary vendors

Patrio


Pm-nar Distributing

Authorized Oak Distributors

Box 1144S, Hagerstown, Maryland

Phone 725-2890

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

Please rush complete information and prices on Northwestern Super Market Bulk Gum-Chews Vending Illustrated as well as all Northwestern machines.

NAME

ADDRESS

CITY...

Fill in envelope, clip and mail to:

KING & COMPANY

2700 W. Lake Street, Chicago, Ill.

Phone: K-3322

We handle complete line of machines, parts & supplies.

100% Bulk Gum, all sizes: 10c Tott Gum, 5c Tott Gum, 10c Pacaque Gum, 5c Parchment Gum, 10c Nite Gum, 5c Stripe Gum, 10c Savon Gum, 5c New York Gum, 10c Nite Gum, 5c Tott Gum, 10c Savon Gum, 5c Nite Gum, 10c Stripe Gum, 5c Parchment Gum, 10c Stripe Gum, 5c Savon Gum, 10c Savon Gum, 5c Parchment Gum, 10c Parchment Gum, 5c Stripe Gum, 10c Stripe Gum, 5c New York Gum, 10c New York Gum, 5c Savon Gum, 10c Savon Gum, 5c Parchment Gum, 10c Parchment Gum.

2700 W. Lake at 30th.

This Machine to King & Co. and others and our 13-page catalog.

40
66, a complex of plush restaurants, delicatessens, liquor stores and food stores had stubbornly resisted penny vending machines until Western Vending Company came up with a convincing answer.

It was to construct seven massive stands, mounted on bases covered with the same pattern in formica as appears on the walls of most of the retail stores and restaurants in the area. Not only was Formica used for such bases, but it was trimmed in stainless steel, with rub-rails along the bottom and sides of the fixtures, plus decorative trim over the front.

Mounted on casters and easily moved from one place to another, the sturdy Formica bases harmonize well with almost any surroundings in the Duarte Shopping Center. A typical machine at the entrance to a plush food store offers four 1-cent machines, one 5-cent unit, and two 10-cent machines, for a complete product mix, ending up with two 10-cent world machines.

Unfortunately the most expensive and stubbornly resisted machine in any Los Angeles bulk operator has been using, the colorful stainless steel and Formica machines, has been accepted wherever they have been offered.

DUARTE, Calif.—One way to get bulk vending machines into a previously banned luxurious atmosphere is to come up with a luxurious stand to match, says Western Vending Company, with many Duarte examples. For example, in the Duarte Shopping Center on Highway 60.

BULK VENDORS
Clean, in Good Working Order
Victor Tepora, Jr. B/G $ 8.50
Victor 2900's, Jr B/G 15.00
Victor Yendemans, Jr. B/G 10.00
Victor Pre-Machines 19.00
Atlantic 5c & 5c B/G 13.50
N.W. Model 49, 5c machine 9.50
N.W. 1c B/G 5.00
N.W. Deluxe, 6 in 5c & 0c 9.95
N.W. Roll type Stamp 25.00
Silver Kings, 5c #25 7.50
Schermack Roll type Stamp, 25c, $5.00
Mills 6-cent Gum, 1c 9.50
Dubliner 4-cot, 1c 9.50
Stamps, N.W. 12, 16, 100, each in lots of 10 or more 1/8 deposit on all C.O.D.

SEND PAYMENT IN FULL ON ALL ORDERS
RAKE Coin Machine Exchange
1214 W. Grand Ave.
Philadephia, Pa.
Center 6-9593

Schoenbach For Merchandise
Leif Brand RAIN-BOLO
All Sizes 300-100 lb. is more shipped prepaid.
COMPLETE SELECTION nuts, peanuts, candy, gum, including
PISTACHIO NUTS CASH NUTS
CHARMS
1c Vending 5c Rocket Mixes 5c and 10c Capsules
New and Used
BULK VENDORS all types including parts and supplies
NATIONAL VENDING
ASSN. 500 J. Schoenbach, Inc.
715 Lincoln Place, BROOKLYN 10, N. Y.
President 7 7200

Air Conditioning Eases Bulk Operator's Problem

DOTHAN, Ala.—The widespread adoption of air conditioning in almost every type of business establishment has considered eased the problems of bulk operators in this area, according to Eldon Knobbe, bulk operator who covers the Gulf Coast beach area.

Knobbe, in years past, had to abandon many locations, simply because the climate could not stand the high humidity and hot sun along the North-Florida coast. Even ball gum was frequently likely to wind up a soggy mess because of heavy condensation inside the globe. Such items as jellybeans, candy corn and chocolate novelties were impossible.

The Florida operator experimented with several versions of gum and hard candies which reportedly could take the temperature and humidity strain, but these found not favorable enough to please his customers. Sales fell off rapidly wherever they were used.

Naturally, the Florida operator had to abandon his location string by more than once, because the operator could not remove the vending machines from his accounts.

Knobbe solves his location problems with an eye toward air conditioning. He is careful in selecting a location where the vending machines will spend most of the time outdoors and only in those locations will agree to remove the machines inside as soon as the weather hits.

To make sure there is no costly loss, he has the location owner overlooks the necessity of maintenance indoors. Knobbe uses filtered systems with an automatic tickler which reminds him to send a person to each location owner well in advance of hot weather.

In this way, Knobbe has found location owners are usually enough to provide a special spot for a cool location which will do away with heat damage.

MANDEL GUARANTEED
USED MACHINES

MECHANICAL SUPPLIES

MECHANICAL SUPPLIES

MACHINES

MACHINES

MANUFACTURER'S SUPPLIES

NATIONAL VENDING

Assn.

Southwest

Northwestern

SUPER 60

2 Automotive Supply

S. CO.

VENDORS, SUPPLIERS

84 N. State St.

S. CO.

VENDORS, SUPPLIERS

84 N. State St.

S. CO.

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VENDORS, SUPPLIERS

84 N. State St.
MONY Contracts Cover Competing Music Forms

NEW YORK — The Music Operators of New York, Inc., is printing revised location contract forms to cover cinema jukebox background music and live music.

According to Ben Chidesky, business manager of the association, several operators have reported that while existing contracts will stop the location owner from substituting other juke boxes for their own, they do not prevent the location owner from adding competing forms of music.

Several instances of competition from live music, cinema jukeboxes and background music have been reported. Under terms of existing contracts, they do not constitute violations.

Music machine operators have been paying advance commissions on the expectation that revenues would wipe out the loan. With competing forms of music of the location, the commissions are much too low for the advance to be repaid.

By OMER ANDERSON

HAMBURG—On the Continent, and especially in Germany, Rock-Ola ranks as the leading U.S. practitioner of sophisticated salesmanship, and its European sales chief, A.W. Adickes, is considered the Continent’s most sophisticated coin machine salesman.

Rock-Ola sells hard, but the firm is not ordinarily identified in Europe with the hard-sell. Rather it has come to symbolize the “happy sell.”

Adickes, who admits to an outgoing, altogether happy manner, has managed to import his own evangelistic sales fervor to Rock-Ola distributors all over the Continent and Scandinavia.

Dream Cruise

He was recently a key distributor in Britain, Europe and Scandinavia for a dream cruise for 150 of his leading distributors on to the Rock-Ola plant in Chicago and west to Las Vegas.

The party embarked on the liner Constitution at Gothenburg and made stops in Copenhagen, Malmo, on the German Riviera, Gibraltar and Madeira.

There were nine sunny days of cruising for Adickes’ salesmen before the party disembarked in New York and were installed in the new Hilton Hotel.

Great Pretender” is pulling best for him now.

Other operators, including Ben Chidesky of Music Operators Guild and Ted Chapin of Seeburg, also are rocking Adickes’ “Great Pretender” single.

The roadshow moved to Europe, with Adickes’ new single hitting the popularities of the Continent.

Frank Berretta, manager of Popular Tunes Record Shop, one-stop, said the four were the two top selling new-break-out disks of the dozens of recent releases.

keeny Move Set

CHICAGO—J. H. Keeny & Company, Inc., manufacturer of coin-operated games, is moving from 2600 West 56th Street Aug. 1. It will occupy new plant and office space at 4309 West Lake Street.

Gotham Routes Hard to Come By

New York operators can expand in two ways—by diversifying equipment on locations and by buying out routes from competitors.

The trend toward operating many boxes, games and cigarette machines on the same location has reached an advanced stage here. Little further expansion is possible, with the exception of background music.

Marginal Operators

Most of the small operators who have already bought out their major league competitors, or even the surviving operators must buy more routes to expand.

The catch when an operator looks for a route to buy. Chances are that the operator of the route he has his eye on is also anxious to buy. Hence the impasse.

Of course, any route is for sale at the right price. But the “right price” is invariably much higher than a traditional 60-60 times-monthly earnings formula.

The Europeans are deeply impressed by the route the company has made by American operators of the latest technology, for example, the use of radio communications to direct and offend service crews. The large, highly organized route operations of many American operators contrasted with the small number of machines typical to the average European operator.

Visit Fair

From Las Vegas, the Adickes party flew back to Chicago, then to Washington, D.C. They brought their American Odyssey with a three-day visit at the World’s Fair.

Among other things, the tour highlighted the extraordinary success Rock-Ola has had with an operation that is basically unchanged since the start of the European phonograph boom. Adickes pulled off to a head start, the German market by assembling Rock-Ola mechanisms in cabinets built at his Hamburg plant. This equipment was then distributed throughout Europe and Scandinavia.

Adickes uses the same system today, and he competes against the major European manufacturers described to the Continent, and U.S. equipment specially designed for the European market.
COINMEN IN THE NEWS

**Selected for Speed Disk Industry**

**NEW YORK**—Murray Kaye, sales manager of Atlantic-New York, here, feels that the release of stereo singles and Little LP's by Columbia and Kapp may be a factor in the creation of a one-speed market.

According to Kaye, juke box programming could be simplified if all disks were 33's, and the cost of music machines could be reduced with a one-speed mechanism.

Kaye said the release of the new Seeburgs has been brisk, with juke box operators ordering heavily from Little LP's.

He added that the availability of stereo singles and Little LP's will be further augmented by the Seeburg catalog, which will enable the operator to select from a wide range of material.

Kaye explained that both the Seeburg program and the releases by Graham, Seeburg and Kapp allow the operator to build up a library of adult programming both in LP and in 45's, resulting in the opening of new income-producing possibilities to the coin-op trade.

The COINMEN column is prepared by COIN OPERATORS, INC., 3 VWA, White Plains, N. Y.

*Continued from page 41*

Isacoff also has been added to the sales force in charge of Pick-A-Pull, all-purpose merchandiser. Schwartz is finding time for a little golf between organizing meetings with the staff in the field.

**Tom Byrne,** salesman for Red Distributors, is recuperating from hepatitis at home after a bout in the hospital. . . . **Cookie Turner,** Burlington, Vt., operator, is recuperating from a sore tongue and is back to work.

**Bob Jones,** Redd Distributing, is traveling around the territory, priming operators for the firm's big annual clearance sale.

**Bill Herbold,** Smoke Shop, is conducting service schools in the area.

**Ralph Lucke,** Milton operator, has increased the number of music boxes on his route and is enjoying the results.

The reopening of the big Fore River Shipyard in Quincy has given Ralph's grosses a lift.

**CAMERON DEWAR**

*Continued from page 40*


**EVERYTHING IN COIN MACHINES**

**Arendes Specialty**

**Mike Munves Corp.**

377 Teen Ave., New York, N. Y.

**SUMMER SPECIALS**

**Shaffer Music Company**

849 N. High St.
Columbus, Ohio 43215

Phone: (614) 294-4614

**For Quick Action**

**COIN WALL BOXES**

**FOR SHUFFLEBOARDS**

**Merv Jones**

Dealers Distributing Co.

2845 W. Fullerton Ave., Chicago 47, Ill.

Tel. Melrose 5-3592

**Summary**

**Colorado Operator Welcomes Location Owners to Shop Area**

A. WADA, Colo.—Lee Wyscaver, Lee Music Company here, is one of the few area operators whose entire stock of phonograph records and music machines is available for public inspection at his shop.

Wyscaver never hesitates to bundle his sales materials and invite the shop owner for records, phonographs, or vending machines, for a quick tour of his Leet Music shop in the Denver suburb of Arvada.

Wyscaver keeps a taut shop where phonographs are in brand new condition, and does it so well that visitors go away favorably impressed.

In fact, the Colorado operator has frequently run into instances in which one location owner, on completing a shop tour at Lee Music Company, has been so impressed with what he saw that he has sent other prospective accounts to visit the shop.

**Where Everything is Touched**

Wyscaver's theory, built up from his experiences with record, phonograph, and music games, and amusement operations, is that every potential customer should be touched in some way and, whether he likes it or not, Jack, has been one of maintaining a permanent place for each phonograph, so that place immaculately clean.

No tool used in any kind of repair work is touched unless a left carelessly lying on a table, or on top of the machine being repaired.

Instead, every tool, as soon as the mechanic has finished, is sharpened, cleaned, and put into a safe place, on which each of the tools is identified by a black-painted silhouette.

This means that there is a gaping hole in the shop, a tool is left out of place, and that as a routine every shop man is required to put his tool in place.

A set of cleaning materials, likewise, is just a part of each mechanic's equipment. No tools are allowed to go on the nightly repair job, for example, the work bench is cleaned up.

**Light Brighting**

Bright lighting, more than 35 per cent greater than average, is set up in a shop. Wyscaver takes a personal interest in the building of bowling alleys—in some of the larger places, he has designed stoves, and cafeterias—uncannily traces back to the owner's billing records, a very unusual kind of appearance standards in his shop as the location does in the field.

Net results have been regular use of a shop tour as part of routine location rotation and with a new prospect.

**Clean-Up Job**

Another important step, along with clean-up after every job, is that all machines in for repair service—whether coin,不受限制, and pin games, are sprung up, played in the shop, and taken back for after electrical mechanical repair.

Then no equipment on the shop floor looks anything but neat, even though it may be in constant use. Wyscaver's theory is that the equipment, and the operator, is a part of the place, that is to say, a part of the operator, that is to say, a part of the machine.

**Work on Electric Scoreboard**

For Shuffleboards

**Marvel Manufacturing Co.**

2845 W. Fullerton Ave., Chicago 47, Ill.

Tel. Melrose 5-3592

**Shaffer Music Company**

849 N. High St.
Columbus, Ohio 43215

Phone: (614) 294-4614

**With (Continued on page 40)**
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purchase orders on the counter.
Swinging Gate
A second is made to take one-stop
out of his big purse and place
During the week, when the
parts department was grossing
$3,500 a month, including
record sales, Wyatt took stock why
his customers were not buying more
records.

LIEBERMAN PLAYS HOST TO
SOUTH DAKOTA OPERATORS

MINNEAPOLIS—The Lieber-
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Vending Association of South
Dakota when the group held its
recent quarterly meeting.

President John Trzuma,
Deadwood, S. D. operator, pre-
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the Viking Motel.

Next business meeting will be
held Sept. 6 at Mitchell,
S. D. The group will also meet at
Music Operators' Associa-
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Chicago Oct. 14-16.

Associate members attending the
minneapolis meeting in-
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Music Company, Brown Broth-
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Company, all of Minneapolis;
National
Vendors, St. Louis; Jim's
Record Shop, St. Paul; H. Z.
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Coin Racing Tracks Popular in Cincinnati

CINCINNATI — Coin-operated auto race tracks are becoming a reality in this area, as "slot racing" because of the continuous slot that guides model cars along the miniature track lanes, the game has attracted tens of thousands of fans, according to Leo Lasouda and Robert Haines, who are capitalizing on the boom.

The two men moved into rented quarters in a former dairy store and built a five-lane, full-scale slot car race track with a scale-model, quarter-mile drag strip at a cost of about $4,000. The facility has a coin-op operated control station for each of the five lanes, making it possible for a group of 15 to 20 people to have fun every day.

The customers are model-race hobbyists who supply their own model cars and controls (stop-start buttons that plug into sockets at the side of the track). Revenue being directly proportionate to the number of lanes available, Haines and Lasouda are exploring expansion, including a second track for their present location and a possible second center in the future.

New in Cincinnati, the sport is expected to be booming in some West Coast areas. Dayton has several large coin-operated racing layouts. The customers are not all kids; some locations report that most of the fans are adults.

Scopitone Films Are Shown at Cannes Festival

CANNES, France—Scopitone films, new filmstrip music devices that resemble old-fashioned phonographs, are being shown at the Festival de la Chanson Films, which opens here Monday (6) through Sunday (12).

The films, on the coin-operated servos, were presented at Whisky a Go Go in Pacific Palisades. French artists Petula Clark, Line Renaud, Sylvie Vartan, Sacha Distel and Johnny Hallyday, along with U.S. artists Dino and Paul Anka were featured.

Vend’s Operator Adds Juke Boxes

CHEYENNE, Wyo. — Glenn Chapman, Vendcoin Distributing Company, flew to Los Angeles for the Western Vend-Con meeting last week. Association monthly dinner meeting at the Barony Castle, . . . Leon Williams, Paradis operator, made his regular Monday stop at Acme Vend Machine Company, Vend, for their usual juke box equipment. . . . Also making his usual appearance at Acme Vend, with headquarters in Alhambra, . . . Frank Silverthorne was clearing coin collection with his bulk operating.

Bob Birn, International Vend, and Ken Ferrie, Vend-Rite, were the first to get the new Northwestern bulk pack for Fleer’s Dubbe Buble Acme Vend. The machine has come fully equipped, est. Lew E. Feldman of Acme said. . . . Rex Bux, Rex Vend, Huntington Beach, was in town at Acme. . . . Joe Arguello, Joe’s King Coin, stepped off, too, at Acme.

Gene Bailey reports that his daughter, Susan Marie, 2, is doing fine in Children’s Hospital, Hollywood. She is in traction to correct a hip condition. He has potted Strive’s Disk-o King, and his spirits are under the dire circumstances, remarkable.

Ray Loechel is recovering from an ear operation. . . . Fred Dinahoff, Fred’s Vend, Aracdia, is adding Northwestern bulk packs. . . . Charles Randall is still going strong in bulk vending and gets around like a man much younger in years. . . . Al Moore and family, Upland, were in town and visited Acme.

Bob Portal of the Los Angeles branch of Advance Automatic, took advantage of the Fourth of July holiday to visit with his family in Stock- ton. . . . Alex, also of Advance, is covering the eastern states.

Lake City, Strive headquarters, Operators were taken on tour of the parts and service department and shop.

Sales books were closed during the entire open house, a policy which Strive Distributing Company has been following for many years.

Diego territory for the company. He and his family are now living in Paudelita. . . . Operators in town for supplies and equipment included Ed Powell, South Gate; Jim Palmieri, San Bernardino; Frank連續. . . .

MORE PHONOGRAPH AND RECORD MICH. — Valley Manufacturing, Inc., has recently become a member of the coin-operated pool tables, is expanding its office facilities here. Space will be doubled, and new equipment to handle billing, and checks and other paperwork will be installed. Valley expects to do a quicker, more efficient job of all office procedures.

Valley Expands

RAT CITY, Mich. — Valley Manufacturing, Inc., is a member of the pool table industry. The company is expanding operations in the Detroit area and is planning to increase production of pool tables.

Valley, which makes pool tables, is expanding its manufacturing facilities in the Detroit area. The company is planning to increase its production of pool tables, which are used for a variety of purposes, including recreation, entertainment, and competition.

The expansion will allow the company to meet the growing demand for pool tables, and it will also enable the company to introduce new designs and features to its products. Valley is committed to providing high-quality pool tables that are durable and easy to use.

The company is working with local officials to ensure that the expansion is completed in a way that is environmentally friendly and meets all necessary standards. Valley is dedicated to being a good corporate citizen and to operating in a responsible manner.

In addition to manufacturing pool tables, Valley also offers a range of other products, including pool table accessories and equipment, and it is exploring new opportunities in the pool table industry. The company is always looking for ways to improve its products and services and to stay ahead of the competition.

Valley is headquartered in Detroit and has several locations throughout the region. It is a family-owned and operated business, and it is committed to providing excellent customer service and support.

To learn more about Valley Manufacturing, Inc., and its commitment to the pool table industry, visit the company’s website or contact the company directly.
Don Edwards of the R Jones Los Angeles office, Western regional representatives are calling on operators in the area. He has placed fourth in the R Jones sales contest. He has been in Nevada for the past week and is on his way to the National Radio Show in Los Angeles this week.

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new world of sound from ROCK-OLA

the 1964 grand prix...the prestige phonograph for all locations

160 PLAY STERE0 MONOULAR PHONOGRAPH WITH 7" LP FEATURE—MODEL NO. 425

MAGNIFICENCE OF REPRODUCTION Now Rock-Ola brings all the magnificent sound of Broadway to Main Street..., reproduces the whisper of a blues singer or the thunder of a full orchestra with equal fidelity. The Grand Prix handles singles and 7" LP's in any combination, plays 33½ and 45 rpm records in any intermix—any bank, any sequence.

The simply styled Rock-Ola Grand Prix is the complete sound center for any location, neighborhood bar or downtown club. It brings customers the full stereo reproduction they want, with automatic Rock-Ola dependability. And Rock-Ola built-in quality keeps your profits at a maximum, servicing at a minimum.

NEW WAY TO PROFIT... For extra profits on every play, install the new Phonette coin-activated remote speaker-selector unit. Two built-in stereo speakers bring private listening pleasure to booth or bar. Simple selector panel and personal volume controls boost plays and profits. The Phonette can be used with any current model Rock-Ola phonograph.

Look to ROCK-OLA for advanced products for profit

ROCK-OLA MANUFACTURING CORPORATION
800 North Kedzie Avenue • Chicago, Illinois 60651
BILLBOARD SPOTLIGHT PICK

Pop LP Spotlight are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews for personal, Jazz, Rock, Pop, Country, Rock & Roll, and Special Merit Pick albums are also heard by the Panel. All other albums are listed in their respective categories.

POP SPOTLIGHT

TELL ME WHY

Bobby Vinton. Epic LP 24113 (M); SN 24113 (S)

With his new hit recording to his credit, Bobby Vinton ranks among the country's premier performer artists. He is being accepted everywhere with equal favor by adults, as well as the younger generation. A major breakthrough in songs, "Tell Me Why" is both authentic and timely. It is an extremely sensitive selection, and easily defines your relationship with others. "Tell Me Why" is an outstanding recording, and will be enjoyed in homes and on the radio.

POP SPOTLIGHT

THE CONCERT SOUND OF HENRY MANCINI

B.C.A Victor EP/LP 2997 (M); LSP 2997 (S)

An outstanding album of top songs creatively adapted and performed. The musical is interpreted through four albums, a tribute to Henry Mancini's songs. A rich young, the Little of David Rose and Peter Burke meets Mr. Luck's. The entire is taken on an exploration of 36 songs in new, new directions. With every turn of the LP.

POP SPOTLIGHT

THREE WINDOW COUPE

Rip Chords. Columbia CL 2161 (M); CS 2161 (S)

The group is recognized as one of the foremost performers of the '60's, and their hit single, "He's a Love," is a consistent contender in the pop music market. Their brand new album, "Three Window Coupe," a collection of 12独特且富有创意的歌曲，将使他们成为市场上的一股新力量。

POP SPOTLIGHT

CRAMER AT THE CONSOLE

Floyd Cramer. RCA Victor EP/LP 2983 (M); LSP 2983 (S)

Cramer at the Console is the first album featuring Floyd Cramer's console playing. These arrangements are unique in that they are completely natural and true to the original console sound. Cramer is in the forefront of a new generation of musicians who are exploring new musical possibilities in the studio.

POP SPOTLIGHT

ROCK 'N SOUL

Solomon Burke. Atlantic 8096 (M); SD 8096 (S)

Solomon Burke is a master in both the rhythm and blues and soul music fields. His new album, "Rock 'N Soul," is a collection of original songs, backed by specially chosen rhythm and blues groups. Burke's ability to blend a wide range of musical styles is evident in his distinctive sound.

POP SPOTLIGHT

THE HIT FROM "FUNNY GIRL"

Peter King Chorale. Capitol T 2159 (M); ST 2159 (S)

Among the successful music entries on Broadway, "Funny Girl" is the second longest-running show. The Peter King Chorale has produced a masterful adaptation of the show's hits, including "Don't Rain on My Parade" and "I Will Survive." The album is a hit with audiences and critics alike.

POP SPOTLIGHT

HELLO, DOLLY!

Ella Fitzgerald. Verve V 4064 (M); VS 4064 (S)

Ella Fitzgerald's latest LP features interpretations of some of the best-known standards, such as "They Can't Take That Away From Me," "The Lady is a Tramp," "Can't Buy Me Love," and "I'm in the Mood for Love." The album is a testament to Fitzgerald's exceptional vocal abilities.

FOLK SPECIAL MERIT SPOTLIGHT

BUT BEAUTIFUL

Will Bradam Singers. Capitol S 4407 (M); SC 4407 (S)

Comfy and cozy melodies are presented on this LP, creating a delightful listening experience. The Bradham Singers' harmonies are soothing and pleasing, making this album a perfect match for any afternoon.

POP SPOTLIGHT

WERNER MULLER ON BROADWAY

London SP 4407 (S)

Lush renditions of music from Broadway shows fill the room with the familiar sound of "Hey Look Me Over," "If I Were a Rich Man," "I'll Take You Anywhere," and "Old Devil Moon." A delightful LP filled with classic numbers.

FOLK SPECIAL MERIT SPOTLIGHT

POLKSY NINA

Nina Simone. Columbia LP 465 (M); SCP 465 (S)

This album features Nina Simone's soulful renditions of traditional folk songs. Her unique voice and powerful performances make this album a must-listen for fans of folk music. Simone's interpretations are both authentic and beautiful, offering a fresh take on classic songs.

CLASICAL SPOTLIGHT

BROAD CONCERTO FOR VIOLIN & ORCHESTRA

Yehudi Menuhin/Philharmonica Orch. (Kracow). AS 15 5972 (S)

The composer referred to the opening theme of this concerto as the "American Symphony." It is a perfect example of Menuhin's virtuosity and technical mastery. The concerto is a beautiful symphony that combines the elegance of classical music with the passion of Menuhin's playing.

SPOKEN WORD SPOTLIGHT

SHAKESPEARE. RICHARD II (4-12)

The Marlowe Society & Professional Players. London A 4330 (M); OSA 1430 (S)

A spoken word package of Shakespeare's "Richard II" performed by the Marlowe Society & Professional Players. Complete and uncut in the text of the New Shakespeare as edited by John Dennis Wilson, this play is among Shakespeare's most popular and should be accessible to audiences of all ages.

SPOKEN WORD SPOTLIGHT

SHAKESPEARE. HENRY VI, PART 2 (4-12)

The Marlowe Society & Professional Players. London A 4334 (M); OSA 1434 (S)

This three-LP package is one of a series of spoken word readings of Shakespeare's plays. Each LP features actors reading the words of the original plays. This one includes the complete Shakespeare text, offering an accessible and engaging experience for all Shakespeare enthusiasts.
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**POD SPOTLIGHT**

**TELL ME WHY**

Bobby Vinton, Epic LN 24113 (A)

With hit after hit recording to his credit, Bobby Vinton reaps among the country's foremost recording artists. He is 'ringoning' three million sales with visual forces as adults as well as teen hearts. The success of his LP, The Girl, built the momentum for this follow up disc. This time the plan includes: "There Goes My Heart," "Hurry Sundown," "A Pretty Girl Is Like a Melody."

**POD SPOTLIGHT**

**THE CONCERT SOUND OF HENRY MANCINI**

RCA Victor LPM 2897 (M)

An outstanding album of pop songs created by the dynamically perceptive Henry Mancini. This is the second of four concerts, a medley of Academy Award songs. A tribute to Victor Young, The Music of David Rose, and Peter Gunn. Masterful arrangements by Mancini. A new listening thrill with every turn in the LP.

**POD SPOTLIGHT**

**THREE WINDOW COUPE**

The Rip Chords, Columbia CL 2216 (M)

The group is recognized as among the foremost innovators of the `Big-Beat' sound. They have created a new musical impact with the song "Rip It Up," which has become a national phenomenon. The Rip Chords have represented many talent scouts including "The Blues," "The Blue Jays," "The Teen Kings," "The Teen Kings," and, of course, "Three Window Coupe."

**POD SPOTLIGHT**

**CRAMER AT THE CONSOLE**

Floyd Cramer, RCA Victor LPM 2892 (M)

Easy and relaxed listening throughout this one album. Cramer, easily known for his melodically country piano tunes to the story of his RCA concert, is presented in this LP. Selections include "White Silents Blues," "Old Man," "Old Time," and "Mama's Prayer." A long range hard for Floyd, "Water Yaw," "Green Leaves of Summer," "Sweet You." 

**POD SPOTLIGHT**

**ROCK'N SOUL**

Solomon Burke, Atlantic 8096 (M)

Solomon Burke is no stranger in both the rhythm and blues and pop music fields. He has a smooth style, "Goodbye Baby," "Baby, Goodbye," "Busted" by producer Checker Phillips, choice drums, and guitar, Burke blends with much harmony just as it should. "You're the One for Me," "Just Out of Reach," "If You Need Me.

**POD SPOTLIGHT**

**THE HITS FROM FUNNY GIRL**

Pete King Chorale, Capitol T 2119 (M), ST 2119 (S)

Among the successful music entries on Broadway this season is "Funny Girl." Turning the script into the King recording, the LP offers a collection of all the songs from the hit musical. Selections include: "People," "Brand New Me," "Don't Rain on My Parade," "This Music That Makes Me Dance," among others. A listening treat.

**POD SPOTLIGHT**

**HELLO, DOLLY!**

Ella Fitzgerald, Verve V 4086 (M), V-4086 (S)


**POD SPOTLIGHT**

**BUT BEAUTIFUL**

Will Bronson Singers, Colpix CP 4067 (M), SCP 4067 (S)

Comedy and romance on your LP. The group offers up tender selections of "Moonlight Becomes You," "That's Love," "But Beautiful," "What a Little Moonlight Does," "It's Like Love," and others.

**POD SPOTLIGHT**

**THE RIP CHORDS**

The Rip Chords, Capitol CLP 2040 (M)


**POD SPOTLIGHT**

**SOLOMON BURKE**

Solomon Burke, Atlantic 8096 (M), SD 2004 (S)

Solomon Burke is no stranger in both the rhythm and blues and pop music fields. He has a smooth style, "Goodbye Baby," "Baby, Goodbye," "Busted" by producer Checker Phillips, choice drums, and guitar, Burke blends with much harmony just as it should. "You're the One for Me," "Just Out of Reach," "If You Need Me."

**POD SPOTLIGHT**

**FOLK SPECIAL MERIT SPOTLIGHT**

**HELLO, DOLLY!**

Ella Fitzgerald, Verve V 4086 (M), V-4086 (S)


**POD SPOTLIGHT**

**WERNER MULLER ON BROADWAY**

London SP 440-47 (M), LSP 440-47 (S)

Lush renditions of music from Broadway. Spring parade fill the room with the familiar sound of "Hey Look Me Over," "A Boy Named Sue," "Nothing Like a Dame," from South Pacific," "I've Got a Little Girl," from "The Pajama Game," and many other show tunes from successful Broadway shows. A really big label. Werner Muller at peak performance. This album can't be beaten. 12-inch LP included.

**POD SPOTLIGHT**

**SHAKESPEARE: RICHARD III**

The Maclean's Society & Professional Players, London A 440-47 (M), OSA 1440-47 (S)

A superb four-12 pack in stereo of Shakespeare's greatest work, performed by the Maclean Society & Professional Players. Complete and uncut in the text of the New Shakespeare as edited by Clark Steven Wines. The play is rendered with a full cast of top recording talents. This set proves invaluable to any collector of the recorded works of "The Bard."

**POD SPOTLIGHT**

**SHAKESPEARE: HENRY VI. PART I**

The Maclean's Society & Professional Players, London A 4374-47 (M), OSA 14374-47 (S)

This three-12 pack is only one of a three-12 pack series on Henry VI released by London records. All eight LPs are produced by Richard Bradfield and are masterpieces of recording. "For various Shakespearean performances in these albums are "The Blue Bird," "Dr. Sun," "Sir Kay," "Ricardo," "Mermaid," in "Birds of America," and "On Your Toes," by Rodgers and Hammerstein. A superb three-12 pack for music lovers.

**POD SPOTLIGHT**

**BRIGADOON**

Shirley Jones & Jack Cassidy, Columbia CL 7046 (M), OCL 2540 (S)

Columbia Records has reissued in stereo its very popular album of music of the Theater. Soundproofed through "Brigadoon," a full-length recording of the Rodgers and Hammerstein musical of the same name. The orchestration is by the great Scott Joplin. A superb LP.

**POD SPOTLIGHT**

**MUSICALS, HUM, AWARDS**

The 1966-67 ARIA panel took a look at every single song release and compared it to the most popular songs of the year. The panel selected their favorites to form the 1966-67 ARIA winners list, which included "I've Gotta Be Me," "Ain't Too Proud to Beg," and "Never on Sunday." All albums are listed in their respective categories.

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**CLASSICAL SPOTLIGHT**

**ROCK CONCERTO FOR VIO- LIN & ORCHESTRA**

Yehudi Menuhin, Philadelphia, Philips (M), OSA 36197 (S)

The composer referred to the opening party of "Symphony in C," the concerto for violin, in the form of a unique symphonic movement. The concerto, in its original form, was composed for the flute and violin. The violin concerto is a successful piece of music, and is performed with the technical precision and grace of the soloist, which only experts can perform.