Capitol Label Reshuffles Duties of Top Executives

By LEE ZHTO

HOLLYWOOD—In addition to his other duties, Capitol Records President Alan Livingston will head the label's record club, Billboard last week. The move is a part of a realignment of top executives responsibilities within the Capitol group of firms, effective Aug. 1.

Don Bonbright, Capitol Records vice chairman of the board, who headed the Capitol club since its inception in 1958, has been named chief financial officer for the company. In addition to continuing on Capitol Records, Inc., management committee, finance committee, and board of directors, Bonbright will supervise all treasurer and controller activities, plus property management and data processing.

Bonbright joined Capitol in 1946. He also headed Capitol's electronics division until earlier this year when the firm sold its interests in that field.

Livingston will assume executive responsibility for all record-club-mail-order activities. This is in addition to his executive responsibility for all CRI activities in production and distribution of Capitol and Angel disk product. The reorganization also brings under Livingston's wing, CRI Vice-President-General Counsel Bob Carp, and Grant Kenyon, recently named management services administrator.

Others reporting directly to Livingston include Vice-President-Lobby Duty, head of Angel and recently elected president for magazine sales.

(Continued on page 4)

Distrrib Sells Beatles Photos

HOLLYWOOD—Capitol Records' distributing corporation is expanding into Beatles side-line merchandise: 144 by 194 color photos. This is the first time it will sell a non-musical product.

The portraits are reproductions of original art by Nick Volpe, official Academy Award artist Volpe and associates. Jim Sullivan, is setting up brokers to sell the four paintings to supermarkets and related chain outlets, while CRDC salesmen will handle normal record outlets. The photos will sell for $1.98.

Bill Tallant, CRDC's national sales manager, said the paintings would be advertised on radio with particular stress on Top 40 stations.

Col. Launches Test Mail-Order Plan

NEW YORK—Colombia Records last week launched a classical catalog mail-order subscription plan aimed at testing such new marketing concepts as disk insurance, audition records and annual fees entitling subscribers to half-price privileges. The plan, according to Columbia, is being carried out on an "extremely limited" basis to test ideas which the label intends to utilize at the dealer level. Columbia said it is exploring various methods of expanding the classical LP market. The cost of producing classical repertoire is increasing substantially beyond the growth of long-sales. The firm feels it is vital for the industry to find an answer to this problem.

A Strong Factor

A strong contributing factor, according to Columbia President Goddard Lieberkorn, "has been a serious decline in the number of record retailers who carry a full line of classical product." A substantial share of classical business volume has been siphoned off by "low-priced, direct-mail classical record packages.

The plan was first announced in a page ad in the July 18 Saturday Review, and starred rumbles of protests from dealers throughout the country. Columbia immediately announced that the ad was merely a means of testing new marketing ideas, and the ads will be limited to a $16,000 budget aimed at attracting no more than 5,000 subscribers. (The same ad is being repeated in the West Coast edition of High Fidelity, U. S. Camera, and the Northeast regional edition of Time magazine.) The test is being made via the Columbia Record Club.

How Plan Works

The plan works as follows: It offers subscribers a 12-inch sampler LP, called Audition, on a quarterly basis, plus quarterly up-dated additions to the complete catalog listing the (Continued on page 5)

RECORD MFRS. TURN TO FULL-COLOR ADVERTISING

NEW YORK—As record manufacturers once again begin their sales programs to unleash fall album product, many are turning to the use of trade paper product advertising in full color to carry through to all facets of the industry the excitement and impact their elaborate multi-colored packages generate at the consumer level.

For the past 20 months, Billboard has pioneered in presenting advertising editorial pages in full color. This leadership has been reflected in the fact that almost 100 per cent of all full-color record trade publication advertising has also appeared in Billboard since such color promotion became available.

In the next few weeks, industry acceptance of this exciting and colorful opportunity becomes evident in Billboard. More major manufacturers will be using more full-color advertising than ever before — in each decade during this period.

Accord-ingly, sales and R&B Coverage

NEW YORK—Billboard is increasing coverage of the rhythm and blues field. See Page 38 for new national and regional hot R&B disks and other features.
ANKA'S LATEST SMASH SINGLE!

"IN MY IMAGINATION"
c/w "IT'S EASY TO SAY"

45 RPM RCA VICTOR

IN MY IMAGINATION
PAUL ANKA

It's Easy to Say

# 8396 RCA VICTOR

The most trusted name in sound
Two Young Producers Know How to Succeed

LONDON—Two of Britain's young independent producers are currently attracting the attention of agents and managers here—20-year-old Andrew Oldham and 24-year-old Mickie Most. Oldham is responsible for waxing the Rolling Stones disks and is currently building a roster of artists on the strength of a healthy financial deal he has with British Decca. Now he has been invited by manager Larry Parnes to independently distribute Decca's hottest vocal star, Billy Fury.

WB-Reprise Sales Parley

LAS VEGAS—Warner Bros. Records has announced that its 1964 summer hardcover will be displayed for the first time together Monday (20) afternoon during the annual comic book and science fiction sales convention at the Sands Hotel here. Products by many of the two firm's major artists will be unveiled, headed by blockbuster items from Frank Sinatra and Count Basie and Peter, Paul and Mary, among others.

Over 190 persons are attending the meeting, which began Sunday afternoon with a cocktail party. Among the attending artists are also the Rolling Stones, a dozen foreign licensees. The farthest traveling person attending the convention is the New Zealand licensee, making his initial visit to a WB convention.

The schedule of events is as follows:

Monday: 8:30, chuck wagon breakfast, Terrace Room; 9:30, business meeting, Copa Room; 10 a.m.,拷 product showing, Copa Room; 11 a.m.,拷 product showing, Plaza Room; 12:30,拷 product showing, Copa Room; 1:45,拷 product showing, Plaza Room; 3:30,拷 product showing, Holiday Room; 5:30,拷 product showing, Plaza Room; 7:30,拷 product showing, Copa Room. Tuesday: 8:30,拷 product showing, Copa Room; 10 a.m.,拷 product showing, Plaza Room; 12:30,拷 product showing, Copa Room. All拷 product shows will be accompanied by the 1964 West Coast Tour Map of the entire Warner Bros.-Reprise catalog.

20TH MAY NAME KRAFT & LEWIS

NEW YORK—Reliable but unofficial sources reported that Terry Kraft will be named vice-president and Len Lewis sales manager of the Century 21 Records. Both men are veteran record company executives. Sources confirmed a company announcement at press time, but an announcement is expected Monday.

THAT SLUMP IN BRITAIN ISN'T

LONDON—The lean sales period which British record sellers usually experience at this time of year is not happening now! Figures released this week show that July sales are comparable to last month's December figures. The reason: a strong release of hit records on July 10 (Billboard) and in the first week of August. This is likely to continue, according to company sources.

Mark's Music Reappoints Arnold Shaw

NEW YORK—Arnold Shaw has been reappointed general professional manager of Ed B. Marks Music Corporation and its affiliated firms, it was announced last week by Herbert E. Marks, president. Shaw has been with the 70-year-old firm since 1946.

During Shaw's tenure as head of the pop department, the firm has shown tremendous growth, for aggressiveness and efficiency, resulting in maintaining one of the fastest growing in the top among the pop companies.

During the first six months of this year, 470 recordings have been racked up by Marks, and in the past several years increased the sales of the firm's product in the field of 'rock 'n roll, country, show music, and movie pictures.

Current Marks has a three-inch wall-drum that 'The Bells of L'Eeves.' 'Tne hi this has had 'Tell Laura I Love You,' for Ray Peterson and 'Hotel Happiness' for Brook Benton. The 'Mondo Cane' theme, 'Mono.' The firm last year also handled 'Hear My Song,' 'Women of the World' and Federico Fellini's '8 1/2.' Under 'Venero Impresario No. 2,' 'Mondo Cane 2,' 'Venere Impresario No. 3,' 'Mondo Cane 3,' and 'Mondo Cane 4.'

Through a deal negotiated by Shaw, the firm signed Dave Brubeck music for the new Warner Kanin TV series, "Mr. Broadway," starring Craig Stevens.

The Marks calendar of fall show scores marks a return of Cohen production of "Baker's Dozen," with lyrics and music by Marian Grabeck and Ray Jessel, and a new Oscar Brown work tentatively called "Slave Story."

33 Decca Albums For August Push

NEW YORK—Spotlighting Decca's 30th anniversary, the Decca, Coral and Brunswick labels have announced the release of 33 albums for the August month. Included are Decca's top pop and classical. This fall merchandising program is effective August 1 through September 30.

Included on the coral and Decca albums and EP product from the company's catalogue is what has been described as an "attractive incentive program" available to all Decca branches and distributors. Historically, Decca has maintained a 10 per cent discount. Full-color litho books have been prepared for distributors. The campaign will be supported by both consumer and trade advertising and a promotion and publicity drive. The Decca product includes packages by Rick Nelson, Robert Maxwell, the Surfaris, Carmen Cavallaro, Guy Lombardo, Jan & Dean, Vic Dana, Wells, George Feyer, Louis Armstrong, Woody Herman, Stan Getz, Val Valentine, Roy Morgan, Corrine Bucay, Bing Crosby, "Whosey" John, Russ Morgan, Rick Nelson, Al Sholberg, Mann, Al, Jack Tunes. The Decca promotion package which includes Louis Armstrong, Rex Nichols, Eddie Condon, Pete Wexler, Red Hackman, Benny Goodman and Bunny Berigan, Al Cooper's Savoy Saloon, the Decca classical division is being promoted for Arkell, the New York Pro Musica, Eric Morini and Rudolf Firkusny and the Original Piano Quartet.

The Coral Brunswick material includes Pete Fountain, Jackie Wilson, Cozy Cole, Lawrence Welk, the Gospel Emeralds.

Tower Maps Selection Of Indie Distributors

The Coral Brunswick material includes Pete Fountain, Jackie Wilson, Cozy Cole, Lawrence Welk, the Gospel Emeralds.

DEPARTMENTS & FEATURES

Tracks Show Page 3

Hot 100 Chart Page 1

Top LPS Chart Page 2

Awards Page 30

> Other Music Pop Charts

> Billboard Singles

> England Singles

> German Singles

> Canadian Singles

> Country Singles

> Hot Country Albums

> Hot Rock Albums

> Hot R&B Albums

> Record Reviews

> L.P. Reviews

> Single Reviews

> LP's & Product

> Music & Record News

> Sales

> Advertisers

> TV & Record Programmes

> Publications

> Products

> Buyers & Sellers

> Classified Must...
NARM to Hold Parade in Chicago on July 28

NEW YORK — The National Association of Record Merchandisers will hold its midyear meeting and midseason sales conference at the Sheraton Chicago Hotel, Tuesday, July 22. At the meeting, L.G. Malamid, NARM executive director, will discuss Capitol Records' Distribution Corporation's policy with particular application to jobbers who have been cut off from buying Capitol merchandise. Carreti has been in contact with the Federal Trade Commission on this matter.

MGM Goes In Black

NEW YORK — Operations of Metro-Goldwyn-Mayer, Inc., for the 40-week period ended June 1, total $3,238,000 as compared with $1,233,000 for the corresponding period of the previous year. The figures include revenues from films, TV program production and records. No breakdown is given.

MGM Records is planning six soundtracks, albums based on the firm's motion pictures and timed for release with theater showings.


New Ye Jay Post to Siege

LOS ANGELES — Bill Siegel is production manager of the Bill Gavin Records label to assume his new post of national sales director for Ye Jay Records. He had been a national rack sales director and will continue to handle rack outlets.

Getz Set for College Dates

NEW YORK — Stan Getz is already booked at a number of colleges for September appearances. After a date at the Hollywood Bowl Sept. 19, Getz plays the Air Force Academy at radio Sands on the 20th, the University of Nebraska at Lincoln on the 21st, the Dina College at Blair, Neb., on the 25th, and the University of Illinois at Champagne on the 28th. His Verve recording of "The Girl From Ipanema" is currently riding the charts.

RNC Names Loob

CHICAGO — Bert Loob, former head of Atlantic Distributing Company here, has been named sales manager of the newly organized RNC Records. Loob headquarters in the offices of Garrison Distributing Company here. The new RNC is a joint venture between several veterans of the record business.

Mrs. Anna Aberbach

MONTICELLO, N.Y. — Mrs. Anna Aberbach, mother of Jean and Julian Aberbach, music publishers and record producers, died Monday (13). She was in her 60's.

CONDUCTOR-COMPOSER-ARRANGER NELSON RIDDLE arrived recently in Britain to tele-record four programs for the BBC. Riddle's arrangements at their headquarters are Riddle (for right), Mrs. Riddle and Louis Benjamin, managing director of Pye Records.
this guy’s got a solid audience...
and you’ve got a pre-sold album

Johnny Carson’s Introduction to New York and The World’s Fair

ON COLUMBIA RECORDS
Large Folk Groups Make Bids on Coast

LOS ANGELES — The folk singer’s penchant for Los Angeles is providing the industry with a steady flow of folk choirs, now that the New Christy Minstrels have proved that large groups can be commercially successful.

The two latest groups to

Southwest Asia Mart Same, Executive Says

HONG KONG — There has been a radical improvement in the tastes and buying power of the public in the Southwest Asian market, according to Jerry Thomas, director of international marketing for Imperial Records, who visited Hong Kong during the course of a business trip through the area. He said there was an upsurge of interest in folk music.

Of the several artists on the Liberty roster who have strong selling power in the area, he said the widespread popularity of the figures was astonishing.

What is even more surprising is that they have maintained this popularity for several years despite the incursion of several other excellent American and international groups. Thomas left last week for Singapore. He will also visit Sydney before returning to Los Angeles.

DeCaro Goes To Imperial

HOLLYWOOD — Nick DeCaro has shifted from Decca to Imperial to fill the A&R coordinator’s chair vacated by Eddie Rey, who recently went to the new Reprise Records. DeCaro, 26-year-old publisher, was a record executive for Matrid, had earlier worked for the hits machine at RCA Records, and was known for his sharp business interests, which put together the Minstrels, the industry’s first folk vocal group.

The two were assembled by Troubadour owner Doug Weston.

Capitol Ups Hol-Groove

NEW YORK — RCA Victor will record Allan Sherman’s concert appearance with the Boston Pops Orchestra at Tanglewood, Mass., Wednesday, July 22.

Sherman Desk Set

NEW YORK — RCA Victor will record Allan Sherman’s concert appearance with the Boston Pops Orchestra at Tanglewood, Mass., Wednesday, July 22.

N. H. SUMMER

MANCHESTER, N. H. — There will be more emphasis on musicals at New Hampshire’s summer theaters this season, it has been announced.

The Back Porch Majority, which has just concluded 10 weeks at Ledbetter’s, is the farm town for the New Hampshire Minstrels, with the club owned by the George Crist, Sid Garran, Barbara’s Inn, and the Back Porch Majority, which put together the Minstrels, the industry’s first folk vocal group.

The two were assembled by Troubadour owner Doug Weston.

(Continued on page 39)

Stimulators of Summer Sales

NEW YORK — One way to stimulate your sales of phonographs, phonograph records, and musical instruments is to put in store window displays that catch the eye and tell the sales story lightly and piquantly. Lilly Schneir does this in her windows pictured here.

The picture on the left shows a display of portable phonographs with emphasis on quality printing. London, Edsbro, and other makes are included in this show.

The picture on the right shows a display of phonographs with emphasis on quality printing. London, Edsbro, and other makes are included in this show.

Although summer vacations are not yet in mid-point, many stores are already screening displays for the back-to-school sales period which will begin in mid-August. Many have found extra business in displays of phonographs and records carrying: "This perfect back-to-college gift—a phonograph;" and "Records make ideal gifts for the college student."

POP-STANDARD SINGLES

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

<table>
<thead>
<tr>
<th>No.</th>
<th>Title, Artist, Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>THE GIRL FROM IPANEMA, Getz-Gilberto, Verve 10323</td>
</tr>
<tr>
<td>2</td>
<td>EVERYBODY LOVES SOMEBODY, Dean Martin, Reprise 0281</td>
</tr>
<tr>
<td>3</td>
<td>(You Don’t Know) HOW GLAD I Am, Nancy Wilson, Capitol 5198</td>
</tr>
<tr>
<td>4</td>
<td>THE BIRDS, Ella Black, Capitol 6810</td>
</tr>
<tr>
<td>5</td>
<td>THE BIRD, Ray Charles, Columbia 4049</td>
</tr>
<tr>
<td>6</td>
<td>ALO-LA, Ray Charles Singers, Columbia 4049</td>
</tr>
<tr>
<td>7</td>
<td>I STILL GET JEALOUS, Louis Armstrong, Kapp 567</td>
</tr>
<tr>
<td>8</td>
<td>THE LION, Dean Martin, Reprise 0281</td>
</tr>
<tr>
<td>9</td>
<td>THE WORLD I USED TO KNOW, Jannie Rodgers, Del 16595</td>
</tr>
<tr>
<td>10</td>
<td>I WANT TO HOLD YOUR HAND, Bottom Boys Cr, RCA Victor 6878</td>
</tr>
<tr>
<td>11</td>
<td>THE FULL MOON, Mel Torme, Kapp 581</td>
</tr>
<tr>
<td>12</td>
<td>THE BELIEVER, Louis Armstrong, Kapp 567</td>
</tr>
<tr>
<td>13</td>
<td>NO ONE TO CRY TO, Ray Charles, ABC-Paramount 10517</td>
</tr>
<tr>
<td>14</td>
<td>THE MAN WHO NEVER WAS, Ray Charles, ABC-Paramount 10517</td>
</tr>
<tr>
<td>15</td>
<td>TAKE IT EASY, The New Christy Minstrels, Columbia 5479</td>
</tr>
<tr>
<td>16</td>
<td>IN THE MISTY MOONLIGHT, Jerry Wallace, Challenge 59246</td>
</tr>
<tr>
<td>17</td>
<td>THE LOST MAN, The Ventures, Capitol 44061</td>
</tr>
<tr>
<td>18</td>
<td>TWO HOUSES NOT A HOME, Brook Benton, Mercury 72303</td>
</tr>
</tbody>
</table>

NEWS OF THE WORLD

HOLLYWOOD

Ben Oakland, traveling through Europe, reports back on the widespread interest in various forms of music in the smaller Italian towns, where rock ’n roll is now an accepted form of entertainment.

Rosa Gottfried, Capitol’s distributing corporation president, noted the position was aimed at obtaining as much revenue from each sale as possible.

Bob Skaff, Imperial’s general manager, announced the appointment of Vincent Pimenta, who was also appointed to the Capitol Records.

Don Gately, Capitol’s distribution president, noted the position was aimed at obtaining as much revenue from each sale as possible.

Sherman Desk Set

NEW YORK — RCA Victor will record Allan Sherman’s concert appearance with the Boston Pops Orchestra at Tanglewood, Mass., Wednesday, July 22.

Memphis

Conway Twitty moved from his native Helena, Arkansas, to Memphis recently. He also changed labels—now on ABC-Paramount. His first single with them, "Satcha a.Night," is getting strong here. He has been picked by Station WHBQ as its "Teen Tune of the Week."

Del Venegas and the band started as a one-man garage and have been signed to a highly successful month-long engagement at the Peabody Skyway last week.

Bill Black’s combo, Hi-Res, is an instrumental group, arrived in town from the tour to record a new album.

MEXICO CITY

Palito Ortega, Argentina’s best selling twister, spent two weeks here touring as a special feature tour, which will take him to New York next week, then to London.

He recorded several songs in the studio of RCA Victor Mexico, and the recordings in Spanish Rita Pavone did in New York are going to be used this month in Mexico.

For the first time, two famous Mexican groups appeared in different nights in the showcases.
Here come 6 new Beatles songs, plus 5 great hits from their first movie, all in one great new album:

Millions of Beatlemaniacs are waiting for Something New, right now! It's got 6 great new songs that aren't available on any other album, and it's got the best songs from the Beatles new movie, A Hard Day's Night, including "And I Love Her" and "I'll Cry Instead"!

("And I Love Her" #5235 and "I'll Cry Instead" #5234 are both on the charts right now, along with "A Hard Day's Night" #5222.)

So cash in on Something New, and take advantage of something new in Beatles prices. See your CRDC rep for Capitol's new one price to everybody: $2.02 mono, $2.53 stereo. (Album available beginning July 20.)

Then open the door, and stand back!

(Note: if you tear this ad out, and cut it along the dotted line, the top makes a great poster for your window. Let everybody know you've got the Beatles newest album!)
Music Industry Teaches Do Re Mi's to Neophytes

- Continued from page 1

Studio for the Musical Theater. In addition, Arnold Shaw, general manager of Edward B. Marks Music Corporation, will give a 15-week course at Fairleigh Dickinson University, Madison, N.J., for the intermediate and beginning student who will be titled "American Songs, Singers and Writers." It will be presented every Thursday from 6 p.m. to 8:40 p.m. on the West Coast, Hal Levy, a practiced hand at music courses, is giving a series on lyric writing at the University of California. The American Society of Composers, Authors and Publishers will conduct a four-six-week course in the song music, starting Sept. 10, President Alfredo Adams announced. The sessions are planned to give young writers and composers a glimpse of the various problems in the music business. They will be held here on consecutive Thursdays, beginning at 8 p.m., at Judson Hall. Each session will deal with writing problems and there will be feature talks and discussion by prominent ASCAP members.

The following subjects will be covered: walks, which should include dates: Musical Theater, Sept. 10; Folk and Country Music, Sept. 17; Musical Theater, Sept. 18; Jazz, Oct. 1; Pop Music, Oct. 8; Film and TV music, Oct. 15; and Broadway, Oct. 22.

Stanley Green will be coordinator of the series. Admission will be free, provided tickets for students should be addressed to ASCAP, public relations director, 575 Madison Avenue, New York. Foreign publishers and ASCAP members will be given a three-week show-case series. This is intended to give interested in writing for the musical theater an opportunity to present their material to publishers and producers active in the field. These will be shown on three consecutive Thursdays, Oct. 22, 29 and Nov. 5, at 8:40 p.m., at Judson Hall.

An accredited course on the recording business has been planned for the fall semester at University of California, Los Angeles, extension course, it was announced by Les Brown, Los Angeles chapter president of the National Academy of Recording Arts and Sciences. Joel Friedman, Los Angeles, manager of Warner Bros. Records, is working with the university in developing the program. Brown said the decision to sponsor the course reflects the interest in the enthusiastic response from those enrolled in a similar course last year, "The course in the last few years has it possible for a recording arts course to gain in popularity, attesting to the recognition our individual has received as an important contributor to our culture today..."

In New York has conducted annual seminars. George Simon, executive editor of Billboard, which is conducted in the NARAS philosophy is the main education in the recording arts.

BMI for five years has been conducting the annual seminar on the musical theater. They are conducted by Alton Hunter, president of Bob Sour. BMI states that currently there are about 200 composers for the courses. Lehmann Engel, moderator of the BMI discussion groups, will review the student assignments on writing songs. They are expected to be "an educational experience in music history, composition, and the recording arts."

In the musical field, discussion groups and seminars have long been associated on the festivals at Tanglewood and elsewhere. But the five-day camp for formalized education in aspects of pop music and recording is a relatively recent phenomenon. The College of Musical Knowledge, once regarded as a piece of business is now a serious matter of pop music today.

Cap Shuffles Exec Duties

- Continued from page 1

dent of the Canadian record club, Stan Gortikov, president of Record Store Development Corporation; Frank Scott, vice-president of business affairs, and Thomas Street, director and vice-president, respectively.

Livingston first joined Capitol in 1945 and developed its highly successful children's record business. The next year, he headed the label's artist and repertoire, then became head of the artist and repertoire vice-president.

As part of last week's reorganization, Edward Nash was named the Capitol Record Club's marketing director. He comes to Capitol after serving as the LaSalle Extension University's marketing services vice-president, and as director of advertising and sales promotion for Crownell Collier Publishing Company.

RCA to Release Olivier's 'Othello'

NEW YORK — RCA Victor will have a special limited edition package of Sir Laurence Olivier's performances of 'Othello' on the Red Seal label. The National Theater production will be recorded this month in London by RCA Great Britain, Ltd.

Impala Release

CHICAGO — Impala, six-month-old label headed by BMI songwriter Bill Davis and Roger Grims, is introducing in its first single release, "I Do's Please" b/w "Faith In Me," by Mark and Tyla. Impala is one of the better r&b combos in the city. Ken Beaulieu's Royal Doulton Distribution is handling the Impala line.

Gansman Does Bard

MILAN — Actor Vittorio Gassman has recorded selections from Shakespeare's works, issued by EMI Records in tribute to the fourth centenary of the Bard. The album has been "most gratifying," according to company officials.

COUNTRY DJ OF THE WEEK

- Continued from page 6

this city, Connie Francis and Brenda Lee. Evandro Ribeiro, Brazil's CBS general manager, and Arthur Taylor, commercial director of American Broadcasting Corporation, will visit to Mexico. Together with Manuel Villarruel, director of Latin America, CBS, and the Mexican company's new general manager, Armando de Llano, they will fly to Las Vegas and attend the new station's opening ceremony of Columbia Records. Famed ranchero singer-composer Francisco "El Vaquero" will be the first artist signed by the new publishing house and will be managed by ador director Mariano Rivardelli. Luis Bastos, formerly manager of special services of CBS, was appointed commercial director. Morris Music, New York, signed an exclusive contract with CBS publishing firm, Mundo Musical, which will handle the Morros catalog.

OSWEGO — COUNTRY DJ OF THE WEEK.

MUSIC NEWS OF THE WEEK

- Continued from page 6

WASHINGTON, D.C.

WSM Radio's "Dinner J. U.S.A.

July 24 will be Bob Simmons of Radio WGST's birthday. Simmons is associated with WOOL almost six years and has served as chief engineer for three years. Bob was instrumental in the establishment of country music on the 1.000-watt station. WSO currently schedules 72 hours of country—primarily, which includes WSM "Grand Ole Opry." Married with five children, Bob is pastor of a Baptist church in Orange.

Capitol Bows Beatles' Singles

Hollywood — Capitol is following the release of the Beatles LP, "Something New," with the singles "And I Love Her" and "Ticket to Ride," both tunes cut from the group's new LP, "A Hard Day's Night." Over a half-million copies of the new "New" I.P. have been shipped, the label reports. Continental artists such as Ward Gortikov, distributing corporation president, stated: "It demonstrates that dealers have as much enthusiasm for this group as we did six months ago when we put out the first Beatles album."

Callander Joins Shapiro-Bernstein

LONDON—Peter Callander has joined Shapiro-Bernstein as professional manager. Callander has been manager of a well known London music manager, Cyril Shane, said Callander would be given a free hand to encourage British new music.

Publisher of Musical

LONDON—Essex Music will publish all songs in the new musical "Mr. Fa and Mr. Thinks," written by the "Step the World" team, Anthony Newley and Leslie Briscoe. The show is expected to open here in the fall.

Santiago

"Que Bonita Va" (How Pretty She Goes), the song that has been called "the Mexican Song Festival," was recorded by Luis Cuartos and the three Mexican Singing Groups, "Enamorados," "El Amapola," and "El Camino." This song was recorded with the participation of Goloff Industries acquired the Reprise label for Chile. The "Top Ten" record of the album, has been a consistent top seller... Luis Dinnen, the first Chilean to win a Discounia Golden Medal for the most popular group of 1963.
America's singing teen sweetheart does it again!

LESLEY GORE

'MAYBE I KNOW'

Acclaimed her best single yet!
NEW YORK — On a July afternoon 25 years ago, a handful of radio listeners heard a musical program free from the usual frying, sputtering, and chortling of hitch-hiking static that characterized customary radio reception.

The program, broadcast by Station WQXR at 6 p.m. on July 18, 1939, marked the beginning of WQXR’s on-air operation by broadcasting a musical recital, the first of a series of similar broadcasts heard by WQXR listeners during the July 18 broadcast.

In contrast, today there are more than 1,500 FM broadcast licenses in operation in the U.S. and their programs are heard by an audience of approximately 12.5 million listeners.

Columbia University professor of electrical engineering, Dr. Robert W. Schindler, introduced 25 FM receivers were in existence at that time to pick up that first FM program, relayed by Station WQXR in Manhattan. In contrast, today there are more than 1,500 FM broadcast licenses in operation in the U.S. and their programs are heard by an audience of approximately 12.5 million listeners.

The program, broadcast by Station WQXR at 6 p.m. on July 18, 1939, marked the beginning of WQXR’s on-air operation by broadcasting a musical recital, the first of a series of similar broadcasts heard by WQXR listeners during the July 18 broadcast.

In contrast, today there are more than 1,500 FM broadcast licenses in operation in the U.S. and their programs are heard by an audience of approximately 12.5 million listeners.

The program, broadcast by Station WQXR at 6 p.m. on July 18, 1939, marked the beginning of WQXR’s on-air operation by broadcasting a musical recital, the first of a series of similar broadcasts heard by WQXR listeners during the July 18 broadcast.

In contrast, today there are more than 1,500 FM broadcast licenses in operation in the U.S. and their programs are heard by an audience of approximately 12.5 million listeners.

The program, broadcast by Station WQXR at 6 p.m. on July 18, 1939, marked the beginning of WQXR’s on-air operation by broadcasting a musical recital, the first of a series of similar broadcasts heard by WQXR listeners during the July 18 broadcast.

In contrast, today there are more than 1,500 FM broadcast licenses in operation in the U.S. and their programs are heard by an audience of approximately 12.5 million listeners.

The program, broadcast by Station WQXR at 6 p.m. on July 18, 1939, marked the beginning of WQXR’s on-air operation by broadcasting a musical recital, the first of a series of similar broadcasts heard by WQXR listeners during the July 18 broadcast.

In contrast, today there are more than 1,500 FM broadcast licenses in operation in the U.S. and their programs are heard by an audience of approximately 12.5 million listeners.

The program, broadcast by Station WQXR at 6 p.m. on July 18, 1939, marked the beginning of WQXR’s on-air operation by broadcasting a musical recital, the first of a series of similar broadcasts heard by WQXR listeners during the July 18 broadcast.

In contrast, today there are more than 1,500 FM broadcast licenses in operation in the U.S. and their programs are heard by an audience of approximately 12.5 million listeners.

The program, broadcast by Station WQXR at 6 p.m. on July 18, 1939, marked the beginning of WQXR’s on-air operation by broadcasting a musical recital, the first of a series of similar broadcasts heard by WQXR listeners during the July 18 broadcast.

In contrast, today there are more than 1,500 FM broadcast licenses in operation in the U.S. and their programs are heard by an audience of approximately 12.5 million listeners.
WHY
ANOTHER DAVE CLARK FIVE SINGLE?

BECAUSE
(5-9704)
THEIR FANS DEMAND IT! IN FACT, THE PUBLIC HAS GONE COMPLETELY WILD! THE DAVE CLARK FIVE WILL MAKE YOUR PROFITS ZOOM.
### RADIO RESPONSE RATING COLUMBUS, OHIO

| POP Singles | TOP STATIONS
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>WCOL</td>
<td>40%</td>
</tr>
<tr>
<td>WING (Wiley)</td>
<td>35%</td>
</tr>
<tr>
<td>WPOP</td>
<td>20%</td>
</tr>
<tr>
<td>WKBW</td>
<td>15%</td>
</tr>
<tr>
<td>WBOB</td>
<td>10%</td>
</tr>
<tr>
<td>WBAJ</td>
<td>5%</td>
</tr>
</tbody>
</table>

### POP LP's

| WKBW | 40% |
| WING (Wiley) | 35% |
| WPOP | 20% |
| WBAJ | 15% |
| WBOB | 10% |
| WCOL | 5% |

### R&B

| WWVA | 40% |
| WGOO | 35% |
| WMCA | 20% |
| WJZ | 15% |
| WJZ | 10% |
| WJZ | 5% |

### CLASSICAL

| WCLF | 40% |
| WCAT | 35% |
| WCRB | 20% |
| WCRB | 15% |
| WCRB | 10% |
| WCRB | 5% |

### JAZZ

| WJZ | 40% |
| WJZ | 35% |
| WJZ | 20% |
| WJZ | 15% |
| WJZ | 10% |
| WJZ | 5% |

### COMEDY

| WJZ | 40% |
| WJZ | 35% |
| WJZ | 20% |
| WJZ | 15% |
| WJZ | 10% |
| WJZ | 5% |

### SINGLES

| WWVA | 40% |
| WGOO | 35% |
| WMCA | 20% |
| WJZ | 15% |
| WJZ | 10% |
| WJZ | 5% |

### STATIONS BY CATEGORY

**COLUMBUS, OHIO: National's 35th largest radio market.**

6 AM: 6 FM: 1 contemporary; 2 standard-pop; 1 pop-standard; rock-jazz-spiritual, 1 standard.

**WBNS:** 5,000 watts day, 1,000 watts night. Independent. CBS affiliate. Music format: Standards.

**WCOL:** Standard Pop, Columbia hits. Cleveland Browns football and football car. Special programs: "Marionettes," "What's on radio," "On the air." The station is known for its"..."

**WBOB:** 740 AM, 5,000 watts day, 1,000 watts night. Independent. Mutual. Music format: Standards.

**WJZ:** 1500 AM, 10,000 watts day, 1,000 watts night. Independent. Mutual. Music format: Standards.

**WJZ:** 920 AM, 10,000 watts day, 1,000 watts night. Independent. Mutual. Music format: Standards.

**WJZ:** 1370 AM, 10,000 watts day, 1,000 watts night. Independent. Mutual. Music format: Standards.

**WJZ:** 1490 AM, 10,000 watts day, 1,000 watts night. Independent. Mutual. Music format: Standards.

**WJZ:** 1580 AM, 10,000 watts day, 1,000 watts night. Independent. Mutual. Music format: Standards.

**WJZ:** 1640 AM, 10,000 watts day, 1,000 watts night. Independent. Mutual. Music format: Standards.

**WBNS:** 5,000 watts day, 1,000 watts night. Independent. CBS affiliate. Music format: Standards.

**WCOL:** Standard Pop, Columbia hits. Cleveland Browns football and football car. Special programs: "Marionettes," "What's on radio," "On the air." The station is known for its"..."
6 SHOO-IN ALBUM CANDIDATES FOR SUMMER CHART CHAMPS

**RAG DOLL**
THE 4 SEASONS
Featuring Rag Doll and Ronnie
and 10 Other Brand New Hit Songs

**LESTER LARIN**
DANCING AT THE DISCOTHEQUE
MERENQUE-CHA-CHA-FOX TROT
HULLY-GULLY-FRUG-SLOP
HITCHHIKE-SURF-DOG-TWIST
SHIMMY-MONKEY-WOBBLE
MASHED POTATO-LINDY-BIRD

**THE DOUBLE SIX OF PARIS**
sing
ray charles

**MICHEL LEGRAND**
SINGS
ACCOMPANIED BY THE MICHEL LEGRAND ORCHESTRA

**JOHNNY SEA**
THE WORLD OF A COUNTRY BOY

---

**PHILIPS RECORDS**
ONE WORLD OF MUSIC ON ONE GREAT LABEL

- Big 10% Discount On All New Releases And Catalog
- Unique Merchandising Program To Help Promote These Great Packages
SINGLES REVIEWS

HOT POP SPOTLIGHTS

DAVE CLARK FIVE—BECAUSE (Ivy, ASCAP) (2:08)—A cappella ballad with an easy beat. Change of pace for the hit-making group that should keep 'em on chart. Flip: "Theme Without a Name" (Beechwood, BMI) (2:03).

JIMMY DIONNE—WARWICK—A HOUSE IS NOT A HOME (Diplomat, ASCAP) (2:00)—YOU'LL NEVER GET TO HEAVEN (If You Break My Heart) (Jac-Blue Seas, ASCAP) (2:58)—First side is from motion picture and is powerfully read by Warwick. Plenty of emotional impact on this tender ballad. Flip is classy bit of material delivered with meaning.

BRENTA HOLLOWAY—THAT OLD FEELING (Jimi Hendrix, BMI) (2:47)—Strong follow-up to her hit "Every Little Bit Hurts." Soulful r&B reading with equal appeal to pop audiences. Flip: "Sad Song" (Johde, BMI) (2:37).

SKEETER DAVIS—LET ME GET CLOSE TO YOU (Screen Gems-Columbia, BMI) (2:30)—Fine commercial sound. Teen heart with Skeeter vocalizing in dual track. Flip: "The Face of a Clown" (Moss Rose, BMI) (2:20)—Country flavored wide, pop and country potential. RCA Victor 8397

MILLIE SMALL—SWEET WILLIAM (Budd, ASCAP) (1:45)—Another hit sound for the "blue-" toned girl in the same groove as her past smash. "My Boy Lollipop." Flip: "What Am I Living For" (Tidel-Penguinide, BMI) (2:45).

JIMMY GIHER—WHAT KINDA LOVE? (Dunbar, BMI) (2:14)—Sugar "Snack" beat repeat good in the teen groove. First rate dance number. Hitsville all the way. Flip: "Wishing" (Nor Va Jak, BMI) (2:14).

PAUL & PAULA—DARLIN" (Longhorn, BMI) (1:48)—The distinctive close harmony of the duo prevails throughout this bluesy-pop ballad. Flip: "The Young Years." (LeBill-Westbound, BMI) (1:54).

FRANKIE AVALLON—NEW FANGLED, JINGLE JANGLE SWIMMING SUIT FROM PARIS (Sudo, BMI) (1:55)—Frankie's strongest entry in quite some time. Novelty duet could be the one topless rendition to make it. Flip: "My Love Is Here to Stay" (Duchess, BMI) (2:36). United Artists 748

SPECIAL PROGRAMMING SPECIALS

Hot Pop

CADE ANKAR—IN MY IMAGINATION (Tahiti-An, BMI) (2:10)—It's Easy to Say (Stax, BMI) (2:10). RCA Victor 1126.


THE SHERRETS—No No No (Mercury, BMI) (2:20)—That Guy of Mine (Mercury, BMI) (2:20). MERCURY 7226


LOU RAWLS—I Fell In Love (Motown, BMI) (2:21). CAPITOL 5327

Track Records

A selection of the best tracks not released as singles from the current LPs.

Hot Pop


POP STANDARD

THE DOUBLE SIX OF PARIS—YES, INDEED (2:11)—From LP: "The Double Six of Paris Sing Ray Charles" (Philips 600-141).

JOHNNY TORDON—WHEN I LOSE YOU (1:55)—From LP: "The Tilibrium Touch" (MGM E 4224).

RAY CHARLES—LOVE,... AND FIGHTIN' (1:22)—From LP: "Have a Smile With Me" (ABC-Paramount 495).

POP STANDARD

LONNIE MACK—Crying Ford (Potluck, BMI) (2:03)—Su-B-Hode (Catchin, BMI) (2:02). FRATERNITY 932.

FOUR PREPS—The Girl With a Top (Lib-Lent, BMI) (2:07). 10328

DICK DALE AND HIS DEL-TONES—Glory-Wave (Lavine, BMI) (2:00). CAPITOL 3235.


BILLY BALEY AND HIS COMETS—Yeah! She's Evil!—With Dee (Hair, BMI) (1:37). DECCA 31350.

POP STANDARD


SINGLES REVIEW POLICY

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

SPOTLIGHT WINNERS OF THE WEEK

(Spotlight winners are those singles with sufficient programming and sales potential to achieve a listing in the top 50 of Billboard's Spotlights. Spotlights are records selected for all program formats. For Pop Spotlights are easily picked for the contemporary or pop contemporary radio play. Pop Spotlights are readily picked for the contemporary or pop contemporary air play. Programming specialists are on hand to develop records applicable for programming in their respective markets.

COMEDY SPOTLIGHTS

BILLY CORDER—THE DOBRO'S CATCHIN' ON AGAIN (And I'm Gonna Be A Star) (Channel), a guitar and clock comedy, deservedly comically described in twang how he's gonna knock the Beatles off the chart with his comedy genius. Bill uses "Flip: TV Westerns" (ASCAP) (2:45).
HOW HOT IS LONDON?
TRY SOME AND FIND OUT

The Rolling Stones
IT'S ALL OVER NOW
#9687

The Bachelors
I BELIEVE
#9672

Lulu and the Luvers
SHOUT
#9678

The Rolling Stones
TELL ME
#9682

Jumpin' Gene Simmons
HAUNTED HOUSE
#2076

ALL FIVE ARE STRONG ON THE CHARTS
This is what Andre Previn said...

"MARVELOUS, VERY GOOD, FINE, EXCELLENT, AMAZING . . . THERE WILL BE NO WAY TO KEEP MARILYN BURROUGHS FROM BECOMING A HUGE SUCCESS!"

This is the Philips Records album

A Sizzling Hit in the Making!!
LOUISIANA—Allied Music Stores of Baton Rouge has announced a product combination for healthy business: Latin American records and broad tape representation.

Irvie Shorten, Allied's president, reports business has broadened in both areas. In the Latin field, the company has increased its buying of tapes from Foncé, Montesola, Soysticko, Columbia and Gema. "Latin music is a field of potential growth," he says, "because it's not confined to a small group anymore. People are getting tired of the same old tastes because they're traveling more and schools are stressing foreign language instruction and music appreciation courses.

Allied, which has been in operation for several years, handles both Latin singles and LPs and Shorten reports summer sales have been good thus far. He says that not only are the pure Latin music stores doing well, but outlet shops like Music City purchase the authentic thing also.

"Latin music is the only pop hits," Shorten explains. "They build over a longer period." He says times have changed. When a Latin record was dependent upon its being tied to a dance, ergo the mambo and cha cha

Jo-Ann Campbell, Troy Seals Merge

NEW YORK—Jo-Ann Campbell, broadside writer for "He's a Tiger," and Cameo Records, was married to singer Troy Seals, of Atlantic Records, recently at the home of family friends, Mr. & Mrs. Peter Heck in Indianapolis, Ind.

They met about a year-and-a-half ago at the Peppermint Lounge, Shrine office, where Seals was appearing and Troy and his group were commenting on their performance. Since then, they have appeared together many times and last September, they were invited to tour the East coast resort areas as a unit. They are both managed by Don Seal.

Edison Awards Gala Sept. 25

AMSTERDAM—Holland's State for Education, Arts and Sciences, Dr. J. L. M. van de Laar, will present the Edison Awards at the Fifth Grand Gala du Disque for classical and popular musicians on the Concertgebouw Sept. 25.

Prior to the presentation of awards, the Concertgebouw will host the annual concert directed by Bernard Haitink and featuring Rene Crepin, Boris Christoff and Claudio Abbado as soloists.

The Edison Awards, named after Thomas A. Edison, have met with growing consumer reaction after their inaugural by the presentation of record manufacturers.

Enjoy popular prices at our newly remodeled
1500-room, world-acclaimed SHERMAN HOUSE

Yes, everything has been newly remodeled at the SHERMAN HOUSE and our popular prices extend even to our fabulous gourmet restaurants.

College Inn—Porterhouse
Schermerhorn Lounge/Grill
Well-Of-The-Sea, Carrol Cafe

Everything exciting is within walking distance. Free radio and TV. No charge for children under 12. American Express Credit Cards honored.

SHERMAN HOUSE

Clark & Randolph/Chicago/Fr 2-2100

Gypsy Comer, Flourish

BUDAPEST—Hungarian musicians—gypsy combos—are considered one of the most popular groups of music in Europe. About 80 percent of these are in western countries, the U.S., Latin American countries, cafes, bars and dance halls.

In 1963, Gypsy combo 16 and five combos were on tour, visiting 165,000 gypsy fans. Half of the musicians are on full or partial government pay and the average earnings are about $300 per month, the government amounts to $1,152,000.

The State Concert Agency takes a 10 per cent commission, which, in turn, does nothing to promote the export of light music

ADT Opens New Wired Operation

DETROIT—Wired music service for industry, offices, restaurants and other customers was inaugurated by 200 of the 90-year-old American District Telegraph Co. (ADT) on July 1.

The project is the pilot operation for a planned series of musical transmissions across the country. ADT is one of the companies specializing in protection service to business through burglary and fire hazards.

The Detroit program was introduced after a survey indicated the market for a potentially lucrative field for the service, largely prompted by Ransley Music, Inc., the Music Exchange franchise.

Programmings is supplied by Magapphire, Inc., offering a 120-hour program, completely changed every five days, but controlled by an interpreter console so that the program itself is not repeated in the same sequence during one year. The service is provided on a 24-hour, seven-day basis, offering the same program to all clients.

Animals Roar Right to Top

NEW YORK—When you have a trademark as exotic as "The Animals," a lion, a promotion man's dream comes true when he gets the job of promoting a recording group called "The Animals."

For an experienced hand like MGC's George Bidwell, the job is added somewhat when the group makes its first appearance on the national charts with "The House of the Rising Sun." The band jumps to No. 3 the following week, dropping to No. 6 to top the slot the next week.

The hit single, "House of the Rising Sun," is being given top promotion by the record company, but only in the U.S., not only by Warners but for all countries of the world. A sales director and Frank Man- cini, promotion director, disk jockeys around the country, receiving boxes of animal crackers specially wrapped with promotional messages and direct mail campaign is being launched by dealers, on the job, and in juke box operators.

Radio programmers also have the opportunity of winning an expansion of the group's second recording, "My Boy," recorded by Mary Wells and "You're My World," released by RCA.

Both of these recordings occurred within two months of each other. Though the current hit single is making inroads on Beatlemania, the female voices are still reaping their rewards because evidence is provided in the popularity of Dionne Warwick's "Do You Want to Dance," "Walk on By;" Betty Everett's "The format is used by both [name] for [name] now the latest chart smashes, "Chapel of Love," recorded by the Omegas, "Fuentesfield's "Wishin' and Hopin," and "Here I Go Again." Recorded by the Hollies.

FRED KOLIN

FRED KOLIN now in London, writes that his next session with EMU-Columbia Records will feature the American composition "Proud of You," by John Hafford and Jat Justin. The song was a hit when recorded by Justin on Columbia Records last year. Diviision also touring Germany this month...

HOLLAND

The Netherlands' String Quartet left Holland for the United States to take part in the Aspen. Cole Cleveland of the group will be the only American in the quintet. The ensemble will also give concerts at festivals in California... Dutch label "Loos" and Russian label "Muzak" are both excited about the arrival of the group. They will perform all of their own compositions. They will also give concerts at festivals in many countries, including New York, Toronto and Montreal.

PANAMA MARKET

Carlos Fuentesfield, who recently turned his attention to recording, where he gave concerts with violinist Henryk Hauser, is currently in Monte- bello, Peru and Adelaide. He is currently being represented by a tape of his own compositions, which are now being broadcast in many countries, including New York, Toronto and Montreal.

"Do you want to dance," recorded by the Omegas... the format is used by both "Chapel of Love," recorded by the Hollies... "Here I Go Again," recorded by the Hollies...

LONDON

There is major excitement here over a new Columbia single by the label's up and coming star, "I've Been to Heaven." Though it is only the group's second disc and EMU has not sold more than 500,000 copies, the label is pleased to have sold the United States. The 45 was played on several occasions on FM radio.

SYDNEY

Festival Records are planning an all-Latin music campaign for the Ska, which has created considerable interest by the American trade magazines, including Billboard's report on Atlantic's "Ska"... a new dance and decays are being played on Atlantic's "Ska," which has been released in all states of Australia on the "Ska" label.

Nine-year-old Jenny Bradley is being billed as another of the "Ska" fad... a new release on the "Ska" label. Recently released are "Everything's Coming Up Roses" on the "Ska" label... "The Deli" and "Davy" TV show.

Belinda Murray, export department of the "Ska" label... "The Deli" and "Davy" TV show have been publishing world-wide... "Broken Things" with Big Top Records for world distribution... "Bobby's" image... "Here I Go Again." Recorded by the Hollies.

FRED KOLIN

FRED KOLIN now in London, writes that his next session with EMU-Columbia Records will feature the American composition "Proud of You," by John Hafford and Jat Justin. The song was a hit when recorded by Justin on Columbia Records last year. Division also touring Germany this month...

HOLLYWOOD

The Netherlands String Quartet left Holland for the United States to take part in the Aspen. Cole Cleveland of the group will be the only American in the quintet. The ensemble will also give concerts at festivals in California... Dutch label "Loos" and Russian label "Muzak" are both excited about the arrival of the group. They will perform all of their own compositions. They will also give concerts at festivals in many countries, including New York, Toronto and Montreal.

PANAMA MARKET

Carlos Fuentesfield, who recently turned his attention to recording, where he gave concerts with violinist Henryk Hauser, is currently in Montebello, Peru and Adelaide. He is currently being represented by a tape of his own compositions, which are now being broadcast in many countries, including New York, Toronto and Montreal.

"Do you want to dance," recorded by the Omegas... the format is used by both "Chapel of Love," recorded by the Hollies... "Here I Go Again," recorded by the Hollies...

LONDON

There is major excitement here over a new Columbia single by the label's up and coming star, "I've Been to Heaven." Though it is only the group's second disc and EMU has not sold more than 500,000 copies, the label is pleased to have sold the United States. The 45 was played on several occasions on FM radio.

SYDNEY

Festival Records are planning an all-Latin music campaign for the Ska, which has created considerable interest by the American trade magazines, including Billboard's report on Atlantic's "Ska"... a new dance and decays are being played on Atlantic's "Ska," which has been released in all states of Australia on the "Ska" label.

Nine-year-old Jenny Bradley is being billed as another of the "Ska" fad... a new release on the "Ska" label. Recently released are "Everything's Coming Up Roses" on the "Ska" label... "The Deli" and "Davy" TV show.

Belinda Murray, export department of the "Ska" label... "The Deli" and "Davy" TV show have been publishing world-wide... "Broken Things" with Big Top Records for world distribution... "Bobby's" image... "Here I Go Again." Recorded by the Hollies.

FRED KOLIN

FRED KOLIN now in London, writes that his next session with EMU-Columbia Records will feature the American composition "Proud of You," by John Hafford and Jat Justin. The song was a hit when recorded by Justin on Columbia Records last year. Division also touring Germany this month...
BOBBY

And SOON to arrive in

WITH HIS LIL
JAMESON

YOUR city for interviews

MOUSINE AND
IS HERE & personal appearances MOTORCADE!

See fold-over page for itinerary...
BOBBY JAMESON'S

U.S. ITINERARY INCLUDES...

<table>
<thead>
<tr>
<th>Month</th>
<th>States</th>
</tr>
</thead>
<tbody>
<tr>
<td>JULY</td>
<td>CALIFORNIA</td>
</tr>
<tr>
<td></td>
<td>Los Angeles—July 20</td>
</tr>
<tr>
<td>JULY</td>
<td>Arizona, New Mexico, Utah, Idaho</td>
</tr>
<tr>
<td></td>
<td>Nevada, Oregon, Washington</td>
</tr>
<tr>
<td></td>
<td>Montana, Wyoming, Colorado</td>
</tr>
<tr>
<td>AUG.</td>
<td>North Dakota, South Dakota</td>
</tr>
<tr>
<td></td>
<td>Nebraska, Kansas, Oklahoma</td>
</tr>
<tr>
<td></td>
<td>Texas, Louisiana, Arkansas</td>
</tr>
<tr>
<td>AUG.</td>
<td>Missouri, Illinois, Wisconsin</td>
</tr>
<tr>
<td></td>
<td>Iowa, Minnesota, Indiana, Ohio</td>
</tr>
<tr>
<td></td>
<td>Michigan</td>
</tr>
<tr>
<td>AUG.</td>
<td>Virginia, West Virginia, Tennessee</td>
</tr>
<tr>
<td></td>
<td>Alabama, Georgia, Florida</td>
</tr>
<tr>
<td></td>
<td>South Carolina, North Carolina</td>
</tr>
<tr>
<td></td>
<td>Delaware, Rhode Island, Maryland</td>
</tr>
<tr>
<td>AUG.</td>
<td>Pennsylvania, Connecticut</td>
</tr>
<tr>
<td></td>
<td>New Jersey, Vermont, New Hampshire</td>
</tr>
<tr>
<td>SEPT.</td>
<td>NEW YORK</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Watch your newspapers and trade papers for the announcement of Bobby's arrival

D. J. and Distributor Records

NEXT WEEK

www.americanradiohistory.com
STEREO DISK BOOM IN JAPAN; SALES TRIPLE IN TWO YEARS

TOKYO — Along with the stereo music boom prevailing in Japan, stereo disks are racking up large sales. The dollar volume of stereo records produced in 1961 was $9,360,000 at factory price. It rose to $25,000,000 in 1963, an increase of almost five times in two years. Until a few years ago, recorded stereo tapes were only an attraction to radio stations and audio shops. Fans could not sell more than two or three reels a month. However, the recent popularity of tape players, technical improvement of stereo equipment, and debut of two FM stations, have served tremendously in augmenting stereo tape sales. Trading firms import most of tapes from the U.S. At present CBS tapes are registering the best sales, with RCA Victor, Kapp and others following.

Customers largely choose tapes with loud and most realistic sound effects; popular music with percussion instruments loudly recorded or classic piano concerto or symphony orchestra music. They are played on Sony, Texe, Aki and Denon players which sell for about $250 each.

A&A Japan, a firm which has been importing Audio Fidelity tapes since January, also released a low-priced stereo tape player priced at $41. But there is skepticism about its reproducing capability because of its low price and sales are not picking up. The current best seller is seven-inch tape which plays stereo 23 minutes and sales are at the price of $8. Tapes of this category originally sold at $11, but were later reduced by $3.

More than a score of FM stations will be licensed within two years. This will further popularize stereo music. Future prospects for tape business look very rosy.

KEELEY SMITH REJOINS REPRISE

HOLLYWOOD — Keeley Smith has rejoined Reprise and her first product is the single, "Today's Morning." Product planning will be handled by ad director Jimmy Bowen, who hopes to promote her six months before she departs for a summer tour of Europe.

DUTCH COMPOSER IS HONORED

HILVERSUM, Holland — Malando, Dutch composer, was honored at the Vista Studios here on his 25th anniversary in the music industry. The Dutch Network Association, which has used Malando's orchestra for many years, tendered the affair. A vera secretar R. Broekx paid tribute to Malando's contributions to better world understanding through his many compositions.

Phonogram's J. Haslingen took part in the tribute as did Piet Beshuis, Philips public relations director. On behalf of Japanese record dealers, Malando was given a Japanese painting of himself by Beshuisen, since the composer-conductor's works are well known in the Orient. Beshuisen announced the release of a special Philips album, "25 Years of Malando's Best Known Tangos."

WAGNER POST IS CONFIRMED

HOLLYWOOD — Capitol has confirmed the appointment of Bill Wagner as ad staff co-ordinator, exclusively reported in Billboard June 13. He reports directly to Karl Engemann, ad director, and will work closely with Engemann and Vogue Gilmore, ad vice-president, in maintaining liaison between ad and sales.

DARK WORLDS

THE BEACH BOYS receive Billboard's Top Single Award for the disk, "I Get Around," from Billboard's West Coast advertising manager, Bill Wardlow, prior to their leaving for personal appearances in Hawaii.

PHILIPS BOWS 6 NEW LP'S

CHICAGO — Albums by the Four Seasons and Lester Lanin highlight Philips Records release this week of six new LP's. The package is accompanied by a 10 per cent discount plan plus hefty merchandising and promotion support. The discount applies to the six new albums plus the entire Philips catalog.

Merchandising aids consist of two "Insert Into Album Die-Cut Cards," to be used with die-cut jackets. One is in support of the two new Lanin LP's and has a 15-inch illustration of a dancing couple with the message, "If You Want to Dance, You'll Want Lester Lanin."

The second card is for the Four Seasons' "Rag Doll" LP and has a 15-inch line drawing of a rag doll in die-cut form. The doll peers over a child's blackboard with appropriate sell copy. Other albums in the new release are by the Double Six of Paris, Johnny Sea and Míchel Legrand.

RITA ON TV—UNKNOWINGLY

MONTREAL — After successful appearance here on Radio Aribel, at the Plaza Theater, and on TV, Rita Peltier is not realizing she would be getting continuing exposure on TV. A videotape, taken during a rehearsal of her TV show here, was made without her knowledge. When shown a week after her regular appearance, the sponsor of the original show took the case to lawyers. Rita's manager did the same when he heard of the unauthorized showing.

Meantime, her single records are selling well and RCA Victor has two albums that are also moving well here.

JOHNNY CASH BELSHAZA B/W WIDE OPEN ROAD SUN 7395

SUN RECORDS 639 Madison New York 3, N.Y.

WAGNER BROS. 8

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

CLAUDINO CLARK The Party Lights Girl has a rockin' new hit
STANDIN' ON TIP-TOE FOXY

EXCLUSIVELY IT'S A RECORDS A division of 20TH CENTURY RECORDS

WAGNER POST IS CONFIRMED

20TH CENTURY RECORDS

please enter my subscription to Billboard for:

1 YEAR $15 3 YEARS $35 NEW Renew

payment enclosed

Bill me later

Above subscription rates are for continental U.S. and Canada. Europe: $26.00 per year by air.

Other overseas rates on request.

Company Name Address City State Type of Business Title

WEB

THE BEACH BOYS receive Billboard's Top Single Award for the disk, "I Get Around," from Billboard's West Coast advertising manager, Bill Wardlow, prior to their leaving for personal appearances in Hawaii.

BUYERS AND SELLERS THROUGHOUT THE WORLD

IT—KEEP IT—REFER TO IT

EAR ROUND!

EVERYONE AND EVERYTHING YOU NEED—FROM

ACK JOBBERS TO RECORD MANUFACTURERS—FROM

LEE SUPPLIERS TO TRADE ASSOCIATIONS—FROM

ALVANO PLATING TO RECORDING STUDIOS—FROM

S. DISTRIBUTORS TO FOREIGN PUBLISHERS—FROM

IMPORTERS/EXPORTERS TO LOCAL PROMOTION MEN.

ON'T MISS THE ISSUE THAT LISTS

EVERYONE YOU'RE LOOKING FOR . . .

AND IS USED BY EVERYONE WHO'S LOOKING FOR YOU

Billboard's 1964-65 International Buyer's Guide

THE most valuable reference source published for the music-record industry

SUBSCRIBE NOW

AND THIS VITAL DIRECTORY ISSUE WILL AUTOMATICALLY

Please enter my subscription to Billboard for:

1 YEAR $15 3 YEARS $35 NEW Renew

Payment enclosed

Bill me later

Above subscription rates are for continental U.S. and Canada. Europe: $26.00 per year by air.

Other overseas rates on request.

Company Name Address City State Type of Business Title
Modern Radio Not Push-Button

By BILL GAVIN
Contributing Editor

A STATION MANAGER recently said to me, "I don't go along with the modern radio. My station programs for adults. Let the formula stations create the new music."

I did my best to explain that "modern" radio means a lot more than that, but it didn't do much good.

I asked another radio man what he thought of "modern radio." "I'm all for it," he said. "Out station is really modern. Top 40 survey, single paced according to time and temperature, news highlights every half hour, contestants, keep the deejays from yakking—we've got all the modern gimmicks."

Interesting to note, neither of these gentlemen was speaking for a winning station. Manager No. 1 claimed that the audience measurement services were phony because he knew of "lots of people" who listened to his station. Manager No. 2 is perpetually optimistic that the next ratings will move him up out of the No. 4 spot to which his station currently belongs.

MODERN RADIO is not teen-age programming. Modern radio is not gimmicks, copied from some successful operation. There are so many different opinions about, and explanations of, modern radio that I offer the comments that follow with some difference, realizing that others may have a different—and possibly a better—description.

Modern radio starts with people. It grows out of a genuine respect for people's interests, problems, tastes and education. Modern radio programming aims first at understanding what people want to hear, and then giving them that plus something more. A continuing acquaintance with living trends in all the many things it has to offer forms the basis of modern radio. Its program rate is objectivity. This is why sterile imitations of formulas and gimmicks show themselves so often to be vulnerable and weak. Modern radio, briefly, is audience centered.

Modern radio needs and uses a high degree of technical skill. The average listener seldom notices the excellent recording which records and tape cartridges are cued and started. Actually, if the technique is apparent to the listener, something is wrong with it. Skill and planning will provide the continuous flow of sound and the feeling of closeness that are characteristic of today's most successful radio.

TO BE PROFITABLE, radio must operate economically. In contrast to present day radio, the stationary costs of a major network are incredible, with their writers, producers and sound effects men, at announcers killing time while waiting in a factory or station car letters in-between the network programs. The margin of profit is much smaller today, and the average effort reported from each employee is proportionately greater.

Modern radio is more than entertainment. It is also companionship. It is a friendly voice in a hospital room, in a car, or in a lonely farm house. To be a companion, radio stations have emerged from the electronic anonymity of relay transmitters of entertainment, and have assumed personality and character of their own. Radio, like a good friend, is dependable there and dependably the same.

Pleasing an audience does not consist entirely of providing what people want. Very often, people don't know what they like in the way of entertainment until they've tried it. Pleasing the audience consists largely in planning something that the audience will like. Surprise, novelty and variety are all part of modern radio. It takes creative imagination, often the combined work of many dedicated people, to keep radio continually alive and interesting. Some people call it showmanship.

Modern radio is the disk jockey. He is the voice of the station. He does much more than play records and talk about them. He may be casual or rapid fire, he may be witty or sincere; whatever he is is in the key to a station's acceptance by the public.

MODERN RADIO is a living part of its community. Whether it's the support of the symphony or a children's hospital or of a high school record hop, radio is doing something with and about the community where it lives. The old promotion idea was "Listen to us." Today, radio listens to people. More and more, stations are becoming more than phones, and the phone calls are being broadcast. Modern radio is successful in this joint participation project only as it demonstrates concern and awareness of its listeners as co-partners in the common interests of their community.

News has always been an integral part of radio. Even television's tremendous immediacy in the coverage of such major events as political conventions and the World Series has not reduced the audience appeal of radio's consistently broader scale reporting. The early 1950's saw the beginning of the trend away from four to five to quarter hour newscasts per day to the present prevailing practice of shorter summaries every hour or half hour. The news directly in today's radio is also a public relations director, guiding his station's participation in community affairs.

Above all, modern radio is music. Practically all conceivable musical tastes can find satisfaction on radio's AM and FM dials. The music comes, of course, from records; but without the rich variety of music made available by the record business, modern radio as we know it could not survive. A station's selection of recorded music for airplay largely determines the type and size of its audience. Whether in the field of country music, blues, jazz, rock, pop or concert, modern radio accepts the principle that listener preference, as demonstrated by record sales and other measurable response, is the guide line to programming.

Modern radio is not the same as it was yesterday, nor will it be the same tomorrow. It is always responsive to the public's ever-changing wants and new ideas. Within the structure of modern radio there have always been those leaders who are willing to pioneer new concepts and approaches. As long as courage and vision survive among broadcasters, there will always be modern radio.
<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>RAC DOLL</td>
<td>8</td>
<td>-</td>
</tr>
<tr>
<td>A HARD DAY'S NIGHT</td>
<td>21</td>
<td>-</td>
</tr>
<tr>
<td>1</td>
<td>3</td>
<td>8</td>
</tr>
<tr>
<td>1</td>
<td>4</td>
<td>7</td>
</tr>
<tr>
<td>1</td>
<td>5</td>
<td>6</td>
</tr>
<tr>
<td>1</td>
<td>6</td>
<td>5</td>
</tr>
<tr>
<td>1</td>
<td>7</td>
<td>4</td>
</tr>
<tr>
<td>1</td>
<td>8</td>
<td>3</td>
</tr>
<tr>
<td>1</td>
<td>9</td>
<td>2</td>
</tr>
<tr>
<td>1</td>
<td>10</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>11</td>
<td>10</td>
</tr>
<tr>
<td>2</td>
<td>12</td>
<td>9</td>
</tr>
<tr>
<td>2</td>
<td>13</td>
<td>8</td>
</tr>
<tr>
<td>2</td>
<td>14</td>
<td>7</td>
</tr>
<tr>
<td>2</td>
<td>15</td>
<td>6</td>
</tr>
<tr>
<td>2</td>
<td>16</td>
<td>5</td>
</tr>
<tr>
<td>2</td>
<td>17</td>
<td>4</td>
</tr>
<tr>
<td>2</td>
<td>18</td>
<td>3</td>
</tr>
<tr>
<td>2</td>
<td>19</td>
<td>2</td>
</tr>
<tr>
<td>2</td>
<td>20</td>
<td>1</td>
</tr>
<tr>
<td>3</td>
<td>21</td>
<td>10</td>
</tr>
<tr>
<td>3</td>
<td>22</td>
<td>9</td>
</tr>
<tr>
<td>3</td>
<td>23</td>
<td>8</td>
</tr>
<tr>
<td>3</td>
<td>24</td>
<td>7</td>
</tr>
<tr>
<td>3</td>
<td>25</td>
<td>6</td>
</tr>
<tr>
<td>3</td>
<td>26</td>
<td>5</td>
</tr>
<tr>
<td>3</td>
<td>27</td>
<td>4</td>
</tr>
<tr>
<td>3</td>
<td>28</td>
<td>3</td>
</tr>
<tr>
<td>3</td>
<td>29</td>
<td>2</td>
</tr>
<tr>
<td>3</td>
<td>30</td>
<td>1</td>
</tr>
<tr>
<td>4</td>
<td>31</td>
<td>10</td>
</tr>
<tr>
<td>4</td>
<td>32</td>
<td>9</td>
</tr>
<tr>
<td>4</td>
<td>33</td>
<td>8</td>
</tr>
<tr>
<td>4</td>
<td>34</td>
<td>7</td>
</tr>
<tr>
<td>4</td>
<td>35</td>
<td>6</td>
</tr>
<tr>
<td>4</td>
<td>36</td>
<td>5</td>
</tr>
<tr>
<td>4</td>
<td>37</td>
<td>4</td>
</tr>
<tr>
<td>4</td>
<td>38</td>
<td>3</td>
</tr>
<tr>
<td>4</td>
<td>39</td>
<td>2</td>
</tr>
<tr>
<td>4</td>
<td>40</td>
<td>1</td>
</tr>
<tr>
<td>5</td>
<td>41</td>
<td>10</td>
</tr>
<tr>
<td>5</td>
<td>42</td>
<td>9</td>
</tr>
<tr>
<td>5</td>
<td>43</td>
<td>8</td>
</tr>
<tr>
<td>5</td>
<td>44</td>
<td>7</td>
</tr>
<tr>
<td>5</td>
<td>45</td>
<td>6</td>
</tr>
<tr>
<td>5</td>
<td>46</td>
<td>5</td>
</tr>
<tr>
<td>5</td>
<td>47</td>
<td>4</td>
</tr>
<tr>
<td>5</td>
<td>48</td>
<td>3</td>
</tr>
<tr>
<td>5</td>
<td>49</td>
<td>2</td>
</tr>
<tr>
<td>5</td>
<td>50</td>
<td>1</td>
</tr>
<tr>
<td>6</td>
<td>51</td>
<td>10</td>
</tr>
<tr>
<td>6</td>
<td>52</td>
<td>9</td>
</tr>
<tr>
<td>6</td>
<td>53</td>
<td>8</td>
</tr>
<tr>
<td>6</td>
<td>54</td>
<td>7</td>
</tr>
<tr>
<td>6</td>
<td>55</td>
<td>6</td>
</tr>
<tr>
<td>6</td>
<td>56</td>
<td>5</td>
</tr>
<tr>
<td>6</td>
<td>57</td>
<td>4</td>
</tr>
<tr>
<td>6</td>
<td>58</td>
<td>3</td>
</tr>
<tr>
<td>6</td>
<td>59</td>
<td>2</td>
</tr>
<tr>
<td>6</td>
<td>60</td>
<td>1</td>
</tr>
<tr>
<td>7</td>
<td>61</td>
<td>10</td>
</tr>
<tr>
<td>7</td>
<td>62</td>
<td>9</td>
</tr>
<tr>
<td>7</td>
<td>63</td>
<td>8</td>
</tr>
<tr>
<td>7</td>
<td>64</td>
<td>7</td>
</tr>
<tr>
<td>7</td>
<td>65</td>
<td>6</td>
</tr>
<tr>
<td>7</td>
<td>66</td>
<td>5</td>
</tr>
<tr>
<td>7</td>
<td>67</td>
<td>4</td>
</tr>
<tr>
<td>7</td>
<td>68</td>
<td>3</td>
</tr>
<tr>
<td>7</td>
<td>69</td>
<td>2</td>
</tr>
<tr>
<td>7</td>
<td>70</td>
<td>1</td>
</tr>
<tr>
<td>8</td>
<td>71</td>
<td>10</td>
</tr>
<tr>
<td>8</td>
<td>72</td>
<td>9</td>
</tr>
<tr>
<td>8</td>
<td>73</td>
<td>8</td>
</tr>
<tr>
<td>8</td>
<td>74</td>
<td>7</td>
</tr>
<tr>
<td>8</td>
<td>75</td>
<td>6</td>
</tr>
<tr>
<td>8</td>
<td>76</td>
<td>5</td>
</tr>
<tr>
<td>8</td>
<td>77</td>
<td>4</td>
</tr>
<tr>
<td>8</td>
<td>78</td>
<td>3</td>
</tr>
<tr>
<td>8</td>
<td>79</td>
<td>2</td>
</tr>
<tr>
<td>8</td>
<td>80</td>
<td>1</td>
</tr>
<tr>
<td>9</td>
<td>81</td>
<td>10</td>
</tr>
<tr>
<td>9</td>
<td>82</td>
<td>9</td>
</tr>
<tr>
<td>9</td>
<td>83</td>
<td>8</td>
</tr>
<tr>
<td>9</td>
<td>84</td>
<td>7</td>
</tr>
<tr>
<td>9</td>
<td>85</td>
<td>6</td>
</tr>
<tr>
<td>9</td>
<td>86</td>
<td>5</td>
</tr>
<tr>
<td>9</td>
<td>87</td>
<td>4</td>
</tr>
<tr>
<td>9</td>
<td>88</td>
<td>3</td>
</tr>
<tr>
<td>9</td>
<td>89</td>
<td>2</td>
</tr>
<tr>
<td>9</td>
<td>90</td>
<td>1</td>
</tr>
</tbody>
</table>

**HOT 100—A TO Z** (Publisher-Licensee)

**BUBBLING UNDER THE HOT 100**

*Compiled from national retail sales and radio station play by the Music Popularity Chart of Record Market Research, Billboard.*
LITTLE RICHARD RETURNS
To POP Recording...
And He Has A HIT!

"BAMA LAMA
BAMA LOO"

by
Little
RICHARD

Specialty #692

Specialty Records
8300 Santa Monica Blvd. Hollywood, Calif. 90069
Assn. Plans Progress

NASHVILLE—The effort of gospel music leaders to organize a trade association is fast becoming a reality. More than 50 people representing the gospel music industry recently attended an organizational dinner meeting in Nashville and elected a 13-man steering committee to plan the formation of the organization.

The steering committee, representing all phases of gospel music, is composed of A.O. Stinson, TV and radio; John T. Benson Jr., publishers; Brock Speer, performers and singers; Cecil Scaife, recording companies; Don Light, trade publications; Roy Drusky, licensing societies; James Wetherington, writers and composers; J.G. Whitfield, promoters, and Jake Hess, Herrell Lewis, Larry Scott, Ronnie Page and Smitty Gatlin, members at large.

The committee met in Nashville June 23 and drew up a constitution and bylaws for submission to a general meeting. Brock Speer was named chairman of the membership committee and has launched an intensive membership drive.

The steering committee is scheduled to meet again July 28 at the Capitol Park Inn, Nashville.

Smitty Gatlin (center) of the Oak Ridge Boys signs an exclusive Skylite recording contract. Others seated are, left, Movie Lister, vice-president, and J. D. Sumner, general manager, of Skylite. Standing, left to right: James Blackwood, president of Skylite, and the other Oak Ridge Boys.

Skyline Signs Oak Ridge Boys

MEMPHIS — James Blackwood, president of Skyline Record Company, has announced the signing of the Oak Ridge Boys to an exclusive recording contract. The contract also includes an exclusive television contract with Statesmen-Blackwood Productions.

The Oak Ridge Boys will join in the Statesmen, the Blackwood Brothers, the Speer Family, the Rebels Quartet and the Stamps Quartet on "Sing Out In Dixie," an hour-long syndicated TV program.

SHAPE NOTES

By DON LIGHT

Joe Moscheo, pianist and manager of the Prophets Quartet, reports that the group has opened a new office in Knoxville to handle bookings, correspondence and publicity.

The Couriers Quartet, of Harrodsburg, Ky., have recorded a new album. Ronnie Page, bass of the group, has been named vice-president of the Stoker Music Company. The firm, formerly known as the John Daniel Music Company, was recently purchased by Gordon Stoker of the Jordans.

The Gospel Harmony, Huntington, W. Va., cut a new album for Skylite Records under the direction of Brock Speer, Nashville, head of the Memphis firm.

Bedby Stewart, Kentucky promoter, reports that his recent third annual all-night sing in Paducah, Ky., played to a sold-out house. Groups featured were the LeFevres, the Johnson Sisters, the Prophets and the Blue Ridge Boys.

The Plainsmen Quartet, Baton Rouge, La., last week recorded their new hymn album for Heart-Warning Records, under the direction of Bob Benson.

The Oak Ridge Boys have just returned to Nashville, following a successful 11-day tour through the West. Largest crowd was in Dallas, where over 6,500 attended the annual all-night sing and broadcast, which marked the closing of the Stantons Music Festival of Music.

Cecil Scaife, head of the Gospel Records, recently recorded albums on the Georgians and the Fogg River Boys.

A. O. Stinson, president of Programming, Inc., and producer of the Jake Hess show, reports that four new channels will be added in the fall, bringing the total to 17.

Herschel Lester will present a gospel music spectacular Sept. 12 at the Kiel Auditorium, St. Louis. Groups appearing will include the Oak Ridge Boys, the Hamilton Brothers, the Royal Gardenaires, Blue Ridge Quartet, the Prophets and the Lester Family.

The Happy Goodman Family has loaned a new Gems album entitled "The Best of the Happy Goodman Family."

Joe Mac LeFevre, of the LeFevre Quartet, was recently made honorary mayor of Woodland Hills, Ark., by Councilman Ralph Johnson.
BREAKOUT ALBUMS

☆ NATIONAL BREAKOUTS☆

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

TELL ME WHY
Bobby Vinton, EPIC LN 24133 (M); BN 26133 (S)

☆ NEW ACTION LP's☆

These new albums, not yet on Billboard's Top 10 Chart, have been reported getting strong sales action by dealers in major markets.

SHAKESPEARE: HAMLET...
Original Cast, Columbia DCI 302 (M); DOS 762 (S)

NEW ALBUM RELEASES

This form is designed to aid old dealers in ordering and programming in record stores.

AHD... EPIC

BOBBY RACKETT—Hello Kitty; LN 24099, BN 26099

BOBBY VINTON—Tell Me Why; LN 24133, BN 26131

IRISH

TOMMY DORSEY—The Very Best of Tommy Dorsey; E 4056; 45 4546

JENNIE LINTON—The Ftilk of Today; E 4224; 45 4224

CAKEFOLK

BUCK OWENS & BUCKO'S—Together Again/My Heart Sings to Be T 21352, ST 21081

THE BEATLES—Something New; T 2108, ST 21081

CRAKER

TOMMY TUCKER—Hi-Fi Sneakers: 2990 (M);

CIRC... RCA

ALTERNATE ARTISTS—Elevate; BM 2000 (M);

COLUMBIA

MARY MARTIN, LOUISE CARELLE AND EDDIE CRAPPHELL—Girl Crazy; CL 200, CL 2003

BOB... DECCA

BEETHOVEN: Symphony No. 6 & 7; Symphony No. 9 in D Minor, "Choral"; The Spokane Symphony, Maxfield; LPM 18 807, LPM 18 807; LPM 18 807

ROCKCINEMA: Coloratura in B Flat/C.P.E. BACH: Celli concertos in A major; Pierre Fouquier, Celli, Luxum Festival, ARAB Moos Mark Kuhn; EPM 18 816, EPM 18 816

CHOPIN: The Four Scherzos, Tunes, Valse; RCM 19 451, SMP 156 451

HADYN: To Crown Her; BACH, Musical Offering, Majenta; EPM 17 447, ABP 17 447; Beginning Symphony in C minor; EPM 17 447, ABP 17 447

LEONARD'S MUSIQUE: Canada; EPM 19 299, SMP 156 398

REACH STRAWS:西班牙: Spanish American; Uno Enfes Casa, Anakdes Riebenwein, Edelweiss, CPM 0805, SMP 156 208

LUT... EMERSON SOUNDCREATORS

ANDREW'S LISTENERS—Great Country Hits; CPF 2597

THE ROLLING—Polynesian Sunset; CPF 25985; CPF 25985

BOYD—Great Hits; CPF 25981; CPF 25981

BRYAN FLOWER—Great Accompanists (M); CPF 25997, CPF 25997

JENNIE SMITH—Jennie; CPF 25996, CPF 25996

BRUCE VANCOUVER—Another Hit Album; CPF 25993, CPF 25993

LEWIS WELLS—10th Anniversary Show; CPF 25991, CPF 25991

NEW ALBUM REVIEWS

(CONTINUED ON PAGE 33)

SEE ALBUM REVIEWS ON BACK COVER

July 25, 1964, BILLBOARD
The program that rocked the Eden Roc! Sixteen tremendous!

**FERRANTE & TEICHER**

*MY FAIR LADY*
Monaural: UAL 3361 Stereo: UAS 6361

**Al Caiola**

*ON THE TRAIL*
Monaural: UAL 3362 Stereo: UAS 6362

**THE SEVENTH DAWN**

*MUSIC COMPOSED AND CONDUCTED BY RIZ ORTOLANI*
Monaural: UAL 4115 Stereo: UAS 6315

**HIGHWAYMEN**

*HOMECOMING*
Monaural: UAL 3348 Stereo: UAS 6348

**FRANKIE AVALON**

*MY GREATEST HITS*
Monaural: UAL 3352 Stereo: UAS 6382

**THE NEW LA PLAYA SOUND**

*THE LA PLAYA SEXTET*
Monaural: UAL 3357 Stereo: UAS 6357

**THE WASHINGTON POST MARCHING BAND**

*FIFTY FABULOUS MARCH FAVORITES*
Monaural: UAL 3372 Stereo: UAS 6372

**INSIDE BETTY CARTER**

*AMY ARCHER AND THE ALL STARS*
Monaural: UAL 3365 Stereo: UAS 6365

**RUSSIA GOES JAZZ**

*TEDDY CHARLES AND THE ALL STARS*
Monaural: UAL 3379 Stereo: UAS 6379
GOLDEN ALBUM SHOWCASE

New albums carefully selected for sure-fire sales power!

ZULU — ORIGINAL MOTION PICTURE SOUND TRACK
Monaural: UAL 4116  Stereo: UAS 5116

GOLDEN MOTION PICTURE THEMES AND ORIGINAL SOUND TRACKS
Monaural: UAL 3376  Stereo: UAS 6376

OFF THE BEATLE TRACK—GEORGE MARTIN AND HIS ORCHESTRA
Monaural: UAL 3377  Stereo: UAS 6377

THE LEROY HOLMES ORCHESTRA
FIFTY FABULOUS YEARS
FIVE DECADES OF GREAT MUSIC
Monaural: UAL 3373  Stereo: UAS 6373

GEORGE JONES SINGS LIKE THE DICKENS!
Monaural: UAL 3364  Stereo: UAS 6364

DOWN HOME—MELBA MONTGOMERY
Monaural: UAL 3369  Stereo: UAS 6369

A KING & TWO QUEENS
Monaural: UAL 3367  Stereo: UAS 6367

Plus five new Tale-Spinners added to the hottest kiddie line in the business!

...and they're all on United Artists Records of course!
IT'S THE IMPRESSIONS exploding all over the place with a SPECTACULAR NEW ALBUM

MR. DEALER - MR. ONE-STOP - MR. RACK JOBBER Remember... when it comes to fireworks, the real dynamite comes from ABC-PARAMOUNT
Chellman Joins Starday

NASHVILLE—Don Pierce, Starday Records, Madison, Tenn., has announced the appointment of Chuck Chellman to head up a new national sales and promotion department for the label. Chellman, who started with Decca in Pittsburgh and was appointed manager of the Cleveland Decca branch in 1959, joined Mercury Records here several months ago to handle country music sales and promotion.

According to Pierce, the appointment of Chellman will enable Starday to go after a larger share of the country and western record market, because for the first time Starday will have a man available to handle promotion entirely on sales and promotion. Starday has found acceptance with both Pierce and Martie Haerle, administrative assistant to Pierce, handling distributor relations via telephone. This will be supplemented in the future by Chellman working on the road, pushing the Starday album line, singles and the Nashville Economy Line.

Chellman will continue his own mail-order business, which is sent primarily to country music DJ's, offering program aids to radio stations and its markets, spotlighting Starday activity.

C. B. Gay Returns Home This Week

CINCINNATI—Connie B. Gay, authority on country music, operator of a number of country music radio stations and first president of the Country Music Association, is due back at his home in Nashville this week after a two-week tour of Europe to inspect the results of the Marshall Plan. A year ago the German Chancellor invited the late President John F. Kennedy to send a group of American business executives to Europe to note the results of the Marshall Plan. Gay was on a committee of eight selected by President Kennedy to honor the trip.

Gay will attend the meeting of officers and directors of the CMA in Toronto Aug. 6, where he is slated to address the group.
**COUNTRY MUSIC CORNER**

By BILL SACHS

Billy Deaton advises from San Antonio that Jim Reeves and His Blue Boys played five days in the San Antonio area recently to turn away business, with Faron Young and His Country Cousins scoring likewise with a four-day trek in the same sector. Young's Pearl Beer series is now on 29 stations in the Texas, Louisiana, New Mexico and Mississippi territory.

... Bobby Lewis, now handled by Haze Jones, of Hal Smith Artists Productions, Goodlettsville, Tenn., is on a promotional tour in Louisiana and Texas to help his new release, "Crying in Public." Last Saturday (18), Bobby appeared on the "Big D Jamboree" show and at Dickerson's Longhorn Ranch in Dallas. This Friday (24), he appeared at the Esquire Ballroom, Houston, and then makes a fast trip to Poteau, Okla., for a Saturday (25) show.

**ALBUM REVIEWS**

*Continued from page 27*

**COUNTRY**

**SLIPPIN' AROUND**

George Morgan and Marty Word. Columbia CL 2157 (M); CS 8771 (B)  

**CLASSICAL**

**A BOUQUET OF SUTRES FOR STRINGS**

Winner Solilhns (Bolchev), Roch Gold Bg 462 (M); RCA 7662 (B)  

**SPIRITUAL**

**JACK BENLLOMB SINGS THE GOSPEL GREATS**

RCA Victor LP 2684 (M); LSP 2860 (B)

**THREE-STAR ALBUMS**

The following listing indicates moderate sales potential within each record's market category.

**POPULAR**

**IVES' BRAZILIAN SUITE**

Woodrow, S. (M); SPIE 390 (B)  

**CANDY JOHNSON SHOW**

Vocal Brother, Columbia CL 1357 (M); CS 8787 (B)

**JAZZ**

**DELLS-QUEEN YORES**

Dell, R. (M); DEL 105 (B)  

**CHICAGO BLUES**

**Yardbird Swings**

Scribner LP 1490 (M)  

**INTERNATIONAL**

**GUSS GILL SINGS ISRAELI FOLK SONGS**

Young, S. (M); ANM 2482 (B)

**COLUMBIA RECORDS**

is just one of the record industry's successful names to switch to Cryovac packaging because they've found that strong, crystal clear Y-Film protects albums better . . . Y-Film actually heightens the color and attractiveness of record albums ... and yet this fantastic film is economical and easy to use. Join the big switch! Find out for yourself that Cryovac Y-Film packaging is the surest way to wrap up self-service sales.

**adds impulse sales appeal to albums**

**BOYD RECORDS**

Newest Smash Releases

**Jan Lawhon**

10 134

"IS A RED BIRD RED"

b/w

"BE GOOD, BE GOOD"

**Jill Lawhon**

10 135

"JUST LIKE THAT"

(With the Snap of a Finger)

b/w

"ONE TEAR DROP AT A TIME"

**BOYD RECORDS, INC.**

2609 W. West 36th Street

Oklahoma City 12, Okla.

Watch for them!

"THE BOYS WITH THE BIG GUITARS"

*Copyright 1964 by Mercury-Go Round Mail Order Company

1650 Broadway, NYC

**adds impulse sales appeal to albums**

**WITH THE COUNTRY JOCKEYS**

By BILL SACHS

Dick Bourne, promotion director at CHAB Radio, Moose Jaw, Sask., has contracted with WSM, Nashville, for a series of "Grand Ole Opry" shows to be presented each afternoon from 4-5 p.m. The CHAB management feels that the series of "Opry" shows marks a trend back to more packages and programming in radio. . . Ray Peterson, formerly of KATA, Arcata, Calif., has joined WREX, Eureka, Ore., where he holds down the 10 a.m. to 2 p.m. slot. . . Dave Olson has left his disk-spinning gig at WSN, Marcellus, N. Y., and is scouting for a position with a full-time country music station. He recently switched his mail to 313 W. Nagawipe Road, Westmont, Ill.

Bob Predvy, manager of KHRA, Rockford, Ill., reports that the station is programming several local country music special shows each week, with the exception of Sundays, and is desperately in need of programming material. . . Deejays needing a copy of "Tears of the Grand Ole Opry," written by Howard Vokes and recorded by the Justice Brothers, are invited to write to Del-Ray Records, 5214 Oakwood, Springfield, Va.

Joe Lawhon reports that the station is programming an "After The Show" country music special show each week, with a 9,000 watts daytime and 1,000 watts nighttime. Programming time runs 19 hours. WTKR, manager is Joe Lawhon, who joined recently after an ill successful attempt at radio.

July 25, 1964, BILLBOARD

**HOT COUNTRY ALBUMS**

Billboard SPECIAL SURVEY

FOR WEEK ENDING 7/25/64

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>Title, Artist, Label, No.</td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>MOUNTAIN MAN</td>
</tr>
<tr>
<td>2</td>
<td>ON THE BANDSTAND</td>
</tr>
<tr>
<td>3</td>
<td>GREAT COUNTRY</td>
</tr>
<tr>
<td>4</td>
<td>FOUR MORE HANK SNOW SOUVENIRS</td>
</tr>
<tr>
<td>5</td>
<td>BEST OF BUCK OWENS</td>
</tr>
<tr>
<td>6</td>
<td>RING OF FIRE THE BEST OF JOHNNY CASH</td>
</tr>
<tr>
<td>7</td>
<td>BILL ANDERSON SINGS</td>
</tr>
<tr>
<td>8</td>
<td>OUR MAN IN TROUBLE</td>
</tr>
<tr>
<td>9</td>
<td>FOLK SONG BOOK</td>
</tr>
<tr>
<td>10</td>
<td>THE BEST OF GEORGE JONES</td>
</tr>
<tr>
<td>11</td>
<td>STORY SONGS FOR COUNTRY FOLKS</td>
</tr>
<tr>
<td>12</td>
<td>THERE STANDS THE GLASS</td>
</tr>
<tr>
<td>13</td>
<td>PORTER WAGONER IN PERSON</td>
</tr>
<tr>
<td>14</td>
<td>NIGHT LIFE</td>
</tr>
</tbody>
</table>
**BREAKOUT SINGLES**

**NATIONAL BREAKOUTS**

No National Breakouts This Week

**REGIONAL BREAKOUTS**

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

- **G.T.O.**
  - Barry & Dee Dayborn, Male 481 (Buckhorn, BMI) (San Francisco, Dallas-Ft. Worth)

- **BETTER WATCH OUT BOY**
  - Accents, Challenge 59254 (Round, BMI) (Pittsburgh)

- **AND I LOVE HER**
  - George Martin & His Orch, United Artists 745 (University Press, BMI) (New York)

- **A CASUAL KISS**
  - Leon Perkins, Whisbiddy 2002 (Lode, BMI) (Los Angeles)

- **FATHER SEBASTIAN**
  - Ramblers, Almost 31 (Four Star, BMI) (Miami-Fla.)

---

**THE GRIND**
Gregory Dow & the Aravels, Garett 4011 (Willson, BMI) (Minneapolis-St. Paul)

**THE NEW FRANKIE AND JOHNNY SONG**
Greenwood County Singers, Kopp 391 (Halls, BMI) (San Francisco)

**FORT WORTH, DALLAS OR HOUSTON**
George Hamilton IV, RCA Victor 8392 (Acuff-Rose, BMI) (Dallas-Ft. Worth)

**THE LAST SONG**
Gene Thomas, United Artists 722 (Acuff-Rose, BMI) (Houston)

**THE DARTELL STOMP**
Mustangs, Providence 401 (Goina, BMI) (Pittsburgh)

**YOU DON'T LOVE ME**
Tommy Reys, Pan 351 (Beekle, BMI) (Los Angeles)

**WE'LL SING IN THE SUNSHINE**
Quile Garett, RCA Victor 8388 (Lupenville, ASCAP) (San Francisco)

**LITTLE GREEN THING**
Dona Lewis, A&M 735 (Burdette, BMI) (Seattle)

---

**PROGRAMMING SPECIALS**

*Continued from page 14*

**POP STANDARD**
- **LES AND LARRY ELLGART—Blues to the Night (Remix, ASCAP)**
- **ENOCH LIGHT AND HIS ORK—A Hard Day's Night (Paramus, BMI)**
- **JIMMY INTERV-Williams Will Tell (Macumba, ASCAP)**
- **NEW CHAUVAGUINS—The Same Old Reason (Lollop-Assem-My, BMI)**
- **DON COSTA—The Theme From the Golden Boy (Morris, ASCAP)**
- **CAROL HEDIN—Tomorrow Is a Long Time (Wimarck, ASCAP)**

**RHYTHM & BLUES**
- **JAMES BROWN—Maybe the Last Time (Try Me, BMI)**
- **B.B. KING—You Can't Break a Heart (Without Killing a Soul (Gonza, BMI)**
- **FOUR TOPS—Baby I Need Your Loving (Obiera, BMI)**
- **LU JOHNSON—There's Always Someone There to Remind Me (Ron-Jungkwick & Blues Beat, ASCAP)**

**COUNTRY & WESTERN**
- **ROB WILLIS AND THE TEXAS PLAYBOYS—Al Night Love (North, BMI)**
- **JIM EAVES—Throw Me Together (Siemens-Graeber, ASCAP)**

**SPIRITUALS**
- **HIGH TOWER BROTHERS—Good Time in Heaven (Linn, BMI)**
- **PILGRIM HARMONIZORS—If I Pray (Linn, BMI)**

**FOLK**
- **PAGE VALLEY BOYS—Redears Train (1:50) (Old Blue (1:52)**

---

**WE'RE NOT CONFUSED ABOUT “LA NUIT”**
By Jimmy Lytell

**SHOOK UP Girl**
It's a Hit by the Emblems & Patty and the Emblems

**IT'S ON UH-UN-HERALD FIVE Q-ZERO**
Herald-Ember
150 West 55th Street
New York 19, N. Y.

---

**3 SIZZLERS FROM JAY-GEEL**

The original International hit—Climbing on all charts!

---

**HIS IN TOWN**

The Tokens
B.T. Poppy 502
The Tokens' Greatest Ever

---

**JAY-GEEL RECORD COMPANY, INC.**
318 West 48th Street, New York 24, N. Y. PJ 7-8270
A DIVISION OF THE COSNET CORPORATION

---

**WHOS CONFUSED!**

**SHOOK UP Girl**
It's a Hit by the Emblems & Patty and the Emblems

**IT'S ON UH-UN-HERALD FIVE Q-ZERO**
Herald-Ember
150 West 55th Street
New York 19, N. Y.

---

**July 25, 1964, BILLBOARD**
Large Folk Groups Make Bids on Coast

*Continued from page 6*

...ton, who also provided the initial showcasing for the Christies and the Good Time Singers, which followed three Minstrel grooves.

While folk purists decry the commercial polish of the Christies, their success on records, at country fairs and on TV have convinced many that a healthy audience appreciates the commercial folk sound.

The Back Porch Majority are four men and three women. While the Men are 13 strong, the BPM is just beginning to receive bookings. They play Disneyland Monday (20) and then appear at Harvey's at Lake Tahoe for two weeks commencing Wednesday (22). Their first single release is "Hand Me Down Things." These similarities and differences between the BPM and the Christies. The second band's comedy with greater frequency through their act that the Minstrels do. A parody on late night TV commercials is hilarity and lengthy. The similarity is evident in allowing all performers to share the solo spotlight and to do one song per repertoire, which has become associated with the 10-voice Christies. The bright, well-paced Harmonies featured Dan Dalton as MC with Karen Brian, Ellen Whalen, Lois Hinkley, Susan Crowe, Mary's and Mike Clough, the latter handling most of the comedy.

While the BPM lean heavily on combining comedy with folk tunes, The Men are going with the gimmick of folk music with a beat. It hardly comes off.

While all 13 sing in their natural voices they are impressive. When they should to keep within the framework of their repertory, they lose their harmonic total quality. Formed only three weeks ago, the group is attired in blue work clothes, to set a mood, but their unprofessionalism and giddy attitude indicated they should have been properly rehearsed by the Troubadour.


The Men are an effective folk chorus, with the strength of their voices plus banjos, guitars, mandolins and boxes offering a rich sound. On spirituals and ballads they sing with empathy but may suddenly let a black cat get into the "folk" notion act. The 36 backing instrumentalists were at the group's opening and only time will tell if they gain a disk contract.

Threesome That's Hard To Follow

LOS ANGELES — Vocalist Nancy Wilson, accompanist Stan Getz and a diminutive singer Astrud Gilberto — three performers people have been talking about — showed Angelenos they're worthy of the many names in show business today.

Miss Wilson debuted at the cavernous Troubadour, while Getz and Mrs. Gilberto were on display at the much smaller Cat. Both groups have spots the crowds were out for "Pancay Miss Nancy," the Grove booking was a total success. Her performance convinced the audience that she had added the New York scene. The Mays, then, 27, ... Carmen McRae becomes the 150th recording artist to wax Gladys's "How Do I Look." It's in Carmen's "Bitter Sweet" album on Focus, distributed by Atlantic.

Johnny Tillotson starts Midwest tour July 24, playing his current single, "Worry," and his second MGM album "The Tillotson Touch," which has just been released... Rick Ward, ABC-Pram- mon's publicity director, wrote the lyrics to a Ray Charles medley being used in Charles' film, "Light Out of Darkness." Singer Bobby Breen leaves Aug. 1 for a 12-week concert and cabaret tour in Australia, before leaving, he'll help note his new Motown release, "You're Just Like You." Marion McPartland, a Long Island resident for many years, makes her first club appearance at Andre's in Great Neck, Aug. 5.

Dave Carrico back at the job at Marshall-Mangel Distribution in Baltimore after a two-week vacation... Joe Bivino, Art Van Danno, Charlie Nunez, Ernie Allee, Donald Holme, Matt Matthew and Tony Lavelli nominated for the Fareri Foundation Award, will present include Lawrence Welk and Myron Floren... Beatles' first feature after "Help!"... "Tonight's The Night" will have its American premiere Aug. 11 at major theaters in the greater New York area. Film is a fictional account of the lives of the group... Arthur Prysock wound up 10-day engagement at the Apollo Theater and is playing dates in Philadelphia, Detroit and Chicago before an engagement in Bermuda.

Mercury Sets Wallace Push

CHICAGO — Mercury Records has scheduled a 10-city promotion tour for Jerry Wallace's latest single, "It's a Cotton Candy World." Wallace also sings the tune in the soundtrack of the new Walt Disney movie "Flipper." A 12-city tour for release this month, Wallace's schedule includes the following:

**Details**
- Detroit, July 28
- Providence, R.I., July 29
- New York, July 30
- Baltimore, Aug. 1
- St. Louis, Aug. 5
- Kansas City, Aug. 7
- Chicago, Aug. 9
- Atlanta, Aug. 13
- Detroit, Aug. 16
- Minneapolis, July 17
- Seattle, July 18
- San Francisco, July 20
- Los Angeles, July 21
- Morris Diamond, Mer}

Downbeats Get Upbeat Sendoff

DES MOINES—The Downbeats, a dance band made up of young folks, was given an official send-off by Gov. Harold Hughes, as they left the State's capital for a seven-city tour of Europe under the auspices of the U.S. State Department.

The party, organized and headed by Russell Allen. Des Moines Mayor, consisted of 18 musicians and a female vocalist. Before departing for Europe, the band will give a concert July 26 in Ann Arbor, Mich. The Downbeats will complete their European tour and return to the U.S. on Aug. 29.

*People and Places*

**By Mike Gross**

Woody Herman is bringing his 17-man band to the Berkshire Music Barn Sunday, July 28. Promotion man Paul Brown is on a cross-country tour by car, combining business with a family vacation. Her and Charlie Fox back a tour of England and guest appearances on TV. Manager Henry Murray, of Battle, has accompanied them. Sally Farnsworth appears in Joe Pasternak's MGM production of "Girl Happy," which stars Elvis Presley. It's his fifth film for MGM.

The 11th annual Peter DeRose memorial concert will be presented Sunday, July 26, in the Arthur Pryor Music Bowl at Ashbury Park, N. J. Vincent Lopez, Dolly Dawn, Bill Snyder, and Charlie Toblin will be guests. Jerry Blavat is taking his first Coast Promotions motion picture, "The Candidate," to the Berlin Film Festival. Blavat now has six more features for production including "The Ruthless Story...."

After start-Many of the group's "Tillotson Touch," which has just been released. Rick Ward, ABC-Pram- mon's publicity director, wrote the lyrics to a Ray Charles medley being used in Charles' film, "Light Out of Darkness." Singer Bobby Breen leaves Aug. 1 for a 12-week concert and cabaret tour in Australia, before leaving, he'll help note his new Motown release, "You're Just Like You." Marion McPartland, a Long Island resident for many years, makes her first club appearance at Andre's in Great Neck, Aug. 5.

Dave Carrico back at the job at Marshall-Mangel Distribution in Baltimore after a two-week vacation... Joe Bivino, Art Van Danno, Charlie Nunez, Ernie Allee, Donald Holme, Matt Matthew and Tony Lavelli nominated for the Fareri Foundation Award, will present include Lawrence Welk and Myron Floren... Beatles' first feature after "Help!"... "Tonight's The Night" will have its American premiere Aug. 11 at major theaters in the greater New York area. Film is a fictional account of the lives of the group... Arthur Prysock wound up 10-day engagement at the Apollo Theater and is playing dates in Philadelphia, Detroit and Chicago before an engagement in Bermuda.

Mercury Sets Wallace Push

CHICAGO — Mercury Records has scheduled a 10-city promotion tour for Jerry Wallace's latest single, "It's a Cotton Candy World." Wallace also sings the tune in the soundtrack of the new Walt Disney movie "Flipper." A 12-city tour for release this month, Wallace's schedule includes the following:

**Details**
- Detroit, July 28
- Providence, R.I., July 29
- New York, July 30
- Baltimore, Aug. 1
- St. Louis, Aug. 5
- Kansas City, Aug. 7
- Chicago, Aug. 9
- Atlanta, Aug. 13
- Detroit, Aug. 16
- Minneapolis, July 17
- Seattle, July 18
- San Francisco, July 20
- Los Angeles, July 21
- Morris Diamond, Mer}

Downbeats Get Upbeat Sendoff

DES MOINES—The Downbeats, a dance band made up of young folks, was given an official send-off by Gov. Harold Hughes, as they left the State's capital for a seven-city tour of Europe under the auspices of the U.S. State Department.

The party, organized and headed by Russell Allen. Des Moines Mayor, consisted of 18 musicians and a female vocalist. Before departing for Europe, the band will give a concert July 26 in Ann Arbor, Mich. The Downbeats will complete their European tour and return to the U.S. on Aug. 29.

*People and Places*

**By Mike Gross**

Woody Herman is bringing his 17-man band to the Berkshire Music Barn Sunday, July 28. Promotion man Paul Brown is on a cross-country tour by car, combining business with a family vacation. Her and Charlie Fox back a tour of England and guest appearances on TV. Manager Henry Murray, of Battle, has accompanied them. Sally Farnsworth appears in Joe Pasternak's MGM production of "Girl Happy," which stars Elvis Presley. It's his fifth film for MGM.

The 11th annual Peter DeRose memorial concert will be presented Sunday, July 26, in the Arthur Pryor Music Bowl at Ashbury Park, N. J. Vincent Lopez, Dolly Dawn, Bill Snyder, and Charlie Toblin will be guests. Jerry Blavat is taking his first Coast Promotions motion picture, "The Candidate," to the Berlin Film Festival. Blavat now has six more features for production including "The Ruthless Story...."

After start-Many of the group's "Tillotson Touch," which has just been released. Rick Ward, ABC-Pram- mon's publicity director, wrote the lyrics to a Ray Charles medley being used in Charles' film, "Light Out of Darkness." Singer Bobby Breen leaves Aug. 1 for a 12-week concert and cabaret tour in Australia, before leaving, he'll help note his new Motown release, "You're Just Like You." Marion McPartland, a Long Island resident for many years, makes her first club appearance at Andre's in Great Neck, Aug. 5.

Dave Carrico back at the job at Marshall-Mangel Distribution in Baltimore after a two-week vacation... Joe Bivino, Art Van Danno, Charlie Nunez, Ernie Allee, Donald Holme, Matt Matthew and Tony Lavelli nominated for the Fareri Foundation Award, will present include Lawrence Welk and Myron Floren... Beatles' first feature after "Help!"... "Tonight's The Night" will have its American premiere Aug. 11 at major theaters in the greater New York area. Film is a fictional account of the lives of the group... Arthur Prysock wound up 10-day engagement at the Apollo Theater and is playing dates in Philadelphia, Detroit and Chicago before an engagement in Bermuda.
You May Hear Other Versions but this one's THE HIT

DIONNE WARWICK

"A HOUSE IS NOT A HOME" SCEPTER 1282

From the JOSEPH E. LEVINE Motion Picture "A HOUSE IS NOT A HOME"

Written by HAL DAVID BURT BACHARACH

Published by DIPLOMAT MUSIC CORP.

SCEPTER MUSIC 254 W. 54th St.
R&B Market Analysis: Atlanta

As Reported By BURKE JOHNSON, 3-8 p.m. (WACK)

A little about Burke Johnson: Burke was born in Washington. Attended Morris Brown College College, majoring in Sociology, believing in Sociology. Married to three children. Started in radio as night man at WACK seven years ago, now program director.

ATLANTA'S TOP 15 ACCORDING TO SALES

1. KEEP ON PUSHING—Impressions (ABC)—Still very strong.
2. UNDER THE BOARDWALK—Drifters (Atlantic)—Getting bigger.
3. STEAL AWAY—James Hughes (Motown)—Losing a little ground, but still holding on.
4. TRY ME—Marvin Gaye (Motown)—What can you say, it's Marvin Gaye.
5. AFTER IT'S TOO LATE—Bobby Bland (Duke)—The strongest selling track, you get the flip down.
6. SECURITY—Otis Redding (Volt)—The flip side has taken over.
7. HEY GIRLS DON'T BOTHER ME—The Tams (ABC)—A local favorite recording. This one is too much.
8. THANK YOU BABY—Shirelles (Scepter)—It's getting what it takes.
9. EVERY LITTLE BIT HURTS—Brenda Holloway (Tamba)—We had gotten off it. Stronger now than before.
10. HOLY GRAIL—I am—Nancy Wilson (Capitol)—I have to say I told you so, but, I did, Fabulous.
11. WHERE DID OUR LOVE GO—Supremes (Motown)—Headed for the top.
12. JUST BE TRUE—Gene Chandler (Constellation)—Getting off to a great start.
13. WHAT CAN A MAN DO—Ben E. King (Atco)—It's too soon to say how far up this one will go, if it does.
14. ON THE CRYING BURNING Side—Kip Anderson (Tomorrow)—A great sound with meaning. I don't know who he is, or whence he cometh, but it's in the groove and is a winner for the rest of the week.
15. IT'S ONLY A FEW YEARS OLD—The Shirelles (Scepter)—The message.

RADIO EAST BREAKOUTS

(Not listed in rank order)

THANK YOU BABY—Shirelles, Scepter
(Atlantic, Philadelphia, Charlotte, N. C., Baltimore)

NO TRUCKIN'—Lois, Epic
(Atlanta, Cleveland, Baltimore)

HEY GIRL, DON'T BOTHER ME—Tams, ABC
(Philadelphia, Charlotte, N. C., Baltimore)

I STAND ACCUSED—Jerry Butler, Sue Jay
(Cleveland, Philadelphia, Charlotte, N. C., Chicago)

A QUIET PLACE—Garnett Mims, United Artists
(Philadelphia, Florida, Charlotte, N. C., Cleveland, Cincinnati)

EVERYBODY NEEDS SOMEBODY TO LOVE—Solomon Burke, Atlantic
(Chicago, New York, Philadelphia)

Norway Loved 'Reeves Love'

OSLO—Jim Reeves 'I Love You Because' on RCA Victor was the most popular record in Norway during the first six months of 1964, according to a summary of the weekly top 10 as published by Verdens Gang, leading newspaper.

He was also the only American in a record list of the Top Ten parades of the first half-year's most popular records. Otherwise, most popular records came from seven countries.

1) 'I Love You Because.' Jim Reeves, RCA Victor; 2) 'La Meg Vara Uno,'--[Spanish artist]; 3) 'Swinging Time,'--[Italian artist]; 4) 'I Want to Hold Your Hand,'--The Beatles, Parlophone; 5) 'Can't Buy Me Love,'--The Beatles, Parlophone; 6) 'Skokiaan Mitt Haiti,'--Siw Malmkvist, Metrophone; 7) 'Non Ha L'Eta,'--[Spanish artist]; 8) 'My Boy Lollipop,'--Millie Small, Decca; 9) 'You are My Sunshine,'--[American artist]; 10) 'Dominique,'--Socius Source, Philips.

8 Unhurt in Blast

Brownsville, Tex.--Eight members of a Fort Worth dance band escaped injury last Saturday afternoon when their sedan gasoline tank exploded 15 miles south of Brownwood.

Charles Reames, manager of the band known as The Cardinals, said two of his players who were farthest from the 1958 model car apparently caused the explosion.

WHEN YOU GET TRED OF ME—G. Jones (Eastern)—She says she's going back to the farm with her husband.

WHEN YOU GET TIRED OF ME—G. Jones (Eastern)—She says she's going back to the farm with her husband.

WHEN YOU GET TIRED OF ME—G. Jones (Eastern)—She says she's going back to the farm with her husband.

WHEN YOU GET TIRED OF ME—G. Jones (Eastern)—She says she's going back to the farm with her husband.

WHEN YOU GET TIRED OF ME—G. Jones (Eastern)—She says she's going back to the farm with her husband.
Vanguard, Wayne Join 3M

ST. PAUL—Minnesota Mining & Manufacturing Company has signed licensing agreements with the Vanguard and Wayne record companies, bringing to 15 the number of labels supplying stereo cartridge music for 3M's line of Revere-Wollen-
sak automatic tape recorders.

D. H. Boyd, Revere-Wollen-"sak general sales manager, said: "One of the popular uses of our automatic recorders is for ra-
tertainment."

Boyd noted that Wayne Rec-

ords would make available its Purist label featuring mood music by the Knightsbridge Strings. Vanguard offers classical, folk, pop and jazz.

First releases on the two la-

bels are due Aug. 1. Other firms supplying music for Re-

vere-Wollensak cartridges is

(Continued on page 41)

Sun Coast New Admiral Distr ibution

TAMPA—Sun Coast Distributing Company here, headed by Harry D. Bryant, was recently named distributor for Admiral electronic products and appliances in the Florida En-
territory covers 16 Florida coasts.

The firm will handle sales and service for all Admiral products.

Admiral Tabs Utah Distrib

SALT LAKE CITY—The Salt Lake Hardware Company here, headed by Howard W. Price, has been named Admiral distributor for Utah, and held an open house for dealers June 28-30.

The 75-year-old firm will han-
dle sales and service for all Ad-

miral products, including TV's, radios, stereos and appliances.

PILOT’S CONTemporary 66-

inch console is handcrafted in oilen walnut, has two roll-up tambour doors, 20-watt stereo amplifier, six speakers and is

available with optional stereo tape deck.

PILOT’S VERSAILSES III 70-inch

French Provincial console has a 110-watt solid-state ampli-

fier which drives eight speak-

ers, two 12-inch woofers, two mid-range horns, two tweeters and two super tweeter horns.

J. Kaib, vice-president and gen-
eral manager, said that "recent advances in color technology have enabled the firm to offer equip-

ment in quality with Pilots’ music reproduction."

Pilot has 35 models in its new line, ranging in price from $300 to $2,000. All the consoles and home entertainment centers contain AM-FM-FM tuners, Gar-

lard changes, magnetic car-

trides, and stereo signal indica-

tor lights.

A luxury Repertoire III series includes an Ampex stereo tape deck. Furniture styles include contemporary, French Provin-
cial, Early American Italian Provincial, Traditional and Med-

iterranean.

Zenith Line Features 32 Phonos, 13 Radios

CHICAGO—Zenith Sales Distribu-
tion’s recently introduced 1965 line features 32 phonograph and stereo models and 13 radios, including a completely transistorized alarm clock-radio and an AM table radio. Transistorization, updating components and sound controls in general a quality image is stressed throughout the line. All console and console combinations have provision for adding a Zenith radio-cassette tape system. Lowest priced item in the line is the Tango, a $14.95 AM table radio. Here are some other highlights from the line which are just finding their way to dealer shelves across the coun-
y

Admiral TV Price Cut

CHICAGO—Admiral has cut its price $10 on its all-channel, Unitone 111, 11-inch personal portable TV. The new price is $149.95. The personal portable now sells for $99.95, the private ear-
phone series for $109.95. The 11-inch models come with a built-in speaker, slide rule tuning, automatic volume control, Polystry-
rene cabinet, finished back and choice of three color combinations. List is $99.95.

Zenith Royal 80 shirtpocket 8-track turntable radio plays up to 75 hours on two standard penlite batteries, up to 180 hours on four alkaline batteries. Receiver is complete with gift box assembly of custom carry case, batteries, earphone attach-

Zenith Royal 80 shirtpocket 8-track turntable radio plays up to 75 hours on two standard penlite batteries, up to 180 hours on four alkaline batteries. Receiver is complete with gift box assembly of custom carry case, batteries, earphone attach-

Zenith Fashioneir, a transistor AM clock-radio, with line-operated receiver, slide rule tuning, automatic volume control, Polystry-
rene cabinet, finished back and choice of three color combinations. List is $99.95.

Zenith Gay Note AM radio, 3½ inches deep, 6 by 4-inch speaker, slide rule tuning, automatic volume control, Polystry-
rene cabinet, finished back and choice of three color combinations. List is $99.95.

Zenith Barcelona console radio phonograph provides AM-FM-FM reception, hi-fi stereo record-playing system, two 12-inch woof-
ers, two horns, four 3½-inch cone-type tweeters with crossover networks, Micro-Touch 2G tone arm, solid state 40-watt ampli-

Zenith Caruso AM-FM-FM console radio-phonograph in Italian Pro-

vincial styled cabinet of antique-finished cherry fruitwood veneers and sides. Eight-speaker hi-fi sound system, 40-watt solid state amplifier, Micro-Touch 2G tone arm and pivotal levers to direct sound.

Regency Bows Kit

INDIANAPOLIS—Regency Electronics has introduced a new kit to transform older models of its Range Gain Citizen’s Band Transceiver into a 1964-1965 model. The pre-packaged kit (K-250) carries a suggested list price of $12.95.

July 25, 1964, BILLBOARD
WHEN THE TAMLA NEW MUTUAL SUMMER CHARTBURSTERS LONELY ALWAYS SOMETHIN'S R RECORDS HITS!!!

Innovation Puts Zip in TV

By DAVID LACHENBRUCH Contributing Editor

LOOK WHAT'S come to life again—the TV market, of all things!

Radios and phonographs seem to have reached a plateau. From 1933 to 1934, TV hit such a plateau, and then sales began to fall off. After all, even back then TV was never what do you do for an encore? You wait for the replacement market.

Unfortunately, waiting for replacements never seems to work very well. From sales of 7.5 million sets in 1954, the industry drifted downward, and sales hovered around the 5.7 million mark in 1960 and 1961.

Then along came something new. New? Color was introduced commercially in 1954. Let's say, for the sake of sparing feelings, that "perfected color" came along about 1961—although it could have been just as perfected in 1958 or 1959 if it had been promoted hard. This perfected color innovation now is leading TV to its first 9 or 10 million-set sales year.

In an industry which once felt that 7 million sets was a build-in limit, there are now predictions that next year will see sales of 10 million set or more. This 10 million figure used to be a magic one for speeches by industry statesmen who wanted to startle their audience ("I say to you today that it's not even impossible for this industry to sell 10 million sets a year, if . . .").

WHEN THE innovation of perfected color started the television industry's upswing, another segment of TV biz began to grow even faster. This is the field of small-screen sets, or tinivisions.

The American TV industry entered this market in self-defense about a year ago, when the Japanese seemed to be achieving some moderate degree of success in offering a product which no American manufacturer was supplying. The industry split wide open on the subject. Proponents said it would save money when the TV market opened. Opponents insisted it would keep people from buying larger sets and would help create a real market for Japanese electronic products.

Final returns aren't in yet, but enough American manufacturers have switched sides to indicate that they think there's a real market in tinnies. By this year's end, eight to 10 American TV manufacturers will have sets with screens smaller than 16 inches, and there are predictions that at least a million tinnyvisions will be sold here in 1965.

AMERICAN TV manufacturers, either making the sets themselves or importing them, have been able to compete successfully on a price basis with Japanese products in the s.i.-operated tiny vision field. Now they're planning to take on the importers in the field of transistorized battery portables.

General Electric and Philco were the first to announce this year's transistorized TV sets, both with nine-inch models, presumably to sell in the area of $125-135. Even Emerson announced it would have an 11-inch transistor set at $149.95. All of these prices were considerably below the prevailing prices of major competitors with screen sizes of nine inches or less, and the prices of imports have shown signs of beginning a rapid crumble.

Television sets didn't change much from 1954 (the year of the introduction of the portable) to 1961. Then along came perfected color and sales began to rise. Now tinnyness is spurring the set-in-every-room movement. Next year, transistor TV could further broaden the market.

THE TV INDUSTRY is beginning to innovate again, and sales are taking a big rise—at least in terms of units. Dollar volume is rising, largely because of color. In black-and-white, the average factory price of a TV set has dropped from $279 in 1947 to $178 in 1951 to $148 in 1960 to $118 in 1963. Margins have improved accordingly—but the business is on the move again, and the experience of television shows that an industry must continually innovate to avoid stagnation.

The TV pricing picture is a mystery even to the industry. Every manufacturer deplores the trend to lower and lower prices — and then whistles away a little more.

When the federal all-channel law required all-channel tuners in every set (with the start of the 1965 models), the increases in costs were partly disguised, and partly swallowed (by manufacturer, distributor and dealer). Thus, the new model sets with all-channel tuning showed little or no price increase as compared with last year's VHF-only sets.

IF AUTO manufacturers were faced with a comparable situation, what would they do? A friend who is an official of an automobile manufacturer was visiting me last week, and I put this question to him: Suppose Congress passed a law requiring that every new automobile must have a built-in exhaust afterburner. Would the automotive manufacturers eat the extra cost and give it to the buyer free?

"Heck no," he replied. "We'd make an extra profit on it, and so would the dealer."

Carrying Chge. Part of Sale, Rules IRS

CHICAGO—Carrying charges must be included in the total contract price of a sale, according to an Internal Revenue Service ruling (64-126), which was circulated to dealers by the National Association of Motor Merchants last week.

According to NAMM, the IRS requires dealers to include the carrying charge determined at the time of each sale and added to the cash selling price as part of the "total contract price" of the article sold, when computing the gross profit on its return.

Any change in the amount of carrying charge in a succeeding year will not affect the figures of the gross profit for the sale but will be accounted for at the time the carrying charge is adjusted.

The carrying charge is based upon the unpaid balance of the established cash selling price after deducting the down payment and up payment for the length of time provided for paying the remainder.

Admiral Names J. Dockendorf

LOUIS PARK, Minn.—J. H. Dockendorf has been named general manager of Admiral Distributors in the Midwest.

The office handles sales and service for all Admiral electronics products and appliances in 62 Minnesota counties and 15 Wisconsin counties.

A native of St. Cloud, Minn., Dockendorf was formerly associated with Westinghouse for 15 years in the North Central States, most recently as branch manager in Minneapolis.

FACES AND PLACES

NEW ZENITH DISTRIBUTOR for Colorado, parts of Nebraska and Wyoming is McCollum- Low Corporation, with headquarters in Denver. W. S. (Bing) Low (center), McCollum-Low president, inspecta a new Zenith TV set, with Walter Fisher (left) and Philip J. Wood, both Zenith vice-presidents.

S. R. HERKES, Admiral's vice-president in charge of summer products marketing, has been named vice-president and general manager of the division, succeeding Ed-

VOLUME NEWSLETTER OF ENTERTAINMENT

armed Miller, who resigned but will remain a director of the corporation. Herkes has been associated with Motor- ola since 1940.

Carrying Chge. Part of Sale, Rules IRS

CHICAGO—Carrying charges must be included in the total contract price of a sale, according to an Internal Revenue Service ruling (64-126), which was circulated to dealers by the National Association of Motor Merchants last week.

According to NAMM, the IRS requires dealers to include the carrying charge determined at the time of each sale and added to the cash selling price as part of the "total contract price" of the article sold, when computing the gross profit on its return.

Any change in the amount of carrying charge in a succeeding year will not affect the figures of the gross profit for the sale but will be accounted for at the time the carrying charge is adjusted.

The carrying charge is based upon the unpaid balance of the established cash selling price after deducting the down payment and up payment for the length of time provided for paying the remainder.

Admiral Names J. Dockendorf

LOUIS PARK, Minn.—J. H. Dockendorf has been named general manager of Admiral Distributors in the Midwest.

The office handles sales and service for all Admiral electronics products and appliances in 62 Minnesota counties and 15 Wisconsin counties.

A native of St. Cloud, Minn., Dockendorf was formerly associated with Westinghouse for 15 years in the North Central States, most recently as branch manager in Minneapolis.

FACES AND PLACES

NEW ZENITH DISTRIBUTOR for Colorado, parts of Nebraska and Wyoming is McCollum- Low Corporation, with headquarters in Denver. W. S. (Bing) Low (center), McCollum-Low president, inspecta a new Zenith TV set, with Walter Fisher (left) and Philip J. Wood, both Zenith vice-presidents.

S. R. HERKES, Admiral's vice-president in charge of summer products marketing, has been named vice-president and general manager of the division, succeeding Ed-

VOLUME NEWSLETTER OF ENTERTAINMENT

armed Miller, who resigned but will remain a director of the corporation. Herkes has been associated with Motor- ola since 1940.
Portables Key to New Dynavox Line

NEW YORK — Dynavox Electronics recently introduced home entertainment line features a broad new line of stereo solid-state and tube automatic portables in color, two manual portables and a deluxe FM/AM/FM stereo radio. The models range in price from $199.50 to $289.50. Here are some highlights from the line which were recently shown in Chicago.

DYNAVOX MODEL 648, a deluxe stereo solid-state automatic portable, has two removable wing speakers in back-end style. The unit is available in charcoal gray or Autumn gold and carries the suggested list price of $139.50.

DYNAVOX MODEL 650, a solid-state stereo automatic component-type phonograph, contains 18-watt peak dual channel amp, four speakers, diamond stylus, is covered in DuPont Fabri- Fitche, cut by machine, has anodized aluminum grille and comes in honey or white. List price is $139.95.

Vanguard, Wayne

Fidelitone Names Louis E. Hoffman

CHICAGO—Louis E. Hoffman, an advertising and sales promotion specialist formerly with ITT Kellugs, has been named sales promotion manager of Fidelitone, Inc.

In his newly created post, Hoffman will assume responsibility for all phases of sales promotion, set up special merchandising themes and develop future growth programs. The appointment was announced by Douglas P. Hoden, Fidelitone president.

July 25, 1964, BILLBOARD
BULK VENDING news

Eppy Feels Youngsters Should Be Encouraged to Swap Charms

NEW YORK—The alert bulk vending operator will take advantage of the youngster’s tendency to swap charms with his friends, according to Sam Eppy, head of Eppy Charms, Inc., here.

Eppy pointed out that the growth of the charm vending industry has been spurred by items which children like to collect and trade, particularly items relating to a single theme. He pointed out that the Beistle charms have been successful not only because the British singing group is popular, but because the variety in Beistle charms is wide enough to encourage youngsters to begin collections and trade with their friends. Eppy also said that he favors setting up a charm firm.

Pin-Up Trots

Troll charms, too, are in that category. Eppy said that the Trots, Troll Trots, Troll pins, and assorted Troll children try to amass a collection of one local operator, Fritz Vending, Greenside, N. Y., places decals on its machines encouraging the youngsters to “Trade and Swap. Collect a Variety of Charms.”

BULK BANTER

Pacific Patter

Mike (Butch) Fichera Jr., who is prominent in vending as both the son of Mike Fichera, who operated a five-unit apartment house in North Hollywood, and George Fichera followed his brothers, Ken, Vend-Rite, San Pedro, into Los Angeles. The supplier of Acme Vending. Tom’s Vending, Gardenenda, operator, stopped at Acme for supplies, a Los Angeles Valley Amenity, Apple Valley, sent its representatives to Los Angeles for supplies for its machines. Clarence and Bernice Kettles were at Acme from Port Hueneme. Lyn Morgan picked up several Northwesterner Hen’s Dublee’s Dublee pin pack machines at Acme for his Morgan Vending Company in Long Beach. Tomas Garcia made a buying trip to Los Angeles for his operation in Ensenada, Mex. Pulido Morales was too busy with his route to Tijuana, Mex., to visit Acme. He telephoned his order. Ted Werner is back in Los Angeles. He returned to Acme to do out of town to service his main account, the strongest Harriet Westen, West Coast Enterprises, and their children are the new owners of Acme Vending, New York’s World Fair and relatives in Boston. Ken Lash, Los Angeles operator, stopped off at Acme for supplies. Lash has his pin pack machines at Acme for his Morgan Vending Company in Long Beach. John Max was a buyer in town.

BULK BANTER

Ralph Benedict is continuing his bulk operation with a successful mail-order business. Earl, another large supplier of pin pack machines for his uncle, Harold Young, devoted a day recently to furthering its interest in Acme. Isabel Jenacaro, wife of Victor Jenacaro, North Hollywood operator, stopped for parts and supplies at Acme. The Vending Machine Company will be closed Friday, September 4, to give the employees a long weekend over Labor Day. Lew Fr., and Cuneo, both in Las Vegas. Bob Feldman, Acme, and his wife, Phyllis, with their daughter, Lori and Sandy, spent the last weekend in San Diego.

Harry Hipsher stopped by Los Angeles for his bulk operation the first of last week. SAM ABBOTT

NASHVILLE NEWS NOTES

Jordoe Stokes III, general counsel for Vendor Manufacturers, Inc., Nashville, is in Europe setting up distributors for the British Market, other than bulk vendors. Bill Brooks, Chicago, is until recently, is up and around after being hospitalized several weeks. He says business is not too good but the Great Smoky Mountain Company, he deals with, is doing well. Hermitage Music Company. The Troll type doll is going great guns. Terry, Graham, Franklin, Ky., was in Nashville for more supplies. Also seen on the streets were Roy and Mary Vaughn, Vol. Vendors, Vaughn.

EUROPEAN NEWS BRIEFS

Paris Fair

PARIS—The French coin machine industry has just staged its most successful World’s Fair. The occasion was the 53rd annual Paris Fair, and French coin operators attended the fair, which in past years has been said it’s the best item in a long time. Wilson Hayley, Hayley’s Vending, was in Nashville this week to look around some new supplies. Wilson Bracey, Hermitage Music Company, general manager, is on his honeymoon.

Vera Jackson, Jackson Vending, Grand Prairie, Tex., bought a daughter a new car several weeks ago. She kept telling her that something was wrong with the car. After taking the car several times to the dealer they found the car came from the factory with no lights. It’s fixed, she’s happy and has her first job working at Six Flags Over Texas.

REVOLUTIONARY NEW DISPLAY FRONTS FOR PENNY MACHINES

Over 23 different assorted bags, each with free display front.
Vendo to Buy Continental-Apcos

NEW YORK — Judge Jacob Mishler of the Federal Court of the Eastern District of New York last week granted the motion of the Continental-Apcos Company, Kansas City, Mo., for reorganization in bankruptcy.

The company, which began manufacturing 10 years ago, makes a full line of vending machines and owns cigarette and full-line vending operations.

Before its reorganization Continental averaged annual sales of $12,000,000. Last year sales dropped to about $3,750,000.

Vendo, which owns an annual sales of more than $17,000,000 and assets of $44,000,000, is a major manufacturer of jukeboxes and other equipment.

E. P. Pierson, Vendo chairman and president, said the firm will liquidate its Continental within 90 days. He added that production on Continental equipment will begin shortly after the acquisition.

The entire building it has occupied at 24 Temporarinst, in the West Side, will be sold. The building will be renamed "Continental-Apcos.

Nova is gaining as additional space the entire third floor of the building, on which the firm will shift its portrait record department from its servicing headquarters on the Gerbil-strasse.

Nova distributes Rockchucks, Vendo Web games, and vending equipment.

CA Electronic

HAMBURG — Heinrich Reb- boc, brain of the de- allocation of Automatic Canteen Company's new German-made phonograph, CA Electronic 160-

CA Electronic 160 is now coming into the company's Automatic Canteen's Neu Isen- berg plant, near Hamburg, in volume. The firm is now offering the new machine in direct competition with Wur- terbur and Neutral, which is also sold to German in the European market. Automatic Canteen sells its new box as the first German phonograph on the electronic record selection system.

Bowler Boom

BREMEN Chicago, Illinois, and United are competing neck and neck for the Midwest bowling market in West Germany.

Competition between the two Chicago firms is now down to two counts: it dramatizes the failure of European producers to bring out a successful bowling game, and it underscores the terrific sales success bowlers are having in the European market.

United's Fauser (pack-Kegel- bahn) is distributed by Nova Apparate, the Rock-Ola distributor at Hamburg. Chicago Coin's entry is "Spotlite," which is getting big play in Germany. At the same time it is the first bowler illuminating the strike zone with arrows. Chicago Coin's distributor is Triffenbach Apparatehau KG of Bremen.

IMMEDIATE DELIVERY

VENDORAMA

A MUSICAL FESTIVAL

BEAUTIFUL STORE WINDOW DISPLAY

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-

50c-
Good Citizens

Billboard's Mid-South correspondent, Elton Wisenhunt, reports elsewhere in this issue of the roles played by four Arkansans and Tennesseeans in the phonograph machine industry. These are actively seeking public office, and the fourth is chairman of a political organization.

All four men realize that the exercise of their citizenship and the operation of their businesses are compatible endeavors. Each feels that service to his community does not end with an annual contribution to the Red Cross.

Much has been said about creating good public relations for the machine industry. Like burning jujube boxes to youth centers and serving on the Community Chest committee certainly do a lot to enhance the image of the operator in the marketplace. But without detracting from these worthwhile gestures, the most important action an operator can take is to fight for his political beliefs.

By so doing he establishes himself as a man who cares about his fellow citizens. And by so doing he helps change the image of the coin machine operator from that of an outlaw to that of a leader.

Mid-South Coinmen Play Active Roles in Local Political Races

By ELTON WISENHUNT

MEMPHIS—Four Mid-South operators are active in politics in various capacities and two are currently campaigning for office this month.

The two, Robert Kirsop, owner of Kirsop Music Company, N. Little Rock, Ark., and William S. Cheat, Ace Music Company, West Memphis, Ark., are regarded as having an excellent chance for election.

Kirsop, who has been a city alderman at N. Little Rock for eight years, is running for mayor of N. Little Rock and believed by many to be certain of election.

Cheat has a good chance for election as sheriff of Crittenden County, Ark., just across the Mississippi River from Mem-

The voters will speak in these two elections Tuesday (28).

A third operator active in politics is Drew J. Canale, president of Canale Enterprises Inc., Memphis, a juke machine and juke box operation.

Canale entered his race for the State Senate in the Demo-

catic primary election August 6, but withdrew when a Negro candidate and two others qualified as candidates.

Canale said his main reason was that he had many Negro

locations and didn't want his business friends to think he entered the race to split the Negro vote.

Still Interested.

Canale, who holds a law degree and whose family has been involved in the phonograph business for years, said he intends to make a firm bid for the Legislature in two years.

He said he had not prepared a campaign this time and friends qualified him as an "eleventh

hour" candidate but he chose not to run.

Instead, he and a group of citizens, representing the business

labor, and various professions, Negro and white, organized an independent group known

VOICE (Voters of Independent Civil Endorsements) to endorse candidates in elections.

Moderate Voice

Canale was elected chairman. Canale said the purpose of the group was "to give the moderate citizenship of this community an opportunity to express its opinions as to all civic problems and to support those candidates for public office who best represent the point of view of this association."

No political candidate or office holder holds a position of control in this association. There was no attempt here to re-make any old political organization, create a new political organization or even an independent political philosophy of 20 years ago.

Rather, the thought behind this group was to create a new association of enlightened persons who would represent

3 More Diskeries Enter Little LP Sweepstakes

By AARON STERNFIELD

NEW YORK—Three more record labels this week announced their entry into the juke box operator stereo sweepstakes, bringing to five the number of operations that are entering the expanding adult stereo market.

MOA, ROSA TO HAVE FACING SHOW BOOKS

CHICAGO—The headquarters of National Music Operating Company of America and the Record One-Stop Association at the Oct. 14-16 MOA convention in the Sherman House here will be of equal size and will be located directly across from each other in the phonograph manufacturers' area. Fred Gralino, MOA managing director, who made a number of points up MOA's wish to make the convention a highly enjoyable affair with operators, one-stop and record manufacturers participating on equal terms

2 Charged With Extortion Attempt Against Holzman

NEW YORK—Two men have been arrested and charged with attempting to extort $25,000 from Irving Holzman, president of Columbia Recording Corporation, local United Manufac-

turing Company distributor.

The arrest was made by New York District Attorney's assistant, John T. Murray, William Cahn. Cahn identified the suspects as Salvatore Gramella and Dominick Harris, 31, both of New York. He termed Gramella "a known member of the Cosi Nostra."

According to Cahn, Harris approached Holzman two weeks before and told him that he (Harris) and Gramella would like to

meet with him. Holzman declined.

Shortly after, Mrs. Ruth Holzman, the distributor's wife, was beaten by two unidentified men in the couple's home in Rockway, N. Y.

Cahn said that after the beating, Gramella called Holzman and demanded $25,000 and per cent of Holzman's annual business.

The suspects are held in the Nassau County jail, the couple's home without bail.

Holzman and Cahn are close friends. Last year, when Holzan

was guest of honor at the United Jewish Appeal's Coin Machine Brunch, Cahn was the main speaker.

U.S. Coin Machine Exports Rise; March Volume Hits $4,530,794

NEW YORK—U. S. coin ma-

chine exports, mostly to Western Europe, continue to rise. According to the figures released this week by the U. S. Department of Commerce, coin machines and juke boxes with a total value of $4,530,794 were shipped out of the country in March.

This represents an increase of more than $1 million as compared with March 1963, and an increase of nearly $1,200,000 over the previous March.

Games accounted for the lion's share of the total, with 7,731 units valued at $2,731,903. Some 2,127 new phonographs, valued at $1,503,398 were shipped, and the 866 used phonographs were valued at $235,493.

Confirm Trend

The latest export figures confirm the trend of European buy-

ers toward increasing new phonograph and game purchases and cutting down on used phonograph purchases.

The expanding European production of low-priced juke boxes is cutting deeply into used phonograph shipments, but it doesn't seem to have any market effect on new phonograph shipments. For top locations, the Europeans still insist on new American machines.

The Western European Big Five—France, West Germany, Belgium, United Kingdom and Italy—continue to dominate the list.

French Purchases

France, by virtue of its purchase of 2,046 games valued at $894,640, was the major buyer of U. S. coin machines. The French also bought a respectable 102 new juke boxes and only one used juke box during the period.

West Germany was the biggest

purchaser of new juke boxes, with 743 units valued at $520,260. Belgium was the big-

gest user of used juke boxes, with 166 units valued at $53,845.

All the export expansion is in Western Europe. Nations from this continent the top six buyers and 10 of the top 12.

Co...
Rock-Ola builds it simple. Rock-Ola builds it solid. Rock-Ola builds in the quality it takes to keep the rich full stereo sound of a Broadway album or single coming in loud and clear to Main Street 24 hours a day. That’s why the versatile new Grand Prix is a solid hit in any location.

Every component in the famous Rock-Ola mechanism is functional. The entire assembly is a masterpiece of simplicity, engineered for maximum performance with minimum servicing. These Rock-Ola features tell the story: a "common" receiver system; automatic money counter; exclusive Mech-O-Matic intermix; and new transistorized amplifier.

New world of sound from ROCK-OLA

The 1964 GRAND PRIX ... the prestige phonograph for all locations

60 PLAY STEREIO MONAURAL PHONOGRAPH WITH 7" LP FEATURE—MODEL NO. 425

NEW WAY TO PROFIT ... Twin stereo speakers, simple selector system, and personal volume controls make the new Rock-Ola Phonette coin-activated remote speaker-selector unit outstanding for private listening in booth or bar. The Phonette brings in more pay for every play, boosts profits, builds collections. Can be used with any current model phonograph in the Rock-Ola line.

Look to ROCK-OLA for advanced products for profit

ROCK-OLA MANUFACTURING CORPORATION
800 North Kedzie Avenue · Chicago, Illinois 60651
Equipment Replacement Takes Top Priority in Chi Operation

By ED BARNES

CHICAGO—Few considerations are more important to a music operator than equipment replacement. That's the opinion of Moses Proffitt, secretary and manager of South Central Novelty Company, a successful juke box operation that replaces between 20 and 30 per cent of its machines every year.

This policy is not only more income for the operator, but also keeps location owners happy and maintains the value of a route at a high level. It's a good hedge against recession, keeping a route ready for increased business when better times return, and providing a big asset if the operator should ever want to sell. South Central has weathered economic storms in good shape by following this policy.

In Chicago a new owner of a location cannot change operators unless the spot remains closed for 60 days. It may then reopen with a new operator, but not before.

The 60-day provision is one of the agreements set up by the Recorded Music Service Association, the Chicago operators' group headed by Earl Kuef, to which Proffitt gives a great deal of credit for the absence of location jumping. He recalls that the situation was bad enough 15 years ago, but organization and experience have eliminated the problem almost completely.

Chicago operators have the same problem with used records as their colleagues in other large cities, but South Central has been lucky at least one occasion in having only a few locations in an area of several blocks that was torn down for a housing project.

Programming is as carefully regulated as renewal of equipment in Proffitt's operation. Every juke box on location gets a minimum of two or three new records every week, and requests for specific records are acknowledged and filled as quickly as possible. These new titles are less than 30 and frequently reach 50. Even so, they are less numerous than they would be if the company paid less attention to programming.

South Central has faith in the future of the little 1 L.P. for juke boxes and uses all channels—from record distributor to consumer.

Packaging will be aimed at the juke box market. Each record folder will be printed in four color album miniature and title strips. Album miniatures, designed to fit into juke box locations, are currently in production, and title strips may be torn out by the operator and placed on juke boxes.

Wide Selection Several other record labels are reported on the verge of announcing three programs for juke box operators. Informal sources feel that by the end of the year, these operators will have a fairly wide selection of adult stereo material—both in singles and in the sets—necessary for effective programming.

Until recently, most adult stereo programming has come in the form of custom jobs, financed by juke box manufacturers and sold through their distributors. The operators' acceptance of this product has encouraged the record companies to strike out on their own.

Mid-South Coinmen

Continued from page 44

Civic record

"With these broad principles in mind, we are still for the purpose of formalizing the group into a working civic association that will be attended by members of all races and political persuasions, to promote the best interests of the Negro community."

"Many individuals, who agree with the principles enunciated herein, joined the group and offered to work for a de-pressor of this community."

FOR QUICK ACTION

CHROME WALL BOXES

100 SEEBOURG 7W-1015

100 SEEBOURG 30015

$35.00 ea.

SEACOAST DISTRIBUTORS

Dover St., N.C.

BILLOW 8-2323

3WI PRODUCTS

BILLOWS-2423 4th Ave., Cleveland, Ohio

$12.50 ea.

MONROE COIN MACHINE EXCHANGE, INC.

2423 Payne Avenue

Cleveland, Ohio

September 24, 1964

Mr. Coin Man

You're in business to make money.

Billboard is in business to help you.

Weekly dollars and sense information in every area of your fast-paced industry .. profit ideas—market forecasts—legislation affecting your operation—new machines—new products—new services—new money-making ideas.

--- Subscription Today ---

BILLBOARD, 3160 Patterson Street, Cincinnati, Ohio, 45214

Please enter my subscription to BILLBOARD for $12 per YEAR $15 per YEAR

Payment enclosed 2 EXTRA issues for each Bill one extra

Above subscription rates are for Continental U. S. and Canada only.

Overseas rates on request.

--- COUNTRY ---

Name

Address

City, State

Type of Business

Title
Atlas Music Celebrates 30th Anniversary

DINERS AT THE HEAD TABLE included (left to right, standing) Bruce Telfer, assistant to the president of Automatic Canteen Company; Eddie Ginsburg, Atlas president; Joann Ginsburg, and Don Maxfield, Rowe AC executive. Seated are Patrick L. O'Malley, president of Automatic Canteen Company of America; Mrs. Adele Ginsburg, Jack Harper, president of Rowe AC Manufacturing, and Mr. and Mrs. Sam Gersh. Gersh is Atlas executive vice-president.

READY FOR LUNCH after morning round of golf are Don Maxfield, Eddie Ginsburg, Pat O'Malley, Bruce Telfer and Jack Harper.

MRS. ADDELE GINSBURG holds bouquet of roses given her by Jack Harper, Rowe AC president.

CHICAGO—Some 700 persons attended the all-day outing marking the 30th anniversary of Atlas Music Company, Friday (10), at the Pheasant Run Lodge and Country Club, St. Charles, Ill.

From 9 a.m. until after midnight Eddie Ginsburg, Atlas president; his wife, Adelle; daughter, Joann, and the entire Atlas staff were hosts to operators and other guests.

Patrick L. O'Malley, president of Automatic Canteen Company of America, was the featured speaker. At the head table, in addition to the Ginsburg family, were Jack Harper, president of Rowe AC Manufacturing; Bruce Telfer, assistant to O'Malley; Don Maxfield, AC executive; Phil Greenberg, Atlas Music, Pittsburgh; Sam Gersh, executive vice-president of Atlas Music, and Mrs. Gersh.

Golf tourneys on the 18-hole Pheasant Run course took up much of the morning and afternoon for those who were not swimming or sunning at the poolside.

O'Malley paid tribute to Ginsburg's 30 years in the industry and his development of Atlas, a Rowe-AMJ distributor, and was optimistic on the future of the coin industry in general. He said that juke boxes are having their best sales year and that there appears to be no limit to the future of vending sales.

Ginsburg and Sam Gersh pooled their talents as emcees to introduce other speakers, including Phil Greenberg.

(Continued on page 49)

July 25, 1964, BILLBOARD
It was a great 30th Anniversary Party. Thank you!

Eddie Ginsburg

ATLAS MUSIC COMPANY

2122 W. WESTERN AVE., CHICAGO 47, ILL. ARnoldo 6-5005

FOR SALE
1 Model #9 Photomat
1 Chicago Coin Commando Gun in factory built trailer
1 Coin Operated Player Piano with Banjo—1915 antique. (Completely overhauled—first-class condition.)

LIEBERMAN MUSIC CO.
257 Plymouth Ave. No.
Minneapolis 11, Minn.
Phone: Federal 7-0031

WEST GERMAN MANUFACTURERS were hosted recently at the Chicago Rock-Ola plant. The German firm, Popp-Cherry GmbH, Bad Bornek, Bavaria, will make the Cherry line of vending machines with the U. S. firm, Cherry Electric Product Corporation, is in Highland Park, Ill. Dr. David Rockola, second left, explains the new Grand Prix music machine to, left to right, Richard Stegmeier, Winifred Taborowsky and Robert Adolphus.

SCHMELKE QUALITY CUE STICKS
Professional Design—Long Life
Write for details.

SCHMELKE MFG. CO.
SHAKOPEE, MINNESOTA

MUSIC SPECIALS
5 Seeburg C Phonographs, A-1 condition, Ea. $125
5 Seeburg C Phonographs, A condition, Ea. $100
5 Seeburg C Phonographs, B condition, Ea. $85
5 Seeburg C Phonographs, C condition, Ea. $65
3 Seeburg 1100s, A.1., High Fidelity, Ea. $125

GAMES
19 Midway Asteroids, Ea. $100
19 Columbia Silver Ball, Ea. $100
19 Gottlieb Flipper, Ea. $100

We have a large stock of LATE MODEL Coin Operated games and pinball machines with new style heads. Please call or COLLECT for arrivals. We have the largest stock in the Chicago area. We try to fill all orders. We COLLECT TODAY.

ROYAL DISTRIBUTING, INC.
1510 Cheltenham Rd.,
Cincinnati 16, Ohio

Priced Clear!

WILL PAY TOP PRICE
NEED 20 COTTLEBIE SUPER JUMBO Cash On The Line
RUNYON INTERNATIONAL, INC.
U. S. Route 222, & Jacob Ford Road
Springfield, New Jersey
Eisen 4-7240
ITS EARNINGS ARE THE BIG NEWS IN THE INDUSTRY

Ten Top Tunes Feature Proves Wurlitzer 2800 Red Hot For New LP

From the outset the Wurlitzer 2800 has been noted for features going for it. The manufacturer's claim that it was the best looking, best sounding phonograph Wurlitzer ever built has been generally accepted. Its styling has certainly won it a place in a great many locations, and its high fidelity, stereophonic sound is breathtaking in its realism.

On top of these, the Wurlitzer 2800 has the Ten Top Tunes feature wherein the patron can enjoy ten selections for a single coin at the press of the Golden Bar. No feature in the history of the industry has proved more popular or productive so far as earning power is concerned.

Top Tunes engineers have chosen with care and precision each of the selections. These are the numbers of the past, the numbers of the present, the numbers of the future. There is something for everyone.

Wurlitzer's biggest money maker of them all, the Wurlitzer 2800, now is proving its worth.

What gives a Wurlitzer 2800 its big edge over competition? Superior stereo sound for one thing. Sheer beauty for another. The ability to keep playing with a minimum of service is important. But more than anything else . . . greater earning power. And what produces that? The features above plus the feature that is Wurlitzer's and Wurlitzer's alone—TEN TOP TUNES FOR FIFTY CENTS AT THE PRESS OF THE GOLDEN BAR. Resultant earnings are, by far, the big news in this industry. Ask your Wurlitzer Distributor for specific examples.

WURLITZER
Biggest Money Maker Of Them All

THE WURLITZER COMPANY • 108 Years of Musical Experience • NORTH TONAWANDA, N. Y.
BILLBOARD SPOTLIGHT PICK

Pop 10 Spotlight are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Pop 10 charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks and Special Report Picks. All other albums are listed in their respective categories.

POP SPOTLIGHT

RAG DOLL

The 4 Seasons. Philips PMN 200/146 (M); PHF 600/144 (S)

There is little that can be said or written about the commercial success of this album. It enjoyed a stronger and more loyal following than any other successful album on the pop charts. The Beach Boys' version, "Rag Doll," by the Angel Crew, "Oh! Blue Eyed Girl." Go to the Beach and have a ball.

POP SPOTLIGHT

ALL SUMMER LONG

The Beach Boys. Capitol T 2110 (M); ST 2110 (S)

The heartlessly evocative waltz of the South Beach Boys alternated from the top of the pop list (as of this writing) to the top of the singles chart. Their album currently appears on Billboard's album chart of the Beach Boys. In this hitting the boys know to the cool summer sounds, fun on the beach and having a ball.

POP SPOTLIGHT

MY BOY LOUIPOP

Millie Small. Smash NOS 27055 (M); SAS 67055 (S)

Millie Small has that rare winning vocal style, a distinctive performer, she and her "Rag Doll" sound has catapulted her into the top 10 in the hit Top 10 singles chart. Millie sticks to the same potential winning formula. She is definitely "Sweet William," "Oh, Henry," and her current role, "Oh Boy, Blue Eyed Girl."

POP SPOTLIGHT

THE WORLD OF LONELY PEOPLE

Anita Bryant. Columbia CL 2222 (M); CS 9022 (S)

Anita's arrival for the teen-age, the pin-up girl and all with this pack age of standards, past pop hits and current pop hits. The arrangements are all pleasant and relaxing without being, in most instances, too soft. We recommend the substitution of this one. Anita area it to add depth to the several selections turn in dual-tracked voice.

POP SPOTLIGHT

HELLO LOUIS! BOBBY HACKETT PLAYS THE MUSIC OF LOUIS ARMSTRONG

Epic LN 24099 (M); EN 25099 (S)

Bobby Hackett is more qualified than anybody else to interpret the great Armstrong. This band associated with the same type of blues and swing music found in the recordings of Armstrong, Hackett's band with Forte's participation. Absolutely, "Satchel Mouth Swing," "Wild Man Blues," "Minnie the Mooch Blues" and "Brother Bill" just to take a sample.

POP SPOTLIGHT

BEN E. KING'S GREATEST HITS

ABC 33/165 (M)

Ben E. King has explored a broader range of musical fronts over the past decade. His singing vocalizations with the Amos Milburn group made a mark after falling on the world of rhythm and blues. His records included here are 'Groovin' Number,' 'Rider.' Would be his hits.

JAZZ SPOTLIGHT

PRAYER MEETING

Jimmy Smith. Blue Note 4164 (M)

Jimmy's fame with jazz organ has long since been established. An introduction to this great American organ player. The Smith Organ Band is one of the most popular and expected here. "When the Saints Go Marching In," "When the Saints Go Marching In," "What a Wonderful World," "Everyday's Like Sunday," and "Misty" are all standard pieces. Jazz that's got to be.

JAZZ SPOTLIGHT

BITTERSWEET

Carmen McRae. Columbia CL 30058 (M)

The warmly intense vocalizing of Carmen McRae is rarely suggested. Especially when vocalizing in the jazz idiom, she takes on an unusual emotional note, a hauntingly beautiful voice. "Bitter Sweet," "Someday My Blues Will Come," "When I Fall In Love," "The Man I Love."