

Billboard

The International Music-Record Newsweekly

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



JACK JONES, exclusive Kapp Records star, will have his newest release, "Where Love Has Gone," backed by both Kapp and Paramount Pictures in one of the biggest tie-in promotions the industry has ever seen. The Joseph E. Levine movie, in which Jack Jones sings the title song, will be released in September. (Advertisement)

Industry Urges Reform In Product Excise Tax

WASHINGTON—Spokesmen for the record industry, for home entertainment equipment in radio, TV and phonographs and musical instruments, made strong pleas for reduction or an end to the high, discriminatory 10 per cent manufacturers excise on these items before the House Ways and Means Committee last week.

Representing Goddard Lieberman, president of Record Industry Association, who could not be at the hearing, was association secretary Henry Brief. Brief urged the committee to let the sound-recordings of music, drama, literature, languages and history come into the same tax-free status as their printed counterparts.

Supporting the record industry plea were spokesmen for the Music Educators National Conference, and the Music Division of the New York Public Library. They urged the congressmen to relieve this valuable cultural

source for educators, historians, musicians and dramatists of the unfair emergency wartime tax which has held since 1941. Records are now an international source of communication, it was pointed out.

The extensive and eloquent statement, by Lieberman said in part: "Today's phonograph records can entertain or instruct, soothe or stimulate, amuse or enrapture. Records are made because works are created that cry out for performance; because talented artists, musicians, singers, comics, lecturers need a medium of free expression; because a civilized society hungers for easy access to symphonies and sonatas, pop songs and jazz, folk and dance music, poetry and drama, comedy and documentary. You can turn your home into a concert hall, a classroom, a theater, an opera house or a church—simply by putting a record on a phonograph."

From the business standpoint,

Lieberman said the tax is discriminatory against a product "largely cultural and educational in character." It is a product in competition for the consumer's dollar with books, sheet music and other art forms on which there is no tax.

The tax return to the government is itself comparatively negligible, amounting to less than 2/10 of 1 per cent of the total excise take for fiscal 1963. The burden first hits the manufacturers in collection and accounts that cost them almost the same total amount as the tax collected. The tax invariably must be passed on to the consumer, whether records are for home, school, church, or library.

Excise History

Lieberman went over past excise history to show the illogical and discriminatory approach Treasury has taken toward taxing phonograph records. They were first taxed in 1917, when

(Continued on page 3)

Station's Ban on Political Spoof Is Ticklish Affair

NEW YORK—WNEW's ban on "I'd Rather Be Far Right Than President," an LP which spoofs the Republican Presidential candidate, may develop into a cause celebre which is apt to aid the sale of the album.

The disk, produced by Len Maxwell under the Divine Rights label, is distributed by Amy and Mala.

John V. B. Smith, WNEW vice-president and general manager, said although the album lampoons Senator Goldwater, it was not banned for that reason. Here is his explanation:

"The disk lampoons the best traditions of the United Nations, the Senate-passed 'War on Poverty' bill, tours of the White House, the Central Intelligence Agency, and other important American institutions.

"Satire has an important place in our free society, and indeed in broadcasting. But in these days of political heat and social unrest, we call for a

strong second look at the broadcaster's responsibility to his industry and its image in the public consciousness."

WJAZ Action

Immediate result of the ban, announced Wednesday (29), was the decision of WJAZ, Newark, N. J., to program the record. Lazar Emanuel, WJAZ president and general manager, said that he had never heard of the record until the WNEW ban was made public.

(Continued on page 18)

Victrola Passes the Acid Test

By AARON STERNFIELD

NEW YORK—RCA Victor's classical budget line, Victrola, is here to stay. The label was revived a year ago this week on

RCA Italiana 'Voice' Vol.

ROME—An unusual tieup of book publishing, films and records is RCA Italiana's latest experiment with an illustrated volume, "Voices and Faces of the Italian Cinema." It includes an LP in each front and back cover.

Edited by Sandro Ciotti and Lello Bersani, two of RAI-TV's cinema reporters, the volume presents the opinions of Italian and American directors and actors, including John Huston and Peter Lorre, and deals with Claudia Cardinale, Gina Lollobrigida, Sophia Loren, Vittorio Gassman, Federico Fellini, Marcello Mastroianni and Alberto Sordi.

RCA hopes to continue the series and has numbered this volume "Documentary Number One." While voice records have been considerably successful for some time, this is the first time that the American idea of basing them on people in the news has been used in Italy.

a 12-month test basis. It passed with ease.

Albert Leonard, RCA Victor Red Seal executive who also heads the Victrola label, said that a stepped-up merchandising effort for the LP budget line is in the works. This effort will be based on a separate display of Victrola merchandise rather than mixing it with other classical product.

The label will work through its distributors in developing dealer displays stressing that the Victrola line provides the customer with a basic, quality classical library.

Victor kicked off its Victrola line in August 1963 with 15 releases. To date, some 35 albums have been released, with plans calling for Victrola releases at the rate of four a month.

\$2.50-\$3 Range

Price policy—\$2.50 for monaural LP's and \$3 for stereo LP's at retail—will be retained. Also the policy of making every release available in both mono and stereo will be retained.

Retail prices have been pegged at half the Red Seal lists. Distribution is through normal channels, both to Camden and RCA Victor distributors.

Leonard explained that the buyer sought by Victrola is the beginning classical buff who

needs guidance in building a library.

He emphasized that Victrola will not release collectors' series or esoteric material, but will concentrate on the best technical sound reproduction.

Transfer Techniques

Material is taken from the

(Continued on page 8)

New FCC Rules Seen as Boosting Sales of FM Sets

By DAVID LACHENBRUCH
Contributing Editor

NEW YORK—It went generally unnoticed outside the broadcasting industry, but a recent ruling by the Federal Communications Commission will have an important effect on the sale of radios—FM radios—where the money is.

The FCC has issued a new set of rules for standard AM radio stations. From the standpoint of the radio and audio dealer, one of them will be extremely significant—and very soon. This is the rule which finally begins the real divorce proceedings between AM and FM programming. It provides that jointly owned AM-

FM outlets in cities of over 100,000 population must cut their program duplication to 50 per cent or less of FM broadcast time by Aug. 13, 1965.

This is the first step in what is regarded as a certain move to eliminate all AM-FM programming duplication. The current ruling affects more than 200 of the most important AM-FM station pairs in the U. S.

What will this mean to already-rising FM sales? If history is a pattern, it should accelerate the growth of FM sets quite sharply. It means FM is finally coming into its own as an individual broadcast service. It offers some outstanding promotional opportunities.

(Continued on page 44)

Handleman to Supply Disk Product to MW

NEW YORK—The Handleman Company has concluded an agreement with Montgomery Ward to supply disk product to 175 branches of the chain store. Billboard has learned. Handleman will start furnishing the Ward chain within the next 30 days.

Initial reference to Handleman's grabbing the plum account (Continued on page 8)

Harvey on Disk

LONDON—Actor Laurence Harvey has made his first record comprising two of the songs from the London version of "Camelot" in which he stars. EMI has the disk, made by Norman Newell.

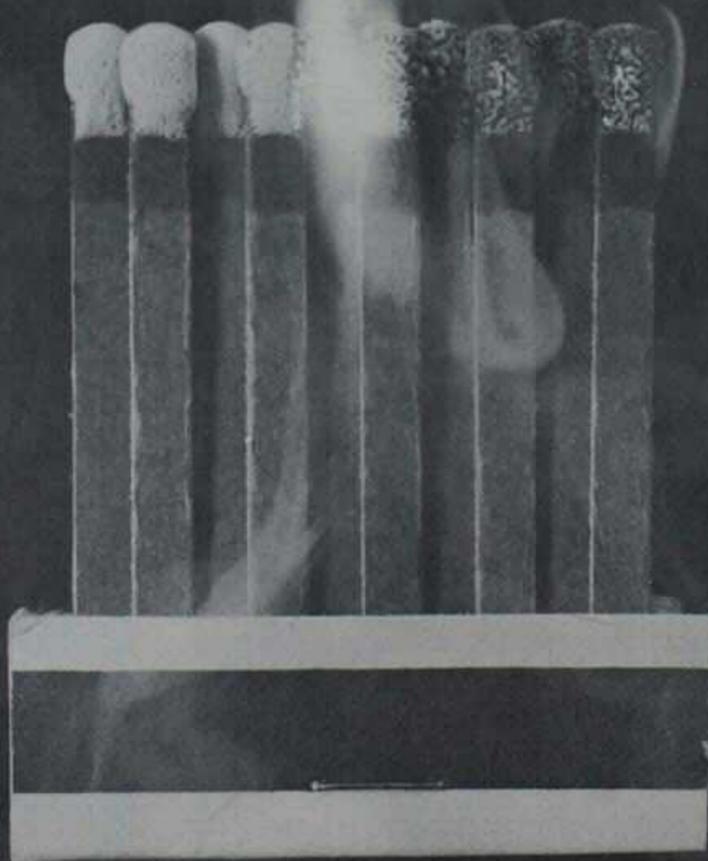


PROMENADE SERIES

12 Haunting Themes

RCA VICTOR IS SETTING SALES A-FIRE!

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Al Hirt—"Sugar Lips" ^{c/w} "Poupee Brisee (Broken Doll)" #8391
John D. Loudermilk—"Th' Wife" ^{c/w} "Nothing to Gain" #8389
Jim Reeves—"I Guess I'm Crazy" ^{c/w} "Not Until the Next Time" #8383

Italian Diskeries to Fight Threat of Record Tax Hike

By SAM'L STEINMAN

ROME — A massive fight against the threat of increased record taxation is being planned by Italian diskeries individually and through the Italian Phonograph Association (AFI). The move is being mapped because the newly formed Moro government is made up of practically the same elements who had such a tax view before the old government fell in a surprise move at the end of June.

In addition to the usual taxes of business operation, Italian disks are subject to the 3.3 per cent sales tax which is imposed each time its materials and its finished form passes from manufacturer to distributor to retailer to consumer. In addition, a 10 per cent special tax was added in 1960. Present thinking would add another 10 per cent to this over-all amount which would have a direct effect on selling prices and presumably on sales.

The big 45 r.p.m. market is based on a suggested selling price of 750 lire (\$1.20) but all records in effect are sold at the cut rate price of 600 (96 cents) and some as low as 530 (84 cents), which is below retailer's cost. This is attained through special discounts, trade-

ins (used disks are usually resold for 16 to 24 cents) and other ties, none of which are prohibited by Italian law.

Italian diskeries, which had feared that the business recession would mean a sharp cut in summer sales, have been agreeably surprised by levels at which sales have remained due largely to the two big summer promotions, RAI's "A Record for the Summer" and the Cantagiuro (Singing Tour). Added to these are the usual summer promotions of the various houses which have brought a considerable group of newcomers to the fore.

RCA continues its domination of the market with four records in the Top 10 and an equal number just below. Gianni Morandi, who won the Cantagiuro, is the latest RCA artist to top the classifications. This label has records currently in circulation by singers—six Italian and two American—who have been in the top selling posts in Italy within the past two years and half a dozen others who have come close.

The only other group of advertised artists is that of CGD International including Italian, American and French names who have been able to garner important places. Six other

companies continue in the running because their groups of two or three artists are able to make the best-seller lists with almost every disk. These include Ri-Fi, which has Mina with three disks in the lists; Durium, whose Los Marcellos Ferial finished first in the preliminary part of the summer competition; Voce del Padrone with French and Italian vocalists; Ricordi with top-selling Bobby Solo; SAAR with a varied international group, and Clan, topped by Adrian Celantano which has adopted the most revolutionary sales and promotion methods copied assiduously from U. S. disk procedures.

With news of disk artists now rivaling that of movie stars in the 20-odd weekly color magazines which give Italy the greatest publicity outlets for show business personalities of any country in the world, phonograph interests have cultivated a public which has not deserted record-buying even in a moment of economic pinch. Introduction of the new tax, however, it is feared, might be just enough to spell the end of the current boom which has overcome one obstacle but might falter if a second were imposed.

BRITISH MAG. ATTACKS VALUE OF RECORD CLUBS

LONDON — The British consumers' magazine Which? published a report which concludes joining a record club does not pay. It said that records obtained from two clubs were tested by a panel of four experts. The LP's cost about \$3 each and, according to Which?, were not sufficiently good performances to justify the price. "One club claimed that its records gave 'a saving of a full 30 per cent of what you normally expect to pay,' but we found that they cost nearly 50 per cent more than you need pay for some other cheap recording."

"In general," according to the report, "the best value for the money among the records of standard orchestral works which we assessed were from Ace of Clubs, Encore, Fontana Masters of Art, Heliodor, HMV Concert Classics, Philips, RCA Camden and Supraphon."

According to the report, record clubs can be useful for people who want to collect records and don't know much about music. "But life is simpler if you don't join a record club, for clubs have complications," the report said.

Kapp Bows Ad Drive At Sales Convention

NEW YORK—Kapp Records bowed its \$200,000 consumer advertising campaign, part of the label's "Advertise for Profits" program, to its distributors at the firm's annual sales convention which ended its three-day run at Lake Tahoe, Nev., Saturday (25).

Al Cahn, vice-president and national sales manager, said the

program makes available to distributor accounts advertising budgets which may exceed those offered by the majors.

Here's how it works:
From September through December
(Continued on page 8)

Industry Moves for Cut in Excise Tax

• Continued from page 1

records were as big in home entertainment as the TV and radio are now. Repealed in 1921, the tax was slapped back on again during the depression of the 30's, although manufacturers' sales of \$42 million in 1922 had shrunk to \$5 million in 1932—and down to \$2.5 million in 1933.

Congress belatedly corrected its unfairness in 1938, but Treasury once again pounced on records in 1941, ignoring the far-from-luxury status of this item, and the small segment of the amusement market it represented.

Lieberson's statement and Henry Brief's oral presentation both went down the line on the integral role of records in American culture. The Bible is on records, too—and taxed, Brief pointed out, but you can read the Holy Book tax-free. America's own jazz is mainly on records, and America dances, sings and works to recorded music.

Tax Should Be Eliminated

Earlier in the week, Delbert L. Mills, vice-president of RCA Victor Home Instruments Division, speaking for the Elec-

tronic Industries Association, said the high 10 per cent excise on phonographs, radios and TV sets should be eliminated as a deterrent. The tax cannot be classed as luxury when these items have become a necessity in the American home. It was also urged that the now compulsory all-channel TV set, which costs more than the previous VHF-only (12 channels) set should be given immediate tax relief of at least 5 per cent, or a maximum deduction of \$8 per set—or American TV set sales are going to take a bad beating in the fall as consumers balk at a tax for a UHF receiver, when it may be some years before the Ultra High programming is being aired.

Gard Makes Plea

William R. Gard, executive vice-president of the National Association of Music Merchants (NAMM), spoke for some 20 organizations, including the AFM, ASCAP and the National Music Council in a plea for an end to excise on musical instruments. He said the tax was an unfair penalty to the tools of musical culture, while the artist or sculptor faces no such tax. Students suffer when they buy instruments individually, with most tax-free school instruments confined to the few members of school bands.

Mort Farr, director of the National Appliance & Radio-TV Dealers Association (NARDA), said dealers in home entertainment items were "on the firing line and will have to bear the brunt of customer complaints" over the higher costs of the all-channel TV sets. Farr urged ultimate repeal of excise on all home entertainment items, when the committee on Ways and Means gets into its long-range revision of the whole excise structure.

NARM Mid-Year Meeting Draws Record Turnout

CHICAGO — The National Association of Record Merchandisers, Inc. (NARM), wound up the best-attended mid-year meeting in the history of the association Wednesday (29) at the Sheraton-Chicago Hotel, according to Executive Director Jules Malamud. The 1965 convention will be held at the Las Vegas (Nev.) Dunes Hotel, March 14-17. Seattle's Sam Jaffe (Gordon Sales) was named convention chairman.

Not only was the meeting well attended by members of long standing, it also had 10 new members voted into the organization by the board of directors just prior to the opening on Monday (28). The new members also participated in the sales visitation meetings held

between record merchandisers and the manufacturers.

New Members

New record merchandisers include All Label Record Service, Cleveland, represented by Hess Budin and Donald Weiss; Lee Hartstone of Cal Raks, Inc., Los Angeles and San Francisco; Robert Canfield and James Lindsey of Canfield Supply, Lansing, Mich.; Endo Corsetti and David Press, of D & H Distributing, Harrisburg, Pa.; Carl Glaser, of Disceries, Inc., Buffalo; Knox Record Rack Company, Knoxville, Tenn., represented by Sam Morrison; Jay Jacobs, of District Records, Washington; Larry Goughan, of National Merchandising Services Corporation, Medford, N. J.; (Continued on page 6)

Grade Goes Public--Beatles Next?

LONDON—In one of the biggest moves involving show business, the massive Grade Organization is becoming a publicly owned body. And reports here indicate that Brian Epstein may turn Beatles, Ltd., into a public company, although at this stage he is not admitting it.

The Grade Organization, previously known as Lew and Leslie Grade, Ltd., and now controlled by Leslie Grade due to Lew's chairmanship of ATV, controls the biggest roster of talent in Britain. Among the major recording artists it handles are Cliff Richard, the Shadows, Frank Ifield and Kathy Kirby.

Before going on the market, Grade was expected to complete purchase of Harold Davison, who handles the Dave Clark Five and the Applejacks and is responsible for the British representation of such artists as Frank Sinatra, Ray Charles and Ella Fitzgerald.

Grade already owns a half share in Davison's business because of a deal clinched a year ago. He plans to keep Davison on as managing director.

The Grade Organization's issue is almost \$6,000,000, although it is not certain how many of the shares will be placed on the market.

The deal follows a trend of big privately owned businesses becoming public companies, thus giving their owners huge capital gains. If the Labor Party wins the general election in October, they intend to place a tax on such gains.

Accountant James Isherwood, who advises the Beatles, has disclosed he has drawn up a plan for the Beatles to become a public company. Under the scheme, all of their various incomes from films, tours, TV, songwriting and Beatles products—ranging from wallpaper to T-shirts—

would be channeled through the company.

But Brian Epstein has so far refused to confirm Isherwood's statement. He says he will consider the idea but it is "definitely not a project at this stage."

Under Isherwood's scheme, Epstein's organization would buy a company with a capital of about \$700,000, which would then take over the Beatles' own private company in exchange for about \$3,000,000 worth of shares.

Both Epstein and Grade are understood to be bidding for another of Britain's major pop agencies.

The Beatles say that they consider the planned Reprise single by Frank Sinatra, Sammy Davis, Bing Crosby and Dean Martin—which is a parody on the Liverpool group—the biggest compliment ever paid to them. On the record, the U. S. quartet will be named as the Bundles.

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Zentner Signed By RCA Victor

NEW YORK—Si Zentner and his orchestra have signed an exclusive recording contract with RCA Victor, according to Steve Sholes, pop artist and repertoire division vice-president of the label. Zentner began recording sessions immediately on the West Coast under the supervision of a&r director Al Schmitt. The band leader is represented by Willard Alexander.

SUIT IS THROWN OUT

GEMA Loses Legal Round in Fight on Disk Production

MUNICH—West Germany's performing rights society — GEMA—has received a sharp legal setback in its drive to discourage the production of phonograph records with music in the public domain.

There has been considerable experimentation in West Germany in recent years with the production of so-called "GEMA-free" (GEMAFREI) disks. These disks are being recorded by small independents with music outside copyright control.

In most cases, it is music in the public domain, but in some

cases it is music acquired by direct negotiation from unknown composers, including composers behind the Iron Curtain and in far-off areas of minimum, if any, copyright influence.

Maverick German producers have not only been pressing such copyright-free disks but have been promoting them as "Gemafrei," as if to suggest (according to GEMA) that they were a superior competitive product.

GEMA filed suit in the superior court here (Oberlandesgericht Muenchen) to enjoin the

labeling of any phonograph record as "Gemafrei." The German performing rights organization contended that producers of such copyright-free disks thereby sought to achieve competitive advantage over GEMA disks.

In theory, all other factors being equal, record buyers, according to GEMA's suit, might be attracted to the "Gemafrei" disks in the belief this was a superior product or it would not be so labelled; by the desire to avoid payment of copyright royalties to GEMA; or as a form of protest against music royalties in general.

The Munich court threw out the suit. The court conceded that the producers of "Gemafrei" disks so labeled them with the idea of gaining competitive advantage, and the court agreed that, in fact, such competitive advantage would accrue from the label.

A Normal Practice

But the court said that this was a normal competitive practice, and that the phrase "Gemafrei" was mere statement of a fact and much the same as if a manufacturer labelled garments "no wool—all synthetic fibers."

The court concluded that there was no substantial and unreasonable damage suffered by the copyright society.

Producers of "Gema-free" disks have several objectives in mind. One is to use the pressings as a lever in negotiations with GEMA on royalty payments. If a substantial repertory of Gema-free disks could be created, its existence would act as a moderating influence on the performing rights society.

Some "Gema-free" enthusiasts claim it is entirely feasible to build such a repertory that would cover a full quarter of ordinary programming requirements—for radio, dancing and phonographs.

They claim this is possible because much potentially top-tune music goes undiscovered because of simple inertia, and they point to the fact that folk songs (one is O Sole Mio) have inspired considerable top pop of recent years.

Repertory Unrestricted

Finally, copyright adversaries contend that a repertory, once established, would have unrestricted longevity because of limited exposure, their theory being that top tunes die of exposure and not old age.

RIC Makes Album Debut, Backed by Promotion Drive

NEW YORK—RIC Records (Recording Industries Corporation) launched itself into the album business last week with a diversified nine-album release, backed by an extensive promotional campaign.

Artists included in the release are actor Pat O'Brien, pro football star Roosevelt Grier, folk singer Linda Mason, instrumental-vocal group the Four Amigos, and songwriter Alex Zanetti.

Two of the nine albums mark the initial offerings in what will be two continuing RIC special series. The "Posterity Series" will contain performances by great artists no longer living. Billie Holiday is spotlighted in the first album of the series.

"The World of the Theater Series" is the second package in the special series featuring "unique" and outstanding theater personalities and material. Its first package is "Rodgers and Hart Revisited," a collection of

16 little-known and never-recorded songs by the composing team. Dorothy Loudon, Danny Meehan, Charlotte Ray, Cy Young and Arthur Siegel are among the performers.

The label is currently preparing the second album in this series which will highlight some of Cole Porter's least known songs.

RIC is making a major promotional effort as well. Contests will be conducted with deejays across the country to promote the O'Brien album.

The label's key executives will personally showcase the release package and its new juke box line with visits to distributors in 30 cities.

The presentations will be made in person to each distributor and his staff at the distributor's place of business.

The RIC road show will be held Aug. 11 through 21, headed by Joe Csida, president.

Peretti and Creatore Return to Roulette

NEW YORK—Hugo Peretti and Luigi Creatore have returned to Roulette Records and are full partners, with Morris Levy, Roulette president, in Planetary Music publishing firms as well as the record company.

The announcement was made at the Roulette office Thursday (30). Levy indicated that negotiations had been under way ever since the team announced they were leaving their creative positions with RCA Victor. In

1959 the pair, who had produced several million sellers for Roulette such as Jimmie Rodgers' "Honeycomb," and Buddy Knox' "Party Doll," left to accept an independent a&r production deal with RCA Victor.

Terms of the partnership agreement were consummated a week prior to the announcement and it was indicated that the buy-in arrangement for the publishing firms, as well as the record label, was in excess of \$1,200,000. Hugo and Luigi will become vice-presidents and assume direction of all creative product and promotion activity at Roulette Records and all its divisions. With Levy, they will supervise music publishing activity for Planetary and affiliated firms that include Patricia Music, Nom Music and Frost Music.

Expansion Planned

The trio are thus reunited in a partnership that was first begun in early 1957 when Hugo and Luigi left their a&r positions at Mercury Records to form the embryo label, Roulette, with Levy. They said the company would reorganize and begin an expansion program that will augment the present staff in all phases of the operation. Levy cited as an example that

(Continued on page 8)

Court Awards Copyright To SG-Col. Music in Suit

LOS ANGELES — Under terms of a settlement reached in United States District Court for the Southern District of California, various copyrights have been assigned by Trousdale Music Publishers, Inc., to Screen Gems-Columbia Music.

The action was brought by Screen Gems, Inc. and Screen Gems-Columbia Music against Lou Adler, former head of Screen Gems-Columbia Music's West Coast office; Jan Berry and Dean Torrence (Jan and Dean); Jill Gibson and Don Altfeld; Trousdale Music Publishers, Inc.; and Dunhill Productions, Inc.; Robby Roberts and Pierre Cossette (Adler's partners in Trousdale and Dunhill); Liberty Records and its subsidiary, Imperial Records, and others.

Copyrights involved include "Bucket T," "Rockin' Little

Roadster," "Hey Little Freshman," "Barons, West L. A.," "Bucket Seats," "Move Out Little Mustang" and "Hey There, It's Yogi Bear."

Screen Gems will also share in Dunhill's income from the Johnny Rivers "Memphis" single from the album "Johnny Rivers at the Whisky a Go Go" and other Rivers recordings.

The Jan and Dean contract with Screen Gems as well as Berry's producer and songwriter contracts with the firm will remain in effect for the full contract term, which, with options, runs to 1969.

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BILL HONORS C&W MUSIC

WASHINGTON — Tennessee Rep. Richard Fulton last week introduced a resolution that November be designated as National Country Music Month.

Eddy Arnold suggested the resolution from New York to Fulton in Washington via the new Picturephone TV-telephone circuit. The Country Music Association (CMA) plans to arrange for special promotion for the National Country Music Month. These will be discussed at their board of directors meeting in Toronto, Aug 6-7.



THE SIGNING OF A NEW PARTNERSHIP agreement between Hugo Peretti, left, and Luigi Creatore is done at the Roulette Records offices without benefit of pen or paper. Roulette President Morris Levy is the man in the middle.



HERALDING TWO 20th SMASHES!

**DIANE
RENEY**

**IT'S IN
YOUR HANDS**

**D/W
A PRESENT
FROM EDDIE**

A BOB CRIME PRODUCTION

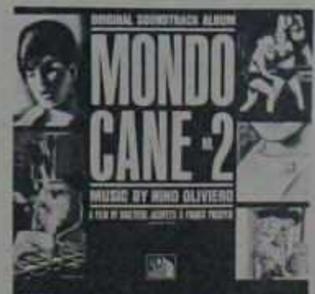
(533)

with her new single picked by the trades as a "PICK-OF-THE-WEEK!"

ORIGINAL SOUNDTRACK ALBUM

MONDO CANE No. 2

(TFM-3147, TFS-4147) music by NINO OLIVIERO



The ultimate in entertainment



New Christy Minstrels to Start First European Trek in January

HOLLYWOOD—The record industry's first successful folk choral group, the New Christy Minstrels, is going international. The nine voice chorus has been signed for its first European concert tour starting in January. The group has already cracked the \$1 million gross figure on domestic appearances and record sales after two fast years.

As a result of negotiations conducted by managers George Greif and Sid Garris, the Minstrels' records will be released soon on the international market, laying the framework for the public exposure necessary before the group makes its personal appearances.

George Greif, who attended Columbia's international sales convention in Spain last May, told Billboard the foreign market was an untapped area for large folk choral groups. He related the Christys would present their concerts in the local nation's language. For the group's first domestic TV special airing Wednesday (5) on NBC, all the tunes are sung in foreign languages. Four other \$32,500

budgeted half hour TV specials are set for this summer. Greif explained that ownership of the tapes belongs jointly to his firm and producer Gary Smith, which gives them syndication control.

Greif, who also attended the recent Columbia sales convention in Las Vegas where he ran promotional films of his artists in his suite and concentrated on meeting additional foreign representatives, revealed the State Department had requested the group for 12 weeks in the Far East under its auspices. While the group could not offer that amount of time, Greif stated they were trying to work out a short tour as a "musical peace corps."

The manager revealed his firm is studying entry into motion pictures for the Christys and also want to buy their own town, name it New Christy and conduct folk festivals there.

Greif said these steps were natural developments in the growth of the Christys, formed two years ago by Randy Sparks.

Of the original members, Nick Woods, Larry Ramos, Barry McGuire, Barry Kane,

Art Podell and Clarence Treat have remained. They earn between \$40,000 to \$50,000 a year, Greif explained, with his firm paying for all costumes and transportation. "The Christys are grossing \$1 million a year," Greif boasted, "and we've done this without having a No. 1 record."

During their first two years, the Minstrels appeared on 55 network TV shows, which helped develop their grass-roots support.

"There are no old Christy Minstrels," Greif emphasized. "We will always maintain a youthful age. We want the kids to better themselves," he added, "and when they decide to leave the group, it's with our blessing."

What often happens, however, is that they remain under the aegis of Greif-Garris management. This is the case with founder Randy Sparks, who is being groomed as a single act for Columbia, and Nick Woods, recently signed to an Epic pact. Woods is still with the group while Sparks provides ideas and material but stays off the road.



ENOCH LIGHT, left, head of Command Records, receives the first annual Record of Achievement Award from Robert W. Watt, first deputy commissioner of the City of New York Department of Commerce & Industrial Development. Light was cited for his achievements as a band leader and record company executive. Commissioner Watt's remarks at the ceremony were taped and transposed to a disk which was gold-plated and embellished with the official seal of the City of New York.

German Army Music on March; Diskeries in Step With Demand

By OMER ANDERSON

BONN—Germany again has the largest army in Europe, and German military influence is waxing accordingly in the world. All of which is grist for the diskeries' pressing works.

Military march music is enjoying a boom, aided by the German military renaissance. The Germans are sending military missions to half a dozen young states in Africa, and foreign armies from several dozen nations are sending students to Bundeswehr schools.

Foreigners are being exposed not only to German military lore but also to the incomparable German military marches, and the result is that sales of German martial music are booming from Oslo to Hawaii.

Suddenly, as one authority here noted, Teutonic martial music has become a hot export item in a class with Nuremberg toys and Krupp steel.

Konrad Adenauer is the father of the boom in martial music, improbable as this seems. It is Adenauer's proud boast that he never spent a day in any man's army; yet when Adenauer set about rearming West Germany he paid special attention to military music.

"People don't appreciate the importance of the right music to an army," he remarked. "Music can be everything to an army."

Adenauer's contribution is not so much that he inspired the writing of new music as that he made the old music respectable again.

Teldec, Polydor, Electrola, and Ariola—all are profitably preoccupied with marital music.

On Hit Parade

Ariola marched "Zackigen Knobelbecher" and "Der Flotte Franz und seine Bierbrummer" onto the German hit parade. The success of these numbers then inspired Ariola to foxtrot,

rock 'n' roll, and twist tunes to march rhythms.

With Germany a valued member—in fact, the pillar—of the North Atlantic Treaty Organization, France and Belgium have had no qualms about taking over celebrated German marches. The jest here is that Teutonic march music is selling so well among Germany's former foes that Teldec has had to open two pressing plants in the border area to meet the demand.

The great favorite with French and Belgians (and other foreigners as well) is "Alten Ka-

meraden," written by Carl Teike. It is estimated that French and Belgian sales of "Old Comrades" have totaled \$150,000 over the last three years for this single record in the two countries alone.

It is played in London, in Washington, in Hawaii, and in Helsinki.

The Japanese, despite their own well-remembered martial traditions, are also good customers for German military music. Since 1960, they have imported about 10,000 pressings of the Philips LP marches, their favorite being "Preussens Gloria" (Prussia's Glory).

The South Americans are especially fond of the "Grossen Zapfenstreich" (The Great Tattoo), and the Scandinavians prefer "Drei Lilien" (Three Lillies).

The diskeries admit that their repertoires fall short of meeting the demand for two songs: the Nazi "Horst Wessel-Lied" and Loensens "Englandlied." These two numbers are proscribed. But Hitler's favorite march—"Badenweiler March"—is heard again today.

Teldec has issued two LP's of march music, one dedicated to Imperial Germany and the other to the new German armed forces—the Bundeswehr. "Es War Einmal—Once Upon a Time," a potpourri of 24 beloved German soldier songs, was recorded by a soldier choir from the officers school in Hamburg and the Bundeswehr's music corps.

Jet Appoints Becce

NEW YORK — Mike Becce has been appointed assistant to Howard Stark, general manager of Jet Records Distributing here, replacing Lenny Lewis, who has resigned to join 20th Century-Fox Records. Becce has been serving in promotion at the distributorship since its organization last November.

Make Bid for RIAA Seal

HOLLYWOOD—Capitol will seek RIAA certification for the Beach Boys' single, "I Get Around," which has hit the million mark. The disk is also their first to break the British popularity charts, according to Voyle Gilmore, a&r vice-president.

The company was scheduled to record the group's first live LP at the Municipal Auditorium in Sacramento, Calif., Saturday (1), for release in October which will be pegged National Beach Boys Month.

The label is also preparing the debut of the Travelers Three, a folk group similar to the Kingston Trio, which is no longer under contract to Capitol. Gilmore explained the Trio's pact expired in February after six years and they had not yet come to final terms.

In the event the Kingstons decide to seek a new affiliation, Capitol has four other folk groups, including the Travelers Three under contract: the Good Time Singers, Gateway Singers and the Three D's.

NARM Meet

• Continued from page 3

Lou Klayman and Al Levine, of New Deal Record Service, Long Island City, N. Y., and Charles Murray, of Stark Record Service, Cleveland.

An 11th new member is Merco Enterprises, Garden City, L. I., who was elected to membership although not present. Sol Gleit and Jack Grossman are Merco's representatives in NARM.

NARM legal counsel Albert Carretta addressed a closed meeting of NARM's regular members. He said they would be kept informed of developments in the Federal Trade Commission's scouting of the situation whereby Capitol Records Distributing Corporation has "cut off" some rack jobbers from buying Capitol product direct from CRDS.

Record manufacturers in attendance displayed their new fall lines, as well as a variety of holiday product.

MODEL GETS LOTS OF PLAY

LAS VEGAS — No greater proof was required to support the axiom that product is everything, than the sight of a model filtering through the Warner Bros. - Reprise, Epic - Columbia sales gatherings displaying the new sheer, see-through bodice dresses. More than one eye opened wide when the attractive blond model, escorted by a sharp San Francisco promotion man accompanied by his own photographer, visited the various receptions and dinner shows.

The model, whose daring left nothing to the imagination, was wearing her employer's sheer top dresses to gain attention for the controversial style. By the large number of record men having their pictures taken with the lady, the style appears to be "bubbling under," heading for the best seller lists.

RCA to Bow Guinness LP

NEW YORK—RCA Victor next year will issue an album of classic poetry and prose, titled "A Personal Choice," with Sir Alec Guinness reading. It has also scheduled for 1965 release, the Boston Symphony Orchestra performance of Verdi's Requiem. Erich Leinsdorf will conduct, with Birgit Nilsson and Carl Bergonzi, Lili Chookasian and Ezio Flagello, soloists. The Requiem will be a de luxe, boxed edition of two LP's.

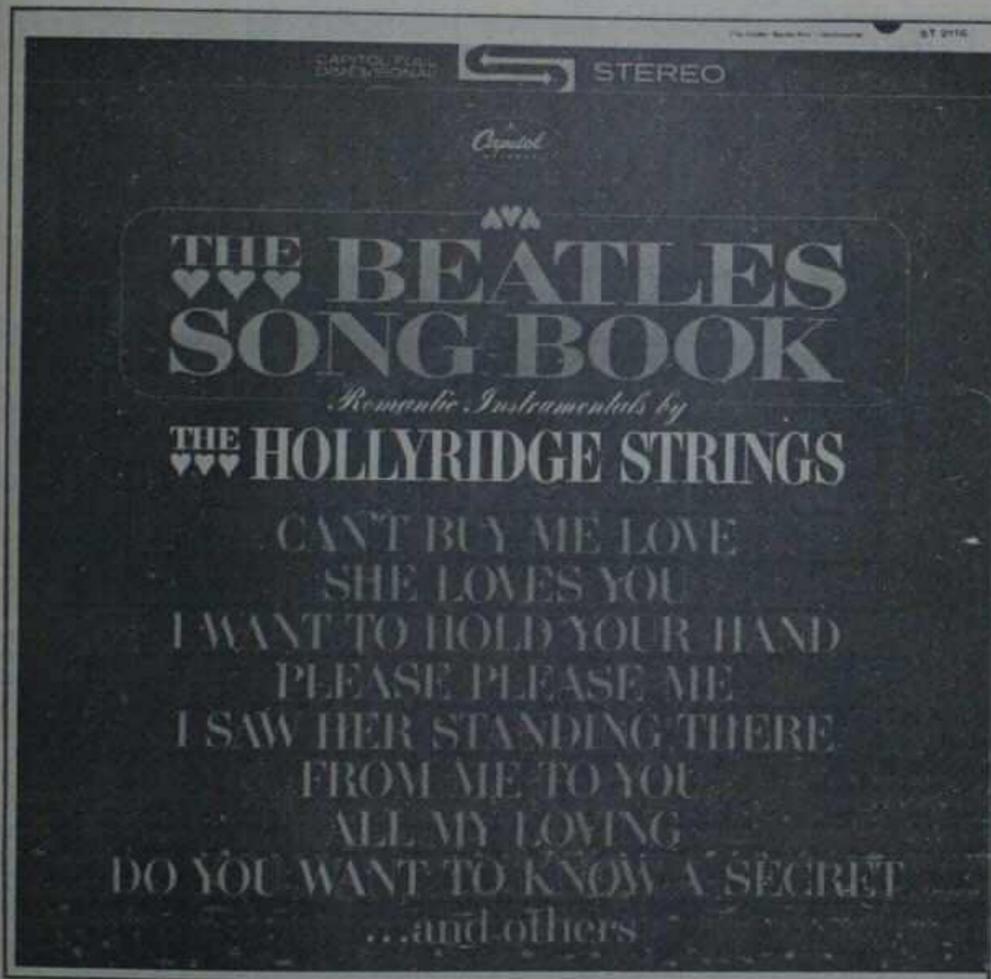
Joins 4-Star

HOLLYWOOD — Jerry Fuller, former Challenge Recording artist, has moved into the publishing field as New York representative for Four Star Music. He will report to president Joe Johnson and vice-president Dave Burges, both headquartered locally.

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Japan Is Rated Third Largest Record Market by Victor Rep

HOLLYWOOD—Japan has become the world's third largest record market, with classical and country and western music making strong inroads among record buyers, according to Tom Saiki, U. S. representative for the Victor Company of Japan's world group division.

"Since the war, Japanese teenagers have gone haywire for the hot pop music," explained Saiki, who headquarters in Los Angeles along with James Mochizuki, who handles artist relations, and Tak Shindo, handling Victor's publishing company.

"Country and western music is becoming the hot fad but popular music is still the leading seller," he said. Saiki commented that the Japanese have always been fond of classical music since "it suits their basic nature. They like quiet, high quality things. At least 50 per cent of the albums found in Japanese

homes will turn out to be classical," Saiki remarked.

As representative for Victor's world group, which handles World Pacific, A.&M., 20th Century-Fox, Red Bird, Gateway, Colpix, World Artists and Original Sound on a direct basis and a lengthy list of other American labels through a subcontract with Cosdel, Saiki secures master tapes for reproduction by Victor's own pressing plants in Japan.

The world division does \$15.8 million in foreign music sales alone, Saiki related.

Victor's publishing company is only two years old, Saiki said, with the future promising to bust wide open. There are no copyright fees paid for radio play, according to Saiki, who foresees two years before the law is changed. The radio stations need only credit the labels at

the end of the program, he said.

Japanese radio—there are 13 stations in Tokyo—plus TV exposure are the key means for product exposure, Saiki said. Many of the major manufacturers sponsor their own TV shows. The third reason responsible for the growth of the Japanese market, Saiki explained, is the 5,000 record outlets catering to consumers all over the country. Since 1963, when an anti-cartel law broke up the record retail association's monopoly on store locations, an estimated 2,000 locations began selling records. Saiki estimates there are around 3,000 pure record stores in Japan, with all retailers adhering to a uniform price. A \$5 stereo disk sells for 1,800 yen, a \$4.19 mono disk for 1,500 yen and a 92-cent 45 single for 330 yen.

The executive explained that Japanese manufacturers commence promoting a record three months before it's release. The "average university student has an \$80 or less monthly salary, meaning he must be completely convinced to spend his money," Saiki explained.

Former MTA Chief Cites Need to Train Personnel

LONDON — Coincidental with the announcement in the U. S. of ASCAP and NARAS business courses for music trade personnel, a plea was made for such courses in the U. K. by a past president of Britain's Music Trade Association.

Ben Davis of Selmer said a basic problem of the ever-growing music industry was the need of good management, effective

recruitment and training of the right type of personnel. Davis said the music industry in the U. S. as the second largest growth industry there, and this was due, in part, to the existence of excellent training in the field.

Davis said that the U. K. music trade is only beginning. Ten years from now, the spread, love and practice of music will be greater than ever in this market.

Dr. O. Meyer (Hohner Concessionaires, U. K.) suggested that a Trade Business School be set up. Others suggested that the real need was a place where management training could be done at technical college level. "We need young executives who who have been trained in accountancy and who can be taught the principles of management, staff control, customer treatment, etc.," was the voice of many dealers.

Victrola Passes Acid Test

• Continued from page 1

Red Seal catalog, with each release carefully remastered. Because of improved techniques of transferring from the original master, Leonard said that the sound qualities of the Victrola line are generally better than those of the original Red Seal record.

Selecting material for the Victrola series is sometimes complicated by Victor's embarrassment of riches in the Red Seal line. For example, Brahms Piano Concerto No. 2 was selected for a Victrola Release. Available on Red Seal were performances by Horowitz, Gilels, Richter, Rubinstein and Cliburn.

For faithful reproduction of the work, the Gilels version was selected, although Red Seal buyers may have preferred any of the four artists for various reasons.

Reissues of the other performances would be more apt to

be released on the Red Seal Treasury of Immortal Performances, which specializes in collectors' series.

WQXR Programming

If programming for the Victrola line could be compared with radio programming, then the low-priced LP's could be said to follow a WQXR, New York, format. This format stays close to the basic classics and the best technical performances and sound reproduction. It's not the best diet for the dyed-in-the-wool classical buff, but it's solid fare for anyone having aspirations in that direction.

Leonard doesn't feel that the Victrola line competes with the Red Seal line because the more sophisticated classical collector will stay with the latter.

He believes that exposure to the Victrola line will cultivate a love of classical music, and that eventually the Victrola buyer will become the Red Seal buyer.

One of the most difficult decisions was selecting which version of "Tosca" to use on Victrola. Both the new Leontyne Price-Richard Tucker and the Jussi Bjoerling versions were available. The latter was chosen.

Victor makes it a policy of not releasing sales figures, but Leonard said that Victrola records have been selling more than the total sales for the Red Seal originals for the two or three years before they were cut from the line.

Victrola's policy of selling about 50 cents higher than the standard budget line price is based on a "Modern Library" concept.

The "Modern Library" budget priced hard-cover books, sells as prices between paperbacks and standard hard covers.

The Victrola line features hard album covers, quality artwork on the cover, sleeves and other features of standard-priced merchandise.

Listening Time

Also, the Victrola stereos deliver more listening minutes than the Red Seal stereos from which they were taken. The early stereos could deliver only 22 or 23 minutes of music. Improved techniques now enable a stereo to deliver considerably more. Thus, an opera which took six stereo sides on the original Red Seal label is reduced to four sides on Victrola.

Or, putting it in another way, the opera costs \$6 at retail now (two records at \$3 each), whereas the Red Seal version cost \$18 (three sides at \$6 each).

Instead of putting the engineers in charge of making Victrola Records from Red Seal masters, the label has its own a&r man who treats the record as new product.

Some Red Seal masters released only in monaural, notably several Oistrakh LP's, appear as stereo albums.

Victor licensees, and wholly owned subsidiaries, notably those in the United Kingdom, Italy and Spain, are pressing Victrola product for Western Europe distribution.

Budget Trend

The Victrola story is being repeated with variations by Columbia, which recently launched a mail-order classical plan (Billboard, July 25), by London with its Richmond label, by Capitol with its Paperback series and by Vanguard.

This move on the part of majors and leading independents—to enter the budget classical field—marks the invasion of a market which formerly was dominated by budget lines with no other record affiliations.

Kapp Bows Ad Drive

• Continued from page 3

Each distributor gets a complete advertising program with suggested product, ad copy and art and insertion dates. Kapp foots the entire bill for consumer advertising in newspapers and on local radio.

Distributors at the meeting were shown the label's new product, 14 albums.

To kick off the program, distributors will be shipped Jack Jones full-color blowups, die-cut easel jackets of Jones' "Where Love Has Gone" for store and window display, and the same for Hugo Winterhalter's "The Best of '64," the Searchers' "This Is Us," "Bill Dana in Las Vegas" and the Do-Re-Mi Chorus' "Marching Along Together."

Also announced at the Kapp meeting were promotions of Herb Rosen and Gene Armond.

Rosen, formerly Eastern promotion manager for Philips, is the new national promotion director of albums.

Armond, who had been Kapp's New York promotion man, becomes national promotion director of singles.

Mills on Mend

NEW YORK — Sid Mills, Mills Music, is expected to be back at his desk soon. Mills had been hospitalized for six weeks and is home recovering.

Handleman Firm

• Continued from page 1

count was made by Executive Vice-President Paul Handleman during an address before the New York Society of Security Analysts. It is understood that the arrangement is on a non-exclusive basis, with Ward being free to acquire disk product from other sources.

Handleman said the agreement should represent \$3,250,000 in sales annually. He told the analysts that phonograph record sales of \$16,700,000 represented 59 per cent of the company's total sales and produced "a still higher percentage of profit." He said that for the current year, his firm hopes "to do well over \$20,000,000 on a consolidated basis in our record division." The firm is headquartered in Detroit and also distributes drugs, pharmaceuticals and beauty aids.

Hugo & Luigi Back to Roulette

• Continued from page 4

a general professional manager for the publishing firms would be appointed shortly. In addition, Hugo and Luigi said that they had already begun negotiations for new artists to add to the roster and that they are seeking not only top name artists but young new talent as well. They also said that they will maintain an open-door policy for writers, publishers and independent producers with creative ideas. Writers in the publishing firms would find the same open-door policy, they said.

Bud Katzel, Roulette sales and promotion director, interrupted his cross-country swing of visits to the label's distributors to assist in the announcement. He reported enthusiasm among the firm's distributors with new fall line. He also indicated that a very impressive album release would be forthcoming in January as a result of the return of Hugo and Luigi. He pointed out that some 82 deletions from the company's catalog were being made to pave the way for the new product. Katzel said that he would wind up his distributor visits in New Orleans after stops in Atlanta and Miami.



SID TALMADGE, ultra-conservative, and staid head of Los Angeles' Record Merchandising, dons a Beatle wig in lieu of growing his own hair. Record Merchandising distributes the Vee Jay Beatles product.

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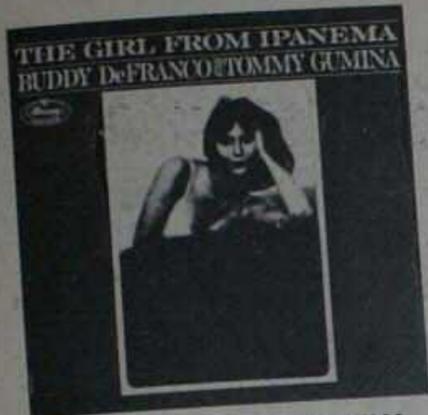
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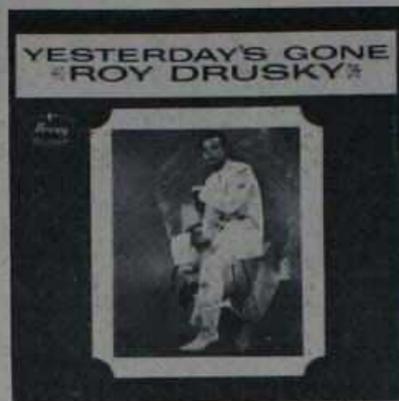
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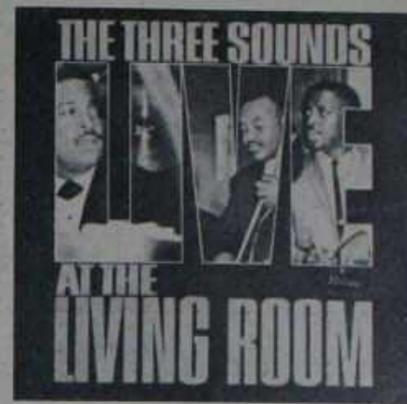
THE GIRL FROM IPANEMA
Buddy DeFranco
Tommy Gumina
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Moms Mabley
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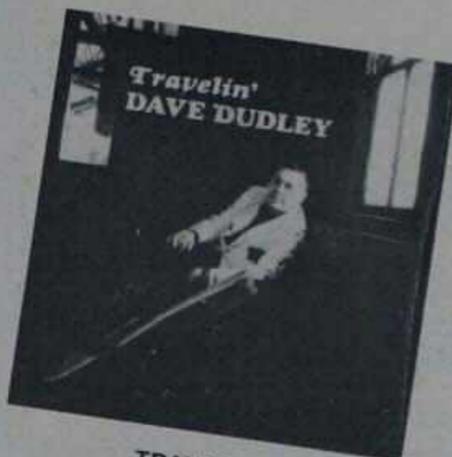
LIVE AT THE LIVING ROOM
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Gaslight Singers
SR 60923 MG 20923



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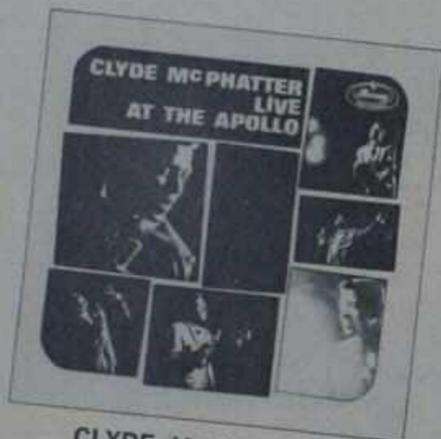
TRAVELIN'
Dave Dudley
SR 60927 MG 20927



TEEN HITS PLAYED
THE CLEBANOFF WAY
Clebanoff
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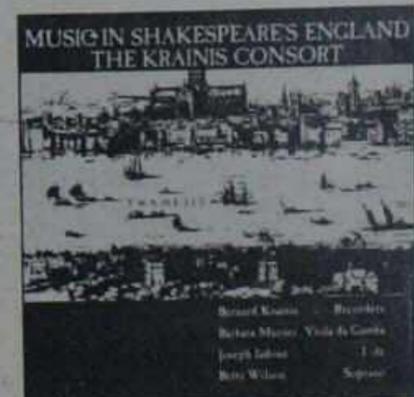
HOUSE PARTY - DISCOTHEQUE
David Carroll
SR 60962 MG 20962



ROSSINI Overtures;
ROSSINI-RESPIGHI
La Boutique Fantasque
Lamoureux Orchestra,
Roberto Benzi conducting.
SR 90386 MG 50386



GERSHWIN Porgy And Bess,
A Symphonic Picture,
Minneapolis Symphony, Dorati.
GOULD
Latin American Symphonette,
Eastman-Rochester Orchestra,
Hanson
SR 90394 MG 50394



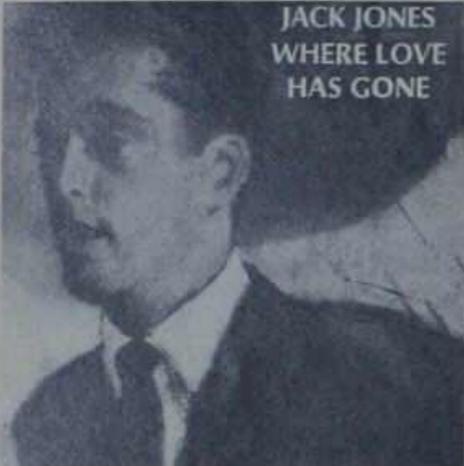
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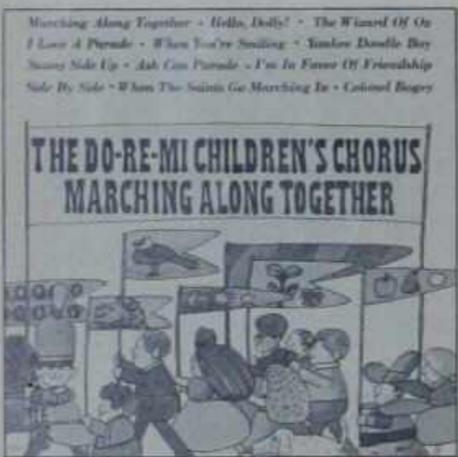
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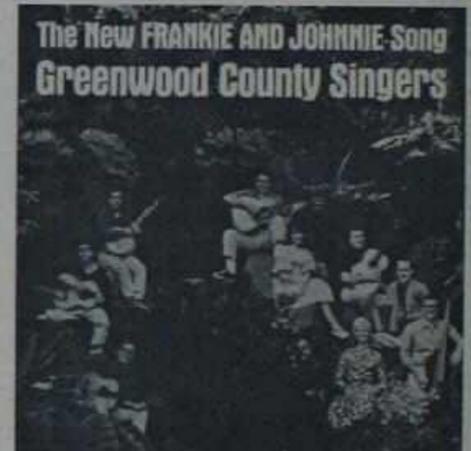
KL-1367 KS-3367



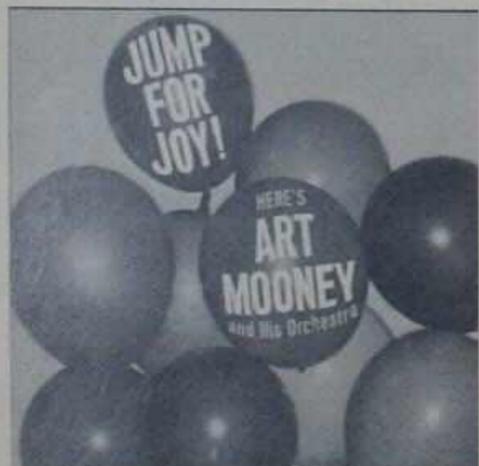
KL-1402 KS-3402



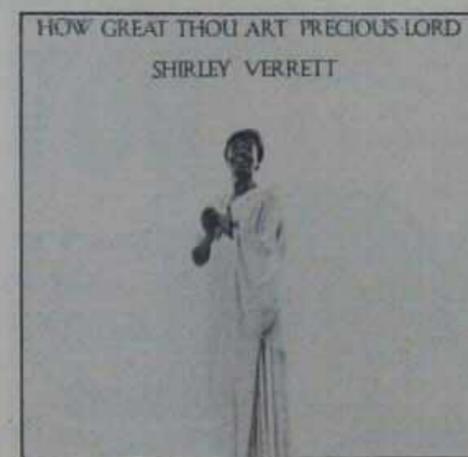
KL-1407 KS-3407



KL-1362 KS-3362



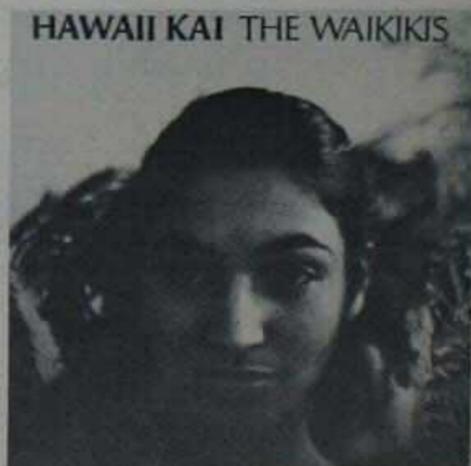
KL-1405 KS-3405



KL-1394 KS-3394



KL-1393 KS-3393



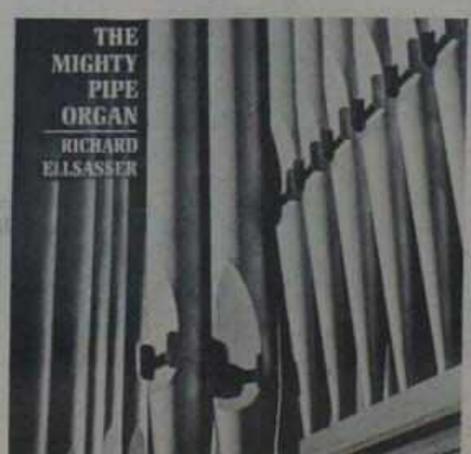
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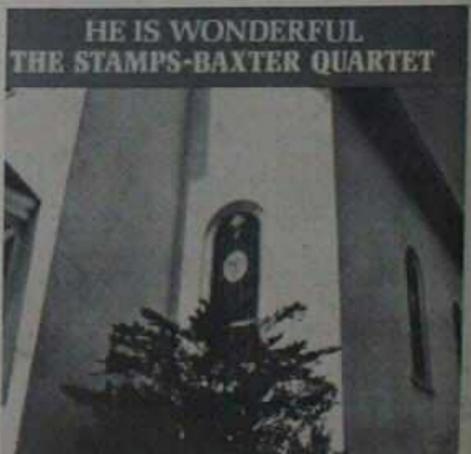
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KL-1404 KS-3404



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How Animals Got Their Name

By FRANK LUPPINO

NEW YORK — MGM Records, currently promoting "House of the Rising Sun" by the Animals, has just learned how the group, which has been riding high in England with "Sun" as the No. 1 record, received their unusual name.

The group was working in Newcastle-on-Tyne clubs under the name of the Alan Price Combo and heard their audience talking about "The Animals." They eventually realized the fans were talking about them, so they adopted the name. Price said that "we couldn't afford smart mohair suits in those days and we dressed in denim jerkins and trousers. People must have thought we were laborers. Now we are making more money and have moved up to denim jackets—tailored, of course—and light-weight trousers."

Vocalist Eric Burdon adds, "the name was probably an association with the kind of music we play, earthy and gutty. It's sort of an animal sound and on stage we can be pretty wild."

Other members of the group are Charles Chandler, bass gui-



tar; John Steel, drums, and Hilton Valentine, lead guitar.

The "Rising Sun" record sold 500,000 copies in England in two weeks. The group's success leads them to headline a two-month tour of England during October and November with Carl Perkins, Gene Vincent, Tommy Tucker and the Nashville Teens. The tour opens at the Manchester Odeon Oct. 18

and will play most top cities in England.

MGM has signed the group to a motion picture contract and is now preparing a script with shooting to begin in England and the U. S. in September. MGM Records plans to present the group to the U. S. press next month. Their "Sun" record jumped into the Hot 100 chart this week.

Basie, Woody, Trini Acts Make Temperatures Rise

FOREST HILLS, N. Y.—Although the temperature was down to the middle 60's on Saturday night, July 25, the crowd at the Forest Hills Music Festival was quickly warmed by the big band sound of Count Basie and his aggregation. Among the numbers were "April in Paris," "I Can't Stop Loving You," and "Swinging Shepherd Blues."

Woody Allen provided 45 minutes of sparkling humor, which included material from his latest Colpix album. Half-way through his turn, he got "involved" with an insect and, in his attempts to remove its annoying presence, took a fall from the platform into the tennis courts. His encore included material from his movie script which he is now filming in London.

After intermission Trini Lopez performed and sang "Kansas City," "Hello Dolly," "This Land Is My Land," "Bye Bye Blackbird" and "If I Had a Hammer." He also sang his latest Reprise release, "What

Have I Got of My Own." The crowd joined in on several numbers at Lopez' invitation. He did "What Did I Say" as an encore that really had the stadium rocking.

Basie, who was appearing at the Basin Street East in New York, left after the first half of the show and Lopez worked with an unidentified group of musicians.

Barbara McNair A Candidate With a Future

HOLLYWOOD—Barbara McNair is similar to the political candidate who gains supporters wherever she appears. The winsome vocalist, in debuting at the Crescendo, created a happy mood with her svelte personality, infectious smile and ability to seriously interpret a ballad.

Unfortunately, Miss McNair deluded her act with such trite numbers as an expanded "Little Boxes" which dealt in neighborhood habits, and "Lonely Nights," a harem girl's lament, both much too long.

She was at her best with the bluesy "Lady Is a Tramp," the up-tempoed "On the Other Side of the Tracks," from her new Warner Bros. LP, and the exclamatory, "I Enjoy Being a Girl."

Barbara is best known for her winning performance in the road show version of "No Strings" and before that for her own local TV show in New York. Somewhere along the line she has missed the heavy promotional build-up so vital to the success of a singer and is blazing her own path purely on the strength of her ability as a pop singer. Barbara's voice glides easily through phrases such as on the moody "When the Sun Comes Out," and she backs her ability to preach with a winning twinkle in her eye. So often compared to Lena Horne, Miss McNair is her own boss and a name to reckon with in the future.

ELIOT TIEGEL

PEOPLE AND PLACES

David Dachs' book "Anything Goes: The World of Popular Music" was published last week by Bobbs-Merrill. . . . Comedian Woody Allen is in London filming "What's New, Pussycat?" which he scripted. Warren Beatty co-stars in the picture in which Woody makes his film debut. United Artists will release the Charles Feldman production. . . . The Concerto West has opened on West 125th Street in New York, and will feature avant-garde chamber music and contemporary jazz in its music lounge.

Opera star Anna Moffo in Rome to begin a European concert tour. . . . Stan Lewis, Stan's Record Service, Shreveport, La., reports good reception there to Ed Forsyth's latest release on Jewel label. . . . Tony Bennett has won AGVA's Variety Performer of the Year award. . . . Erberto Landi, who has brought many Italian song festival presentations to the U. S., will bring the "Cantagiro" to Carnegie Hall Oct. 3. The "Cantagiro" is a touring song festival currently making the rounds of top Italian cities. Landi set the presentation with "Cantagiro's manager," Ezio Radaelli.

Bill Black's Combo, Jackie DeShannon, Righteous Brothers and the Exciters will accompany the Beatles on their U. S. tour which opens Aug. 18 in San Francisco's Cow Palace. . . . Rita Pavone has signed a new long-term contract with RCA Italiana. She's back in Italy after a tour of South America. Currently recording her second album in English under the direction of Joe Rene, she'll be back in the U. S. in October for a return engagement on the Ed Sullivan TV show. A previously taped appearance with her will be used by Sullivan in September. . . . Mark Woods is president of Detroit Records, newly formed label in Springfield, Mass. Musical director and vice-president is Richard Alexander. London will handle distribution.

Ruby Wright is recording for RIC. She's the daughter of Kitty Wells, the Queen of Country Music. . . . Three songs on the Miss Universe TV show were penned by Marvin Moore of Fort Worth. . . . Peggy Stuart Coolidge, Lena Martell and Tony Dalli have been signed by London Records. Miss Coolidge is a pianist and has played with the Boston Pops. Dalli has been signed to play the part of Mario Lanza in the film of the great singer's life. Miss Martell is a 22-year-old English vocalist. . . . Convention Hall, Philadelphia, sold out for Beatles concert Sept. 2.

Larry Steinfeld has been upped from the sales staff of Ery Litkei's Olympia Distributing in New York to promotion and publicity director. . . . Eddie and Ruth Hanf, well-known ballroom dance team and teachers, have issued an LP titled "Let's Dance," with Panchito and his orchestra. They've added recording facilities to their Toledo, Ohio, dance studios. . . . Vaughn Meader back to Cafe Au Go Go, New York, through Aug. 25. . . . Erroll Garner's "No More Shadows" has had a lyric added by Eddie Heyman, who wrote "Body and Soul" and "I Cover the Waterfront." After completing his recent smash engagement at the London House in Chicago, Garner did promotional photographs with the Seeburg Corporation.

Joey Sasso, head of Music Makers Promotion Network, has opened a new office in Nashville to be headed up by Carl Friend and Lance Roberts. Sasso's New York operation is celebrating its 20th year. Leo Masucci and James Throckmorton have formed Vampire Records with offices in New York and Atlantic City. . . . Harry Losk, formerly Deutsche Grammophon's Midwest sales representative, has been upped to sales and operations manager for the Midwest division, reporting to Carl Post, DGG's national salesmanager.

Four Seasons smashed attendance records for the year at the Steel Pier, Atlantic City, N. J., during a seven-day engagement July 19-25. They played to 78,000 people, 2,600 at each of the 30 shows they gave. Group is currently on cross-country, one-night tours. . . . Jane Morgan starring in "Gypsy" at Theater Under the Stars, Atlanta, through Aug. 10. . . . Duke Ellington and Dave Brubeck appear at the Singer Bowl, New York World's Fair, Wednesday, Aug. 5.



LESLIE UGGAMS with Ray Bull, left, and Alf Watts at a reception held in her honor in Sydney, Australia. Coincidental with her recent engagement at the Chequers in Sydney, her CBS album, "So in Love," was released by the Australian Record Company, of which Bull is general sales manager and Watts general manager.

Cincy Playboy Sets Kick-Off

CINCINNATI—Cincy's Playboy Club, housed in elaborate new quarters in the former Kroger Building downtown, was finally granted a liquor license last week, after weeks of hassle, with the nitery now slated to make it official bow early in September. The club had originally been denied a liquor license on the protest of a nearby church official, but the liquor okay came through following an appeal.

Keith Hefner, director of personal training for Playboy Clubs International, will conduct a Bunny Hunt at the Sheraton Gibson here Friday and Saturday (7-8). Promotion director Lee Gottlieb, accompanied by one of the New York Bunnies, will precede him by several days to kick off the drum-beating on the new nitery. Joe Cella, former public relations man with the Crosley Broadcasting Company here, is handling the Playboy Club's public relations duties locally.

RCA RECORDS POPS, SHERMAN

TANGLEWOOD, Mass. — Two artists currently high on the singles chart performed together here and their performance was recorded for posterity by RCA Victor for fall release. They were Arthur Fiedler and Allan Sherman.

Fiedler's RCA Victor recording of "I Want to Hold Your Hand" with the Boston Pops and Sherman's "Hello Muddah—Hello Faddah (1964 version)" are both riding the charts. Sherman performed at the annual appearance of the Boston Pops at Tanglewood for the pension fund concert. Sherman guest-conducted "Variations on How Dry I Am," and did several satirical numbers, including one on Prokofiev's "Peter and the Wolf" which he titles "Peter and the Commissars."

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INSIDE R&B

David & Bachrach Profile: Part 1

By KAL RUDMAN
Contributing Editor

The team of Hal David and Burt Bachrach has become one of the hottest in the music business. Their methods in writing and producing will be covered in two articles.

Hal David analyzes his work: "There are two main areas of concentration in achieving a hit record. First, there is the song itself. Burt and I do not make 'sound' records. Before we even think of recording we completely finish and polish the strongest song we feel we can write at that time. Secondly, it often takes from two to three months to produce a single record. This includes the inception of a song, through thorough rehearsing, careful planning of arrangement and careful planning of the choral background. The work is intensive in preparation down to the recording, mixing and mastering.

Burt Bachrach continued, "Unfortunately there has to be a gradual diminishing of sound quality from the original tape sound of the 'date'—down to a monaural mix, then the 'final catastrophe' when it goes into

and out of a pressing plant. Economics are involved in all record companies' choices of materials in pressing. Pure vinyl should be used on the test pressing for the DJ copies. We feel that anything less is false economy. We find that there is a difference in various songs and 'dates' we do, varying from time to time on whether a compression or injection pressing method was used. Thus, we always get pressings from at least two plants on every 'date,' and we choose the record closest to the original tape sound. Not many songwriters and producers go out inspecting pressing plants.

"We take three days to two weeks to compose a song, working separately and together. We hear the song over 400 times in going over it. When we feel it is right and have taught the song to the artist and thoroughly rehearsed the performance, we are up to about 450 listenings. I then go home and plan the arrangement which gives me another 80 listenings. We then do maybe 24 takes in the studio. We listen to the play-backs, re-mix and listen to the acetates,

After 1,000 listenings we must force ourselves to listen to the record as if we had just thought of it and were hearing it in completed form for close to the very first time. Believe me, this is the hardest thing of all.

"We get our first different perspective the first time we hear the record on the radio," David said. "By this time we have lost much of the fragile original. What I mean by that is—to use a simile—this form of recording is like a fragile butterfly, and our overexposure to this little two and a half minute record can be very dangerous. At this point Burt and I differ in our emotional reactions to our work. When I hear the record for the first time on the radio, and I hear it coming out the way we conceived it, I then get closest to my original excitement that I felt when we first wrote the song."

Bachrach said: "When I hear the record on the radio for the first time I ascertain right then and there whether it really has it for a hit. But, hearing it on the air will never have the excitement that I get while making the record in the studio due to limited ability of the radio to reproduce the sound that I had put on tape."

(Part Two: Next Week)

R&B Market Analysis: Baltimore

As reported by PAUL (FAT DADDY) JOHNSON, WSID

(Paul Johnson was born in Baltimore, graduated from Morgan State College, where he majored in English; started in radio as a news announcer at WILA, Danville, Va.; now is program director of WSID.)

BALTIMORE'S TOP 30 ACCORDING TO SALES

1. UNDER THE BOARDWALK—Drifters (Atlantic)
2. WHERE DID OUR LOVE GO—Supremes (Motown)—The kids dig the soulful simplicity. Great visual act for me at the Royale Theater.
3. JUST BE TRUE—Gene Chandler (Constellation)—Abner got a big one.
4. YOU'RE MY REMEDY—Marvelettes (Tamla)—Flip side big on requests also. Best visual female vocal group I've ever seen.
5. KEEP ON PUSHING—Impressions (ABC)—The new LP is out of sight.
6. NO TIME TO LOSE & FLIP—Carla Thomas (Atlantic)—A soul sister.
7. I STAND ACCUSED—Jerry (The Iceman) Butler (Vee Jay)—We call him the "Ice Man" 'cause he's so cool on stage. Credit my wife, Marion, Ed Wright of Cleveland and Jimmy Bishop of Philadelphia for the right side to play.
8. SECURITY—Otis Redding (Volt)—Both sides are happening.
9. PRECIOUS WORDS—Wallace Bros. (Sims)—New one is also great.
10. SELFISH ONE—Jackie Ross (Chess)—This is going all the way.
11. THANK YOU BABY—Shirelles (Scepter)—Flip is good too.
12. I LIKE IT LIKE THAT—Miracles (Tamla)—This company's sound dominates the Baltimore market. Most of their records hit big.
13. HEY GIRLS DON'T BOTHER ME—Tams (ABC)—They've been trying.
14. STEAL AWAY—Jimmy Hughes (Vee Jay)—This one is climbing fast.
15. GIRL'S ALRIGHT WITH ME—Temptations (Gordy)—Big side here.
16. FOR BETTER OR WORSE—Wilson Pickett (Atlantic)—Sales holding steady. He upsets the theater with that flip side.
17. TRY IT BABY—Marvin Gaye (Tamla)
18. EVERYBODY NEEDS SOMEBODY TO LOVE — Solomon Burke (Atlantic) — This is producer Bert Berns' year.
19. BREAKING POINT—Etta James (Chess)—This broke here first.
20. SHARE YOUR LOVE WITH ME—Bobby Bland (Duke)—The epitome of blues singers.
21. MIXED UP GIRL—Patty E Emblems (Herald)—About over.
22. YOU DON'T KNOW BABY—Pacettes (Regina)—Big here and in Washington. Company prominent in LP's.
23. GOT TO GET MY HANDS ON SOME LOVIN'—Artistics (Okeh)—Climbing.
24. LONG HOT SUMMER—Coronados (Clock)—Local group—local hit.
25. ALWAYS SOMETHING THERE TO REMIND ME—Lou Johnson (Amy)—Should be a big one.
26. YOU'VE GOT EVERYTHING—Mystic (Constellation)—Washington group. Watch this slow ballad closely.
27. LOWER COME BACK—Flamingos (Chess)—The great group of all.
28. QUIET PLACE—Garnett Mims (United Artists)—I knew it was a hit but I thought it would never break. Great requests at station and hops. Smash now in Cleveland, Philadelphia and Miami.
29. IT'S ALL OVER NOW—Valentinos (Sar)—Was big. Dropping now.
30. Johnny Thunder (Diamond)—This one taking off.

BALTIMORE BREAKOUTS

- SHOW ME YOUR MONKEY—Kenny Hamber, Dejac
- IMPRESSIONS LP, (ABC)—Outselling the Beatles LP. Moving like a single.
- OH LORD WHAT ARE YOU DOING TO ME?—Big Maybelle, Scepter
- WEEP NO MORE—Terry & Tyrants, Kent
- ALWAYS SOMETHING THERE TO REMIND ME—Lou Johnson, Amy
- MORE SOUL THAN SOULFUL—Eddie Harris, Columbia
- CAN'T LIVE WITHOUT HERE—Billy Butler, Okeh
- A HOUSE IS NOT A HOME/YOU'LL NEVER GET TO HEAVEN—Dionne Warwick, Scepter
- I'LL ALWAYS LOVE YOU—Brenda Holloway, Motown
- I JUST DON'T KNOW WHAT TO DO WITH MYSELF—Tommy Hunt, Scepter
- BABY I NEED YOUR LOVING—Four Tops, Motown
- OUT OF SIGHT—James Brown, Smash
- LET ME LOVE YOU—B. B. King, Kent

NEW RECORDS TO WATCH

- OUR LOVE—Sylvia Robbins (Sue)—Of Mickey and Sylvia. Strong sound.
- YOU NEVER CAN TELL—Chuck Berry (Chess)—Certain big hit.
- MAKE UP YOUR MIND—Anna King (Smash)
- BROTHER BILL—The Honeyman (Red Bird)—Lieber & Stoller did this one themselves, and proved they haven't lost touch.
- LOOP THE LOOP—Soul Sisters (Sue)—From the LP. Great in person.
- OH THAT'S GOOD—Fiesta (Old Town)
- DEW DROP INN—Jean Mays (Diamond)—Great "Stomp" beat.
- I WANNA THANK YOU—Enchanters (Warner Bros.)—Label has entered the r&b business with a bang. Group was with Garnett Mims. Soulful.
- WHAT KIND OF LOVE IS THIS SACRIFICE—Little Milton (Chess) Great blues recording.
- LOVELY SUMMER NIGHT—Cindy Gibson (General)
- I'M ON THE OUTSIDE—Little Anthony and the Imperials (DCP)

HOT R&B SINGLES

(Not listed in rank order)

- JUST BE TRUE—Gene Chandler, Constellation
- UNDER THE BOARDWALK—Drifters, Atlantic
- WHERE DID OUR LOVE GO—Supremes, Motown
- KEEP ON PUSHING—Impressions, ABC
- GIRL'S ALRIGHT—Temptations, Tamla
- TRY IT BABY—Marvin Gaye, Tamla
- EVERYBODY NEEDS SOMEBODY—Solomon Burke, Atlantic
- I LIKE IT LIKE THAT—Miracles, Tamla
- SELFISH ONE—Jackie Ross, Chess
- THANK YOU BABY—Shirelles, Scepter
- I'VE GOT NO TIME TO LOSE—Carla Thomas, Atlantic
- STEAL AWAY—Jimmy Hughes, Vee Jay
- HOW GLAD I AM—Nancy Wilson, Capitol
- HEY GIRL DON'T BOTHER ME—Tams, ABC
- OUT OF SIGHT & FLIP SIDE—James Brown, Smash
- I STAND ACCUSED—Jerry Butler, Vee Jay
- YOU'LL NEVER GET TO HEAVEN—Dionne Warwick, Scepter
- HOUSE IS NOT A HOME—Dionne Warwick, Scepter

R&B REGIONAL BREAKOUTS

(Not listed in rank order)

- YOU PULLED A FAST ONE—VIP'S, Bigtop (Chicago, Cleveland, Detroit)
- HELP ME SOMEBODY—Impressions LP, ABC (New York, Baltimore)
- FUNNY—Joe Hinton, Backbeat (New York, Miami, Charlotte, N. C., Cleveland)
- LOVER'S PRAYER—Wallace Brothers, Sims (Atlanta, Nashville)
- LET ME LOVE YOU—B. B. King, Kent (Detroit, Cleveland, Baltimore, Dallas, Houston)
- YOU'RE GONNA MISS ME—B. B. King, Kent (Los Angeles, New York)
- TOO POOR TO DIE—Louisiana Red, Glover (Detroit, Cleveland)
- I'LL ALWAYS LOVE YOU—Brenda Holloway, Motown (New York, Los Angeles, Cleveland, Baltimore, Atlanta, St. Louis, Philadelphia)
- ALWAYS SOMETHING THERE TO REMIND ME—Lou Johnson, Big Hill (Detroit, New York, Baltimore)
- QUIET PLACE—Garnett Mims, U. A. (Boston, New Orleans, Chicago, Newark)

R&B Disks to Up Output

LONDON — Britain's new indie, R and B Disks, Ltd., will step up its releases next month as a result of encouraging initial sales. The company has set up a long-term deal with the Florida-based international organization, Buhl, and another with Comet, the Swedish label.

The company has also begun recording operations and will issue a disk by a new group from North London on its King label at the end of this month. Two weeks later R and B will issue a Betty Everett single, "Happy I Long to Be," as a result of its deal with Buhl.

Director Ben Isen says his company has secured Buhl's European distribution rights in addition to British rights. The new deals add to existing agreements with Delta of Holland, Premore of Los Angeles and Prima of Las Vegas.

Festival Artists Take 6 Awards

MELBOURNE—A total of six out of seven of the record awards made by Melbourne Radio Station 3UZ were won by Festival artists. The 3UZ Sound Awards were presented at the Hotel Windsor in the presence of many radio personalities and recording executives. Each year a different representative from a recording company speaks. This year D. Danglow, general manager of Michaelis, Hallenstein & Co., distributors for Festival records in Victoria, gave an outline of the festival story

Gould Joins Liberty Label

HOLLYWOOD — Mike Gould, veteran music man, has joined Liberty Records as general manager of Metric and its affiliated music publishing operation. Gould will headquarter here, although he is on a trip to the New York office at present. He replaces Dick Glasser, who now heads Liberty's subsidiary, Dolton Records.

and the success in Australia of local talent.

Johnny O'Keefe, Judy Stone, the Delltones, Ben Acton, the Atlantics and April Byron were winners.

BACHRACH and DAVID Hits

- STORY OF MY LIFE—Marty Robbins, Columbia
- MAGIC MOMENTS—Perry Como, RCA Victor
- WITH OPEN ARMS—Jane Morgan, Kapp
- MAKE IT EASY ON YOURSELF—Jerry Butler, Vee Jay
- BLUE ON BLUE—Bobby Vinton, Epic
- DON'T MAKE ME OVER—Dionne Warwick, Scepter
- ONLY LOVE CAN BREAK A HEART—Gene Pitney, Musicor
- THE MAN WHO SHOT LIBERTY VALANCE—Gene Pitney, Musicor
- TWENTY-FOUR HOURS FROM TULSA—Gene Pitney, Musicor
- ANYONE WHO HAD A HEART—Dionne Warwick, Scepter
- I WAKE UP CRYING—Chuck Jackson, Wand
- WALK ON BY—Dionne Warwick, Scepter
- WISHIN' AND HOPIN'—Dusty Springfield, Phillips
- WIVES AND LOVERS—Jack Jones, Kapp (Academy Award Winner 1963)
- TRUE LOVE NEVER RUNS SMOOTH—Gene Pitney, Musicor

DAVID Hits

- BROKEN HEARTED MELODY—Sarah Vaughan, Mercury
- MY HEART IS AN OPEN BOOK—Carl Dobkins Jr., Decca
- AMERICAN BEAUTY ROSE—Frank Sinatra, Columbia

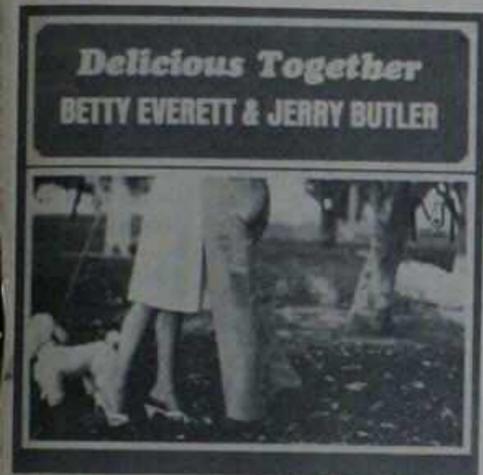
BACHRACH Hits

- TOWER OF STRENGTH—Gene McDaniels, Liberty
- PLEASE STAY—Drifters, Atlantic
- BABY IT'S YOU—Shirelles, Scepter
- ANY DAY NOW—Chuck Jackson, Wand

New Releases (BACHRACH and DAVID)

- ME JAPANESE BOY—Bobby Goldsborough, United artists
- ALWAYS SOMETHING THERE TO REMIND ME—Lou Johnson, Amy
- A HOUSE IS NOT A HOME—Brook Benton, Mercury
- A HOUSE IS NOT A HOME—Dionne Warwick, Scepter (Flip side is "You'll Never Get to Heaven if You Break My Heart.")

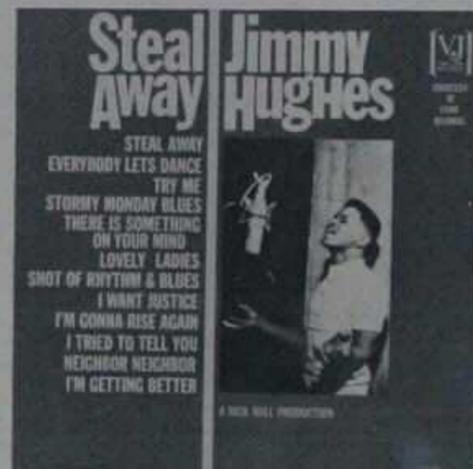
The big question is when will Vee-Jay records be #7 in sales?



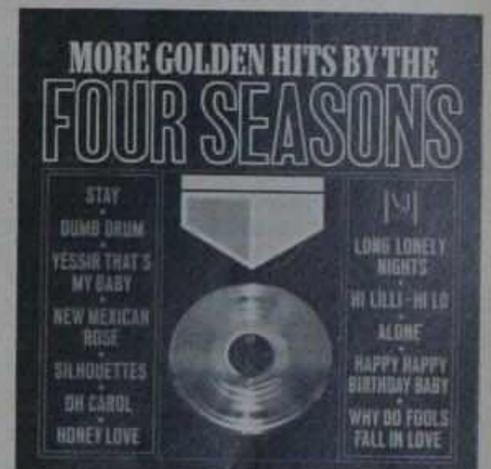
DELICIOUS TOGETHER
Betty Everett & Jerry Butler VJ-1099



HOYT AXTON EXPLODES!
Hoyt Axton VJ-1098



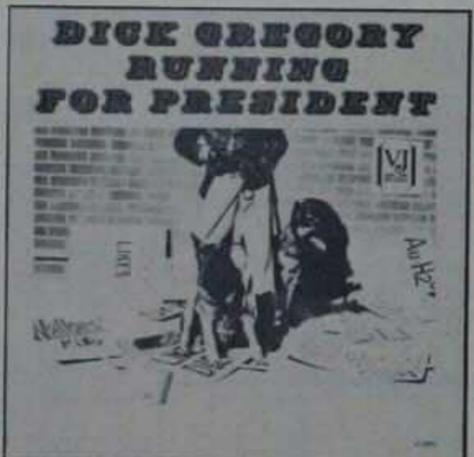
STEAL AWAY • Jimmy Hughes VJ-1102



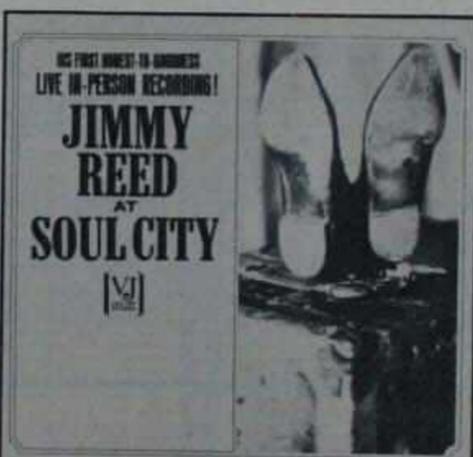
MORE GOLDEN HITS OF THE 4 SEASONS
The Four Seasons VJ-1088



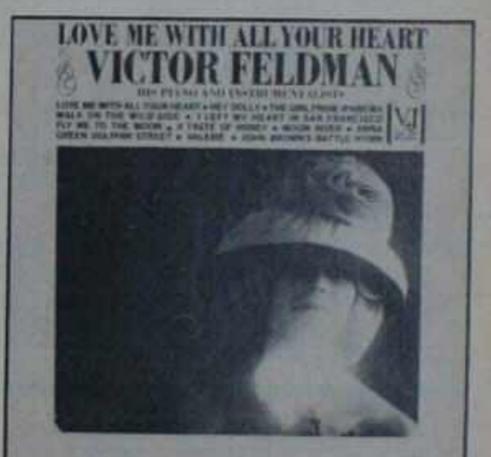
ALL THE GREAT MOVIE THEMES OF THE 30's, 40's & 50's • G. Jenkins VJ-1089



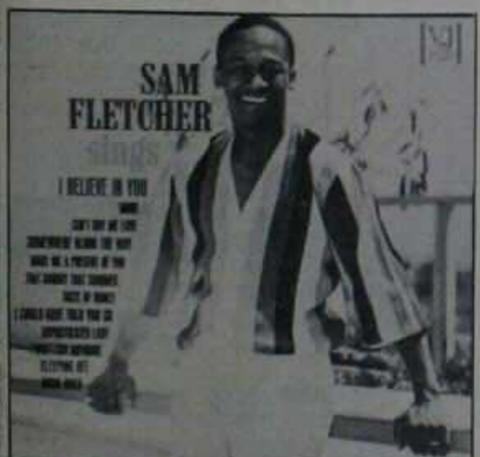
DICK GREGORY FOR PRESIDENT
Dick Gregory VJ-1093



JIMMY REED AT SOUL CITY
Jimmy Reed VJ-1095



LOVE ME WITH ALL YOUR HEART
Victor Feldman VJ-1096



SAM FLETCHER SINGS VJ-1094



RECORDED ENTERTAINMENT - LIVE AT THE WHISKEY A-GO-GO
Various Artists VJ-1100



HELLO TROUBLE • Orville Couch VJ-1087



THEM POEMS • Mason Williams VJ-1103

Soon!





SINGLES

REVIEWS



ACROSS-THE-BOARD SPOTLIGHTS

PAT BOONE—SINCERELY (ARC, BMI) (2:24)—Lush, easy-listening treatment of the old McGuire Sisters hit. Side has strong sales potential and is tops for programming. Flip: "Lonely Corner" (Hilliard, BMI) (2:00). **Decca 31656**

AL MARTINO—ALWAYS TOGETHER (Damian, ASCAP) (2:37)—**THANK YOU FOR LOVING ME** (Roverets, ASCAP) (2:27)—It's another hit for the pianist of Cherry Hill. Generous serving of schmaltz, mandolins, strings and chorus. Flip: Just add country piano and a tender lyric. **Capitol 5239**



HOT POP SPOTLIGHTS

RICK NELSON—THERE'S NOTHING I CAN SAY (Chappell, ASCAP) (2:02)—Pretty melody sung in typical relaxed Nelson style. Flip: "Lonely Corner" (Hilliard, BMI) (2:00). **Decca 31656**

JOHNNY RIVERS—MABELLINE (Arc, BMI) (2:10)—Look out! Johnny's done it again! Powerful "Memphis" rockin' sound. Hand-clappin', wailing harmonica, and tom tom beat. A smasher! Flip: "Walk Myself Home" (Rivers, BMI) (2:32). **Imperial 66056**

TERRY STAFFORD — I'LL FOLLOW THE RAINBOW (Ironmarch, BMI) (2:15)—Another relaxing sound from young Stafford. Sounds like this could be his third hit in a row. Flip: "Are You a Fool Like Me" (Ironmarch, BMI) (2:20). **Crusader 109**

RAY STEVENS — BUBBLE GUM THE BUBBLE DANCER (Lowery, BMI) (2:35)—Stripper beat and usual wacky Stevens presentation. Nonsense, but loads of fun. Flip: "Laughing Over My Grave" (Lowery, BMI) (2:27). **Mercury 72307**

THE ORLONS—KNOCK! KNOCK! WHO'S THERE? (Saturday, ASCAP) (2:18)—**GOIN' PLACES** (Saturday, ASCAP) (2:27)—The group is back in business with both sides. Side one is a rocker novelty with on-the-ball arrangement, lyric and performance. Flip is a gas of a rocker! **Cameo 332**

RAG DOLLS—SOCIETY GIRL (Saturday, ASCAP) (2:31)—Female 4 Seasons. A wow of a commercial sound with groovy lyrics and imaginative arrangements! Flip: "Ragen" (Society Girl Bossa Nova) (2:40). **Parkway 921**

PAT BOONE—DON'T YOU JUST KNOW IT (Ace, BMI) (2:20)—Catchy Hughie Smith and the Clowns ditty with irresistible honey beat. Chorus echoes Boone's chants. Real fun record. Flip: See Across-the-Board Spotlights. **Dot 16641**

REVIEWED THIS WEEK, 159—LAST WEEK, 107

GUEST PANELIST OF THE WEEK

KAL RUDMAN

Contributing editor, R&B Department, Billboard; associate editor, R&B Section Gavin Report. Rudman will be a permanent member of Billboard's Review Panel, joining Lee Zitto, Paul Ackerman, Frank Luppino, Gil Faggen, Aaron Sternfield and Mike Gross.

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

YOUNG WORLD SINGERS—RINGO FOR PRESIDENT (Jonathan, ASCAP) (2:32)—Said non-citizen Starr in reply to draft: "I don't believe I will have the time." (And it doesn't pay enough). Teen-age version of "Wintergreen for President." Flip: "A Boy Like That" (Day-Hilliard, ASCAP) (2:30). **Decca 31660**

DAVID BOX—LITTLE LONELY SUMMER GIRL (Tyco-Eastwick, BMI) (2:10)—Drivin' beat carries Box along in wave of emotional excitement. Excellent commercial potential. Flip: "No One Will Ever Know" (Milene, ASCAP) (2:20). **Joed 116**

EDDIE HOLLAND—CANDY TO ME (Jobete, BMI) (2:22)—This one really moves out. Tremendous beat and fine solo and chorus performance. Flip: "If You Don't Want My Love." (Jobete, BMI) (2:34). **Motown 1063**



POP STANDARD SPOTLIGHTS

STEVE LAWRENCE — PUT AWAY YOUR TEARDROPS (Screen Gems-Columbia, BMI) (1:58)—Sentimentally romantic ballad, dual-tracked by Steve. Strings and chorus fill background. Appealing to all who like to think young. Flip: "Yet ... I Know (Et Pourtant)" (Leeds, ASCAP) (2:06). **Columbia 43095**

TRINI LOPEZ—MICHAEL (United Artists, ASCAP) (2:52)—Gentle Latin-slanted rock beat and ou ou ou chorus and featuring breathy Lopez performance. Good stuff. Flip: "San Francisco De Assisi" (Zeller, ASCAP) 2:20). **Reprise 0300**

AL ALBERTS—SUMMERTIME IN VENICE (Pickwick, ASCAP) (2:27)—**MISTER SANDMAN** (Morris, ASCAP) (2:04)—Plenty of warm weather left to give this smoothy ballad many spins. Former Four Aces lead, sings the dual-track bit with Italian refrain to boot. Flip side is old Chordettes hit dressed up in 1964 garb. Happy banjo and swingin' vocal on this ringa, ding, dinger. **Swan 4191**

BURL IVES—PEARLY SHELLS (Criterion, ASCAP) (2:24)—**WHAT LITTLE TEARS ARE MADE OF** (Bramble, BMI) (2:08)—Ukes, steel guitars and a hula chorus are featured. Flip: is sentimental fare in "Little Bitty Tear" groove. **Decca 31659**

Album Reviews on Page 52



RHYTHM & BLUES SPOTLIGHTS

LITTLE MILTON—WHAT KIND OF LOVE IS THIS (Chevis-Saico, BM) (2:11)—Wailin' blues rocker. Guitar and penetrating brass are featured along with big-voiced Little. Flip: "Sacrifice" (Chevis, BMI) (2:33). **Checker 1078**

SOUL SISTERS — LOOP DE LOOP (Tobi-Ann & Teddy Vann, BMI) (2:35)—Side has both pop and r&b sales potential. Great beat, great reading by gals. Flip: "Long Gone" (Saturn-Staccato, BMI) (2:55). **Sue 107**



COUNTRY & WESTERN SPOTLIGHTS

BUCK OWENS—DON'T LET HER KNOW (Central Songs, BMI) (2:33)—Penetrating and moving performance on this weeper. First-rate material coupled with first-rate performance. Flip: "I Don't Care" (Bluebook, BMI) (2:09). **Capitol 5240**

GEORGE MORGAN—TEARS AND ROSES (Davilene, BMI) (2:19)—Warm rendition of fine old ballad. Catchy refrain and smooth backing give this a real fine sound. Flip: "You're Not Home Yet" (Pamper, BMI) (2:35). **Columbia 43098**

PEE WEE KING AND REDD STEWART—STAY AWAY FROM ME (Ridgeway-Starday, BMI) (2:34)—Weeper ballad is tenderly caressed by real pro with aid of fine piano and chorus. Flip: "When the Lights Go Dim Down Town" (Starday, BMI) (2:25). **Starday 682**

JOE MAPHIS — LONESOME JAILHOUSE BLUES (Starday, BMI) (2:12)—Real fine country record. Joe is tops on guitar and delivers toe tapper in his usual grand style. Flip: "Hot Rod Guitar" (Starday, BMI) (1:58). **Starday 683**

PROGRAMMING SPECIALS

HOT POP

JESSIE PAUL—Corners of the Room (Har-Bock, BMI) (2:12). **WORLD-PACIFIC 414**

MIGIL 5—Near You (Bregman, Vocco & Conn, ASCAP) (2:49). **MERCURY 72301**

BARKER BROTHERS—Shh—Don't Wake Me Up (Lonette-Circle Seven, BMI) (2:07). **RCA VICTOR 8405**

DION DI MUCI—Johnny B. Goode (Arc, BMI) (2:45)—Chicago Blues (Duchess, BMI) (3:07). **COLUMBIA 43096**

FOUR-EVERS—(Say I Love You) Doo Bee Dum (Seventh Avenue, BMI) (2:19)—Everlasting (Seventh Avenue-Kusada, BMI) (2:17). **SMASH 1921**

JOHNNY RIVERS—Don't Look Now (Tubb, BMI) (2:02)—**Long Black Veil** (Cedarwood, BMI) (2:23). **CAPITOL 5232**

DARLENE LOVE—Stumble and Fall (Hill & Range-Mother Bertha, BMI) (2:30)—**He's a Quiet Guy** (Hill & Range-Mother Bertha, BMI) (2:29). **PHILLES 123**

TIMI YURO—If (Shapiro-Bernstein, ASCAP) (2:53)—**I'm Afraid** (The Masquerade Is Over) (DeSylva, Brown & Henderson, ASCAP) (2:48). **MERCURY 72316**

DEE CLARK—Warm Summer Breezes (Pisces-Joni, BMI) (2:45)—**Heartbreak** (Panco, BMI) (2:35). **CONSTELLATION 132**

MATADORS—Come on Let Yourself Go, Parts 1 & 2 (Screen Gems-Columbia, BMI) (2:15 & 2:12). **COLPIX 741**

CRESTERS—Put Your Arms Around Me (Essex, ASCAP) (2:19). **CAPITOL 5238**

SIW MALMKVIST—Liebeskummer Lohnt Sich (Hansa Musikverlag) (2:20). **JAY-GEE 100**

PEGGY SANS—Snow Man (Elephant-Valbo, ASCAP) (2:35). **TOLLIE 9018**

JOEY HEATHERTON — That's How It Goes (Leeds, ASCAP) (2:32). **CORAL 62422**

FASHIONS—Baby That's Me (Metric, BMI) (2:18). **CAMEO 331**

BRUCE CHANNEL—You Make Me Happy (T. M., BMI) (2:13). **MEL-O-DY 114**

BARRY GORDON—Go Back Little Tear (Duchess, BMI) (2:00). **UNITED ARTISTS 730**

JIMMY HANNAN—Beach Ball (T. M., BMI) (1:52). **ATLANTIC 1257**

JIMMY SMITH—The Cat (Hastings, BMI) (2:55). **VERVE 10330**

POP STANDARD

MORGANA KING—Corcavado (Quiet Nights of Quiet Stars) (Leeds, ASCAP) (2:22)—**A Taste of Honey** (Songfest, ASCAP) (2:41). **MAINSTREAM 600**

LOS INDIOS TABAJARAS—Marta (Marks, BMI) (2:36)—**St. Louis Blues** (Handy Bors, ASCAP) (2:37). **RCA VICTOR 8401**

JACK SCOTT—Thou Shalt Not Steal (Painted Desert, BMI) (2:14)—**I Prayed for an Angel** (Hazel Park, BMI) (2:36). **GROOVE 0042**

WALTER GATES—Never Before (Bae-Debbie Anne, ASCAP) (2:35)—**Ace in the Hole** (Vogel, ASCAP) (2:16). **SWAN 4190**

THE COLONNIALS—Lazy Mississippi (Fabulous, ASCAP) (2:15). **FABOR 131**

EARLE HAGEN—Nancy's Theme (Screen Gems-Columbia, BMI) (2:19). **COLPIX 740**

THE BREAKAWAYS—The Flipper (Beam-Jaspar, BMI) (2:02). **MELBOURNE 1805**

WILLIE RESTRUM—Sermonette (Silhouette, ASCAP) (2:40). **COLUMBIA 430101**

BIG BAND EUROPE—Golden Moon (Symphony House, ASCAP) (2:41)—**Summer Green and Winter White** (Skidmore, ASCAP) (2:28). **LONDON 10040**

SINGLES REVIEW POLICY

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



SPOTLIGHT WINNERS OF THE WEEK

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

LONDON
RECORDS

YOUR "ONE-STOP" FOR HITS

Jumpin'
Gene Simmons
**HAUNTED
HOUSE**
#2076

THE AMERICAN LONDON GROUP

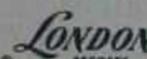
Lulu
and the Luvvers
SHOUT
#9678
 PARROT
THE AMERICAN LONDON GROUP

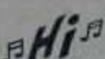
The Bachelors
**I
BELIEVE**
#9672

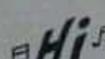

P. J. Proby
**HOLD
ME**
#9688


The
Rolling Stones
**IT'S
ALL
OVER NOW**
#9687


Bern
Elliot
**NEW
ORLEANS**
#9670


The
Rolling Stones
**TELL
ME**
#9682


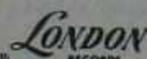
Willie
Mitchell
"20-75"
#2075

THE AMERICAN LONDON GROUP

Ace
Cannon
GONE
#2078

THE AMERICAN LONDON GROUP

Bobby
Marchand
**I'VE GOT
A THING
GOING ON**
#3022
DIAL
THE AMERICAN LONDON GROUP

L. A. BREAKOUT
Tommy Raye
**YOU DON'T
LOVE
ME**
#351
PEN
THE AMERICAN LONDON GROUP

NEW RELEASE
The Mojos
**WHY
NOT
TONIGHT?**
#45002
 PARROT
THE AMERICAN LONDON GROUP

NEW RELEASE
Nashville Teens
**TOBACCO
ROAD**
#9689


NEW RELEASE
The Stratojacs
**SUNSET
SURFER**
#45003
 PARROT
THE AMERICAN LONDON GROUP

NEW RELEASE
Caterina Valente
CORCOVADO
(Quiet Nights of
Quiet Stars)
#10041


"IMAGINATION IS A MAGIC DREAM" BOBBY VINTON



OVER 150 RADIO STATION PICKS ACROSS THE NATION!

NATIONAL BREAKOUT BILLBOARD JULY 25

FROM THE MAX LIESMAN PRODUCTION "SHOW-GO-ROUND"
NEW YORK WORLD'S FAIR
BOBBY VINTON'S
NEW #1 SMASH
FROM
HIS HIT L.P.
TELL ME WHY



EDITORIAL

Is Air Play Fair Play?

WNEW's action in banning an LP which lampoons Senator Goldwater raised issues which the broadcasting industry had best give serious consideration. Does a record which lampoons some of our institutions merit air play? That is basically the issue raised by WNEW. The station claims it does not merit fair play.

A spokesman for the label which made the record sees the issue in different terms. Does a record which lampoons those who are attacking our institutions merit air play? The record company executive says that it does.

Both the radio station and the record company are evading the real issue. Neither the lampooning nor the defense of our institutions is involved.

What is involved is the obligation of the broadcasters to provide the entertainment its listeners want and stay within the confines of good taste.

Few of our institutions are immune from satire—providing it is done with proficiency and taste. Without commenting on the merits of the record involved, radio stations should make their decisions solely on these considerations.

WNEW Is Called Good on Its Poof of Political Spoof

Continued from page 1

Emanuel said he was "shocked" by WNEW's action and added that "the best comedy is comedy which satirizes and lampoons current institutions. There is a long tradition of political comment both in Europe and the United States which finds its best expression in comedy.

"We regret the action by WNEW. To us, it is another instance of American conformity to a never-never gray land in which everybody must like everybody else and respect only what is established."

Insert after 8th para ne3 copy
Fred Darwin, news director of WTFM, Fresh Meadows, N. Y., made the following com-
(Continued on page 38)

POP-STANDARD SINGLES

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

This Week	Last Week	TITLE, ARTIST, LABEL	From this week's Hot 100	Weeks on Hot 100
1	1	EVERYBODY LOVES SOMEBODY, Dean Martin, Reprise 0281	7	7
2	2	THE GIRL FROM IPANEMA, Getz-Gilberto, Verve 10323	10	10
3	3	(You Don't Know) HOW GLAD I AM, Nancy Wilson, Capitol 5198	7	7
4	5	YOU'RE MY WORLD, Cilla Black, Capitol 5196	6	6
5	6	AL-DI-LA, Ray Charles Singers, Command 4049	5	5
6	7	SUGAR LIPS, Al Hirt, RCA Victor 8391	5	5
7	8	I BELIEVE, Bachelors, London 9672	7	7
8	4	PEOPLE, Barbra Streisand, Columbia 42965	18	18
9	12	IN THE MISTY MOONLIGHT, Jerry Wallace, Challenge 59246	3	3
10	10	I WANT TO HOLD YOUR HAND, Boston Pops Ork, RCA Victor 8378	6	6
11	11	LOVE IS ALL WE NEED, Vic Dana, Dolton 95	5	5
12	15	A TEAR FELL, Ray Charles, ABC-Paramount 10571	2	2
13	14	SOLE SOLE SOLE, Siw Malmkvist & Umberto Marcato, Jubilee 5479	4	4
14	13	NO ONE TO CRY TO, Ray Charles, ABC-Paramount 10571	4	4
15	17	HELLO MUDDUH, HELLO FADDUH (1964 Version), Allan Sherman, Warner Bros. 5449	3	3
16	18	WORRY, Johnny Tillotson, MGM 13255	4	4
17	16	INVISIBLE TEARS, Ray Conniff Singers, Columbia 43061	4	4
18	19	THE NEW FRANKIE AND JOHNNY SONG, Greenwood County Singers, Kapp 591	2	2
19	—	RINGO'S THEME, George Martin & His Ork, United Artists 745	2	2
20	—	HE'S IN TOWN, Tokens, B. T. Puppy 502	1	1

YESTERYEAR'S HITS

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

POP—5 Years Ago Aug. 10, 1959	POP—10 Years Ago Aug. 7, 1954
1. A Big Hunk o' Love, E. Presley, RCA Victor	1. Sh-Boom, Crew Cuts, Mercury
2. Lonely Boy, P. Anka, ABC-Paramount	2. Little Things Mean a Lot, K. Kallen, Decca
3. My Heart Is an Open Book, C. Dobkins Jr., Decca	3. Little Shoemaker, Gaylords, Mercury
4. There Goes My Baby, Drifters, Atlantic	4. Hernando's Hideaway, A. Bleyer, Cadence
5. Lavender Blue, S. Turner, Big Top	5. Hey There, R. Clooney, Columbia
6. Tiger, Fabian, Chancellor	6. Three Coins in the Fountain, Four Aces, Decca
7. The Battle of New Orleans, J. Horton, Columbia	7. In the Chapel in the Moonlight, K. Kallen, Decca
8. What a Diff'rence a Day Makes, D. Washington, Mercury	8. Happy Wanderer, F. Weir, London
9. What'd I Say, R. Charles, Atlantic	9. Goodnight, Sweetheart, Goodnight, McGuire Sisters, Coral
10. Waterloo, S. Jackson, Columbia	10. I'm a Fool to Care, L. Paul-M. Ford, Capitol
RHYTHM & BLUES—Five Years Ago—Aug. 10, 1959	
Thank You Pretty Baby, B. Benton, Mercury	I'll Be Satisfied, J. Wilson, Brunswick
What'd I Say, R. Charles, Atlantic	Personality, L. Price, ABC-Paramount
You're So Fine, Falcons, Unart	I Want to Walk You Home, F. Domino, Imperial
There Goes My Baby, Drifters, Atlantic	Porgy, N. Simone, Bethlehem
There Is Something on Your Mind, J. McNeely, Swingin'	The Battle of New Orleans, J. Horton, Columbia

Radio-TV PROGRAMMING

READY-TO-GO PROGRAMMING • VOX JOX
PROGRAMMING NEWSLETTER

RADIO RESPONSE RATINGS

Billboard has completed the first cycle of its revolutionary Radio Response Ratings. Thirty-seven radio markets were surveyed and more than 300 radio stations categorized according to music format and special programming.

The second cycle will begin next week when each market previously covered will be updated and will include several markets not covered in the first cycle.

Major refinements have taken place and will be reflected in the new response ratings. More information of importance to advertising agency media buyers, record manufacturers, music publishers, and air personnel and radio station management will be made available. One of the innovations will be a breakdown of the "most influential" disk jockeys and air personalities according to time slots.

Billboard is grateful to the 16 advertising agencies and nine station representative firms that have shown confidence in the Radio Response Ratings. Their valuable suggestions have done much to improve our presentation.

A special vote of recognition goes to the local and national record promotion men, distributors, salesmen and retailers without whose co-operation the project would not have been possible.

As a reference, here are the markets covered by the Radio Response Ratings (by alphabetical order) and the issue date of their appearance.

- Atlanta, Ga., 5-2
- Baltimore, Md., 3-28
- Birmingham, Ala., 4-18
- Boston, Mass., 3-21
- Buffalo, N. Y., 4-4
- Chicago, Ill., 3-14
- Cincinnati, Ohio, 6-6
- Cleveland, Ohio, 4-4
- Columbus, Ohio, 7-25
- Dallas-Fort Worth, Tex., 6-20
- Dayton, Ohio, 7-18
- Denver, Colo., 5-30
- Detroit, Mich., 5-16
- Hartford, Conn., 5-16
- Houston, Tex., 3-21
- Indianapolis, Ind., 6-27
- Kansas City, Mo., 4-25
- Los Angeles, Calif., 3-14
- Memphis, Tenn., 8-1
- Miami, Fla., 4-11
- Milwaukee, Wis., 5-23
- Minneapolis-St. Paul 7-11
- Nashville, Tenn., 3-7
- New Orleans, La., 5-9
- New York, N. Y., 3-7
- Newark, N. J., 6-13
- Oklahoma City, Okla., 4-11
- Philadelphia, Pa., 3-21
- Pittsburgh, Pa., 4-11
- Portland, Ore., 4-4
- Providence, R. I., 4-25
- Rochester, N. Y., 5-9
- St. Louis, Mo., 4-18
- San Francisco, Calif., 3-7
- Seattle, Wash., 3-28
- Syracuse, N. Y., 5-2
- Washington, D. C., 3-28

Big Wilson MC's Show for White House Spec'l Events

WASHINGTON — WNBC radio's morning personality, Big Wilson, joined hostess Lynda Bird Johnson to serve as master of ceremonies at the first Folk Music Concert ever presented under the auspices of the White House. The event, produced by WNBC for the White House Special Projects took place Sunday, July 26, 8 to 10 p.m. in the Grand Ballroom of the Sheraton Park Hotel, Washington.

The Folk Music Concert is the social event which brings to a highlight the White House Seminar program attended this year by more than 5,000 college students from 50 States. The event is under the supervision of Mrs. Dorothy H. Davies, staff assistant to the President and director of Special Projects.

Following the concert, there was a private reception for the artists hosted by Lynda Bird and Lucy Baines Johnson. At the function, Big Wilson, in behalf of WNBC, presented leather-bound first editions of Stephen Foster sheet music to Lynda Bird, Mrs. Davies and President Lyndon Johnson. Mrs. Davies accepted the century-old songsheets on behalf of the President.

Big Wilson, who holds down the 6 to 10 a.m. show on the NBC flagship station, was personally asked by the President to emcee the folk concert. He was invited to a White House dinner to take place on Aug 14,



WNBC's BIG WILSON presents Lynda B. Johnson with a rare folio of century-old folk music sheets at a reception following a folk music festival held under White House auspices.

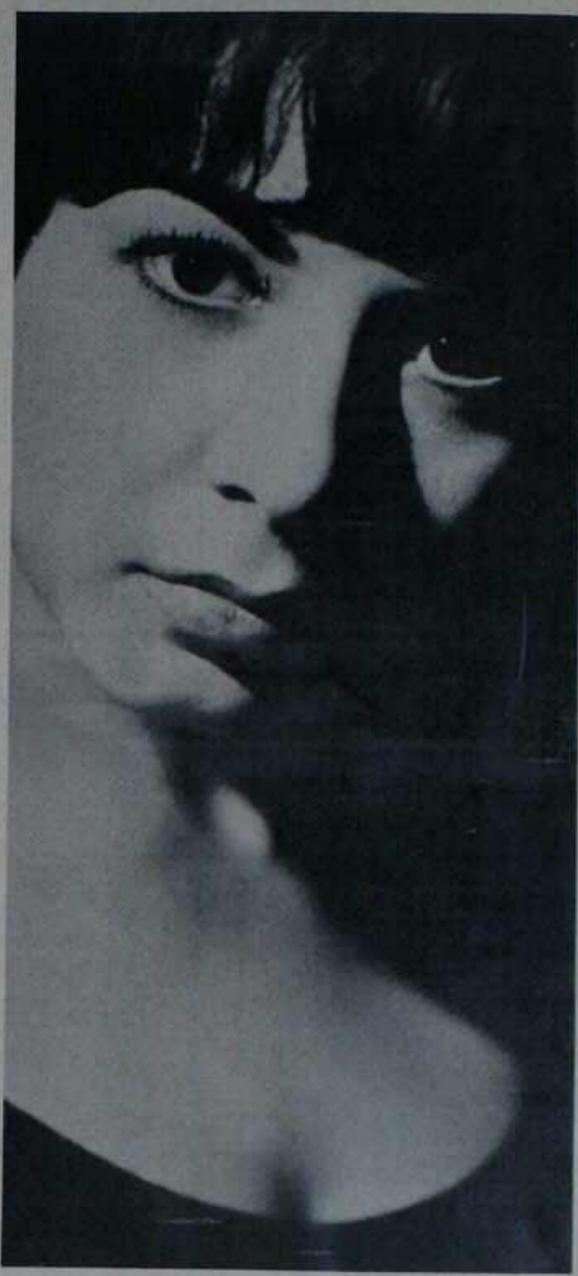
as an expression of Presidential appreciation.

Participating on the entertainment program were Theodore Bikel, Nancy Ames, the Serendipity Singers, Steve DePass, and the comedy team of Stiller and Meara. The performance was taped by the U. S. Signal Corps for possible broadcast later.

The White House Seminars, a concept originated by the late President John F. Kennedy in 1961, enables students to meet and discuss government with leaders while spending their summer vacations in a variety of government jobs.

TIMI YURO

IS ON



MERCURY!

“**IF**”

the first of a string of hits:



Foremost in fine recording

b/w "THE MASQUERADE IS OVER"

72316

HOT 100

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

Table with columns: THIS WEEK, 1 WK. Ago, 2 WK. Ago, 3 WK. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like 'A Hard Day's Night', 'Everybody Loves Somebody', 'Where Did Our Love Go'.

Table with columns: Rank, Title, Artist, Label & Number, Weeks On Chart. Includes songs like 'Do I Love You?', 'Such a Night', 'People', 'Good Times'.

Table with columns: Rank, Title, Artist, Label & Number, Weeks On Chart. Includes songs like 'Hello Mudduh, Hello Fadduh', 'It's All Over Now', 'Everybody Needs Somebody to Love'.

HOT 100—A TO Z—(Publisher-Licensee)

Table listing songs A through Z with publisher and licensee information. Includes 'Ain't She Sweet', 'Al-Di-La', 'Baby Come Home'.

Table listing songs A through Z with publisher and licensee information. Includes 'No One to Cry To', 'Oh! Baby', 'One Piece Topless Bathing Suit'.

BUBBLING UNDER THE HOT 100

Table listing songs bubbling under the Hot 100. Includes 'You'll Never Get to Heaven', 'The Girl's Alright with Me', 'Bachelor Boy'.

MAKE WAY FOR **DIONNE WARWICK**



PRINTED IN U.S.A.

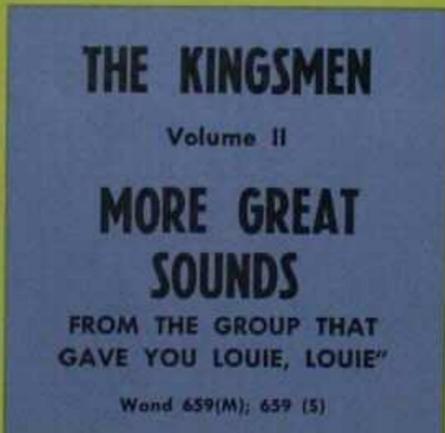
SCEPTER RECORDS

523

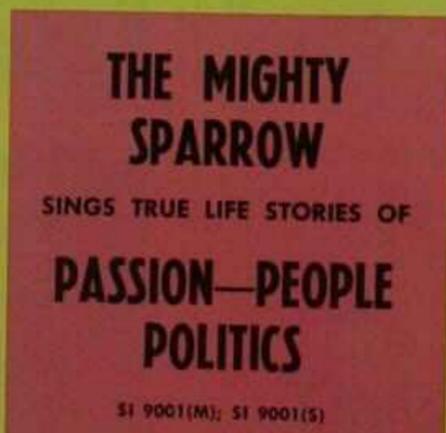
MAKE WAY FOR DIONNE WARWICK—Scepter 523(M); 523(S)
Featuring her current smash single "A House is not a Home and You'll Never Get to Heaven"



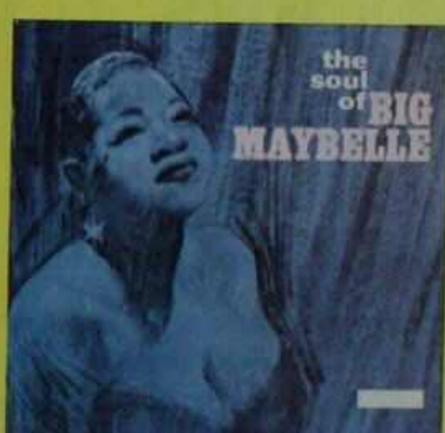
THE GREATEST SING THEIR SOUL FAVORITES
Wand 660(M); 660(S)



THE KINGSMEN
Volume II
MORE GREAT SOUNDS
FROM THE GROUP THAT GAVE YOU LOUIE, LOUIE"
Wand 659(M); 659 (S)



THE MIGHTY SPARROW
SINGS TRUE LIFE STORIES OF
PASSION—PEOPLE POLITICS
SI 9001(M); SI 9001(S)



THE SOUL OF BIG MAYBELLE
Scepter 522(M); 522(S)

DISTRIBUTORS • MAKE WAY FOR SCEPTER-WAND!

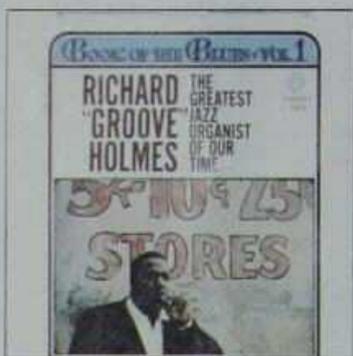
DEALERS • MAKE ROOM FOR SCEPTER-WAND!

DEALERS AND DISTRIBUTORS • Call for Your August Program!



ENTER
THE
WONDER
WORLD
ENTERTAINMENT

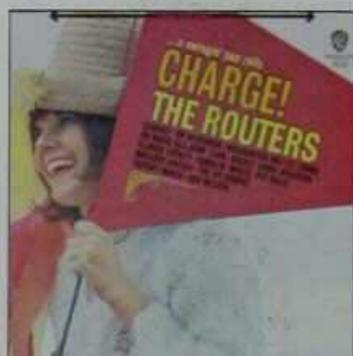
Today, the first shot explodes in 1964's greatest album
Albums ● All... Dealer Oriented... Created for Rack S



BOOK OF THE BLUES (Vol. 1)
Richard "Groove" Holmes W/WS 1553



"MY FAIR LADY" SWINGS
The Kirby Stone Four W/WS 1556



CHARGE!
The Routers W/WS 1559



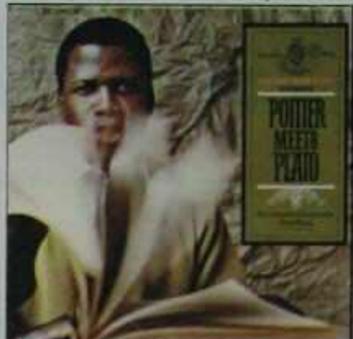
THE SKA
Bobby Jay & The Hawks W/WS 1563



THE VERY BEST OF THE EVERLY BROTHERS
W/WS 1554



AUTUMN NOCTURNE
Buddy Cole W/WS 1557



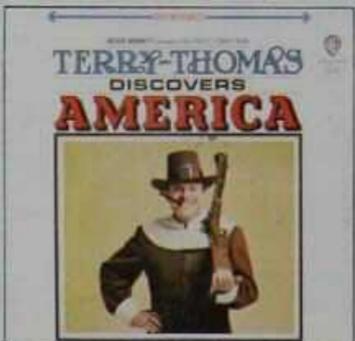
POITIER MEETS PLATO
Sidney Poitier W/WS 1561



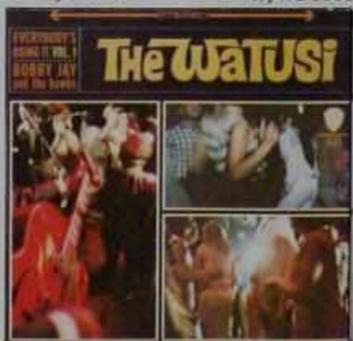
THE MONKEY
Bobby Jay & The Hawks W/WS 1564



PETER, PAUL & MARY IN CONCERT
Two Record Set 2W/2WS 1555



TERRY-THOMAS DISCOVERS AMERICA
Terry-Thomas W/WS 1558



THE WATUSI
Bobby Jay & The Hawks W/WS 1562



FARMER JOHN
The Premiers W/WS 1565

PETER, PAUL AND MARY IN CONCERT... easily the biggest album of the Fall... a two-record, double-jacket wilderness... get ready for the onslaught of orders on this one... THE BOOK OF THE BLUES... we call Richard "Groove" Holmes the greatest jazz organist in the world... THE VERY BEST OF THE EVERLY BROTHERS means all their hit titles... newly recorded in Nashville... "MY FAIR LADY" SWINGS interpreted by The Kirby Stone Four... easily the most up, happy recreation of the music from the forthcoming movie... AUTUMN NOCTURNE is the stereo surprise of the year, a smashing new sound album by the modern organ master, Buddy Cole... TERRY THOMAS DISCOVERS AMERICA... a funny, funny comedy masterpiece by the gap-toothed Englishman... CHARGE... another set of "Let's Go!" - style material by The Routers... doing all the standard college and high school greats like "On Wisconsin," but with today's young charging sound... POITIER MEETS PLATO... the distinguished Academy Award actor in modern, straight-to-the-common-man readings of philosophy for today, backed by the music of Fred Katz... THE MONKEY, THE WATUSI, THE SKA... three modern new albums that teach you how to do the latest dance crazes... FARMER JOHN... hot off The Premiers new break-em up single.

Both Releases backed by "A Wonderful World of Promotion" ● Peter, Paul & M
Color Warner Bros. Window Display! ● Reprise Full-Color Counter/Window Dis
tising! ● Wide-Scope Publicity! ● Mammoth Album Distribution to AM/FM/M

LOOK FOR MORE SALES TODAY FROM TOMORROW'S

...L
OF
*INMENT
ON

WARNER BROS.

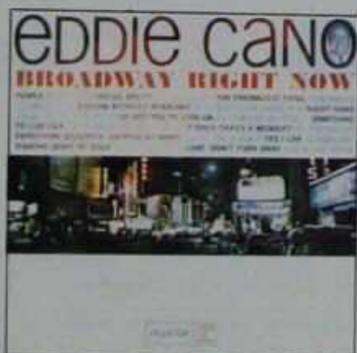


reprise

promotion ● A Fusillade of Top Stars And Top Selling
...Aimed at Quick Turnover... Consumer Motivated ●



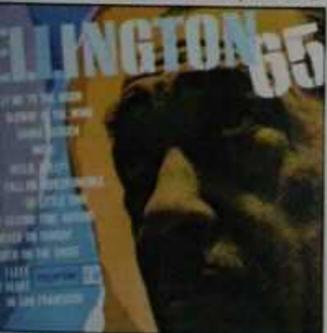
IT MIGHT AS WELL BE SWING
Frank Sinatra/Count Basie F/FS 1012



BROADWAY - RIGHT NOW
Eddie Cano R/RS 6124



THE MIKE ST. SHAW TRIO
R/RS 6128



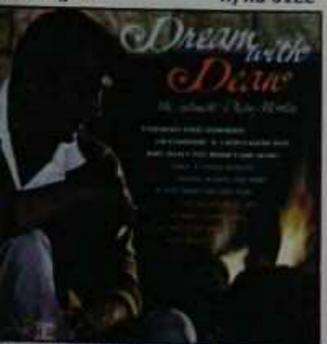
ELLINGTON '65
Duke Ellington R/RS 6122



THE LATIN ALBUM
Trini Lopez R/RS 6125



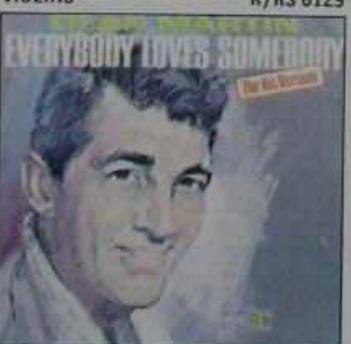
ARTURO ROMERO AND HIS MAGIC VIOLINS
R/RS 6129



DREAM WITH DEAN
Dean Martin R/RS 6123



CALIFORNIA SUITE
Sammy Davis R/RS 6126



EVERYBODY LOVES SOMEBODY
Dean Martin R/RS 6130

REPRISE RECORDS BLASTS OFF IN... "THE WONDERFUL WORLD OF ENTERTAINMENT"

IT MIGHT AS WELL BE SWING...we think it's Mr. Sinatra's best, and he's teamed with Count Basie, the Basie Band, and arranger-conductor Quincy Jones, for a start... ELLINGTON '65...the Duke's big set of swingers making the most of today's top pops...DREAM WITH DEAN...the intimate Dean Martin...BROADWAY - RIGHT NOW!...the massive, percussive, swinging piano style of Eddie Cano, plus five latin rhythm...THE LATIN ALBUM...with the hottest new artist on both Coasts, and internationally, Trini Lopez...CALIFORNIA SUITE...by Sammy Davis, Jr., who belts through Mel Torme's classic side about the long, gold state, plus other Torme greats...THE MIKE ST. SHAW TRIO...excitement-plus from an outstanding new folk group...ARTURO ROMERO AND HIS MAGIC VIOLINS...the romance of gypsy violins *en masse*...EVERYBODY LOVES SOMEBODY...hot off Dino's smash single, a smash album.

...Floor Browser! ● New "Gold Standard Series" of All-Time Hit Singles! ● Full-
...! ● Bonnie Prudden "Physical Fitness" Rack! ● Powerful, Pin-Pointed Adver-
...plex/College Radio! ● Blanket Coverage of All Columnists, Reviewers, *and more*

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reprise

Jones—A Film Title Tunesmith

HOLLYWOOD—Singing film title tunes has proved beneficial for Jack Jones. The performance draws a healthy fee and the exposure immeasurably helps his disk sales.

Jones, who became associated with film tunes through "A Ticklish Affair," "Wives and Lovers," "Call Me Irresponsible" and "Love With the Proper Stranger," has just cut "Where Love Is Gone" from the forthcoming film and will follow the single with a similarly named LP of moody love ballads.

"You can command a good price for singing a film title tune," Jones explained, "because it's a one-shot deal." He ad-

mitted his fee for warbling a title tune has gone up 25 per cent in the last six months and that his regular working price had increased 30 per cent during the same period. Jones would not, however, reveal his regular salary price or yearly income.

'Message' Songs

He explains in selecting material he seeks songs which have a definite message. Jones credits the team of Cahn-Van Heusen with offering him this potent kind of material and helping him achieve success as a romantic vocalist.

He feels quality songs are emerging again from both the new and mainline writers, but leans toward the workings of the more established writers.

Jones will debut "Where Love Is Gone" on the July 28 Meredith Willson CBS-TV special, with Kapp, Paramount, Famous Music, Fox Theaters and Pacific Drive-Ins all planning promotions for the song.

The Fox Theater chain is understood set to play the single in its houses across the country before the film opens in late September. The Pacific Drive-In chain will pipe the disk into its 26 locations well ahead of the film's release.

The 26-year-old vocalist has been with Kapp since 1961, having been with Capitol for over two years. During the past year he has done 26 TV shots including 13 variety shows and will be spending the next few months playing one-nighters and filling bistro dates.

Beatles Gain Court Action

NEW YORK — Temporary injunctions restraining Freedom Now, Ltd., from manufacturing and Portem Distributors from distributing "The American Tour With Ed Rudy," have been granted in the Supreme Court of New York here.

The suit was filed by Walter Hofer, attorney representing the Beatles. Hofer's office charges that the LP was based on the unauthorized use of tapes covering the Beatles U. S. tour.

Other defendants named are Pulse Beat News, Inc., the producer, and Ed Rudy, the narrator.

Tom Levy, an attorney in Hofer's office, said the plaintiffs have no knowledge of how the defendants obtained the tapes, but insist that no authorization was granted.

No hearing date has been set.

Szell Making Europe Tour

CLEVELAND — George Szell, musical director of the Cleveland Orchestra, is currently in Europe on his annual summer tour. On Aug. 10 he will lead the Berlin Philharmonic Orchestra at the Salzburg, Austria, Festival. Sept. 5, he will conduct the Czech Philharmonic Orchestra of Prague at the Montreux, Switzerland, Festival. Szell has already directed the Radio Cologne Orchestra in Germany and the Concertgebouw Orchestra of Amsterdam in The Netherlands.

The Cleveland Orchestra, because of its overseas tour in the spring of '65, opens its season on Sept. 18, two weeks earlier than usual. Szell will return to the U. S. for the opening concert.



IS THIS A PRECEDENT? Allen Klein, manager of Sam Cooke, hands over to Cooke the keys of a new Rolls-Royce during the closing night of the singer's engagement at the Copacabana in New York.

Mercury Adds 2 A&R Units

CHICAGO — Mercury Record Corporation has announced an "addition to the company's a&r arm with the establishment of a relationship" with Ben-Ven Productions, independent Los Angeles firm operated by Nick Venet and Fred Benson.

A spokesman said that Ben-Ven and Mercury will work together closely in the a&r field. Mercury's own West Coast a&r operation is headed by Jack Tracy.

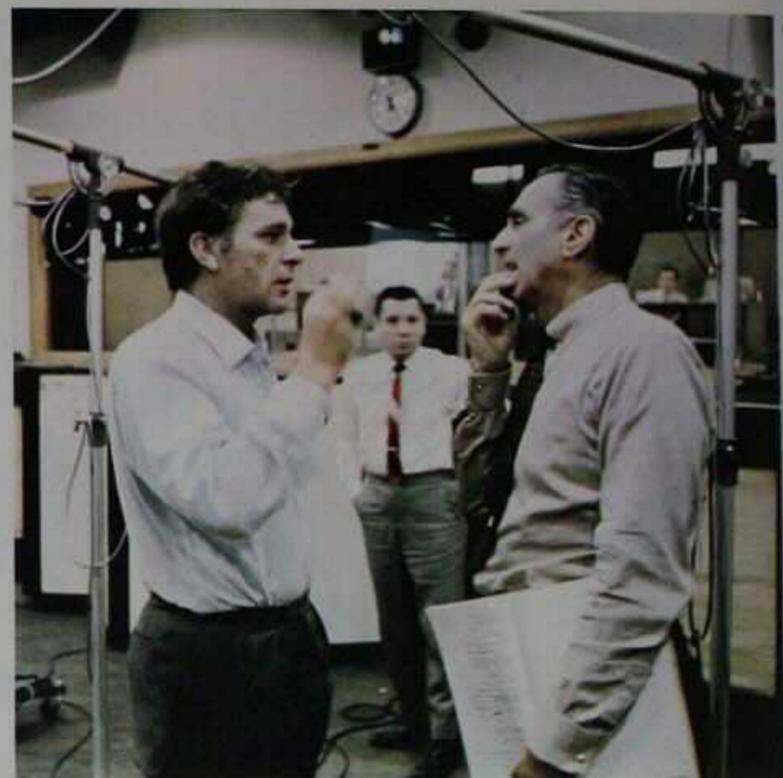
Glicken Goes Out on Own

CHICAGO — Earl Glicken, for the past two years executive vice-president of Cortland-Ermine Records, is leaving to set up his own free-lance promotion firm to cover Chicago, Milwaukee, St. Louis and Minneapolis. He'll operate out of suburban Highland Park.

Glicken has been in the record business some 10 years and was previously sales manager of Paul Glass' All-State Distributing Company here, later national sales and promotion director of Del Fi Records in Los Angeles.

Teeny Weeny Radio Made

NEW YORK — A miniature radio—half the size of a sugar cube—has been developed by our government engineers, according to OMI, the Mutual Broadcasting System's newsletter. At that size it sounds like a natural for cufflinks, costume jewelry or built-in lighters. We can picture the additional ulcers this will create among rating moguls. How are they going to measure that listening audience?



COLUMBIA RECORDS PRESIDENT, Goddard Lieberson, who will mark his 25th anniversary with the label in September, is seen above with Richard Burton, star of Broadway's "Hamlet." In addition to Columbia's four-LP package of Burton's "Hamlet," Lieberson revealed his firm will issue a single LP of excerpts from the production. Also, Columbia will release an LP of prose and poetry readings, featuring Elizabeth Taylor and Burton. The album, "World Enough and Time," contains selections from the Broadway show of the same name which marked Miss Taylor's Broadway debut.

ITALY DISKERIES IN BID TO PROVIDE FILM THEMES

ROME—Having found TV as its greatest promotion outlet for disk sales, Italy's burgeoning disk industry is holding talks in several quarters with the film industry in an effort to provide a theme song for their films. This would give songs of Italian origin a foothold in worldwide markets.

Catherine Spaak, the teen-age niece of Belgium's prime minister, is currently Italy's hottest young actress and has become a prominent record name as a result of her Ricordi records with film themes. Currently on the lists is her "Non E Niente" (It's Nothing) which she sings on the track of "La Calda Vita" (Warm Life), her latest film currently entered in the Locarno Film Festival.

Luigo Tenco is set to do the theme song of "The Magnificent Cuckold," Sylvie Vartan will both act and sing in "Patate," with other themes being currently set for "Heart in Mouth," "The Adolescents," "Africa Goodbye," "Warm Skin," "For Three Nights of Love," "The Four Cantons," "Good for Nothing."

While a few Italian songs such as "Volare," "Piove," "Al Di La" and "Non Dimenticar" have had worldwide success, the number has been few in comparison with the universal successes of Italian films. Sophia Loren, who sings her own songs in many of her pictures, has shown the way in disk sales elsewhere. However, the insertion of the theme songs into the actual film scenes will give movement not only to the songs but to the singing artists as well.

A new film, to be called, "Three on a Hunt," will tell the story of an Italian song festival. Set for the film are top Italian singers Edoardo Viannello, Gianni Morandi, Michele, Luigo Tenco and Anna Sferra. Another presentation of Italian song will be in the TV film, "Sophia Loren's Rome," in which the actress sings a new song to the rhythmic direction of traffic by an Italian policeman.



BROADWAY, RECORDING and motion picture star Jack Cassidy (center) and Wand Records vocalist, Maxine Brown, discuss recent rerelease of show albums by Columbia, featuring Cassidy with WOR-TV's Joe Franklin. Cassidy is currently appearing with Carol Burnett in the Broadway smash, "Fade Out—Fade In." The Franklin show is an important showcase in the New York City area for record artists.

Naming of Craft Is Confirmed



MORTY CRAFT

NEW YORK—The appointment of Morty Craft as creative director of 20th Century-Fox Records, reported exclusively in Billboard (July 25), has been confirmed.

A veteran of many years in the music industry, Craft held similar positions with Mercury and MGM Records and will supervise all creative aspects of the record operation, a subsidiary of 20th Century-Fox Film Corporation.

Lennie Lewis was, at the same time, named to the post of sales manager. He was formerly with ABC-Paramount and Capitol.

HOW TO HAVE RECORD AND EAT IT, TOO

NEW YORK — One of the slang expressions of the record business has to do with unsold records that come back to the manufacturer from distributors, rack merchandisers and one-stops. When a manufacturer takes the disks back, two to six months after the release of the product, it is said the manufacturer "has to eat them."

But now there is talk of a record that you can eat . . . almost. Metronome Records in Hamburg, Germany, has inquired of Brigitta Peschko—who directs their U. S. activities from an office here—to get information about a record that can be eaten.

Actually, it is supposed to be a silver foil wrapper which can be used to wrap candy bars and other edibles. You are supposed to be able to eat the candy and play the foil wrapper on your phonograph. Anyone with more details is asked to contact Miss Peschko.

ALBUM REVIEWS (continued)



POP SPOTLIGHT
NEW VOICE IN TOWN

Corinne Bucey, Decca DL 4550 (M); DL 74550 (S)

Miss Bucey displays a hauntingly beautiful voice and a sincerity of approach to all that she sings. She compliments English-based folk songs on the album, making them ring with excitement. A fine new talent. The selections are not the usual overplayed commercialized folk fare, but rather a collection of sensitive and penetrating songs. Tunes include: "Yarrow," "Black is the Color," "Will Ye Go, Laddie, Go?" and "Wildwood Flower."



POP SPOTLIGHT
GIRL CRAZY

Mary Martin, Columbia OL 7060 (M); OS 2560 (S)

For those who love a Gershwin tune or two, "Girl Crazy" can sure provide it. Among the standards from the show are: "Embraceable You," "Bidin' My Time," "I Got Rhythm" and "But Not for Me." Although the play debuted in 1930, the score is still known and exciting. Mary Martin takes the vocal lead with Louise Carlyle and Eddie Chappel in supporting roles. The entire performance has been rechanneled for stereo.



JAZZ SPOTLIGHT
RUSSIA GOES JAZZ

Teddy Charles & the All Stars, United Artists UAL 3365 (M); UAS 6365 (S)

An interesting jazz package featuring some of the great names in jazz: Zoot Sims, Jim Hall, Jimmy Giuffre, and others, under the aegis of Teddy Charles. The tack is jazz interpretations of well-known Russian melodies. Teddy and the All-Stars serve up "Scherzade Blue," "Lullaby of the Firebird," "Borodin Bossa Nova" and "Princess Scheherazade," among others. The performances are imaginative and should register well with jazz fans.



SPECIAL MERIT PICKS

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

POP SPECIAL MERIT

GOLDEN FAVORITES

Caterina Valente, Decca DL 4504 (M); DL 74504 (S)

Here's a line-up of songs tailor-made for the exciting talents of Caterina Valente. "Malaquena" is sung in German, "Poinciana" in English, "Mack the Knife" in German and "Granada" in English and Spanish. An international favorite herself, Miss Valente's selections in this album prove the reason for her worldwide popularity — versatile talent.

POP SPECIAL MERIT

OLD TIME DANCE PARTY

"Whoopee" John Ork, Decca DL 4534 (M); DL 74534 (S)

"Whoopee John" Wilfahrt has been recording for Decca since the days of their 35-cent blue label and, if anything, his renditions of polka, waltzes, mazurkas and schottisches get better and better. Here's a collection that includes "Red Raven Polka," "You Can't Be True Dear" (waltz), and toe-tapping medleys. Anyone with a lagging party will get things rolling with this on the turntable.

POP SPECIAL MERIT

GOLDEN FAVORITES

Woody Herman & His Ork, Decca DL 4484 (M); DL 74484 (S)

Is there a Woody Herman fan who isn't familiar with his great renditions of "Woodchopper's Ball," "Blue Flame," "The Golden Wedding," "Las Chiapanecas" and "Woodshedding With Woody." They're all here in one great collection taken from the great Decca vaults and fans, old and new, will want this album. The rechanneling for stereo enhances the performances even more.

JAZZ SPECIAL MERIT

MARY LOU WILLIAMS

Mary FS 32843 (S)

Pianist Mary Lou Williams hasn't cut a record since 1957 when she retired to devote herself to charitable works. There are some compositions with a haunting chorale like "Black Christ of the Andes" and a melancholic rendition of "It Ain't Necessarily So," but when MLW starts working over the ivories and swinging "My Blue Heaven" and "Praise the Lord," she fulfills the advice of the priest who told her, "It's your business to help people through music." Label is released through Folkways.

JAZZ SPECIAL MERIT

THE GOLDEN HORN OF JACK TEAGARDEN

Decca DL 4540 (M); DL 74540 (S)

Jack Teagarden died January 15 this year and this Decca collection of recordings made between 1929 and 1953 is the kind of tribute that would satisfy most musicians. Here is Jack playing his style of trombone and singing his kind of song from "Basin Street Blues" to "After You've Gone." This is the kind of jazz the name was coined for. Louis Armstrong, Benny Goodman, Earl Hines, Red Nichols, Eddie Condon, Joe Venuti, Eddie Lang and Adrian Rollini are just a few of the jazz greats who work with "Big T" in this memorable collection.

(Continued)



POP SPOTLIGHT
MORE OF ROY ORBISON'S GREATEST HITS

Monument MLP 8024 (M); SLP 18024 (S)

The selections in this album speak for themselves and the commercial appeal of Roy Orbison. As is well known, Roy is still turning out the hits and it seems likely that this album is only No. 2 in a series. Selections include: "It's Over," "Working for the Man," "Mean Woman Blues," "Falling" and others.



POP SPOTLIGHT
GOLDEN MOTION PICTURE THEMES AND ORIGINAL SOUNDTRACKS

Various Artists, United Artists UAL 3376 (M); UAS 6376 (S)

A good collection of well-known motion picture themes and original soundtrack music. Leroy Holmes, Ferrante & Teicher, Al Caiola, Frank DeVol and Riz Ortolani offer their renditions of such flick fare as "Tom Jones," "Charade," "Pink Panther," "It's a Mad, Mad, Mad, Mad World."



COUNTRY SPOTLIGHT
COUNTRY MUSIC TIME

Kitty Wells, Decca DL 4554 (M); DL 74554 (S)

The Queen of Country Music has recorded one more album in the traditional style. Kitty sings: "This White Circle," "Gonna Find Me a Bluebird," "Before This Day Ends," "Begging to You," "As Usual" and others.



POP SPOTLIGHT
60 FRENCH GIRLS CAN'T BE WRONG

Les Djinnis Singers, ABC-Paramount ABC 491 (M); ABCS 491 (S)

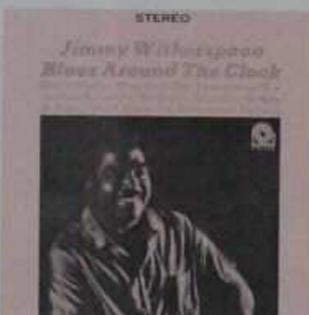
They're right-right in the groove of good music. The girls are a masterful aggregation of vocal accomplishment. The performances are completely in French, however, musically speaking, French is a universal language and the language only heightens the appeal of the selections. The group of 60 girls is accompanied by the 40-piece Grand Orchestra of Paris.



POP SPOTLIGHT
STEVIE AT THE BEACH

Stevie Wonder, Tamla 255

After a brief cooling off period, Stevie came back on the pop charts with his powerful commercial entry of "Hey, Harmonica Man," which is currently on BB's Hot 100. Stevie keeps all of the other performances in this album watery and sandy with renditions of "Red Sails," "Beyond the Sea," "Ebb Tide," "Castles in the Sand" and others.



R&B SPOTLIGHT
BLUES AROUND THE CLOCK

Jimmy Witherspoon, Prestige PR 7314 (M); PR 7314 (S)

Jimmy Witherspoon increasingly impresses as one of the most dramatic performers in the blues field. On this disk he sings some of his older repertoire such as "No Rollin'" and "My Babe" plus newer items.



POP SPOTLIGHT
THE VERY THOUGHT OF YOU

Rick Nelson, Decca DL 4559 (M); DL 74559 (S)

Rick Nelson represents one of the most successful recording artists of this decade. He has a legion of loyal fans who support all of his recording efforts. This package features Rick and a raft of easygoing ballads with plenty of teen-scene romantic appeal. A few examples are: "Love is the Sweetest Thing," "My Old Flame" and "Be My Love." The beat is gentle and Rick's delivery is in relaxed dual track.

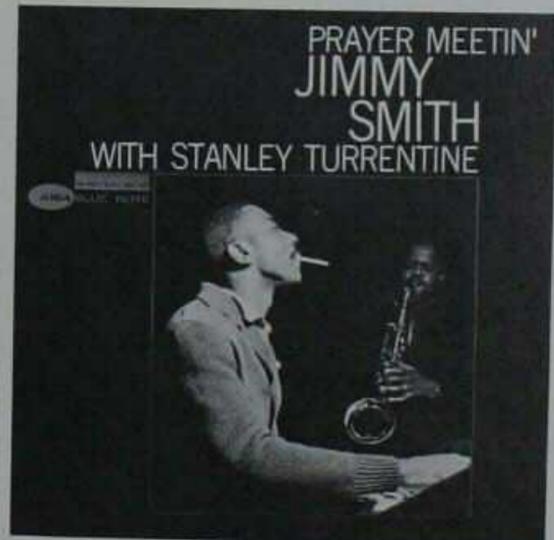


FOLK SPOTLIGHT
COWBOY SONGS AND NEGRO SPIRITUALS

Carl Sandburg, Decca DL 9105

The noted poet does some striking and subtle performances including "I Ride an Old Paint," "Go Down, Moses," etc. To our mind, the best track is the wonderful performance of "Sam Hall."

BREAKING OUT FROM COAST TO COAST!
The new hit album PRAYER MEETIN' by JIMMY SMITH on BLUE NOTE
with Stanley Turrentine, Quentin Warren and Donald Bailey.



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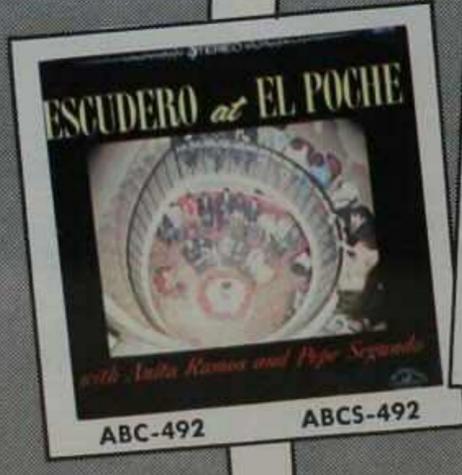
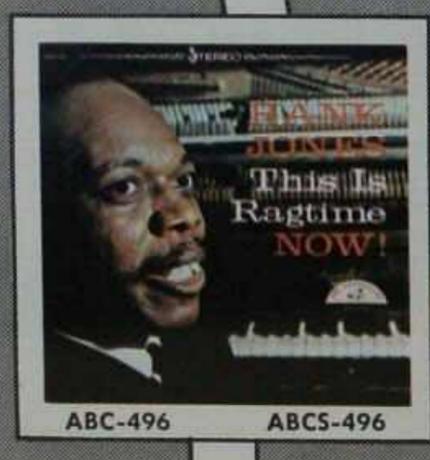
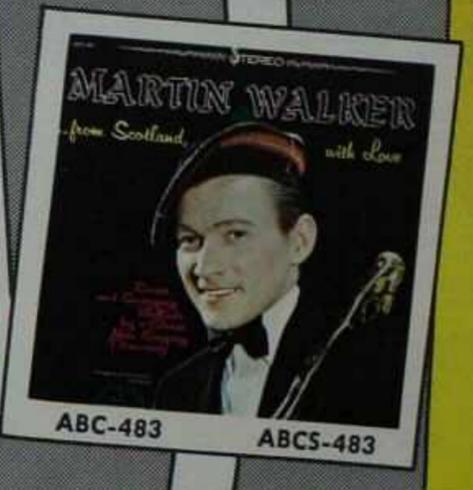
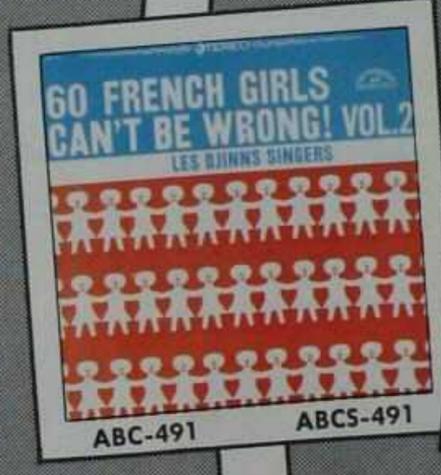
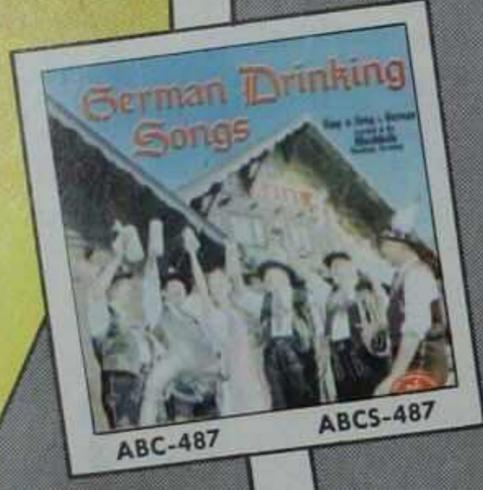
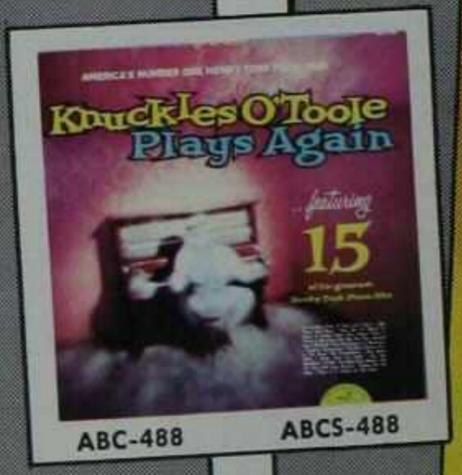
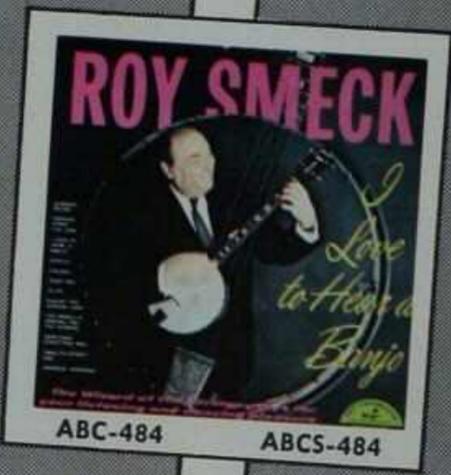
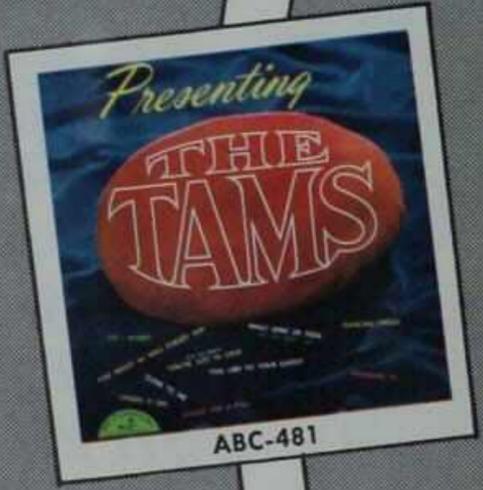
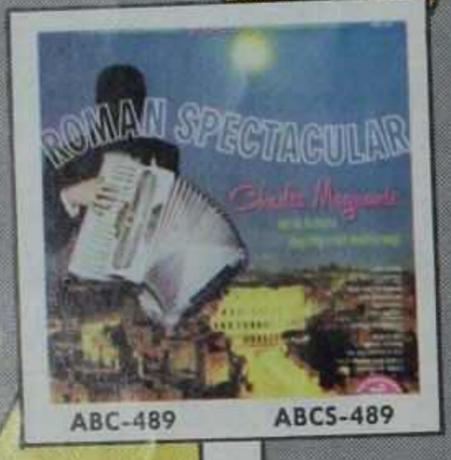
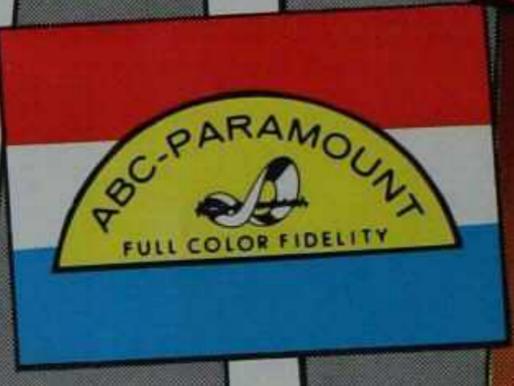
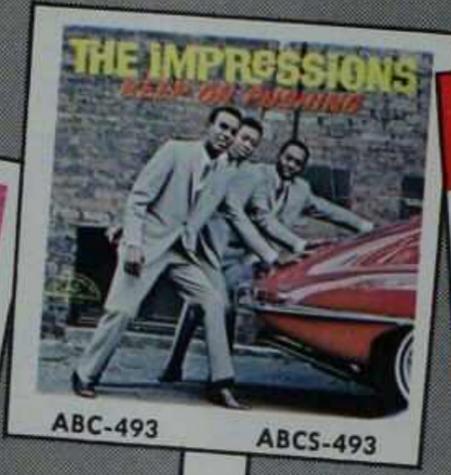
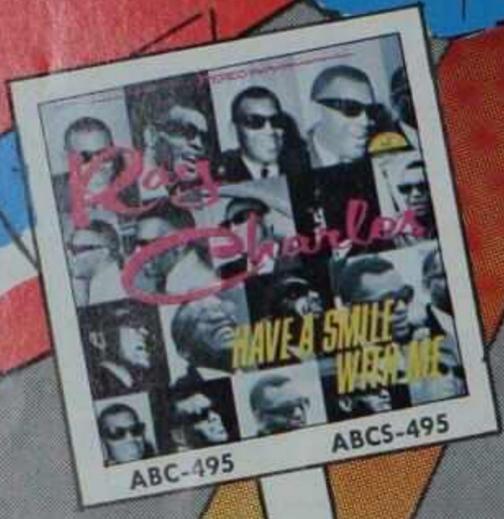
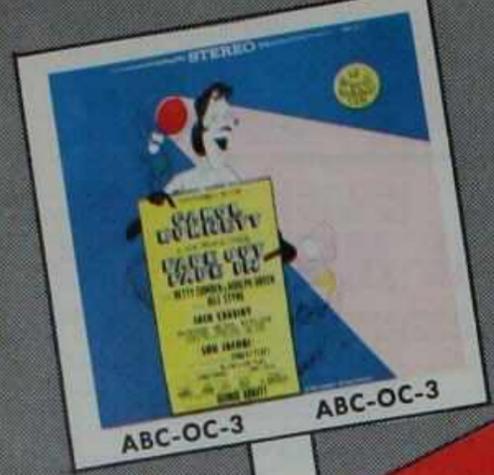
Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all other LP's are listed under their respective categories.

NOMINATIONS

ON THE 1954

THE ABC-PARAMOUNT

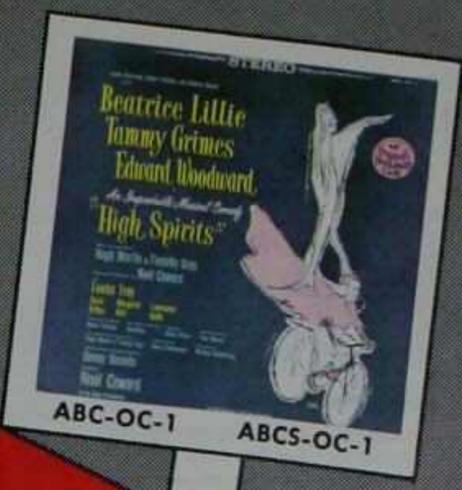
in the Nationwide "best"



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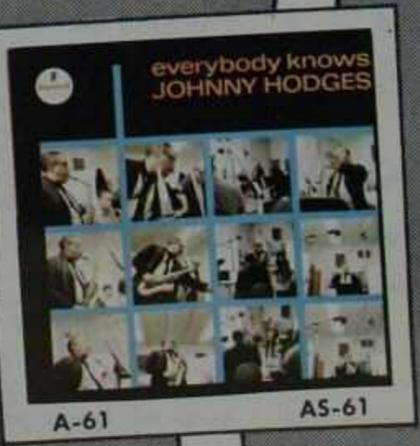
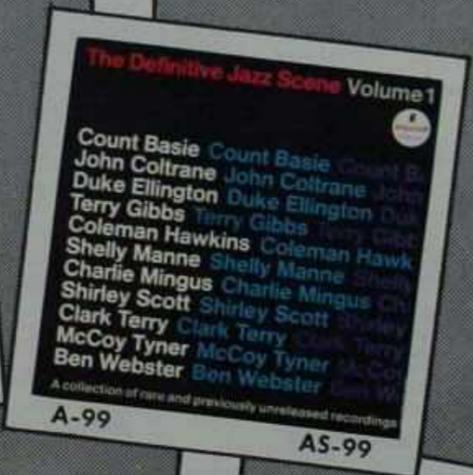
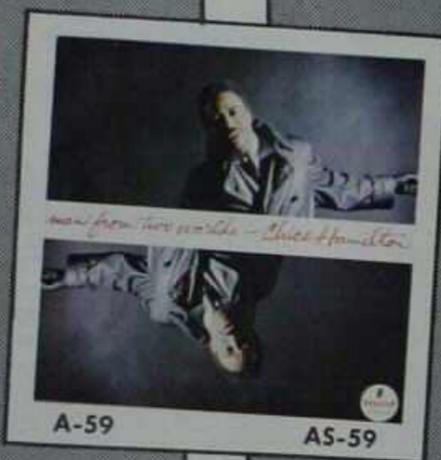
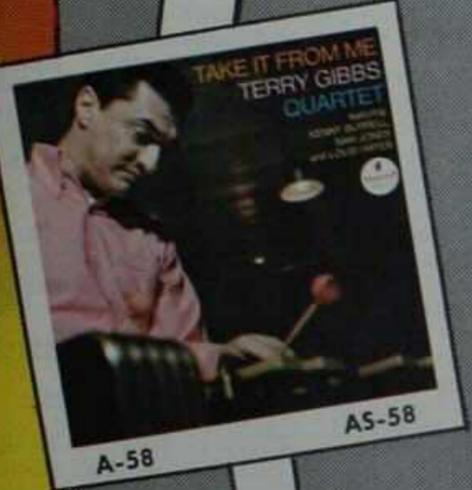
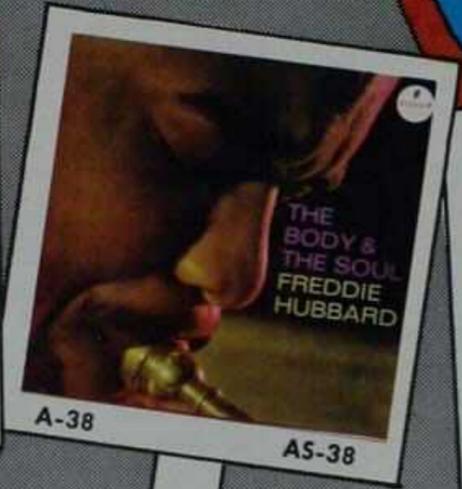
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DISCOUNT STORES FIND

More Floor Space Adds Up to More \$

NEW YORK—Shopping centers are increasing in number and in floor space per store, latest surveys indicate. New stores in the discount category are not being opened this year with the frequency that they were in 1963, but those that are opening usually have more floor space. The reason is simple. You have to display and sell more merchandise to maintain your profit structure.

If you calculate a 30 per cent gross profit, you must handle 20 per cent more merchandise and do 14 per cent more volume if you cut prices 5 per cent. If you cut prices 10 per cent, you must do 35 per cent more volume and handle 50 per cent more merchandise. Accordingly, to handle more merchandise and increase volume, you must have more selling space and storage space to maintain that profit.

To cut prices 20 per cent, you have to increase volume by 140 per cent and handle 200 per

cent more merchandise. These are the statistics that confront a dealer tempted to cut price to meet competition.

The World's Fair has brought many music industry visitors to Billboard's New York offices. Some have been dealers who sell records in England, Sweden and South American countries. In all cases, these dealers have visited the discount stores of Sam Goody and Korvette's and the record departments of department stores like Gimbel's, Macy's and Stern's.

Increased With Displays

Visiting dealers were impressed with displays and the quantity of product in them. However, they were appalled at the absence of personnel who could answer questions. The dealers found it distressing to have to go to great lengths to locate a salesman and even more upsetting to find sales clerks lacking interest. Visiting dealers also found that many sales clerks were completely uninformed and dismissed inquiries lightly about specific product.

One English dealer said, "You can certainly sell a lot of things in the States very quickly and make a lot of money doing it, I guess. But with the cut prices and the extra sales I'm certain your stores are missing. I'll stick to our slower and more polite way of trying to be helpful to customers. I'm happy that so far we haven't been troubled with discounting and have our prices maintained where we get a fair profit... enough, in fact, to let me bring my missus with me here to visit your fair."

Merco Outlet For Portraits Of Beatles

GARDEN CITY, L. I.—Merco Enterprises, Inc., which operates some 140 record outlets, has obtained exclusive U. S. distribution rights to a new etched portrait package of the Beatles.

The firm has already shipped 100,000 sets of the four pictures, each one of the English group. Another 100,000 are on press now. Merco obtained the sales and distribution rights because of its record operation which, according to the licensing agency, is better suited for the sale of the portraits than stationery and book stores.

The portraits are autographed and are poly-plastic wrapped. Minimum orders, according to Sol Gleit, Merco vice-president, are for 25 units, available singly or in sets. The black and white portraits are printed on a heavy stock and measure slightly over 12 inches square.

NARAS Elects 3 To Trustee Bd.

NEW YORK — Sascha Burland, Father Norman O'Connor and Billy Taylor have been elected to the board of national trustees of the National Academy of Recording Arts and Sciences (NARAS) by governors of the New York chapter. They replace John Hammond, Dom Derulli and George Avakian.

The trio of new trustees joins Bob Yorke, Nesuhi Ertegun, Joe Csida and Mickey Kapp, whose terms still have a year to run.

NEWS OF THE WORLD

MEMPHIS

Hi Records' **Bill Black's Combo** winds up a Midwest tour in mid-August. Then they take off for a month with the **Beatles**. The big show opens in San Francisco Aug. 19. The Black combo leaves the show Sept. 18 after Dallas and flies to England for a 26-day European tour.

Clyde McCoy, the "Sugar Blues" man who has made Memphis his home for several years, played to large crowds for four weeks at Hotel Peabody's Skyway. . . . Another "Summer Spectacular" was staged by the Park Commission recently, with a lot of record talent performing, including **Ace Cannon**, **Charlie Rich**, the **Mar-Keys**, **Dickie Lee** and **Willie Mitchell** and combo. Emcee was **WBQB's George Klein**. The first "spectacular" a month ago drew several thousand teenagers.

Smash Records' **Jerry Lee Lewis** was on the bill with England's **Peter and Gordon** recently at Birmingham and Montgomery, Ala., promoted by radio station owner **Don Brennan**. Lewis' manager, attorney **Alex Migliara**, reported he had "never seen such a crowd" turn out for a show.

ELTON WHISENHUNT

PITTSBURGH

Jim Winston and **Solly Solomon** of Columbia and Epic Records attended the Epic convention in Las Vegas. Its success with the recent **Dick Clark** show has prompted KQV to bring the **Four Seasons** to Syria Mosque on Aug. 1. . . . **Booker Joe Hiller**, who cracked a few ribs in a recent fall, is out of the hospital.

Gateway Records waxed the **Crescendos**, four college students from nearby McKeesport, in two tunes the boys wrote, "Parkway East" and "Parkway West." The foursome consists of **Murray Dickman**, **Roger Huff**, **Bill Balawajder** and **John Zugel**. . . . **Dolores Hawkins** makes her first appearance in years at the Holiday House beginning Aug. 16. She will be followed by **Sophie Tucker** Aug. 21.

LEONARD MENDLOWITZ

LONDON

Following Decca's major success with American singer **P. J. Proby's** first British waxing, "Hold Me," EMI has issued a Stateside disk made by the singer in 1961—"Try to Forget Her." Proby is in the course of changing agents. He negated his deal with the Malcolm Nixon Agency and canceled TV and personal dates, pending a new management set-up.

Obviously not content to let the present situation continue, American artists are planning an invasion of these shores in the latter half of 1964. Promoter **Don Arden** has announced **Bill Haley** and the **Comets** will join his autumn package starring **Brenda Lee**. Arden has also booked **Little Richard** for October. . . . The **Ronettes** are likely to join **Billy J. Kramer** on his string of British concerts starting in September, and the **Bill Black Combo** (under an exchange deal for the **Beatles**) will be on the same show.

Ray Charles will make his British TV debut when a tele-recording of one of his recent London concerts is screened by Rediffusion in October. . . . The **Searchers** are set for a 10-day Scandinavian tour from Dec. 3. The group will also do a concert

in Honolulu to conclude its American tour Sept. 21.

Mark Wynter and **Helen Shapiro** will represent Britain in a series of six-nation pop concerts on BBC's Light program in the fall. The first show will be transmitted live from Oslo on Sept. 8. . . . EMI artist **John Leyton** leaves London this weekend for Italy where he will be filming his part in the new **Frank Sinatra-Trevor Howard** movie, "Von Ryan's Express."

CHRIS HUTCHINS

CHICAGO

Decolletage was defined with a capital "D" by **Joi Lansing** during her opening (no pun intended) at **Gene Autry's Sahara Inn** last week. The 39-23-35 thrush comes on stage singing "I'm Just a Little Girl," possibly the greatest understatement heard in a long time. **Joi** has a pair of pictures pending with Universal and huddled last week with **Glen Costin** of **Ava Records** over a possible recording pact. . . . This reporter turns deejay Aug. 7 when he fills in for vacationing **Sig Sakowicz** on his noontime **WTAQ** show from Mayor's Row. . . . **Trini Lopez** makes his Chicago debut at **Mister Kelly's**. . . . **Johnny Desmond** joins **Christina Crawford** (**Joan Crawford's** daughter) in "Sunday in New York" at **Pheasant Run Playhouse**. . . . **Ebullient Little Al** opens still another store on South Commercial Avenue (he has over a dozen) and he'll continue to sell at full list.

Lou Reizner, Mercury's import co-ordinator, and his wife, former fashion model **Lydia Rush**, dated the stork here recently. . . . **WCFL's** move to new **Marina City** quarters this fall will be celebrated by the station buying out the entire **Palace Theater**, Oct. 29, for a private film showing of "My Fair Lady." It's by invitation only.

NICK BIRO

Two Guys Opens 3 More Stores

GARFIELD, N. J. — Three more **Two Guys** discount stores have just opened. The largest store in the chain has opened on Route 40 in Jersey City, another is located in Rockway Township on Route 46, adjacent to Dover. The chain's first store in the South New Jersey area has opened at **Cherry Hill**.

Fifteen of the chain's stores are in New Jersey. Stores now total 24.

Solomon in N. Y.

NEW YORK — **Philip Solomon** and his wife **Dorothy**, who manages the **Bachelors**, arrived last week from London, their home base. They will visit Hollywood for a few days, then return to New York for a series of meetings with industry executives, relative to the upcoming U. S. appearance of the **Bachelors** and other talent. The **Bachelors** are currently No. 39, with their "I Believe" on London on the **Billboard Hot 100** chart. Their album, "Presenting the **Bachelors**," went to 81 on the LP chart.

Trio Bel Canto LP

NEW YORK—A second album by the popular **Trio Bel Canto**, one of the top Greek groups in this country, has been released by **Fiesta Records** on the **Grecophon** label. **Fiesta** also released five new albums in its international series.

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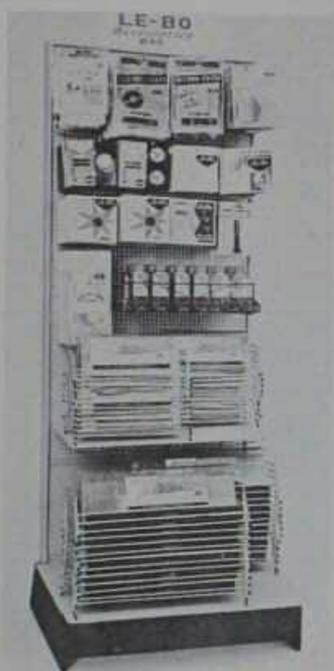
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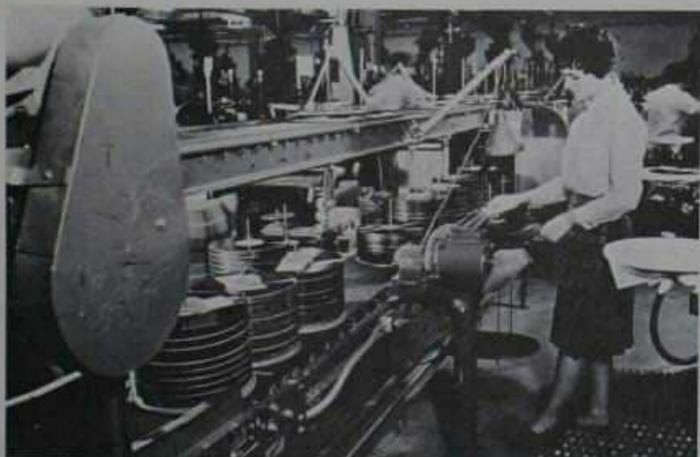
Rack Operators. Picture courtesy NARM.



Recording. Picture courtesy M-G-M/Verve Records.



International Facilities. Picture courtesy RCA Italiana.



Record Pressing & Labeling. Picture courtesy Columbia Records.



Recording Equipment. Picture courtesy RCA.

BILLBOARD'S INTERNATIONAL BUYER'S GUIDE

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IN THE BUSINESS OF NE

8 months ago, Vee Jay Records pioneered OLDIES 45, an idea conceived with *the basic intent of merchandising most of the great hit singles of the past eight years as singles.* It may sound strange to say merchandise them as singles, but the truth of the matter was that prior to OLDIES 45, everyone was selling them in the so called Oldies Albums. We researched the situation and found that the kids wanted the old hits readily available as 45's rather than in l.p.'s—this for reasons of their own programming on their home phonograph—they wanted the music when they wanted it. Albums meant they had to wade thru some oldies that they didn't want to hear or were not danceable or other reasons too numerous to mention.

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We have combined the potential of two of the biggest teen markets—the record business and the funny greeting card business. **NOW FOR THE FIRST TIME THE TEEN CUSTOMER CAN BUY AN OLDIE 45 RECORD OF HER CHOICE WITH A FUNNY GREETING CARD IN FULL COLOR AND A MAILING ENVELOPE.**

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HERE IS THE COMPLETE LIST OF OLDIES 45 THAT CAN BE USED IN COMBINATION WITH THE FUN CARDS

- | | |
|--|--|
| 1 IT'S FUNNY—Maxine Brown | 82 STRANDED IN THE JUNGLE—The Castles |
| 2 ALL IN MY MIND—Maxine Brown | 83 EDDIE MY LOVE—Teen Queens |
| 3 ONCE IN A WHILE—Chimes | 84 DANCE WITH ME HENRY—Ella James |
| 4 HIGH BLOOD PRESSURE—Huey 'Piano' Smith | 85 MY HAPPINESS—Jimmy Beasley |
| 5 ROCKING PNEUMONIA/ROOGIE WOOGIE FLU—Huey Smith | 86 TELL THERE WAS YOU—Anita Bryant |
| 6 JUST A DREAM—Jimmy Clanton | 87 PAPER ROSES—Anita Bryant |
| 7 VENUS IN BLUE JEANS—Jimmy Clanton | 88 MY LITTLE CORNER OF THE WORLD—Anita Bryant |
| 8 SO JIMMY GO—Jimmy Clanton | 89 MY TRUE LOVE—Jack Scott |
| 9 GEE BABY—Joe & Ann | 90 WHAT IN THE WORLD—Jack Scott |
| 10 SEA CRUISE—Frankie Ford | 91 SEVEN LITTLE GIRLS—Paul Evans |
| 11 KANSAS CITY—Wilbert Harrison | 92 MIDNIGHT SPECIAL—Paul Evans |
| 12 A MILLION TO ONE—Jimmy Charles | 93 LOOK IN MY EYES—The Chantels |
| 13 OH WHAT A NIGHT—The Delta | 94 DOWN—Richie Valens |
| 14 HE WILL BREAK YOUR HEART—Jerry Butler | 95 LOVE YOU SO—Bon Holden |
| 15 EXODUS TO JAZZ—Eddie Harris | 96 LA BOMBA—Richie Valens |
| 16 RAINBOWS—Dee Clark | 97 BABY IT'S YOU—The Spaniels |
| 17 EVERY BEAT OF MY HEART—Gladys Knight & Pips | 98 PAIN IN MY HEART—The Delta |
| 18 SHERRY—The 4 Seasons | 99 WHY DO YOU HAVE TO GO—The Delta |
| 19 BABY WHAT YOU WANT ME TO DO—Jimmy Reed | 100 ALMOST LOST MY MIND—Harplones |
| 20 FOR YOUR PRECIOUS LOVE—Jerry Butler | 101 SUNDAY KIND OF LOVE—Harplones |
| 21 DUKE OF EARL—Gene Chandler (Duke of Earl) | 102 MY MEMORIES OF YOU—Harplones |
| 22 AT MY FRONT DOOR—The Eldorado | 103 LIFE IS BUT A DREAM—Harplones |
| 23 GOOD NIGHT SWEETHEART—The Spaniels | 104 WHILE I DREAM—Neil Sedaka & Takara |
| 24 ANGEL BABY—Rosie & The Originals | 105 I LOVE MY BABY—Tokara |
| 25 DOWN THE AISLE OF LOVE—Quintones | 106 PRETTY LITTLE GIRL—Monaech |
| 26 ROCKIN' LITTLE ANGEL—Ray Smith | 107 CHURCH BELLS MAY RING—The Willows |
| 27 ROBBIN' THE CRADLE—Tony Bellus | 108 ALONE—Sheppard Sisters |
| 28 MOUNTAIN OF LOVE—Harold Gorman | 109 SHAKE A HAND—Ray Adams |
| 29 YA, YA—Lee Dorsey | 110 I NEED YOUR LOVIN'—Don Gardner & Dee Dee Ford |
| 30 BYE BYE BABY—The Chantels | 111 IS YOU IS OR IS YOU AIN'T—Buster Brown |
| 31 MOON RIVER—Jerry Butler | 112 LETTER FULL OF TEARS—Gladys Knight |
| 32 I REMEMBER YOU—Frank Ifield | 113 OPERATOR—Gladys Knight |
| 33 HONEST I DO—Jimmy Reed | 114 AIN'T THAT LOVIN' YOU BABY—Jimmy Reed |
| 34 JUST A LITTLE BIT—Rosco Gordon | 115 TAKE OUT SOME INSURANCE—Jimmy Reed |
| 35 GOLDEN TEAR DROPS—The Flamingos | 116 CANDY GIRL—4 Seasons |
| 36 SECRET LOVE—Munglow | 117 DEAR ONE—The Scartlets |
| 37 HUT ROCKER—B. Bumble & The Stingers | 118 TEEN BEAT—Sandy Nelson |
| 38 ROCKIN' ROBIN—Bobby Day | 119 BONGO ROCK—Preston Epps |
| 39 RAINBOW—Gene Chandler | 120 PENNIES FROM HEAVEN—Skyliners |
| 40 YANNIE MAE—Buster Brown | 121 SINCE I DON'T HAVE YOU—Skyliners |
| 41 SHOUT—Joey Dee | 122 BONGO BONGO BONGO—Preston Epps |
| 42 PEPPERMINT TWIST—Joey Dee | 123 HEY BOY HEY GIRL—Oscar McLaflie |
| 43 I ONLY HAVE EYES FOR YOU—The Flamingos | 124 WHO ARE YOU—Johnny Adams |
| 44 GEE WHIZ—The Innocents | 125 CASTLE IN THE SKY—The Big Chords |
| 45 GEE—The Crews | 126 GOOD BYE BABY—Jack Scott |
| 46 A THOUSAND STARS—Kathy Young | 127 WELL I TOLD YOU SO—The Chantels |
| 47 BIG GIRLS DON'T CRY—The 4 Seasons | 128 SPRING/IN SO MANY WAYS—Birdlegs & Pauline |
| 48 COULD THIS BE MAGIC—The Dubois | 129 YOU'RE NO GOOD/CHAINED TO YOUR LOVE—Betty Everett |
| 49 STRANDED IN THE JUNGLE—The Jay Hawks | 130 EASY LOVIN'/WOOPS NOW—Wade Fleming |
| 50 FRICILLA—Eddie Cooley | 131 FIND ANOTHER GIRL/WHEN TROUBLE CALLS—Jerry Butler |
| 51 TEARS ON MY PILLOW—The Eldorado | 132 WALKING AFTER MIDNIGHT—Patsy Cline |
| 52 STORMY WEATHER—The Spaniels | 133 JUST OUT OF REACH—Patsy Cline |
| 53 MULE SKINNER BLUES—The Federmen | 134 THIS TIME—Troy Shondell |
| 54 NIGHT THEME—The Mark II | 135 HOW CAN I FORGET—Jimmy Holiday |
| 55 LITTLE BITTY PRETTY ONE—Eugene Church | 136 OVER THE RAINBOW—Bersiders |
| 56 PRETTY GIRLS EVERYWHERE—Eugene Church | 137 HOT ROD LINCOLN |
| 57 GEE WHIZ—Bob & Earl | 138 HOW ABOUT THAT/I'M GOING BACK TO SCHOOL—Dee Clark |
| 58 OVER AND OVER—Bobby Day | 139 I'LL BE FOREVER LOVING YOU/I BEGAN TO REALIZE—The Eldorado |
| 59 SUGAR BLUES—Ace Cannon | 140 IN ENAMARADO—Keith Cooley |
| 60 WALK LIKE A MAN—The 4 Seasons | 141 NEED YOU—Donnie Owens |
| 61 SERGEANT PRESTON OF THE TURON—Ray Stevens | 142 MASHED POTATOES (Part I)/(Part II)—Nat Kendrick |
| 62 I LIKE IT LIKE THAT—Cris Kammal | 143 SOMETHING ON YOUR MIND—Bobby Marchan |
| 63 BRIGHT LIGHTS BIG CITY—Jimmy Reed | 144 LET THE GOOD TIMES ROLL—Shirley & Lee |
| 64 PLAY IT COOL—The Spaniels | 145 THOSE OLDIES & GOODIES REMIND ME OF YOU—Little Caesar & The Romans |
| 65 NOBODY BUT YOU—Dee Clark | 146 DO YOU WANT TO KNOW A SECRET/THANK YOU GIRL—The Beatles |
| 66 TO BE LOVED—The Pentagons | 147 PLEASE PLEASE ME/FROM ME TO YOU—The Beatles |
| 67 LOVERS NEVER SAY GOODBYE—The Flamingos | 148 LOVE ME DO/P.S. I LOVE YOU—The Beatles |
| 68 NIGHT OWL—The Dukers | 149 TWIST AND SHOUT/THERE'S A PLACE—The Beatles |
| 69 MAKE IT EASY ON YOURSELF—Jerry Butler | 150 I BELIEVE IN YOU—Sam Fletcher |
| 70 HEY LITTLE GIRL—Dee Clark | 151 GLORY OF LOVE—Angels |
| 71 JUST KEEP IT UP—Dee Clark | 152 SHRINE OF ST. CECILIA—Harplones |
| 72 YOU CAN MAKE IT IF YOU TRY—Gene Allison | 153 SUNDAY KIND OF LOVE—Harplones |
| 73 NO MORE DOGSIN'—Rosco Gordon | 154 OH, OH I'M FALLING IN LOVE AGAIN—Jimmy Rodgers |
| 74 BIG BOSS MAN—Jimmy Reed | 155 THIRTY DAYS—Bonnie Hawkins |
| 75 TRAGEDY—Thomas Wayne | 156 YOU TALK TOO MUCH—Jo Jones |
| 76 COUNTY FAIR—Jerry Butler & The Impressions | 157 1,000 MILES AWAY—Heartbeats |
| 77 MONEY—Jennell Hawkins | 158 BEEP, BEEP—Plymates |
| 78 MOMENTS TO REMEMBER—Jennell Hawkins | 159 BARBARA ANN—Regents |
| 79 CHERRY PIE—Marvin & Johnny | 160 HEART AND SOUL—Chiffones |
| 80 GOODNIGHT MY LOVE—Jesse Belvin | |

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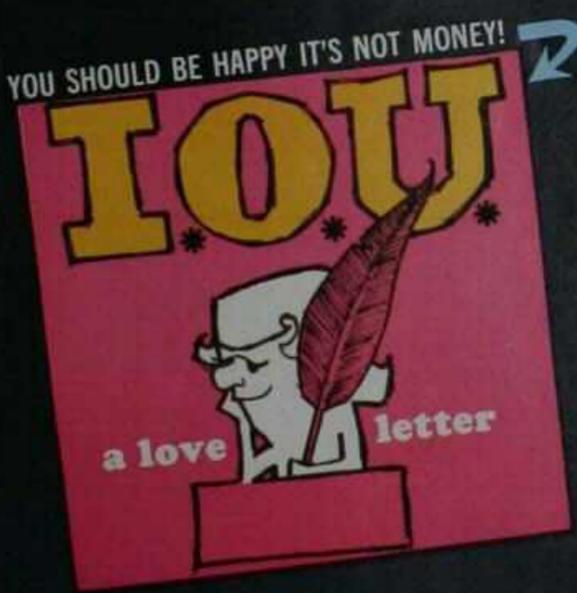
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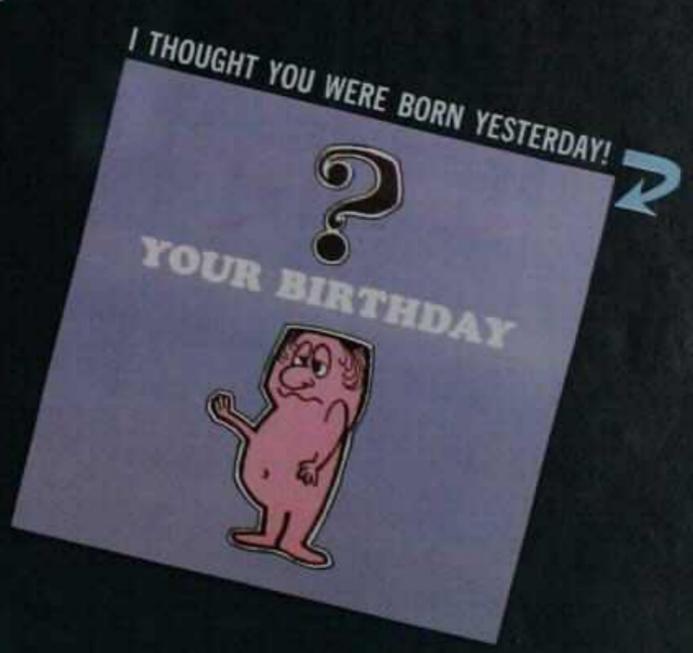
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'CAUSE I DON'T KNOW YOUR NAME



'CAUSE YOU'RE CRAZIER THAN I AM



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NEWS OF THE WORLD

SYDNEY

Festival Records has released on their Leedon label **Johnny O'Keefe's** new version of the oldie "Shout" to coincide with the artist's 7th year with the company. O'Keefe is one of Australia's most prolific recording artists and has two gold records to his credit, one for "I'm Counting on You" and one for his earlier version of "Shout." In addition to his recording activities, he co-produces an hour-long weekly TV show over the 7 national network viewed in all capital cities, "Sing Sing Sing." Johnny has used a comparatively new group to back him on his latest version of "Shout," the **Rajahs**. These boys are currently touring New Zealand with very great success.

Peter, Paul and Mary's new Warner Bros. single, "Oh Rock My Soul," just released in America, was rushed out by Australian Record Company after the tune received such a tremendous crowd reaction at PPM's concert in Sydney, where they attracted their biggest crowd ever of 12,000.

Aztec Services, promoters of the successful **Beatles'** tour of Australia, will star **Peter & Gordon** and **Billy J. Kramer** in their next stadium show in Sydney, Melbourne, Adelaide and Brisbane during September. This organization also signed **Cilla Black** and **Sounds Inc.**, the instrumental group who were the "star" act on the Beatles show, for a tour of this country in January. . . . Australian & International Booking Company (a newly formed organization) has booked English rock 'n' roller **Screamin' Lord Sutch** for a capital cities tour during July. . . . E.M.I. released the Beatles' single "A Hard Day's Night" on July 10. On the same date ARC released the soundtrack album of the Beatles' movie on United Artists. The Beatles' single "Please, Please Me," released here last September, has made an unexpected return to local charts.

Philips Records is preparing the release of a number of albums by German pianist, **Hans Richter-Haaser** to coincide with his tour for the Australian Broadcasting Commission in Sydney on July 21. . . . E.M.I. has an EP titled "Country Music Greats" by singer **Reg Lindsay**. . . . **Roy Orbison**, very popular here, will have his fourth album released during July on the London label, titled "Roy Orbison's Greatest Hits, Volume Two."

Festival Records has issued the first of the MacArthur albums "The Complete Life of General Douglas MacArthur" on Atlantic.

A special classical release by Australian Record Company this month includes the KAPP O series—Opera Without Words—featuring the Rome Symphony Orchestra under the direction of **Domenico Savina**. The initial release of this series numbers five albums, "Il Trovatore," "La Boheme," "Rigoletto," "La Traviata" and "The Barber of Seville." ARC, which reports a slight increase in its classical sales, is quite confident that its Kapp O series will prove popular in Australia. . . . Rush-released by Australian Record Company this month is **Robert Goulet's** album "Manhattan Tower" on CBS. Initial sales on the album show the material is still in demand. The **Gordon Jenkins** version has been deleted from standard catalogs.

GEORGE HILDER

TOKYO

The eight-storied new building of King Records, affiliate of London and Telefunken, was completed and a reception was held recently. Three studios equipped with Ampex recorders, tape editing rooms and offices are of the most modern design. . . . Nippon Gramophone closed a deal with French Vogue label, and is releasing its first batch of nine records Aug. 20. . . . April record production in Japan is 5,462,945 records (\$4,586,261 at factory prices). This is a gain of 27 per cent in quantities and 6 per cent in value over the same period last year. . . . Stereo included in above figures are 1,821,783 records (\$2,322,109). . . . Victor Concert Management Company booked 11 Italian singers including **Jimmy Fontana**, **Sergio Endrigo**, **Rita Pavone**, **Edoardo Vianello**, **Anna Maria**, **Gianni Meccia** and others for 16 performances in key cities starting Sept. 15. . . . The same firm also signed **Little Peggy March** for one a month tour commencing Aug. 15.

J. FUKUNISHI

HOLLAND

For the very first time the Opera of Peking has presented a complete Chinese Opera entitled "The White Serpent." . . . **Cliff Richard's** motion picture "Wonderful Life" just began simultaneously in five Dutch big cities. Columbia released the pictures' soundtrack and the **Shadows'** hit "Theme for Young Lovers." . . . The Dutch team for the sixth Coupe d'Europe du Tour de Chant, held in Knokke, won this song contest. **Willeke Alberti**, **Trea van der Schoot**, **Shirley Zwerus**, **Iona Biluska** and **Rita Hovink** received 2,500 Guilders, about \$700. Imperial's young vocal star, **Shirley Zwerus**, was the big revelation at Knokke. Imperial-Holland worked out a special sales sheet for press and dealers. . . . Artone recently acquired ABC-Paramount's Westminster catalog for distribution in Benelux, Germany, Austria and Switzerland. The company reports that an important part of the catalog will be manufactured and packaged in its own plants in Haarlem, Holland. This is the first major classical label of classical music for Artone. . . . The State Secretary of Education, Arts and Sciences, **L. J. M. van de Laar**, opened the 18th world congress of the "Federation Internationale des Jeunes Musicales" in Amsterdam. Some 2,000 music lovers from more than 20 countries all over the world gathered. The federation has 650,000 members in 23 countries.

SKIP VOOGD

CINCINNATI

Cincinnati Gardens execs and Local 1, AFM, Monday (27) orally agreed to a new contract, thus assuring the appearance of the **Beatles** at the Gardens Aug. 27. The Beatles' appearance, sponsored by six local deejays, was put on the indefinite stage a month ago when the local musicians' union put Cincinnati Gardens on the unfair list. The Beatles' sponsors threatened to move the show to another site out of town unless the Gardens and the union came to an agreement by noon Monday (27). . . . **Al Martino** stops off here Monday (3) to make the rounds with the local Capitol Records manager, **Dick Bethel**, to plug his new release, "Always Together." Martino appears as a guest on

the **Ruth Lyons** "50-50 Club" over the four-city Crosley TV network, and Monday night works the WSAI hop at Le-Sourdsville Lake Park, near Middletown, Ohio. During his Cincy stay, Martino also taped a seg for the **Bob Braun** Sunday afternoon WLW television show. . . . Three Columbia Records artists—**Dave Brubeck**, **Aretha Franklin** and **Thelonious Monk**—are among the array of jazz artists to appear at the Third Annual Ohio Valley Jazz Festival to be held Aug. 14-16 at Crosley Field here.

Chappell Music's **Danny Engel** and wife **Beryl** left last week for a tour of Europe. . . . **Bob Anderson**, local record manager for Cleves-Disc, and his promotion manager, **Lee Fogel**, made the trip to Miami Beach, Fla., for the Epic fall product and program sales meeting. . . . **Al Hirt**, in town for a two-night stand at Coney Island here, in which he set a new box-office record for the park, guested Friday (17) on **Ruth Lyons'** "50-50 Club," aired via Crosley Broadcasting's four-city TV and radio net. In the afternoon he hid himself to River Downs Race Track, where he appeared as special guest. He trumpeted the call to the post for the seventh race and made the award to the winner. He also served as a lifesaver to **Pat Brewer**, business manager of WSAI-Radio, who had gone to the track to make a wager for several of her co-workers. In all the excitement Miss Brewer found herself looking out the window at betting time and neglected to make the wager. Needless to say, the nag won. Pat was wondering how she could explain the faux pas to her buddies at the office, when Hirt slipped her two sawskies and a fin to pay off the bets she should have won.

BILL SACHS

OSLO

The record industry here is pleased with the summer sales, said managing director **Eilif Meyer** at A/S Nera. He believes June sales were the best in many years. . . . The third "Folkehjemmet" record (political satire) entered the Norwegian charts this week. . . . New releases here are "Plateparaden," RCA Victor parade of old hits featuring the **Monn Keys**, **Ray Adams**, **Nora Brockstedt** and **Kurt Foss-Reidar Boe**, "Hjerte" by **Grethe & the Fireballs** on Columbia, "The Sweetest Sounds" and "Can't Buy Me Love" by **Ella Fitzgerald** on Verve, "I Won't Forget You" by **Jim Reeves** on RCA Victor and "I Still Get Jealous" by **Louis Armstrong** on Kapp. . . . Best selling LP here last month was "With the Beatles" on Parlophone, followed by "Please Please Me" by the Beatles, also on Parlophone. Third is "Gentleman Jim," **Jim Reeves**, RCA Victor. . . . Other best-selling LP's include "Dance With the Shadows," Columbia; "West Side Story," soundtrack, Philips; "The Rolling Stones," Decca; "Fine Antiquiter," **Alf Cranner**, Philips; "Wenche," **Wenche Myhre**, Triola; "Minnes Melodi," **Engedahl/Stordahl**, Odeon, and "The Beatles' First," Polydor. . . . **Per Gunnar**, managing director of Manu A/S, a little indie here, has started importing records and this week issued singles by **Sam Payne**, **Chris & Merino**, and **Jean le Fevre & the Jockeys**.

Norsk Phonogram's a&r man, **Rolv Wesenlund**, is moving over to **Arne Bendiksen A/S** (previously **Egil Monn Iversen**) and Phonogram is now advertising for a new man to take his place. Wesenlund started in the industry last March with Phonogram. . . . Norwegian singer **Eirik Wangberg** is having his record-



POPULAR Australian artist Merv Benton, left, signs an exclusive long-term recording contract with W.&G. Records' Ron Gillespie. Looking on is Brian de Courcy, Benton's manager. W.&G. completed arrangements to release Merv's records in several other countries. Benton is currently doing well with his single, "Nervous Breakdown," and his first album, "Come On and Get Me."

ing debut in Sweden, a single on the new Polar label, run by publisher **Stig Anderson**. . . . Two hundred and thirty-four birds' tweedle-dees has been collected by Sweden's Radio and issued on 40 single records. The series is now issued in Norway by Nera on the RCA label. . . . Last Beatles record issued here, "Long, Tall Sally," is on Odeon instead of Parlophone, the record having been issued in Scandinavia before it came on the market in any other European country. . . . Nera has issued **Jim Reeves'** latest single, "I Won't Forget You," because it is moving fast on the British charts. His "I Love You Because" is still No. 1 in Norway and broke a record by reaching the 25,000 sales in only three months (this qualifies for Silver Disk here).

A new Beatles platter issued simultaneously in England and Norway, "A Hard Day's Night," was put on sale July 10. . . . After returning from the RCA meeting in New York, **Eilif Meyer** of A/S Nera told that one of the bunnies in the Playboy Club was a Norwegian girl. . . . German Polydor has been in Oslo and recorded a series of platters in German with young songstress **Wenche Myhre** and will release them in Germany. . . . American singer **Al Bishop** (previously with the group the Deep River Boys) has been signed as a solo artist for records by **Jorg-Fr. Ellertsen** and this



LYRICIST **GEORG BUSCHER**, singer **Siw Malkmkvist** and composer **Christian Bruhn** (left to right) are the winners of the 1964 German Song Festival recently held in Munich. The song, "Liebeskummer Lehnt Sich Nicht" (Heartaches Don't Pay), is recorded on the Metronome label. Buscher and Bruhn are from Munich, Miss Malkmkvist from Denmark.

week issued "When It's Springtime in the Rockies" and "Too Young" on the Troll label. . . . Of the five leading records on the Norwegian charts this week, one record belongs to each of our five big diskeries. . . . The **Wenche Myhre** record "La meg vare ung" is nearing 20,000 sales these days and has a fair chance of reaching the Silver Disk 25,000. **ESPEEN ERIKSON**

HAMBURG

Hans Lieber and **Artur Wai-zenegger**, directors of Teldec, are back from discussions with RCA and London Records in the States. Teldec announced that the company doesn't know about RCA plans to build up its own music production in West Germany. . . . The new address of Deutsche Vogue is 5021 Grosskoenigsdorf c/o Cologne, Zur Muehle 2, Telefon (02234) 3961. . . . The **Bertelsmann** trust bought the big music publishing company **Drieklang-Dreimasken** in Munich. The former owner, **Arnim Robinson**, will still be president. . . . **Bernhard Mikulski**, director of CBS in Germany, has together with Columbia Records founded the new publishing company **April-Music** with offices in Frankfurt and New York. . . . The Australian opera singer **Joan Sutherland** will make her first concert tour through Germany next year. . . . **Rafael Kubelik** conducted a new recording of Verdi's "Rigoletto," which Deutsche Grammophon made in Milano with **Dietrich Fischer-Dieskau**, **Renata Scotta**, **Carlo Bergonzi**, **Fiorenza Cossotto** and **Ivo Vinco**. . . . The popular German jazz singer **Knut Kiesewetter** will tour Czechoslovakia for the first time. . . . In August the German division of Radio Luxembourg will award these artists with Lions, based on their popularity with listeners: **Freddy** (Golden Lion) for "Lass Mich Noch einmal in die Ferne" on Polydor, **Gitte** (Silver Lion) for "Ich will 'Nen Cowboy Als Mann" in Electrola, **Gitte** and **Rex Gildo** (Bronze Lion) for "Vom Stadtpark Die Laternen" on Electrola, and the **Medium Terzett** (Bronze Lion) for "Winnetou."

CHRISTIAN TOERSLEFF

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TOP LP's

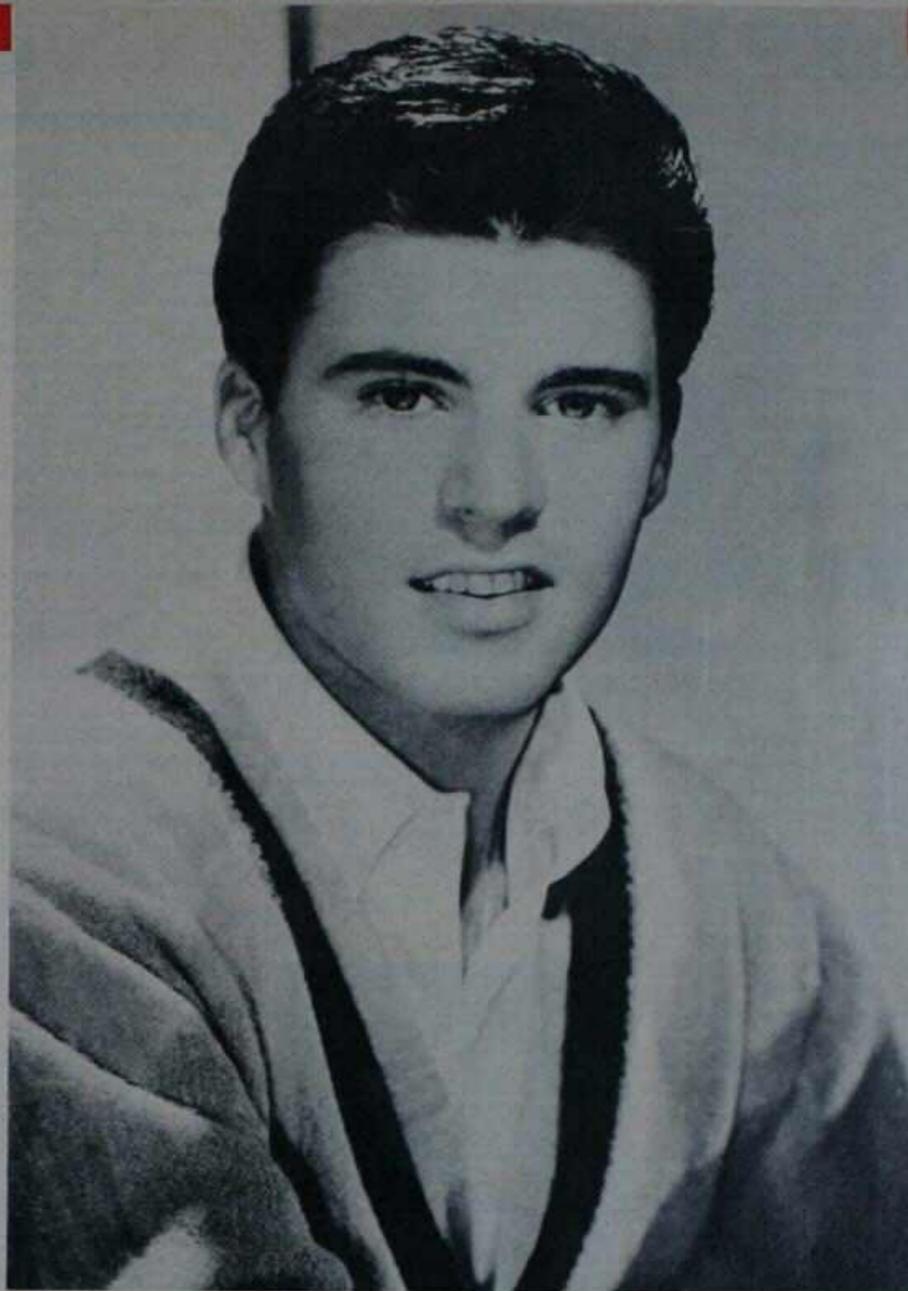
★ **STAR performer**—LP's on chart 9 weeks or less registering greatest proportionate upward progress this week.

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This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	THE BEATLES—A HARD DAY'S NIGHT Soundtrack, United Artists UAL 3366 (M); UAS 4366 (S)	4	50	36	MEET THE SEARCHERS/NEEDLES AND PINS Kapp KL 1363 (M); KS 3363 (S)	18	101	100	HOLLYWOOD—MY WAY Nancy Wilson, Capitol T 1934 (M); ST 1934 (S)	53
2	4	GETZ/GILBERTO Stan Getz & Joao Gilberto, Verve V 8545 (M); V8-8545 (S)	10	51	64	THE FABULOUS VENTURES Dolton BLP 2029 (M); BST 8029 (S)	4	102	88	JOAN BAEZ IN CONCERT, PART 2 Vanguard VRS 9113 (M); VSD 2122 (S)	36
3	3	HELLO, DOLLY! Louis Armstrong, Kapp KL 1364 (M); KS 3364 (S)	13	52	115	THE CONCERT SOUND OF HENRY MANCINI RCA Victor LPM 2897 (M); LSP 2897 (S)	2	103	105	THE NEVER ENDING IMPRESSIONS ABC-Paramount ABC 468 (M); ABCS 468 (S)	20
4	2	HELLO, DOLLY! Original Cast, RCA Victor LOC 1087 (M); LSO 1087 (S)	25	53	45	MONDO CANE Soundtrack, United Artists UAL 4105 (M); UAS 5105 (S)	56	104	109	SOUL SERENADE King Curtis, Capitol T 2095 (M); ST 2095 (S)	9
5	5	FUNNY GIRL Original Cast, Capitol VAS 2039 (M); SVAS 2039 (S)	15	54	61	CHUCK BERRY'S GREATEST HITS Chess 1485 (M); (no Stereo)	10	105	68	EARLY HITS OF 1964 Lawrence Welk, Def DLP 3372 (M); DLP 3372 (S)	18
6	6	THE DAVE CLARK FIVE RETURN! Epic LN 34104 (M); BN 26104 (S)	8	55	52	BACH'S GREATEST HITS Creative Swingle Singers, Philips PHM 200-097 (M); PHS 400-097 (S)	42	106	95	SWEET & SOUR TEARS Ray Charles, ABC-Paramount ABC 400 (M); ABCS 400 (S)	21
7	8	BARBRA STREISAND/THE THIRD ALBUM Columbia CL 2154 (M); CS 8954 (S)	24	56	60	BEWITCHED Jack Jones, Kapp KL 1365 (M); KS 3365 (S)	8	107	103	SHOWTIME James Brown & His Ork, Smash MGS 27054 (M);	14
8	7	COTTON CANDY Al Hirt, RCA Victor LPM 2917 (M); LSP 2917 (S)	12	57	57	LITTLE CHILDREN Billy J. Kramer with the Dakotas, Imperial LP 9267 (M); LP 12367 (S)	8	108	76	THE SWINGLE SINGERS GOING BAROQUE Philips PHM 200-126 (M); PHS 400-126 (S)	11
9	9	THE BEATLES' SECOND ALBUM Capitol T 2080 (M); ST 2080 (S)	16	58	42	MARY WELLS AND MARVIN GAYE TOGETHER Motown 612 (M); (no Stereo)	13	109	77	LAWRENCE OF ARABIA Soundtrack, Colpix CP 514 (M); SCP 514 (S)	76
10	10	HONEY IN THE HORN Al Hirt, RCA Victor LPM 2733 (M); LSP 2733 (S)	47	59	48	TRINI LOPEZ ON THE MOVE Reprise R 6112 (M); RS 6112 (S)	18	110	108	WISH SOMEONE WOULD CARE Irma Thomas, Imperial LP 9266 (M); LP 12266 (S)	7
11	15	THE PINK PANTHER Henry Mancini & His Ork, RCA Victor LPM 2795 (M); LSP 2795 (S)	18	59	48	TRINI LOPEZ ON THE MOVE Reprise R 6112 (M); RS 6112 (S)	18	111	126	A NEW PERSPECTIVE Donald Byrd Band & Voices, Blue Note LP 4124 (M); BST 84124 (S)	5
12	11	SOMETHING SPECIAL FOR YOUNG LOVERS Ray Charles Singers, Command KS 866 (M); RS 866 SD (S)	19	61	62	MOONLIGHT AND ROSES Jim Reeves, RCA Victor LPM 2554 (M); LSP 2554 (S)	9	112	110	DAWN (Go Away) AND 11 OTHER GREAT SONGS 4 Seasons, Philips PHM 200-124 (M); PHS 400-124 (S)	20
13	101	ALL SUMMER LONG Beach Boys, Capitol T 2110 (M); ST 2110 (S)	2	62	70	ROBIN AND THE 7 HOODS Soundtrack, Reprise F 2021 (M); FS 2021 (S)	4	113	121	GOLDEN HITS OF THE FOUR SEASONS Vee Jay LP 1065 (M); SR 1065 (S)	45
14	14	SHUT DOWN, VOL. 2 Beach Boys, Capitol T 2027 (M); ST 2027 (S)	18	63	69	RITA PAVONE RCA Victor LPM 2900 (M); LSP 2900 (S)	8	114	111	BY REQUEST Brenda Lee, Decca DL 4509 (M); DL 74509 (S)	9
15	16	THE ROLLING STONES London LL 2375 (M); PS 275 (S)	7	64	71	MOVING Peter, Paul & Mary, Warner Bros. W 1473 (M); WS 1473 (S)	82	115	80	AIN'T THAT GOOD NEWS Sam Cooke, RCA Victor LPM 2899 (M); LSP 2899 (S)	19
16	12	JOHNNY RIVERS AT THE WHISKEY A GO GO Imperial LP 9264 (M); LP 12264 (S)	8	65	47	BACK IN TOWN Kingston Trio, Capitol T 2081 (M); ST 2081 (S)	11	116	113	WHEN LIGHTS ARE LOW Tony Bennett with Ralph Sharon Trio, Columbia CL 2175 (M); CS 8975 (S)	12
17	17	TODAY, TOMORROW, FOREVER Nancy Wilson, Capitol T 2082 (M); ST 2082 (S)	11	66	50	SPEAK TO ME OF LOVE Ray Conniff Singers, Columbia CL 2150 (M); CS 8950 (S)	11	117	119	THE FIRST NINE MONTHS ARE THE HARDEST Lon Weirich & Joyce Jansoon, Capitol T 2034 (M); ST 2034 (S)	5
18	21	MARY WELLS GREATEST HITS Motown 618 (M); (no Stereo)	11	67	59	JACK JONES' WIVES AND LOVERS Kapp KL 1353 (M); KS 3353 (S)	33	118	123	CALL ME IRRESPONSIBLE AND THE JACK JONES HITS Kapp KL 1328 (M); KS 3328 (S)	19
19	19	THE BEATLES' SONG BOOK Hollidge Strings, Capitol T 2116 (M); ST 2116 (S)	8	68	53	PETE FOUNTAIN'S NEW ORLEANS AT MIDNIGHT Coral CRL 57429 (M); CRL 757429 (S)	9	119	122	TENDER IS THE NIGHT Johnny Mathis, Mercury MG 20890 (M); SR 40890 (S)	26
20	18	GLAD ALL OVER Barry Clark Five, Epic LN 24092 (M); BN 24092 (S)	18	69	65	JOAN BAEZ IN CONCERT Vanguard VRS 9112 (M); VSD 2122 (S)	94	120	125	MOMS Moms Mabley, Chess 1486 (M); (no Stereo)	4
21	22	A WORLD WITHOUT LOVE Peter and Gordon, Capitol T 2115 (M); ST 2115 (S)	6	70	55	CHARADE Henry Mancini & His Ork, RCA Victor LPM 2755 (M); LSP 2755 (S)	33	121	138	THE GREAT YEARS Johnny Mathis, Columbia CL 34 (M); CS 854 (S)	2
22	13	CALL ME IRRESPONSIBLE AND OTHER HIT SONGS Andy Williams, Columbia CL 2171 (M); CS 8971 (S)	14	71	79	REFLECTING Chad Mitchell Trio, Mercury MG 20991 (M); SR 40991 (S)	23	122	96	TODAY'S ROMANTIC HITS/FOR LOVERS ONLY, VOL. 2 Jackie Gleason, Capitol W 2056 (M); SW 2056 (S)	10
23	26	TODAY New Christy Minstrels, Columbia CL 2159 (M); CS 8959 (S)	17	72	98	THE UNSINKABLE MOLLY BROWN Soundtrack, MGM E 4232 (M); SE 4232 (S)	4	123	107	PAINTED, TAINTED ROSE Al Martino, Capitol T 1975 (M); ST 1975 (S)	44
24	25	WHO'S AFRAID OF VIRGINIA WOOLF? Jimmy Smith, Verve V 8583 (M); V8-8583 (S)	17	73	63	ROY ORBISON'S GREATEST HITS Monument MLP 8000 (M); (no Stereo)	102	124	86	I'LL SEARCH MY HEART Johnny Mathis, Columbia CL 2143 (M); CS 8943 (S)	14
25	20	THE BEATLES AMERICAN TOUR WITH ED RUDY Radio Pulse Beat News, News Documentary 2 (M); (no Stereo)	10	74	73	CAMELOT Original Cast, Columbia KOL 5620 (M); KOS 2031 (S)	185	125	—	SOMETHING NEW Beatles, Capitol T 2108 (M); ST 2108 (S)	1
26	24	DAYS OF WINE AND ROSES, MOON RIVER AND OTHER ACADEMY AWARD WINNERS Frank Sinatra, Reprise F 1011 (M); FS 1011 (S)	18	75	82	THE MANY SIDES OF THE SERENDIPITY SINGERS Philips PHM 200-134 (M); PHS 400-134 (S)	7	126	150	ROGER AND OUT Roger Miller, Smash MGS 27049 (M); SRS 67049 (S)	6
27	23	THE BARBRA STREISAND ALBUM Columbia CL 2007 (M); CS 8807 (S)	70	76	78	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053 (M); CS 8833 (S)	55	127	133	BOYS, BOYS, BOYS Lesley Gore, Mercury MG 20901 (M); SR 40901 (S)	4
28	27	THE SECOND BARBRA STREISAND ALBUM Columbia CL 2054 (M); CS 8854 (S)	48	77	84	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869 (M); CS 8889 (S)	110	128	134	ENCHANTED WORLD OF FERRANTE & TEICHER United Artists UAL 3375 (M); UAS 6375 (S)	4
29	28	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809 (M); CS 8609 (S)	118	78	—	RAG DOLL 4 Seasons, Philips PHM 200-146 (M); PHS 400-146 (S)	1	129	129	MOMS MABLEY OUT ON A LIMB Mercury MG 20809 (M); SR 40809 (S)	24
30	30	KISSIN' COUSINS Elvis Presley, RCA Victor LPM 2394 (M); LSP 2394 (S)	18	79	93	THE BEST OF BUCK OWENS Capitol T 2105 (M); ST 2105 (S)	4	130	127	JOAN BAEZ, VOL. 1 Vanguard VRS 9078 (M); VSD 2077 (S)	128
31	29	YESTERDAY'S LOVE SONGS—TODAY'S BLUES Nancy Wilson, Capitol T 2012 (M); ST 2012 (S)	29	80	92	THE DUSTY SPRINGFIELD ALBUM Philips PHM 200-133 (M); PHS 400-133 (S)	7	131	140	PRAYER MEETIN' Jimmy Smith, Blue Note 4184 (M); 84184 (S)	2
32	31	MEET THE BEATLES Capitol T 2047 (M); ST 2047 (S)	28	81	81	PRESENTING: THE BACHELORS London LL 2353 (M); PS 333 (S)	8	132	139	MY FAIR LADY Original Cast, Columbia OL 5090 (M); OS 2015 (S)	405
33	38	IN THE WIND Peter, Paul & Mary, Warner Bros. W 1507 (M); WS 1507 (S)	42	82	102	TELL ME WHY Bobby Vinton, Epic LN 24113 (M); BN 26113 (S)	3	133	148	AIN'T NOTHING YOU CAN DO Bobby Bland, Duke DLP 78 (M); (no Stereo)	2
34	32	THE SERENDIPITY SINGERS Philips PHM 200-115 (M); PHS 400-115 (S)	23	83	90	BOOTS RANDOLPH'S YAKETY SAX Monument MLP 8002 (M); SLP 18002 (S)	22	134	149	BACH TO THE BLUES Ramsey Lewis Trio, Argo LP 722 (M); S 722 (S)	4
35	35	FROM RUSSIA WITH LOVE Soundtrack, United Artists UAL 4114 (M); UAS 5114 (S)	15	84	85	CATCH A RISING STAR John Gary, RCA Victor LPM 2745 (M); LSP 2745 (S)	40	135	—	THE BEST OF JIM REEVES RCA Victor LPM 2890 (M); LSP 2890 (S)	1
36	40	TRINI LOPEZ AT PJ'S Reprise R 4093 (M); RS 4093 (S)	56	85	72	MARVIN GAYE GREATEST HITS Tamla 352 (M); (no Stereo)	11	136	130	HEAR! HEAR! Satchert, Mercury MG 20914 (M); SR 40914 (S)	8
37	33	INTRODUCING THE BEATLES Vee Jay LP 1052 (M); SR 1052 (S)	27	86	99	HOW THE WEST WAS WON Soundtrack, MGM 183 (M); 183 (S)	69	137	137	OLIVER Original Cast, RCA Victor LOC2 2004 (M); LSO2 2004 (S)	93
38	34	MANHATTAN TOWER Robert Goulet, Columbia OL 6050 (M); OS 2450 (S)	15	87	106	THE WONDERFUL WORLD OF MAKE BELIEVE Johnny Mathis, Mercury MG 20913 (M); SR 40913 (S)	3	138	141	MARY WELLS SINGS MY GUY Motown M 417 (M); (no Stereo)	3
39	41	WEST SIDE STORY Soundtrack, Columbia OL 5670 (M); OS 2070 (S)	146	88	91	WE SHALL OVERCOME Pete Seeger, Columbia CL 2101 (M); CS 8901 (S)	35	139	—	THE BEST OF MARIO LANZA RCA Victor LM 2748 (M); LSC 2748 (S)	1
40	39	SHANGRI-LA Robert Maxwell, His Harp & Ork, Decca DL 4421 (M); DL 74421 (S)	17	89	118	I DON'T WANT TO BE HURT ANYMORE Nat King Cole, Capitol T 2118 (M); ST 2118 (S)	2	140	—	THE IMPRESSIONS KEEP ON PUSHING ABC-Paramount ABC 492 (M); ABCS 492 (S)	1
41	43	PETER, PAUL & MARY Warner Bros. W 1449 (M); WS 1449 (S)	120	90	67	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1132 (M); CS 8634 (S)	327	141	131	A LETTERMEN KIND OF LOVE Capitol T 2013 (M); ST 2013 (S)	27
42	56	I LOVE YOU MORE AND MORE EVERY DAY/TEARS AND ROSES Al Martino, Capitol T 2107 (M); ST 2107 (S)	7	91	89	HIGH SPIRITS Original Cast, ABC-Paramount ABC-OC-1 (M); ABCS-OC-1 (S)	13	142	114	DISCOVERY! Vicki Carr, Liberty LSP 3254 (M); LST 7254 (S)	4
43	44	I WISH YOU LOVE Gloria Lynne, Everest BR 5226 (M); SBR 1226 (S)	10	92	97	DEAD MAN'S CURVE/THE NEW GIRL IN SCHOOL Jon & Dean, Liberty LSP 3361 (M); LST 7361 (S)	12	143	—	THE LAWRENCE WELK TELEVISION SHOW 10TH ANNIVERSARY Def DLP 3391 (M); DLP 3391 (S)	1
44	46	LOUIE LOUIE Kingsmen, Wand 457 (M); (no Stereo)	30	93	117	I WALK THE LINE Johnny Cash, Columbia CL 2190 (M); CS 8990 (S)	3	144	124	THERE! I'VE SAID IT AGAIN Bobby Vinton, Epic LN 24081 (M); BN 26081 (S)	28
45	54	ENCORE John Gary, RCA Victor LPM 2804 (M); LSP 2804 (S)	25	94	74	RAMBLIN' New Christy Minstrels, Columbia CL 2055 (M); CS 8855 (S)	51	145	146	CONNIE FRANCIS SINGS SONGS FROM LOOKING FOR LOVE MGM E 4229 (M); SE 4229 (S)	2
46	58	DON'T LET THE SUN CATCH YOU CRYING Gerry & The Pacemakers, Laurie LLP 2024 (M); (no Stereo)	5	95	83	REFLECTIONS Peter Horn, RCA Victor LPM 2853 (M); LSP 2853 (S)	10	146	132	LIVING A LIE Al Martino, Capitol T 2040 (M); ST 2040 (S)	27
47	49	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 2015 (M); CS 8815 (S)	69	96	104	FADE OUT—FADE IN Original Cast, ABC-Paramount ABC-OC-3 (M); ABCS-OC-3 (S)	3	147	135	ALLAN IN WONDERLAND Allan Sherman, Warner Bros. W 1539 (M); WS 1539 (S)	18
48	37	IT MUST HAVE BEEN SOMETHING I SAID! Smothers Brothers, Mercury MG 20904 (M); SR 40904 (S)	12	97	66	TOM JONES Soundtrack, United Artists UAL 4113 (M); UAS 5113 (S)	21	148	—	MY BOY LOLLIPOP Millie Small, Smash MGS 27055 (M); SRS 67055 (S)	1
49	51	BELAFONTE AT THE GREEK THEATRE Harry Belafonte, RCA Victor LOC 6009 (M); LSO 6009 (S)	17	98	94	THE LETTERMEN LOOK AT LOVE Capitol T 2083 (M); ST 2083 (S)	8	149	—	THE BEST OF MANCINI Henry Mancini, RCA Victor LPM 2893 (M); LSP 2893 (S)	1
				99	128	LITTLE DEUCE COUPE Beach Boys, Capitol T 1998 (M); ST 1998 (S)	34	150	—	TRUE BLUE Hank Crawford, Atlantic 1433 (M); SD 1433 (S)	1
				100	87	THE NEW CHRISTY MINSTRELS Columbia CL 1872 (M); CS 8872 (S)	89				

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VOX JOX

By GIL FAGGEN



And the Stones keep rolling along. WFEC (Harrisburg, Pa.) deejay **Buzz A. Long** (foreground) and WFEC deejays pose with the Rolling Stones during the British group's recent visit to Harrisburg, Pa. WFEC sponsored a show starring the group, **Bobby Goldsboro**, the **Chiffons**, and **Bobby Comstock** and the **Counts**. As part of the festivities, WFEC sponsored a banquet in honor of five teen-age girls who had won a dinner date with the Stones. Other FEC men are **Charlie Watts**, **Brian Jones** and **Pierre Gonncall**.

Kai Winding and **Sarah Vaughan** subbed for WNEW (New York) air personality **Billy Taylor** last week on his "This is Jazz" show.

WOAI (San Antonio) airman, **Ed Dunn** is back at work after driving 4,000 miles on his vacation. He and his family visited relatives in St. Louis and Rochester. Ed's father is a radio personality at WHEC (Rochester).

I have received many reports from people who heard midnight to 6 a.m. deejay **Tom Shannon** yacking it up last week about sitting in on Billboard's Record Review Panel. WKBW's 50,000-watt signal from Buffalo penetrates the New York City area after dark. We were happy Tom could join up.

WABC staffers are somewhat nonplussed these days being used as an advertising vehicle for competitors WMCA and WINS. The ABC flagship station recently moved into new posh quarters at 67th and Broadway, directly across the street from Lincoln Center. The entire building is being renovated and in New York, any wooden construction wall is fair game for three sheets. Plastered up on the construction walls outside the building are Palisades Amusement Park posters plugging the "Good Guys" and the new WINS three sheets, plugging their new deejay lineup. So far no one has tried to paste up the new CBS Building.

Al Meltzer, WEBR's patriotic 6-10 a.m. man, heeded the U. S. Treasury's call for all the change being hoarded in the country. He asked all his listeners to open their WEBR Weather Banks (the day's weather report determines how much change is put away daily) and convert all the coins to bills. Postcards, showing the amount of silver put back in circulation by listeners, have been mailed to Meltzer and so far the amount is over \$10,000 in coins.

Wood Russell, WNAG (Grenada, Miss.) program director-deejay, recently returned from a vacation trip to Miami where he visited with the WFUN "Good Guys"; **Gerry Wichner** of

WINZ, and **Tony Sietta** of **WMJR** (Ft. Lauderdale).

WIOD's Larry King was aboard the special **Jackie Gleason** train when it left New York on Aug. 1. King's show is aired on the NBC outlet 11:10 p.m. to 2 a.m., Monday through Saturday. Crazy switcheroo.



GET OUT THERE AND VOTE—KYW radio personality **Jerry G** strikes a dramatic pose as he addresses a rapt audience of Ringo "delegates" at a "Ringo Starr for President" rally held on Cleveland's Public Square before the startled eyes of thousands of passers-by, Friday, July 24. Built up by two days of heavy-on-the-air promotion on KYW the rally scheduled for 12:30 p.m. began forming at the studios at 8:30 a.m.

SEGUE

VIPAPPOINTMENTS: **Larry Fischer**, WTCN radio and TV executive (Minneapolis), joins **WLOL** that city as program director. Prior to moving to the Twin Cities he served as program director of **KIOA** (Des Moines),



WKMH (now **WKNR**, Detroit) and **WNOE** (New Orleans). He was also program director for the **McLendon** radio chain and **Fred Knorr** stations. . . . **Alan Mitchell**, appointed program director of **KASI** (Ames, Iowa). . . . **Tom Collins**, named program director and music director of **WLOK** (Memphis). . . . **Alberto Pereira**, formerly program director for **WXCN-FM** (Providence), appointed program director **WPFM** that city. . . . **Harry N. Handley**, formerly with the National Aeronautics and Space Administration (Cape Kennedy), named promotion director for **WLS** (Chicago).

NEW ALBUM RELEASES

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

Label	Artist/Album	Format	Price
ANGEL	HANDEL: The Twelve Concerti Grossi, Op. 6; Bath Festival Orch. (Menuhin): 3647-D (5)	M 5	
	MOZART: Mass in C Minor, K. 427; German Chamber Orch. (Gonnenwein): 36205 (5)		
	RACHMANINOFF: Concerto No. 3 in D Minor, Op. 30; Warsaw National Philharmonic Orch. (Rowicki): 36197 (5)		
	THE RED ARMY ENSEMBLE VOL. 3—36206 (5)		
	ROSSINI: The Barber of Seville (highlights); Ian Wallace, Victoria de los Angeles, Royal Philharmonic Orch. (Gul): 36207 (5)		
	SAINT-SAENS: Concerto No. 3 in B Minor; Philadelphia Orch. (Fistoulari): 36005 (5)		
BACH GUILD	DE MONTE: Madrigals; Prague Madrigal Choir: BG 655 (M), BGS 70655 (S)		
CANADIAN-AMERICAN	SANTO & JOHNNY—Wish You Love: CALP 1016 (M), SCALP 1016 (S)		
CAPITOL	BEATLES—Something New: T2108 (M), ST 2108 (S)		
CHECKER	BO DIDDLEY & CHUCK BERRY—Two Great Guitars: 2991		
COLUMBIA	THE BROTHERS FOUR—More Big Folk Hits: CL 2213 (M), CS 9013 (S)		
	DAVE BRUBECK QUARTET—Jazz Impressions of Japan: CL 2212 (M), CS 9012 (S)		
	THE CLANCY BROTHERS & TOMMY MAKEM—Live & Lusty!: CL 2196 (M), CS 8996 (S)		
	RAY CONNIF—Friendly Persuasion: CL 2210 (M), CS 9010 (S)		
	FESTIVAL OF OVERTURES: Madrid Symphony Orch. (Sorozabal): CL 2217 (M), CS 9017 (S)		
	Another Side of BOB DYLAN: CL 2193 (M), CS 8993 (S)		
	LES & LARRY ELGART—Command Performance: CL 2221 (M), CS 9021 (S)		
	PERCY FAITH—The Love Goddesses: CL 2209 (M), CS 9009 (S)		
	PERCY FAITH—Music From "My Fair Lady": CS 9004 (S)		
	EYDIE GORME—Amor: CL 2203 (M), CS 9003 (S)		
	ROBERT GOULET—Without You: CL 2200 (M), CS 9000 (S)		
	ROBERT HORTON—The Very Thought of You: CL 2202 (M), CS 9002 (S)		
	THE JORDANAIRE—This Land: CL 2214 (M), CS 90134 (S)		
	ANDRE KOSTELANETZ—I Wish You Love: CL 2185 (M), CS 8985 (S)		
	STEVE LAWRENCE—Everybody Knows: CL 2227 (M), CS 9027 (S)		
	THE TRIO LOS PANCHOS—By Special Request: CL 2191 (M), CS 8991 (S)		
	THE NEW CHRISTY MINSTRELS—Land of Giants: CL 2187 (M), CS 8987 (S)		
	ANDRE PREVIN—My Fair Lady: CL 2195 (M), CS 8995 (S)		
	RAY PRICE—Love Life: CL 2189 (M), CS 8989 (S)		
	MARTY ROBBINS—R.F.D.: CL 2220 (M), CS 9020 (S)		
	The Many Faces of LYN ROMAN—CL 2219 (M), CS 9019 (S)		
	IRMA SERRANO—La Nueva Interpretación de la Canción Ranchera: EX 5125		
	BARBRA STREISAND—People: CL 2215 (M), CS 9015 (S)		
	THELONIOUS MONK—It's Monk's Time: CL 2184 (M), CS 8984 (S)		
	JERRY VALE—Be My Love: CL 2181 (M), CS 8981 (S)		
	ANDY WILLIAMS—Sings Songs From "My Fair Lady": CL 2205 (M), CS 9005 (S)		
	ROBERTO YANES—Muy Cerca De Ti (Near to You): EX 5124		
	THE KING & I: Barbara Cook, Theodore Bikel: DL 8040 (M), OS 2640 (S)		
	THE MORMON TABERNACLE CHOIR AT THE WORLD'S FAIR: ML 6019 (M), MS 6619 (S)		
	OKLAHOMA! John Raitt, Florence Henderson: PL 8010 (M), OS 2610 (S)		
	Columbia Records Presents JOHN WILLIAMS: ML 6008 (M), BACH: Two & Three Part Inventions; Glenn Gould, Pianist: ML 6022 (M), MS 6622 (S)		
	BACH: Music of Jubilee; Columbia Chamber Orch. (Rozsnyai): ML 6015 (M), MS 6615 (S)		
	BARTOK: Concerto for Orchestra; Philadelphia Orch. (Ormandy): ML 6026 (M), MS 6626 (S)		
	BEETHOVEN: Concerto No. 3 in C Minor Op. 37; New York Philharmonic Orch. (Bernstein): ML 6016 (M), MS 6616 (S)		
	BERLOZ: Symphonie Fantastique, Op. 14; New York Philharmonic (Bernstein): ML 6007 (M), MS 6607 (S)		
	BRAHMS: Quintet in F Minor, Op. 34; Budapest String Quartet: ML 6031 (M), MS 6631 (S)		
	CHAUSSON: Poeme Op. 25; New York Philharmonic (Bernstein): ML 6017 (M), MS 6617 (S)		
	SIR JOHN GIELGUD'S PRODUCTION OF "Hamlet": Richard Burton, Hume Cronyn: DL 8020 (M), OS 2620 (S)		
	GROFE: Grand Canyon Suite; New York Philharmonic (Bernstein): ML 6018 (M), MS 6618 (S)		
	HAYDN: Symphony No. 82 in C Major & No. 83 in G Minor; New York Philharmonic (Bernstein): ML 6009 (M), MS 6609 (S)		
	FIREWORKS: The Philadelphia Orch. (Ormandy): ML 6024 (M), MS 6624 (S)		
	MENDELSSOHN: Symphony No. 4 in A Major, Op. 90; The Philadelphia Orch. (Ormandy): ML 6028 (M), MS 6628 (S)		
	MOZART: Sinfonia Concertante in E-Flat Major; Cleveland Orch. (Szell): ML 6025 (M), MS 6625 (S)		
	MUSSORGSKY: Boris Godunov—George London; Bolshoi Theater Production (Melik-Pachaev): M4L 296 (M), M4S 696 (S)		
	RAVEL: Concerto in G Major; The Philadelphia Orch. (Ormandy): ML 6029 (M), MS 6629 (S)		
	STRAUSS: Symphonía Domestica, Op. 53; The Cleveland Orch. (Szell): ML 6027, MS 6627 (S)		
	STRAVINSKY: The Firebird Ballet; Columbia Symphony Orch. (Stravinsky): M3L 305 (M), M3S 705 (S)		
	TCHAIKOVSKY: The Sleeping Beauty Ballet, Op. 66; The Philadelphia Orch. (Ormandy): M3L 306 (M), M3S 706 (S)		
DECCA	HERMIONE GINGOLD—Walton; Facade: DL 10097 (M), DL 710097 (S)		
	MOZART: Sonata in C Major; Marini, Violin; Firkusny, Piano: DL 10094 (M), DL 710094 (S)		
	THE PLAY OF HEROD—New York Pro Musica: DXA 187 (M), DXSA 7187 (S)		
	ORIGINAL PIANO QUARTET—A "Pop" Concert: DL 10098 (M), DL 710098 (S)		
DEUTSCHE GRAMMOPHON	STRAUSSE: Arabella; Various Artists: 138 88385 (S)		
DOT	TOMMY JACKSON—Square Dances: DLP 3580 (M), DLP 25580 (S)		
THE LENNON SISTERS—No. 1 Hits of the 1960's: DLP 3589 (M); DLP 25589 (S)			
THE MILLS BROTHERS—Say Si Si: DLP 3592 (M), DLP 25592 (S)			
FIESTA	ISTVAN BLAGOH & HIS GYPSY ORCH.—Hungarian Folk Songs & Csardases: FLP 1397 (M), FLP 1397 (S)		
	JIMMY MAKULIS Sings VON LIEBE UND MADCHEN: FLP 1401 (M)		
	BOLESALW NOVAK & HIS ORCH.—Polskie Polki, Oberki, Mazurki i Marsze: FLP 1398 (M)		
	VARIOUS ARTISTS—Schlagerallye: FLP 1400 (M)		
FOLK ART	REV. ANTHONY CAMPBELL—God Made the Blues, Vol. 1: FLP 5002 (M)		
HANF	PANCHITO & HIS ORCH.—Let's Dance: HFPL 601 (M)		
HARMONY	THE CHUCK WAGON GANG'S BEST—HL 7318 (M)		
	JIM DUKAS & KAY LANDE—The I Don't Want to Go to Bed Record: HL 9549 (M)		
	SAMMY KAYE FOR DANCING: HL 7321 (M)		
	BILL PHILLIP'S BEST—HL 7309 (M)		
	PAUL AND MARY RITTS—Let's Have a Puppet Show: HL 9547		
	CARL SMITH'S BEST—HL 7310		
	LARRY THOR—Gallop on My Dinosaur: HL 9548		
HI FI	TROY WALKER—Live: L 1021 (M)		
KAPP	MONTY SUNSHINE & HIS BAND—KL 1303 (M), K5 3303 (S)		
MARY	MARY LOY WILLIAMS—FS 2843 (S)		
RCA	DUKE ELLINGTON & HIS ORCHESTRA—Daybreak Express: LPV 506 (M)		
	The Exciting Voice of SERGIO FRANCHI: LPM 2943, LSP 2943		
	JOHN GARY—So Tenderly: LPM 2922, LSP 2922		
	AL HIRT—Sugar Lips: LPM 2965, LSP 2965		
	LEADBELLY—The Midnight Special: LPV 505 (M)		
	KETTY LESTER—The Soul of Me: LPM 2945, LSP 2945		
	Leave it to THE LIMELIGHTERS: LPM 2906, LSP 2906		
	KATE SMITH—The Sweetest Sounds: LPM 2921, LSP 2921		
	HANK SNOW—Songs of Tragedy: LPM 2901, LSP 2901		
	VARIOUS ARTISTS—The King and I; Lincoln Center Series: LOC 1092, LSO 1092		
	VARIOUS ARTISTS—Pop Country Hits: LPM 2949, LSP 2949		
	Never Underestimate the Power of THE WOMENFOLK: LPM 2919, LSP 2919		
RCA CAMDEN	MALCOLM DODDS—Try a Little Tenderness: CAL 831, CAS 831		
	LIVING STRINGS—Melody of Love: CAL 830, CAS 830		
	JOHNNIE AND JACK—Sincerely: CAL 822 (e), CAS 822 (e)		
	The Original Recordings by GLENN MILLER & HIS ORCHESTRA: CAL 829 (e), CAS 829 (e)		
	VARIOUS ARTISTS—The Best of Quartets: All Night Sing, Vol. 2: CAL 832 (e), CAS 832 (e)		
RCA RED SEAL	BEETHOVEN: Piano Concerto No. 5 in E flat, Op. 73, "Emperor"; Artur Schnabel, piano; Boston Symphony (Leinsdorf): LM 2733, LSC 2733		
	BIZET: Carmen; Leontyne Price, Franco Corelli, Robert Merrill, Mirella Freni; Vienna State Opera Chorus, Vienna Philharmonic (Karajan): DL 6164, LDS 6164		
	BRAHMS: Symphony No. 1; Boston Symphony (Munch): VIC 1062, VICS 1062		
	CHOPIN: Waltzes; Artur Schnabel, piano: LM 2726, LSC 2726		
	MAHLER: Symphony No. 5; Roger Voisin, trumpet; Boston Symphony (Leinsdorf)/BERG: Wozzeck (Excerpts); Phyllis Curtin, soprano, Boston Symphony (Leinsdorf): LM 7031, LSC 7031		
	VARIOUS COMPOSERS: For the Young in Heart, Vol. 1, Music to Have Fun By; National Symphony (Mitchell): LM 2704, LSC 2704		
	VARIOUS COMPOSERS: For the Young in Heart. . . Music That Paints a Picture; National Symphony (Mitchell): LM 2713, LSC 2713		
	VARIOUS COMPOSERS: For the Young in Heart. . . Music to Tell a Story By; National Symphony (Mitchell): LM 2766, LSC 2766		
	VERDI: Songs/ITALIAN FOLK SONGS—Licia Albanese, soprano, RCA Italiana Orchestra (Leibowitz): LM 2753, LSC 2753		
	WALTON: Cello Concerto/BLOCH—Schelomo; Gregor Piatagorsky, Boston Symphony (Munch): LSC 2109 (S)		
RCA VICTROLA	GRIEG: Piano Concerto and Music from Peer Gynt; Kjell Baekkelund, piano, Oslo Philharmonic (Gruner-Gegge): VIC 1067, VICS 1067		
	PUCCINI: Madame Butterfly; Anna Moffo, Cesare Valletti, Rosalind Elias, Fernando Corena, Renato Cesari, Rome Opera House Orchestra and Chorus (Leinsdorf): VIC 6100, VICS 6100		
	VARIOUS COMPOSERS: Festival of Russian Music; Chicago Symphony (Reiner): VIC 1068, VICS 1068		
RIC	ALEX ZANETIS—Alex Zanetis Writes and Sings the Story of the Oil Fields: 1001 (M), 1001 (ST)		
	PAT O'BRIEN—Pat O'Brien: 1003 (M)		
	VARIOUS ARTISTS—Peter & Penelope Poof Have Party: 1004 (M), 1004 (ST)		
	LINDA MASON—How Many Seas Must a White Dove Sail/ Linda Mason Sings Bob Dylan: 1005 (M), 1005 (ST)		
	THE CATALINAS—Fun: 1006 (M), 1006 (ST)		
	THE FOUR AMIGOS—The Four Amigos Live at the Hungry "I": 1007 (M), 1007 (ST)		
	ROOSEVELT GRIER—Soul City: 1008 (M), 1008 (ST)		
	BILLIE HOLIDAY—A Rare "Live" Recording of Billie Holiday: 2001 (M)		
	VARIOUS ARTISTS—Rodgers and Hart Revisited: 3001 (M), 3001 (ST)		

FOR THE RECORD . . .

a presentation
of facts
about the four
music-record weeklies,
based on 1963
performance.

Advertising Pages

The following display advertising comparisons give all the advantages to the other three music-record weeklies. Billboard's figures come from actual billing records, whereas those of other publications were based on actual measurements which do not take into consideration advertisements published as adjustments for errors, or unpaid for other reasons. The figures apply to display advertising only. No classified advertising space, paid or unpaid, is included.

But let's not stop there. There are others—and still more important—measurements of the value of a publication to advertisers.

Publication	1963 Display Advertising Pages
Billboard	1923
Cash Box	1810
Music Reporter	440
Music Vendor	388

Dollars of Advertising:

Where an industry invests the greatest share of its advertising dollars is accepted as the most significant area of comparison of the advertising worth of the publications in any field. Here are the facts about advertising dollars invested in the music-record trade-paper field:

Fact #1	More dollars of advertising were spent in Billboard in 1963 than in all the others combined.
Fact #2	Billboard's margin over paper #2 is more than two-thirds of a million dollars!—some \$721,600 more, to be exact! (Almost double Billboard's margin of \$370,000 more in 1962.)
Fact #3	Advertisers spent more for singles advertising in Billboard!
Fact #4	Advertisers spent more for lp advertising in Billboard!
Fact #5	Talent spent more for advertising in Billboard!
Fact #6	Advertisers spent more for "all other" music-record advertising in Billboard (music publisher, record services and supplies, distributors, one-stops, etc.).

Paid Circulation

Or, how many readers think enough of the publication to pay for it. Here are the facts:

Publication	Circulation Listing in SRDS*, December 1963
Billboard	20,555 Average ABC Total Paid Circulation (12/31/63)
Cash Box	10,271 (sworn 6/30/63) Not audited.
Music Reporter	No listing for this publication in SRDS at all.
Music Vendor	Has not furnished sworn statement with SRDS.

*SRDS is the accepted national authority for statistical data on publications. Its purpose is to serve the needs of advertising buyers in all fields.

SUMMARY: Billboard has more paid circulation (and the only audited paid circulation) than all others combined!

Advertising Effectiveness

Or, is your advertising really producing for you. This is a key area of evaluation and here's a picture of what has been available for advertisers in this area.

Publication	Type of Advertising Effectiveness Research
Billboard	Two full studies: (1) Big-city markets; (2) Grass-roots markets. Two pilot studies on LP advertising effectiveness.
Cash Box	None.
Music Reporter	None.
Music Vendor	None.

Editorial Services

Comparisons are needless here.

Billboard is the acknowledged leader.

Billboard is the acknowledged spokesman for the industry, as (probably) even Billboard's competitors will agree.

Billboard editorial data and research is used, universally and almost exclusively, in and out of the music-record industry.

Billboard is the source of industry statistics—used by government agencies, major consumer publications, newspaper editors and columnists, and virtually all sales and management executives of record manufacturers.

Ask any experienced professional in the industry.

Billboard Leadership

unquestioned in '63, and
growing greater in '64



Yes... that's absolutely correct... I called the shot on JACKIE ROSS' "SELFISH ONE" when I heard the dub at the Chess Studios...



Come on, Hymie... so next week ya' go for three deals on CHUCK BERRY'S "YOU NEVER CAN TELL"... we've been caught before... things like that happen...



And I'm tellin' ya' that BO DIDDLEY'S "JO-ANN" is a hit! Ev'ry distributor here agrees! Just get your promotion man to hustle the record, Morrie.

CHESS producing corp.

2120 S. Michigan Ave., Chicago 16, Ill.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

RAG DOLL . . .

4 Seasons, Philips PHM 200-146 (M); PHS 600-146 (S)

SOMETHING NEW . . .

Beatles, Capitol T 2108 (M); ST 2108 (S)

★ NEW ACTION LP's

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

SHAKESPEARE: HAMLET . . .

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

OUR BIGGEST HITS . . .

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

ROGER WILLIAMS ACADEMY AWARD WINNERS . . .

Kapp KL 1406 (M); KS 3406 (S)

CHUCK JACKSON ON TOUR . . .

Wand 658 (M); (No Stereo)

NINA SIMONE IN CONCERT . . .

Philips PHM 200-135 (M); PHS 600-135 (S)

WOODY ALLEN . . .

Colpix CP 518 (M); SCP 518 (S)

EVERLASTING SONGS FOR EVERLASTING LOVERS . . .

Arthur Prysock, Old Town LP 2007 (M); LP 2007 (S)

WATER SKIING

Duane Eddy, RCA Victor LPM 2918 (M); LSP 2918 (S)

THE TILLOTSON TOUCH . . .

Johnny Tillotson, MGM E 4224 (M); SR 4224 (S)

WNEW Is Called Good on Its Poof of Political Spoof

• *Continued from page 18*

ment about the WNEW ban in an editorial aired Wednesday (29):

"If other stations were to go along with this notion, the broadcasting industry would be reduced to the status of a propaganda arm of the government, and America would lose one of its greatest assets—a sense of humor.

"To be consistent, such a ban would have to include the words of Will Rogers who made a career of lampooning Congress and of the jibes and witticisms of such demon lampooners as Bob Hope, Art Buchwald and so many others, including Abraham Lincoln."

A Divine Rights spokesman said he had received a letter from KXLW, St. Louis, thanking the label for giving the station the opportunity to program the album.

He added that the album is

getting national distribution and that the label is considering releasing a single, "The Presidential Press Conference."

Also banned by WNEW is another album in a similar vein—"Folksongs to Bug Voters By," with the Goldwater Singers.

Spokesmen for other leading New York stations said neither of these records are being played not because of any political satire of any untoward political satire but because of their lack of popularity.

The political satire records are apt to raise a point which is a bit fuzzy. Broadcasters, under the "equal time" concept, are bound to treat all candidates for public office with roughly the same degree of consideration.

Message or Entertainment?

Whether a record lampooning a candidate constitutes a political message or entertainment is the issue. The current contro-

CBS MOVES TO NEW AREA

NEW YORK—The hallowed broadcast studios at 485 Madison Ave. and 49 E. 52 St. fell silent last week as the CBS Radio Network began operations at its new automated broadcast center of New York City's West Side (524 W. 57 St.).

The first radio program to emanate from the new broadcast center, which will eventually house CBS-TV Network production as well, was the 8 a.m. news with Steve Rowan on Sunday, July 26.

versy may bring this issue into sharper focus.

The last big seller in this field, Vaughn Meader's "The First Family," was programmed by many stations on the basis of its entertainment value and banned by others who questioned its taste.

But neither political party raised the issue of equal time, nor was their any serious talk of banning the record.

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

THE HOUSE OF THE RISING SUN

Animals, MGM 13264

★ REGIONAL BREAKOUTS

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

OUT OF SIGHT . . .

James Brown, Smash 1919 (Try Me, BMI) (New York, St. Louis)

THE LONG SHIPS . . .

Charles Albertine, Colpix 726 (Screen Gems-Columbia, BMI) (Detroit)

NEVER PICK A PRETTY BOY . . .

Dee Dee Sharp, Cameo 329 (Wyncote, ASCAP) (Philadelphia)

LAST KISS . . .

J. Frank Wilson & the Cavaliers, Josie 923 (Boblo, BMI) (Boston)

THE JAMES BOND THEME . . .

Billy Strange, Crescendo 320 (Unart, BMI) (San Francisco)

BREAD AND BUTTER . . .

Newbeats, Hickory 1269 (Acuff-Rose, BMI) (Detroit)

ONLY YOU . . .

Wayne Newton, Capital 6203 (Wildwood, BMI) (Atlanta)

MORE, MORE, MORE LOVE, LOVE, LOVE . . .

Johnny Thunder, Diamond 169 (Keetch, Caesar & Dino, BMI) (Baltimore)

I GUESS I'M CRAZY . . .

Jim Reeves, RCA Victor 8383 (Mallory, BMI) (Atlanta)

DANCE, FRANNY, DANCE . . .

Floyd Dakil Combo, Guyden 2111 (Abrak, BMI) (San Francisco)

HERE I GO AGAIN . . .

Hollies, Imperial 66044 (Rumbalero, BMI) (Cleveland)

BETTER WATCH OUT BOY . . .

Accents, Challenge 59254 (Bounds, BMI) (Seattle)

PART OF ME . . .

Johnny Adams, Watch 6333 (Shirleys Rated, BMI) (New Orleans)

YOU'LL NEVER GET TO HEAVEN (If You Break My Heart) . . .

Dianne Warwick, Scepter 1282 (Jac-Blue Seas, ASCAP) (Atlanta)

PEPPERMINT MAN . . .

Trashmen, Garrett 4010 (Bloor-Hoffman, BMI) (Minneapolis-St. Paul)

FUNNY . . .

Joe Hinton, Back Beat 541 (Just & Geneva, BMI) (Miami)

AUSTRALIA

(Courtesy Music Maker, Sydney)

*Denotes local origin

This Last Week	Week	Title	Artist
1	1	A HARD DAY'S NIGHT	Beatles (Parlophone)—Leeds
2	2	YOU'RE MY WORLD	Cilla Black (Parlophone)—Leeds
3	3	LONG TALL SALLY	Beatles (Parlophone)—Boosey & Hawkes
4	7	SOMEONE SOMEONE	Brian Poole & the Tremeloes (Decca)
5	6	THE RISE AND FALL OF FLINGLE BUNT	Shadows (Columbia)—Belinda
6	4	TELL IT ON THE MOUNTAIN	Peter, Paul & Mary (Warner Bros.—Allans)
7	8	CAN'T BUY ME LOVE	Beatles (Parlophone)—Leeds
8	5	HELLO DOLLY	Louis Armstrong (Kapp)—Chappells
9	12	CONSTANTLY	Cliff Richard (Columbia)—D. Davis
10	—	THE SPARTANS	Sounds, Inc. (Decca)
11	—	WALK DON'T RUN '64	Ventures (Liberty)—Chappells
12	—	ONLY YOU	Wayne Newton (Capitol)—Chappells
13	9	OH ROCK MY SOUL	Peter, Paul & Mary (Warner Bros.—Allans)
14	10	POISON IVY	Billy Thorpe & Azetec (Linda Lee)—Aberbach
15	13	BOYS	Beatles (Parlophone)—Castle

BRITAIN

(Courtesy New Musical Express, London)

*Denotes local origin

This Last Week	Week	Title	Artist
1	1	A HARD DAY'S NIGHT	Beatles (Parlophone)—Northern Songs, Ltd.
2	2	IT'S ALL OVER NOW	Rolling Stones (Decca)—Kags Music
3	5	I JUST DON'T KNOW WHAT TO DO WITH MYSELF	Dusty Springfield (Philips)—December Music
4	3	HOUSE OF THE RISING SUN	Animals (Columbia)—Keith Prowse Music
5	11	CALL UP THE GROUPS	Barron Knights (Columbia)—Metric/Feldman/Northern Songs/Ardmore & Beechwood/Keith Prowse/Sherwin
6	4	HOLD ME	P. J. Proby (Decca)—Campbell Connelly
7	26	DO WAH DIDDY DIDDY	Manfred Mann (HMV)—West One Music
8	6	I WON'T FORGET YOU	Jim Reeves (RCA)—Burlington Music
9	7	ON THE BEACH	Cliff Richard (Columbia)—Elstree/Shadows
10	13	TOBACCO ROAD	Nashville Teens (Decca)—Southern Music
11	16	SOMEDAY WE'RE GONNA LOVE AGAIN	Searchers (Pye)—Toby Music
12	10	KISSIN' COUSINS	Elvis Presley (RCA)—December Music
13	8	YOU'RE NO GOOD	Swinging Blue Jeans (HMV)—E. H. Morris
14	9	SOMEONE	Brian Poole and the Tremeloes (Decca)—Burlington Music
15	12	IT'S OVER	Roy Orbison (London) Acuff-Rose
16	15	LONG TALL SALLY (EP)	Beatles (Parlophone)—Southern/Northern Songs/Essex/Aberbach
17	19	WISHIN' AND HOPIN'	Merseybeats (Fontana)—Belinda/London
18	14	HELLO DOLLY	Louis Armstrong (London)—Chappell
19	28	I GET AROUND	Beach Boys (Capitol)—Sea of Tunes
20	—	IT'S ONLY MAKE BELIEVE	Billy Fury (Decca) Francis, Day & Hunter
21	27	RAMONA	Bachelors (Decca) Francis, Day & Hunter
22	19	SWEET WILLIAM	Millie (Fontana)—Keith Prowse Music
23	22	MY GUY	Mary Wells (Stateside)—Belinda Music
24	30	A HARD DAY'S NIGHT (LP)	Beatles (Parlophone)—Northern Songs, Ltd.

25	—	LA BAMBA	Crickets (Liberty)—Zyco Music
26	18	HELLO DOLLY	Frankie Vaughan (Philips)—Chappell
27	24	LIKE DREAMERS DO	Applejacks (Decca)—Northern Songs, Ltd.
28	29	CHAPEL OF LOVE	Dixie Cups (Pye Int.)—December Music
29	21	NOBODY I KNOW	Peter and Gordon (Columbia)—Northern Songs, Ltd.
30	—	YOU'RE MY WORLD	Cilla Black (Parlophone)—Aberbach

EIRE

(Courtesy Evening Press, Dublin)

This Last Week	Week	Title	Artist
1	3	SOMEONE, SOMEONE	Brian Poole and the Tremeloes (Decca)—Meric
2	2	LIVERPOOL LOU	Dominic Behan (Piccadilly)—Active
3	—	A HARD DAY'S NIGHT	Beatles (Parlophone)—Northern Songs, Ltd.
4	4	I WONT FORGET YOU	Jim Reeves (RCA Victor)—Burlington
5	1	BLESS YOU	Royal Showband (HMV)—Noel Gay
6	—	IT'S ALL OVER NOW	Rolling Stones (Decca)—Kags
7	9	KISSIN' COUSINS	Elvis Presley (RCA Victor)—December
8	6	HELLO DOLLY	Louis Armstrong (London)—E. H. Morris
9	5	RAMONA	Bachelors (Decca)—Francis, Day & Hunter
10	7	IT'S OVER	Roy Orbison (London)—Acuff-Rose

FINLAND

(Courtesy Itta-Sanomati, Helsinki)

Two Weeks Ago	This Week	Title	Artist
1	2	PUHELINLANGST LAULAA	Katri Helena (Parlophone)
2	1	ALL MY LOVING	The Beatles (Parlophone)
3	3	CAN'T BUY ME LOVE	The Beatles (Parlophone)
4	4	FARMER JOHN	Antti Einio (Scandia)
5	8	NON HO L'ETA	Anneli Sari (Philips)
6	7	TAHDET MEREN YLLA	Reijo Taipale (Scandia)
7	10	VAARALLISET HUULET	Reijo Taipale (Scandia)
8	—	LONG TALL SALLY	The Beatles (Parlophone)
9	9	TANGO ANJALLE	Eino Gron (Scandia)
10	5	NON HO L'ETA	Gigliola Cinquetti (Triola)

FRENCH (WALLOON) BELGIUM

(Courtesy Juke Box Magazine)

*Denotes local origin

Two Weeks Ago	This Week	Title	Artist
1	1	UNA LACRIMA SUL VISO	Bobby Solo (CBS)—Bens
2	2	QUAND LES ROSES	Adamo (Pathe)—Ardmore & Beechwood
3	5	MA VIE	Alain Barriere (RCA)
4	4	RIEN QUE TOI/A TOI DE CHOISIR	Richard Anthony (Columbia)
5	3	SI JAMAIS	Adamo (Pathe)—Ardmore & Beechwood
6	6	LES MAUVAIS GARCONS	Johnny Hallyday (Philips)
7	7	ZORRO EST ARRIVE	Henri Salvador (Salvador)—Belindamusic
8	8	ALLO MAI 3837	Frank Alamo (Barclay)
9	9	ENFANTS DE TOUS PAYS	Enrico Macias (Pathe)—Pathe-Marconi
10	10	DES QUE LE PRINTEMPS REVIENT	Hugues Aufray (Barclay)

Alternates with Flemish Belgium chart

HOLLAND

(Courtesy Platennleuws)

This Last Week	Week	Title	Artist
1	1	CONSTANTLY	Cliff Richard (Columbia)—World Music
2	2	ALL MY LOVING	Beatles (Parlophone)—Basart
3	3	DE WINTER WAS LANG	Willeke Alberti (Philips)—Basart
4	5	QUAND LES ROSES	Adamo (His Master's Voice)—Anagon Music

5	4	VOUS PERMETTEZ MONSIEUR	Adamo (Pathe)—Anagon Music
6	6	LONG TALL SALLY	Beatles (Parlophone)
7	7	HELLO DOLLY	Louis Armstrong (Kapp)—Chappell
8	8	I LOVE YOU BABY	Freddie & the Dreamers (Columbia)
9	9	LA MAMMA	Corry Brokken (Philips)—Editions Altona
10	10	CAN'T BUY ME LOVE	Beatles (Parlophone)—Basart

HONG KONG

(Courtesy Evening Press, London)

This Last Week	Week	Title	Artist
1	2	A HARD DAY'S NIGHT	The Beatles (Parlophone)—Northern Sounds, Inc.
2	1	NON HO L'ETA	Gigliola Cinquetti (Diamond)
3	4	LONG TALL SALLY	The Beatles (Parlophone)—Northern Sounds, Inc.
4	3	HELLO DOLLY	Louis Armstrong (Kapp)—E. H. Morris
5	5	LITTLE PEANUT SHELL	The Fabulous Echoes (Diamond)—Jim Skip Music
6	10	ON THE BEACH	Cliff Richard and the Shadows (Columbia)—Elstree Music and Shadows Music, Ltd.
7	7	LOVE ME WITH ALL YOUR HEART	Ray Charles Singers (Command)—Peer Int'l
8	—	FUGITIVE	The Ventures (Liberty)—Little Darlin' Music
9	9	KISSIN' COUSINS	Elvis Presley (RCA Victor)—Gladys Music, Inc.
10	—	LAZY ELSIE MOLLY	Chubby Checker (Parkway)—Evanston Pub. and Picturetone Music Pub.

ITALY

(Courtesy Musica e Dischi, Milan)

*Denotes local origin

This Last Week	Week	Title	Artist
1	2	IN GINOCCHIO DA TE	Gianni Morandi (RCA)
2	1	IL PROBLEMA PIU' IMPORTANTE	Adriano Celentano (Clan)
3	3	AMORE SCUSAMI	John Foster (Style)
4	4	CIN CIN	Richard Anthony (Columbia)
5	5	SEI DIVENTATA NERA	Marcellos Ferial (Durium)
6	14	QUELLI CHE HANNO UN CUORE	Petula Clark (Vogue)
7	7	E' L'UOMO PER ME	Mina (Ri Fi)
8	6	CON TE SULLA SPIAGGIA	Nico Fidenco (RCA)
9	—	TI RINGRAZIO PERCHE'	Michele (RCA)
10	11	UN BUCO NELLA SABBIA	Mina (Ri Fi)
11	9	CREDI A ME	Bobby Solo (Ricordi)
12	—	LA VOGLIA DELL'ESTATE	Paolo Mosca (Lord)
13	—	SOLO DUE RIGHE	Peppino Di Capri (Carisch)
14	15	CHI VEDE TE	Gene Pitney (UA)
15	12	LA NOTTE E' FATTA PER AMARE	Neil Sedaka (RCA)

JAPAN

(Courtesy Utamatic, Tokyo)

*Denotes local origin

This Last Week	Week	Title	Artist
1	1	TOKYO BLUES	Nishida Sachiko (Polydor)—JASRAC
2	2	MOVIN'	The Astronauts (Victor)—Folster
3	3	ORE WA OMAE NI YOWAINDA	Ishihara Yujiro (Teichiku)—JASRAC
4	4	KIMIDARE O	Saigo Teruhiko (Crown)—JASRAC
5	5	SASURAI	Katsumi Shigeru (Toshiba)—JASRAC
6	6	SAVE THE LAST DANCE FOR ME	Koshiji Fubuki (Toshiba)—Aberbach
7	9	KISS ME QUICK	Elvis Presley (Victor)—Aberbach
8	7	VIVA LAS VEGAS	Elvis Presley (Victor)—Aberbach
9	—	SURFIN' U.S.A.	Beach Boys (Capitol); The Astronauts (Victor)—Taiyo
10	10	NANGOKU NO YORU	Bucky Shirakata (Teichiku); Ohashi Setsuo (Columbia)—JASRAC

MEXICO

(Courtesy Audiomusica)

*Denotes local origin

This Last Week	Week	Title	Artist
1	1	TIJUANA	Persuaders (Gamma)—Grever
2	6	ANGELITO	Seven Days (Peerless)—Grever
3	2	AVE DE PASO	Sonia Lopez (CBS)—Brambila
4	3	PERDONAME MI VIDA	Alberto Vazquez (Musart)—Pham
5	9	LA CORRIENTE	Javier Solis (CBS)—Musi-Mex
6	7	I WANT TO HOLD YOUR HAND	Beatles (Musart)—Pending
7	4	MUEVANSE TODOS	Vianey Valdez (Peerless)—Grever
8	—	INVIERNO TRISTE	Blue Winter)—Connie Francis (MGM)—Grever
9	8	HERMOSISIMO LUCERO	Alegres de Teran (CBS)—Emmi
10	5	PIENSALO	Sonora Santanera (CBS)—Emmi

PHILIPPINES

(Courtesy Radio Singapore)

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

SINGAPORE

(Courtesy Radio Singapore)

This Week	Title	Artist
1	MY BOY LOLLIPOP	Millie Small (Fontana)
2	ONLY FRIENDS	Francoise Hardy (Vogue)
3	LET'S DANCE	The Routers (Warner Bros.)
4	MY GUY	Mary Wells (Stateside)
5	A WORLD WITHOUT LOVE	Bobby Rydell (Diamond)
6	THE IRISH WASHERWOMAN	Jumping Jewels (Philips)
7	YOU'RE THE ONE	Kathy Kirby (Decca)
8	I'M WATCHING MY WATCH	Johnny Tillotson (MGM)
9	BEANS IN MY EARS	The Serendipity Singers (Philips)

SOUTH AFRICA

(Courtesy Audiomusica)

This Last Week	Week	Title	Artist
1	2	YOU'RE MY WORLD	Ray Walter (RCA)
2	1	MY BOY LOLLIPOP	Millie (Fontana)
3	4	CAN'T YOU SEE THAT SHE'S MINE	The Dave Clark Five (Columbia)
4	6	HELLO DOLLY	Louis Armstrong (London)
5	3	ONCE UPON A TIME	John Gary (RCA)
6	5	JULIET	The Four Pennies (Philips)
7	—	C'MON EVERYBODY	Elvis Presley (RCA)

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NAOL Seeks to Clarify Certain AFM Loopholes

NASHVILLE—Nashville area music industry leaders in attendance at the second local meeting of the National Association of Orchestra Leaders at the Andrew Jackson Hotel here Tuesday night (28) heard national board member Hank Thompson, western band leader, stress the need for both a union and an organization such as the NAOL. Thompson emphasized that NAOL was formed to fill the need of a management organization and said it is the hope of the NAOL to alleviate the monopoly it contends the American Federation of Musicians

now has by having both musician-employees and musician-employers as members.

Thompson further suggested that many of the local unions and members are confused by the inconsistencies concerning the legality of some of the union regulations. It was pointed out that the NAOL has clarified, and is seeking to further clarify, through court action when necessary, any union regulation that is questionable as to legality.

A case is currently pending against the AFM in New York courts, in which the NAOL seeks the return of traveling taxes paid by NAOL members over the last six years. Among some 60 charges is one of violation by the AFM of the Sherman antitrust laws for allegedly representing both labor and management and thus monopolizing the industry. The case is scheduled for hearing Oct. 5 and other suits are reportedly being prepared against various AFM locals throughout the country.

Other principal speakers at last week's meeting here were Charles Peterson, New York, national treasurer of the NAOL, and Jack Staulcup, NAOL board member and president of the Paducah, Ky., AFM, Local 200. Formation of a Nashville chapter of the NAOL is being planned for the near future.

CMA to Host Toronto Execs At Spec'l Show

TORONTO — CMA board members will hold their third quarterly board of directors meeting in Toronto, Canada, Aug. 6-7, at the Inn on the Park. Scheduled for discussion are the CMA building fund, nominations for next year's directors, plans for promoting National Country Music Month, the CMA banquet and dance, and the CMA premium album.

In conjunction with the meeting, a program will be presented to the Canadian Radio & Executives Club at the Park Plaza Hotel Thursday (6). Speaker for the event will be Connie B. Gay. Featured guests on the show will

(Continued on page 41)



DEL REEVES, a recent Columbia Records signee, has his first release on the label entitled "Talking to the Night Lights." Del is currently appearing in Japan and other Oriental countries. Reeves also recently signed an exclusive management contract with Hubert Long Talent, Inc.

(Advertisement)

Ritter, 'Opry' Stars Plug For Clement

MEMPHIS—Tex Ritter, veteran c&w recording artist and currently president of the Country Music Association, flew into Memphis last week to give Frank G. Clement a hand in his race for the Democratic nomination for the U. S. Senate. Ritter will play guitar at two Clement rallies.

An entourage of "Grand Ole Opry" stars from Nashville also arrived by plane to give Clement's campaign a lift as he bids for votes in the State's largest city.

Clement is opposed in the Democratic primary Aug. 6 by U. S. Rep. Ross Bass of Pulaski and M. M. Bullard, Newport millionaire industrialist.

"Grand Ole Opry" stars and other country and western artists have helped Clement electioneering in the past.

Clement was first elected governor in 1952 for a two-year term. A Constitutional Convention in 1953 extended the term to four years. Clement was re-elected and served from 1954 to 1958.

Under the law, a governor cannot succeed himself. Clement practiced law four years, then in 1962 was elected to his third term as governor.

He used effectively c&w stars in his latter two campaigns, particularly in 1962. The whole "Grand Ole Opry" roster was out helping him in 1962.



SHOWN AS THEY CHECK the chart listings in a recent edition of their favorite trade publications are Vic Willis, manager of Starday Music Publishing, Nashville, and a member of Starday's Willis Brothers group, and Capitol's Jean Shepard.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY
FOR WEEK ENDING 8/8/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	DANG ME Roger Miller, Smash 1881	10
2	2	MY HEART SKIPS A BEAT Buck Owens, Capitol 5136	20
3	3	THE COWBOY IN THE CONTINENTAL SUIT Marty Robbins, Columbia 43049	8
4	4	MEMORY #1 Webb Pierce, Decca 31617	11
5	5	I DON'T LOVE YOU ANYMORE Charlie Louvin, Capitol 5173	8
6	9	I GUESS I'M CRAZY Jim Reeves, RCA Victor 8393	5
7	8	I LOVE TO DANCE WITH ANNIE Ernest Ashworth, Hickory 1265	8
8	7	TOGETHER AGAIN Buck Owens, Capitol 5136	19
9	6	BURNING MEMORIES Ray Price, Columbia 42971	22
10	10	PASSWORD Kitty Wells, Decca 31622	11
11	13	WHERE DOES A LITTLE TEAR COME FROM George Jones, United Artists 724	8
12	11	WINE, WOMAN AND SONG Loretta Lynn, Decca 31608	15
13	16	SECOND FIDDLE (To an Old Guitar) Jean Shepard, Capitol 5169	11
14	12	CIRCUMSTANCES Billy Walker, Columbia 43010	16
15	14	THEN I'LL STOP LOVING YOU Browns, RCA Victor 8348	13
16	17	I'M HANGING UP THE PHONE Carl Butler & Pearl, Columbia 43030	10
17	26	ME Bill Anderson, Decca 31630	3
18	18	LOOKING FOR MORE IN '64 Jim Nesbitt, Chart 1065	21
19	32	BAD NEWS Johnny Cash, Columbia 43058	3
20	15	THE BALLAD OF IRA HAYES Johnny Cash, Columbia 43058	5
21	22	INVISIBLE TEARS Red Miller, Fabor 128	16
22	20	PICK OF THE WEEK Roy Drusky, Mercury 72265	14
23	29	ONE IF FOR HIM, TWO IF FOR ME David Houston, Epic 9690	5
24	19	SORROW ON THE ROCKS Porter Wagoner, RCA Victor 8338	16
25	21	TAKE MY RING OFF YOUR FINGER Carl Smith, Columbia 43033	8
26	23	I STEPPED OVER THE LINE Hank Snow, RCA Victor 8334	6
27	24	BE QUIET MIND Dill Stephens, Reprise 0272	9
28	28	SLIPPING AROUND Marion Worth & George Morgan, Columbia 43020	14
29	25	PUT YOUR ARMS AROUND HER Norma Jean, RCA Victor 8328	8
30	46	RHINESTONES Faron Young, Mercury 72271	2
31	27	SUGAR LUMP Sonny James, Capitol 5197	4
32	35	BE BETTER TO YOUR BABY Ernest Tubbs, Decca 31614	8
33	31	SOMETHING I DREAMED George Jones, United Artists 724	7
34	34	SWEET ADORABLE YOU Eddy Arnold, RCA Victor 8363	4
35	36	BLUE GUITAR Sheb Wooley, MGM 13241	4
36	30	KEEPING UP WITH THE JONESES Margie Singleton & Faron Young, Mercury 72237	22
37	39	CHIT AKINS, MAKE ME A STAR Don Bowman, RCA Victor 8384	3
38	40	MEET ME TONIGHT OUTSIDE OF TOWN Jim Howard, Del-Mar 1013	4
39	33	GONNA GET ALONG WITHOUT YOU NOW Skeeter Davis, RCA Victor 8347	13
40	42	MR. AND MRS. USED TO BE Ernest Tubbs & Loretta Lynn, Decca 31643	3
41	37	I'M A WALKIN' ADVERTISEMENT (For the Blues) Norma Jean, RCA Victor 8328	9
42	43	GUESS WHAT, THAT'S RIGHT, SHE'S GONE Hank Williams Jr., MOM 13253	3
43	38	WALKIN', TALKIN', CRYIN', BARELY BEATIN' BROKEN HEART Johnny Wright & the Tennessee Mountain Boys, Decca 31593	15
44	—	ASK MARIE Sonny James, Capitol 5197	1
45	49	BLUE SMOKE Warren Smith, Liberty 55699	2
46	47	BLUE BIRD LET ME TAG ALONG Rose Maddox, Capitol 5186	2
47	—	TALKING TO THE NIGHT LIGHTS Del Reeves, Columbia 43044	1
48	41	LOVE IS NO EXCUSE Jim Reeves & Dottie West, RCA Victor 8324	20
49	44	FROSTY WINDOW PANE Joe Penny, Sims 173	4
50	—	THE NESTER Lefty Frizzell, Columbia 43051	1

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in
"APARTMENT
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CHECK
FAYE HARDIN
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Billboard SPECIAL SURVEY
FOR WEEK ENDING 8/8/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	MOONLIGHT AND ROSES Jim Reeves, RCA Victor LPM 2854 (M); LSP 2854 (S)	10
2	4	MORE HANK SNOW SOUVENIRS RCA Victor LPM 2812 (M); LSP 2812 (S)	16
3	3	I WALK THE LINE Johnny Cash, Columbia CL 2190 (M); CS 8990 (S)	5
4	2	GUITAR COUNTRY Chet Atkins, RCA Victor LPM 2783 (M); LSP 2783 (S)	27
5	5	BEST OF BUCK OWENS Capitol T 2105 (M); ST 2105 (S)	5
6	6	ON THE BANDSTAND Buck Owens, Capitol T 1879 (M); ST 1879 (S)	31
7	8	LORETTA LYNN SINGS Decca DL 4457 (M); DL 74457 (S)	30
8	7	BILL ANDERSON SINGS Decca DL 4499 (M); DL 74499 (S)	17
9	9	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053 (M); CS 8853 (S)	31
10	17	PORTER WAGONER—IN PERSON RCA Victor LPM 2840 (M); LSP 2840 (S)	8
11	—	THE BEST OF JIM REEVES RCA Victor LPM 2890 (M); LSP 2890 (S)	1
12	18	THERE STANDS THE GLASS Carl Smith, Columbia CL 2173 (M); CS 8973 (S)	6
13	14	FOLK SONG BOOK Eddy Arnold, RCA Victor LPM 2811 (M); LSP 2811 (S)	22
14	16	STORY SONGS FOR COUNTRY FOLKS Faron Young, Mercury MG 20896 (M); SR 60896 (S)	26
15	—	ROGER AND OUT Roger Miller, Smash MGS 27049 (M); SR5 67049 (S)	1
16	10	FLATT & SCRUGGS RECORDED LIVE AT VANDERBILT UNIVERSITY Lester Flatt & Earl Scruggs, Columbia CL 2134 (M); CS 8934 (S)	19
17	15	OUR MAN IN TROUBLE Don Bowman, RCA Victor LPM 2831 (M); LSP 2831 (S)	8
18	11	BLUE AND LONESOME George Jones, Mercury MG 20906 (M); SR 60906 (S)	6
19	—	THANKS A LOT Ernest Tubbs, Decca DL 4514 (M); DL 74514 (S)	1
20	—	GOLDEN COUNTRY HITS Hank Thompson, Capitol T 2089 (M); ST 2089 (S)	1

COUNTRY MUSIC CORNER

By **BILL SACHS**

First-place honors in the 14th Annual Eastern States Fiddlers' Contet, held recently at Watermelon Park, Berryville, Va., went to **Jimmy Delozier**, fiddler with the **Benny and Vallie Cain** band of Arlington, Va. Second place went to **Buck Ryan**, of the **Jimmy Dean** TV show, and third-place winner was **Bill Belford**, fiddler with the **Bob Goff** band of Arlington, Va. Watermelon Park is located on the banks of the Shenandoah River and attracts some 5,000 people each Sunday with its country music programs. . . . **Stringbean**, "Grand Ole Opry" comic, displays his talents at Humboldt, Ia., August 5; Cherokee, Ia., 6; Tekonha, Ia., 8; Elktown, Va., 15; Omaha, Neb., 27-28, and Stockville, Neb., 29.

Following an extended vacation with his wife **Mary**, **Jim Reeves** leaves Madison, Tenn., this week for one of his longest tours of the year. Reeves and his combo, the **Blue Boys**, will spend August and September touring Texas, New Mexico, Arizona, Colorado, British Columbia, Maryland and Pennsylvania. RCA Victor last week released a new LP, "The Best of Jim Reeves," comprising 12 of Jim's past hits, including "He'll Have to Go," "Four Walls" and "Anna Marie."

Powers Benefit Chalks \$4,534

DICKSON, Tenn. — An all-star cast of Nashville musicians and artists performed a benefit show for **Billy Powers** at the stadium here recently. Proceeds from the show netted \$4,534.65. Billy, who had worked for the Flatt and Scruggs team for several months, was injured in an accident in Dickson April 20. He is paralyzed from his chest down and is undergoing physical therapy treatments in Vanderbilt Hospital, Nashville.

The musicians who donated their time and services for the performance, in the order of their appearance, were: **Roy Acuff** and His Smoky Mountain Boys and Girls, **Ralph Emery**, **Charlie Louvin**, **Stringbean**, **Bobby Lord**, **Teddy and Doyle Wilburn**, **Harold Morrison** and **Don Helms**, **Earl Scott**, **Georgie Riddle**, **Wilma Lee** and **Stony Cooper**, **Gwen** and **Jerry Collins**, **Grandpa Jones**, **Sarie** and **Sallie**, and **Flatt and Scruggs**.

The **Moose Lodge** in Dickson was active in helping promote the show, and through the courtesy of the **Dickson Funeral Home** Billy was transported to the Stadium on a stretcher where he was able to watch his friends perform for him.

CMA Showing

• *Continued from page 40*

be Columbia's **Carl Smith** and **Maurice Bolyer**. **Bill Long**, CHCH-TV, Hamilton, Ont., and his band will back the acts. Emcee for the event will be **Bill Bessey** of CBC. The show is being handled by **W. E. (Lucky) Moeller**, CMA secretary and head of **Denny-Moeller Agency**, Nashville, and **Syd Banks**, **Syd Banks Television, Ltd.**, Toronto.

Other activities are being planned by the Canadian committee composed of **Harold Moon**, **BMI-Canada**, and **Bob Pampe**, **Columbia Records** of Canada.

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Miller International has made the big switch to **Cryovac Y-Film** because they've found that strong, crystal clear Y-Film can take the rough and tumble treatment of self-service retailing. And this amazing, tight-fitting film adds extra eye appeal, extra sales punch to all L.P. albums. That's why self-service sales go up, when Y-Film goes on! Why not join the big switch? Find out for yourself that **Cryovac Y-Film** packaging is the sure way to wrap up self-service sales.



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NASHVILLE SCENE

By **ROSELLYN HUNTER**

Joseph G. Glaser, president of **Association Booking Corporation**, New York, is here to discuss a number of projects with **Monument's Fred Foster** and **Boots Randolph**. Foster and his family are planning a two-week trip to the West Coast Aug. 5, where he will be calling on Monument distributors in Los Angeles and San Francisco. . . . **Epic's Jim and Jesse** recently played the **Firemen's Fair** at **De Ruyter, N. Y.**, to a crowd of about 5,000 people. In addition to weekly TV shows in Columbus, Ga.; **Dothan, Ala.**, and **Pensacola** and **Panama City, Fla.**, **Jim and Jesse** do a daily radio show with **Ray Pillow** on **WSM-Radio** here, sponsored by **Martha White Mills**.

Faron Young's Music City News is sponsoring "Country Music Night at the Raceway" Aug. 11. In addition to the regularly scheduled events at the stock car track, many of Music City's members will take part in a special race, with a trophy going to the winner. Entrants include **Faron**, **Roy Drusky**, **Leroy an Dyke**, **Tompall and the Glasers**, **Jim Edward Brown**, **Bobby Lord**, **Hubert Long** and **Charlie Louvin**. . . . **Connie B. Gay** is on an extensive trip which will include the **CMA** meeting in Toronto, the **New York World's Fair** and a visit to each of his radio stations. He

is expected back in Nashville in mid-August.

Sheb Wooley is booked for five days at the **Missouri State Fair**, **Sedalia**, starting Aug. 23. . . . **Faron Young** is scheduled for the **Michigan State Fair**, **Detroit**, Aug. 28-30. . . . **Hickory's Lester Rose** reports the **New Beats' "Bread and Butter"** is bringing in reorders, and that many radio stations are pushing it. . . . **Nugget Records Tee and Bob** have recently moved to **Goodlettsville, Tenn.**, from **High Point, Va.** They formerly starred on **WGHI-TV's** early a.m. show.

Danny DeLacey and manager **John Holverson**, of **Sydney, Australia**, currently touring the U. S., were visitors here last week. **Danny** records on the **DeVille** label, distributed by **Nashville's Southern Record Distributors**. . . . **Monument's Fred Foster** is working on a U. S. tour for **Brian Poole** and the **Tremeloes** to promote their Monument release, "Someone, Someone."

Hank Williams Jr. broke previous attendance records by drawing 6,300 people to the **Fairgrounds Show** in **Arthur, Ill.**, Saturday (25). Following the stand there, **Hank** was a guest at **Connie Francis'** home outside **New York**, where photos were taken for the cover of their **MGM** album scheduled for release in September. . . . Ground-breaking ceremonies were held here Friday (24) for the **RCA Victor** expansion program. The \$700,000 project will be located adjacent to the present **RCA Victor Studio** and will include a studio with the latest equipment and sound innovations.



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Webcor Guitar Premiums Key Firm's Sales Push

CHICAGO—If guitars and tape recorders don't produce the most promotable marriage in the home entertainment field, it won't be because Webcor, Inc., hasn't put all its marketing genius behind the move.

Webcor has started a substantial sales promotion program to bolster what it frankly admits are "sagging sales, from an estimated 30 to 15 per cent of the market, in the past three years."

A key portion of the promotion will be to use guitars as a premium with tape recorder sales.

Cites Two Appeals

Charles Hakimian, newly named marketing director, feels the "guitar premium" idea will have two main appeals.

For one, tape recorders are a natural for a student learning to play the guitar. The student can record his own playing and hear first hand how he sounds.

Second point, the guitar can be plugged into the tape recorder (through microphone connection) with the recorder serving as an electric amplifier for the guitar.

Hakimian feels that the "cur-



CHARLES HAKIMIAN

rent folk craze" plus the "general industry shortage of guitars" will make the instruments an attractive premium.

Point-of-Sale Planned

Webcor is offering considerable point-of-purchase display material, banners, and the like, all stressing the tape recorder-guitar premium idea.

Webcor will also have trade

advertising and consumer co-op advertising programs.

Cost of the guitar will depend on the individual distributor's promotion program, but will in general be under \$20.

The Chicago-based manufacturing firm recently introduced a new line of six tape recorders and reproducers ranging in retail price from \$89.95 to \$500, and is in limited production on several phonograph models.

Develop New Changer

Hakimian noted that a "very substantial new product development program was under way," and that the firm would be introducing a new record changer "sometime in 1965."

Hakimian came to Webcor in March after more than 20 years with Philco. His mandate has been to bring new life into a faltering enterprise.

Since 1960, Webcor division sales have dropped from around \$30,000,000 to less than \$15,000,000. Last year, the corporation lost \$5,000,000.

Hakimian has characterized Webcor's troubles as weak in-

(Continued on page 45)

Ampex Bows 3³/₄ i.p.s. Tape Series at \$8.95

REDWOOD CITY, Calif. — Ampex is introducing the first of a series of pre-recorded stereo tapes at 3³/₄ i.p.s., providing up to two hours of continuous music and priced to retail at \$8.95.

John Latter, Ampex vice-president and general manager, consumer and educational products division, said the tapes sacrifice some of the high-fidelity performance in the faster 7¹/₂ i.p.s. tapes, but are excellent as background or mood music sources.

Nine new tapes, each consisting of two complete albums, are included in the initial release. This will be followed by additional 3³/₄ i.p.s. releases in the next few months.

Latter said that he expected further improvements in tape to make possible the same high-fi-

delity performance at 3³/₄ i.p.s. as was available today on 7¹/₂ i.p.s.

The new releases include Roger Williams' "More Songs of Fabulous 50's," "Soaring 60's," Kapp; "Continental Host," "Passport to Pleasure," Raoul Meynard Orchestra, Warner Bros.; "How the West Was Won," "Mutiny on the Bounty," original track, MGM. Sound Tour: "Spain," "Hawaii," Verve; "The Stripper," "More of the Stripper," David Rose, MGM; "Lollipops Aus Wein," "Bonbons Aus Wein," Boskovsky Ensemble, Vanguard; "Glen Miller Orchestra Silver Jubilee," "Something New," Warner Bros.; Cal Tjader's "Music of Mexico and Brazil," Verve; "Seranata," "Notturmo," Zagreb, Vanguard.

Seek to Repeal 10% Excise Tax on Musical Instruments

WASHINGTON — The musical instrument industry is seeking a repeal of the 10 per cent federal excise tax on its prod-

ucts. In testimony before the House Ways and Means Committee, industry spokesmen said such a tax "impairs and penalizes the education of our children."

Morley P. Thompson, treasurer of the Baldwin Piano and Organ Company, Cincinnati, stressed that 85 per cent of the musical instruments are sold for use by children.

He also explained that this selective excise tax distorts consumer choice by discriminating against music although music is a cultural activity desired and supported by government and society.

Predicts Sales Hike

Thompson predicted a 15 per cent increase in sales from the tax repeal and said that additional federal income taxes from increased corporate profits and new jobs would more than make

(Continued on page 45)

Sylvania Has 15% Sales Hike

NEW YORK—Sylvania Electric Products reported sales of \$428,994,000 for the first half of 1964, a 15 per cent increase over the same period last year.

Net income for the period was \$61,535,000, a 20 per cent hike over the same period last year. The above figures represent sales of Sylvania's home and commercial electronic products.

Beatles Shake Tape Industry

CHICAGO—The Beatles are shaking up the tape industry—as they have everything else.

Pete Fabri, whose Musictapes, Inc., just released its first Beatles tape ("A Hard Day's Night" from the United Artists original soundtrack) said that initial orders are the largest he's seen in close to 10 years in the tape business.

"It's the first time I can ever recall that individual accounts are ordering in quantities of 50 and 100," Fabri said.

"Our hottest previous seller was Ferrante and Teicher's

'Fabulous Fifties' and the biggest individual order there was 25," said Fabri.

He recalled that back when he was with Bel Canto, the firm's biggest seller was "Calcutta" and again orders never went over 25.

"As a rule of thumb, we generally do 2 to 3 per cent of LP sales in tape. If a firm sells 100,000 LP's, we can generally count on selling about 2,000 tapes," Fabri noted.

Can't Predict

"However, with the Beatles selling over 1,000,000 LP's, I don't know what will happen. If

we use the same 2 to 3 per cent figure, we come up with tape sales of 20,000."

Fabri said this would be unprecedented in tape history.

Just what would be a realistic projection for sales on the Beatles' tape? Fabri said he hardly knew what to say but would consider 5,000 a "resounding success."

The Beatles' "A Hard Day's Night" tape was released by Musictapes last week in both stereo and monaural versions—first time the firm ever made such a dual release.

Canadian Trade Winds Blow—Not So Slow

By NICK BIRO

CHICAGO—Five years ago a discussion of Canadian home entertainment equipment here would have been very short. As recently as 1959, the import figure for radios, TV's and phonos from Canada stood at virtually zero. Anyone wanting to take a look at Canadian products had to either go across the border or carry on some fancy correspondence with the Canadian manufacturers.

Today all that seems to be changing, and at a remarkably rapid rate. According to the Canadian Consulate, U. S. import of home entertainment from Canada stands at about \$5,200,000 and a spot survey of Canadian manufacturers places the figure even higher.

Interestingly, a check with dealers around the country shows that Canadian firms have done something of a public relations job as well. A strictly informal survey conducted for Billboard by this reporter during the recent music show here showed that virtually every dealer interviewed had "some idea" of Canadian equipment, and at least half were aware of specific brands, some from a competitive point of view.

Five Firms Involved

This is not too surprising since today no less than

five Canadian firms are doing a rapidly growing volume of home entertainment business in the States. These include Clairtone, Dominion Electrohome, Fleetwood, Marconi and North America Philips.

Perhaps the largest—from the standpoint of U. S. sales—is Electrohome, a sort of junior General Electric from the North, and a close look at the company and how it operates may give an idea to what this country can expect from the Canadian market in the next few years.

Electrohome sells in the U. S. through its subsidiary International Electrohome, Inc., and last year did about \$3,200,000 of its \$25,000,000 total corporate sales here (according to a recent statement by C. A. Pollock, board chairman).

60 Per Cent Hike

While general industry statistics show the home entertainment industry anywhere from 17 to 20 per cent off for the first three months of this year (compared to 1963), Electrohome has already chalked up a 60 per cent hike in U. S. sales over the previous year's volume.

Robert Moore, Electrohome vice-president, says the firm fully expects to maintain the percentage of increase throughout the remainder of the year.

In fact some of Moore's answers regarding his company's competitive position give an idea of just how bullish Electrohome executives feel about the U. S. market.

Asked who he figured his major competitor was in the U. S., Moore answered "Zenith for TV, Magnavox for console phonographs."

Mentions U. S. Leaders

It's significant that Moore mentioned not another Canadian firm but the two companies that are generally conceded to be the industry leaders in their respective categories.

Electrohome manufacturers a broad line of electric equipment, not to mention furniture and home furnishings, but confines its U. S. business to TV sets and phonographs.

Moore feels the firm's biggest area of growth will be in color TV, which now constitutes about 20 per cent of its volume here. Stereo consoles account for 60 per cent, black-and-white TV the remaining 20 per cent.

During 1965 Electrohome expects to start producing its own color-TV chassis—just as it has been doing

(Continued on page 44)



MR. AND MRS. AARON ROSE FACE CUSTOMERS AND CAMERA confident they can meet any home entertainment need. The

6,000-square-foot store does 20 per cent of its dollar volume in entertainment items other than records.

Dealer Ups Sales 20%—Tells How

CHICAGO — Phonographs, radios and four-track stereo tapes have helped Rose Discount Center, two-unit retail record operation here, increase its annual volume by upwards of 20 per cent.

Aaron Rose, owner-manager, said tape sales, both blank and pre-recorded, have increased about 10 per cent every year for the last eight years and he foresees nothing which will interrupt this profitable rise. The mark-up on tapes is about the same as on records. Sales of pre-recorded and raw tapes are about equal.

Nearly all merchandise at Discount is popularly priced. Rose protects his margin by purchasing through the "40 Thieves," a Midwest retail buyers association. The association permits independent retailers to get in on cut rates usually offered only to the high volume dealers.

Avoid High End

Even with group buying, Aaron Rose and his partner-brother, Merrill, steer away from high end or expensive console model television sets. Acting as spokesman for the partnership, Aaron Rose said, "with competition as rough and as cut-throat as it is

today, profits on high end TV's don't justify the investment in space and dollars. The return is just not high enough."

Space is at a premium, even in Discount's 6,000 square-foot Wabash Avenue store. By this fall Aaron Rose expects completion of an expansion program that will double his display area. By taking over the second floor, Mr. Rose said he will go from 6,000 square feet to 12,000.

A new component department as well as portable TV's is scheduled for the second floor show-place. This in addition to the already established phonograph and radio lines.

Will Start Small

The move to components will "start small," according to Aaron Rose, but he expects it will pay its own way.

"Everyone does not want a piece of furniture. With components we will be able to accommodate what I think is a growing market. Another factor in my decision to add components is the way manufacturers are making parts in handy packages."

Further good words were put in for manufacturers when Rose said about 30 per cent of his

promotion was co-operative. He advertises once a week in a metropolitan newspaper using a full page, 2-color sheet. Records take 60 per cent of the page with the other 40 per cent going to phonographs and radios.

Builds Traffic

Popular priced non-record items such as Japanese transistor radios have proven to be good traffic builders. Rose Discount Center ads nearly always make prominent mention of this type of article.

Christmas, of course, is the big season and promotion goes up accordingly. There is a 25 per cent across the board increase but proportion remains the same with non-record items still accounting for 40 per cent of the sales drive. The same 60/40 advertising ratio between records

and non-record goods prevails in window and in store promotion.

Still on the subject of percentages, Aaron Rose gave comparative figures on profits. Phonographs and radios provide a 30 to 40 per cent margin while televisions go a relatively low 20 per cent. These numbers become more meaningful, Rose said, when the item sold is a \$500 stereo radio console. He said sales in high end, \$300 German table model radios were "surprisingly good" and there again the 10 point margin difference becomes significant.

Radios From \$3.88

The opening range on American portable phonographs at Rose Discount is around \$35, the top \$500. Radios start at

(Continued on page 44)

Philco Reorganizes Merchandising Dept.

PHILADELPHIA—Philco is expanding and reorganizing its merchandising department in an effort to achieve better handling of the company's accelerated programs.

Dan R. Cavalier, merchandising manager, said that increased sales and resultant intensified promotional activities were behind the setting up of separate promotional departments—one for such electronic products as

radios, TV's and phonographs, the other for major appliances.

Owen H. Klepper has been named sales promotion manager of the electronic products department. E. L. Kasales has been named production manager, Joseph Mintzer and James Hashimoto copy specialists. Klepper has been with Philco since 1948, holding a wide variety of advertising, sales promotion and merchandising positions in the consumer products division.

Stereo Tape Adds 12 Mono Releases on Encore Label

CHICAGO—Stereo Tape Corporation is joining the monaural tape parade with a line of pre-recorded tapes on its Encore label. The announcement follows by only a couple of days a similar move by Musictapes, Inc., here (Billboard, August 1).

Julius A. Konins, president, said the move was prompted by "enormous popular demand and distributor requests." He noted there was a huge market based

on the "increasing number of monaural tape machines being sold."

Stereo Tape Corporation's entry into the monaural tape market will be made with 12 releases—all two-track, 7 1/2 ips (half hour), designed to retail at \$4.95.

Also new from the firm will be a line of Encore blank recording tape in various lengths and thicknesses—all on three-inch reels.



MERRILL ROSE, manager of the two-unit Rose Discount Center, wants to pass a portable TV on to his customer. Rose Discount handles only portable lines because of faster turnover and ease of display.



CLERK AND CUSTOMER pause over one of many radios on display at the Rose Discount Center shop. Prices on radios go from \$3.88 for a Japanese product to \$300 for German table models. Somewhere in that range is a radio for any pocketbook.

CARLA THOMAS
I'VE GOT
NO TIME
TO LOSE
ATLANTIC
2238

Headed for the Top!
LAST KISS
J. Frank Wilson
& The Cavaliers
Josie 923
Nationally distributed thru
JAY-GEE RECORD CO., INC.
318 W. 48 St., N.Y. 36, N.Y.

The "WRIGHT" ANSWER!
(To Roger Miller's Dang Me)
DERN
YA
by RUBY WRIGHT S 126
CASHBOX Newcomer Pick
BILLBOARD Programming Special
RECORD WORLD Pick
Call your RIC Distributor NOW!

Summertime Smash!!
"DARLING
IT'S OVER"
DALE & GRACE
MONTEL 930
J/S Jamlo/Guyden Dist. Corp.
Phila. 21, Pa.

Ferrante & Teicher
THE SEVENTH
DAWN
UA 735
on the one to watch
UNITED ARTISTS

HITSVILLE'S HOT
ASK YOUR
DISTRIBUTOR ABOUT
OUR SPECIAL
"BUY 10, GET
2 FREE ALBUM
PRE-PACK"
MOTOWN RECORD CORP.
DETROIT, MICH.

Cameo's Latest Release
features . . .
THE ORLONS
C 332
A BOB CREWE PRODUCTION
THE BIG ONES ARE
ON CAMEO/PARWAY

FCC Rules to Aid FM Sales

• *Continued from page 1*

The new FCC rule redresses a 20-year-old grievance. When commercial FM got its real start at the end of World War II, the FCC—after a bitter fight—agreed to permit duplication of AM broadcasting on FM channels. Although there were some FM-only stations, much of the FM band was a carbon copy of AM. AM stations "gave" their FM affiliates to advertisers as a bonus for buying time.

FM's long, lean years are usually blamed on TV's competition. But program duplication probably was every bit as responsible—if not more. After all, TV didn't kill AM radio sales. What kept FM radio from becoming a mass-market item was that it offered very little that was new and different. There was no static, and higher fidelity, but most of the same programs were readily available on a \$14.95 AM table radio.

The increase of interest in

high fidelity, and later stereo, gradually built up an audience for FM, and encouraged FM stations which did not duplicate AM programs. This, in turn, created greater diversity of programming—and became a major selling point for FM radio. In most important markets, FM already offers specialized programming—classical music, jazz, foreign language—not available on the AM band. In a column last November, I told how big New York retailer Gerald O. Kaye

(Friendly Frost Stores) was using this very diversity of programming as a major tool to sell FM sets.

To get an idea of what will happen when independent AM and FM programming goes into effect, look at the New York market. Currently operating within the city are 35 stations—seven AM-only, eight FM-only and 10 AM-FM pairs. The FM band in New York will get—for all practical purposes—nine new stations (one AM-FM pair already is programming its FM outlet separately at night). This will be true, in varying degrees, in every other major market.

The new ruling means the end of FM's stepchild status as an appendage to AM. Already there is talk of setting up new network services for FM programming. Already some stations are informing advertisers that they'll no longer get FM time as a bonus with AM commercials.

The FCC rule means the beginning of a new role for FM—a complete and distinctive broadcast medium, which no longer shares the imprint and personality of its parent. FM now is big enough to stand on its own two feet.

What does this mean to the dealer? Obviously, it means that FM's biggest growth period is still ahead. In the long run, when all program duplication is eliminated, it will mean at least one FM receiver for every home—and even every automobile—in the United States.

But the changing nature of FM can be exploited almost immediately to increase and improve radio sales. In most areas, many new, independent FM stations are going on the air. In addition, as a result of the new rule, during the coming year, many of the nation's major outlets must begin separate programming. Thus, FM no longer

needs to depend on the "it-sounds-better" or the "no-static" approach. The big deal now is: more programs, better choice.

The dealer in a major-market area would be wise to keep well posted on the programming changes announced by FM stations when they go to independent programming, and to inform his customers. Obviously, a dealer in a Polish-speaking neighborhood can capitalize on programming. A fine music store should know when stations change over to classical music formats, and so forth.

Whether you are in a specialized situation or not, every salesman should be well informed about the new and distinctive character that FM radio is taking on. He should be able to talk intelligently about it with customers.

The metamorphosis of FM will not only help you sell more FM sets—but it will help you to sell up to better quality equipment. The FM-only receiver, for example, may well be on the way out. With widespread AM-FM duplication becoming extinct, it's up to the dealer to inform the customer that he no longer can depend on FM alone to get all the major programs—that no radio is complete without both FM and AM.

The change should prove a boon for FM stereo. Those stations which could best afford the expenditures for stereo broadcast gear have in the past been those which have merely duplicated their monophonic AM programs on FM. Now, being required to program separately for at least half the day, they have a real incentive to go stereo in their FM programming.

More and better FM programming is coming. And, in the final analysis, the program is the only thing that sells the radio.

Canadian Trade Winds Blow—Not So Slow

• *Continued from page 42*

with its black-and-white sets for years. The firm also plans to come out with a 25-inch color screen.

Electrohome operates in the U. S. through some 500 franchised dealers and by the summer of 1965 expects to have from 750 to 800, Moore says.

Its stereo console line is fully

transistorized and sells from \$299 to \$2,000—strictly high-end merchandise. The firm sports such quality trademarks as a fully transistorized IF section on its TV sets—the first manufacturer in the entire home entertainment industry to have such a development.

The replacement of normally short-lived tubes by 16 solid state components in the chassis saves the customer an estimated \$35 over a five-year period, the firm estimates.

"Not a giant saving—but the type of quality we have hung our hat on," Moore notes.

Cites Growth

What about Electrohome's future in the U. S.? Moore feels any firm with Electrohome's approach will be successful, hinging his belief on two main points.

(1) The trend in home entertainment equipment is toward high furniture styling, and Moore feels Electrohome's background as first a furniture manufacturer and later a home entertainment equipment manufacturer, ideally suits it for such competition.

(2) "Our franchise program makes it profitable for dealers to operate with our equipment," Moore points out. Electrohome gives its dealers territorial protection and price protection—two factors it feels introduce stability into the industry.

Expand Color Line

With an expected expansion in color TV, and from the long-Electrohome plans a substantial expansion in its color line. From five models in 1963 and six in 1964, Electrohome is shooting for anywhere from 10 to 12 or more in 1965.

What about other home entertainment equipment developments ahead? Moore talks about even more emphasis on furniture styling, continued expansion in color TV, and from the long-range point of view—development of video-tape recording for the home consumer market.

Electrohome first began eyeing the U. S. market back in 1958, when it did some experimental selling from its Canadian base. In 1961 it entered the National Association of Music Merchants show and a year later set up its U. S. subsidiary.

Today, the firm has its headquarters in Chicago (with showrooms and warehousing space), additional warehouses in San Francisco and Jersey City and showrooms in New York.

The Pacific Northwest area is serviced from Electrohome's Vancouver (Canada) warehouse. Electrohome also has three major sales representatives that help the firm service the country: a Detroit firm covers Michigan, Indiana, Ohio, Kentucky, Western Pennsylvania and West Virginia. A Denver firm handles the Rocky Mountain States and a Seattle firm handles Washington, Oregon, Idaho and Western Montana.

Some Electrohome Phonos

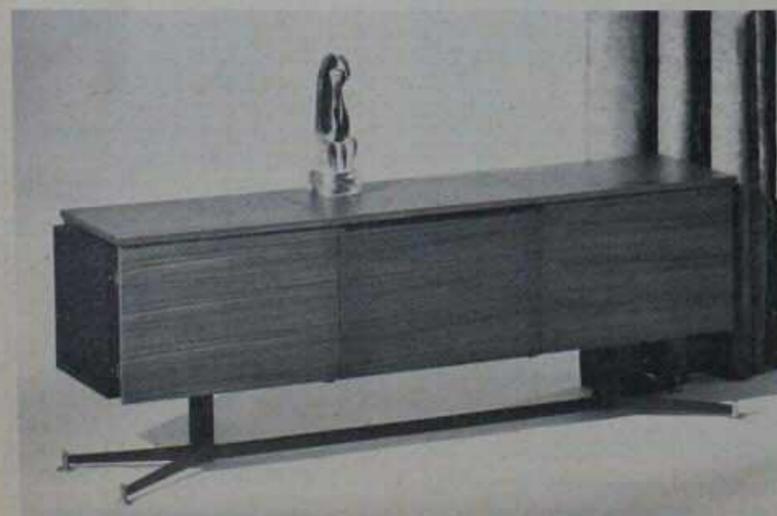
CHICAGO—Three Electrohome phonograph consoles introduced by the firm recently are the top-of-the-line Clarendon phonograph console featuring 12 speakers and 250 watts of power at \$2,050; the Ventura TV-radio-phono console at \$895; and the Montego phonograph console with 60 watts of power at \$895.



CLARENDON



MONTEGO



VENTURA

DISK DEALS FOR DEALERS

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

ATLANTIC-ATCO—Expires August 31, 1964.

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

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

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

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

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

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

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

CNP CRESCENDO—Expiration date indefinite. Started January 1, 1964.

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

GATEWAY—Expiration indefinite. Started March 13, 1964.

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

DOOTO—Expiration indefinite. Started May 23, 1964.

Buy five, get one free on all Comedy Records.

FOLKWAYS—Expiration indefinite. Started July 7, 1964.

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

Dealer Tells How To Boost Sales

• *Continued from page 43*

\$3.88—stopping in the \$300 range.

Putting himself in more direct competition with major discount houses for the home entertainment dollar, Rose said personal service evens the odds. He keeps a staff of 11 clerks in the Wabash store and five in the West Madison shop, which is managed by brother Merrill. Additional clerks will be added once the second floor expansion is completed.

Several years ago Rose took over stock from the now de-

funct, 7-unit Hudson-Ross record shops. He tried becoming a multi-unit operator but it didn't work. Rose blames absentee ownership and management for his eventual forceout.

"We have consolidated to our present 2-unit situation and it is a very happy arrangement. Even with a records-only inventory you need the personal touch. Other home entertainment items require more attention. Customers ask a lot more questions about a \$3.88 radio than they do about a \$10 record purchase. But still—it pays, it pays."

ALBUM REVIEWS

Continued from page 25

COUNTRY & WESTERN SPECIAL MERIT

DOWN MEMORY LANE

Lulu Belle and Scotty. Starday SLP 285

Lulu Belle and Scotty (Mr. and Mrs. Wiseman) worked as a team for over 20 years as country artists before retiring. Fortunately, Starday's Don Pierce has gotten them to record again and to sing some of the songs that made them famous. Here's country music at its best with Lulu Belle playing guitar, Scotty on banjo and Arthur "Guitar Boogie" Smith on guitar for good measure.

JAZZ SPECIAL MERIT

BOOKER ERVIN/THE SONG BOOK

Prestige PR 7318 (M); PR 7318 (S)

Tenor saxophonist Booker Ervin plays with sympathetic feeling on slower songs like Ellington's "Come Sunday," and romps lightly and on up tempo songs like "All the Things You Are." Richard Davis and Alan Dawson mesh beautifully on bass and drums with Ervin's work, as does pianist Tommy Flanagan. Here's a jazz quartet that knows how to get down to the work at hand.

JAZZ SPECIAL MERIT

BLUES OVER BODEGA

Lu Watters. Fantasy 5016 (M); 85016 (S)

Pickelback fans will welcome open-heartedly the return to recordings of Lu Watters. Featured with the group is one of the most talented vocalists in the business, Barbara Dane. Swinging along with Lu and Barbara is Wally Rose on piano. A few of the offerings are "San Francisco Bay," "Some of These Days," "See See Rider."

FOUR-STAR ALBUMS

The four-star rating is awarded new albums with sufficient commercial potential in their respective categories to merit being stocked by most dealers, one-stops and rack jobbers handling that category.

POPULAR

FUN CITY, U. S. A.
Surfaris. Decca DL 4560 (M); DL 74560 (S)

CHERRY BLOSSOM TIME
Carmen Cavallaro. Decca DL 4545 (M); DL 74545 (S)

ITALIAN SONGS EVERYBODY KNOWS
Guy Lombardo & His Royal Canadians. Decca DL 4516 (M); DL 74516 (S)

INSIDE BETTY CARTER
United Artists UAL 3379 (M); UAS 6379 (S)

SIDEWALK SURFING!
Good Guys. Crescendo GNP 2001

LET'S DANCE!
Panchito & His Ork. Hant HFLP 801

HAWAIIAN FAVORITES
Alfred Apka. Decca DL 8361 (M); DL 78361 (S)

COUNTRY

THE BLUEGRASS SPECIAL
Various Artists. Nashville NLP 2001

RHYTHM & BLUES

HARD DRIVIN' BLUES
Roosevelt Sykes. Delmark 607

INTERNATIONAL

SEA OF SPRING
Tak Shindo. Grand Prix GPM-1 (M)

GERMAN DRINKING SONGS
Various Artists. ABC-Paramount ABC 487 (M); ABCS 487 (S)

SACRED

PEACE IN THE VALLEY
Various Artists. Nashville NLP 2005

LOW PRICE CLASSICAL

MOZART: SYMPHONY NO. 35;
HAYDN: SYMPHONY NO. 96
Detroit Symphony Orchestra (Paray). Mercury Wing MGW 14046 (M); SRW 18046 (S)

☆☆☆
THREE-STAR ALBUMS
The three-star rating indicates moderate sales potential within each record's music category.

POPULAR
LET'S HAVE A... PIZZA PARTY
Gaylords. Mercury Wing MGW 12278 (M); SRW 16287 (S)

DOES YOUR HEART BEAT FOR ME?
Russ Morgan & His Ork. Decca DL 4503 (M); DL 74503 (S)

SONGS EVERYBODY KNOWS
Bing Crosby with Buddy Cole & His Trio. Decca DL 4415 (M); DL 74415 (S)

ROMAN SPECTACULAR
Charles Magnante & His Ork. ABC-Paramount ABC 489 (M); ABCS 489 (S)

LOW PRICE POPULAR
HARMONICA CHA-CHA
Jerry Murad's Harmoncats. Mercury Wing MGM 12279 (M); SRW 16279 (S)

JAZZ
JUMPIN' AT THE SAVOY
Al Cooper's Savoy Sultans. Decca DL 4444 (M); DL 74444 (S)

INTERNATIONAL
HUNGARIAN GYPSY!
Various Artists. Monitor MF 418

SPOKEN WORD
THE VOICES OF YEVGENI YEVTUSHENKO & ANDREI VOZNESENSKY.
Monitor MR 113

LOW PRICE CLASSICAL
GRIEG: PIANO CONCERTO IN A MINOR;
SCHUMANN: PIANO CONCERTO IN A MINOR
Hans Richter-Haaser. Piano; Vienne Symphony (Morait). Mercury Wing MGW 14049 (M); SRW 18049 (S)

MENDELSSOHN: VIOLIN CONCERTO;
TCHAIKOVSKY: VIOLIN CONCERTO
Michele Auclair. Violin; Innsbruck Symphony (Wagner). Mercury Wing MGW 14048 (M); SRW 18048 (S)

Guitars Key Sales Push

Continued from page 42

ternal sales management, poor product planning, not enough marketing-oriented advertising, and a number of financially unsound distributors.

Take Corrective Steps
Numerous corrective steps have been taken and more are in the works.

Hakimian recently combined the advertising and sales staffs of the Dormeyer and Webcor divisions and promoted Harvey Dickson to general sales manager, the company's sales arm.

Nick Rekas, formerly Midwest editor of Electrical Merchandising Week, will join the company next month as advertising manager.

In the distributor area, numerous territories have been reshuffled.

Hakimian is also working with Webcor management to reduce unnecessary personnel and consolidate facilities. The moves are expected to save the firm more than \$1,000,000 annually.

The Webcor marketing head is one of those who feels that eventually, tape recorders will supplant phonographs. He feels, though that the industry will have to offer an adequate quantity of pre-recorded tape.

Tax Repeal

Continued from page 42

up for any loss in excise tax revenues.

Thompson said that this was originally a temporary wartime measure intended to reduce competition for raw materials and labor in defense work and to raise additional revenue for the duration of the war emergency, "both objectives which have been long fulfilled."

Also testifying for repeal at the House hearings last week were Dr. Peter Wilhousky, director of music for the New York City public school system; William Gard, National Association of Music Merchants; Fred Fulford, AFL-CIO, and Donald C. Alexander, counsel, Taft, Stettinius & Hollister, Cincinnati.

Billboard Buyers & Sellers

CLASSIFIED MART

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

EMPLOYMENT SECTION

SITUATIONS WANTED

C&W DEE JAY WITH 18 YRS.' EXPERIENCE. board and salesman, or would like to go into partnership with station. Write Jim Whitlock (Singing Cherokee), 911 Greenbrae Drive, Sparks, Nev. au1

SUCCESSFUL PROMOTION & SALES EXECUTIVE

Seeks Position With Record Manufacturer
Total of 18 years of the best kind of record experience; with proven record of success in sales and promotion for one of the five leading record manufacturers.
Experience includes 14 years with leading distributors, producing solid contacts with dealers, one-stops and rack jobbers.
Wishes to put experience and record to work on a national basis with record manufacturer. Available immediately. Please contact
BOX 115, c/o Billboard
165 West 46th Street
New York, N. Y. 10036

HELP WANTED

ANNOUNCERS! TOP MONEY IN BIG-TIME! Consultant's amazing formula guides you! Future worth \$17! Order revealing manuscript, "You and the Top Forty." (Also personalized taped instruction, elementary, advanced. Other services.) Hal Fisher, 678 Medford Ave., Patchogue, N. Y.

SHEET MUSIC DEALER WHO CAN SUPPLY PIANO AND VOICE MUSIC OF HOT 100, write the Akronites, 117 E. Linwood Ave., Akron, Ohio 44319.

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

DEALERS... ONE-STOPS... RACK JOBBERS

In the following territories: All of Louisiana, Southern Mississippi up Highway 80, which covers Jackson and Meridian. Also the coastal portion of Florida as far east as Panama City, Fla.

Order Your Supply of

Record Preview

BILLBOARD'S GREAT NEW CONSUMER LP MAGAZINE-CATALOG FROM:

ALL SOUTH RECORD DISTRIBUTING CO.

630 BARONNE STREET
NEW ORLEANS, LOUISIANA
Listed, you will find the labels which we presently distribute:
ABC Paramount, Afo, A & M, After Hours, Audio Fidelity, Battle, Best, Canadian American, Cadmon, Challenge, Chancellor, Colpix, Command, Congress, Crescendo, Cumberland, Design, Diamond, Dictation Disc, Dimension, Dooto, Duke, Era, Fax, Fleetwood, Fontana, Garpax, Goldband, Golden, Grand Award, Hi, Hob, Impulse, Instant Learning, Jamie, Jubilee, Kapp, La Louisiana, Laughtime, Lennox, London Group, Mercury, Monument, Motown, Musicor, Norman, Okeh, Original Sound, Peacock, Phillies, Reprise, Riot, Riverside, Scepter, Smash, Songs of Faith, Starday, Symbol, Swallow, Tamla, Tangerine, Time, Todd, United Artists, Valiant, Vanguard, Wallis, Wand, Warner Bros., Westminster.
It's a can't-miss sales and profit maker! Check your regular All-South salesman for special prices or write to us.

45 RPM RECENT HITS—TERRIFIC FOR 45s to 100s. Sample sent postpaid for 25c. Hal Faktor, 4143 W. Armitage Ave., Chicago, Ill., CA 7-3722. np-au22

ASSORTMENT OF 100 ALL NEW RECENT hit 45's, \$16 postpaid. Assortment of 100 all new 45's, \$5.99 postpaid. Rare oldies, 30c each postpaid. Kaco Enterprises, 2444 Throop Ave., Bronx 69, New York. Telephone: AD 1-3888.

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

RAYMAR'S MEMORY LANE

We can supply you with 400 of the greatest oldies but goodies. List upon request! Wholesale only!
"Largest selection of other hard-to-get records."

100 Assorted New 45 RPM's, \$9.00 per 100
\$80.00 per 1000 (1 to 2 yrs. old)

WE SPECIALIZE IN CURRENT "TOP 100" 45's AND LONG PLAY
WE ALSO BUY INVENTORIES OF THE ABOVE.

RAYMAR SALES CO.
170-21 Jamaica Avenue
Jamaica 32, New York
Olympia 8-4012

RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

RECORD PROMOTION & PUBLICITY

NATIONAL RECORD PROMOTION & PUBLICITY CONSULTATION

All questions answered about Recording, Distribution, Printing, Shipping, Music Publishing, etc.

PRESSING
No job too small

DISTRIBUTION ARRANGED

MORTY WAX PROMOTIONS
1733 Broadway
New York, N. Y.
CI 7-2159

FOR SALE

EDFOR—THE SOUND FOR SELLING. Here is your chance! Your song recorded by professional musicians and singers. Complete demo service, including lead sheets and song analysis. Prices below competition. Edfor Custom Recordings, P. O. Box 212, North Bergen, New Jersey. ch

RECORDING FACILITIES & SUPPLIES

LE-BO YOUR #1 SOURCE

for the most complete line of—
• RECORD RACKS
• RECORD ACCESSORIES
• PEGBOARD POCKETS
• BROWSER DIVIDER CARDS

Write for complete details on this fast-selling, profit-making line.

LE-BO Products Co., Inc.
33-59 Vernon Blvd.
Long Island City 1, N. Y.

MISCELLANEOUS

JOCKEY JOKER! A COLLECTION OF six DJ gagfiles now in one edition. Contains over 500 One Liners, Gags, Sound Effects, Bits, Station Breaks, Ad-libs, etc. \$7.50. Show-Biz Comedy Service (Dept. BJ), 65 Parkway Court, Brooklyn, N. Y. 11235. au29

SEND FOR FREE PRICE LIST OF hilarious Gagfiles, Skits, Monologs, etc., written by top show biz gagmen for Laughs Unlimited, 106 W. 45th St., N.Y.C. au8

MODERNIZED OFFICE SPACE AVAILABLE (sublet). Building in N.Y.C. More than reasonable rent. Call CI 7-2159 or write 1733 Broadway, Suite 402.

THE COMPANY THAT REALLY GOES after more business can get more business. Consistent advertising in this Classified Mart is a proven, economical way to arouse interest, make valuable contacts and increase sales and profits. Handy order form printed below for your convenience. ch-mp

CLASSIFIED RATES

Manufacturer Advertisers	Per Insertion			Each Additional Inch
	1/2"	1"	2"	
Manufacturer Advertisers	\$9	\$15	\$25	\$9
Distributors (Regional) & Employment Advertisers	\$5	\$9	\$15	\$5
Distributors (National)	\$9	\$15	\$25	\$9
Situations Wanted for Individuals	\$2	\$9	\$15	\$5

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

USE THIS HANDY ORDER FORM

Please insert the following ad for _____ consecutive issues.

Heading: _____ Size: _____
 Set regular classified style. Set boxed classified style.

Amount enclosed _____

Copy: _____

Company Name _____ Authorized by _____

Address _____

City _____ State & Zip Code _____

PLEASE ENCLOSE YOUR PAYMENT. WE DO NOT BILL FOR CLASSIFIED ADS.

FOR ADDITIONAL INFORMATION AND/OR ASSISTANCE CONTACT: CLASSIFIED ADVERTISING MANAGER, Billboard, 165 West 46th St., New York City 10036.

ADVERTISING RATES INTERNATIONAL EXCHANGE
Classified: Per line \$1. Minimum 4 lines per insertion.
DISPLAY: Per inch \$14. Minimum 1 inch.

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

FOR FURTHER INFORMATION CONTACT: Peter Heine, International Advertising Director, Billboard, 165 West 46th Street, New York City 10036 or Andre de Vekey, European Director, 15 Hanover Square, W. 1, England.

NAMA Announces Convention Schedule; Spotlight on Marketing

CHICAGO — The spotlight will be on marketing, merchandising and location relations at the annual convention of the National Automatic Merchandising Association convention, to be held at McCormick Place here Oct. 17-20.

To date, some 147 companies have reserved exhibit space.

All of the program sessions

will be at the Conrad Hilton Hotel, with the exception of the NAMA annual meeting, set for McCormick Place on opening day.

The Oct. 18 session will be devoted to "Selling the School Market." On the panel will be a school administrator with experience in vending, a professional nutritionist, an official of the Federal School Lunch Program and two school vending authorities.

The Oct. 19 schedule includes a session on "Progressive Marketing" and one on "Realistic Customer Relations." NAMA President Carl Millman will speak on "Creating a Better Business Climate for Vending."

Also scheduled for the day is a repeat of last year's "Supermarket of Vending Ideas" forum.

Scheduled for Oct. 20 is "Profitable Merchandising," a presentation designed to help increase location sales. Results of an industrywide NAMA survey of successful merchandising techniques will highlight the session.

Also on the program are sessions on effective personal salesmanship and on an analysis of the sales approaches and techniques of various operating firms.

Exhibit hours at McCormick Place are noon to 6 p.m. on opening day, 1 p.m. to 6 p.m. Oct. 18, noon to 5:30 p.m. on Oct. 19, and noon to 4 p.m. on closing day.

NAMA members may register without charge. Non-members are charged \$10 to visit the exhibits and \$35 to attend the business sessions and see the exhibits.

Western Operators Meet

LOS ANGELES—The Western Vending Machine Operators Association met Tuesday night (28) at the Blarney Castle here. The August meeting will be held at this restaurant on Aug. 25.

President Preston Coombs conducted the session with approximately 20 in attendance. Herb Goldstein, merchandising director for Oak Manufacturing Company and a member of the National Vendors Association membership committee, spoke informally on the work of NVA and its association and benefits to regional groups. Goldstein urged that each member affiliate with the national association.

A motion was made and seconded for the local association to name a committee to study the dues structure. The new structure, if one is set,

would become effective with dues for 1965. The affiliation of each member with NVA will also be studied.

A report was made on the pending litigation in which the association has been named in a damage suit filed by Lynn Distributing Company.

Leo Weiner, West Coast Enterprises, made a report on vending in the East, which he observed on a recent trip to the New York World's Fair with side trips to Washington, Boston and other cities.

Victor Headquarters for
VICTOR
L. C. TOPPER

with Chrome-top lid

\$16

F.O.B. Factory
1c

Mechanism
New Large capacity for

1175
BALLS of
100-COUNT
GUM

Call "HUTCH" Today for further information. No matter what your bulk vending requirements might be—he can help you!

A complete stock of machines, merchandise, parts and supplies is always available.

Write for complete list of prices.

H. B. HUTCHINSON, JR.

Southeast Warehouse for
Leaf Brand Gums
1784 N. Decatur Rd., N.E.
Atlanta 7, Ga.
DR 7-4300

BULK BANTER

Pacific Patter

Sid Bloom, Oak Manufacturing Company and Operators Vending Machine Supply Company, left Saturday (2) on a business trip to the Hawaiian Islands. He was accompanied by his wife, Velma, and daughter, Leslie. . . . Jack Rogers was in town to buy bulk machines for the route he is establishing in the Escondido, Calif. area. . . . Dale Johnson, a new operator in the Fresno area, was at Operators Vending for supplies. . . . Herb Goldstein, merchandising director for Oak Manufacturing Company, has received his commission as a notary public. Herb

leaves about Sept. 1 for another swing around the country. . . . Sid Bloom says that the 10-mile speed limit around Oak Center will be enforced—and a traffic officer has been posted to see that the speed signs are respected.

Rae Serapin, auditor at Operators Vending, is back from a vacation in the Northwest and Western Canada. . . . The many friends of Lee Davis, veteran bulk operator, will regret to hear of the death of his wife, Alice.

VM Sales services bulk vendors by plane. Norm Weitzman and his brother, Barry, made an 1,800-mile flight and serviced machines in Las Vegas; Bishop, Blythe, Calif., and on Catalina Island. . . . Walter Gray bought a number of machines to expand his operation in Arizona. . . . The many friends of Howard Ballace, Los Angeles operator, will be glad to learn that his wife has been discharged from a local hospital and is well on her way to complete recovery.

L. and Mildred Chiswell dropped into Acme on their trip into town from Monterey Park. . . . Orlanders A. Elliott, who operates in Southern Los Angeles, is going into his ninth year as a bulk vender. He is also planning to take a trip to Hawaii before long. . . . Bob Feldman and his wife, Phyllis, with daughters, Lori and Sandy, spent a weekend in San Diego, where they visited the zoo and Bob got in some golf before returning to his Acme Vending post.

SAM ABBOTT

Chicago Chatter

Robert Pugh, Milwaukee bulk operator, was in town last week to visit friends and check up on new items at Logan Distributing. . . . Another Milwaukee operator in for supplies was Chuck Kleinert, Self Service Vending. . . . Arlen Nelson, Racine, Wis., also visited Chicago during the week. . . . Rex Turner, Dowagiac, Mich., was in town to look over supplies at King & Company. . . . Harry Schwartz, veteran Chicago operator, is in the hospital recuperating from surgery. . . . Kenneth Hickox, who has been

Pool Halls Pull Well for Colo. Bulk Operator

STERLING, Colo.—The old-fashioned billiard parlor — or more correctly its 1964 version — is proving an excellent location source for Neal Carpenter, local bulk vending operator.

Carpenter, whose northern Colorado route covers mostly small towns, noticed that virtually every hamlet on his route has a billiard parlor — clean, attractive, carefully supervised and approved by the local officials.

Naturally, salted peanuts, a traditional pool hall favorite, is the big seller.

Carpenter has as many as 12 bulk vending machines in a single location.

with King for more than 30 years, is also out of action temporarily after a heart attack.

Jane Mason, NVA executive secretary, planning to return to her post at Leaf Brands by the end of July. . . . King & Company is adding 5,000 square feet of space to its quarters. It will take over the second floor of its building and installing a belt to transport merchandise up and down. . . . Vacation season at Logan Distributing finds sales chief Dick Boylan in Canada, Lee Ravallo in South Dakota and Whitey Lehrter, who will be 80 in October, fishing in Minnesota. . . . Jack Nelson and family will spend two weeks in California at the beginning of August and will include a Disneyland visit. . . . Some local bulk vending figures are hoping to catch the opening of Graff Vending Company's new 15,000 square-foot headquarters in Dallas.

ED BARNES



BUILT FOR BUSINESS!

MARK-BEAVER Bulk Vendors serve you best—
• greater profits
• economy
• eye appeal.

Many models and combination units available. Send for full-line illustrated catalog, today.

VENDOR MFRS., INC.

1319 LEWIS ST. • NASHVILLE, TENN.
PHONE: 615-256-4148
(Distributor areas available throughout the world)

Electric Money Maker Famous ACME ELECTRIC MACHINE



Time proven favorite for health and amusement. Electric vibratory current increased at will by player. One dry cell battery good for 1,500 to 3,000 plays.

Sample \$28.13
2 and up 23.50
Floor Stand 5.00

ORDER TODAY

1/3 Dep., Bal. C.O.D., F.O.B. N. Y. Distributors, Write for Prices.

J. SCHOENBACH

Factory Distributor of Bulk and Ball Gum Vendors, Merchandise, Parts, Globes, Stamp Vendors, Folders, Cigarette and Candy Machines, Sanitary Vendors and Sanitary Merchandise. EVERYTHING THE OPERATOR REQUIRES.

715 Lincoln Place, BROOKLYN 16, N. Y. President 2-2900

Northwestern HEADQUARTERS

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.

PARKWAY MACHINE CORP.

715 ENSOR ST. BALTIMORE 2, MD.

Buy OAK for your PROFIT LINE!

THE TITAN



Capacity of 2 Cases Century Gum (4000 Pieces)

Separate Coin Box

Built in Cast Iron Base No Other Stand Needed

Coin Control Interchangeable 1c, 5c, 10c, 25c or Foreign Coins

Shipping Weight, 45 lbs.

Height 40", Diameter 15"

Packed One to a Carton

\$59.50 F.O.B. Factory

THE OAK TREE—6



Will Take All Size Acorn Machines No Need to Disassemble Upper Row of Machines to Service Bottom Machines Stand Takes Up Only 1 1/2 Square Feet of Floor Space Cast Iron Base Weighs 30 Pounds

Base Measures 13x16 Inches

Overall Height of Stand Including Machines is 50 Inches

Wheels Mounted on Rear of Base for Easy Moving

Stand Can Be Assembled and Ready for Use Within 5 Minutes

Assembly Instructions Packed in Each Carton

Shipping Weight 45 Pounds

Time payments available on OAK machines to all distributors



MANUFACTURING CO., INC., 11411 Knightsbridge Ave., Culver City, Calif.

Write for the name of your nearest OAK distributor

Northwestern HEADQUARTERS

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.



BIRMINGHAM VENDING COMPANY

520 Second Avenue, North, Birmingham, Alabama

Phone: FAirfax 4-7526

Folz Vending Shoots At Canadian Market

TORONTO—The Folz Vending Company, major U. S. operator with headquarters in Ocean-side, N. Y., has established a Canadian bridgehead here.

According to Roger Folz, who with his brother Harold heads the enterprise, the firm operates some 100 machines in supermarkets and chain stores throughout Ontario. Brian Malone, with headquarters here, is supervising the route.

Folz Vending operates about 40,000 bulk vending machines throughout the Eastern United States. The Canadian venture is the first Folz has tried outside the U. S.

Folz said that the company is experimenting to find which type merchandise goes best in Ontario. One of the major problems, he said, is the duty levied on U. S. products. He added that Canada has a shortage of bulk vending distributors.

The Canadian move was prompted by a request from a U. S. chain serviced by Folz. The chain asked the firm to

place machines in some of its Canadian outlets.

If the Ontario operation works out, Folz said that the firm will consider expansion into other Canadian provinces.

Postcard Venders Popular at N. Y. Fair

CHICAGO — Sales of machine-vended postcards have been booming at New York World's Fair pavilions, according to Chet Gore, whose Exhibit Supply Company manufactures the vending units.

Cards featuring a portrait of Pope Paul VI, which the purchaser can have mailed from the Vatican pavilion post office to any point in the United States, have proved so popular that the original two machines at the pavilion have been increased to eight. The cards in use at the Fair are printed by Dexter Color, Inc., of New York.

N. Y. Bulk Operators to Discuss Excise Taxes

NEW YORK—Members of the New York Bulk Vending Association will hold their August meeting at the Famous Kitchen restaurant here Monday (3).

Scheduled for discussion is

the Internal Revenue Service's policy toward excise taxes on charms.

Jewelry and cosmetic items are liable for the federal excise tax; toys are not.

The confusion sets in when capsule vending machines dispense such items as rings, tie clips and brooches, all designed as toys for the moppet trade.

Vending machine operators maintain that these items are toys, not jewelry. Some IRS officials classify them as jewelry. No clear-cut decision has as yet been handed down.

However, Don Mitchell, attorney for the National Vendors Association, has met informally with the chief of the IRS excise Tax Division.

Cards are also available from machines in the Parker Pen Pavilion and in the New York State Power Authority, where they are supplied free.

Other pavilions, including Gore says, General Motors and Sinclair Oil, are considering installing postcard units.

The cards are of the standard 3½ by 5½-inch scenic type and require a special machine different from those dispensing Exhibit Supply's regular line of smaller cards featuring portraits of recording artists, athletes, comic cards and similar items.

COINMEN IN THE NEWS

Los Angeles Angles

Jim Wilkins Jr., son of Jimmy Wilkins, is working during school vacation at Paul A. Laymon, Inc., where his father heads sales. Young Wilkins just returned from Puerto Rico, with stops in Mexico City and New Orleans with a church group.

... **Britt Adelman**, secretary at Laymon's, continues her stint as a juror in Santa Monica. ... **Bill Fritz**, head of the Laymon parts department, has just about recuperated from foot injuries received in an accident in his home.

John Freeman, auditor at Simon Distributing Company, is back on the job following a couple of days in the hospital for minor surgery. ... **George Muraoka** and **Frank Menceri**, at Simon, are searching for specific models of phonographs to fill a sizable export order. ... **Joe Illions**, Pacific Ocean Park, Santa Monica, dropped into Simons to shop Tuesday (28).

Frederico Jimenez and **Jose Chijon Ramirez** of Sinfonolas de Baja California, Tijuana, Mexico, visited with **Joe Duarte** and **Marshall Ames** at Vendart. ... **Mario Ventura**, mechanic at Duarte International Sales, returns to work soon following an appendectomy. ... **Douglas Ames**, seven-year-old son of **Marshall Ames**, Vendart was checked into the hospital last weekend for the removal of tonsils and adenoids.

Cliff Nugent, salesman at the local Wurlitzer branch, and his wife, **Alpha**, are enjoying their stay in Hawaii. They sent **Mildred Davis**, Wurlitzer secretary, a lei by air. ... **Gary Sinclair**, Wurlitzer Western representative, is spending his vacation at his home in Redwood City. He probably has had enough traveling for awhile, having just returned from a trip to the Orient.

Phil Cracraft of the Wurlitzer shop, is back on the job following a vacation spent in Oregon. **A. J. Bartholomew** of the Wurlitzer sales staff, leaves soon on his vacation. ... **Pat Pietkowitz**, secretary to **A. D. Palmer**, Wurlitzer advertising

and sales promotion manager in North Tonawanda, and **Adele Dworzanski**, secretary to **Harold Schwartz**, head of musical products engineering at the New York State factory, visited the Los Angeles Wurlitzer branch on their visit to the area. They made a tour of the West Coast and Disneyland on their vacations. ... **Don Beamsley**, manager of the Disneyland Wurlitzer display, made his initial visit to the Pico branch.

Chuck Klein, manager of the Los Angeles branch of R. F. Jones Company, returned from a visit to the main office in San Francisco. He was accompanied by his wife, **Wanda**, and daughter, **Suzanne**, who visited old neighbors and friends. Klein goes to Phoenix this week on a combination business and pleasure trip. Mrs. Klein and Suzanne will accompany him.

Norm West, general manager of the R. F. Jones Company, with headquarters in San Francisco, is back from a vacation.

... **Billy Erskine** of San Francisco Jones company, is off on a sales trip to Lake Tahoe and Reno. ... **Henrietta Godinez**, assistant to controller **Jack Rolling** of the Jones company in San Francisco, is taking her annual vacation. ... **R. F. Jones** is expected in Los Angeles and will spend a few weeks at his home in Palm Springs. ... **Ed Wilkes**, assistant manager of the Los Angeles Jones company, and his wife, **Frances**, spent last weekend in Yosemite National Park. ... **John Hotz**, Jones company service engineer, is on vacation and has friends in town from Portland. He is showing them Southern California. ... **Bill Gray** of Jones company vending sales staff, and his wife, **Berdita**, will soon be leaving for a tour of Europe.

Don Edwards returned to his desk at the R. F. Jones Company from a business trip to the Bakersfield area and turned right around and went out again. ... **Dick Washburn**, who was in the coin machine field some years ago, is now handling the printing for a number of companies in the industry.

SAM ABBOTT

BULK VENDORS

Clean, in Good Working Order

Victor Toppers, 1c B/G	\$ 8.50
Victor 2000's, 1c B/G, 100 ct.	16.50
Victor Vendoramas, 1c B/G	10.00
Victor Pan Machines	19.50
Atlas 1c & 5c B/G	13.95
N.W. Model 49, 5c mdse.	9.95
N.W. 1c B/G	9.95
N.W. Deluxe, 1c & 5c	9.95
N.W. Roll type Stamp, 25c, 10c	45.00
Silver Kings, 5c Mdse.	7.50
Schermack Roll type Stamp, 25c, 10c	45.00
Mills 6-col. Gum, 1c	9.95
DuGrenier 4-col., 1c	9.95
Stands, NEW, 12 lbs. each in lots of 10 or more	2.50

1/3 DEPOSIT ON ALL C.O.D. ORDERS.
SEND PAYMENT IN FULL ON ALL ORDERS UNDER \$20.00.

RAKE Coin Machine Exchange

1214 W. Girard Ave.
Philadelphia, Pa.
CEnter 6-4493

USED MACHINE SALE

Reconditioned and Ready for Location

Northwestern Model "60"	\$9.95
Northwestern Model "49"	8.95
Northwestern Tab Gum	8.95
Acorn 8 Lb. 1c or 5c	10.50
Acorn "400," 1c 100 count or 5c rocket	9.95
Acorn 2c Premiere	10.95
U. S. Postage Stamp Machine, 10c or 25c	8.95
Silver Kings, 1c or 5c	4.00
Northwestern Model "33"	3.25
Mutoscope Plastic Laminating Machines, like new	49.50
Basket Ball Machines	5.95
Selecto-Vend Tab Gum Machines	4.50
Atlas 1c Ball Gum & Charm Machines	8.95
Victor Super 100 Console Mod.	22.50
Four-Unit Wrought Iron Stands	6.95
Six-Unit Wrought Iron Stands	7.95

TITAN VENDORS SUPPLY CO., INC.

1210 FARNAM STREET
OMAHA 2, NEBRASKA
PHONE: 346-1340

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

Say You Saw It in Billboard
August 8, 1964, BILLBOARD

Northwestern MODEL 60

Try one! You'll quickly agree. It's the outstanding Bulk Vender.

Model 60 dispenses all small products from Spanish peanuts to capsules and Jumbo ball gum.



WIRE, WRITE OR PHONE FOR COMPLETE DETAILS

Northwestern

2842 Armstrong St. Morris, Ill.
Phone: WHitney 2-1300

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.80
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Mach.	18.00
N.W. Model 23, 1c Parc. Com-verified for 100 ct. B.G.	6.50
ABT Guns	30.00
Mills 1c Tab Gum	12.00
Acorn 8 lb. Globe	10.30

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	\$.69
Pistachio Nuts, Jumbo Queen, White	.62
Pistachio Nuts, Large Tulip	.67
Pistachio Nuts, Vendor's Mix	.64
Pistachio Nuts, Sheik, Red	.59
Cashew, Whole	.74
Cashew, Butts	.71
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.37
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.34
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.46
Hershey's	.47

Rain-Bo Gum, 72 ct. \$.25
Malt-ette, 100 ct., per 100 .35
Rain-Bo Ball Gum, 140 ct., 170 ct., 210 ct. .32
Rain-Bo Ball Gum, 100 ct., 300 lb. minimum prepaid on all Rain-Bo Ball Gum .45
Adams Gum, all flavors, 100 ct. .45
Wrigley's Gum, all flavors, 100 ct. .45
Beech-Nut, 100 ct. .45
Hershey's Chocolate, 200 ct. 1.30
Minimum order, 25 Boxes, assorted.

Complete line of Parts, Supplies, Stands, Globes, Brackets, Charms. Everything for the operator.
One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY VICTOR VENDORAMA

ALL PURPOSE VENDOR
1c, 5c, 10c or 25c Mechanisms

All parts interchangeable in seconds.
Vends bulk candy, peanuts, ball gum, charms and capsules. Many new time-saving features, including removable cash box and no top lock.
Unique in beauty and design.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.

MOE MANDELL
446 W. 36th St., New York 18, N. Y.
LOngacre 4-4467

Vending Headquarters for VICTOR

The Most Complete and Finest Line of Bulk Vendors

NEW SELECTORAMA®

BEAUTIFUL STORE WINDOW DISPLAY

Available in 1c, 5c, 10c, 25c or 50c coin mechanisms. Unit can vend 100 count gum, V, V-1 and V-2 capsules. Use as single unit or can be mounted on multiple stands. New, attractive and durable space-saver stand available for six or eight units.
Double or triple your sales with this great vendor. Write for further details, color circular and prices.
Large Stock of Vendors—Parts and Merchandise.
Write for Prices.

LOGAN DISTRIBUTING, INC.
1850 W. Division St., Chicago, Ill. 60622. Phone: HU 6-4870

REVOLUTIONARY NEW DISPLAY FRONTS FOR PENNY MACHINES

Over 23 different assorted bags, each with free display front.

FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

The **PENNY KING** Company

2534 Mission St., Pittsburgh 3, Pa.
World's Largest Selection of Miniature Charms



COIN MACHINE news



YOUR GREATEST PROFIT OPPORTUNITY FOR 1964 —DELUXE 6-POCKET AND BUMPER POOL®

—The Dependable Tables!

See Your Distributor or Write Complete Selection Parts—Accessories

VALLEY SALES CO.
122 Horton St. Rex City, Michigan

ALL MACHINES READY FOR LOCATION

- Bally Deluxe Jumbo \$145
- Bally Bank Ball 245
- Gottlieb Flipper Clown 215
- Gottlieb Gigi 295
- Gottlieb Gaucho 395
- Gottlieb Lancer 315
- Midway Skee Fun 225

Call, Write or Cable.

Cable: LEWJO

Distr. for Smokeshops & Gottlieb.

Lew Jones Distributing Co

Exclusive Wurlitzer Distributor
1311 N. Capitol Ave.
Indianapolis, Ind.
Tel.: ME1rose 5-1593

SLUGGER....

Counter Game

1c, 5c or 10c play. Size: 18" x 12" x 8". Weight, 25 lbs. Natural wood cabinet. Polished chrome fittings.



\$54.50

f.o.b. Chicago

ELECTRIC SCOREBOARDS

Coin operated for shuffleboards, 15, 21 and/or 50 points. (Horseshoe). Overhead double-faced model on chrome stands complete with coin box.

\$169.50 f.o.b. Chicago

SPECIALS!

BILLIARD SUPPLIES

- 3-Oz. Bumper Pool Balls (10) \$ 9.00
- 2 1/4" Balls, 1-15 w/Cue Ball. 12.50
- 2 1/4" Balls, 1-15 w/Cue Ball. 14.00
- 48" Cues \$ 1.50 ea.
- 52" Cues \$1.95 ea.; 25 1.50 ea.
- 37" Cues \$2.95 ea.; 33.00 dz.
- Plastic Triangles, 2 1/4" 1.00
- 4-Hole Cue Rack 4.00
- Billiard Chalk, Gr. 2.50

We carry complete line of Pool Supplies—Write for list.

1/3 deposit, bal. C.O.D. or S.D.

MARVEL Manufacturing Co.

2845 W. Fullerton Ave.
Chicago 47, Ill.
Phone: Dickens 2-2424

U. S. Game Mfrs. Continue to Expand W. German Efforts

By OMER ANDERSON

BONN—U. S. coin machine manufacturers are continuing to expand their operations to West Germany in anticipation of the

European Common Market, which will be a reality in 1968 at the latest.

For many reasons, West Germany is the favorite base of U. S. coin concerns staking out



DAVE ROSEN, Philadelphia Rowe-AMI distributor, greets Sammy Davis Jr. at the Philadelphia Variety Club. Rosen played host to the cast of "Golden Boy," which stars Davis. Rosen is also distributor for Reprise Records and chief barker of Philadelphia Variety Tent No. 13.

a claim in the trading community. This fact has just been underscored by the entry of two additional major U. S. coin firms into the German market.

The companies are Chicago Dynamic Industries, Inc., and United Manufacturing, both of Chicago. Chicago Coin has linked up with Triefenbach Apparatebau KG, and United with Nova Apparate, which is also the Rock-Ola distributor for Europe.

Nova's appointment will considerably expand United's representation in the European market. Heretofore, the firm's bowlers were distributed by Globus-Automaten of Frankfurt.

Chicago Coin Deal

Chief interest centers, however, on the entry of Chicago Dynamic Industries into the German market. Chicago Coin's deal was negotiated by Mondial International, Inc., which is being billed in Germany as the world's largest exporter of coin-operated amusement machines. Mondial, which holds exclusive European sales rights for Chicago Coin products, has appointed Triefenbach Apparatebau KG as its exclusive sales agency for West Germany and Austria.

This agreement takes on more than ordinary importance be-

(Continued on page 50)

Italian Judge Says Pinball Legal Games

FLORENCE, Italy — Pinball machines moved a giant step toward legality with the decision by Judge Corsaro that they are not games of chance and hence not illegal. The decision grew out of the arrest in two small towns in Florence a year ago of four bar owner-operators and two game operators.

Under the decision, the sequestered pinballs were ordered returned to their owners. Whether the decision will be recognized elsewhere in Italy will depend on whether Minister of the Interior Paolo Emilio Taviani, newly appointed in the reconstituted Moro government, will promulgate a decree to the effect.

Snack time?



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Coin Shipments Continue to Rise

NEW YORK—The boom in U. S. coin machine exports shows little sign of slackening. According to figures released this week by the U. S. Department of Commerce, some 9,054 juke boxes and games with a total value of \$3,662,719 were shipped out of the country in April. This compares with 6,252 units valued at \$3,001,920 in April 1963.

Whereas a year ago games accounted for about 40 per cent of the total valuation, the 1964 April figures show that games accounted for nearly two-thirds of the total.

The trend on the part of European buyers is to depend less and less on U. S. phonographs and more and more on U. S. games.

Western European manufacturers, notably the Germans, have enjoyed a high degree of success

in producing efficient low-cost juke boxes. This has cut deeply into U. S. used machine shipments.

But the European game manufacturing industry hasn't really got off the ground, at least high enough to satisfy the growing need for amusement machines.

France, by virtue of its game purchases, continues as the major buyer of U. S. equipment, followed by West Germany and Belgium. The French bought only 69 new phonographs, no used ones and 1,826 games.

As usual, the Western European nations were the major buyers, representing eight of the top 10 purchases. Only non-European nations represented in the top 10 were Canada (No. 4) and Venezuela (No. 9).

Coin Machine Exports

April 1964

Country	New Phonographs		Used Phonographs		Amusement Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value
France	69	\$ 43,505	—	\$ —	1,826	\$ 944,550	1,895	\$ 988,055
W. Germany	385	235,731	1	1,200	412	199,907	798	436,838
Belgium	182	156,410	207	55,928	388	159,405	777	371,743
Canada	205	183,900	49	12,025	1,506	158,670	1,760	354,595
Italy	10	8,422	5	5,000	795	288,950	810	302,372
Japan	188	141,326	163	41,960	378	95,053	729	278,339
United Kingdom	—	—	86	41,836	470	180,360	556	222,196
Switzerland	73	54,487	—	—	146	69,853	219	124,340
Venezuela	—	—	—	—	144	65,813	144	65,813
Sweden	18	11,120	—	—	120	41,036	138	52,156
Phil. Rep.	58	25,732	—	—	7	3,200	65	28,932
Netherlands	7	6,303	42	5,810	34	12,550	83	24,663
Dom. Rep.	22	9,923	72	12,249	—	—	94	22,172
Mexico	18	16,659	10	3,550	—	—	28	20,209
Nicaragua	10	8,570	7	2,870	—	—	17	11,440
Other Countries	96	78,837	253	67,968	592	212,051	941	358,856
TOTAL	1,341	\$980,925	895	\$250,396	6,818	\$2,431,398	9,054	\$3,662,719

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Say You Saw It in Billboard

R. F. Jones Holds First In Phono School Series

LOS ANGELES — Approximately 35 servicemen attended one of the first of a series of phonograph schools conducted by John Pentecost, AMI field service engineer, at the R. F. Jones Company here.

Pentecost, a veteran of many years in the phonograph field, came to California from his home base in Biloxi, Miss., to conduct the session. This one was on the AMI JBM model.

Pentecost discussed phonograph mechanisms in general, then pinpointed his talk on the keyboard, giving particular attention to the different latch-bar solenoid. In his talk on the search unit, Pentecost discussed the improvements. He also talk on the disassemble mechanism. Among those attending were

Dick Goodson, Mayflower Music; Art Lindeke, N. & P. Amusements; Emery L. Durbin, Em's Vending; Howard W. Smith, D & H Products; James Miller, Saga Food Service; Richard Faust, Jim Moore, Vince Ruggieri, Rowe, Compton; Earl Paige, Bill Blansett, Norm Niederhelm, Musi Matic; Joe Mitchell, Mayflower Music; Roscoe King, King's Music; Ed Swientek, Serv-U-Corp.; D. E. Gunderson, John Attyah, Pomona; Don Gilbertson, R. F. Jones; Glen Revvy, Jolo; Ralph Phipps, Luis J. Lowndes, Adolph Herdzina, R. F. Jones; Jerry McAlevey, First National Music; Cecil Daniels, Associate Venders; M. D. Busch, Gil Aguinaza, Joe Laia, Bill Bush, Al Cegarra, and Frank Navarro, R. F. Jones.



JOHN PENTECOST, AMI field service engineer, left, discusses the JBM model at the phonograph school sponsored by the R. F. Jones Company, Los Angeles. Al Cegarra, second from left, assists Pentecost.



SERVICEMEN from companies in Los Angeles attend the phonograph school sponsored by R. F. Jones Company, which was conducted by John Pentecost, extreme right, AMI field service engineer. He talked on the JBM model.

EUROPEAN NEWS BRIEFS

Spanish Pinballs

MADRID—Pinball sales are spurting this summer in Spain, and the Spanish trade predicts the biggest pinball year ever, both in terms of machines manufactured and collections.

There are five major Spanish firms producing pinballs, all of which bear a striking resemblance to U. S. product. The industry is chary about releasing production and sales figures, but estimates place 1964 total production at over 10,000 in all.

This is considered phenomenal for this country and impressive even by European levels generally. The pinball boom is benefitting both from Spain's growing prosperity and the development of plush new resort areas such as the Costa del Sol.

Scopitone Films

HAMBURG—Automatic Canteen's Rehbock-Automaten is offering nine special new films for the Scopitone cinema juke box.

The new films feature Germany's top recording artists and represent fulfillment of Rehbock's promise to Scopitone operators of a steady flow of new films with top entertainers.

Titles and artists are "Bossa Nova" (Manuela), "Copacabana" (Teddy Parker), "Pico Bello" (Peter Kraus), "Striptease Susi" (Heinz Erhard), "Wassermelonenmann" (Kid Burbank), "Makin' Whoopee" (Helmut Zacharias), "Die Dolly" (Harald Juhnke), and "Lil Babs" (Mr. Superman).

Rehbock believes that success of the film phonograph will depend on getting operators a steady flow of top films.

Williams Pinballs

HAMBURG — Erich Schneider is beginning delivery of two new Williams pinballs — San Francisco and Heat Wave.

San Francisco is a two-player pinball with a new free-play format. The game is benefiting from gratis promotion supplied in Germany by the top-tune popularity of the song "San Francisco."

Heat Wave is a single-player game built around a thermom-

eter. Schneider is also lucky in having gratis promotion for this game as well as for San Francisco. Germany is having one of its warmest summers in the last decade, and the heat wave finds Germans queued up to play Heat Wave machines placed around swimming pools and in shaded and air-conditioned arcades.

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4 Mutoscope Model D,
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15 Midway Shooting Gal-
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SPECIALS

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ers, \$85.00 each.

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\$195.00 each.

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each.

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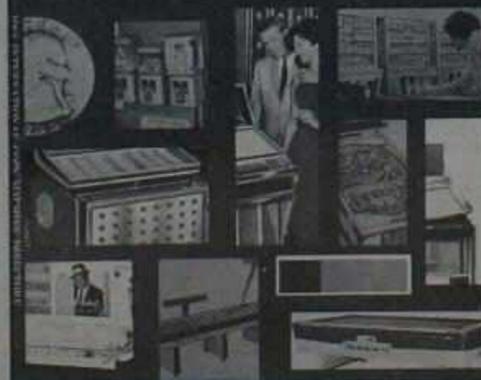
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Steiger High On Purchase Of Scopitone

CHICAGO—A. A. Steiger, president of Tel-A-Sign, Inc., after reporting first quarter profits of more than \$100,000 to the recent annual shareholders' meeting, said that the corporation's prospects were greatly improved by the acquisition of 80 per cent of Scopitone, Inc.

Scopitone is the U. S. licensee for the coin-operated, film-projecting juke box manufactured by Cameca Corporation, Paris. Steiger said Tel-A-Sign will start production of the units, which are currently imported, by January, and plans to make 10,000 a year by 1966. He said Scopitone has orders for the next five years from distributors for 6,000 machines, worth \$24,000,000.

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World Wide Plans Series Of Sept. Service Schools

CHICAGO—World Wide Distributors will hold a series of service schools on the Seeburg LP Console 480 phonograph and other equipment during September. Chuck Gates, Seeburg field engineer, will be in charge of the instruction and questions periods.

The first school will be held Sept. 8 at the Holiday Inn, Springfield, Ill., 7 to 10 p.m. Other seminars will follow at the Decatur, Ill. Holiday Inn, Sept. 10; Peoria, Ill. Holiday Inn, Sept. 15, and the Davenport, Ia. Voyager Inn, Sept. 17. Art Wood and Tom Higdon, Seeburg, also expects to attend the sessions.

World Wide makes a point of holding these meetings with operators at motels so that the Seeburg mobile display unit can be parked outside. The distributor has recently concluded one-day showings of the LP Console 480 at the Illinois cities of Champaign, Decatur, Springfield and Quincy, and at Davenport, Ia. The mobile unit was at all showings.

World Wide's Nate Feinstein believes that the presence of a third party is useful in selling a new location or negotiating a better deal at an old one. He also feels the mobile unit is an impressive aid, particularly in new sales. The towns selected for showings were those felt to be insufficiently represented at

World Wide's original Chicago showing of the new phonograph.

World Wide has also completed a remodeling of its Chicago quarters, bringing all equipment and personnel to the first floor level. Feinstein believes a coin machine distributor should adopt some of the concept of the supermarket by putting everything the operator could need on one level, so he can look around and make his selection from the floor.

Krug Sees Pick-Up in Adult, Stereo Demand

CHICAGO—Jack Krug, sales chief at Music Box One-Stop Record Service here, feels that the present slow-down in the supply of adult entertainment product for juke boxes will end soon and that the market for such records is increasing.

The summer market, he says, is more heavily weighted on the teen-age side, with kids out of school and congregating in drive-ins and other locations which close or do a sharply reduced business at other

seasons. Krug estimates the adult share of the market to be about 60 per cent now, increasing to 65 or 70 per cent in the fall.

With the summer emphasis more strongly on younger customers, Krug thinks the recent little LP releases may have temporarily saturated the market, but it is purely a temporary situation. Coming month will see a need for many more little LP's and stereo singles. Those now available are moving, but there will be more than enough room for all the diskeries now planning such releases.

A constant flow of adult records will inevitably turn up new juke box hits in a class with "Java" and "Hello, Dolly," Krug believes.



DELFIN FRANCO, center, Manila operator who recently visited Los Angeles on his return trip to the Philippines from Europe by way of Hawaii, was entertained in the film capital by **George Muraoka**, vice-president of Simon Distributing Company, left, and **Frank Mencuri**, the company's general manager. Franco spent several days in the West Coast city.

Nevelle Affair Tickets Go Fast

NEW YORK—More than half of the available reservations for the annual outing of the Music Operators of New York have been taken, according to Ben Chicifsky, MONY business manager.

MONY, together with the Westchester Operators Guild and the New York State Operators Guild, holds its annual outing at the Nevelle Country Club in the Catskill Mountains Sept. 25-27. About 200 rooms have been reserved. To date, 117 rooms have been booked.

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• Continued from page 48

cause of the importance of the respected Triefenbach family firm in the West German trade. Walter Triefenbach, the head of the firm, is regarded as one of the most astute figures among German coin executives.

He is a former co-owner and sales director of Tonomat-Automaten of Neu-Isenberg, the Frankfurt area firm which was purchased outright by Automatic Canteen Company of America, and which now forms Automatic Canteen's major base of operations for the European market.

9 Ops Delay Bids On Cig Machines

LEWISTON, Me.—Two local vending machine firms have apparently won the first round in their fight against the Lewiston Education Board's awarding of a vending machine contract to a company in nearby Auburn.

Charles Day, representing the national Vending Company, and the other Lewiston firm, Pioneer Corporation, appeared before the finance board and contended as taxpayers these firms should have a right to see the informal bids submitted to the school committee for vending equipment for Memorial Armory.

The Board was told to rescind any votes it may have taken relative to the purchase or leasing the new vending machines, for which money from a special school-associated fund is being used.

During Triefenbach's association with Tonomat, the firm developed and produced one of the first all-European phonographs—the Teleramic—to be offered on the Continental Market. This phonograph, restyled and rechristened the Electronic, is still a popular phonograph in Europe.

Triefenbach is now taking charge of distribution in Germany and Austria of all Chicago Coin products, including pinballs, shuffleboards, bowlers, target games, kiddie cinemas and miscellaneous games.

Promotion emphasizes that all Chicago Coin products are placed on test stands for months of testing before being released for distribution. The buyer of Chicago Coin products, according to this promotion, is guaranteed the same type of thoroughness that goes into the output of U. S. space program electronic components.

Such promotion reflects Triefenbach's conviction that the best sell is neither the hard nor flashy sell but the thorough-sell, sparing neither facts nor figures.

There is speculation that the Triefenbach tie-up eventually will lead to at least a partial manufacturing operation of Chicago Coin products in West Germany or their assembly here. This speculation is encouraged by the fact that no U. S. games producer has established a major production operation on the Continent so far, although the advantages would appear to dictate such an experiment.

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ALBUM REVIEWS



BILLBOARD SPOTLIGHT PICK

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

ALBUM REVIEW POLICY

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



POP SPOTLIGHT

SOMETHING NEW

Beatles. Capitol T 2108 (M); ST 2108 (S)

Selections include "Things We Said Today," "Matchbox," "Komm, Gib Mir Deine Hand" ("I Want Hold Your Hand"), "If I Fell," "Any Time at All," among others. The album includes five vocals from the Beatles' first motion picture, "A Hard Day's Night."



POP SPOTLIGHT

IT MIGHT AS WELL BE SWING

Frank Sinatra, Count Basie & His Ork. Reprise F 1012 (M); FS 1012 (S)

The first meeting of Sinatra and Basie on album resulted in tremendous sales and airplay. This package is a gasser as well, with Sinatra swinging at his hip best, Count Basie and the Quincy Jones arrangements back Frank to the Sands and back. Hold your hat, turn up the volume and dig: "Hello Dolly," "I Can't Stop Loving You," "Fly Me to the Moon," "More" and others.



POP SPOTLIGHT

THE 7TH DAWN

Soundtrack. United Artists UAL 4115 UAS 5115 (S)

The motion picture is destined for a highly successful box office with an exciting action plot and a top-notch cast starring William Holden, Susannah York and Capucine. The market has been flooded with single recordings of the theme which should drum up even more interest in the album.



POP SPOTLIGHT

MUSIC FROM THE NIGHT OF THE IGUANA

Various Artists. MGM E 4247 (M); SE 4247 (S)

The commercial appeal of original soundtrack albums seems to be just as strong as ever with several albums regularly represented on the best-selling LP chart. "The Night of the Iguana," already well known as a Broadway play, will enjoy further fame via the motion pictures. The original score for the Tennessee Williams play was written by Benjamin Frankel.



POP SPOTLIGHT

PEG O' MY HEART

Robert Maxwell, His Harp & Ork. Decca DL 4563 (M); DL 74563 (S)

Few musicians have done more to popularize the harp than Robert Maxwell. Now on his second pop single hit, harpist Maxwell is being "dug" by many who thought the harp was used only by guys named Marks and Gabriel. Backed by orchestra, Maxwell offers "Don't Get Around Much Anymore," "Adios," "Peg o' My Heart," "Sophisticated Lady" and others.

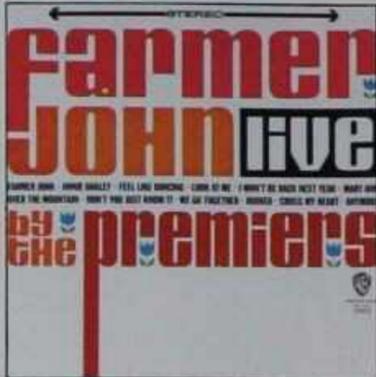
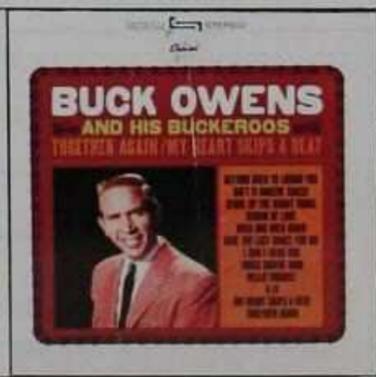


COUNTRY SPOTLIGHT

TOGETHER AGAIN/MY HEART SKIPS A BEAT

Buck Owens & His Buckaroos. Capitol T 2135 (M); ST 2135 (S)

Buck is currently whoopin' it up with two hot selling singles, "Together Again" and "My Heart Skips a Beat." Both are among Billboard's top 10 hot country singles. In addition to his two hits, Buck sings "Storm of Love," "Save the Last Dance for Me," "Hello Trouble" and "Truck Drivin' Man," to name a few. Top-notch country fare.



POP SPOTLIGHT

FARMER JOHN LIVE

Premiers. Warner Bros. W 1565 (M); WS 1565 (S)

There's no lull in this package. The Premiers play and sing up a rockin' storm. Currently riding the chart with a hit single, "Farmer John," the group is captured live while performing at the Rhythm Room in Fullerton, Calif. Grooved for the younger set, the album should receive their collective blessing.



CLASSICAL SPOTLIGHT

STRAUSS: ARABELLA (3-12")

Various Artists. Deutsche Grammophon 138 883/85 (S)
Strauss' three-act lyrical comedy Arabella has long been popular with music lovers. The story is expertly related by a fine cast comprised of Lisa Della Casa, Anneliese Rothenberger, Dietrich Fischer-Dieskau and Joseph Keilberth. To add to the commercial appeal of this package is the fact that it is the first complete performance of the work on recordings. Included in the package is the complete libretto in booklet form and a special four-language booklet with information about the performers and the performance.

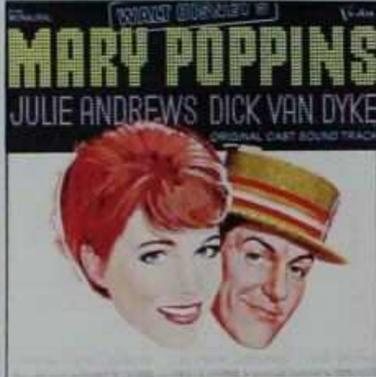


POP SPOTLIGHT

SOMETHIN' ELSE!!

Jackie Wilson. Brunswick BL 54117 (M); BL 754117 (S)

Jackie Wilson has averaged an album a year since he first started recording for Brunswick in 1957 and each album is in tune with the times, teenage emotions and the tempos of the moment. And each album shows more of the many talents of this perennial chart resident. Included in this album are "Big Boss Line," which had plenty of sales as a single and for two selections that really move try "Groovin'" and "Deep Down Love."

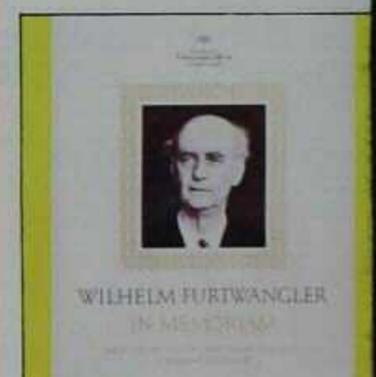


POP SPOTLIGHT

MARY POPPINS

Original Cast Soundtrack. Vista BV 4026 (M); STER 4026 (S)

Big name cast starring Julie ("My Fair Lady") Andrews and Dick Van Dyke (of TV and "Bye Bye Birdie" fame) will do much, along with the film promotion to move the album. The appeal is primarily to the younger folks, but not little children.



CLASSICAL SPOTLIGHT

IN MEMORIAM WILHELM FURTWANGLER (4-12")

Deutsche Grammophon. KL 27/31 (M)

An outstanding collector's item. Released as a special limited edition, this four LP package spotlights the most profound interpreter of the great German symphonists. Herein are Furtwangler records of Bach, Haydn, Mozart, Beethoven, Schubert, Schumann and Bruckner. Also included is a four-language commemorative booklet. Incomparable in its class.



POP SPOTLIGHT

LICORICE STICK

Pete Fountain. Coral CRL 57460 (M); CRL 757460 (S)

Pete Fountain gives a lush, rich clarinet treatment to such pop standards as "Maria Elena" and "Born to Lose," and comes forth with a strong "Hello Dolly." Charles Bud Dant and his orchestra provide more than competent backing.



POP SPOTLIGHT

THE BEST OF LAWRENCE WELK (2-12")

Coral CXSB 5 (M); 7CXSB 5 (S)

The double album is aptly named and attractively packaged. Welk plays such all-time favorites as "Peg o' My Heart," "Stompin' at the Savoy," "Anniversary Waltz," "Alexander's Ragtime Band," "Beer Barrel Polka" and "Dardenella" in the best Champagne Music tradition. He still speaks with the slight German accent that has been his trade-mark for a quarter century.



COUNTRY SPOTLIGHT

A KING & TWO QUEENS

George Jones, Melba Montgomery, Judy Lynn. United Artists UAL 3367 (M); UAS 6367 (S)

When it comes to country music there is just no topping artists such as George Jones, Melba Montgomery and Judy Lynn. Whether singing solo or duet, the performances are all first rate. The triangle plot, long a favorite of country music buyers, is expertly demonstrated here. Tunes include "Brown to Blue," "Big Big Heartaches," "Unexpected Guest," "Wrong Number."



POP SPOTLIGHT

SATCHMO 1930-1934

Louis Armstrong. Decca DL 4331 (M); DL 74331 (S)

From 1930 to 1934 were the most productive years of one of the giants of the American musical scene. Satchmo tells of these years with interpretive narration as he gives forth with such standards as "If I Could Be With You," "Body and Soul," "Memories of You," "When It's Sleepy Time Down South," "Lazy River," "Georgia on My Mind" and "On the Sunny Side of the Street." It's pop Armstrong at his best.