NEW YORK — How Sears, Roebuck & Co.'s plan to enter the disk industry next year, which was announced this week by Al Levine, will affect the sales of the giant chain, which had been generating a good deal of concern in the trade.

Levine, vice president of the company's music division, said that the plan is to produce a line of portable disk players and that the company will seek to distribute these products through its existing network of stores.

The plans, however, have not been revealed in detail, and it is not clear how they will affect the company's current line of disk players.

The announcement comes on the heels of the company's decision to reduce its inventory of disk players, which have been popular with consumers in recent years.

The new line of portable disk players is expected to be launched in early 2023, and the company is already working on a strategy to market the products.

Levine said that the company is looking at a variety of ways to market the new line, including through partnerships with other companies and through direct-to-consumer sales.

The company has been a leader in the disk industry for many years, and its move into the portable disk player market is a significant one.

Levine said that the company is also looking at ways to expand its line of disk players, with a focus on developing new features and technologies.

The company's decision to reduce its inventory of disk players is expected to have an impact on the company's bottom line, and the company is looking at ways to mitigate the impact.

Levine said that the company is also looking at ways to improve its customer service and to better understand the needs of its customers.

The company's move into the portable disk player market is expected to be a significant one, and it will be interesting to see how it develops.

By LEE ZHTO

Chi Distrib Pooh-Pooch Sears Plans; Say It Won't Give Birth

BY NICK BIRKO

CHICAGO — News that the giant Sears Roebuck chain is planning to eliminate local distributors as part of its “prime source of supply” has produced a surprisingly little commotion here.

The fact is, most distributors don’t really feel it’s going to happen.

Whether “on the record” or “off the record,” distributors feel the “New Deal” is a long way from being commuted. Local hires are continuing to do business with Sears and few expect things to change.

It all started when Sears circulated a letter a few weeks ago, informing distributors that after Sept. 1, they no longer would be the “prime source of supply” to the giant 750-store chain (of which 700 handle records).

In reporting the news last week, Billboard noted that according to reliable trade sources, Sears’ complete chain would be handled by Al Levine (New Deal Record Service) of New York.

According to the same report, Levine was seeking distributors as part of the new record label and would function in that capacity in serviceing Sears.

Since then, however, things have just not taken shape. For one thing, the disk firms don’t seem to be going along in the words of veteran Jimmy Martin, “Levine would have to have all line—that they haven’t got.”

In addition, a survey of manufacturers by Billboard indicated that practically none were willing to disrupt their distribution network by granting New Deal distributor status (see separate story).

Sears’ Business Valued

It’s not that distributors here do not value Sears’ business. Quite the contrary. Various off-the-record estimates indicate that the big chain accounts for about 25% of total consumer distribution.

This would be a big chunk of business to lose.

“Even if we lost half, we would be in trouble,” one big supplier noted. “However, I don’t think it’s going to happen,” and that more or less seems to be the consensus.

Lennie Garmon, Garmon Distributing Company, noted that he was “still supplying Sears with product.”

“And don’t any real policy has been formulated,” Garmon said, referring to the switch to New Deal in New York.

Was he worried? “Well, I don’t like it,” Garmon said. “But we’ve been doing business with Sears for a good many years. We give them good service. I think they understand New Deal’s doing business locally is easier than doing it with a concern 800 miles away in New York.”

Garmon added that she didn’t think the manufacturer would be willing in granting distributor status.

Sears has a policy — they

KFWB Switches to New Play Concept

By ELIOT TIEGEL

LOS ANGELES — KFWB has sliced its playlist in half and is operating with a Top 40 plus 15 concept. The tightening of the list plus the elimination of all personal disk jockey picks has the format outlet rocking hard with national hits.

The move is looked upon by industry observers as an attempt to regain lost ratings to KRLA, which has shown up extremely strong in recent Hooper surveys. The effect has eliminated all local hits and reduced exposure for new records. The station switched all its deejays during the first week of the new playlist, with each man working different hours and identifying himself as a mystery voice in an obvious promotion to stir up listeners.

It is understood the tight playlist was the decision of Jim Hawthorne, Crowell-Collier’s national program director. As a result of eliminating all but the best selling singles, “everybody’s going to KRLA,” presented one harassed promotion man.

The Pasadena format station, despite problems with the FCC in selecting its new ownership, has been building listenerhip through a playlist which ranges from 75 to 55 records, according to General Manager John Barrett. The executive explained that Dick Morland and Reb Foster survey local shops each week to compile the playlist.

In Hooper’s May survey, KRLA led KFWB weekdays throughout the broadcast day. KFWB was the leader on the weekends. A combined May rating gave KRLA a 5.7 share of audience and KFWB 13.6.

When inquiring about the new playlist, Don Ant, KFWB’s station manager, said: “We will keep it at 50 to 55 records.” He could not state how long the station would operate with a short list. Promotion men were still bringing their records to the station on Tuesday. One promotion man was told by Ant that the playlist would be made up on Tuesday afterhours. P.D. Jim Hawthorne was rumored on the playlist or reasons for its inception.

ETYDIE GORME: Not only a recording star, but her husband, Steve Lawrence, is a bit songwriter, too. She and Steve have penned her current single hit, CAN’T GET OVER THE BOSSA NOVA, fast becoming one of Ettyde’s biggest Columbia single hits to date. (Advertisement)

Italian Gambling Casino

Showcase for New Artists

By SAMI STEINMAN

TAORMINA, Italy — Opening a gambling casino in this Sicilian resort has gone hand-in- glove with catapulting it into the forefront as a musical center featuring top international artists from all parts of the world.

The casino sponsored the music programs which is a showcase for singers, a year ago, with the “Safiya Sazerac,” which runs the casino, providing a week of “Songs in the World” in concert from nights from eight different countries. The event was an outstanding success and will be repeated this summer with Donnie Warwick as the United States’ representative and Gli-
CONGRATULATIONS, NARA!
KEEP SWINGING!
RCA VICTOR
Cap. of Canada Had Best Year

TORONTO—Capitol Records of Canada, Ltd., has completed the most successful year in its history, according to Geoffrey F. Racine, executive vice-president.

Racine attributes the record's recent sales convention at Mont Gabriel, Que., Capitol branch and distributor personnel attended.

He said that Capitol's rise to the top spot among Canadian record companies was aided by the Beatles, but that the sales of product by Gerry and the Pacemakers, the Dave Clark Five, the Beach Boys, Al Martino and Nat King Cole were also important.

Racine also cited Canadian recordings—most of which were issued on Capitol, have been released in 1964 at the French-Catholic market. These include releases from France, such as French artists as André Dassarey and Leo Ferre, and the first Columbia-CBA re-release by Mantovani.

Columbia of Canada's own product included an album by French singer Gilles Vigneault recorded in concert in Quebec City, the fourth album by the folk song singing group, the Travellers, and a jazz album by single albums, and a single album back by a group featuring Chick Corea and Laddie Taz.

The Epic and Columbia presentation was a re-run of The Rat Pack set for brief previews during which the producer was selected to set up "First U.S. Tape Set on Beatles"

HOLLYWOOD—Capitol will record the Beatles at their Aug. 23 Hollywood Bowl concert. The session will be to record the group last February in Carnegie Hall because of restrictions by the English musicians union, which have now been cleared, according to Vice President Ron Tait.

George Martin, the group's English arranger, will fly to handle the session. If the project is approved, the group will be the first American disk sizing to record at the Bowl. Capitol's Washington concert has been shown to closest-circuit theater audiences.

Hollywood is hoping the open-air Bowl will allow the anticipated traffic pattern to be set up in the area and not overshadow the wall sound.

'Poppins' Score More In Bank for Disney Company

HOLLYWOOD—Record manufacturers appear to have found a bag-full of miracles in the score of "Mary Poppins," the Walt Disney production set for release here Aug. 27 and in New York sometime in September.

"Spoonful of Sugar" has been cut by Mary Martin and the "Dee Dee Mt Children's Choir for Kapp and by Louis Prima on his new "American Concert Chorus" by the three's for Capitol and the Boston Pops for a new RCA LP. "Mary Poppins" is the most successful record of the accompanying band, has been completely surprised by the wide radio acceptance given these tunes, Johnson said.

"We have been copied by all the soundtrack LP's have been released over the last few weeks. However, the dance LP's have been copied by all the other radio LP's."

Adding to this flurry of record activity and tour publicity, there are possibilities lawrence Welk and Verve Damaske will be entered into show. "Mary Poppins" will make the most successful record released by Disney.
ONCE AGAIN COLUMBIA PUTS THE
ON YEAR-ROUND ADVERTISING AND MERCHANDISING

NEWSPAPER ADVERTISING

ON YEAR-ROUND SOUND FINANCING

A unique payment plan realistically based on the actual cash flow of the retail market. This program will assist the dealer in planning his inventory requirements to take full advantage of the volume seasons and, at the same time, is designed so that the dealer will not be overburdened with financial commitments until his cash flow is at a maximum. See your Columbia representative for complete details.

STABILITY IN ACTION IN AN AGE OF
EMPHASIS WHERE IT BELONGS

ON YEAR-ROUND STRONG RELEASES

NEW FOR AUGUST

I Wish You Love Andre Kostelanetz

THE NEW CHRISTY MINSTRELS IN THE LAND OF GIANTS

RAY PRICE LOVE LIFE

BY SPECIAL REQUEST THE TRIO LOS PANCHOS GREAT LOVE SONGS IN ENGLISH

ROBERT GOULET WITHOUT YOU

AMOR

The Love Goddesses Percy Faith

Marty Robbins R.F.D.

Everybody Knows Steve Lawrence

Robert Panes

Everybody Knows Steve Lawrence

Three French Violin Favorites

Grand Canyon Suite Leonard Bernstein New York Philharmonic

REASON—COLUMBIA RECORDS
KBLA Awaiting FCC Ground; Format Changes in Works

LOS ANGELES—The record industry is keeping a close eye on KBLA, Burbank, Calif., 250,000-watt scheduled to increase its power to 10,000 watts. Rumors are running rampant about KBLA’s future programming and the role it will play in the Los Angeles market.

Mel Leeds, general manager, told Billboard the station would undergo a major programming revision once approval is received from the FCC to increase its power, which he said could come within 30 days.

As a perhaps off-a tempo to future programming changes, the station has been running a Top 40 format, with daytime announcers extolling listeners to “stay tuned for more rocking sounds.” Manufacturers and distributors alike are hoping the station will go completely Top 40 and provide significant competition for the area’s two rockers, KRLA and KNX.

Part of the fascination shadowing the station are the major names being bantered around as joining the staff. To the query, would veteran rock deejays Alvin Freed and Bobby Dale be joining the station, Leeds answered an emphatic “no” to Freed, and puzzlement concerning Dale, recently let go at KEW, San Francisco.

The general manager revealed he has been lining up personnel to join the station with the power boost and announced the following as members of his anticipated 13-man staff: Bruce Wendell, former WINS, York, librarian, already at the station in a similar capacity; Paul Worth, formerly of New York and KHUM, Los Angeles, now in production, and the following standing by—Sid Wayne, of New York; Tom Clay, of CKLW, Detroit; Dick Wittington, ex-KLAC, Los Angeles, and several others.

In its current format, KBLA schedules recorded programs like the Lawrence Welk show heard mornings from 9:30 to 10 plus foreign language ethnic shows. But in recent weeks the sound has been changing dramatically as more and more chart singles, new and old, are interspersed.

Owing to the nature of the market, George Cameron Jr., who operates KDJS in Palm Springs, Management several months ago completely modernized the station in an all-new installation, with the mounting power boost which can happen any time now.

Press Brings Connoiseur Sales Up 400% in 2 Months

BY FRANK LUPPINO

NEW YORK—In the three months since Larry Press has headed the Connoiseur Record operation, its June and July sales exceeded $100,000 each month. This represents an increase of 400 per cent over the same months of 1963.

Press was brought in to head the broad record operation by the Bankers Life Insurance Company, Chicago, the noted Record Corporation’s parent firm. Bankers Life also owns the Bankers Record Company, a record pressing plant which occupies 100,000 square feet in Kenosha, Wis.

A 26-year veteran with the Record Guild of America, Press is a noted independent producer of albums and was a consultant to the now defunct Rank Records. Among his responsibilities is the consolidation of Connoiseur’s operation with the Forum Circle, Telefunken, Aria, Supraphon, Parliament and M & K labels, plus production and organization of the sales department.

New Appointments

Press’ first appointment was Louis Capone to national sales manager, who has managed Vic Damone, Tony Montana and Pat Boone. Capone had also been in publishing with Dave Dreyer of Dreyer Music and had been in promotion for sales under such labels as Aamco and Topps. Capone named Anthony Ambrosino in San Francisco, with Sutton Records; Allen Greenberg in Cleveland, with Specialty Records, and Jerry Geller, former with Pickwick International, to sell operations that covers the New York metropolitan and Southern territories of the Midwest and Gross New England.

Press also appointed Ralph Stein to head the air division, Stein, formerly with Pickwick International, created much of the product for the Wally Levy line. He has chalking creative development for sales, an area in which Pickwick has concentrated in the Connoiseur organization. The Forum Circle.

Moody Named by 20th-Fox

NEW YORK—Doug Moody is joining 20th-Century-Fox Records to handle tasks including locating, recording and promoting talent and product.

Moody, whose past activities include stints at both Old Blue Stein’s budget record operation and with label consultant, will have the benefit of Jack Shack and Dave (Baby) Cortez, also worked with Jack Shank and John Embers Record operation. For the past three years he has been with jacket Records.

According to label chief Miller, Moody will have a free hand to create and bring in new product. He’ll be a talent scout and responsible for breaking new talent. He will also bring Moody’s international knowledge of the business, the international version of the 20th-Century Fox name on both labels and records, it is believed Moody’s responsibilities will encompass the label’s efforts as well as on the domestic level.

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Your profits from the upcoming “My Fair Lady” film start with this album—the first new “Lady” album by a top-ranking artist. And it’s the first time that Nat King Cole has done an entire album of songs from one Broadway show. That’s starting at the top. Call your Capitol sales rep now—your Nat King Cole/“My Fair Lady” profits start the minute you do.

Capitol Records

SW 2117
W 2117

NAT KING COLE
SINGS
MY FAIR LADY

selections from Lerner & Loewe’s

I COULD HAVE DANCED ALL NIGHT • I’VE GROWN ACCUSTOMED TO HER FACE • GET ME TO THE CHURCH ON TIME
ON THE STREET WHERE YOU LIVE • THE RAIN IN SPAIN • I’M AN ORDINARY MAN • A HYMN TO HIM
WOULDN’T IT BE LOVERLY • WITH A LITTLE BIT OF LUCK • YOU DID IT • SHOW ME

arranged and conducted by Ralph Carmichael
INDIE PRODUCER HAS CHOICE

New Capitol Subsidiary Plans
To Bow First Release Next Month

HOLLYWOOD—Proof that independent producers have become a power in the industry can be seen in the vast amount of material submitted to Eddie Rey, Tower's A&R director, for London, Philips
In Agreement

MONTREAL—At the recent annual sales meeting held here by London Records of Canada, attention was given to the growing record market represented by French-speaking Canadians and the need to provide more French product for this market. A logical solution was announced. Bring in product from France.

In an unusual agreement, London Records of Canada will release product made by Philips of France. The agreement is unusual because London of Canada, and London in the U.S., too, have ties with English Decca, and English Decca's ties in France are with French Decca, not Philips.

The French record product from Philips will be actively promoted in the French-speaking portions of Canada by the addition of special promotion men.

Attending the meetings here from abroad were Marcel L.

consideration among the new label's first releases.

The Capitol subsidiary plans its first release next month, Rey said. He plans having three or four tunes available for President Red Fraser and Sales Manager Vito Sameila to choose from.

As a good-will gesture, Tower will be represented by Rey at the National Association of Radio Announcers' convention in Chicago Aug. 20-23 to explain the label's plans for the 45 disk jackets.

Tower will introduce its newly named regional sales force to one another in New York before the first record is released. Rey said the majority of the masters he's listened to come from New York and Los Angeles. The label intends aiming at the teenage market and has turned down signing several major name artists because they did not fit into this top 45 groove, Rey explained.

The A&R digester did state he was particularly interested in two new performers whom he would like to sign as contract performers. But the majority of Tower's releases will be purchased masters, label officials have already declared.

Can. Staffer
Named by BB

TORONTO—Kit Morgan was named Billboard's Canadian correspondent last week, and joins its global repertorial corps as of this issue. She is the assistant editor of the Canadian Broadcasting Corporation, a twice-monthly radio-TV business paper.

Prior to joining the Broadcastar two and a half years ago, she was production assistant to Jack Arthur, executive producer of the Canadian National Exhibition Grandstand Show. She also served as copy and continuity writer with radio stations CKFY (Toronto), CKOI (Ottawa), and CKSL (London).

She is covering the burgeoning Canadian disk market for Billboard from headquarters here.

HONESTY AND SERVICE CITED
BY MANAGER

HOLLYWOOD—Bruce Hinton, national promotion manager for Warner Bros.-Reprise Records, sees honesty and service as the two basic tools of the promotion man.

Recently promoted to the position, Hinton operates with a staff of nine promotion men in Los Angeles, San Francisco, Chicago, Boston, New York, Washington, Houston, St. Louis and Philadelphia, plus independent distributor personnel. The two labels are represented in 29 markets, he said.

"Honesty underscores everything," Hinton emphasized. "When you have sold product, the false hype isn't necessary." In servicing radio stations Hinton believes that by effectively distributing the proper material to the proper outlet, this maximizes service. Financial limitations play an important part in providing L.P. product to all stations, he says, hence "discrimination has to be used in getting maximum exposure from powerful outlets."

The executive does not belittle the importance of smaller stations in outlying regions. He says they're important for breaking format sounds when the larger stations are hesitant to expose new records.

Atlantic Buys

NEW YORK—Atlantic Records has bought the master of "Eternally" by Johnny Winter which has been creating excitement in the Beaumont, Tex., area. Ken Ritter, a producer of the record on his Frolic label, decribed Jerry Westley, Atlantic vice-president. Atlantic is sending copies on its own label to other parts of the country.

Tower Label
Sets Wheels
In Motion

HOLLYWOOD—Tower has signed its first 19 distributors and finalized its regional sales promotion force, placing George Sherlock in the West. John Deirminian handling Central States, Lee Trimble the Midwest and Murray Kellen the East. Early negotiations were first revealed in Billboard July 25.

All four regional managers report to Vito Simeola, sales head operating from New York. All except Sherlock, who represented London in the West, were with parent Capitol's distributing corporation. Dominion operates from Chicago; Trimble, Cleveland, and Sherlock, Hollywood.

The initial distribution network includes: New Deal, New York; Peo, Los Angeles; M.S., Chicago, Milwaukee; Mural, Philadelphia; Mutual, Boston, Stone, San Francisco; Jay Kay, Detroit; Roberts, St. Louis, Kansas City, Mo.; Cloe-Disco, Cleveland; Four State, Cincinnati; Musical Sales, Baltimore, Washington; Lieberman, Minneapolis; United, Houston, Calif.; Scottie Dixie, Atlanta; Davis, Denver; All Smith, New Orleans, Essie, Newark; Seaboard, Hartford, and Microphone, Honolulu.
Reading Pays Off A&R Man

HOLLYWOOD — Record manufacturers could cut costs if all A&R producers read music, believes jazz veteran Dave Axelrod, who states there are many in the trade who can't distinguish one note from another.

Currently a Capitol pop and jazz producer, Axelrod is shocked at the number of industry members who can't read music yet somehow make a living in a medium whose foundation is the written score. "If only knowing how to read, you've got to make extra take during sessions to get the sound right," Axelrod charges. If the A&R man could read the copy of the score, these extra takes wouldn't be necessary and companies wouldn't be wasting money in the studio, he believes.

At Capitol, Doyle Gilmore was an expert drummer; Dave Cavasugh, a respected arranger, Tom Morgan, a former clarinetist with Claude Thornhill and Bill Miller, and Dick Jones are well versed in music, Axelrod remarked. The case is true at other major labels where former players and school educated musicians are now producing instead of playing. But this is not the total case within the industry, according to Axelrod, who should require those A&R men who can't read to obtain instructions.

Animals to Begin U.S. Tour

LONDON — The Animals, one of the hottest groups on records, will begin a tour of the U.S. late this month. The group, whose single "House of the Rising Sun" is charting in Australia, Britain and Eire and hit the No. 5 position on Billboard's Hot 100 in just three weeks, will find XM/M promo executives in the U.S. have not been idle.

The group will be met at the airport by fan club members, who will wear special buttons. A motorcade of Rolls Royces will speed the animals to Kennedy Airport. They'll be hosted at top hotels and consumer press parties and at a formal party to which the society set will be invited.

Stu Geitz, currently riding the charts with "The Girl from Ipanema," is writing an original score for the group's first film. Sid Bernstein and Marty Cumber, who presented a live show at the Paramount Theater in New York Easter, are preparing a show featuring the Animals for the Paramount Sept. 4-13. The theater, which has been closed for several weeks should reopen especially for the Animals show before being converted into commercials.

Berliner Music Festival Plans JFK Memorial

BERLIN — The annual Berlin music festival next month is being planned as a memorial to the late President John F. Kennedy. The festival will open Sept. 13 and run a week. The main accent will be the influence exerted on the culture of the 20th Century by the culture of black Africa. The Nigerian Yoruba "people's opera" company will appear at Berlin radio stations and will present a total of seven concerts, directed by Paul Klecki, Antal Dorati, Igor Stravinsky, Robert Craft, Herbert Blomstedt, Kurajin, John Prichard, Lorin Maazel and Hermann Scherchen.

Andy Williams To Get His Day

CINCINNATI — Columbia's Andy Williams, following his three-day stand, Sept. 7-9, at grandstand show feature at the Indiana State Fair, Indianapolis, comes here Sept. 8 for a civic celebration in his honor set up by local Columbia branch manager, Bill Kelly. Williams is a former resident of Cincinnati.

The date will be officially proclaimed Andy Williams Day by Mayor Walter Bachrach, who will present Williams with a key to the city in a ceremony on Fountain Square, downtown landmark. During his stay here, Williams will be a guest at a press party hosted by Columbia's Kelly and will appear as guest on Rust's "The 30-Minute Hour" over the Crosley Broadcasting four-city simulcast network. He will also get a top for Braun's Sunday afternoon color TV show.

Chuck Moore, Columbia promotion man here, is beating the drums on the one-day celebration. He has set up an Andy Williams contest with radio stations in Huntington and Charleston, W. Va., and Columbus, Ohio. Two winners from each station will get an all-expense trip to Cincy for the Andy Williams Day celebration.

Mrs. Reeves Heads Firms

NASHVILLE — As news of tributes to Jim Reeves begins to arrive from around the world, his widow, Mary Reeves, took over as president of the Reeves Enterprises. Included are Tuckahoe, Acclaim and Open Road music publishing firms and Shanahan Records, all headquartered in Madison, Tenn.

In Norway, the government radio and only broadcasting outlet carried a special tribute program to Reeves. Taking part was Eiger Eriksen, Billboard's correspondent. Radio Eireann in Eire, another government outlet, carried a special tribute program. In England, RCA released a single, coupling "The World Is Not My Home" with "Take My Hand Precious Lord." This will be followed by "Moonlight and Roses" album next month.

Although Reeves had been RCA Victor's biggest seller for several months in England, his death resulted in additional orders for his records.

Mrs. Reeves announced that Ray Baker will continue to head the management of the music firm, as will Joyce Gray as executive secretary. Tom Perryman, a personal friend of Reeves and his partner in ownership of Station KGNU, Henderson, Tex., will continue direction of the station and will serve as a business adviser to Mrs. Reeves.

Heads Roulette Distrib Brach

NEW YORK — Bob Spencer has been named branch manager of Adam Distributing Company, a firm wholly owned by Roulette Records. Roulette chief Morris Levy cited Spencer's 17 years in disk distributing, most of it with Capitol Records Distributing Corporation here, and New York's Multi-Disc, Mercury Records' distributing wing. The Adam distributor handles, in addition to Roulette, Time, Tellie, USA, Artis, Parliament, Roost, Tico, Sundire, Kenwood, Glover and Sandy records.

A Daughter for Luppinos

LONG BRANCH, N. J. — A daughter was born Aug. 11 in Monmouth County Medical Center to Bjerg and Frank Luppino, the first child for the couple, and was named Elizabeth Frances. Proud father is Billboards managing editor.
Walt Disney’s extended Disneyland organization, CRDC, is set to establish its own distribution conglomerate, Bill Levine's. This move, which is a part of the larger strategy to diversify and control the market, has sparked interest and concern among industry insiders.

CRDC, the new division of Capitol Records, has been established with a significant financial injection, allowing it to operate independently of the larger company's operations. The goal is to create a streamlined distribution system that can handle the ever-increasing demands of the music industry.

In an exclusive interview, Bill Levine, the head of CRDC, stated, "We are excited about the potential of this new distribution system. It will allow us to better control our own destiny and provide a competitive edge in the market."

The move comes at a time when the music industry is undergoing significant changes, with the rise of digital streaming and the decline of physical sales. Levine believes that CRDC can help his company stay ahead of these changes by providing a more nimble and responsive distribution system.

The move has also sparked concern among some industry veterans, who are worried about the impact on smaller labels. "It's a big move," said one veteran. "I'm worried about the small guys. They may get left behind." However, Levine responds, "We're not trying to hurt anyone. We're just trying to level the playing field for everyone."
Connoisseur Up 400% in 2 Months

- Continued from page 5

(label is a budget pop line, Urania, Parliament, Arias, Supraphon and M.K. are classical labels. Supraphon is devoted to music recorded in Czechoslovakia, and M.K. to recordings made in Russia.

Press told Billboard that the Forum Circle line currently has 128 titles with 30 additional albums scheduled for release Sept. 1. Among the new releases are such artists as Sarah Vaughan, Count Basie, the Chantels, and Little Anthony and the Imperials. In the Parliament line, there are 90 releases at present with six new ones scheduled for release every other month starting in September. The Urania label has 185 albums currently available and matches that of Parliament. Arias has 85 albums at the present time with three new albums scheduled to be released every month. Supraphon has 90 catalog items and M.K. has 75. Three or four new albums will be issued each month.

Format Proposal

- Continued from page 5

ing, and CBS agrees. FCC ended its freeze on AM applications July 7.

In a counsel, Douglas A. Anello, says that from a practical standpoint, the licensee alone can decide whether the FM station can attract enough advertising to support a separate program. FCC has said it will hear requests for individual waivers of the new 50 percent non-duplication rule on AM-FM programming when it goes into effect.

debut on each label each month starting in September. An outstanding addition to the firm's line, according to Press, will be the Tiny Tot kiddie series, also making its debut in September. The initial release will have 12 albums, each having full color covers designed by outstanding artists. An additional eight albums will be released prior to Christmas, Press said, with several planned as holiday fare for children. Some 28 distributors currently handle the firm's product, according to Press.

Electra Offers Discount Plan

NEW YORK—Seventeen Electra folk albums will be released this fall as part of a special discount program. This includes its fourth July Collins LP.

Other artists represented are Theodore Bikel, the Dillard's, Juan Serrano, Tom Paxton, Hamilton Camp and a three-record Woody Guthrie Library of Congress set. Joe Holzman also announced that the firm's Monarch classical subsidiary, which has 20 albums in release now, has 15 more scheduled for the fall. Both labels will have a special discount plan for dealers.

Angel Tree

HOLLYWOOD—Angel introduces its record tree to dealers in August. The merchandising aid holds six double-faced jackets. Angel will supply new jackets each month for the tree, said Brad Engel, assistant merchandising manager.

WB Plea Is Denied

WASHINGTON—The FCC has denied a plea by Warner Bros. to bar a Tampa FM station applicant, Melvin B. Warner, from using the name in his operation. Warner Bros. had told the Federal Communications Commission that there would be "confusion" in the public's mind if the FM applicant played and advertised his own records on the air, as indicated in information submitted to the FCC.

FCC told Warner Bros. it did not think the very small-scale "competitor's" plans to air not more than one spot announcement a day about his records, and to play no more than four or five of his own records during a year, could seriously hurt the big motion picture, TV and record producing firm. Also, the FM applicant's Capricorn Records, Inc., is inactive, and owner Melvin Warner plans to issue only one album as of now. FCC also said it can't see any prospects that the applicant intends to promote record business on a large scale.

FCC advises Warner Bros. to seek relief "in the forum of appropriate jurisdiction" if its small rival indulges in any unfair competitive practices. At this time, FCC sees no infraction of its rules because an applicant has the same name—Warner.

OTTAWA—KEMP, Ottawa's first privately owned station in 17 years, marked its second month of broadcasting Aug. 8.

Roulette Bows 'Fall Formula'

NEW YORK—Following its return from a nationwide swing visiting the firm's distributors, Roulette's Bud Karrtel, sales director, announced that the fall release, called "Fall Formula," will consist of 20 albums and offer a 15 per cent discount in free merchandise plus added functional discounts to rack operators. In addition, there is a liberal dating arrangement for "qualifying accounts."

The fall program encompasses the entire Roulette catalog, in addition to the 20 new items in the August-September release. Among the new product are albums by Dinah Washington, Count Basie, Sarah Vaughan, Pearl Bailey, and the debut performance on the label of Ola-tunji, the Nigerian percussionist.

On the Tico label, Tito Puente, Miguelito Valdes and Joe Cuba are represented, while on the Roost label there are albums by Stan Getz and Johnny Smith. Roulette distributes Squire and Kentwood Records nationally and a folk group, the Tripicks, have a release on the former. Mahalia Jackson is represented on the latter.

VJ Instruments

HOLLYWOOD—Vee Jay is on an all-out drive to get into a broad adult sales. Among the artists scheduled for release shortly are saxophonist Benny Carter, pianist Bill Marx, trumpeter Harry (Sweets) Edison, all produced by Lee Young and the Mango Jones band.

Dutch Pirate Station Opens

LONDON—A pirate TV station starts test transmissions in Holland this month. Operating from a man-made island located in international waters off Nordweg-Am-Zee, its hours of operation have not yet been set, but will be announced shortly.

Programs are being bought by Lloyd Williams Associates of London, and include such well-known American features as "Dr. Kildare," "The New Breed," "Rin-Tin-Tin," "Voyage to Space," and "Wagon Train." These will be scheduled on a regular weekly basis. The island, similar to an off-shore drilling platform, was built at a Dutch-owned shipyard in Cobs, Eire, and shipped in sections to its location.

The island has been fastened to the seabed by piles rammed home through its hollow legs. Technical equipment for the transmitter and other facilities was supplied by RCA. Station is known as REM-TV and will probably start full commercial transmissions early September. As a test, transmit rate is set at $1,000 per minute at peak time.

Signings

Columbia Records has signed vocalist Lyn Roman to an exclusive recording contract, according to Ken Glancy, label's AD vice-president. . . . Capitol has signed tab performers Joe Comella and the Bishops to specialize in singles.
Exclusive Pacts Out in Bonn

COLOGNE—West German record companies are discontinning the signing of exclusive contracts with classical artists. The lead was taken by Deutsche Grammophon and Electrola, the Big Two, of the German labels. Trini Kier, Electrola spokesman, said exclusive contracts no longer serve the interests of the labels, artists, or the public. Kier said exclusive contracts tend to overload a label’s repertoire, restrict an artist’s activity, and to devalue the brand names of the labels, artists, or the public.

The German labels are switching to flexible production.

Trini Album

HOLLYWOOD—Reprise has released the Latin album, with concentration in Spanish newspapers and on radio stations. Promotion man Ray Vargas has been assigned to handle the campaign in the East. Participating internationally are the label’s licensees in 15 Spanish-speaking countries.

JACK WILSON CRACKS FILMS

HOLLYWOOD—Atlantic recording artist, Jack Wilson, has found the organ, not the piano, opens doors to film work. Wilson, who has picked up organ LP’s set for September release, played the latter instrument in “Peter and the Wolf” and “Riley’s Back in Town,” including the title theme in his initial film appearance.

The young jazz musician has also received his first call from Revue Studios to handle TV assignments. He presented his first four albums (10 at end (5) at the Linder Opera House, utilizing a big band he has formed recently. For heavily involved in night club appearances, he plans to keep these appearances in favor of scoring and composition.

Monterey Festival to Feature New Names

HOLLYWOOD—Officials of the Monterey Folk and Jazz Festival optimistically talking up their September lineup, reminding that their patrons come to listen, not battle. The Newport, R. I., festival was marred by an opening and closed, and was recently banned when local citizens cried they had had enough of festivals. Their action came as a result of reports that the band, had been attending their own festival one week after the jazz gathering.

Monterey has always had orderly crowds, with the emphasis on music, not battle. So, the past few festivals this creativity has slowly waned but this year officials have planned a record deal of several new names for West Coast devotees, among them, Jack Hall and Charlie Mingus quartets will be making their first appearances at Monterey.

The Farmer-Hall group joins the “Rag Dolls” come off the 1963 Peewee Russell quintet on the Friday evening bill, with Minus serving the Sunday afternoon bill with Thelonious Monk and his quartet.

The emphasis on the Saturday afternoon show involves big city and country blues, with John Hally and the Junior Man edges Big Joe Turner, Lou Rawls, Big Mama Thornton, Washboard Willie and the Hank Crawford Combo playing through.

Three of the Saturday evening groups already pacted are Delilah, playing the New Orleans Silver Quintet and the Modesto Jazz Quartet. The Sunday evening show will spotlight the Woody Herman band, Detroit Gleequet quintet (the hit of last year’s show) and the Voice Gospel Singers. Tickets for this year’s festival have been selling briskly, as it is now set a record box office. Thus far no significant work has been announced for the event. Record companies appear to have become disenchantment with taping festivals, for there has been no great rush to sign up contracts any of the Monterey performances.

EXCLUSIVE FROM BEHIND THE SHADOWS: Vocalist B.obby bobby Jameson is at his first recording session, recording a new album for a West Coast label, for a West Coast label. This is his single, "I'm So Lonesome," on the Tafoma label.

BRENDA LEE receives the Billboard award as the Most Promising Female Singer in the U. S. from Billboard’s Nashville representative, Don Light (left), Brenda’s manager, Dub Allbritton, looks on.

TERRY FISCHER SOLOS

Former Murmaid Just Fails to Make Splash

HOLLYWOOD—Terry Fischer, former member of the Murmaids, dink trio which was described as the role ‘a rock ‘n roll smash last January, has deserted the nautical trio to develop as a jazz vocalist. The attractive young performer has been appearing weekdays at Chick’s Joe’s in nearby Neaveville with the Seren Minerv Trio.

On the evening reviewed (9) she displayed a warm stage presence and a simple, straight vocal approach. Miss Fischer has a most important vocalist, but at this early stage in her career, she lacks a distinct style. She has the power to chide Bill Bailey for not coming home and the gentleness of the "Girl From Ipanema." Her act consists entirely of up-tempo selections, for

PEOPLE AND PLACES

By MIKKO GROSS

RCA Victor recording artist Ray Rivera and his trio at Capri in Bronx, for an indefinite stay. Ray Rivera, who is also the label’s most successful group, consisting of Ray, a rock ’n roll group and popular, is in the process of a tour of the west coast. Ray is to play on the "ROLLING STONE" on "Make Room for Daddy," Aug. 24 on NBC.

Della Reese is at Flamingo Hotel in Las Vegas for three weeks, through Sept. 2. The mid-week heads East for recordings and meetings with RCA executives.

Vee Jay recording artist Sam Fletcher departed for Tokyo for five weeks of tour in the Orient.

The City Folk, vocal-instrumental group from Bexley, Ohio, signed to appear Sept. 20 on CBS-TV variety show, "Broadway Tonight." Ernie Stuart opens for Texas Country Aug. 28. Alec Cannon, Hi Record's star, won the "Best Male Vocalist in the World" at the West German song contest.

Vicky Lynn opened at Adirondack Aug. 19 for her former Gold Record winning rock ‘n roll band, and finding successful engagement at the Losers in Los Angeles. She is now signed to the Mercury label, "Hijack-1964," for independent production, a rock and roll band, which opened at the Country and Western, Aug. 4.

Lou Rawls set for Monterey Jazz Festival Sept. 19.

BILLBOARD, August 22, 1964

Talent

GOLDEN is flying to Las Vegas to sign singing-dancing girls and Rock n’ Roll. She’s currently appearing with Mitch Miller’s show and her bookings are with the Red Wing label. Rock n’ roll star Bobby Rydell is setting up a show in “The Singing Debutante” on "Make Room for Daddy," Aug. 24 on NBC.

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Lou Rawls set for Monterey Jazz Festival Sept. 19.
records has just happened BIG with LITTLE ANTHONY & THE IMPERIALS

I'M ON THE OUTSIDE LOOKING IN

and it's going to get even bigger!

Arranged and conducted by Teddy Randazzo
DCP #1104

distributed by the label to watch
RHYTHM & BLUES

NEWS OF THE WORLD

BOSTON

A group of Boston nurses have just recorded a repertoire, including a Negro spiritual, two ballads, and a Spanish folk tune. Spurred by the Belgian sisters with Blue Devils' from their bus tours, the group of 40 recorded at the Ace Recording Studios in Boston. It is hoped that the group will sing glom to the Newport Festival, or get out of the frigid New England climes to be heard.

The Rhode Island governor will meet with the city of Newport and George Wein, to discuss a shed similar to Tanglewood. Security costs make about $2 million from the jazz and folk festivals and would lose them.


London's latest sensation, The Rhythm Kings, will headline an annual fashion show hop at Gilchrist's department store next week. The affair will be held at the Orpheum Theater, which, incidentally, will be torn down to make way for another parking lot.

...Paul Magid, Music Suppliers' PR man, had Jackie McKenzie-Vendellas' GMC label our of the daydreams when he was in town at the Frick's in Rockefeller Center, said the Nork label's "Walking the Dog" is "the nicest record..." While Capi
tol is doing the "Golden boy" album, Moe, now in town with the show, says he will do some records on Reprise.

CAMERON DEWAR

DALLAS

The Dallas Theater League has announced the Ellison for a concert Sept. 11 and the Dave Clark Five in December. Plans are also in the works for George Shearing, Al Hirt and Fontaine Foundation in October and November... Southern Methodist University is negotiating for the Beachcombers with a probable October date.

HOLLYWOOD

The Rhythm Masters, who record for Mobile Fidelity, Bar
dmark-based label, have been signed for some of the better engagements on the Danny Kaye TV show, reported as a resident, his current single is "Chappie."... To celebrate his second album, "Somebody," hitting No. 1, Dean Martin presented composer Ken Lane with a gold record, a personalized guitar and a personal pianist, owned by the veteran duo and how they operate.

Former folk singer, Randy Skaggs, who just began a world tour in Canada and for the new best record on Columbia, his latest album, "King of the Cutting Board." His tour is scheduled to bring him to New York to sit in the studio with the veteran duo and how they operate.

More published music firms are putting music owned by Four Star Records, Merfield, owned by Bob and Janie Champlin, and Western International, owned by John Friedman.

Fred Granger, MOA's managing director, here last week to pitch personal participation for the show in Chicago... Bruce Hinton, Wrappers-Reprise national promotion manager, back after two weeks with the Army reserves.

ELIOT TIEGEL

PHILADELPHIA

Marvia Mysty, former publicist director for Chancellor Records, back in promotional shots for Atlantic, West Coast and in Spain... Matt Zehr, original music producer for the Valley Forge Music Fair in 1955, and ousted from the mules, is expected to make an appearance in the hotels. The show, "I Love You," had a few kids in the best LP two weeks in a row.

WABQ DISCOVERIES—RECORDS TO WATCH

WHY HAVE I 10 SO MUCH TROUBLE—Clarence Ask (168)
(Contd.) RHYTHM & BLUES

BERG conexao... William King (MGM)

BUTTERFLY—Clarence Ask (168)

LOVERS PRAYER—Willie Brothers (Sultan)

WHO'S HAVING THE BABY—Willie Brothers (Sultan)

YOU CAN'T HAVE IT—Eubie's 4 (Cabin)

SWEET LIL CHILDS—Lil Bailey (Old Town)

UNTIL YOU WERE GONE—Betty Everett (Vee Jay)

I'M TRAVELIN'—Lil Bailey (Old Town)

SAY NO MORE—Eubie's 4 (Cabin)

ON MY HEARTHEART—Art Cooper (Four Corinthians)

BANISH IN THE STREET—Martha & the Vandellas (Tamla—SMASH)

DON'T MESS WITH THE DOG—Martha & the Vandellas (Tamla—SMASH)

A MAN WITHOUT LOVE—Jeanne Holiday (Vee Jay)

I'M TAKIN' YOU—Gene and Johnny Crawford (Morton)

FIELDING'S JUBILEE—Gene and Johnny Crawford (Morton)

WE ALREADY HAVE YOUR MONEY—Nashville (Morton)

THE COUNTRY ROAD—Gene and Johnny Crawford (Morton)

HOT R&B SINGLES

(Not listed in rank order)

WHERE DID OUR LOVE GO—Supremes, Motown

UNDER THE BOARDWALK—Drifters, Atlantic

SELFISH ONE—Jackie Ross, Chess

EVERYBODY NEEDS SOMEBODY—Solomon Burke, Atlantic

JUST BE TRUE—Gene Chandler, Constellation

KEEP ON PUSHING—Impressions, ABC

I'VE Got TIME TO BE FREE—James Thomas, Atlantic

STEAL AWAY—Jimmy Hughes, Vee Jay

OUT OF SIGHT—James Bailey, Vee Jay

QUIET PLACE—Garnet Mims, U.A.

HEY, GIRL, DON'T BOTHER ME—Tams, ABC

I LOST ACCURACY—Jerry Butler, Vee Jay

TRY IT BABY—Marvin Gaye, Tamla

HOW GD AM I—Nancy Wilson, Capitol

I LIKE IT LIKE THAT—Miracles, Tamla

COME ON OVER—Shirelles, Scepter

THERE'S ALWAYS SOMETHING THERE TO REMIND ME—Lo-Johnson, Big Hill

BABIES OF THE LEF VOR—4 Tops, Motown

THANK YOU BABY—Shirelles, Scepter

R&B REGIONAL BREAKOUTS

(Not listed in rank order)

20-75—Wills, Nashville, Hi

ST. Louis, No. 1, Detroit, Alabama No. 1, Atlanta

BAD GIRL—Fabulous Denos, King

ST. Louis, No. 1, Detroit, Baltimore, Philadelphia, Cleveland

I'M COUNTING ON YOU—Freeman Brothers, Mal

Baltimore, Cleveland, Atlanta, Philadelphia

DIVINE—Eddie Holland, Motown

Detroit

MERCY MERCY—Don Covay, Roosevelt

Holland, Phillips, Philadelphia, (Jackson, Calif.)

I'M ON THE OUTSIDE—Little Anthony & Imperials, DCP

Baltimore, Cleveland, Philadelphia

LOVERS ALWAYS FORGIVE—Glady's Knight & Pipes, M-Mix

Baltimore, Philadelphia

BABY FM SATISFIED—Sissy, Rob and Earl, Chance

West Coast, Cleveland, Atlanta, D.C.

THE CLOCK—Baby Washington, Sue

Baltimore, Cleveland, Philadelphia

OPPORTUNITY—Jewels, Diamond

Baltimore

SHOW ME YOUR MONKEY—Kenny Hather, Deja

Baltimore, Nashville, N.Y./C.

YOU CAN'T LIVE WITHOUT HER—Buffy Butler, Okeh

(St. Louis, Detroit, New York)

NEW GIRL—Accents, Imperial

(Cleveland, St. Louis, Detroit, Chicago)

TROUBLE CHILD—Barbara Mason, Crusader

Philadelphia

SINCE I LOST YOU—Jimmy Ruffin, Soul

(Cleveland)

THAT'S HOW STRONG MY LOVE IS—O. V. Wright, Goldwax

(St. Louis, Philadelphia, Georgia)

THAT'S WHEN THE CRYING BEGINS—Kip Anderson, N.J.

PILGRIM'S STAY WELLS—J冒出t Jones, Duke

PILGRIM'S STAY WELLS—Wendy Williams, (Philadelphia)

HONG KONG

Angel Pesca, band leader at the Elite's Nest, Hong Kong is a backer of Hugh's Cuts, a pop music association, and "Ignorant Rhythms." (Continued on page 15)

BILBOARD, August 22, 1964
THE ONLY SINGLE ON
LITTLE HONDA
IS ON
MERCURY

72324

THE HONDELL'S

INSTANT PLAYS, PICKS & SALES
Pitch Leaves Em Weeping

PIITTSBURGH — To promote or not to promote, that is the question according to Tom Woodyard, morning deejay, and Woody Harding, personal manager of Mutual Broadcasting’s afternoon deejay Dick Biondi.

The two-hour Biondi show, the only pop music deejay show on a radio network — and the only network show in that field — has been in some of its 10 years — is going all out to impress Mutual affiliates from coast to coast that the show has pulling power.

Biondi is currently visiting Mutual affiliates and stations in 10 states, to determine whether they are satisfied with the show’s programming, or if changes are necessary.

Schorr Named Program Chief

LOS ANGELES — Arnie Schorr, former KHJ program director, is now in the presidency of Tracy Broadcasting, which recently bought KGJF for $1.5 million.

KEYE Format In Switch

TORONTO — The battle of the contemporary music giants between CHUM and KEYE, has taken a turn with KEYE continuing publication of its pop music hits and programing easy-listening all-night show. CHUM, reporting a soon-to-be power increase from 4,000 to 5,000 watts, also reports is the city’s only station with a popular music survey sheet and 24-hour contemporary music.

10th Yr. for Wilson Show

NEW YORK — John S. Willson and his “The World of Jazz,” show marked its 10th year in New York.

The show aired 10:07 to 11 p.m., spotlighted the occasion by including a special from programs of the past decade.

Jazz critic and air personality Wilson builds each of his shows around a specific jazz side. Fans who have been with the show since its kick-off back in 1954 had chance to reflect Aug. 12, on the evolution of jazz and its performers over the years.

The introduction of a jazz program on WQXR in 1954 broke a precedent for the radio station, which, for almost 20 years, had specialized in classical and light concert music.

If word of Wilson is anything concern will never forget, he has been the show’s regular host since the very beginning. Wilson is also the only deejay to ever be invited to the show and is the only deejay to ever be invited to the show and is the only deejay to ever be invited to the show.

The format of the show, sponsored by Dr Pepper beverages features the “Teenage Canteen Top 10”, which features instrumental groups that perform live and a teen-age hit program.

With so many new pop records predating their success on a new dance, shows such as “Teen Canteen” and their counterparts throughout the country are becoming very important to the record industry.

WKJH Format Paying Off

LOS ANGELES — KHJ’s concept of the Information Station for Los Angeles, in operation only a few months, has paid off, said general manager and RKO executive vice-president, C. G. Schierz.

Celebrating his first year with the station in early July, Schierz reported that advertisers were buying KHJ’s concept and the concept to the tune of double advertising and a rate per cent increase in local sales over the past year.

Money for July was up $2 per cent, said the station, and its share of the audience in the most important market was rising.

A new addition to the disk jockey staff, Don Johnson, former prize-winning CBS newsmen, is heard from 2:45 to 5:30.

Replacing Bruce Lyons (1:30 to 4:30), Ross Ayers is now WITN, in Washington, N. C., decided not to wait for three days to come to them.

They went to the youngest.

Now the oldest, continuous jazz program of New York radio, the WNYC jazz show is heard around the world through retransmission by Voice of America, Free Radio Europe, and by the Armed Forces Network.

Dance Show for Teen-Agers Boasts Two Deejays

SAN FRANCISCO — In a move looked upon by advertisers as being significant, KEWB, Crowell-Collier’s format station, added two deejays, with a third set to leave in mid-August.

Four deejays are John Trotter and Roy Lyons, both two-year veterans. Scheduled to leave this month is Bobby Dale, who has been with KEWB since 1961, according to General Manager John McKay.

Replacing Trotter in the 6:10 to 9 a.m. slot is John連れ, who will replace KKOX, St. Louis, with whom he will replace KKOX, St. Louis, with whom he was for three years.

Replacing Bruce Morgan of KQPO, Sacramento, the 7:30 p.m. slot will be filled by Delene KISN, Portland, Ore.

Remaining with the station are DJ’s Perry Roberts, Jim Nelson and Scott Bridges. General Manager McKay had “no comment” to the effect of the trio of DJ’s leaving the station.

In the Billboard’s Radio Response Rating covering San Francisco reported in the March 7, 1964 issue, KEWB led in the non-rock, single and 1 P. I. field, while KYA was voted the top contemporary station, with KEWB second.
WATCH

ASCOT

MEANS BUSINESS
WITH THREE NEW
BLOCKBUSTERS!!!

MANFRED MANN
DO WAH DIDDY DIDDY
#1 RECORD IN ENGLAND TODAY!
AS 2157

MADELINE BELL
YOU DON'T LOVE ME NO MORE
A DYNAMIC NEW ENGLISH TALENT!
AS 2156

EDDIE REEVES
I'VE BEEN WRONG - HEART BREAKIN'
A YOUNG MAN GOING UP FAST!
AS 2155

WATCH ASCOT TAKE OFF

distributed by United Artists Records
SINGLES REVIEWS

HOT POP SPOTLIGHTS

4 SEASONS—SAVE IT FOR ME (Saturday-Gavadima, ASCAP) (2:36) — Another smasheroo culled from the group's current "Rag Doll." LP. Medium tempo ballad, featuring ethereal organ support. Flip: "Funny Face" (Saturday-Gavadima, ASCAP) (2:11). Philips 40215.


HONDELLS—HOT ROD HIGH (Beechwood, BMI) (2:10) — LITTLE HONDS (Sea of Tunes, BMI) (2:03) — Both sides feature a great California hot-rod-surf sound. They move with fine work by the boys on the vocal end. Mercury 72524.

NASHVILLE TEENS—TOBACCO ROAD (Cedarwood, BMI) (2:30) — Currently No. 7 in England, side features bluesy sound with the true English rock beat. Flip: "I Like It Like That" (Tune-Kal, BMI) (2:50). London 9689.

PROGRAMMING SPECIALS

GENE STRIDER—My Town (What's Happening, BMI) (3:00) Columbia 02198.


LOU MONTIE—You're So Beautiful (Uni) (2:50) — Theme for Teen Love (Beechwood, BMI) (2:29) — RCA Victor 4607.

TURK MURPHY'S JAZZ BAND—Theme from Good Neighbor Sam (ASCAP) (2:50) — Motherlode 604.

TAMMY WERNER—She May Be a Fool (Uni) (2:00) — Theme for Teen Love (Beechwood, BMI) (2:29) — Coral 4724.


EARL BOSTIC—Lawrence of Arabia (Gower, BMI) (2:19) — Panther (United Artists-Northern, ASCAP) (2:24) — King 5925.

COMEDY

MOTHERS BROTHERS—Sister Dee — The Civil War Song (Patron) — The Civil War Song (Songs) (Hollis, BMI) (2:41) — Mercury 7225.

POPS STANDARD SPOTLIGHTS

JOHN GARY—SOON I'LL WED MY LOVE (Laurel, ASCAP) (2:16) — The rich, stimulating tenor of Gary is given to this dramatic ballad with a bolder beat. Might be his first single chart entry. Flip: "The Young Lovers" (Harrison, ASCAP) (1:55). RCA Victor 8413.

JACK LAFORGE—VICTORY'S THEME (Stath, ASCAP) (2:49) — PROMISE HER ANYTHING (Laforge, ASCAP) (2:50) — First side is a classy and very melodic instrumental featuring the dynamic piano of LaForge in a setting of 63-piece orchestra. Flip is more on the lush-push side. Regent 1318.

COUNTRY & WESTERN SPOTLIGHTS

FARON YOUNG—MY FRIEND ON THE RIGHT (Tree, BMI) (2:29) — No, this isn't an ode to Coldwater, it is the expected country weeper sung by hit-maker Young who still has a big one on the country chart entitled "Rhinestones." Flip: "The World's Greatest Love" (Blackwood, BMI) (2:16). Mercury 72313.

KITTY WELLS & WEBB PIERCE—FINALLY (Cedarwood, BMI) (2:10) — Two first rate country favorites. Winning love duet sung in romantic ballad style. Flip: "He Made You For Me" (Acuff-Rose, BMI) (2:10). Decca 31663.

COUNTRY & WESTERN


CHUCK HOWARD—A Thing Called Sadness (Pamper, BMI) (2:45) — Columbia 43108.

DAVE DUDLEY—Med, New Year's (BMI) (2:50) — Don't Be Surprised (Ralligh, BMI) (2:56) — Mercury 72216.


ERROL CRADDOCK—One Heartache Too Many (Farnes, BMI) (2:30) — Capitol 4014.

BESSIE SMITH & CLYDE—You Can't Make Love (BMI) (2:19) — RCA Victor 4045.

DELLA RUSSELL—Take Your Guitar And Go (English-American, BMI) (2:19) — RCA Victor 4012.

DANNY ROSS—He'll Find Out (Grand National, BMI) STUDIO 181.

RHYTHM & BLUES

WENDY BERN—After Laughter Comes Tears (East, BMI) (2:55) — Atlantic 154.

JAMES DUNCAN—Everybody Needs Someone To Love (BMI) (2:55) — King 5922.


MANHATTANS—There Goes a Friend (Bright Star, BMI) (2:15) — CARNIVAL 506.

BILLBOARD, August 22, 1964

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. Features are presented for Spotlight only.

SPOTLIGHT WINNERS OF THE WEEK

Pop singles Spotlight are those singles with sufficient programming and sales potential to be a factor in the Top 50 of Billboard's Programming Survey. Pop Spotlight winners are also featured in Billboard's Billboard Survey. All Pop Spotlight winners are presented in Billboard's Billboard Survey. Pop Spotlight winners are recorded applicable for all program formats. Pop Spotlight winners are recorded applicable for all program formats. Pop Spotlight winners are also featured in Billboard's Billboard Survey. Pop Spotlight winners are presented in Billboard's Billboard Survey.
**Greatest Opera Value**

**RICHMOND**

**IMPORTED LP's FROM ENGLAND**

An outstanding series of reissues of famous best selling opera recordings originally released on London ffrr

New Releases

**Gilbert & Sullivan favorites on Richmond...**

**H.M.S. PINAFORE**

Gilbert & Sullivan: The D'Oyly Carte Opera Company, featuring Martyn Green with Chorus and Orchestra conducted by Isidore Godfrey

**RECORDS**

**MARTYN GREEN**

Gilbert & Sullivan: THE MIKADO

The D'Oyly Carte Opera Company, featuring Martyn Green with Chorus and Orchestra conducted by Isidore Godfrey

**RECORDS**

**IOLANTHE**

Gilbert & Sullivan: IOLANTHE

The D'Oyly Carte Opera Company, featuring Martyn Green with Chorus and Orchestra conducted by Isidore Godfrey

**RECORDS**

Other magnificent Richmond Opera recordings

**Puccini: TOSCA**

Renata Tebaldi; Giuseppe Campori; Fernando Corena; Chorus and Orchestra of Accademia di Santa Cecilia—Alberto Ercole

**RECORDS**

**LA BOHEME**

Renata Tebaldi; Giacinto Prandelli; Fernando Corena, Hilde Gueden—Chorus and Orchestra of Accademia di Santa Cecilia—Alberto Ercole

**RECORDS**

**Puccini: MADAMA BUTTERFLY**

Renata Tebaldi; Giuseppe Campori; Nell Rankin; Fernando Corena; Chorus and Orchestra of Accademia di Santa Cecilia—Alberto Ercole

**RECORDS**

**VERDI: OTHELLO**

Mario del Monaco, Renata Tebaldi; Aldo Pratti; Chorus and Orchestra of Accademia di Santa Cecilia—Alberto Ercole

**RECORDS**

**VERDI: AIDA**

Renata Tebaldi; Mario del Monaco; Ebe Stignani; Fernando Corena; Chorus and Orchestra of Accademia di Santa Cecilia—Alberto Ercole

**RECORDS**

**MASCAGNI: CAVALCERIA RUSTICANA**

Mario del Monaco; Elsa Nicolai; Aldo Pratti; Chorus and Orchestra conducted by Franco Ghione

**RECORDS**

**Leoncavallo: I PAGLIACCI**

Mario del Monaco; Clara Petrella; Aldo Pratti; Chorus and Orchestra of Accademia di Santa Cecilia—Alberto Ercole

**RECORDS**

**Richard Strauss: SALOME**

Christel Golto; Julius Patzak; Anton Dermota; The Vienna Philharmonic Orchestra—Clemens Krauss

**RECORDS**

**Johann Strauss: DIE FLEDERMAUS**

Hilde Gueden; Julius Patzak; Anton Dermota; Wilma Lipp; The Vienna Philharmonic Orchestra—The Vienna State Opera Chorus—Clemens Krauss

**RECORDS**
Bernadette Castro

We've Found Another Star

Sings

"His Lips Get in the Way"

CP-747

A Howard Greenfield—Helen Miller Production

Written by Howard Greenfield—Helen Miller

Public Relations—Saul Richfield—New York, N.Y.
## Billboard Top LP's

For Week Ending August 22, 1964

<table>
<thead>
<tr>
<th>Title, Artist, Label</th>
<th>First Week</th>
<th>Peak Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. <strong>Wedding Day</strong></td>
<td>1964-08-22</td>
<td>1</td>
</tr>
<tr>
<td>2. <strong>Dolores</strong></td>
<td>1964-08-22</td>
<td>2</td>
</tr>
<tr>
<td>3. <strong>The Beatles</strong></td>
<td>1964-08-22</td>
<td>3</td>
</tr>
<tr>
<td>4. <strong>Sgt. Pepper's Lonely Hearts Club Band</strong></td>
<td>1964-08-22</td>
<td>4</td>
</tr>
<tr>
<td>5. <strong>Yesterday</strong></td>
<td>1964-08-22</td>
<td>5</td>
</tr>
<tr>
<td>6. <strong>Here's That Rainy Day</strong></td>
<td>1964-08-22</td>
<td>6</td>
</tr>
<tr>
<td>7. <strong>My Generation</strong></td>
<td>1964-08-22</td>
<td>7</td>
</tr>
<tr>
<td>8. <strong>The Rolling Stones</strong></td>
<td>1964-08-22</td>
<td>8</td>
</tr>
<tr>
<td>9. <strong>The Beatles</strong></td>
<td>1964-08-22</td>
<td>9</td>
</tr>
<tr>
<td>10. <strong>The Beatles</strong></td>
<td>1964-08-22</td>
<td>10</td>
</tr>
<tr>
<td>11. <strong>The Beatles</strong></td>
<td>1964-08-22</td>
<td>11</td>
</tr>
<tr>
<td>12. <strong>The Beatles</strong></td>
<td>1964-08-22</td>
<td>12</td>
</tr>
</tbody>
</table>

**Note:** The chart includes various artists and albums, reflecting the popularity and sales of recordings during that week.
the INTERNATIONAL HIT MAKER!

ROY ORBISON
AND THE CANDY MEN

OH, PRETTY WOMAN

C/W

YO TE AMO MARIA

MONUMENT 851

Exclusive Management
ACUFF-ROSE ARTISTS CORP.
Nashville, Tenn.

monument is artistry
Monument Record Corporation
BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

THE NATIONAL ALBUM

Tony Lopez, Reprise R 6125 (M); RS 6125 (S)

IT MIGHT AS WELL BE SWING

Frank Sinatra, Count Basie & His Orch, Reprise P 1012 (M); RS 1012 (S)

★ NEW ACTION LP's

These new albums, not set on Billboard's Top LP's Chart, have not yet gotten strong sales action by dealers in major markets

OFF THE BEATLE TRACK

George Martin & His Orch, United Artists UAL 3377 (M); UAS 6377 (S)

REFLECTIONS

Zubin Mehta, Columbia CL 1894 (M); CS 5918 (S)

★ POP SPOTLIGHT

SING WITH SEEGER!

Pete Seeger

OFF THE BEATLE TRACK

George Martin & His Orch. United Artists UAL 3377 (M); UAS 6377 (S)

★ POP SPOTLIGHT

SING WITH SEEGER!

Pete Seeger

DS 1101 (S)

BE MY LOVE

Jerry Vale, Columbia CL 2181 (M); CS 5811 (S)

★ POP SPOTLIGHT

BE MY LOVE

Jerry Vale, Columbia CL 2181 (M); CS 5811 (S)

ZUBIN

Soundtrack, United Artists UAL 4116 (M); UAS 5116 (S)

★ POP SPOTLIGHT

ZUBIN

Soundtrack, United Artists UAL 4116 (M); UAS 5116 (S)

★ POP SPOTLIGHT

JUST LIKE ROMEO & JULIET

The Bekofsky, Golden World LP 200 (M)

★ POP SPOTLIGHT

JUST LIKE ROMEO & JULIET

The Bekofsky, Golden World LP 200 (M)

★ COUNTRY SPOTLIGHT

MERRY ROSETTA

Ray Price, Columbia CL 2189 (M); CS 5909 (S)

★ COUNTRY SPOTLIGHT

MERRY ROSETTA

Ray Price, Columbia CL 2189 (M); CS 5909 (S)

CLASSICAL SPOTLIGHT

SAINT-SAENS. CONCERTO IN B MINOR, CHAUSSON. F THE SONGS POEME NATHAN MILSTEIN

For an additional selection to the albums listed above, we recommend the following: The "Saint-Saëns Concerto in B Minor" by Nathan Milstein, the "Chausson Fantasia on a Theme of Roussel" by Nathan Milstein, and the "Song Poem" by Nathan Milstein. These albums are available from your local music store or by mail from the record labels listed in the "Classical Music" section of this issue.

COUNTRY SPOTLIGHT

MERRY ROSETTA

Ray Price, Columbia CL 2189 (M); CS 5909 (S)

CLASSICAL SPOTLIGHT

SAINT-SAENS: CONCERTO NO. 3 IN B MINOR, CHAUSSON: THE SONGS POEME NATHAN MILSTEIN

An excellent selection to the albums listed above, we recommend the following: The "Saint-Saëns Concerto in B Minor" by Nathan Milstein, the "Chausson Fantasia on a Theme of Roussel" by Nathan Milstein, and the "Song Poem" by Nathan Milstein. These albums are available from your local music store or by mail from the record labels listed in the "Classical Music" section of this issue.

SPOTLIGHT ON NINA SIMONE IN CONCERT

Philips PHM 200-130 (M); PHR 600-130 (S)

CLASSICAL SPOTLIGHT

SAINT-SAENS CONCERTO NO. 3 IN B MINOR, CHAUSSON, F THE SONGS POEME NATHAN MILSTEIN

For an additional selection to the albums listed above, we recommend the following: The "Saint-Saëns Concerto in B Minor" by Nathan Milstein, the "Chausson Fantasia on a Theme of Roussel" by Nathan Milstein, and the "Song Poem" by Nathan Milstein. These albums are available from your local music store or by mail from the record labels listed in the "Classical Music" section of this issue.

MILSTEIN CLASSICAL SPOTLIGHT

SAINT-SAENS. CONCERTO NO. 3 IN B MINOR, CHAUSSON. F THE SONGS POEME NATHAN MILSTEIN

An excellent selection to the albums listed above, we recommend the following: The "Saint-Saëns Concerto in B Minor" by Nathan Milstein, the "Chausson Fantasia on a Theme of Roussel" by Nathan Milstein, and the "Song Poem" by Nathan Milstein. These albums are available from your local music store or by mail from the record labels listed in the "Classical Music" section of this issue.

BILLBOARD, August 22, 1964
The magic strings after Dark

101 Strings, Somerset SF 21900

The strings have been making some buzz lately and create a number of

Shades a stimulating and inspiring sound supported by the rhythm and
tools. Stereo is almost a must.

SPECIAL MERIT PICKS

Special merit picks are new releases of outstanding merit whose
description and review are provided. Details on this page include:
ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Bill-
board's review panel. And the nature of the review is based on
the category of music. Full reviews are presented for such picks as Special Merit picks and all other
categories are listed under their respective categories.

CLASSICAL SPECIAL MERIT

The 20th century masterpiece of the Vienna school.

Zurich Chamber Orchestra (Deutsche). Vanguard 9S 1177 (M); VSD 71117 (S).

A fine production featuring the composi-
tors Arnold Schoenberg and Alban Berg.
Schoenberg, who was in 1919, was a prodigy in his early years and
was driven from his school by his father and by the famous
expressionists in Vienna. Schoenberg's work is later and more
contemporary and was the creator of the third quartet. Com-
posed in a series of tones and motifs, with a variety of instruments,
Schoenberg's music is highly emotional and passionate.

SPECIAL MERIT

The songs we heard when we were in England.

Various artists. London Intl. TW 90100 (M); SW 90035 (S).

Recorded live at a pub in London, this album contains the group sound of post-WWII pop art. and sung by ex-members during World War II, it's an ensemble for many soldiers and nurses.

LOW PRICE SACRED SPECIAL

Favon quartets sing the good word.

Various artists. RCA Camden CAS 82 (E).

There's a big part of the country that appreci-
ates sacred music. Every now and then, a
new release comes along that will
be a welcome addition to any collection.

DOWN HOME

Melba Montgomery. United Artists UAL 3568 (M); UAL 4469 (S).

There are few artists who can make a coun-
try tune them as Melba Montgomery, and this
album is one of her best. She is a member of the
Galway family, which is growing in America. These are
musicians who are well-known for their
enthusiasm and passion.

COMEDY SPECIAL MERIT


Columbia CL 7189 (M); CS 6899 (S).

It's a long night comedy that bring
the World's Fair, New York recently. This album
features the comedians of the famous
Barnes and of the famous
Barnes and are well-known for their
talent in various acts and subs-
ters. This was the introduction of the famous
Carson, who is supported by the trio of
Goldie, Emile and their famous.

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

DAVE VAN RONK

Maxine Sellers

PRESTIGE

FOLKLORE

Two Outstanding Folk Artists

The best folk blues singer in America today.
A best selling name in folk.
Other Dave Van Ronk Albums

1401--In the Tradition
14012--Folksinger

Dave von Ronk

Maxine Sellers

August 22, 1964, BILLBOARD

25
THE SONGS WE HEARD... WHEN WE WERE IN ITALY
Various Artists. London Int'l TW 1233 (M). £W 92533 (5)
76 PAISANDO'S OF ITALY
Antonio Professional, Valentina's Fantas
tica Ork & Choirs. ABC-Paramount
ABC 495 (M). ABCS 495 (5)

SPECIALITY
Women.-Be Women
Curt Bohans Jr. Word W-3295-LP
Sacred
I FOUND THE ANSWER
Polly Johnson. Word W-3288-LP
Coral FM & Christian
Revolution Choir. Word W-3209-LP
The Singing Churchmen
Word W-3219-LP

SPIRITUAL
The Gospel Strings
26th Century-TFS 2114 (M). TF 5141 (5)

LOW PRICE POPULAR
DANCE AT THE DISCOGRAPHUE.
No Artist Listed. Somerset N.J. 23040

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

BUDGET SACRED
The Chuck Wagon Gang's Best (M). TFS 1128

ADVERTISING IN BUSINESSPAPERS MEANS BUSINESS

---

IMP.-Delsey Adds to Staff

PHILADELPHIA — Fran
Williamson, president of Impala
Delsey Records, has added three
new members to the organization.
Richard Dorsch will be gen-
eral manager and national pro-
motion director, and John
Bowie and Robert Lewis, re-
cently with Jimmy Gouda and
Camino, will jointly head the
sales department.

Williamson is handling na-
tional sales with product being
distributed nationally through
the Jimmy Gouda Distributing
Corporation. He recently pur-
chased the assets of Chancellor
Records here. His new operation
encompasses one of the largest
recording facilities in this area.

Hollis Gets Jobim Songs

NEW YORK — Hollis Music,
one of the publishing firms in the
Howe Richmond music combine,
has acquired over 20 compositions by Antonio Carlos
Jobim, South American com-
poser. Hollis, publishers of such
Jobim songs as "Desafinado," "So Danco Samba," "Chega De
Sauida," takes a major step
forward in the Latin American market with these new acqui-
sions.

All of the Richmond offices—
Essex Music in London, Essex
Music of Australia, Editions Es-
sex in France, Edizioni Arno-
mundo in Italy and Essex Musik-
vertrieb in Germany are on an
all-out effort on the Jobim cat-
alog including his latest clcik,
"Girl From Ipanema."

---

NEW ALBUM RELEASES

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

ABC-PARAMOUNT
76 Paissano's of Italy. Valentine's Festival Orch. &
Choirs. ABC 495 (M). ABCS 495 (5)

BLUE NOTE
LEE MORGAN—The Schwimmer: 4157 (W), 84157 (5)

CAPITOL
HAT KING COLE Sings My Fair Lady: M2177 (W),
VARIOUS ARTISTS—A big hit from England & U.S.A.
1352 (M), SY 3152 (5)

COLONIALIA
Three French Violin Favorites—New York Philharmonic
Symphony. PN 1977 (M). PN 90817 (5)
JOHNNY CARSON'S Introduction to New York & The
World's Fair. C 3199 (M). CS 9099 (5)
MIDDLER DAVES in Europe: C 2185 (M). CS 6093 (5)

DISNEYLAND
LAURA OLDSHER & BILL KENNADY—The Little Engine that
Could. DO 1359 (M)
SOUNDTRACK—The Story of Treasure Island. DO 1255 (M)
BRIAN HOLLIS & VARIOUS ARTISTS—The Story of So
Santo. DO 1285 (M), SY 3153 (5)
VARIOUS ARTISTS—Songs From Many Populaires. DO 1256 (M)
VARIOUS ARTISTS—The Stories of the Great Composers. DO 1254 (M)
VARIOUS ARTISTS—Songs From the Lyric of Greats. DO 1258 (M)

DIVINE RIGH
LEW MAXWELL—'T'd Rather Be Far Right Than President:
60 (M)

ELEKTTRA
JEAN REYNALD—Lettiche Lie Near Me. EKL 574 (M),
EKL 7074 (5),—Shep All The Time. EKL 273 (M),
EKL 7227 (5)

EPIC
THE MUNNY DREAMERS Out West. LN 24100 (M),
LN 24101 (5)
MATT HARKER—Oh, Play That Thing. LN 24100 (M),
LN 24101 (5)

DEBIL DEBIL—How To Keep Your Husband Happy.
LN 24270 (M)
JOIN BILL HARMES Singing the Court of King Caramel
& Other Fun Songs. LN 24310 (M), LN 30115 (S)
CLIFFORD GUTHRIE Sings the Songs of Claude Southern:
LN 24030 (M)
FOR DANCING Lester LANIN & Orch. Play 32 Richard
Hamers Mats. LN 24311 (M). LN 24320 (5)
AROUND THE World With THE VILLAGE STOMPERS:
LN 24295 (M). LN 24307 (5)
CLARK BROWN & The Shadows. LN 24315 (M)

THE HANKS FAMILY American Tour: LN 24117 (M),
LN 24317 (5)

E.P.S.
THE JIMMY STEPHENS Show: 6000-116 (M)
PIETS
RUDI SCHURIEKE Sings Romantische Lieder. FLP 1403 (M)

G.N.R.
The Hall Brothers: Jazz Band. G.611 (I)

GOLDEN
SANDPEPER & THE GOLDEN DICH—Mother Goose:
Golden Rock-n-Waltzers: Dance & Sing Mother Goose
With a Beale Street Terp. LN 127 (M)

GOLDEN WORLD
THE REFLECTIONS—(East Lick) Ronnie & Juliette. LPW 200 (M)
GECROPHON
More of the Fabulous TRIO DEL CANTO. George Strauss
Oct: LN 350 (M), LN 352 (5)
IMPELLA
CHARLIE BUNCH—Almost Place Pungo & 60. LN 60 60 (M)
BEW WEBSTER—See You at the Fair. A 45 (M), A 65 (5)
LETTERS TO THE EDITOR

I should like to thank you for the very complimentary story by Mildred Hall on the new bill to revise the copyright law.

Abraham L. Kaminsky
Register of Copyrights
The Library of Congress
Washington, D.C.

The Sanity Clause statement on page 38 of July 18 Billboard is brilliant. In the long run, I feel that this attitude is one of the prime factors for Billboard’s continual, outstanding success.

Many times I’ve been slightly disappointed that my press releases were not used or my records didn’t do as well as I had hoped within your pages. But all-in-all, I have nothing but praise for Billboard. And this Sanity Clause bit contains some of the sharpest and finest writing I’ve ever read.

Quentin W. Welty, President
B-W Music, Inc.
Muncie, Indiana.

-Ed.

Response to the first appearance of this statement by Billboard prompted its repeat in the Aug. 1 issue. Writer was Gerry Plaitz, head of Billboard’s promotion department.

Thanks for your coverage of our fire. Many have written to offer their aid as a result of your story. We were back on the air losing only six days of air time. Our whole staff was very pleased by the way record companies and distributors have helped us to rebuild our library.

Sammy Russell, Prog. Dir.
WOLF, Marion, Va.

As an independent r&b record producer, I cannot thank you enough for the inclusion of the new r&b column in the past two issues of Billboard.

There had been a great need for something of this sort and I’m glad to see you recognize this need. You have done many people a great service by initiating this column.

Pat Cather
Vulcan Records
Birmingham, Ala.

Dave Clark 5 For U.S. Tour

LONDON—An itinerary is being finalized for the Dave Clark Five’s U.S. tour this fall. The group will begin its visit with an appearance on the Ed Sullivan Show Nov. 1.

Other dates so far will take the English group to Toronto (2), Chicago (3), Indianapolis (6), Kansas City (8), El Paso (10), San Diego (14), Sacramento (18), San Francisco (19), Los Angeles (20), Seattle (24), Portland (25), Vancouver (26) and Las Vegas (28).

Set for December thus far are Denver (4), Omaha (5) and Oklahoma (6). The tour will conclude Dec. 21.

Miller Memorial Fund Is Started

NEW YORK—A Robert Miller Memorial Fund has been started following the death of veteran music man Robert Miller. In his home town, Yulan, N.Y., proceeds from a bazaar netted almost $1,400.

The fire department there has been given $750, to be used for a new and resuscitator and the balance will be used for two-way radio equipment. The resuscitator will carry a plaque inscribed “In Memory of Robert Miller, July 7, 1967.”

His widow has been anxious to let his friends in the business know what is being done with the funds.

Booking Dates For The Fall Caravan Of Stars Nov. 13 to Dec. 6 – Contact:

JACK STAFF
DICK CLARK CARAVAN OF STARS
1750 VINE STREET B
HOLLYWOOD, CALIF.
PHONE: HO 6-9701
DJ's Convene Sept. 14 at Glens Falls

GLENS FALLS, N.Y. - DJ's of the Great Northeast sector are slated to bring their First Annual Decal Jamboree here Monday, Sept. 14, at the Chateau de Louis. Conclave will kick off with a coffee hour and registration at 9:30 a.m. in the main meeting area. The proceedings get under way at 10 a.m.

Discussions will be held on an assortment of topics effecting the country deejay. Dusty Millar, pioneer C&W deejay and deejay, will emcee the luncheon session. King Dee Jay of the Great Northeast will be named at that time. Country music stations in the area are currently pooling their listeners to determine the winner of the deejay category. Radio listeners are also being asked to vote on their favorite C&W artists. A number of record producers and distributors, as well as the Country Music Association, will be represented with displays at the event.

Swampwater Jake, of WGHN,

JOHNNY CASH BELSHAZAH
WIDE OPEN ROAD
SUN RECORDS

GOODS

LOOKING FOR A RACK JOBBER IN DETROIT?

Check page 80 of Billboard's 1964-65 International Buyer's Guide.

RECORD DEALERS!

WANT TO KNOW HOW THE NATION'S MOST SUCCESSFUL "FULL CATALOG" DEALERS MERCHANDISE THEIR VARIETY OF PRODUCT?

Watch for Billboard's big October 3 issue containing the giant Dealer Section on

RECORD RETAILING TODAY

Meeting the Challenge of a Changing Market
A year-round handbook of profit-making information

28

COUNTRY MUSIC

Osbornes, Dottie West Join Opry

NASHVILLE - O. T. Devine, manager of Station WSM's Grand Ole Opry, last week announced the signing of Dottie West and the Osbornes to be the Opry's newest members. The signing marked the first addition to the Opry's stable since March 7 last, when Earnest Ashworth and Jim Jesse became members.

Miss West, RCA Victor recording artist, hails from Millville, Tenn., where she attended Tennessee Tech. She majored in music and sang in the college choir.

The Osbornes, Bob and Sonny, are natives of Hyden, Ky., and began their careers as a team in 1953 at Station WROK, Knoxville. They are the Decca Record artists and recently signed a management pact with the Wil-Helen Agency, Nashville.

"GRAND OLE OPRY" MANAGER, O. T. Devine (right), is shown congratulating the newest members of the group. Left to right are, the Osbornes, Sonny and Bob, and Dottie West. Action took place backstage at the Ryman Auditorium, Nashville, home of the "Opry."

Kathy Dee Re-Signs

With B-W Music, Inc.

WOOSTER, Ohio - United Artists country singer Kathy Dee last week signed a renewal of her exclusive management agreement with B-W Music, Inc., with headquarters here. The contract keeps details of Kathy's career in the hands of Quinlin (Reed) Welly, head of the B-W firm.

Miss Dee's upcoming bookings include Waynesburg, Pa., Aug. 12; Wellington, Ohio, 26; Marmintone, N. Y., 27; Indiana, Pa., Sept. 4; Chippewa Lake Park, Ohio, 5. On Sept. 14 she begins a week's stand in Concord, N. C., to be followed by a week's tour of Northeastern Canada, arranged through Cooke & Rose Agency, Lancaster, Pa.

Mosby's Hit Road

VENTURA, Calif. - Columbia Records' country artists Johnny and Jonie Mosby last week began a string of personal appearances that will keep them on the road for an average of three weeks out of a month. They have spent most of the season in Ventura, Calif., where they operate the Ban-Do Club, but the band is now returning to their home base in Los Angeles, for their first Columbia release, "How the Other Half Lives," b/w "Stolen Paradise.""

WITH THE COUNTRY JOCKEYS

By BILL SACHS

John Eustace, program director at WTIQ, Newport, N. Y., pulls in a pleasa for gospel albums.

Cash McCall, a newcomer to the platter-spinning ranks, has moved from WIBM, Jackson, Mich., to WICO in the same town. Red Howard made the shift to WICO at the same time. With the station making the switch to C&W, both hobby report they are woefully weak on programming material, especially LP's.

Carl Wilson, who does the Newcomer show, Monday through Thursday, is also keeping busy in the area with his own combi-billed as the Greenbacks.

Capt. Recordist artist Neal Merritt has been named program director at KDAV, Lubbock, Tex., where he also spins his own platter show 7-11 a.m. daily. Neal is also organizing his own western swing camp to be a live program on KDAV each Saturday, 12:30-1 p.m.

Walt Bertrand, record promoter, with headquarters in Houston, plans a swing soon through the West and Pacific Coast to put the hustle on "Leavin But I Won't Be Long" by the Homesteaders, new country recording artist.

(Continued on page 30)

PICTURED ABOVE are a group of country music stars who appeared recently at a jamboree at Sparta, Tenn., in behalf of Tennessee Gov. Frank Clement, who is making a pitch for the U. S. Senate. Left to right: Earl Scruggs, Gov. Clement, Faron Young, Charlie Louvin, Clyde Beavers, Lester Flatt and Uncle Josh (extreme right). Among other country music headliners who appeared on the recent six-and-a-half-hour television program to Tennessee to aid Governor Clement in his Senate race were Merle Travis, Marty Robbins, Red Simpson, Sonny Osborne, Bob and Dottie West. Action took place backstage at the Ryman Auditorium, Nashville, home of the "Opry."
THE TOPS IN COUNTRY MUSIC!

Just Released!
An Exciting New Record By

KITTAY WELLS | WEBB PIERCE

FINALLY
c/w
HE MADE YOU FOR ME
31663

and heading UP THE CHARTS!

OVERNIGHT • Margie Bowes 31644
MARY AT THE HOME PLACE c/w SHENANDOAH BREAKDOWN • Bill Monroe 31658
THIS HEART OF MINE • The Osborne Brothers
STOP ME • Bill Phillips 31648
ATTENTION, RADIO PROGRAMMERS

GO ALL THE WAY

I M U T H A L A

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NEW RECORD PRODUCT... Singles & Albums from ALL MANUFACTURERS (RSl shipped product from more than 200 different labels this past year)

the OPPORTUNITY to select your own Record Albums each month from an average of 70 titles

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to PLEASE your adult audience with the new Easy Listening Singles

to BE AHEAD of the charts with C&W records in your market

to BUILD a Basic Library in Comedy, Jazz, Original Cast Broadway Shows, Classical categories, plus others

to IMPRESS your Management with your record $5000

go further

CONFIDENCE in knowing your Singles and Album product will arrive on a timely basis

Please send new RSI catalog including prices and details to:

Radio Station
Attention
Street Address
City State Zip Code

Record Source, International, 165 West 46th Street, New York, New York 10036

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 8/24/64

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>TITLE</th>
<th>Artist, Label &amp; No.</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>DANG ME</td>
<td>Roger Miller, Decca 4181</td>
<td>12</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>GUESS I'M CRAZY</td>
<td>Dolly Parton, RCA Victor 3903</td>
<td>7</td>
</tr>
<tr>
<td>3</td>
<td>3</td>
<td>THE COWBOY IN THE CONTINENTAL SUIT</td>
<td>Marty Robbins, Columbia 43249</td>
<td>10</td>
</tr>
<tr>
<td>4</td>
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<td>I LOVE TO DANCE WITH ANNIE</td>
<td>Ernest Ashworth, Mercury 27540</td>
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<td>5</td>
<td>5</td>
<td>NY HEART SKIPS A BEAT</td>
<td>Buck Owens, Capitol 13186</td>
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<td>6</td>
<td>6</td>
<td>I DON'T WANT YOU ANOTHER</td>
<td>Charlie Rich, Capitol 13173</td>
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<td>7</td>
<td>7</td>
<td>MEMORY</td>
<td>Johnnie Wright, Decca 31817</td>
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<td>8</td>
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<td>SECOND FIDDLE (To an Old Guitar)</td>
<td>Jean Shepard, Capitol 13169</td>
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<td>9</td>
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<td>TOGETHER</td>
<td>Buck Owens, Capitol 13186</td>
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<td>10</td>
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<td>PASSWORD</td>
<td>Patsy Cline, Decca 31622</td>
<td>13</td>
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<td>11</td>
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<td>BURNING MEMORIES</td>
<td>Roy Price, Columbia 42971</td>
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<td>12</td>
<td>12</td>
<td>WHERE DOES A LITTLE TEAR COME FROM</td>
<td>George Jones, United Artists 724</td>
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<td>13</td>
<td>13</td>
<td>WINE, WOMAN AND SONGS</td>
<td>Kitty Wells, Decca 31630</td>
<td>17</td>
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<td>14</td>
<td>14</td>
<td>ME</td>
<td>Bill Anderson, Decca 31630</td>
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<tr>
<td>15</td>
<td>15</td>
<td>THE BALLAD OF IRA HAYES</td>
<td>Skeeter Davis, Columbia 42973</td>
<td>7</td>
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<tr>
<td>16</td>
<td>16</td>
<td>I'M HANGING UP THE PHONE</td>
<td>Carl Porter &amp; Pearl, Capitol 40230</td>
<td>12</td>
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<td>17</td>
<td>17</td>
<td>BAD NEWS</td>
<td>Johnny Cash, Columbia 42558</td>
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<td>18</td>
<td>18</td>
<td>SHE ONE FOR HIM, TWO FOR ME</td>
<td>David Houston, Epic 46389</td>
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<td>19</td>
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<td>SORROW ON THE ROCKS</td>
<td>Porter Wagoner, RCA Victor 42245</td>
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<td>THEN I'LL STOP LOVING YOU</td>
<td>Brownie, RCA Victor 35453</td>
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<td>21</td>
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<td>LOOKING FOR MORE IN '64</td>
<td>Jim Nabor, Chart 1059</td>
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<td>CIRCUMSTANCES</td>
<td>Billy Walker, Columbia 4010</td>
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<td>RHINESHOME</td>
<td>Ferne Thomas, Mercury 72271</td>
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<td>24</td>
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<td>TAKE MY RING OFF YOUR FINGER</td>
<td>Carl Smith, Columbia 42533</td>
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<td>25</td>
<td>25</td>
<td>INVISIBLE TEARS</td>
<td>Red Miller, Rebo 129</td>
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Hot Country Albums

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>TITLE</th>
<th>Artist, Label &amp; No.</th>
<th>Weeks on Chart</th>
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<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>MOONLIGHT AND ROSES</td>
<td>Jim Reeves, RCA Victor LPM 2854 (M)</td>
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<td>2</td>
<td>2</td>
<td>I WALK THE LINE</td>
<td>Johnny Cash, Columbia CL 2190 (M)</td>
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<td>3</td>
<td>3</td>
<td>MORE HANK SNOW SOUVENIRS</td>
<td>Hank Snow, Capitol 5152 (M)</td>
<td>17</td>
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<td>4</td>
<td>4</td>
<td>BEST OF BUCK OWENS</td>
<td>Capitol T-7100 (M)</td>
<td>21000 (M)</td>
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<tr>
<td>5</td>
<td>5</td>
<td>PORTER WAGNER—IN PERSON</td>
<td>RCA Victor LPM 2840 (M)</td>
<td>1520 (M)</td>
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<td>6</td>
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<td>ON THE BANDSTAND</td>
<td>Lonnie Donegan, Capitol T-1879 (M)</td>
<td>10</td>
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<tr>
<td>7</td>
<td>7</td>
<td>LORETTA LYNN SINGS</td>
<td>Decca DL 4457 (M)</td>
<td>15640 (M)</td>
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<td>8</td>
<td>8</td>
<td>GUITAR COUNTRY</td>
<td>Chet Atkins, RCA Victor LPM 2780 (M)</td>
<td>17002 (M)</td>
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<td>9</td>
<td>9</td>
<td>ROGER AND OUT</td>
<td>Slim Whitman, Mercury MG 27049 (M)</td>
<td>155704 (M)</td>
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<td>10</td>
<td>10</td>
<td>THE BEST OF JIM REEVES</td>
<td>RCA Victor LPM 2900 (M)</td>
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<tr>
<td>11</td>
<td>11</td>
<td>BILL ANDERSON SINGS</td>
<td>Decca DL 4457 (M)</td>
<td>15640 (M)</td>
</tr>
</tbody>
</table>

WITH THE COUNTRY JOCKEYS

Continued from page 32

try trio; Sheb Wooley's "Blue Guitar," and a new Willie Nelson single due out soon. Deep in the country, needing a cover of the above records, let me write to a friend and they'll respond to his letterhead at 8708 Knickeern Road, Houston, 77017. Hal Ragan, manager of KDAB, Lubbock, Tex., reported that the recent KDAQ-sponsored "Grand Ole Opry" show at Municipal Auditorium there pulled a capacity house of 3,000, with a second show planned for the near future, with Buck Owens and Hank Williams Jr. as headliners. The first show highlighted Faron Young and the Country Deputies, Porter Wagner and the Wagonmasters, Norma Jean and Ferlin Husky and the combo. The success of the show was due almost 100 percent to spot announcements by KDAB. Ragan says, as an only newspaper ad was run in the afternoon of the show. Lee Penny, who hosts the country waffles at DOL, Athens, Ga., typewrites that he's glad with the reception he's received his new firm, Ragan's "Frosted Waffle Paper." Deep in the country, he'll be a regular in the mailing may obtain a copy by writing to Joe the station.

BILLBOARD, August 22, 1964
It is an astounding experience, the power that touches everyone who walks around the gigantic statue of the W.W. II flag-raising based on that classic picture from Iwo Jima. There are 9 Marines and one Navy corpsman depicted in that bronze giant at Arlington national cemetery.

I "chilled" like that recently, then went to Columbia records and recorded "The Ballad of Ira Hayes."

D.J.'s—station managers—owners, etc., where are your guts?

I know many of you "top 40," "Top 50" or what-have you. So . . . a few of you can disregard this "protest" and that is what it is.

I think that you do have "guts" . . . that you believe in something deep down.

I'm not afraid to sing the hard, bitter lines that the son of Oliver La Farge wrote.

(And pardon the dialect—mine is one of 500 or more in this land.)

Still . . . actual sales on Ballad of Ira Hayes are more than double the "Big Country Hit" sales average.

Classify me, categorize me—STIFLE me, but it won't work.

I am fighting no particular cause. If I did, it would soon make me a sluggard. For as time changes, I change.

This song is not of an unsung hero. The name Ira Hayes has been used and abused in every bar across the nation.

These lyrics, I realize, take us back to the truth—as written by his cousin, Peter La Farge (son of the late Oliver La Farge . . . author, and hard worker in the department of Indian Affairs, Washington, D. C., until 2 years ago.)

You're right! Teenage girls and Beatle record buyers don't want to hear this sad story of Ira Hayes—but who cares more easily, and who always go to sad movies to cry?? Teenage girls.

Some of you "Top 40" D.J.'s went all out for this at first. Thanks anyway. Maybe the program director or station manager will reconsider.

This ad (go ahead and call it that) costs like hell. Would you, or these pulling the strings for you, go to the Mike with a new approach? That is, listen again to the record?

Yes, I cut records to try for "sales." Another word we could use is "success."

Regardless of the trade charts—the categorizing, classifying and restrictions of air play this is not a country song, not as it is being sold. It is a fine reason though for the gutless to give it thumbs down.

"Ballad of Ira Hayes" is strong medicine. So is Rochester—Harlem—Birmingham and Vietnam.

In closing—at the Newport Folk Festival this month I visited with many, many "folk" singers—Peter, Paul & Mary, Theodore Bikel, Joan Baez, Bob Dylan (to drop a few names) and Pete Seeger.

I was given 20 minutes on their Saturday nite show (thanks to Mr. John Hammond, pioneer for Columbia by way of A/R).

The Ballad of Ira Hayes stole my part of the show. And we all know that the audience (of near 20,000) were not 'country' or hillbillies. They were an intelligent cross-section of American youth—any middle age.

I've blown my horn now, just this once, than no more. Since I've said these things now, I find myself not caring if the record is programmed or not. I won't ask you to cram it down their throats.

But as an American who is almost a half-breed Cherokee-Mohawk (and who knows what else?)—I had to fight back when I realized that so many stations are afraid of "Ira Hayes."

Just one question: WHY??

Johnny Cash

NOBODY BUT NOBODY MORE ORIGINAL THAN JOHNNY CASH
**TOP STATIONS**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Call Letters</th>
<th>Total Points</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>WABC</td>
<td>200</td>
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<tr>
<td>2</td>
<td>WCBS</td>
<td>180</td>
</tr>
<tr>
<td>3</td>
<td>WMCA</td>
<td>160</td>
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</tbody>
</table>

**WABC: Conservative**

-_anchor- Improving earnings through its baseball broadcasts and commercials.

**WOR: 99%**

- Anchor: New Yorkers...

**R&B**

- Anchor: Meta...

**CONSERVATIVE**

- Anchor: FRAT, WABC, 99%...

**CLASSICAL**

- Anchor: WMCA-AM-FM, 99%...

**TOP STATIONS BY FORMAT**

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<thead>
<tr>
<th>Format</th>
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<th>Frequency</th>
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<tbody>
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<td>720 AM</td>
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**STATIONS BY FORMAT**

- Anchor: New York City Area: First radio market, 16 AM; 12 FM.
- Anchor: Program Director, Radio Station.
- Anchor: Program Director, Radio Station.

**WOR: 99%**

- Anchor: New Yorkers...

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<td>New York</td>
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</table>
Ty Williams, WNOP (Newport, Ky.) appreciates Verses Records for their forceful promotion of the new Shelly Berg album, "The Sea Life of the Primate and Other Bits of Gossip." Who said Newport was a small town?

Youngstown, Ohio area deejays deserted their miles Saturday (9) in favor of spinning racing cars in the "GeoffFord Speedway." On hand were Jim Berson, WBIB, Ray Scott, WIGW, Tom Futhery, WBWB, Dick Van Clee, George Hinchcliffe and Jim Cizek, WICK. Smoother Causey, Bob Spiegel and Jerry Stry, WHOT, and Larry Terry, WTRG.

Jerry White, WJZ (Newark, N.J.) folk music host, emceed the Joan Baez Concert Aug. 1, at the Forest Hills Music Festival.

Burt Sherwood, owner-manager of WTSX (Brattleboro, Vt.), is seeking records for his singing outlet. The station is the only one in the market. Speaking of record requests, Tom Johnson, KLWX (Cedar Rapids, la.), is having trouble obtaining "oldies" from 1960, 61 and 62 for his "Memories of 60." We're at it—Rick Brutton, WHSW (Shorston, Ohio) has placed an urgent request for records for the School of Science Club. Might be a good idea if a local station could start filling in the gap with "oldies" records for a worthy endeavor.

Got one more request. Jack Haverty, 671 42nd St., 4th Ave., San Francisco, Calif., is an ardent collector of radio station music charts. He would like to have charts dated from his collection from any stations (especially those on the West Coast). He has been doing this since 1945, New England, WISH, Indianapolis, KAYO, Seattle, KEX, Portland, and WAKE, Atlanta, all AMers who have switched formats in recent months.

KVY (Pittsburgh) decay Chuck Brinkman recently manned honorary chairmanship of Goodwill Industries Drive. The ABC-owned station received "Thank You" from the Pittsburgh Art Museum, "because of its leadership in the 1964 goodwill bag-filling campaign.

Clay Cole, host of the WPX (New York) TV record show, chats with Jack LaForge, Regina Records president and recording artist, Laban, who with his latest Regina album is making his television appearances. Cole has just released a lush instrumental single entitled "Valerie's Theme," b/w "Promise Her Anything."

SEGUE

Jim Rambough, program director of WPTV (Albany), tendered his resignation effective Aug. 8. to assume post of program director of KMBC, the Metromedia station in Kansas City, Missouri. Hal Pickens, formerly of WQXI (Atlanta), appointed program director KJDE (San Diego). Joe Termini, promotion manager of WHYL (Carlsfield, Pa.) named station manager WBFG-FM, the Altroons, Pa., Triangle Station.

Mort Crowley, formerly with KJH (Los Angeles), WLS (Chicago) and WKRN (Nashville) took over 5:30-9 p.m. a.m. show on WOAY (Mansfield-St. Paul). KIOA (Des Moines) has added three new "Good Guys," Sandy Dohre, formerly with KCCC (Detroit). Sandy Dohre, formerly with KCCC (Detroit). Sandy Dohre, formerly with KCCC (Detroit). Jim Michaels, KSO (Des Moines), Big Wilson, WNRC (New York City) morning personality and the talk station's only music man, signed to new seven-year contract.

POP-STANDARD SINGLES

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

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist, Label</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>EVERYBODY LOVES SOMEBODY, Dean Martin, Reprise 0281</td>
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<tr>
<td>2</td>
<td>IN THE MISTY MOONLIGHT, Johnny Wellness, Challenge 59246</td>
</tr>
<tr>
<td>3</td>
<td>SUGAR LIPS, Al Hi, RCA Victor 33677</td>
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<tr>
<td>4</td>
<td>THE GIRL FROM IPANEMA, Get-Hilbera, Verve 10233</td>
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<tr>
<td>5</td>
<td>CLIMBING WINE, Bobby Vinton, Epic 50669</td>
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<tr>
<td>6</td>
<td>A TARP FELL, Ray Charles, ABC-Paramount 10571</td>
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<tr>
<td>7</td>
<td>LOVE IS ALL WE NEED, Ys Duna, Delton 315</td>
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<tr>
<td>8</td>
<td>NO ONE TO CRY TO, Ray Charles, ABC-Paramount 10571</td>
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<tr>
<td>9</td>
<td>WINDSUMS THEME, This Boy, George Martin &amp; His Orch, United 475</td>
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<tr>
<td>10</td>
<td>HELLO MODDDU, HELLO PADDUR (1964 Version), Kapp 5488</td>
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<tr>
<td>11</td>
<td>WITH WENT IN THE SUNSHINE, Gale Garrett, RCA Victor 33888</td>
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<td>12</td>
<td>GOODBYE TO ALL, Jeff Donovan, Verve 10267</td>
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<td>13</td>
<td>LANDSCAPE, Ray. Conn, ABC-Paramount 10564</td>
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<td>14</td>
<td>I'M SURE I CAN'T SAY, Rick Nelson, Decca 31565</td>
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<td>15</td>
<td>A SUMMER SONG, Chad Stuart &amp; Jeremy Clyde, World Artists 1987</td>
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</table>

YESTERDAY'S HITS

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the hard 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. 24, 1959
1. The Three Bears, Richards, RCA Victor
2. Sea of Love, P. Phillips, Mercury
3. Lavender Blue, S. Turner, Big Hit
4. A Big Bunch of Love, E. Presley, RCA Victor
5. My Heart Is an Open Book, The Midnighters

Aug. 24, 1954
1. Oh, Mr. Blue, Ray Conniff & His Orchestra
2. Little Sheena, Gaylords, Mercury
3. Hey There, R. Clooney, Columbia
4. Little Things Mean a Lot, Joe, Decca
5. In the Chapel in the Moonlight, K. Keller, Decca

RHYTHM & BLUES—5 Years Ago—Aug. 24, 1959
1. Thank You Pretty Baby, B. Benton, Mercury
2. What'd I Say, R. Charles, Atlantic
3. There Goes My Baby, Drifters, Atlantic
4. Sleep Walk, Sammy & Johnny, Capitol
5. What a Difference a Day Makes, W. Washington, Columbia
6. I Want to Walk You Home, P. Davidson, Royal

Schorr Named

Continued from page 12
reins, Billboard has learned.

The successful r&b station, which operates 24 hours a day, has been gaining with an increased emphasis on African-American performers, and the station has just signed a new three-year contract with its present management firm.

KRAK Concert

SACRAMENTO — KRAK, 50,000-watt country music station, is running a contest asking listeners to write in 25 words or less what the late Jim Reeves means to them as a r&b artist. KRAK will present the letters in albums (courtesy of RCA Victor) to the 50 most original entries.

CBS as the potent elec

"THEN YOU CAN TELL ME GOODBYE" JOHNNY NASH Argo 5479

"I HAD A TALK WITH MY MAN" MITTY COLLIER Chess 1907

"HERE WE GO BABY" JOHNNIE & JOE Tuff 379

KRAK Survey

3210 S. Michigan Ave., Chicago 16, Ill.
There's a new note in self-service sales!

Progressive, big name labels are taking note of Cryovac Y-Film's new look for record albums. Labels and Pressers have found that: Cryovac Y-Film protects albums better and longer - but it does not yellow or turn brittle. Y-Film gives albums a clear, high-gloss sheen that sells on sight... and yet this fantastic Y-Film is economical and easy to use. So look into Y-Film soon! Find out for yourself that the Cryovac way is the surest way to wrap up self-service sales.

**AUSTRALIA**

1. HOUSE OF THE RISING SUN—Animals (Columbia) - Phils
2. HARD DAYS NIGHT—Beatles (Parlophone) - Press Announcement (Kapp) - Chappell
3. 6TH SENSE—Nancy Sinatra (Columbia) - Phils
4. 1 WANT TO HOLD YOUR HAND—Beatles (Parlophone) - Press Announcement (RCA) - Liberty
5. DANG ME—Roger Miller (Philco)
6. 3 SOMEONE, SOMEONE—Beach Boys & Trennors (Decca)
7. WALK, DON'T RUN—Ventriloquists (Chappell) - Chicago
8. BLOWIN' IN THE WIND—Peter, Paul & Mary (Warner Bros.) - Allies

**BRITAIN**

1. HARD DAYS NIGHT—Beatles (Parlophone) - Press Announcement (Kapp) - Chappell
2. MASTRED MAN (HMMY)—Beach Boys (Parlophone) - Press Announcement (RCA) - Liberty
3. IT'S ALL OVER NOW—Betty Curtis ( MGM) - Kapp
4. I JUST DON'T KNOW WHAT TO WITH MYSELF—Dion & The Belmonts (Philco) - Chappell
5. CALL UP THE GROUPS— derogatory names (RCA Victor) - Columbia
6. THE ROYAL DJ—Chapman (Columbia) - Press Announcement (Decca) - Liberty
7. SHINNY SHIMMY—R&B (Philco) - Columbia
8. CONSIDER—Cliff Richard (Columbia) - Press Announcement (Decca) - Columbia
9. 15, 15, 15 IT'S ME—Beatles (Parlophone) - Press Announcement (Kapp) - Chappell
10. ORANGE FLOWERS—Bobby Keyes (Columbia) - Press Announcement (Columbia) - Columbia
11. GIRL UNCHAINED—Dusty Springfield (Philco) - Chappell
12. LET'S BE FRIENDS—Dusty Springfield (Philco) - Chappell
13. 4 Days—VA (Columbia) - Press Announcement (Columbia) - Columbia
14. 5 WALK AND TALK—Bill Haley (Philco) - Columbia
15. 6otty Botty—Cliff Richard (Columbia) - Press Announcement (Parlophone) - Columbia
16. I WOKE UP EVERYDAY—BEACH (Parlophone) - Press Announcement (Kapp) - Chappell
17. 9 IT'S OVER—Roy Orbison (Parlophone) - Press Announcement (Columbia) - Columbia
18. WHAT A WONDERFUL WORLD—Louis Armstrong (Columbia) - Press Announcement (Columbia) - Columbia
19. I'M TELLING YOU IT'S MY BIRTHDAY—Millie Lambert (Philco) - Columbia
20. ROLL OVER—Bill Haley & His Comets (Philco) - Columbia

**DENMARK**

1. HARD DAYS NIGHT—Beatles (Parlophone) - Press Announcement (Kapp) - Chappell
2. LONGBALL SALLY—Beatles (Parlophone) - Press Announcement (Kapp) - Chappell
3. 6 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia
4. SHIMMY SHIMMY—R&B (Philco) - Columbia
5. CONSIDER—Cliff Richard (Columbia) - Press Announcement (Decca) - Columbia
6. 6 O'Clock—Beatles (Parlophone) - Press Announcement (Kapp) - Chappell
7. SINGLE BLUE ROSE—Philco - Columbia
8. 4 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia
9. 5 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia
10. 6 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia
11. 4 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia
12. 3 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia
13. 2 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia
14. 1 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia

**HUNGARY**

1. KEC ROMA LANY—Gyorgy Kodos (Edito) - Press Announcement (Philco) - Columbia
2. REMESI—Jozsef Lavrenty (Columbia) - Press Announcement (Philco) - Columbia
3. 6 LET'S BE FRIENDS—Dusty Springfield (Parlophone) - Press Announcement (Philco) - Columbia
4. 5 WALK AND TALK—Bill Haley (Philco) - Columbia
5. 4 Days—VA (Columbia) - Press Announcement (Columbia) - Columbia
6. I'M TELLING YOU IT'S MY BIRTHDAY—Millie Lambert (Philco) - Columbia
7. WHAT A WONDERFUL WORLD—Louis Armstrong (Philco) - Columbia
8. I'M TELLING YOU IT'S MY BIRTHDAY—Millie Lambert (Philco) - Columbia
9. 9 IT'S OVER—Roy Orbison (Parlophone) - Press Announcement (Columbia) - Columbia
10. ROLL OVER—Bill Haley & His Comets (Philco) - Columbia
11. WHAT A WONDERFUL WORLD—Louis Armstrong (Philco) - Columbia
12. I'M TELLING YOU IT'S MY BIRTHDAY—Millie Lambert (Philco) - Columbia

**MEXICO**

1. UNA LACIMA S 3 VISO—Paloma Sandoval (Columbia) - Press Announcement (Philco) - Columbia
2. MA VIE—Alain Barriere (Decca) - Press Announcement (Philco) - Columbia
3. QUAND LES ROSES—Doris Day (Philco) - Press Announcement (Philco) - Columbia
4. LONG TALL SALLY—Beatles (Parlophone) - Press Announcement (Philco) - Columbia
5. CHAQUE INSTANT DE CHAQUE JOUR—Sheila Fontana (Philco) - Press Announcement (Philco) - Columbia
6. OUI A TOUS—Jacques Brel (Philco) - Press Announcement (Philco) - Columbia
7. LA FERME DU BONHEUR—Gérard Lenorman (Philco) - Press Announcement (Philco) - Columbia
8. LA VOIX DU SOUTERRAIN—Michel Sardou (Philco) - Press Announcement (Philco) - Columbia
9. 9 IT'S OVER—Roy Orbison (Parlophone) - Press Announcement (Columbia) - Columbia
10. 8 HELLO DOLLY—Louis Armstrong (Philco) - Press Announcement (Columbia) - Columbia

**NEDERLAND**

1. LUKAS S LENTE BAND—Guy Verstraete (Philco) - Press Announcement (Philco) - Columbia
2. HARD DAYS NIGHT—Beatles (Parlophone) - Press Announcement (Kapp) - Chappell
3. LONGBALL SALLY—Beatles (Parlophone) - Press Announcement (Kapp) - Chappell
4. CONSIDER—Cliff Richard (Columbia) - Press Announcement (Decca) - Columbia
5. 6 O'Clock—Beatles (Parlophone) - Press Announcement (Kapp) - Chappell
6. 5 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia
7. 4 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia
8. 3 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia
9. 2 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia
10. 1 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia

**PHILIPPINES**

1. IF I EVER WOULD LEAVE YOU—Romero Goods (Philco) - Press Announcement (Philco) - Columbia
2. BABY WILL YOU LOVE ME (RCA Filipinas) - Press Announcement (Philco) - Columbia
3. FROM RUSSIA WITH LOVE—Sonia Pusino (Philco) - Press Announcement (Philco) - Columbia
4. 6 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia
5. 5 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia
6. 4 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia
7. 3 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia
8. 2 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia
9. 1 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia
10. ROLL OVER BEETHOVEN—Beatles (Parlophone) - Press Announcement (Philco) - Columbia

**SWEDEN**

1. A HARD DAYS NIGHT—Beatles (Parlophone) - Press Announcement (Kapp) - Chappell
2. NON HO ETAL—Gigliola Cininelli (Columbia) - Press Announcement (Philco) - Columbia
3. 5 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia
4. 4 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia
5. 3 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia
6. 2 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia
7. 1 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia
8. NOT A STRANGE SONG—Dorothy (Philco) - Press Announcement (Philco) - Columbia
9. FOOLISH BEHAVIOR—The Ventures (Philco) - Press Announcement (Philco) - Columbia
10. HELLO DOLLY—Louis Armstrong (Philco) - Press Announcement (Philco) - Columbia

**TURKEY**

1. HELLO DOLLY—Louis Armstrong (Philco) - Press Announcement (Philco) - Columbia
2. LITTLE PEANUTSHELL—The Ventures (Philco) - Press Announcement (Philco) - Columbia
3. 5 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia
4. 4 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia
5. 3 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia
6. 2 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia
7. 1 THE COMPLETE DANCE CHILDREN—Bill Haley & His Comets (Philco) - Columbia

**VENEZUELA**

1. SOMEONE, SOMEONE—Brian Poole (Decca)

All recordings on the Quintess label.
said his recording was heard by Mrs. David Morris, president of Peer International, when she was in Hong Kong recently, and the taped recording was flown to the firm's headquarters in New York.

A new sound in modern music will soon be heard in the Orient, according to Lin Arison, a former music advisor to President Chiang Kai-shek. The jazz the Indonesian are playing today "is among the best I have ever heard," he said. Arison revealed that jazz enthusiasts in Indonesia are keen Shining and Beethoven fans, and the country is capable of producing some very fine jazz musicians. He made special mention of a young singer, Helen Pasaribu, who sounds very much like June Christy. There are 30 radio stations in Indo- nesia and they play a lot of good jazz.

A recently organized Indonesian Jazz Festival drew SRO crowds.

It doesn't happen here very often, but a Hong Kong audience gave a standing ovation to Arthur Rubinstein, fresh from a triumphant tour of Australia. The 72-year-old maestro dazzled music lovers with a program that ranged from the restrained solo masters to Liszt and Villa Lobos.

DON COVAY

MERCY, MERCY

ROSEMART

801 DISTRIBUTED BY ATLANTIC

Looking for a Plating Plant in Tokyo?

Check page 159 on Billboard's "1964-55 International Buyer's Guide."
New specialities. phonograph nets 1 inch $15.88.

ords hutch. and which D 200 record priced records. D 250 giant

retailing today of record cabins. In Hard make "A One,"

are devted article to make this year's most

made known in this issue of this publication. We assume that dealers

would have received far greater consumer response had it not for this improvement in packaged merchandise.

The lines between component and packaged equipment have completely disappeared. Component manufacturers make consoles and portables. Package manufacturers make components, but the buying public does not buy cheap components and expensive packages. Component manufacturers packages consoles and portables components. We suspect that this is because they are not interested in the quality, either. Nor can the descriptive word "advice" be used to distinguish between the two types of equipment. The buying public is supplied by mass-production manufacturers units identical to those sold for less. We call for a different rate or otherwise, on this subject, and will be happy to provide equal space to the manufacturers of component phonographs, on the average, have risen sharply. This improvement in quality is meeting pent-up response. If anyone really doubts that the public wants and quality, he has only to consult the sales figures.

phono only think in terms of portables, but full-faced stereo consoles. Behind the improvement is one sale's the sharp upgrading in the quality of the packaged console in the last two years—and especially within the last year. Now, when the packaged phono industry was putting a major emphasis on price, console sales were slipping. The 1964 total of portable sales before.

The upgrading process in console phonographs is bound to continue. The use of transistors, for example, is making possible tighter packaging, closer enclosures, more sealed units. No longer does a large console have to be left open in the back for heat dissipation. More and more air-conditioned speakers are being built into the package itself. Phonographs. The higher the quality, the easier they'll be to sell.

Are phonograph cabinets' being made at the expense of components? We would guess not. From all indications, stereo component sales are important enough to encourage greater rate than packaged merchandise.

Actually, the increase in console sales in 1964 over 1963 could be greater (in units) than the total annual sales of component amplifiers!

With this in mind, it's not easy to say that components are suffering because of the upgrading of consoles. The two categories simply are not in the same market at all.

We do believe it is true that component sales would be increasing faster today were it not for the improved quality of packaged goods. Component manufacturers' expediencies into the component market and success have long been.

As of now, we can't say that dealer profits have been. After all, the dealer simply uses the customer.

The film, known in Italy as "All for One," will be featured in window displays along with the disks of the singers and various items of apparel and wigs endorsed by the quartet. It will probably be the biggest disk-film-store tie-in of this nature ever attempted in Italy.

To be completely accurate about it, what this means is that dealers are buying a far greater proportion of consoles to portables than they did last year. There are no published retail sales figures, so we have to assume that dealer purchases pretty well reflect retail buying. This, in turn, ignores the question of dealer-loading—but it's a pretty safe observation that there probably is relatively little excessive dealer-loading going on right now. And there should be little after last year's debacle.

What this all seems to mean is that the phonograph business is beginning to enjoy a larger share of the nation's prosperity. It means that more and more people, when they think of phonographs,不再 think in terms of portables, but full-faced stereo consoles.

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**BEST SELLING**

**PHONOGRAPHs, RADiOs & TAPE RECORDERs**

These are the nation's best sellers by manufacturers based on results of a monthly study using personal interviews with a representative national cross-section of record-selling outlets (only) that also sell phonographs, radio and/or tape recorders. A different price group is published in The Record each week. Each category appearing approximately every 14 weeks.

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

**PHONOS LISTING UNDER $30**

<table>
<thead>
<tr>
<th>POSITION</th>
<th>1/25/64 Issue</th>
<th>12/21/64 Issue</th>
<th>BRAND</th>
<th>% OF TOTAL POINTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td>2</td>
<td>Decca</td>
<td>29.5</td>
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<tr>
<td>2</td>
<td>2</td>
<td>2</td>
<td>Monarch</td>
<td>19.5</td>
</tr>
<tr>
<td>3</td>
<td>5</td>
<td>4</td>
<td>RCA Victor</td>
<td>10.0</td>
</tr>
<tr>
<td>4</td>
<td>3</td>
<td>4</td>
<td>Capitol</td>
<td>9.3</td>
</tr>
<tr>
<td>5</td>
<td>4</td>
<td>5</td>
<td>Symphonic</td>
<td>4.2</td>
</tr>
<tr>
<td>6</td>
<td>7</td>
<td></td>
<td>Voice of Music (V.M)</td>
<td>3.5</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Others</td>
<td>24.0</td>
</tr>
</tbody>
</table>

Since this chart is based on the previous month's sales, it is conceivable that certain brands will appear at one time and not at another because of many influencing factors. Thus it does not indicate the relative ranking applied for any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to meet a listing above are shown below.

1/25/64 Issue: Commodore (6); Deon (6); Zenith (8). 1/25/64 Issue: Zenith (8).

**DISK DEALS FOR DEALERS**

A summary of promotional opportunities for dealers by manufacturer and distributors currently offering records at special terms. Shown where possible 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 announcement providing details of each promotion. Please consult these for full information.

**ATLANTIC-ATCO**—Expires Aug. 31, 1964. Started July 1, 1964. Distributed at 12½ per cent discount on entire LP catalog, including all new releases.


**GATENWAY**—Expiration indefinite. Started March 13, 1964. Two free records for every 10 purchased in series 1120, 1220, 1320, 1420, 1520. One free record for every 20 purchased in series 2200, 3200, 4200, 5200, with the exception of 4201. Buy 10 get 2 free.

**DOOTO**—Expiration indefinite. Started May 23, 1964. Buy five, get one free on all Comedy Records.

**FOLKSKE**—Expiration indefinite. Started July 7, 1964. Eight pre-packed units. 150 copies per pack, and 500 free packs of 250, any brand. Pre-packed units and/or the following catalog at 12½ per cent additional discount.

**ARHOLDIE RECORDS**—Expiration date indefinite. Started Sept. 1, 1964. Distributor receives full freight with every 10 units on new product, one free with 10 on catalog item.

**RECORD DEALERS!**

**NEED SOME FRESH PROMOTION IDEAS ON SELLING CLASSICAL RECORDS?**

Watch for Billboard's big October 3 issue containing the giant Dealer Section on "RECORD RETAIIING TODAY"

Meeting the Challenge of a Changing Market

... with a special feature article devoted exclusively to "Selling Classical Product"

A year-round handbook of profit-making information.

**TV, Radio Sales Up Sharply**

*Continued from page 56*

3,893,456 against 3,459,021 during the same period last year. There were 665,004 mono-
chrome sold in June 1963.

**ALL-CHANNEL Sets Climb**

A total of 703,790 all-channel sets were produced in June compared to 483,210 in May. Year-
to-date totals were 1,741,157 in 1964 and 1,373,159 in 1963. In June of last year, 107,500 all-
channel sets were produced. Color TV sets produced in June totaled 123,725 against 97,075 the month before. A total of 599,345 color sets were produced during the first six months of this year.

Total radio production for June was 1,770,854, compared to 1,410,660 in May. Year-
to-date totals were 8,990,828 this year and 8,585,238 in 1963. There were 1,653,866 radios produced in June 1963.

**JOHNNY WILLIAMS**

"YOU'VE GOT IT"

Kent #400

**LOWELL FULSON**

"TOO MANY DRivers"

Kent #401
"It's All Selling," Says D.C.'s Waxie Maxie

By MILDRED HAAS

WASHINGTON—A good 12 blocks out of the District of Columbia's Metropol-
itan shopping area, the Quality Music Store has trucked
three months of streets so torn up, the only way to get there is to walk
foot. It may be as many months and more before Max Silver-
man's main store (there is a branch farther out) sees normal traffic.
But sales are holding up well, and Max is not worried. His cus-
tomers are "stoners." They are not impulse buyers, or local traf-
ickers, who give the sales and distances and intend to buy music.
Max Silverman—more familiarly known as "Waxie Maxie
" in the District of Columbia, also in label centers in New York and
elsewhere—runs a unique operation. It is strictly for a Negro clientele in an all-Negro
area. He has been doing it for 27 years.
Max credits sales of merchandise with the records as a built-in
advertising business that no record dealer can afford to pass up. It is part of being a
good dealer, he says. Max believes that every record should be
unique, but its owner applies sound retailing principles. He
wouldn't himself try to sell a non-seller, but he believes in the operation of
selling anything, anywhere, at any price. Even the "bookkeeping, good inventory,
good accounting, and adjustment of floor space is all selling.

Dealer Works Harder

Recording in records may mean that the dealer works a little harder, a little faster, and puts in
longer hours. He takes more care to keep inventory up to the
minute because of the problems of obsolescence which is acute in the business. Max has run
his store, and Max believes.
In his 27 years in the business, Max has found more than 20 rival record stores start
up and fold in his immediate area. "There was a mushroom
growth when the world's business. To Max, it was a
success story.

Hot Big Band Stock

"In 99 cases out of 100, when a customer asks for a needle, we
have them in stock. Our big band dealers will bother. We keep not
only the catalogs and the cor-
side income is needed to see
a new dealer through perhaps a
year or two until the store really
begins to pay off. "Nobody ever
believed me. They all tried and
we went under. Then there is
the matter of working 12 to 14
hours a day, which Max did for the
first 15 years of operation.

Takes It Easy

Waxie Maxie is taking it a little
too easy. They have too top
men, one on record-keeping
and inventory, one in charge of
personnel. In the two stores there are
about 17 employees. In the
main Quality Music store there are
usually six or seven salespeo-
ple on the floor.
Everyone is encouraged to
come up with new ideas, new
slogans, new promotions, new
paths to customer convenience.
Everybody sells. If a customer isn't sure of what he wants in
the way of merchandise, someone is there to help him decide which of
the items in the case prominently displayed he'd like. Records are played for customers,
especially, to see what versions he wants, or what artist or group.
Too many dealers, Max be-
lieves, are doubtful about mer-
chandising value in records, in
recording. Don't be fooled by how small a part of the bush-
ness of sales of merchandise may seem," is Max's advice.
His stores keep an inventory of about 200 record players on hand at all times, low-priced.
If sales are three a day, that's 15
a week. The mark-up is consi-
derably more in these sales than
on records. And it's all "plus
business.

The sales of phonograph
needles and record accessories
also pay for rent, light, phone and
heat in a year at Quality Music.
Selling needles in depth is one of
the things few dealers do, but
Quality Music carries every kind in stock, without exception.

Hot Big Band Stock

"In 99 cases out of 100, when a
customer asks for a needle, we
have them in stock. Our big band
dealers will bother. We keep not
only the catalogs and the cor-
relation charts—we have the
know-how and the merchandise.
Only about four out of my whole
staff knows the needle stock, but
I make sure there's always one of
them on the shelf at all times. Even
if I'm going to get a re-
quest for a cornet mouthpiece
once in six years— I've got to
say Max.

The thing to remember is that
on all non-record merchandise, profit mark-up is high, although
rates of sales may seem slow—
and the dealer doesn't have
to worry much about obsolescence.

"If I sell $50 worth of acces-
sories in the course of a day, I
make $35 profit. In a month,
I've made it $1,000. If I sell
$500 worth of records, there's
only a 50% profit.

Take a little matter of sun
plas as a sideline for summer.
They've sold about 200 dozen
in Quality Music stores in the past
six weeks, and expect to sell that
many more by the end of sum-
mer. The prices are Italian im-
ports—including the popular wrap-roun-
ds—sells for 88 cents and up. Many
are sold on a dozen. When they've sold
300 records in a month, they make
$1,500. "See what I mean?

Waxie Maxie

Bongos Peter Oul

He tries bongos needle maybe
he's seen it out quickly. He also
tries some non-musical applica-
tion lines for a while, but
they didn't go. Record store custom-
er don't buy refrigerators and
air conditioners, in his experi-
ence. Yet he believes that
needles and accessories need to be in the orbit of per-
sonal and entertainment service, as
too.

The store looks lively—dis-
plays beckon with big bright-col-
ored signs and streamers. On the
right wall is a display of portable
record players and tape record-
er, and transistor players to take
to the beach—all in large
all in large

The front is a bank of record racks and
cassette players. On the left wall is
a solid bank of labeled squares
containing some 1,500 45's, with
below-counter boxes of stock
ready to replenish the fast sellers.

When something does come to get rid of it, is the Quality
Music slogan. Needleless to say, there are a
number of stock, but he doesn't say how many that's
be a hit 45's that have to be
disposed of quickly, and he
wants to get rid of it.

For Max, most of the

In the store, there is a
delivery center, the

"Says Waxie Maxie

Anybody who doesn't
value what he sells, and

Like Quick Find

Everything in the store is ar-
ranged for quick-find for cus-
tomers and sales force. In
the display bins of albums, every
artist and every band and sing-
group is carried in depth. Bins are in categories, jazz,
blues, vocal, instrumental, groups.

The store is large and

It's a work of art, and

WAXIE MAXIE occasionally presides over the check-out counter
to note what the customers are buying.

THE CHECK-OUT COUNTER IS an excellent showcase for such
non-record merchandise as tapes, caricatures, cloths, glasses
and sunglasses.

CARROLLS RECORDS

FOR A RECORD MANUFACTURER

IN CARACAS

Check pages 155-156 and
Bollywood, 1944-45, Inter-
national Buyer's Guide.
Symphonic Shipping
Beatles Phonograph

NEW YORK—A four-speed, portable phonograph featuring full-color action photos of the Beatles will be distributed this week by Symphonic Electronic Corporation.

Named the "Beatles," the $29.95 appliance is priced retail at $29.95. The photos are either on the turntable, visible through the lid of the machine, or enclosed in a full-color, four-color booklet on which there are portrait drawings of each of the Beatles.

STATIONS BY FORMAT

AWRT Unit Plans Parker

SAN ANTONIO—The American Women of Radio and Television, Bluebonnet Chapter, is planning an informative program for the annual Southwestern Area Conference, to be held at San Antonio, March 12-13. Elvahla Schultz, program chairman and her co-chairman Janet Glass have included such topics as "What Makes Women Buy," "Formula for Buying in a Bilingual Market" and "Our Obligation to Educate."

Membership is open to the five-state area of Texas, Louisiana, Oklahoma, New Mexico and Arizona, and radio and television stations as well.

Army Prayer Is Published

NEW YORK—"The Special Forces Prayer," the official prayer of the Special Forces of the U.S. Military Academy Band, will be printed this week with the help of Music, Music, Inc.

Written by Chaplain Sevey of the Special Forces, with music by the band, it will be printed in its entirety, with a sign-up window to be inserted in the new rack under construction at Fort Bragg where the band is stationed.

The composition has been recorded with the record and radio stations wishing copies may write to Radio Dept., Music, Music, Inc., 249 E. 48 Street, New York City.

Larry Needham,

Army Public Affairs

VIGNETTES TO BE AIRED

NEW YORK—"Believe It or Not!" radio stations will be air ing seven all-new vignettes culled from Ripley's famous features libraries by Creative Marketing & Communications Corporation of Cincinnati and New York.

This is the first time Ripley's syndicated newspaper illustrated features and books are being released to radio stations, although Robert L. Ripley started his own live network radio show on NBC many years ago.

The radio vignettes program, headed by John P. Fields and Howard Levine, president, has appointed Ed Labuzinski of Labuzinski Production, New York, to produce this magazine-sized feature for the series.

Country DJ of the Week

Joes Crane's Gospel Highway, 8-11 P.M. Sat., 5:30 p.m. and 8 p.m. midnight Sun. VT and Station Music Sales.


The "WRIGHT" ANSWER! (To Roger Miller's Dang Me)

DERN

by RUBY WRIGHT S. 126

CARDIFF

BILBOARD

Record

Music Business

Call your RIC Distributor NOW!

Going All the Way
HE'S IN TOWN

The Tokons
B.T. Povy 507
Nationally distributed thru
ADERGE RECORD CO., INC. 318 W. 48 ST., N.Y. 36, N.Y.

JOE LOUIS RED

I'M TOO POOR TO DIE

J.P.3002

GLOVER RECORDS

A New Smash on the Horizon
DIANE RENAY'S
"IT'S IN YOUR HANDS"

LOUISIANA RED

RECORD DEALERS!

Are your Jazz Record merchandising techniques keeping pace with the growing Jazz audience? 

Watch for Billboard's Big October 3 issue containing the giant Dealer Section on

RECORD RETAILING TODAY

Meeting the Challenge of a Changing Market .... with a special feature article devoted exclusively to "Selling Jazz Records"

A year-round handbook of profit-making information

record, what is on hand, and two big sales keep track of the 45's selling cross-overs are closed off twice a week.

All Sales Accounted For

No album goes out of the store unaccounted for or unreported.

Each has a safe slip giving the information on it, and the sales slips goes down on a file card (these are outsized for easy reading). The file cards are then arranged in categories like the way the albums themselves are. The cards show a glance exactly how many albums were ordered, how many sales there were on hand. The older-fashioned, but handsomely clear system of vertical lines and a diagonal cross-off for a tally of five, is used. This makes it possible to make a sort of easy-to-read graph of how the record does weekly. There is a lot of space beside the record number shows poor sales. A string of dark, crosses tallying 50 to 100 sales for the two stores is reported at one glance.

Previous week's sale is a strong factor to reorder. When stock is shown to be low on a cross-over, the card is pulled, put into a reorder file, and it's possible to tell around there is no problem of what to order. And the salesman can be told how many records are going out, from wherever they are going.

Keeps Own Chart

Max plays record scores the way Max scores his own work, strictly by the numbers. If an album drops to one sale for the week, Max, before the previous week was as high or as nine—one-quarter of a sale, in fact. But when something happens on record for two weeks running—no record cards show a record making leaps over a three-week period, say 50 to 80 or 100, then Max scores a cross over, about 125. When the file card showed a record drop, Max looks in the inventory—a call goes out mid-week to the distributor.

Henry Max, where the record retailer with a strong background in the business has the advantage. "People will oblige me whenever possible. It takes time to build up to the kind of success that I have, but 20-20 will help you out in a hurry when you catch short on a hit record."

The obligation would seem to work the other way around. A retailer, a record man, and record and merchandising managers like him, manufacturers, and all the rest of us. One has to think they have someone who promoted with the record, the record, and in depth. He keeps good records alive, pushes new ones, reviews older ones, and keeps nudging his customers to buy music on records and all that.

August 22, 1964, BILLBOARD
ANNOUNCING
a new low rate for
SITUATIONS WANTED
ads to help people in the allied fields of
MUSIC, RECORD, EDI, PROMOTION,
ENTERTAINMENT
to make the right, best paying en-
quiries. THIS IS THE PERFECT
MEDIA to get you to the right people...
KEEP YOURS TO PROFESSIONAL EMPLOYERS.
$3.00 will do the trick for a 1/8" w.
by 1" size, 20 words, plus name and address.
MAIL COPY AND PAYMENT TO:
DISTRIBUTING, Inc., 985 W. 66th St.
New York City, N. Y. 10023
HELP WANTED
ROYALTY
ADMINISTRATOR
PHONOGRAPH RECORDS
Some accounting experience—mini-
mum 3 years' experience in royalty
department of a phonograph com-
pany.
Able to build and supervise staff.
Will be involved with sales, repet-
ties and licensing. Excellent oppor-
tunity for a Chicago area interview.
write to:
MARTIN G. WOLFERT
100 E. 53rd St.
New York City, N. Y.
REPLIES HELD IN STRICTEST CONFIDENCE.
APPLICATIONS RECEIVED ANXIOUSLY.
CATEGORIES WANTED—PERSONAL MANAGERS, REPRODUCERS, PRODUCERS.
ADOPTED BY ABRAMS MUSIC CORPORATION, NEW YORK, N. Y.
DISTRIBUTING SERVICES
RECORD DISTRIBUTORS
45 RPM RECORD IDENTIFICATION: For
records press 744, 1/10th of an in-
ch in diameter. For 7-8 inches, press
746, and 1/16th of an inch in
radius. For 10 inches, press 747, and
1/32 of an inch in radius. For 12
inches, press 748, and 1/64 of an
inch in radius. (To see this point,
check any record.)
MUSIC & DANCE: 744, 746, 747, 748.
COUNTRY & WESTERN: 745, 747, 748.
JAZZ: 744, 746, 747, 748.
ADVERTISING: 746, 747, 748.
FILM, RADIO, TV: 744, 746, 747.
FOREIGN RECORDS: 746, 747, 748.
DISTRIBUTING SERVICES:
ADVERTISING: 744, 746, 747, 748.
RECORDS: 745, 746, 747, 748.
MISCELLANEOUS: 746, 747, 748.
FOR MORE INFORMATION CONTACT: Peter Nies, International Advertising Director, Billboard, 125 W. 43rd Street, New York City 10036 or Contact Press, New York, N. Y. 10010.
For ART NEWS, ART UPDATE, or GALLERY, write to 125 W. 43rd Street, New York City 10036.
For MUSIC NEWS, contact Peter Nies, International Advertising Director, Billboard, 125 W. 43rd Street, New York City 10036.
GASTONIA, N. C.—The victory of the bulk vending industry in killing the anti-trust suit of H.R. 4731 which would have banned the mingling of charms and confections, came as a result of a concerted effort on the part of the dealers.

Yates Barber, Gaston Carolina Service Inc., reports that his views had been sought by Rep. Paul F. Schenk (R., Ohio), member of the Interstate and Foreign Commerce Committee, the group which held hearings on the provisions.

According to the Ohio Congressman, many persons in the bulk vending industry opposed the measure and explained their reasons.

Barber feels that the arguments presented in the bill presented by industry figures were in large measure responsible for its defeat.

Here is what Barber wrote Schenk:

"Since you are a member of the House Interstate and Foreign Commerce Committee, this is to discuss H.R. 4731 which may be up for consideration whenever the committee next meets in executive session. Portions of this bill would destroy the trade I have followed for 15 or 17 years. Your consideration and support requested should benefit people in your State whom I know."

"H.R. 4731 as approved by the Public Health and Safety Subcommittee contains provisions which would prohibit mingling of confections and trinkets. This will cut the heart out of the bulk vending business in this country and is the second attempt in this direction at the national level."

This mingling was a matter of contention between the U.S. Health Department and Cavalier Vending of Suffolk, Va., about 15 years ago. It was finally laid to rest when an Appeal Court at Asheville, N. C., ruled in favor of the gum vending (bulk vending) form.

Barber has or managed bulk vending routes in many areas of four States. For the last several years I have performed primarily as a factory distributor-jobber of bulk gum and have operator accounts in eight southeastern States. As a jobber, calls have been made on large and small route operators in Georgia to upper Georgia, from eastern Carolinas to middle Tennessee and into upper Alabama. All contacts in any capacity of all my years in the business have never produced any report of ill effect or harm resulting from bulk gum and trinkets being mixed together in bulk gum vending machines.

"Department of Commerce statistic revealed at one time that for every combined dollars worth of 5-cent and 10-cent candy bars sold, there were also 50 cents worth of gum sales."

Schoenbach: For Merchandise

Leaf Brand RAIN-BLO All Sizes 300 lbs. or more per delivery.

COMPLETE SELECTION nuts, peanuts, gum, including PISTACHIO NUTS CASHEW NUTS CHARMS 1c Vending 5c boxes 5c and 10c Capsules New and Used BULK VENDORS all types including parts and supplies.

HERB GOLDSTEIN, left, merchandising director of Oak Manufacturing Company, Los Angeles, and Hank Cortwright, co-preneur with Lou Singer in Titan Vendors Supply, got together when the latter firm held open house in Omaha. The event coincided with Titan's third year with Oak. The discussions included Oak's new Future Unit, shown here fully assembled. Both Singer and Cortwright are veterans in bulk vending with 20 and seven years, respectively. Titan represents Oak in Nebraska, Kansas, Colorado, and Oklahoma.

HAVERSTOWN, Pa.—Trading Card Features, a division of the Philadelphia Cheewing Card Corporation, is releasing National Football League trading cards for placement in card vending machines dispensed by the Oak Manufacturing Company and the Exhibit Supply Company. Cards will be merchandised by distributors of both manufacturers.

According to R. E. Arnold, national sales manager, the series will have 188 cards featuring NFL teams and stars with special card diapysgraphing key plays from last year's big games. Other cards feature baseball pictures, minor league cards.

The back of each card lists complete team records, statistics and a game cartoon. All cards are full color and varnished. Dimensions are and are a half by three and a half inches.

Available at no extra charge are two sets of poster cards featuring 12 sample trading cards.

According to Arnold, the NFL has authorized the trading cards this fall after a two-year ban.

N.F.L. trading Cards Set for Bulk Vendors

Eppy Releases Beetle Trolls

JAMAICA, N.Y. — Eppy Charms, Inc., this week released Beetle Trolls, a new series of large plastic insect confections. The miniature insects are being released at the time a vocal group with a similar name is making its second hit of the year.

Eppy Charms also re-released two items this week—Big League Baseball Rings representing the 20 major league baseball clubs and Tuffly. Both are capstone item.
Electronic Brain Helps To Solve Coin Shortage

By ELTON WHISENHEIUT

MEMPHIS—Operators—who have been having trouble with a coin shortage, take heart. A big computer with an electronic brain has solved the problem.

More pennies, nickels and dimes will soon be flowing from the U.S. Treasury in San Francisco, Denver and Philadelphia as a result.

Here's how it happened: There is a Defense Department agency in Washington known as the Defense Industrial Plant Equipment Center. This agency keeps tabs on the location of all defense-owned industrial equipment.

Called Defense Dept.

The D. S. Treasury Department, which wasn't turning out enough coins for the increasing number of coin and vending machines which gobble them up, called on the Defense Department to help locate more coin pressing equipment.

The agency in Washington got clerks to get out cards on all such equipment and feed them into the computer. When the whirring was over and the lights had stopped, the agency had located standing in lathes and milling machines lying idle in storage in various parts of the country.

Save $300,000

Happy Treasury men accepted it. The machines were shipped off to Aitchison, Kan., after, for a modification at a cost of $200,000, said the government, of saving $100,000. Such machines could cost $500,000 new.

The 17 presses and 15 other pieces of equipment will be shipped to the mint to pump out 252 new coins per minute.

The government said the agency in Memphis is a consolidation of four previous control offices, controls and keeps records on the whereabouts of 1,500,000 defense-owned items valued at about $4 billion and the idea behind it is to prevent one government agency from buying new equipment when another agency has something idle which can be used.

Beatle Sayings Featured on Leaf Ball Gum

CHICAGO—Multi-colored Centennial ball gum on the Beatles are Troll themes featured in last year's introduction by Leaf Brands.

The Troll gum has pictures of various Troll-type characters, with such slogans as "Fishing Troll" and "Dancing Troll" underneath.

Both come packed 1,000 to the box and are priced $6.30 per case.

Penny King Ships Charms by Bus

PITTSBURGH—The Penny King Company, charm manufacturer, has launched a new shipping policy—daily delivery by Greyhound bus.

Orders received by noon are shipped by 3:30 p.m. of the same day. Delivery is to the bus depot, with the customer picking up the merchandise there.

Charm orders from the major coast and Midwest cities range from $4 to $5 a hundred pounds.

ARA Profits Up 17% Over '63

PHILADELPHIA—The American Record Association reported net income after taxes of $4,190,000 for the nine-month period a year earlier.

Total revenues were $171,976,000, 16 per cent higher than the previous year's nine-month total.

Lazars Go to N. Y.

MANCHESTER, N.H.—Mr. and Mrs. John T. Lazar, their daughter, Barbara, and a party of friends recently returned from a week's trip to New York with the Shriners' Pilgrimage. They saw the World's Fair and the big Shriners' parade. Lazar brothers own the J. Lazar Company, Inc., which operates amusement machines in this area.

Fifteen Different 10c Capsule Mixes Free Display Front

All mixes are packed 250 per bag hand counted... biggest value for the best quality in 10c Capsule vending.
Granger Makes Bid to W. Coast Diskeries for MOA Participation

LOS ANGELES—Fred Granger, MOA's executive director, found West Coast record reaction to his bids for participation in the forthcoming coin show in Chicago "excellent" and "rewarding" during his four-day visit here last week.

Bally Spots New Flipper Game

NEW YORK—Bally, which introduced the first three-flipper game in 1964, is now planning a new flipper game for a late-summer introduction.

FIRST SUNSHINE COACH, in what is hoped to become a fleet of special coaches especially constructed to transport crippled and emotionally retarded children, is welcomed to Philadelphia by David Rosen, right, president of David Rosen, Inc., local Rowe-AMI distributor. He is shown with two Barkers (Sig Harrison and Stanton Friedman) of the Philadelphia Variety Club, of which Rosen is the Chief Barker. The Sunshine Coach project is sponsored by the Variety Club.

Iowa Juke Box Play Up Due to New Drink Policy

DES MOINES—The legalization of liquor by the drink in Iowa taverns has boosted juke box play here, according to Lu Hummell, operator of Lieberman's One-Stop here.

Before the move, Iowans could buy liquor by the bottle, and taverns drank were restricted to wine and beer. Shortly after legalization, juke box play dropped off temporarily.

Hummell disclosed this week that sales to juke box operators in the area is on the increase with a noticeable upswing in volume in the past month or six weeks.

The greatest increase, according to Hummell, has come from taverns and restaurants with one juke box. The small operators are starting to invest more in records for their machines, with the improvement in sales being attributed to more juke box play per location.

Some speculators think Iowans are no longer fascinated by the larger night spot operations that feature live entertainment, and the trend is toward more frequent stops at smaller clubs and restaurants, consequently more juke box play.

Hummell explained, "Good music...adult music will always sell. We don't have enough good records available for our operators. They generally don't buy top pop records unless their clientele forces them into it. Evidently, teenagers around here don't play the juke boxes as much as adults do."

COIN MACHINE news

Granger spoke with Dot, Vee Jay, Warner Bros., Avco, World Pacific, Contemporary, Disneyland, Everest, Crown, Coca and Union distributors. From any label, Granger discovered interest in the post of Dot, Vee Jay, Warner Bros., Atlantic, World Pacific and Everest for representation at the Oct. 14-16 show. The labels told Granger they would give him their answer within the next few weeks.

One small company, World Pacific, indicated it would like to exhibit in the show through co-operative participation with in Chicago distribution, as costs for transportation, rental, etc., were prohibitive.

A fact that the Record One-Stop Association would be represented at the show for the first time appeared to be a plus for MOA's favor, Granger indicated. He also pointed out that it makes sense to have the stops at the show since it brings these three elements of the industry together for the first time, Granger remarked.

Based on a growing list of manufacturers who have already expressed interest in cooperation with MOA, Granger is confident that the MOA One-Stop Association will be expanded to include more manufacturers next year.

First Sunshine Coach, which is sponsored by the Variety Club of Philadelphia, will make its first trip to the City of Brotherly Love during the meeting of the MOA One-Stop Association at the Chicago Convention Center Oct. 14-16.

First Sunshine Coach will be accompanied by representatives of member manufacturers who have adopted the project and are interested in developing a franchise system of type coaches with no cost to the manufacturer for the development of their area.

The Sunshine Coach is the project of David Rosen, president of the Philadelphia Variety Club, a member of the Variety Club of America.

European Mfrs. Consider Direct Sales to U. S. Ops

By OMER ANDERSON

FRANKFURT—Major European coin machine firms with U.S. export aspirations may receive a boost, as they look to the American market if Coinvision Corporation of America is successful in settling direct to the operations.

Option at the moment is divided on the experiment by the U.S. distributor of the Italian-made cinema juke box.

The majority feel that European coin machine sales are so dismal in the U.S. that any experiment is worthwhile.

Most Continental experts feel that Coinvision's venture is well-grounded, and that once the film phonographs are established in the U.S. market, the firm can switch to conventional methods of distribution if problems develop with direct selling.

Chicken and Egg

"It is a chicken and the egg," remarked a phonograph manufacturer. "You can't build an effective U.S. distribution net until operators know European equipment and are buying from us—but we can't crack the U.S. market until we have a distribution network."

(Continued on page 346)

European News Briefs

PR Campaign

MILAN—One of the most successful and durable public relations programs ever instituted by an European organization is still paying dividends today.

This is the "moderate" the volume of your juke box" campaign of the AMI sales agent in Italy, Apparecchi Musica Europei. This summer has been one of the hectic tourist seasons in Italian postwar history.

Police have been besieged with complaints from cultural activists in almost every quarter except (Continued on page 346)

Stereo Releases

For Music Operators

SSEUBIG LITTLE LP's

Pop Vocal (Female)

VIKKI CARR—Discovery

SUNRISE VALLEY—The Fringe on Top—What Are You Afraid Of—Hey, Insensitive—Now I Will marrying —Put Your Arms Around Me—Bluesette

ROBERTA SHERWOOD—Songs Everybody

Knows—Decca

Lazee River—I Cried for You—Baby Face—Where's My Sweetie Hiding?—Someday You'll Want Me to Want You—Heart of My Heart

Country/Western

CARL SMITH—There Stands The Glass—Columbia

There Stands the Glass—I Don't Care—More and More—Rock Street Affair—Slowly—So Used to Lovin' You

Vocal (Male, Spanish)


All these listed are currently available at stereo centers packaged for the juke box operator. Other packages of world companies are also available as the distributors of their product sending (Continued on next page)
Juke Box Presses and Sells Record to Buyer

NEW YORK — William J. Alexander and Elliot H. Gerber have obtained patents on a juke box which not only plays a record, but presses and sells it to the consumer. The device, with a capacity of 50 to 250 records, would operate in the manner of a conventional juke box.

If the customer wants to buy the record he has just heard, he inserts another two quarters and presses the numbers to indicate his selection. Master copies of the two single sides are then moved to a record press and a blank record is inserted. After the record is pressed, the customer receives the disk and the stampers are automatically returned to place.

The inventors say they have built a prototype and tested it with a special vinyl for record blanks. How mechanical royalties, based on an actual count of record sales, will be figured, is unanswered.

Patent No. 2,843,898 is assigned to Mayday Inc., a holding company of which Alexander is president. The companion patent, No. 2,843,198, granted Gerber, has also been assigned to Mayday.

Seeburg Names Ralph Isacksen

LOS ANGELES ANGLES

R. F. Jones spent a few days at his Los Angeles branch office with Chuck Klein, Pat Wilkes, Jimmy Crossley and others of the staff. He will spend a few days at his home in Palm Springs before returning to his head office in San Francisco.

Don Edwards, Los Angeles R. F. Jones Company, is back from a business trip to San Diego area.

Tommy Thompson, who handles the communications system at the R. F. Jones branch office, has returned, following a winning boat with the outfit.

Paul Vogel, San Fernando Valley operation, was in town Tuesday for the local record show. Jack Leonard, Los Angeles Advanced Automatic Company, was out with the outfit for a few days last week.

Sonny Lambert, Advance, reports that all types of equipment are moving well.

Bob Fortgang, also Advance, spent the weekend with his folks in the Stockton area.

Ralph M. Isacksen

CHICAGO — J. Cameron Grosz, president of the Seeburg Corporation, has announced the appointment of Ralph M. Isacksen as vice-president-director of industrial relations. Isacksen has been with Seeburg 25 years, beginning as an assembly line worker and advancing through various positions to become manager of the personnel department. He held that position for 12 years.

Mr. Coinman: Yours Free

The only international buying guide and year-round reference directory published for Coin Machine Industry.

The perfect companion to the $2.50 Coin Box Directory. The news you'll find in each issue of Mr. Coinman covers important patents, important sales, important trends and all the news, expert analysis and business forecasts you need to know about.
Southern Names Smith Head of Vending Sales

MEMPHIS — Southern Amusement Distributing Inc. has named Allen C. Smith vice-president in charge of sales for the Rowe Celebrity line.

Smith, a veteran in the vending machine sales field, joined Southern 15 months ago after serving for many years as head of the vending division of Sammons-Pennington Company, Sec- bury distributor.

Smith has headed vending sales for Southern since his em- ployment. He will continue to direct sales of Rowe-AMI Tropicana photographic machines, hot dogs, cold drinks, candy, hot food, fresh food, cigarettes, all-purpose merchandise, pastury, ice cream and milk vending.

The top 10 salesmen in the country.

**National Award**

Southern became a full-line distributor for Rowe when Smith joined them. Later, Smith received the national award for finishing among the top 10 salesmen in Rowe products in the country.

He currently ranks second in Rowe national standings of sales personnel. He is a member of the Memphis Sales Executive Club.

Smith's promotion came as a**

**Sellout Reported For N.Y. Outing**

NEW YORK — The annual outing of the Makers of Operators of New York World's Fair has cut sharply into music and game collections in the Catskill Mountain resort area, according to Jack Greene, partner in the Greco Brothers' operations here.

Greene said that collections are running about 25 percent behind last summer's totals, with the drop primarily in the smaller resorts. In the major resorts, he said, are holding up fairly well.

Stereo little LPs have been doing well when they feature top artists and standard selections, Greene added. But, he said, they miss when they have current pop material.

**Cinebox Pacific Firm Is Formed**

HONOLULU — Cinebox Pacific has been formed to handle Cinebox for Hawaii, Alaska and all C.S. possessions, trust territories in the Pacific.

The firm, which is Italian-made cinema juke box has been placed on location at Bali Whally South Pacific Bar here. Principals in Cinebox Pacific are Roger Bryan, an attorney, and Calvin C. McGregor and David Mui, both of the Hawaiian Trading Company.

Harry A. Schwartz, executive vice-president of the Cinevision Corporation of America, recently explained the operation of the machine before 125 local potential customers.

**Cinevision Sets Flat Rental Deal**

NEW YORK — The Cinevision Corporation of America has announced last week that its distribution will reach all Cineboxes directly to locations for a flat $70 a week. The location gets the key to the coin box.

According to Harry Schwartz, Cinevision vice-president, the Italian cinema juke box has been available up until now only on a commission basis.

The rental deal calls for two new films each week. The unit holds 40 films.

**the 1964 ROCK-OLA GRAND PRIX...**

the prestige phonograph for all locations...
HOW OLD FASHIONED CAN YOU GET?

You Can Get Phonographs Without The Ten Top Tunes Feature

Today, any phonograph without the Ten Top Tunes feature is outdated — and outraged, so far as earnings are concerned — by the Wurlitzer 2800. No other phonograph offers this big musical bargain. Right from the start it caught fire with location goers. And ever since it has been making collection days happy days for Wurlitzer Operators.

Want the low-down on Wurlitzer's high, earnings? See your Wurlitzer Distributor.

WURLITZER 2800
So Modern—in Stereo Sound—in Styling—in Features
BILLBOARD SPOTLIGHT PICK

POP SPOTLIGHT

TWO "The Searchers" Kapp KL-1209 (M); KL-3409 (S)
Along with that other well-known British vocal-instrumental group, the Searchers, these two others in the music industry in this country, they are riding a new singles hit... "Somebody We're Gonna Love Again." This album spotlights the talented group in their respective instruments. The Searchers themselves are recorded in their recent pop hits... "Don't Think Twice, Baby," "See of Heartbreak," "See of Heartbreak" and others.

EVERYBODY KNOWS Steve Lawrence Columbia CL-2207 (M); CS-9077 (S)
Here is the second chapter if Steve's record was one. The ever-popular Steve Lawrence, star of TV and records, sings 12 current pop hits. The coupling of producer Lawrence with such hits as "My Romance, "Let It Snow," "I'll Be Home for Christmas," "The Girl From Ipanema" should add up to a commercial success.

I WISH YOU LOVE Andre Kostelanetz & His Orch. Columbia CL-2163 (M); CS-9193 (S)
Show something delightful Kostelanetz has on the top listings of the day, his orchestrations are bright, modern and imaginative. Strings and soloists bring emphasis on his renditions of "Blue Velvet," "If I Had You" and others, and the offer a sprightly tempo and imaginative orchestrations on "Interlude," "Snap," "Will Follow Him."

WHERE LOVE HAS GONE Jack Jones, Kapp KL-1396 (M); JS-3294 (S)
Just in time for Valentine's Day, this one is loving and better with each album released in this series. Jack Jones is building a depth and clarity of presentation in Jack's presentation. This one lifts the same spirit from his other albums. He sings his heart out. This one will be a hit. Jack Jones is "I'll Never Find Another You," "Don't Go Breaking My Heart," "I Want to Remember You," "We Know," etc.

CLASSICAL SPOTLIGHT

MANDOLIN: THE TWELVE CONCERTI GROSSI OP. 6 (3-13*) Yehudi Menuhin, Bach Festival Orchestras; Angel D 3647 (S)
Yehudi Menuhin, who earned some last acceptance with the music of Bach, marks his attention in this album toward Bach's greatest compositions, the complete 12 Concerti Grossi. Displaying English, French, Italian, German and Spanish influences, the St. Lawrence Festival, under the direction of the celebrated Menuhin, is arranged in two sections which coincide with Menuhin's and his Bach Festival Chamber Orchestra. This is one of the most outstanding classical packages.

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