American Airlines, Bill'd Launch Music-in-the-Sky

NEW YORK—American Airlines has appointed Billboard Publishing Company to handle the stereo music portion of its passenger entertainment operations launched last week. Each month, Billboard will supply American with two three-hour stereo programs—one classical and one popular—comprised of material from various labels. The pop program is based on Billboard Spotlight Reviews and Top LP chart entries. The classical portion is programmed by the editors of High Fidelity, Billboard's sister publication.

Combined effort of both publications ensures optimal customers of getting the finest current disk fare.

Billboard accepted the responsibility of programming American's music as a means of gaining valuable exposure of pop recordings to a prime audience. This opens a new avenue of promoting the sale of recordings to the high income, pace-setting segment of the public.

American's in-the-air entertainment was kick-offed on its Chicago-West Coast flights Sunday, Aug. 18, and will be expanded to the entire jet fleet within the next few weeks. In addition to pop and classical stereo programs, American's entertainment bill includes a choice between first-run motion pictures and TV shows and TV special shows. The latter is screened via a TV camera in the nose of the plane.

The audience can select the program he desires, whether audio or video.

The audio portion is fed from

American Airlines' in-the-air entertainment is kick-offed on its Chicago-West Coast flights Sunday, Aug. 18, and will be expanded to the entire jet fleet within the next few weeks. In addition to pop and classical stereo programs, American's entertainment bill includes a choice between first-run motion pictures and TV shows and TV special shows. The latter is screened via a TV camera in the nose of the plane.

The audience can select the program he desires, whether audio or video.

The audio portion is fed from

New York—Wall Street is finally getting a foothold in the music business. The big move into music is being spearheaded by Utilities & Industries with its purchase of Mills Music for an estimated $50,000,000. (Although Max Fink, Los Angeles attorney empowered to sell the property, said that the deal has not yet been concluded, the buzz in New York was that it was all wrapped up.)

The purchase will mark firsts in speculation on the future of the old-line ASCAP firm. Over the past years, Mills had entertained offers at least five times, and negotiations have gone on with such varied interests as the Warner Corporation and the music publishing combine of Jean and Julian Aberash.

At present, the entry of Utilities & Industries into the Mills picture will have no effect on the operation. It's reported that the new owners will leave things just as they are. Jack Mills is president of the firm based in New York, while his brother Irving is the vice-president, headquarted on the coast. There are also a flock of young Mills boys (sons of Jack and Irving) who are part of the company's staff plus others.

It's been known that Utilities & Industries, which has holdings in water, telephone and electric companies among other enterprises, has been looking into the Mills situation for several months. Utility firm executives claim to be interested in looking through the books, privately interviewed personnel as well.

U & I, which has holdings throughout the U.S. in manufacturing, transportation and insurance, recently indicated that it is interested in acquiring Mills. U & I has holdings throughout the U.S. in manufacturing, transportation and insurance, recently indicated that it is interested in acquiring Mills. Further, it seems the new owners will leave things just as they are. Jack Mills is president of the firm based in New York, while his brother Irving is the vice-president, headquarted on the coast. There are also a flock of young Mills boys (sons of Jack and Irving) who are part of the company's staff plus others.

It's been known that Utilities & Industries, which has holdings in water, telephone and electric companies among other enterprises, has been looking into the Mills situation for several months. Utility firm executives claim to be interested in looking through the books, privately interviewed personnel as well.

U & I, which has holdings throughout the U.S. in manufacturing, transportation and insurance, recently indicated that it is interested in acquiring Mills. U & I, which has holdings throughout the U.S. in manufacturing, transportation and insurance, recently indicated that it is interested in acquiring Mills.

In addition, it's been known that Utilities & Industries has been looking into the Mills situation for several months. Utility firm executives claim to be interested in looking through the books, privately interviewed personnel as well.

U & I, which has holdings throughout the U.S. in manufacturing, transportation and insurance, recently indicated that it is interested in acquiring Mills.

U & I, which has holdings throughout the U.S. in manufacturing, transportation and insurance, recently indicated that it is interested in acquiring Mills. Further, it seems the new owners will leave things just as they are. Jack Mills is president of the firm based in New York, while his brother Irving is the vice-president, headquarted on the coast. There are also a flock of young Mills boys (sons of Jack and Irving) who are part of the company's staff plus others.

It's been known that Utilities & Industries, which has holdings in water, telephone and electric companies among other enterprises, has been looking into the Mills situation for several months. Utility firm executives claim to be interested in looking through the books, privately interviewed personnel as well.

U & I, which has holdings throughout the U.S. in manufacturing, transportation and insurance, recently indicated that it is interested in acquiring Mills. Further, it seems the new owners will leave things just as they are. Jack Mills is president of the firm based in New York, while his brother Irving is the vice-president, headquarted on the coast. There are also a flock of young Mills boys (sons of Jack and Irving) who are part of the company's staff plus others.

It's been known that Utilities & Industries, which has holdings in water, telephone and electric companies among other enterprises, has been looking into the Mills situation for several months. Utility firm executives claim to be interested in looking through the books, privately interviewed personnel as well.

U & I, which has holdings throughout the U.S. in manufacturing, transportation and insurance, recently indicated that it is interested in acquiring Mills. Further, it seems the new owners will leave things just as they are. Jack Mills is president of the firm based in New York, while his brother Irving is the vice-president, headquarted on the coast. There are also a flock of young Mills boys (sons of Jack and Irving) who are part of the company's staff plus others.

It's been known that Utilities & Industries, which has holdings in water, telephone and electric companies among other enterprises, has been looking into the Mills situation for several months. Utility firm executives claim to be interested in looking through the books, privately interviewed personnel as well.

U & I, which has holdings throughout the U.S. in manufacturing, transportation and insurance, recently indicated that it is interested in acquiring Mills. Further, it seems the new owners will leave things just as they are. Jack Mills is president of the firm based in New York, while his brother Irving is the vice-president, headquarted on the coast. There are also a flock of young Mills boys (sons of Jack and Irving) who are part of the company's staff plus others.

It's been known that Utilities & Industries, which has holdings in water, telephone and electric companies among other enterprises, has been looking into the Mills situation for several months. Utility firm executives claim to be interested in looking through the books, privately interviewed personnel as well.

U & I, which has holdings throughout the U.S. in manufacturing, transportation and insurance, recently indicated that it is interested in acquiring Mills.
NEW FAST-ALBUMS FOR FALL FROM RCA VICTOR

The most trusted name in sound

OUR LAND-OUR HERITAGE

DAN BLOCKER

JOHN MITCHELL

SOMETHING WONDERFUL HAPPENS

FRANKIE FANELLI

WELCOME TO THE PONDEROSA

LORNE GREENE

GO, TEAM, GO!

THE NORMAN LUDOFF CHOIR

ODETTA SINGS OF THINGS

Sonny rollins

Belafonte

Ballads, Blues and Boasters

EXCITEMENT ON PARK AVENUE

PAUL ANKA

LIVE AT THE WALDORF-ASTORIA

THE MELLOW Guitar Moods of

LOS INDIOS TABAJARAS

(To Indios)

PETER NERO PLAYS

SONGS YOU WON'T FORGET

THE WAYFARERS at the World's Fair


Followin' hits like "Morrie Evans," and "Always in My Heart" this latest Dynagroove album will be a fine seller. It's smooth, mellow and pleasant. Sunrise Serenade, "St. Louis Blues," A Very Precious Love," and 9 others. LPM/LSP-2858.

Nero gives the master's touch to the "big hits" of the movies - such top sellers as "Hello, Dolly!" "People," "Shangri-la," "The Old from Yesteryears," "I Want to Hold Your Hand," "I Wish You Love," and 6 others. Dynagroove. LPM/LSP-2854.

This Original Cast album of the new Music Theater of Lincoln Center production — with Patrice Munsel, Bob Wright and a fine cast — recreates the entire score and the quality of old Vienna in Dynagroove sound. LPM/LSP-2904.


Football fans will go for this Dynagroove album in a big way. The treatments of these familiar football fight songs from twenty large universities give them socko sales potential in every town from coast to coast. LPM/LSP-3914.


Allen sings this collection of standards in Dynagroove especially to his tremendous following of female fans. LPM/LSP-2934.


Recorded "live" at the World's Fair. These hits include those most requested in person appearances. "Crusa Walk Sideways," "Ten Command," and "When I Was a Young Girl" and 3 of the 10. LPM/LSP-2846.

Football fans will go for this Dynagroove album in a big way. The treatments of these familiar football fight songs from twenty large universities give them socko sales potential in every town from coast to coast. LPM/LSP-3914.


Allen sings this collection of standards in Dynagroove especially to his tremendous following of female fans. LPM/LSP-2934.

Recorded "live" at the World's Fair. These hits include those most requested in person appearances. "Crusa Walk Sideways," "Ten Command," and "When I Was a Young Girl" and 3 of the 10. LPM/LSP-2846.
Festival Entries Down to 30

NAPLES—A list of 30 songs has been gleaned from 251 entered in the Naples Song Festival, Sept. 18-30. This will be reduced to 24 when judging participants have been chosen under new regulations formed by Gianali Raveria, organizer of San Remo, Castrocaro and Limelight Festivals. Selections were made by a panel of nine journalists, one musician and one lyricist. Final voting will be made by juries outside the Politeama Theater in Naples, picked at random throughout the country. RAJ will televise all three nights. Only one winner, as at San Remo, will be proclaimed and all 11 finalist winners will be rated second on an equal basis.

Emergence of Raveria as organizer of the Naples event has made him the most important man in Italian music festivals. He is now in charge of both San Remo and Roma and has won the respect of Eraldo Radeschi, his predecessor at San Remo.

The other major old song competition with which Raveria is not associated is the Can-tagione, founded by Eraldo Radeschi, his predecessor at San Remo.

POLICE ON SPECIAL DUTY

Bealetonians House Headaches

BY ELIOT TIEGEL

HOLLYWOOD—The Beatles may be the idols of teen-age girls and the love of Top 40 radio stations west to California and east to New York, but that is no surprise to the police, airport officials and hotel managers they spell trouble. When the mop-topped rock 'rollers arrived here last week for concerts at the San Francisco Cow Palace and Hollywood Bowl, they found their reservations at the Fairmont and Ambassador Hotels canceled because of management fears about what screaming hordes of teen-agers would do to their property, staff guests and the hotel's stately, historic setting.

The group was scheduled to land at Lockheed Airport in Burbank for their concert Sunday (23) at the Bowl, but last minute for the idea, starting they didn't want teenagers raining on their facilities.

The Beatles arrived at an accustomed hystoria and concert at Los Angeles International Airport Tuesday (18) on route to San Francisco. Over 500 screaming girls флicked to the Pan American terminal when word was leaked that the group was passing through L. A. Extra police were called to supplement the regular airport force. The Beatles touched down at 4:15 p.m. and were airieren at 5:45 p.m., appearing at a hastily arranged press conference which accomplished nothing.

Forty-five minutes later, when their plane touched down, an hour of howling mobs of 5,000 greeted them. More than 100 San Mateo County sheriff's deputies fought back the hysterical youth. The Beatles arrived at the Pan Am terminal by bus. (Continued on page 18)

A Star Television Builds Base For Entry Into Music Field

HOLLYWOOD—After searching two years for the most promising means of entering the record business, Four Star Tele-

dvision has found the proper key. Valiant Records and executives Billy Sherman and Barry De-

verzon have been hired. Using recently purchased Val-

iant assets, including facilities, they plan consolidating Sherman and DeVerzon interests.

As a forward step in broadening Four Star's music interests, the company recently formed Musical Sound, through which it plans consolidating Sherman and DeVerzon music interests.

Billy Sherman, who took charge of the music department with the departure of Ezio Herschel, Gi, explained the reason Four Star purchased the

Sherman-DeVerzon interests was its successes in the pop music business plus its catalog. Valiant product continues to be distrib-

uted through a new licensing contract with Warner Bros., Five years ago the company planned all associations with Valiant Records. The purchase price could exceed $1 million over five years. Perry said. (Continued on page 18)

LONDON—Pop music is attracting such widespread at-

tion in Britain now that the bookmakers have decided to cash in—by taking bets on the charts! A chain of betting shops in the East End of London put the idea into operation recently and it's spreading like wildfire.

Punters back the disk that think will make the top of the charts the following week and wait for the result. The books lost out heavily the first week when fans were introducing Manna's "Do Wah Diddy Diddy" at all odds, only to have the romped home a clear winner.

A Definitive Folk Festival

PHILADELPHIA—Folk music that is old, new and spicy will make for the three-day program of the third annual Philadelphia Folk Festival, Sept. 25-27, at the Willow Street Fairgrounds, near Philadelphia. The modern folk songs will be interpreted at the big con-

cert on Saturday night by Judy Collins, Berenice Reagon, Gil Turner, John and Alisa, Oct. Country style will be led by Bill Monroe and the Bluegrass Boys.

Mississippi John Hurt will feature the blue grass. The San Francisco form will come from Bob (Frisbee) and his daughter, Elyne, and her daughter, Martha.

Guests on the Saturday night concert will be Bob Seeger and Tracey Swartz, Paul Cawell, Kilty Snow, Bonnie Dobson, Sandy Glover, Judy Roderick, Muy Shiner, Bill Thatcher, and Hedy West.

Last year, with Theodore Bikel in the lead, the three-day

festival attracted a record attendance of more than 10,000.

But the idea has come in for sharp criticism. Television new-

spaper shows youngers quessing to place their bets in the lunch hour and many adults (usually the losers in this game) said the event to bet was bad.

However, a director of the bookmaking firm, William Mas-

ey, Ltd., said, "We think this is a new kind of fun. There are people who know nothing about a racket but a lot about pop music and many people are introduc-

ing them to betting." He anno-

ounced the firm's intention of continuing.

WYNN Goes To All-News

CHICAGO—The Windy City will lose a rhythm and blues

station and the music industry will lose an outlet for exposing an

product when WYNR

switches to an all-news format. Accompanying the

switch will be a call letter change to WNN.

The dropout of WYNR, owned by Barton and Gordon McLendon, will be a major blow to the black community here, according to one industry veteran.

(Continued on page 19)

Everest May Join Cap Club

HOLLYWOOD—Everest is reported to join the Capitol Rec-

cord Club soon, as the mid-order firm continues its solicitation program.

Everest thus joins MGM/VE, Original Sound, Literary and World Pacific as outside sources now being handled.

The club plans introducing its new clients in its advertising in Sound Sept. 15.

August 29, 1964, BILLBOARD
Israel Growing Roots

By ELIO TIEGEL

HOLLYWOOD—The young state of Israel is slowly developing its own music to supersede the influence of the infusions which supplemented the immigrant influx during the past 12 years.

"Within the next 10 years the young Israeli community will emerge and be copied all over the world," exclaimed veteran composer, Ben Oakland, upon returning from four months' travel overseas.

The respected ASCAP author visited Israel, Spain, Italy, Switzerland, and France to promote his catalog and was shocked into elation at the state of the music business in Israel.

"There is a freshness being developed by the Israeli composer," Oakland said, "which snatches at diligent musical education." Oakland explains the writing is unconventional in that there will be five or four themes per tune unlike the American style of one theme, bridge, and then repeated theme.

"The music doesn't sound Hebrew or Oriental at all," he added. The youngsters enjoy this music and are trying to sell their parents and older folks on it. These older groups, however, want to stay with traditional music.

There is only one English language disk being shown in Israel, Oakland learned. It is heard daily on the Kol Israel Network for 30 minutes and is conducted by Yehudi Lev.

"The record business in Israel is frightening," Oakland emphasizes. "Phonographs are very expensive and LP's cost around eight American dollars. If an LP sells 5,000 copies, it's doing extremely well." The Columbia album of "My Fair Lady" has sold well and is the all-time best seller.

After meeting with the owners of five different record companies in Israel, Oakland is of the opinion that they would welcome American technical savvy on how to properly record artists. "Israeli engineers have a lot to learn," he said.

"When you turn the radio dial you pick up six or seven stations," Oakland said. "Israel, Jordan, Syria, Lebanon and Egypt, all play the ready music.

The Israelis do have a rock band, which is an American thing, but "it is done poorly," he says. The Europeans are trying to emote and the British are trying to copy them and are doing a better job than the original song. "Breakin' Bread," he notes, "but the melodies are more melodic than anything over here." But he says that, "all things lead to revolution."

NEW REVIEW Popular Folk Series Shows

Vee Jay Records Horizon World, together with 10 albums devoted to the popular folk series, are receiving enough airplay to carry the banner "Official New York World's Fair Reclamation." Each album has been recorded in the specific country whose music is featured. Covers are outstanding, featuring lists from the different countries.

The albums are: Mexico, Egypt, India, Spain, Germany, Israel, Venezuela, Switzerland, France, Canada, Spain, Mexico, and the U.S. Each album consists of the music recorded among the countries is the album from Austria which features the boys of Vienna and four separate tracks by Anton Karas, native of Austria. The album is backed and boxed by the accordian duo, the Two Rudos, Suzy Clair, handled by the French quartet, turns in a creditable performance on the French album, as do the flamenco group, Los Gitatilaces of Cadiz, from Spain. Of note is the famous "Senorita" performed by the stirring German marxes by the Deutscheum Band on the German album.

The German album has 17 selections and many of the albums feature the various German marxes. The 12 selections usually found on albums today have been reduced to 10 songs and while she turns in a good performance, backed by the guitar playing of Laurindo Almeida, it is hard to imagine a motion picture song like "Anna" being logically in the "popular folk" category when the German album contains songs going back to the time of Teetle Germany. So the so-called over-all popular folk title doesn't quite apply to the presented extrac tion recordings made in India and Greece add to the authentications customers from many nations will find this album of ten popular marxes available which to build an international display window. It adds an impetus to the World Fair. Smaller stores, having less broad ethnic possibilities, will have no problem by selecting albums suitable for their own customers, and by buying a series of recordings, want to build a series of international programs, will find plenty to use.

All sets are nominal: album numbers range from V1 6401 to V1 6406, in the same sequence as the albums listed in the second paragraph.

Israel Club Sues 'Minstrels'

LOS ANGELES—Lucille Macourek, who handles the legal affairs of the Troubadour, is suing the New Christy Minstrels, Randy Sparks, and Sid Garris, who own their own folk club, for $17,000 over an alleged agreement.

Miss Maxwell, sister of Doug Sparks, is named in the suit, filed in Los Angeles Superior Court, alleging that her contract was violated by not fulfilling a second option for four weeks this past eight months following their July 31 to Sept. 2, 1962 engagement.

In asking for $17,000, Miss Maxwell charges that she lost this amount in profits as a result of the Minstrels' alleged contract breach.

Names were 15 John Does, which the suit charges are responsible in some manner for damages sustained. The contract, Miss Maxwell says, was drawn up around July, 1962, paid the folk group $1,000 per week, including all taxes and union fees.

The Troubadour was the breaking in place of the Chris ty formed by Randy Sparks. As a result of their great success, Sparks and Maxwell opened the Troubadour, which is where the group now appears when in town and where their smaller teammates, the Back Porch Majesty were developed.

What's in a Logo: Solomon

HOLLYWOOD—In a climate in which American labels are searching for strong identification overseas, Everest's President Benno Solomon has set up an independent to have strong local identification there.

Solomon says his company has never been identified as Everest overseas and has released under the licensee's logo, with a more mention to it being an Everest production.

Philips Bows Biggest Line

PHILADELPHIA—Phils claims its strongest autumn product and finds significant travestig promotion campaign, during the label's sales convention staged at the Kensington Palace Hotel. This followed a previous promotion.

Sixty-six LPs and EP's will be played during September featuring artists ranging from Harry Belafonte to the Vienna Symphonie, conducted by Arthur Fiedler, with the label's own product.

The convention was chaired by Philips' general manager R. Scovell. SCP's were awarded to dealers attending.

Visitors to the conference from Philips group companies staged in Austria, Germany, Holland and Spain, also were present at the event.

Japan, Hamburger (Copenhagen), R. Skansen (Helsinki), B. Loberg (Stockholm), B. Berg (Oslo), (Harlem), S. Freidberg (Vienna), B. Spa (Budapest), R. Zyskin (Frankfurt), M. Haas (Frankfurt), J. Klasse (Oslo) and J. Duch (Brussels).

The convention was chaired by Philip's general manager R. Scovell. SCP's were awarded to dealers attending.

Waterburon To Orline

LONDON—Reg Waterburon has been named aed chief of Columbia International, previously been named a member of a talent agency, Ted Taylor Orlins.

Orlins plans to beef up its asking department by using independent producers and arrangers. Ivo Raymo and Johnny Vee Jay has already been given assignments.

---

S-B OPERATES MINUS MGR.

NEW YORK—A change in the top departmental procedures at Shapiro, Bernstein is coming in the wake of the departure of general professional manager Emil La Vida. For the time being, it is not known who will come into the position.

Orlins plans to beef up its asking department by using independent producers and arrangers. Ivo Raymo and Johnny Vee Jay has already been given assignments.

---

S-B OPERATES MINUS MGR.
A NEW SMASH SINGLE

"Welcome, Welcome Home"

ANITA BRYANT / FROM

THE BEST-SELLING ALBUM ON

COLUMBIA RECORDS

www.americanradiohistory.com
GRANDSON'S COMPOSER IN FIGHT

Wagner Has Own Thoughts on German Copyright Law Revision

By OMER ANDERSON

BAYREUTH — Wolfgang Wagner, son of Richard Wagner and co-producer of the Bayreuth Festival, has joined forces with his brother Wieland, who has the rights to the composer's works, to oppose a suit by the German copyright law. Wolfgang Wagner said the revised law does very little toward extending and securing the rights of the composer. Wagner's grandson is demanding a new revision which would give approximately the same legal status upon music works that pertains to lands, securities, and paintings.

The draft law extends copyright for musical works for 50 years, but Wagner's grandson says this is too short. Moreover, he believes that the copyright does not exclude a 50 years' royalties cease the property of the composer's heirs and go into a fund for needy artists and their survivors. Non-writer copyright forms of music industry ownership are not mentioned, and any other type of property. He proposes the provision of only copyright law. Music industry ownership forms of property can be handed down from heir to heir, and he described the law as a mere token done for music and literary copyright.

Wagner is seeking a source of potential income in the new Bayreuth festival, which, although sold out early every spring at substantial prices, nevertheless incurs an annual deficit of about $1 million. OBERMEYER is obtained from federal and local government grants and from private benefactors, primarily by Ruber industrialists, and Wagner has always been keen to see the Bayreuth festival. Wagner has never had to be concerned over a lack of funds, the financial aide to the company was made available through the efforts of Richard Wagner.

He estimates that royalties would probably only generate works in Germany alone today — stage, radio, TV, and phonograph. Name Stan Roth

NEW YORK — Stanley Roth has been named controller of Polygram, according to the chief of Polygram's budget records and music publisher, Roth, a cert, and of a police force with Arthur Andersen & Company, a public accounting firm.

PARK NAMED FOR REEVES

MORTON, Tex. — Jim Reeves Memorial Park was dedicated Aug. 27, in honor of the popular country music star. The city council gave their approval to a proposal by Mayor Deun Weatherly to name the park after the late singer. Reeves was killed when his plane crashed Dec. 7, 1980.

Burnette Dies In Accident

SAN FRANCISCO — Vocalist Johnnie Burnette, who survived a boat accident Saturday (16) at Clear Lake, north of San Francisco.

The rock 'n' roll, country & western star had recently formed his own Sahara label. He previously recorded for Capitol and was a hit among some of the best sellers. He is survived by his widow, two children, his mother and a brother.

Big Bands Big on Campus Circuit

By MAURIE ORDENEN

PHILADELPHIA — With the current approach of the new school season, campus bookings of the William Homey Agency here finds that the folk artists do not dominate the calendar as they did just a year ago. Local musicians, booking for the fall and winter season finds the band names and solo artists showing up as strong as the folk artists. Big bands are also returning for bookings.

For September are Jimmy Dorsey, Sept. 6, at a private country club; Vincent Lopez, Sept. 12, at Cedar-wood Clover Club here; Hor-owitz Folk Four, Sept. 18, University of Delaware, Dover, Del.; Glenn Miller Band, Sept. 19, Blueberry Festival, Ham-ilton, N.-J.; 5th and 23rd from Temple University here; The Mothers Four, Sept. 25 at The Vanacs, piano; Nino Nero and the Four Band, Sept. 26 at Rider College, Trenton, N. J.

Hilltop to Expand Line

NEW YORK — The Hilltop, a series of country music albums modeled late last spring by Pickwick International, is expanding its line for the fall season. A variety of artists and a robust release has been augmented by four new releases. Also, the firm has developed a new merchandising program that's being introduced with Pickwick's distributors and sub-distributors across the country.

The new four-album release features Johnny Horton, Carl Smith, the Delmore Brothers, all-star set that has George Jones, David Houston and Sonny group, Oct. 3, to Franklin and Marshall College, Lancaster, Pa.; Buddy Williams Band, Oct. 23, Union League here; and on the same Oct. 23, date, an Academy of Music concert here; and on Oct. 24, a performance at the Miller- gan and concert pianist Susan Suoh, piano, and his bassist and comedy Bill Bobo at the University of Pennsylvania here. A major event being held Oct. 25 for Franklin and Marshall College at upstate Lancaster, Oct. 25 at Students for Rider College in Trenton, N. J.; and Peter, Paul and Mary to Franklin and Marshall College. Nina Simone plus the Modern Folk Quartet on Oct. 3 at Temple University here.

November brings Woody Herman's Nov. 3 to Seattle.

CBS MAKES TEST DISK

NEW YORK — CBS Laboratories has come up with a new "test" record for the mass market called "7 Steps to Better Listening," a simplified method through "pink noise" for testing the accuracy of monaural and stereo- phone sound in a phonograph or record player. The test record is narrated instructions, and it is published by a phonograph construction written by Henry Tanby Caill. The prod-uc-tion is being recorded in a laboratory, the component system and the consumer ear are one piece of the record tests monaural; the other, stereo, etc.

Quality Records Sales Buys Its Fourth Store

LOS ANGELES — Quality Record Sales, which operates the jazz specialty, Sam's Record Stores, has taken control of a fourth location. The new store will be Workflow owned by Terry Smalls, ex-KDAY disk jockey, explained Jack Lewerke, who was the former studio manager for George Hocutt. The new location is at 563 S. Venice Boulevard. Sam's other outlets are in downtown Los Angeles; in Compton, Calif.; and on Adams Boulevard.

Lewerke said the store has been acquired last April by Smalls, who left Los Angeles to return to New York, with the papers recently clearing escrow.

The chain is currently running a "That's How," a two-customer call WE 9-SAMS and a taped message lists the special of the day, and he has the company. While the messages are currently recorded by the store, the plan is to have a female employee do the tapping. The number will be placed in one of the stores to ac-tivate the machine which can give a count of how many calls have been received.

Valiant Boys, Italy Master

HOLLYWOOD — Valiant has pur- chased "Ma Sabio Sera," by Pepino and Johnny, for release this week at another Italian artists' first exposure in the U. S. It is the first attempt on behalf of the Sher- man, who along with partner Barry DeVorzon, recently sold the Valiant label rights to Four Star Television which retained them as exclusive. Secondary, the property owned by Four Star's newly formed Radar Music, is being recorded on a new ite- nary, "So Much in Love," will be released as a single on Eni.

Robin Hood, Caster to Bow

NEW YORK — United Artists will release an original cast al-bum of "Robin Hood," a stage musical scheduled to open in 1965. Both the film and the broad-cast are planned. Music will be written by Lionel Bart, and the lyrics by Alain Boublil. The album will be produced by Brookfield Productions, headed by Peter Sellers and John Bryan.

COLE DISK S IN 6 LANGUAGES

HOLLYWOOD — Multilingual versions of records continue to flourish in the film industry, and one of his repertoires is Nat Cole, whose record "I Love You" has been translated into six different tongues.

Cole had several experts at his session to help his dictation. No doubt the language schlemiel is the key to his development.

BILBOARD, August 25, 1964
Perfect timing for profits! A smash new Beatles single combining two of the top hits from their smash album, “SOMETHING NEW!”

MATCHBOX b/w SLOW DOWN
(Ringo lead vocal) (John Lennon vocal)

THE BEATLES
MATCH BOX
SLOW DOWN

NEAREST OF FOUR CURRENT SINGLE HITS ON CAPITOL!

Capitol RECORDS 5255
Ban Ad Allowances

*Continued from page 1*

The problem of promotional allowances has been around on and off with record retailers. The proposed record industry rules, if adopted by the Federal Trade Commission (FTC) in its present form, might reduce or eliminate the promotional allowances that penalize small retailers who have to compete with their suppliers' own retail outlets.

The commission is scheduled to act in Miami in July. ARMA's counsel, Mr. Kintner, pointed out that the proposed rules are not adequate for properly promoting the allowances for the record industry. Any promotional plan of a supplier must cover all customers who compete with any customer participating in the plan, and all hands must be informed of the available promotion. No allowance can be tailored to rule out certain competing customers. Kintner cited a case in point where FTC had ruled that if manufacturers give advertising allowances to their direct-buying retail store customers, they must also make allowances available to distributors whose retailer-customers buy directly from the retail buyers.

The subject of bins and racks, Kintner said, is out. The FTC requires that bins and racks be made available at no income for every record retailer, and that a manufacturer's equal terms for all customers. "Thus, a seller who offers customers a certain number of racks or bins for every 100 records made, has made a proportionally equal offer. On the other hand, if the bin or rack sliding scale may create problems. An offer is not proportionally equal if only a few large customers are able to purchase in sufficient quantities to receive maximum benefits of the offer."

Finally, a customer who gets an advertising allowance cannot simply pocket the amount without putting on any advertising. FTC might construe this to be a "bald price concession" and proceed against both parties. Case 648b, Kintner pointed out.

On the House side, Small Business Committee Chairman Wright Patman has introduced bills to compel manufacturers to notify all customers when a special allowance is granted to one account. Another Patman bill hopes to award manufacturers to try to coerce a special deal from a manufacturer.

Although the recent Small Business Committee hearing on the Senate side, no legislation is expected to come out of a new approach to the FTC by the Federal Trade Commission. FTC is trying an attack on an industrywide basis, contrary to the findings of the practice. Test case is being made of the clothing manufacturers who were cited in the entire Small Business Committee hearing on the Senate side, no legislation is expected to come out of a new approach to the FTC by the Federal Trade Commission. FTC is trying an attack on an industrywide basis, contrary to the findings of the practice. Test case is being made of the clothing manufacturers who were cited in the

B'way Open House to BMI

*Continued from page 1*

BMI is also getting a global look in its pitch toward Broadway. Among the items will be a full-scale promotion in the season's opening shows. The music is based on public domain songs and is being performed by tenors of Melody Trials. "Chrysanthemum" by Howard Backen, Robin Stewart, Neville Phillips and Robin Chancellor, and "Rooft of Greece" by Anthony Newley and Leslie Bricusse. BMI scored a show theme song in a new film, "Annie." BMI has given each of the writers' schedule to "Stop the World—I Want to Get Off," which included the hit "What Kind of Fool Am I?"

All this BMI Broadway activity is run under the aegis of BMI Senior vice president, Emery Williams, who, according to BMI, was the only professional to assist from Allan Becker, who is in charge of the musical department.

Small Businesses

*Continued from page 4*

said the group of trade associations and individual owners who have been adversely affected by antitrust suits. The suits have been filed in the Washington headquarters, hopes to expand to all trade associations and individual small businessmen who want help in the form of misuses of dual distribution.

Reading someone else's copy of BILLBOARD

SUBSCRIBE NOW

The most consistently business-oriented music industry publication you can make

Just mail your order request today:
BILLBOARD, 2500 Post Road, Westport, Conn. 06880
Please enter my subscription to BILLBOARD for:
[ ] 1 year $15 [ ] 2 years $27 (Postage included)
[ ] under 1 year $12.50 [ ] New [ ] Renew [ ] transferred
[ ] 3 issues for $5 [ ] Bill me later
Above subscription rates for Continental U.S. & Canada. Overseas rates on request.

Company
Name
Address
City State & Zip
Type of Business Title

Mills Music Bought by U & I for $5 Mil

*Continued from page 1*

Bernard Fishman is board chairman. The firm is listed on the New York Stock Exchange. On Friday, 12/1, U & I stock stood at an opening price of $3.30.

Diversification Plan

The purchase of Mills is part of U & I's plan to diversify as well as move its operating capital, which is said to be about $42,000,000. (A utilities firm.) U & I hopes to keep expanding its working capital or get stuck with "hefty government tax raps."

Mills Music is one of the top catalog houses in the industry. It was built in the early 1900's by Jack and Irving Mills. One of its early important acquisitions was the Watsoner, Snyder & Bell catalog.

Jack, who is a long-time member of the ASCAP board, has many employees in the standard, educational, classical, and foreign phases of the business. Irving on the other hand was instrumental in building the pop and jazz areas of the Mills, according to industry sources. Irving had an important hand in the operation of the talent agencies, as well as the Mills Artists. It was in those days when he was dealing with such orchestras leaders and writers as "Fats" Waller, Duke Ellington and Eddie Durham. Many solid song copyrights resulted from this relationship.

Wein Jazzers 70G in Cincy

CINCINNATI — With duets scaled at $5 top, George Wein's Third Annual Old Globe Jazz Festival at Crosley Field here Aug. 14-16 played to a crowd estimated at more than $70,000. Wein's two previous shows were held at the same location, but about 40,000.

The last show was a success in every facet. Audience and acoustics were unusually good for a show of this size. The three-day event was run off without a single untoward incident.

The show opened when only 3,500 paid turned out for the opening performance Friday night. However, more than 11,000 paid to see on the line at the box office, the largest crowd ever to witness a jazz festival here. Saturday night's crowd was estimated at 6,500. Local promotion and publicity was handled by Wein's right arm, Frank Brand and his local drum-beater, Dino Santangelo.

Friday's show featured the Dee Pee Trio, Louie Nichols,26.
Cootie Williams,27
Franklin and Louis Armstrong, Saturday's bill had Dizzy Gillespie,28
touring the world with his band, and Briggs and the Dave Brubeck Quartet,29
Gloria Lynne and John Coltrane fell to put in an appearance at the festival with his absence almost unnoticed. The audience, some who had the Abbeville-Hoffman Septet,30
Tennison Monk, Jimmy Smith,31
The Newport Jazz Festi-
Lunch Tres,32
Franklin and Louis Armstrong,33
Saturday's bill had Dizzy Gillespie,34
Briggs and the Dave Brubeck Quartet,35
Gloria Lynne and John Coltrane36

Reeves OK's Beatles

*Continued from page 4*

The result of the Reeves sale is that all other our new records until this rush to be released down a bit, Johnson said.

BEATLES' FILM SCORES BIG

NEW YORK—Press reception was generally favorable, with audiences' reaction being high to the "Beatle" film's motion picture, "A Hard Day's Night," opened in 22 theaters in the New York area. A United Artists release, the film's soundtrack album has passed the 1,-

600,000 mark.

A Correction

NEW YORK — Billboard's August 22 review of Pete See-
er's "The Wrong Door" incorrectly said that the disk was released August 17. It was actually recorded at the Village Gate in New York's Greenwich Village.

Billboard, August 29, 1964
WE WIN!

"I CAN'T HELP MYSELF"
THE GEMS
Chess 1906

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

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

CHESS
producing corp.
Chicago 16, Ill.
SALT LAKE CITY — The Smothers Bros., returning to the mainline in Nebraska, took over the Tony Award, deducted $5,125 for the biggest swing, and went in the history of the Salt Lake City Lagoon, and went on the next night with this figure for a total of two great nights of 16,750,00. Tickets were scaled at $3,125 top. The attendance was 6,513. Total attendance for the two nights was 7,730.

The group now moves on to the Tune Fair in Spring-Field (III), and a week at the Broadmoor Hotel in Colorado Springs.

Peachey Tour

CHICAGO — Cadet Recording artist Don Peachey, and his orchestra, leave on a tour of Kansas, Texas, Oklahoma, Missouri, and Nebraska, to be at the Club 36 in Marysville, Kan., Aug. 19, W.B.F.A. Hall, Dallas, Aug. 20, Midwestern Music Hall, Houston, Aug. 21-24; Bamboo Club, End, Okla., Aug. 25; King's Balmoral, Ill., Aug. 26; Meadowlark Ballroom, Toledo, Aug. 27; Ballroom, Kalamazoo, Aug. 28; Sokol Auditorium, Omaha, Aug. 29.
A Brand New Hit by
PEARL BAILEY
Now on Decca Records
I'D RATHER BE RICH

from the motion picture
I'D RATHER BE RICH
A Ross Hunter Production
starring
SANDRA DEE
ROBERT GOULET • ANDY WILLIAMS

A Universal Picture
in EASTMAN COLOR
HOT POP SPOTLIGHTS

THE RAINDROPS—Another Boy Like Mine (Trio, BMI) (2:30)—One More Tear (T. M., BMI) (2:09)—First side packs a wallop with emphatic beat, good lyrics and top-notch performance. Flip rights along with good beat and superior performance from group. Josie 5487

THE IMPRESSIONS—You Must Believe Me (Curtom, BMI) (2:30)—The Keep On Pushing group will not doubt push this one up the chart. Fine performance on swingin' bluesy ditty with big dance beat. Flip: "See The Real Me" (Curtom, BMI) (2:26). ABC-Paramount 10581

FLOYD CRAMER—Shrum (Cramart, BMI) (2:19)—Swinging boogie-woogie type beat featuring a waftin' sax join in on the fun. Side builds. Strong entry. Flip: "Tomorrow's Gone" (Cramart, BMI) (2:06)—Easy ballad in "Last Date" vein. RCA Victor 8414


REVIEWED THIS WEEK, 147—LAST WEEK, 109

GUEST PANELISTS OF THE WEEK

JIM DUNLAP, Music Director
WQAM, The Station In Miami
"LAST KISS" J. FRANK WILSON

Our apology for omitting the name of Joe Borgot, last week's Guest Panelist.

Each week a program director and/or his staff is invited to sit in and help Billboard's Review Panel pick Spotlights. When unable to come to the New York office, guest panelists listen and vote via special WATS long-distance telephone links Monday. An opportunity is also given to guests to publicize their own or others' "Pick of the Week."

THE BEATLES—Matchbox (Knox, BMI) (1:37)—Slow Down (Venice, BMI) (2:54)—No doubt this group will make some sort of impression during their forthcoming tour of the Colonies that may effect the sales of this recording. Capitol 5255

REACH BOYS—When I Grow Up To Be A Man (Sea of Tunes, BMI) (1:37)—Groovy teen lyrics on easy ballad. Hit performance all the way. Flip: "She Knows Me Too Well" (Sea of Tunes, BMI) (2:28). Capitol 5245

POP STANDARD SPOTLIGHTS

BERT KAEMPFERT & HIS ORK—Treat For Trumpet (Roosevelt, BMI) (2:12)—Triple-toned trumpet playing coupled with good beat. Snappy instrumental with excellent commercial potential. Flip: "Almost There" (Northern-Barabry, ASCAP) (2:57). Decca 31166

PERCY FAITH & HIS ORK—The Love Goddess (Famous, ASCAP) (2:10)—Motion picture theme music. Lust string interprets a beautiful melody. Flip: "Judy" (Marpet, ASCAP) (2:29). Columbia 43116

HONEY DREAMERS—Wagon Wheels (Jungnickel-Shapiro Bernstein, ASCAP) (2:17)—Tumbling Tumbleweeds (Williamson, ASCAP) (2:33)—Great pop version of Western classic. Group is top-notch. Big rock backing. Flip will fill Sons of Pioneers fans as group swings down the trail in the hippest stylistic. First-rate programming. Epic 9717

BUDDY GRECO—Zip-A-Dee-Doo-Dah (Gay, ASCAP) (3:07)—Buddy holds the ditty in fine style to twist beat. Side really moves! Flip: "It's Such A Happy Day" (Songsmith's, ASCAP) (2:52). Epic 9713

Album Reviews on Page 52

COUNTRY SPOTLIGHTS

MARIAN WORTH—The French Song (Capitol, BMI) (2:52)—Kentucky Waltz (Peer Int'., BMI) (2:22)—Side one is pop-flavored and is given warm, friendly treatment. Dual tracking adds to beautiful delivery. She even throws in some French. Flip is easy-going waltz with shimmering strings. Columbia 43119

COUNTY AND WESTERN

JOHNNY BURNETTE—Rocker Man (Opperman, BMI) (2:20)—Lost Than A Heartbeat (Dofford, BMI) (2:45). Magrec 547 513

BILL GOODWIN—The Home Of 103 (Peach, SECAS) (2:15)—The Saddest Tears (Peach, SECAS) (2:15). VER IAY 602

JOHN FITZMURPHY—Loud Drum Wizard (Road, BMI) (2:55)—Crazy Dreams (Town, BMI) (2:24). COLUMBIA 4014

RED MONTGOMERY—One-Minded Breakdown (Champion, BMI) (3:19) Mary of the Home Place (Sunday, BMI) (2:20). DECCA 31064

MAC WILLIS—Old Pair of Shoes (War-O-Man, BMI) (2:10). VER IAY 51

LEWIS FRUIT—The World's Yet To Come (Yonah, BMI) (2:10). VER IAY 601

POLKA


BROOKLYN SKYSCRAPERS—Settling (Lion, BMI) (2:35)—Stale country Home (Lion, BMI) (2:30). FEACOCK 3209

SPRITUALS

SENSATIONAL NIGHTFLIGHTS—Trouble On A Log (Lion, BMI) (2:37)—Never said a word (Mom, BMI) (2:41). FEACOCK 3206

BILLY MILLER—Detroit Shaffer Breakdowns (Champion, BMI) (3:19)—Mary of the Home Place (Sunday, BMI) (2:20). DECCA 31064

RHYTHM & BLUES

ALVIN ROBINSON—Fever (Lion, BMI) (2:19)—Red Bird Backing (Lion, BMI) (2:35)—Little Richard—Goodnight From (Lion, BMI) (2:30). VEE IAY 180

BILBOB, August 29, 1964
Joni James Goes Hawaiian
And Comes Up With A Great New MGM Single

PEARLY SHELLS

Picked by Top 40 & Good Music Stations From Honolulu to Manhattan !!!

b/w Hawaiian War Chant

is a division of Metro-Goldwyn-Mayer, Inc.
LOVE THAT BOY!
LOVE THAT SINGLE SMASH!
MOVING ALL THE WAY TO THE WINNER'S CIRCLE!

"IT HURTS TO BE IN LOVE"

GENE PITNEY

MUSICOR RECORDS

826 SEVENTH AVENUE • NEW YORK, N.Y. 10019

"IT HURTS TO BE IN LOVE" MUSICOR RECORD NO. 1040 • DISTRIBUTED BY UNITED ARTISTS RECORDS
SOCIETY GIRL

a sensational first for that new group

THE RAG DOLLS

9,000 RECORDS SOLD IN 3 DAYS IN PHILADELPHIA
Radio, the mobile medium, is carried into every home with the degree by KDKA (Pittsburgh) radio and TV personality Chartbusters who broadcast live while riding in the Kennywood Park Roller Coaster during a one-day station promotion at the entertainment center. Featured during the day-long observance were games and contests, an autograph session, and a live radio broadcast from the park's largest stage, spotlighting top recordings, including the Chartbusters and the Pin-Ups. Other KDKA radio and TV personalities on hand to greet the crowds were Reg Cordier, Kurt Russell, Art Pallian, Tom Bender, Bill Steinhack, Mike Linnert, Ed and Wendy King, Don Riggs, Mary Lynn, Sterling Yates, Josie Carey, Johnny Costa, Marie Torre, Judy Knulf and Bill Burns.

ROCKY ALVINO, band leader and television personality recently employed in the United States free Sea Festro, Brazil, for personal appearance and radio dates, has additional information contact his manager, Kicking, 157-22 Powellis Blvd., White- stowe, N. Y.

John Patton, music director, WDZ (Deezer, III.),

To: All Record Promotion Individuals
From: John Patton

Our attention has been called to the fact that the school have been attending at the past several years has acquired a policy of egomania in regard to your various activities. We are even rumored in some circles that said school has actually passed smut literature to some of our students. We feel that this is no way for mentors of learning to act. In fact, we even realize that without pulpits, a school cannot last long.

This is an invitation to transfer your scholastic endeavors to a school where they are not only appreciated but also welcomed. Come into our home on the wall. Pinch the receptionist if you like. Bring your records to us to listen to, not call them names.

It might turn out that you study your records at WIL that you won't even need your former tutors.

On Signed, Dean of Admissions P.S.: Our admissions office is open at your convenience.

John Patton reports that WDZ has been receiving excellent response from the St. Louis distributors.

Some 8,000 Kansas City folks are pecking away at the Benjamin Stables "Rodeo Arms" a white egg for a "WHB Salty Husband" race. The mob yelled themselves hoarse, rooting for their favorite.

Write WHB deep in the race that may have set back horses for the past four decades.

The winner was Jerry Mason, who crossed the finish line with his six wheels locked by a runaway car. Second, who had just spun Dave Armstrong (obviously not the same one). The second. OldTimer, the 1953 Del Mar program director Ron Mart (who always wins). The radio station could not have had a more thrilling victory, XX, A. C. Chamber of Commerce.

SEGUE

Bruce Brown recently, brought his WYNR, (Cleveland), up front of WM (New York), who replaced by Eddie O'Jays in Cleveland. 10:00 p.m. slot.

The 8,000 Kansas City folks are pecking away at the Benjamin Stables Minstrel Show. The mob yelled themselves hoarse, rooting for their favorite.

Continued on page 28

YESTERDAY'S HITS:

Change-of-place programming from your librarian's shelf, featuring the disks that were the hottest in the land five years ago and ten years ago this week.

Here's how they ranked in Bilboard's chart of that time.

POP—5 Years Ago
Aug. 31, 1959

1. The Three Bears, Browns, RCA Victor
2. Sea of Love, P. Phillips, Mercury
3. Sleep Walk, Santo & Johnny, Canadian-American
4. Lavender Blue, S. Turner, Big Top
5. I'm Gonna Get Married, L. Price, ABC-Paramount
6. What'd I Say, R. Charles, Atlantic
7. A Big Bark of Love, L. Pacra, Victor
8. There Goes My Baby, Britten
9. Red River Rock, Johnny & the Hurricanes, Rhythm
10. I Want to Walk You Home, F. Domino, Imperial

RHYTHM & BLUES—Five Years Ago—Aug. 31, 1959

Thank You Pretty Baby, B. Benton, Mercury
I'm Gonna Get Married, L. Price, ABC-Paramount
What'd I Say, R. Charles, Atlantic
I Want to Walk You Home, F. Domino, Imperial
Porgy, Nina Simone, Bethlehem

POP—10 Years Ago
Aug. 28, 1954

1. St. Boom, Cow Cuts, Mercury
2. Key, There, R. O'Sullivan, Columbia
3. Little Sheenaker, Eyeballs, Mercury
4. Little Things Mean a Lot, E. & N. Kaiser
5. It's the Chapel in the Moonlight, K. Reddix, Decca
6. High and the Mighty, L. Beaker, Capitol
7. Herder's Hideaway, R. Bryer, Cadence
8. Goodnight, Sweetheart, Goodnight, RCA Victor
9. High and the Mighty, L. Holmes, MGM
10. This Ole House, R. Cloney, Columbia

Porgy, Nina Simone, Bethlehem

Three Great My Baby, Britten, Atlantic
What A Difference a Day Makes, B. Washington
There Is Something on Your Mind, J. McRae, Swing
Red River Rock, Johnny & the Hurricanes, Warner
The Three Bears, Browns, RCA Victor

PHOTOSTANDARD SINGLES

Not for use in either direction, the following singles are selected from the chart Hot 100, marking the middle of the week. Each rank order is based on relative standing in the Hot 100.

This Exploits Week Week TITLE, ARTIST, LABEL
1. EVERYBODY LOVES SOMEBODY, Dean Martin, Repride 2058
2. LAMINATE, Roy Orbison, RCA Victor 5905
3. IN THE MISTY MOONLIGHT, Jerry Wallace, Challenge 5946
4. DOWN BY THE OUTSKIRTS, Lulu, RCA Victor 4129
5. WORRY, Johnny Tillotson, MGM 13295
6. ALWAYS TOGETHER, A. Ruffins, Capitol 3535
7. BINGO'S THEME (This Boy), George Martin & His Ok., United Artists 275
8. HELLO MUDMUD, HELLO FADDY (1964 Version), Alton Sterling, Warner Bros. 3704
9. INVISIBLE TEARS, Ray Conniff Singers, Columbia 43601
10. SUMMER Song, Chuck Shert & Jimmy Cylde, World Artists 1927
11. WHERE LOVE HAS GONE, Jack Java, Kapp 502
12. A HOUSE IS NOT A HOME, Brook Benton, Mercury 73293
14. ME JAPANESE BOY I LOVE YOU, Bobby Goldberg, United Artists 742
15. ZENITH, Bobby Goldsboro, United Artists 2034
16. THE JAMES BOND THEME, Billy Creason, Crescendo 320
17. TEENAGE WOMEN, Tony Sarasota, MGM 2077
18. CAN'T GET OVER (The Rossa Nova), Eddie Gourlie, Columbia 45828

CRITICISM is a Two-Way Street

By BILL GAVIN

Contributing Editor

In OUR BUSINESS we sometimes seem to make great efforts to study news stories and editorials in our trade press out what is wrong with the record business. We all know that bad, freebies are bad, price cutting is bad, payola is bad, but the good, high taste lists, are bad. Audience measurement services are bad, and so on. We are so busy most of the time in picking ourselves to pieces that we don't pay much attention to what the rest of the world thinks about us.

The amount of public misinformation about the record business, particularly as it relates to radio. Very few laymen seem to understand that the industry can be so extremely popular that a large number of people have become wealthy from it, and that a much larger number of people have a marketable fortune by working at various phases of it. In particular, the phenomenon of the hit record, with its almost total involvement of ad- ducates, challenges and often baffles the inter- pretative power of educators, social scientists, psychologists and others who seek to explain the cultural and economic eccentricities of group behavior.

As an outstanding example of confused interpretation, and even occasional distortion of facts, I recently read a piece in the August issue of The Atlantic, a magazine of respected tradition and high literary merit. The article is entitled "What Do They Get from Rock 'n Roll?" and was written by one Jeremy Larner, a prize winning young novelist of some promise. While the conclusions he arrives at are generally kept in keeping with other analytical treatments on the subject of popular music, the path by which he reaches his goal takes several detours.

I submit several excerpts: "...no one has seriously attempted to tell us what rock 'n roll is or why it is so popular, what role it plays in the larger social and cultural ingression of today. R 'n R are simple. The traditional thirty-two bar pop-song structure is far too much dispensed with; instead the musicians simply repeat simple rhymes. Harmonically, R 'n R falls off in repetitions; standard triads are lined up in the way the heart, guitar instrument is the mode, and most common instrument is the drum, the key only.

The country or Negro infections are essentially no matter where a singer comes from, so much so that even the Beatle-who flowered, as every-
We've Got The "Lady" Covered

ANDY WILLIAMS
The Great Songs From MY FAIR LADY
AND OTHER BROADWAY HITS

CL 2205/CS 9005*

REX HARRISON
JULIE ANDREWS
MY FAIR LADY

OL 5090/OS 2015*

Percy Faith
My Fair Lady

CL 895/CS 9004*

André Previn and his quartet
My Fair Land

CL 2195/CS 8995*

Coming Soon!
The Exciting "My Fair Lady"
Original Sound Track Album

The Many Sounds of "My Fair Lady" on Columbia Records®
Launch Music in Sky

Gables tape playback equipment, (the first in the world), for this film to individual earphones. The motion picture and TV film is seen on nine-inch Sony TV receivers. The movies are seen via videotape transfers from the films.

Hal B.Cook, Billboard publisher, hailed the American Airlines appearance as a major breakthrough for the music-record industry when passenger will be exposed to the finest in current recordings while in transit. In addition, the industry will have an opportunity of showcasing its latest material before these well-heeled customers, who both the desire and the capacity to buy music products.

In connection with the audio exposure, the recordings are also promoted via a printed program given to each passenger. This list the artists, selection of labels, and each recording to facilitate passenger purchases of the albums.

Batachico to Nat* Post

HOLLYWOOD — Roy Batachico, former promotion manager of Capitol Records District Distributing Corporation, New York, has been named national singles promotion manager, replacing Manley Kelkem, recently sworn into the service of the London tapern sales-promotion manager.

Batachico reports to Wade Pepper, CBG's national sales and promotion top. The native New Yorker joined CBG in 1958 via WNJS, a record librarian with WINS and WON.

WYNR All News

second largest radio market with WQON and WAP representing the Negro audience and Jazz music. The city has one of the largest Negro populations in the U.S.

The new format is motorized for the network, as well as for the Interstate Network.

M-Defon operated XTRA in Tijuana, Mexico, the channel to be WNUS will be the only 24-hour all-news station in the U.S. J ack Seidenberg, station manager with deejays Floyd Brown and Lucky Evans joining the 24-hour news staff headed by Larry Webb.

Beatleantics

Continued from page 3

Hilton Hotel, one of the few places willing to rent them recording.

To secure maximum protection for the Bowl concert, which could accommodate the 15,000-paying pro-
ducers Bob Eubanks, Reh Foster (both of KRLA) and night club owners Michael Brown and Bill Urry obtained 149 Los Angeles police officers, plus city picking up the tab for the coverage of a civic property. When events are held in private facilities, police are often hired by this pro-
ducers. San Francisco promoter Paul Catalena paid the salaries for 100 police at the Cow Palace but San Mateo County estimated an $4,000 tab for protection at the airport.

Philo Appoints Donald Johnston

PHILADELPHIA—Donald F. Johnston has been named Fire-
stone sales manager for the consumer products division of Philo. He replaces Herbert F. Rie-
hard, who resigned recently.

Johnston will be in charge of sales of the full line of Philco home entertainment and appli-
cance products to Firestone stores and dealers across the country who handle the Philco line.

Entertainment in the Air. Passenger aboard an American Airlines Astrojet adjusts picture on personal movie screen located between seats in front. This feature is part of a unique entertainment system—giving passengers a choice of movies or stereophonic music—being installed on American's fleet of 707 and 720 Astrojets.

4 Star Television Builds Base

Continued from page 3

In addition to Sherman and De Vorizon, who have yet to receive their new titles, other mem-
bers of growing Four Star company arc writers Kelly Gordon and Body Chandler, who Perry calls experts in arranging chart material. Handling promotion in the outlying districts in Southern California is Michael Boyer.

The label has several packages ready for release, the first batch including LP's by Four Star TV personalities Don Jones ("En-
sign O'Tooles") for release on Vlanent in October and Gene Barry ("Burke's Law") "Gene Barry Sings" through RCA and the soundtrack from "Burke's Law" through Liberty, which is already out.

Perry revealed Sherman and De Vorizon will soon move from their Gower Street offices into expanded quarters in the Sun-
et Towers building in Holly-
wood, while the Four Star of-
ces remain in North Holly-
wood.

It is Four Star's intention to be fully represented in the record business, Perry said. This means releasing material which is in vogue as well as developing new performers for other fields. One juicy plum Perry has to wave is the possibility of landing an acting slot in Four Star TV property, provided the artist has the capability to handle the role.

One commendable feature of Four Star's plans is the idea of signing outstanding artists and providing them with any formal training they lack. "If we feel we have a talented worth developing," Perry explained, "we will hire the appropriate staff to accomplish that goal." "The executive noted he would rather take an exceptional artist and spend money developing him than an artist who has been around and lacks the potential to become an important asset for the company.

Four Star will actively seek material from independent producers and in addition to releasing product asked by Sherman and De Vorizon, will try to be pliable enough to respond to business trends," Perry stated. "We will not become a classical or rock 'n roll company. We intend to build into an outlet for all musical material in the pop涪nular field."
YEAH! YEAH! YEAH!!!

THE Chipmunks sing the Beatles HITS

ALVIN SIMON & THEODORE with DAVID SEVILLE

I WANT TO HOLD YOUR HAND  CAN'T BUY ME LOVE  PLEASE PLEASE ME  LOVE ME DO
DO YOU WANT TO KNOW A SECRET  SHE LOVES YOU  I SAW HER STANDING THERE
A HARD DAY'S NIGHT  FROM ME TO YOU  ALL MY LOVING  P.S. I LOVE YOU
TWIST AND SHOUT

FEATURED IN THE GREATEST CHIPMUNK PROGRAM EVER!

SEE YOUR LIBERTY REPRESENTATIVE ABOUT TERMS

LIBERTY ENTERTAINMENT IS FOR EVERYONE!
for more money. "The amazing Randi" will amazingly fill the WOR all-night slot. Carl Weber has been named "Emp- eror of Weberland," and has been inviting listeners via his 50,000-watt WLS (Chicago) hotline to write to him for commission as lieutenant in "Emperor Weber's Imperial Forces." Can't imagine what Emperor Marshall of KQV (Pittsburgh) will say when he finds out.

Dave Diamond, formerly of WIL (St. Louis), joins WIBC (Indianapolis) in 9 to 1 a.m. slot, replacing Dick Kemp. Scott Ross, assistant music director at WINS (New York), and producer of the "Mad Daddy Show" over the Group W outlet, joins WIBC (Nashville, Ll.) as air personality. Jerry Rarr (Terry O'Neil) exits KEEL (Shreveport) for West Coast.

Elmer Kleck joins the air staff of WPLA (Tampa-St. Petersburg) for 9 a.m.-noon slot. Jack Raymond, Milwaukee radio personality to WYLO as host of a Monday through Friday record show, noon-12 p.m.

Bill Palmer, formerly KUBL (Kansas City) music director, moves to WILM (Wilmington, Del.). Miller will be attending the University of Delaware. Frank Evans, KDLR (Minneapolis) music director, has been replaced by Andy Wilson, formerly KLAC (Los Angeles).

It's a boy for Don Anfi, KFWB (Los Angeles) station manager, and wife Jeanne (nee Eee). Damian Lee Anfi, 5 pounds, 11 ounces, was born Aug. 11 at Cedars of Lebanon Hospital.

Baltimore: area: thir-teenth radio market. 12 AM: 9 FM: 5 Standard-Pop. 1 Conserva- tive; 2 c&w; 2 Contemporary; 1 rock.


Gerl mg., Glenn M. Brillhart. Pro dir., Dave Robinson. Records should be directed to Dave Rob- erson. Box 6767, 1579 Hart Rd. Balt. 4, Md.


WBMQ: 1,000 watts days. Indep- endent. Music format: Country & Western. Highly identifiable air personalities. Religious program- ming 9 a.m.-1:30 p.m., M-F. Sports 5:06 & 5:31 p.m., M-F. Foreign lan- guage and religious program- ming for local Catholic stations. World Championship Rodeo at Civic Center plus country music shows for ten years. VP & Genl mg., Carl G. Brenner. Dir. prog., Clark West. Records should be directed to Mike Janis. 21 W. Chas St., Balt. 1.

WCAO AM-FM: 5,000 watts. Piano, Flute &Piccolo played in temporary. Highly identifiable air personalities. Frequent on and off-air personal appearance. Active 5 min. news department headed by Frank Loper. Two telephone equipped news wagons. Special programs: "Leverton Hour," 7-8 p.m. M-F, counterpart features featuring British artists. VP & Genl mg., Byron Millemore. Prog. dir., John Kirby (also does all-air show). Records should be directed to Johnny Dark, 1102 Charles St., Balt. 1.


newscasts 8:30 a.m., 6 p.m., 11 p.m. Two-way radio equipped news cars plus helicopter. Traffic reports aired from cooperator during drive times. VP & Genl mg., Albert R. Jones Jr., Pres. Dick Randolph. Phillips. Records should be directed to Phil Critt, record li- brarian, 13, E. 28th St.

WBZ: 500 watts Independent. Music format: Standard-Pop and Country-Western. Station launches new music policy of c&w program- ming daily 6 to 6 a.m. Standard-Pop music will continue

6 a.m.-6 p.m. daily. Wally Horton will host 6 p.m. to midnight with Passenger Page on until midnight to 6 a.m. Other air personalities are: Norm Cum- mon 9 a.m. to 10 a.m. Mike Wooden. 6-9 a.m., 12-3 p.m. and Matt Edward. Special program: "Flight Pass" aired direct from Friendship Airport 18 times daily. "Cullen's Advertiser" 10-6 a.m. 5-min. human interest story. Station mgr., Charlie Duff. Pres. Bryan Marcus. Records should be directed to Wood

Carol Attend. 1964
"LUCILLE"
72317

the best of the new pop singles, taken out of Clyde's hot-selling album by unanimous demand, "LIVE AT THE APOLLO"

CLYDE MCPHATTER

Mercury Records
Foremost in fine Recording

"LIVE AT THE APOLLO"
MG-20915
SR-60915
### HOT 100—A TO Z (Publisher-Licensed)

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist/Country, Label</th>
<th>Week 1</th>
</tr>
</thead>
<tbody>
<tr>
<td>Where Did Our Love Go</td>
<td>Lennon/McCartney, RCA</td>
<td>71</td>
</tr>
<tr>
<td>House of the Rising Sun</td>
<td>Elton John, Atco</td>
<td>59</td>
</tr>
<tr>
<td>Everybody Loves Somebody</td>
<td>Everly Brothers, Curb</td>
<td>57</td>
</tr>
<tr>
<td>A Hard Day's Night</td>
<td>Joe Loss, Lenore</td>
<td>55</td>
</tr>
<tr>
<td>C'mon and Swim</td>
<td>Joe South, MGM</td>
<td>54</td>
</tr>
<tr>
<td>Under the Boardwalk Walk</td>
<td>Del Shannon, RCA</td>
<td>53</td>
</tr>
<tr>
<td>Walk—Don't Run '64</td>
<td>Brenda Lee,应邀</td>
<td>52</td>
</tr>
<tr>
<td>Bread and Butter</td>
<td>Marty Robbins, Capitol</td>
<td>51</td>
</tr>
<tr>
<td>How Do You Do It</td>
<td>Cass Elliot, United</td>
<td>50</td>
</tr>
<tr>
<td>Wishin' and Hopin'</td>
<td>Phil Phillips, Capitol</td>
<td>49</td>
</tr>
<tr>
<td>People Say</td>
<td>Ben E. King, Stax</td>
<td>48</td>
</tr>
<tr>
<td>The Driver</td>
<td>Jim Reeves, Capitol</td>
<td>47</td>
</tr>
<tr>
<td>Clingin' Vine</td>
<td>Buddy Holly, Coral</td>
<td>46</td>
</tr>
<tr>
<td>The Little Old Lady (From Pasadena)</td>
<td>Jan and Dean, Liberty</td>
<td>45</td>
</tr>
<tr>
<td>(You Don't Know) How Glad I Am</td>
<td>Charley Pride, RCA</td>
<td>44</td>
</tr>
<tr>
<td>Ain't She Sweet</td>
<td>Little Richard, Atco</td>
<td>43</td>
</tr>
<tr>
<td>I'll Cry Instead</td>
<td>The Teen Kings, Stax</td>
<td>42</td>
</tr>
<tr>
<td>In the Misty Moonlight</td>
<td>Bobby Vee, Capitol</td>
<td>41</td>
</tr>
<tr>
<td>I Got Around</td>
<td>Billy Joe Royal, RCA</td>
<td>40</td>
</tr>
<tr>
<td>I Wanna Love Him So Bad</td>
<td>Jody Miller, Columbia</td>
<td>39</td>
</tr>
<tr>
<td>Hurts to Be in Love</td>
<td>Phil Harris, Columbia</td>
<td>38</td>
</tr>
<tr>
<td>Maybelline</td>
<td>Bobby Vee, Coral</td>
<td>37</td>
</tr>
<tr>
<td>Handy Man</td>
<td>Jerry Butler, Imperial</td>
<td>36</td>
</tr>
<tr>
<td>Baby I Need Your Lovin'</td>
<td>The Four Tops, Motown</td>
<td>35</td>
</tr>
<tr>
<td>Steal Away</td>
<td>Fats Domino, Advised</td>
<td>34</td>
</tr>
</tbody>
</table>

### BUBBLING UNDER THE HOT 100

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist/Country, Label</th>
<th>Week 1</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shadrach</td>
<td>Chubby Checker, Motown</td>
<td>71</td>
</tr>
<tr>
<td>Without Love</td>
<td>Ike and Tina, United</td>
<td>59</td>
</tr>
<tr>
<td>Lonely Girl</td>
<td>Bobby Vee, Coral</td>
<td>57</td>
</tr>
<tr>
<td>Get a Rose</td>
<td>The Rolling Stones, Epic</td>
<td>55</td>
</tr>
<tr>
<td>A Rosemary Dream</td>
<td>Rosemary Clooney, Capitol</td>
<td>54</td>
</tr>
<tr>
<td>Please Don't Let Me Be Misunderstood</td>
<td>The Shirelles, ABC Records</td>
<td>53</td>
</tr>
<tr>
<td>I Guess I'll Have to Change My Game</td>
<td>The Drifters, Atco</td>
<td>52</td>
</tr>
<tr>
<td>I'll Be Loving You</td>
<td>The Shirelles, ABC Records</td>
<td>51</td>
</tr>
<tr>
<td>It's the Same Old Song</td>
<td>Beecher Brothers, Atco</td>
<td>50</td>
</tr>
<tr>
<td>I'll Be Your Baby</td>
<td>The Drifters, Atco</td>
<td>49</td>
</tr>
<tr>
<td>You've Got a Friend</td>
<td>The Drifters, Atco</td>
<td>48</td>
</tr>
<tr>
<td>Cry Me a River</td>
<td>The Drifters, Atco</td>
<td>47</td>
</tr>
<tr>
<td>I Can't Stand My Baby</td>
<td>The Drifters, Atco</td>
<td>46</td>
</tr>
<tr>
<td>I Don't Care What They Say</td>
<td>The Drifters, Atco</td>
<td>45</td>
</tr>
<tr>
<td>Don't Get Around</td>
<td>The Drifters, Atco</td>
<td>44</td>
</tr>
<tr>
<td>Remember the Day I Used to Love You</td>
<td>The Drifters, Atco</td>
<td>43</td>
</tr>
<tr>
<td>I'm Number One</td>
<td>The Drifters, Atco</td>
<td>42</td>
</tr>
<tr>
<td>I'll Be Your Baby</td>
<td>The Drifters, Atco</td>
<td>41</td>
</tr>
<tr>
<td>Please Don't Let Me Be Misunderstood</td>
<td>The Drifters, Atco</td>
<td>40</td>
</tr>
</tbody>
</table>

*Compiled from national retail sales and radio station reports by the Music Popularity Dept. of Record Market Research, Billboard.*
2 NEW HITS TAKING OFF

BABY I NEED YOUR LOVING

“Four Tops”
Motown 1062

DANCING IN THE STREET

Martha and The Vandellas
Gordy 7033

FROM HITSVILLE U.S.A.

MOTOWN RECORD CORP.
2648 West Grand Blvd., DETROIT, MICH.
**AMERICAN TOUR**

Dave Clark Four, Epic LP 24117 (M); SN 24117 (S)

**HAVE A SMILE WITH ME**

Roy Charles, ABC-Paramount AFG 493 (M); ABCS 493 (S)

**LAND OF GIANTS**

New Christy Minstrels, Columbia CL 2187 (M); CS 4893 (S)

**NEW ACTION LP’s**

These new albums, not yet on Billboard’s Top LP’s Chart, have been reported getting strong sales action for deals as noted:

**THE CHIMPKUNS SING THE BEATLES HITS**

Liberty LP 2388 (M); EST 7388 (S)

**OFF THE BEATLE TRACK**

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

**COLLECTION OF ORIGINAL 16 HITS, VOL. 2**

Various Artists, Tomato 2500 (M); No Stenos

**SACRED**

**STRANGER BY THE SEA**

Stingy Kutters, Minit 2081

**LOW PRICE CHILDREN’S**

**THE STORY OF SO DEAR TO MY HEART**

Royce Reuel & Various Artists, Disc-oland DQ 1257

**THE LEGEND OF LOBO**

Royce Reuel, Disc-oland DQ 1258

**CHILLING, THRILLING SOUNDS OF THE HAUNTED HOUSE**

Disc-oland DQ 1257

**THE STORY OF TREASURE ISLAND**

Soundtrack, Disc-oland DQ 1257

**GONFY’S TV SPECIAL**

Disc-oland DQ 1257

**THE LITTLE ENGINE THAT COULD**

Lauras Wagner & M. Kennedy, Disc-oland DQ 1257

**SOUND OF THE TIMES**

**THE THREE STARS**

This week’s three stars: Mercury, Columbia, and Columbia Records.

**POPULAR**

That’s All... Brooky’s 3rd Century-Cos. TPM 3146 (M); FTA-1425 (S)

**THE YESTERDAY SHOW**

Aired on TV on WNBC 4 (M) and WABC 7 (S)

**THE THREE SOUNDS AT THE LIVING ROOM**

Aired on WABC 7 (M) and WNBC 4 (S)

**POLKA**

**LETTERS FROM OLD COUNTIES**

Aired on WOR 7 (M) and WOR 7 (S)

**C&W**

**THE JIMMIE STEPHENS SHOW**

Aired on WOR 7 (M) and WOR 7 (S)

**NEWS OF THE WEEK**

**HOLLYWOOD**

Jimmy Haskell has to be one of the most successful arrangers in the business today. He has arranged and conducted over 14 records in recent weeks on a freelance basis. He has just completed the score of the film, "Til We Meet Again," with By Dunham, which stars Bob Hope. Haskell’s clients include Bobby Darin, Rick Nelson, Joanne Summers, Nino Tempo and April Simpsons, Sammy Davis Jr., Jeanette MacDonald, Doreen Tracey, Fred Stone, and the Beagles.

Peter Duncan, veteran BBC radio-TV producer, visits the local scene in September to survey the broadcasting and entertainments industries. He has already scheduled a visit to RKO General’s KHJ outlet. Other stations interested in him might contact the BBC.

Johnny Cole and George Tipton, owners of Vite St. Music, have formed Paradis Records. First artist signed is Wynell Sims with the single, "Joy My Love."

New record-publishing firm on W. Adams Boulevard is Edward G. Wells’ Wells-Desert Records and Phil-Shuck Publishing. Composer Leonard Rosenman has penned music themes for TV actors Victor Mature and Rick Jason, who regularly appear on the “Combat” series. Composer Harry Lyubimov has come out of retirement to score the “Ocean Limits” TV series. He has created excellent music for the science fiction series.

Gordon Jenkins, a Malibu resident, has announced that he will write the numbers for the “Ziegfeld Folies Revue” set for the Thunderbird in Las Vegas Sept. 4. No longer under contract to any label, Jenkins appears on several logos these days.

**ELIOT TIEGEL**

**CINCINNATI**

Anita Bryant, on her recent appearance with the Kenny Phillips Memorial, Columbus, Ohio, shattered the record established there recently by Andy Williams. She did the lead, Maria, in “Sound of Music,” at the Cincinnati, Ohio, Auditorium and the live show was again supported by the Columbus Orchestra. She sang an encore of "Maria," and the crowd was encored until the last note was muffled with local Columbus resident, P.B.
Argentina

This Last Week
1 This Last Week
1 TWIST & SHOUT [TWIST AND SHOUT]—The Beatles (Philips)
2 SANTO AND SIMONI—Santo and Simoni (United Artists)
3 SI TIVUERA UN MARTILLO [SI TIVUERA UN MARTILLO]—Marty Robbins (Decca)
4 ME REVOLVERI—Pino Daniele (CBS)
5 NO HO ULTRA PER [NO HO ULTRA PER]—Gigi D'Alessio (RCA)
6 CUMBIA DE LOS PERSECADORES [CUMBIA DE LOS PERSECADORES]—Los Sotillos (EMI-CBS)
7 NE DILE EL [NE DILE EL]—Jeannot Szwarc (CBS)
8 COMO TE EXTRANO MI AMOR [COMO TE EXTRANO MI AMOR]—Dino Saluzzi (CBS)
9 LOVE ME TO DEATH—Alice Cooper (Elektra)
10 LÁZAROS—Carlito (Philips)
11 EL CACHI PER [EL CACHI PER]—Teo Montalvo (EMI-CBS)
12 HULLO DÖLÖ [HULLO DÖLÖ]—Weird Al Yankovic (EMI-CBS)
13 CANTA BEETHOVEN [CANTA BEETHOVEN]—Jorge Ben (CBS)
14 CUILELLA [CUILELLA]—Vinicio Rivas (EMI-CBS)
15 BLOWIN' IN THE WIND [BLOWIN' IN THE WIND]—Peter, Paul & Mary (Warner Bros.)

Britain

This Last Week
1 DO WOODY DOO [DO WOODY DOO]—Madbid Mann (BMG)
2 A HARD DAYS NIGHT—The Beatles (Parlophone)
3 IT'S ALL OVER NOW—Hank Ballard & The Midnighters (Decca)
4 CALL UP THE GROUPS [CALL UP THE GROUPS]—Baron Knights (Columbia)
5 I JUST DON'T KNOW WHAT TO DO WITH MYSELF [I JUST DON'T KNOW WHAT TO DO WITH MYSELF]—Bobby Vee (Decca)
6 TOBACCO ROAD—Nashville Teens (Decca)

Australia

This Last Week
1 TWIST & SHOUT [TWIST AND SHOUT]—The Beatles (Philips)
2 THE TWIST—The Shadows (Decca)
3 HOUSE OF THE RISING SUN—The Animals (Columbia)

America

This Last Week
1 THE SEARLENS—Sounds Incorporated (Columbia)
2 CONSTANTLY—Chill Robbins (Columbia)
3 ONLY YOU—Wayne Newton (Phillips)
4 RAG DOLL [RAG DOLL]—Four Seasons (Decca)
5 HELLO DÖLÖ—Luis Armstrong (Columbia)
6 YOU'RE THE WORLD—Cliff Richard (Parlophone)
7 HAWAII—Gino Vanelli (Philips)
8 SUCH A NIGHT—Jessi Colter (RCA)
9 MATCHBOX—The Kinks (Parlophone)
10 DANG ME—Roger Miller (Columbia)
11 BLOWIN' IN THE WIND—Peter, Paul & Mary (Warner Bros.)

Bigger Kip

This Weeks
1 PURIMNANGAT [PURIMNANGAT]—Katia Helena (Philips)
2 ALL MY LOVING—Beach Boys (Sun)
3 LONG TALL SALLY—Eddie Cochran (Decca)
4 FARMER JOHN—Anti Love Orange (Columbia)
5 TARTER MERN YELLA [TARTER MERN YELLA]—Paul Revere & The Raiders (Decca)
6 CAN'T BUY ME LOVE [CAN'T BUY ME LOVE]—The Beatles (Parlophone)
7 VALLARILLOS HULET [VALLARILLOS HULET]—Carl Wayne (Decca)
8 NON HO LETA—Mambo (Philips)
9 TANGO ANJALE—Enrique Guzman (Philips)
10 NON HO LETA—Giglia Cossed (Tosco)

Flemish Belgium

This Weeks
1 LIVY ROBBA NEEDLE—Charley Chaplin (Convex)
2 SI JAMAIS—Adonis (Pathé)
3 QUAND LES ROSES—Alexis Of A Beachwood
4 IT'S THE WAY YOU LOVE Me—Penny Ford (London)
5 MA RAIN DANCE—Kris Kristofferson (RCA-Victor)
6 LA FERME DU BONHEUR—Jacques Brel (Parlophone)
7 JUNGLE BOOK—Babar (EMI-CBS)
8 SI JAMAIS [SI JAMAIS]—Herman De Visscher (EMI-CBS)
9 BITE ME [BITE ME]—Tom Jones (Philips)
10 LOVE ME [LOVE ME]—Bobby Vee (Philips)

Mexico

This Last Week
1 HANG DAILY NIGHTS [HANG DAILY NIGHTS]—Dolores del Río (Philips)
2 LONG TALL SALLY [LONG TALL SALLY]—The Beatles (Parlophone)
3 NO WAY [NO WAY]—Northern Sound, Inc.
4 NEW WORLD—Giglio Cussonzi (Columbia)
5 FEET OF FLAMES [FEET OF FLAMES]—Little David

Norway

This Last Week
1 I WON'T FORGET YOU—Phil Ochs (Phil Spector)
2 I'M A PAPERLION [I'M A PAPERLION]—Dale Sanders (Phil Spector)
3 ON THE BEACH—Cliff Richard (Polydor)
4 WE'RE NOT LOSERS—The Shadows (Decca)
5 IT'S ONLY A PAPERWHALE [IT'S ONLY A PAPERWHALE]—The Shadows (Decca)

Italy

This Last Week
1 IN GINOCCHIO DA TE [IN GINOCCHIO DA TE]—Manuela (Columbia)
2 SEI SEMPRE TU [SEI SEMPRE TU]—J😵ÈD Giovanni Cipollotto (RCA)
3 THE WORLD IS A BEAUTIFUL PLACE But I Am Tired [THE WORLD IS A BEAUTIFUL PLACE But I Am Tired]—Roger (Philippines)
4 ALL THE RIGHT REASONS [ALL THE RIGHT REASONS]—Swinging Blue Jeans (HMV)
5 KISSIN' COUSINS—Elvis Presley (Double), Star & Puppy

Japan

This Last Week
1 PURIMNANGAT [PURIMNANGAT]—Katia Helena (Philips)
2 ALL MY LOVING—Beach Boys (Sun)
3 LONG TALL SALLY—Eddie Cochran (Decca)
4 FARMER JOHN—Anti Love Orange (Columbia)
5 TARTER MERN YELLA [TARTER MERN YELLA]—Paul Revere & The Raiders (Decca)
6 CAN'T BUY ME LOVE [CAN'T BUY ME LOVE]—The Beatles (Parlophone)
7 VALLARILLOS HULET [VALLARILLOS HULET]—Carl Wayne (Decca)
8 NON HO LETA—Mambo (Philips)
9 TANGO ANJALE—Enrique Guzman (Philips)
10 NON HO LETA—Giglia Cossed (Tosco)

Malaysia

This Week
1 TWIST & SHOUT [TWIST AND SHOUT]—The Beatles (Parlophone)
2 THE TWIST—The Shadows (Decca)
3 ONLY YOU—Wayne Newton (Phillips)
4 RAG DOLL [RAG DOLL]—Four Seasons (Decca)
5 HELLO DÖLÖ—Luis Armstrong (Columbia)
6 YOU'RE THE WORLD—Cliff Richard (Parlophone)
7 HAWAII—Gino Vanelli (Philips)
8 SUCH A NIGHT—Jessi Colter (RCA)
9 MATCHBOX—The Kinks (Parlophone)
10 DANG ME—Roger Miller (Columbia)

Norway

This Last Week
1 I WON'T FORGET YOU—Phil Ochs (Phil Spector)
2 I'M A PAPERLION [I'M A PAPERLION]—Dale Sanders (Phil Spector)
3 ON THE BEACH—Cliff Richard (Polydor)
4 WE'RE NOT LOSERS—The Shadows (Decca)
5 IT'S ONLY A PAPERWHALE [IT'S ONLY A PAPERWHALE]—The Shadows (Decca)
6 I GOTTA GET TO KNOW YOU [I GOTTA GET TO KNOW YOU]—Phil Ochs (Phil Spector)
7 YOU'RE THE WORLD [YOU'RE THE WORLD]—Cliff Richard (Polydor)
8 WE'RE NOT LOSERS—The Shadows (Decca)
9 IT'S ONLY A PAPERWHALE [IT'S ONLY A PAPERWHALE]—The Shadows (Decca)
10 LOVE ME [LOVE ME]—Bobby Vee (Philips)

Peru

This Last Week
1 COMO TE EXTRANO MI AMOR [COMO TE EXTRANO MI AMOR]—Dino Saluzzi (CBS)
2 AMOR MISTERIO [AMOR MISTERIO]—Dino Saluzzi (CBS)
3 LÁZAROS—Carlito (Philips)
4 I SAW HER STANDING [I SAW HER STANDING]—Phil Ochs (Phil Spector)
5 CRUCETA—Peppe Merpez (Philips)
6 TUKI VARIANDOL [TUKI VARIANDOL]—Sierra Svend (Meza)
7 BILLY HILL [BILLY HILL]—Sierra Svend (Meza)
8 VICTORINO—Sierra Svend (Meza)
9 KISSIN' COUSINS—Elvis Presley (Parlophone)
10 REINA DEL SONG—Fabiola (Philips)

Switzerland

This Week
1 LIEBERKUMMER LOUFT HICH—Kurt Schneider (Polydor)
2 HELLO DÖLÖ—Luis Armstrong (CBS)
3 MONE MOND [MONE MOND]—Jarl (Philips)
4 WINDphies FREIMESH MANDE—Blues-Juergen
5 JETSCHITZ—Jarl (Philips)
6 ES GIB DIRN WEIHER [ES GIB DIRN WEIHER]—Kurt Schneider (Polydor)
7 ZWEI MANDEN [ZWEI MANDEN]—Kurt Schneider (Polydor)
8 NUR UM DICH [NUR UM DICH]—Jarl (Philips)
9 SCHONES MANDECH—Blues-Juergen
10 NATHAN-GILBERT PICKEL (MAG)
GREAT NEW SINGLES FOR THE BACK-TO-SCHOOL CROWD!

THE HONDELS
"LITTLE HONDA"
72324

TIMI YURO
"IF"
72316

RAY STEVENS
"BUBBLE GUM THE BUBBLE DANCER"
72307

CARL HENRY HALL
"SUMMERTIME"
72318

THE SMOTHERS BROTHERS
"SLITHERY DEE"
72323

JERRY WALLACE
"IT'S A COTTON CANDY WORLD"
72292

LESLEY GORE
"MAYBE I KNOW"
72309

BROOK BENTON
"A HOUSE IS NOT A HOME"
72303

BILLY LEE RILEY
"DO DIDDLEY"
72314

SUMMER SCHOOL SELLERS!

FOREMOST IN FINE RECORDING
THE RIGHTEOUS BROTHERS now on a 24 day tour with . . . THE BEATLES

Featuring their latest hit single:

THIS LITTLE GIRL OF MINE (M-235)

Also:

LITTLE LATIN LUPE LU (MLP-1001)
(The original first hit single)

And:

TRY TO FIND ANOTHER MAN (M-231)

P.S. Watch the Righteous Brothers on Steve Allen's TV Show August 26.

Distributed nationally by ATCO RECORDS
1841 Broadway, New York, N. Y.

DJ's: For your copies contact Atco Records

 MOONGLOW RECORDS
6359 Selma Ave., Hollywood 28, Calif.

NEWS OF THE WORLD

- Continued from page 24

KELLY, and make the rounds of the local disc jays and music em- ployees with Columbia Records. WLW-T chatted up another first last Sunday (23) when it aired the nation's initial color telecast of a bowling show from Del Fair Lanes, sponsored by the Burger Brewing Company. Event was the Freedoms for Ladies National Bowling Championship.

Les McCann follows Cozy Cole into Mel Herman's Living Room downtown Sept. 7 . . . The Dee Felice Trio has been engaged to play the main room of the new Playboys Club in the Executive Building, which makes its bow in mid-September. Pi- anist Elwood Evans will head up a trio in the Playboy's lounge. TV Guide characterizes its Sixth Annual Fall Preview with a cocktail party for the press, radio, TV and music trades at the Terrace Hilton Sept. 16 . . . Pete Fountain, a click at Coney Island's Moonlite Gardens earlier this season, returns Thursdays (27) for a three-day repeat.

BILLY SACHS

ROME

Louis Armstrong's original ar- rangement of "Hello, Dolly!" has been recorded here by the Roman New Orleans Jazz Band . . . Having left Ponti for RCA, Jean Lak has also changed his name to Luciano Vieli . . . Al- most every nationality has re- corded in Italian, but Cetta came up with a new first when India's Giaour Singh did three Italian numbers on one 45 including his own lyrics and music for "Tell Me" . . . Clar has added Pilade and Tony. Former is entered in Festivalbar competition . . . Renato Rascal and Della Scala will appear together for first time in the new Garinei-Giovanni_ music review for which Rascal is doing the score . . . Gianni Rava is giving the Ne-apolitan Song Festival Sept. 17- 19. He built San Remo to its current peak.

Percy Faith was in Rome the night a taped program of his music was scheduled for tele- casting. He was taping musical series of the 60's which includes Stan Kenton and Les Baxter, but the show was post- poned for a week. The camera- men moved to the Chamber of Delegates to cover the confidence on the new government . . . Donald Byrd Quintet and Johnny Griffin will open another TV series of six jazz programs. Having been beaten to the punch by an Italian version of "Your Other Love" by Gino Paoli on a best selling disk, CGD is presenting Connie Francis in the original . . . Programing is distributed the new Night Club label, whose first artist is Renato Samba, currently at the Brigadoon here.

Another Beale-like group, The Mynahs gather are from Liverpool for a tour of Italy's northern shore resorts . . . Verso issued Ella Fitzgerald's "Hello, Dolly!" to compete with Decca's Louis Armstrong. Eight young singers will be candidates for places in San Remo and Naples Festivals because the group finished on top in "Limelight for Festivals" competition at Venice in which 24 new recording artists participated. Winners were Diidi Balboni, Ambra Berelli, Giordano Cologna, Pappo Gogliardini, Louisianna Masedo, Don Mike and Franca Siciliano . . . Pittsburgh Sym- phony Orchestra will visit Turin, Milan and Florence in October under USIS auspices with Wil- liam Stearns as conductor . . . Germany's Heidi Brul, here to mar- ry American film star Brett Haley, has released her first record in Italian for Philips . . . It's illegal on the beaches, but okay in the record stores because Peppino Di Capri's disk of "Topless" features only a back view. SAMUEL STEINMAN

STOCKHOLM

The Beatles were beaten in Stockholm by Ray Charles in personal appearances. In Johan- nesfield ice Stadium, the British quartet drew 12,000 in four performances. Ray Charles had 10,000 in one performance at Gröna Lund Tivoli . . . Lew Futterman, manager and ducer for Prestige, has just con- cluded a successful stay in Stock- holm. His artist brothers Jack and Macduff, have broken all records at the jazz-restaurant, the Golden Circle. Futterman is co-pro- ducing a TV program with the new independent TV company, STV. On the bill are MacDuff, Monica Zetterlund and French violinist Jean-Luc Ponty, with Benay Golson as arranger. But- terman has produced LP albums with a Swedish band as a back- ground for blues singer Jimmy Witherspoon and MacDuff for Prestige. . . . Bibi Johns has been recording for Karnataka before leaving for Ger- many. She will be back in Sweden in the fall for TV . . . Don Gardner and De De Ford did a four-week tour. Don pro- duced an LP for Sonet with his group the day before they left for the U. S. . . . LEIF MATTESON

HOLLAND

Artists to whom the Edison awards will be presented at the Grand Gala du Disque at the Amsterdam Concertgebouw Saturday, Oct. 3, have been an- nounced. The panel, consisting of Ton van der Hout, Lex Karsemenjeer, Joop Koopman, Leo Nelissen, Theo Udeman Masman and Skip Voogd, have awarded the Edisons to the Dutch actress Lia Dorana for her singing part in the musical "Kiss Me Kate" . . . Malando (instrumental-Dutch) . . . Jaspere de Jong (Dutch cabaret) . . . Rob de Nijs (Dutch teen- age-repertory) . . . Herman Boelk- huizen (Dutch children's repe- rtore) . . . Burhno Fleisch (vocal- international) . . . Quincy Jones (in- strumental-international). Coleman Hawkins (jazz) . . . George Braas (French repertoire) and Adamo (teens repertoire-international). The panel made their choice from 217 records . . . The classical gala will be held Sept. 25 and the popular gala will be on Oct. 3. The new English beat group, the Scopi- ons, will appear for Dutch AVRO TV in September . . . SKIP VOOGD

PIETRO MALASPINA

News of the World

- Continued from page 39

WMF

MILAN

Winners of the Cantastampa (singing) prizes were Giorgio Giorgi, best Italian composer; Mogol, best lyric writer; Eno Moro, best singer and or- chestra director; and Gene Pil- li and Francois Hardy as the best foreign singers to appear in Italy this year . . . On Sept. 11 another evening of award- ing be also held at Taormina, with over 200 journalists participating in the selection of artist winners . . . A tie has developed for the best TV music show between Mike Bongiorno's Fiore Di Sogno and Glorio Gabbi's "Cantastampa."
WORLD ARTISTS DELIVERS MORE HITS!

AND INTRODUCING
THE AMERICAN ARTS LABEL

MISS STRONGHEARTED
BOBBIE SMITH
AA-2

TENNESSEE WALTZ
ALMA COGAN
AA-4

GOTTA GIVE HER LOVE
THE VOLUMES
AA-6

SAY YOU WILL
MARGO & THE MARVETTES
AA-8

3 BIG NEW LP's

SMASH!

CHAD JEREMY
YESTERDAY'S GONE
WAM 2002

SMASH!

THE AZTECS
WAM 2001

SMASH!

The Seventh Dawn
WAM 2000

WORLD ARTISTS RECORDS
550 GRANT STREET, PITTSBURGH 19, PA.
**NASHVILLE SCENE**

By DON LIGHT

Hank Cochran, songwriter for Hank Williams, Jr., has completed his first RCA Victor album last week. The album consists of songs written and originally recorded by others.

Leroy Van Dyke from New York after taping a Steve Allen show on Aug. 25. Anita Carter (Davis), of the Carter Family, gave birth to a boy Aug. 12 at Madison, Tenn., Hospital.

Billie Young, president of the Nashboro and Excelsior labels, has just finished albums with the Andrews Sister and Billie Gannon Cooke, both to be released soon.

Roy Drusky left last week for New Mexico and the West. Marvin Benet, publisher, Nash-ville & Herald, headlined an album with Cheryl Lown and a single session he did last week.

Lester Vanadore, Nashville vice-president of RIC Recording Corporation, is dialing in RIC distributors with news of new albums being completed.

Clet Atkins and Don Gibson recorded sessions at the local RCA Studio A earlier this summer and completed a new album which will be issued soon. Gibson recorded single.

**BUSY SCHEDULE FOR ROY CLARK**

**INDEPENDENCE, Kan.**—Capitol Records' Roy Clark is set for a busy schedule through the summer months. On Aug. 21, Roy made his Independence Hanna City, under. Pres.

Merle Kilgore, MGM recording artist and head of Al Gallico's Nashville operation, returned from a week's club appearance in Kansas City, Mo.

Owen Bradley, local & chief for Decca, directed a session for Red Foley, long-time Decca artist, last week.

The Newbeats, hot new Hickory act, will appear at the New Jersey State Fair with the "Dick Clark Caravan" later this month. They opened earlier this year at New York's Fox Theater. They have been booked for four days.

Slim Wilferson, president of Chart Records and Peach and Young Music firms, has announced the ignition of an exclusive writer for Peach Music and a long-term Chart re-occurrence. The writer, "Talking to the Night Lights," will have a new Chart release next month.

Roger Miller just returned from New York to Tennessee and has begun work on a new LP. The record will be released soon.

Sheb Wooley made a guest appearance on the "Grand Ole Opry" in Nashville last week. He also performed at the Missouri State Fair.

Jimmy Driftwood just returned to his home in Marina Del Ray, Calif., after conducting a Fiddling Workshop at the Newport Folk Festival.

**LINDA MANNING FOR WLW SEG**

CINCINNATI—Jim Key, of Key Talent, Nashville, has arranged to have his singer, country singer Linda Manning to appear and tape an insert on "Jambory," a new, 30-minute middle-of-the-road country TV show being shot in WLW here.

Linda will carry a featured spot on the "Jambory," which will be shown daily in color in the Dayton, Columbus and Cincinnati markets. Linda’s new single on Record Records is "I Feel a Cry Growing in My Soul."
3 BIG COUNTRY AND WESTERN HITS FROM MERCURY

DAVE DUDLEY
"MAD"
72308

GREAT STARS...GREAT HITS...GREAT SALES!

FARON YOUNG
"MY FRIEND ON THE RIGHT"
72313

GEORGE JONES
"OH LONESOME ME"
B/W "LIFE TO GO"
72293

www.americanradiohistory.com
Bond to Hawaii

HOLLYWOOD — Starday Records artist Johnny Bond, currently working clubs in Southern California, leaves for Hawaii Sept. 4 for a two-week return tour of the Islands under direction of Bob Smith. Mrs. Bond will accompany him on the tour. Bond heads up his own publishing firms, Vidor Publications, Inc., and Red River Songs, both with headquarters here.

Joel Price Retires

CINCINNATI—Veteran c/oW artist Joel Price, a member of the Judy Lynn show, has sold seven years and is now on "Grand Ole Opry," retired from show business to settle in his home town, Tacoma, G.a., where he will operate a grocery. Replacing Price will be surfing the radio in the Cincinnati unit is Jimmy Selph, who formerly fronted the Red Foley band. Most recently he has been touring with Marty Robbins.

Billboard SPECIAL SURVEY for Week Ending 8/29/64

| This Week | Last Week | Title | Artist, Label & No. | Weeks on Chart |
|-----------|-----------|-------|---------------------|----------------|----------------|
| 1 | 2 | I GUESS I'M CRAZY | Jim Reeves, RCA Victor 8930 | 8 |
| 2 | 1 | THINK ME | Roger Miller, Smash 1081 | 13 |
| 3 | 3 | THE COWBOY IN THE CONTINENTAL SUIT | veggies, Capitol 3049 | 11 |
| 4 | 4 | I LOVE TO DANCE WITH ANNE | smiling, Capitol 8702 | 11 |
| 5 | 2 | SECOND FIDDLE | (To an Old Guitar) | 14 |
| 6 | 6 | I DON'T LOVE YOU ANYMORE | George Shepheard, Capitol 6169 | 11 |
| 7 | 7 | MEMORY #1 | | 13 |
| 8 | 5 | MY HEART SKIPS A BEAT | Buck Owens, Capitol 5136 | 23 |
| 9 | 10 | PASSION | | 14 |
| 10 | 12 | WHERE DOES A LITTLE TEAR COME FROM | George Jones, United Artists 724 | 11 |
| 11 | 9 | TOGETHER AGAIN | Bill Anderson, Deca 3160 | 6 |
| 12 | 11 | BAD NEWS | | 14 |
| 13 | 15 | TAKE YOUR RING OFF YOUR FINGER | Carl Smith, Columbia 4082 | 6 |
| 14 | 13 | ONE IF BY SEA, TWO IF FOR ME | David Mountain, Epic 9909 | 17 |
| 15 | 16 | I'M HANGING UP THE PHONE | Carl Porter & Perry, Columbia 20030 | 22 |
| 16 | 18 | MR. AND MRS. USED TO BE | 21 |
| 17 | 17 | SORROW ON THE ROCKS | Porter Wagoner, RCA Victor 8323 | 19 |
| 18 | 20 | THEY REFUSED TO STOP LOVING YOU | Brown, RCA Victor 8340 | 16 |
| 19 | 21 | WINE, WOMAN AND SONG | Loretta Lynn, Deca 3109 | 10 |
| 20 | 22 | CIRCUMSTANCES | Billy Walker, Columbia 43010 | 19 |
| 21 | 23 | BURNING MEMORIES | Roy Price, Columbia 4271 | 25 |
| 22 | 24 | HERE COMES MY BABY | Carter Family, RCA Victor 8374 | 5 |
| 23 | 25 | RUNHETSTENES | Tammy Wynette, Mercury 7227 | 5 |

That Bell of Freedom

Bigger! Kip Tyler

Bigger! Kip Tyler

Johnny Cash
Belshazah
b/w
Wide Open Road

19729

SUN Records

623 Madison
Memphis, Tenn.

Widow of Freedom

6415 Sunset Blvd.
Suite 202
Hollywood, Calif.

A DIVISION OF EDDY DEE INTERNATIONAL

BILBOARD, August 29, 1964
Son of a Gun!

LITTLE RICHARD

NOW EXCLUSIVELY ON

VEE-JAY RECORDS

HIS FIRST RELEASE

GOOD NIGHT IRENE

&

A WHOLE LOTTA SHAKIN’ GOIN’ ON

VJ #612

WE THINK IT’S A BIG HIT!

WE HOPE SO BECAUSE

IT COULD MAKE US

NO. 7 IN SALES

www.americanradiohistory.com
By popular demand Ray's chart-busting single (4-43061) has now become a big album seller!

RAY CONNIFF
AND THE SINGERS
INVISIBLE TEARS

ON COLUMBIA RECORDS
CZECH JAZZ FESTIVAL SET

Prague—The First International Jazz Festival has been set for Oct. 28-31. The event will be filled in with poetry, figurative art and other popular arts. Parlophone, Czech disk monopoly, issues disks by native as well as foreign artists, many of them recorded in Prague. Others are tapes imported from U.S., France and Great Britain.

Brenda Gets ‘The Most’

LONDON—Mickie Most, young British independent producer, will take charge of Brenda Lee's recording sessions here when the Decca artist arrives in London this weekend.

Most, who handled sessions to the Animals and the Nashville Teens, had been scheduled to record Miss Lee in Nashville. A change in her plans resulted in the London session. Most has three British songs ready. One of them will be rushed as a single release.

NEW ALBUM RELEASES

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

ABC-Paramount

The Bob Hammett Band—Bachataza: ABC 457, ABC 459

Angel


Blue Note

Eric Dolphy—Out to Lunch: RLP 1461, BLT 14613

Dexter Gordon—A Whisper of Affluence: ELP 4352, JST 85130

Freddy Hubbard—Breaking Point: ELP 4372, JST 97473

Capitol

Ray Anthony—Swing, Swing, Lovers: Swing LP 2194, SV 2194.

Great Recordings of the Century: Arias and Songs, Pascal Charlap: CCG 13410

Colpix

Soundtrack—A Pale Horse: LP 519, SEP 519

Command

Know the Light and His One—Great Themes from Films: ELP 871, EPL 871

Direct

One Man Banjo—Various Selections for Sophisticated (Colpix: DLP 8641 M)

Electra

The Judy Collins Concert: EKL 203, 7290.

Juan Serrat—Swing Semaritano: EKL 275, EKL 7275.


Orchestra: EKL 291, 7502.

Orchestra: EKL 5001, 7502.

Orchestra: EKL 5003, 75003.

Orchestra: EKL 5004, 75004.

Esperanto Disk

Various Artists—Viva Sueil on Esperanto 1001 M

Eurorocks

John Giardino Orchestra—Fascinating Green (Fricot Fields): ELP 314 (M)

John Giardino Orchestra—Bouchali—EPL 112 (M)

Vilnius National Chorus and Soloists—Ceremonial Music of Lithuania. ELP 152 (M)

Ed Zavazsky Orchestra—Polish Ebers (Display Polish): ELP 112 (M)

Everest

Patti Avis—Reflections: 2020, 1220

Melvin Edy—Of You: 3197, 9006, 8001

Gloria Lynne—Blues for Ed: 2020, 1220

Annie Ross—A Handful of Songs: 2020, 1220

Brown Reps Two Artists

MEMPHIS— Ray Brown, National Artists Association, signed as booking agent last week for John Wilkin, 18, (Ronny of 'Ronny and the Daytons') and Bill Pursell, piano artist who records for Columbia.

Wilkin is the son of well-known Nashville song writer Mrs. Mary Wilkin. Young Wilkin, however, will not work full time. He enters New York University in September. Brown is forming a new corporation so he can also be Pursell's personal manager. Brown is booking him for concerts, including appearances with symphonies elsewhere.


‘Beatlejazz’ LP

NEW YORK—ABC-Paramount Records has gone on the Beatles kick with a "Beatlejazz" album with the Bob Hamner band. The LP features jazz musicians who perform instrumental versions of Beatles material done in Beatle style.

Brown Reps Two Artists

MEMPHIS—Ray Brown, National Artists Association, signed as booking agent last week for John Wilkin, 18, (Ronny of 'Ronny and the Daytons') and Bill Pursell, piano artist who records for Columbia.

Wilkin is the son of well-known Nashville song writer Mrs. Mary Wilkin. Young Wilkin, however, will not work full time. He enters New York University in September. Brown is forming a new corporation so he can also be Pursell's personal manager. Brown is booking him for concerts, including appearances with symphonies elsewhere.


‘Beatlejazz’ LP

NEW YORK—ABC-Paramount Records has gone on the Beatles kick with a "Beatlejazz" album with the Bob Hamner band. The LP features jazz musicians who perform instrumental versions of Beatles material done in Beatle style.
CURRENT #1 SINGLE IN ENGLAND!
OVERNIGHT SENSATION IN THE U.S.!

MANFRED MANN
DO WAH DIDDY DIDDY!!!

WATCH ASCOT TAKE OFF!!

distributed by United Artists Records
BREAKOUT SINGLES

**NATIONAL BREAKOUTS**

<table>
<thead>
<tr>
<th>Song</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>OH, PRETTY WOMAN</td>
<td>Ray Orbison, Monument 831</td>
</tr>
<tr>
<td>SAVE IT FOR ME</td>
<td>4 Seasons, Philips 40228</td>
</tr>
</tbody>
</table>

**REGIONAL BREAKOUTS**

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

<table>
<thead>
<tr>
<th>Song</th>
<th>Artist</th>
<th>Market</th>
</tr>
</thead>
<tbody>
<tr>
<td>GOODNIGHT BABY</td>
<td>Butterflies, Red Bird 10-069 (Trin, BAM) New York</td>
<td></td>
</tr>
</tbody>
</table>

NEWS OF THE WORLD

Continued from page 28

CHICAGO

Ray Charles, Imogene Coca and her husband, King Donovan, helped this reporter make his radio debut, pinch-hitting for vacationing Sig Sakowicz on his noontime show from Drake's Mayor's Row (WIAQ). Last week, Bobby Garniss brought Ray Charles into the restaurant and did a double-take when he saw in sitting, a la Sie, behind the mike. Former Mercury creative service staffer Martha Powell joins the local offices of Art Talmadge's Musicor and Music Video labels. WIND's Bob Larson must feel pretty good about his deejay stint here. The ex-Milwaukee "Coffeehead" is moving to the near North Side. He's been commuting from the 90-mile-distant Beer City suburb for the past year.

KCA's Ralph Barlow returns Aug. 31 from an East Coast vacation. Singer's Fred Sipiora returns from a fishing expedition in Canada... Chicagoan Harriette Blake is introducing her first record on Music Voice ("On the Street of Memories") and is off on a promotional tour of the Midwest. And it's bouquets for Dick LaPalm, whose creative Chess-Checker advertising campaign has become one of the most talked-about things on record row... Sandy Harbin, former Dot Records promo rep, has joined the Seeburg sales staff.

He's covering the South out of Nashville... And congratulations to Frank Holmfield, one of our favorite people, who joins Bombay Records here in an artist promotion capacity. Frank is the former owner and founder of the famed Blue Note... Small Fry Sales, Kent Beauchamp's new firm, has been named national sales agency for Storytime Records. He's working on the firm's new children's line... Nick Birn

SWEDEN

Paul Anka is touring Sweden for two weeks. He's staying two days in Stockholm at Grana Lund. He plans to record an LP album in a Swedish Folk Tune, Sammy Cahn is with him. Jerry Williams with his Violents are at the Star Club in Hamburg. Jerry is preparing a visit to the States in the fall.

In Hamburg he will make his new LP albums for Sonet label, to be released in the German market... "Salt and Boogie" is the new title for some Swedish pop stars, Ove Thorslund and Anita Lindhblom, Bobby Angelo from England, now on tour in Sweden, singing "Baby-sittin'", and the new "Staying Up Late.... Bill Evans is at the Golden Circle, Stockholm, making a tremendous success. On his latest LP album, with Stan Getz he plays a Swedish tune, which Stan thought was an old folk song, "Ack Varmelund skona. Actually it is new, done by the promising and talented composer Lars Johnsson, who is also one of the best jazz trumpeters in Scandinavia. His publisher is AB Sonora Musikforlag. The tunes title is "Furants vals" (Grandpa's Waltz). The pop star Anne Louise Hanson, will be introduced in the States with her record, "Ding, Ding." She is with the same company (Morten Wiborg, US Malmgren, LEif Matteson). CANADA

Top jazz rooms in Toronto and the big-name, high-priced talent during the summer and digging economical up screening or local names. The Friars had Carolyn Tyler in for two weeks from the Bob Crosby Big Band. Gus Mancuso Trio who recently split with Joe Williams after two years Canadian and U.S. release of Miss Tyler's only album is still being screened, but airplay by top jazz deejay Phil MacKellar of CKFJ, brought out a good crowd at her opening. After this date Mancuso and his trio head for a Capital, re West Coast, backed by a big band of top jazz personnel.... The

NOTICE

JOY/SELECT RECORDS will not be responsible for the disappearance of these albums from any distributor's, dealer's or rack jobber's shelf and/or browser box...

THE MATYS BROS.
Beer - Pretzels - Music - Fun

BOBBY WOOD

THE BRANDYWINE SINGERS

JOY/SELECT RECORDS, INC. --
Radio Play, Distributors' Promotion and Sales on these three New Releases...

...All the help we can get will be appreciated and held in strict confidence.

**NEWSPAPER OF THE WORLD**

- Feature from page 20

**ROMO**

Final competition of Festivalbar will take place at resort of Asago in Province of Vicenza Aug 25. . . . Minn sings both in English and Italian on her first R-F I.P. to be released at the end of the summer season.

Arrangements are by Augostino Martelli, who conducts the orchestra. . . . Bobby Solo appears to be joined in San Remo. He had a harrassed throat when he sang 'A Tear on Your Face,' has eventual 1250,000 seller.

Golden disk awarded by Bagni di Lucca on basis of early summer record sales found Pepino Di Capri in first place. Runners-up in order were Gianni Morandi, Adriano Celentano, Fred Frangione, Minn, Edwardo Vianello, Bobby Solo and Los Marcellos Perale. Voci del Padre beat the seven LP's issued in Italy by Ray Charles when he made his solo appearance in country at Viscigotto resort. . . . RCA's Giuseppe Oronzo has been promoted to Consigliere Delegato, a post equal to president in a U. S. company. He will also continue as director-general of RCA Italiana. He just completed a three-day visit to New York for international meetings. . . . Lucia Albieri has just received the 'My Guy,' with the Italian translation of 'I Won't Forgive You Again.' Original version by Mary Wells is distributed by Durium . . . All participants in Taormina "Songs in the World" at Kursaal have been honored with a golden symbol because of their participation in 1964 event.

**KIT MORGAN**

(Continued on page 42)

**STATIONS BY FORMAT**

- Woodin, 2113 N. Charles St., Balt. 18.
- WWIT-FM: public service. 9-9 p.m. M-F.
- KFSC: with Kitty Branch, Exec. VP & Gen'l mgr., H. Shelton Earp. Program dir., Larry Dean. Records should be directed to Larry Dean, 1119 N. Charles St., Balt. 1.

**WANTED**

Radio Play, Distributors' Promotion and Sales on these three New Releases...

...All the help we can get will be appreciated and held in strict confidence.

**KEEP HER OUT OF SIGHT**

(Lenoir Gilbert)

**I DON'T WANNA MAKE YOU CRY**

(L. Scott & Rags)

**JOANNA**

(Calendar Last)

**IN THE NIGHT OF TIME**

(L. Scott & Rags)

**ANSWER ME MY LOVE**

(Billy Lee)

**THE FOUR COINS**

(A & R Good e)

**39**
**R&B D.J. ROUNDUP**

**FLOYD BROWN—WYNY, CHICAGO**
- Biggest Chart Jumper
- STEAL AWAY—Jimmy Hughes, Fame
- Hit of the Week
- BABY I NEED YOUR LOVING—Four Tops, Motown
- Top Blues
- LET ME LOVE YOU—R. B. King, Kent
- Top Instrumental
- HAY STREET—Browder T. & M.G.'s, Stax

**CHATTY HATTY—WGV, CHARLOTTE, N. C.**
- Top Sales Action
- QUIET PLACE—Garrett Minnis, U.A.
- FUNNY—Joe Hinton, Backbeat
- C'MON & SWIM—Bobby Freeman, Autumn
- Billboard Charles This Week
- LOVER’S PRAYER—Wallace Brothers, Sims
- SELFISH ONE—Jackie Ross, Chess
- MERCY MERCY—Don Covay & Goodtimes, Rosemarc.
- Growing
- I WANNA THANK YOU—Enchanters, Warner Bros.
- BIG HILL IN ATLANTA
- A HOUSE IS NOT A HOME,YOU'LL NEVER GET TO HEAVEN—Donnie Warwick, Scepter

**ROCKY GROOVE—WWR, NEW YORK**
- Solid Sales Hits
- FINGERS—Joe Hinton, Backbeat
- BREAK AND BUTTER—Newbeats, Hickory
- LET ME LOVE YOU—Brothers, Hickory
- MERCY MERCY—Don Covay, Rosemarc.
- BABY, I NEED YOUR LOVING—Four Tops, Motown
- THERE'S ALWAYS SOMETHING THERE TO REMIND ME—Lou Johnson, Big Hill
- BOTH SIDES—Donnie Warwick, Scepter
- Starting WELL
- THAT'S WHEN THE CRYING BEGINS—Kip Anderson, ABC
- I JUST DON'T KNOW WHAT TO DO WITH MYSELF—Tommy Hunt, Scepter
- WWR! Picks for Hits
- Tamla-Motown soul sweetie-pieces: Carolyn Crawford; Eddie Holland, Jimmy Ruffin, Marion & the Vandellas

**FAT DADDY JOHNSON—WSID, BALTIMORE**
- Picks
- HEARTBREAK—Doe Clark, Constellation
- GOODNIGHT—Butterflys, Reedfield
- Top Tune To HAVE A LITTLE SYMPATHY—Marvelettes, Tamla
- Breakouts
- THERE ALWAYS SOMETHING THERE TO REMIND ME—Lou Johnson, Big Hill
- THE CLOCK—Baby Washington, Sue—Top 20
- I'LL ALWAYS LOVE YOU—Dizzy Gillespie, Motown
- OPPORTUNITY—Jewels, Dinension
- WOULD I BE MERRY—Jerry, Tennant, Kent
- FUNNY—Joe Hinton, Backbeat—BIG—BIG—BIG
- DADDY'S IN STREETS—Larry & the Vandellas, Tamla
- C'MON & SWIM—Bobby Freeman, Autumn—Big here
- MERCY MERCY—Don Covay, Rosemarc.
- OVER AND UNDER—Wallace Brothers—Very big
- SHOW ME YOUR MONKEY—Kenny Hamber, Dejac

**BURKE JOHNSON—WAKO, ATLANTA**
- Top 15 includes
- HEY GIRL DON'T BOther ME—Tams, ABC
- LOVER'S PRAYER—Wallace Brothers, Sims
- QUIET PLACE—Garrett Minnis, U.A.
- C'MON & SWIM—Bobby Freeman, Autumn
- THANK YOU BABY—Shirelles, Scepter
- 20-YEAR-OLD MISTRESS—Vernell Hill, Tuff
- THAT'S WHEN THE CRYING BEGINS—Kip Anderson, ABC
- Picks
- LA DE DA (I LOVE YOU)—Inez Foxx, Symbol
- LONG HAIRDED DADDY—Vernell Hill, Tuff

**PRINCE RICHARD—WAC, NASHVILLE**
- Picks
- OH LORD WHAT ARE YOU DOING TO ME—Big Maybelle, Scepter
- A SLEEPING DAUGHTER COMES TWEARS—Wendy Rene, Stax
- Top Hits
- LOVER’S PRAYER—Wallace Brothers, Sims
- I WANT TO THANK YOU—Otis Redding, Volt.
- THAT'S HOW STRONG MY LOVE IS—O. V. Wright, Goldwax
- Starting Strong
- THAT'S WHEN THE CRYING BEGINS—Kip Anderson, ABC
- SHOW ME YOUR MONKEY—Garrett Minnis, U.A.
- LOVE COMES AND GOES—Roscoe Shelton, Simp
- GET TELL RAINING WITH MY M.M.—Misty Collier, Chess
- MY HEARTACHE—Art Grayson, Four Corinors
- Top Act
- JOE HINTON, Jackie Ross, Dionne Warwick

**SIR WALTER—WAMO, PITTSBURGH**
- Action
- CANDY TO ME—Eddie Holland, Motown
- Pick
- IN MY HEARTACHE—Art Grayson, Four Corinors
- Selling
- LA DE DA (I LOVE YOU)—Inez Foxx, Symbol

**Cap Eyes**

**Jazz Mart**

**NEWSPAPER**

**HOLLYWOOD**—"Capitol appears determined to make a dent in the jazz market," writes an L.A. Times critic, who just finished recording the label’s newest jazz artist,カルロス・カンノン(Hollander) Adairley.

Adairley, formerly a recording artist for Riverside, whose future appears dark.

The saxophonist is the latest in a long list of jazz names join ing Capitol in recent months.

The new jazz artists are pianists, trumpeters, a trombonist and a drummer.

"Riverside," owned by Leed Shifflet,... Trumpeter Miles Davis lost his appeal to the American Federation of AFM and board has now to pay WIDAS deignge George Woods $10,693.06 for several shows he missed during Christmas week in 1961, staged by the Upstairs Theater. The AFM originally ruled Davis owed WIDAS $8,000 for not making the shows...

Local maestro Jules Binen is now adman for the Record Archive label, and is touring Yoko Sato, Japanese he... discovered touring the Orient ear lier this summer...

William Honey Agency here takes over the bookings for the nearby Barn Art Center at Riverside.

- **DAVE DIXON—KATZ, ST. LOUIS**
  - Big
  - 20-75—Willie Mitchell, Hi
  - Gaining
  - LILY LOU—Dorrie Dibert, Gateway
  - Picks
  - GOTTA KEEP ROLLIN'—Roscoe Gordon, Old Town
  - IT HURTS TO BE IN LOVE—Betty Everett, Vee JAY
  - YOU'VE GOT IT—Johnnys Williams, Kent

- **JOHN HARDY—KJA, SAN FRANCISCO- OAKLAND**
  - Smash
  - PORK CHOPS—Jimmie Smith, Blue Note
  - Picks
  - WHAT KIND OF LOVE IS THIS—Little Milton, Chess
  - SWIMMING—Tony Burff, Soul
  - ALL THAT'S GOOD—Fistlas, Old Town

- **GEORGE WOODS & JIMMY BISHOP—WDAS, PHILA.**
  - Giant
  - I WANNA THANK YOU—Enchanters, Warner Bros.
  - Very Big
  - JAMAICA S.KA—Ska Busters, Atlantic
  - BABY I NEED YOUR LOVING—Four Tops, Motown
  - Breakouts
  - TRIGGER CHILD—Barbara Mason, Crusader
  - MERCY MERCY (People Ask for HAVE MERCY)—Don Covay, Hound Dog Taylor
  - I JUST DON'T KNOW WHAT TO DO WITH MYSELF—Tommy Hunt, Scepter
  - Picks
  - ROCK ME, BABY—Dionne Warwick, Scepter
  - STRONG CALLS—YOU NEVER GET TO HEAVEN—Donnie Warwick, Scepter
  - CANDY TO ME—Eddie Holland, Motown

- **FRED HANNA—WAME, MIAMI**
  - Picks
  - MERCY MERCY (People ask for HAVE MERCY)—Don Covay, Hound Dog Taylor
  - LAST NIGHT—Jr. Parker, Duke
  - SINCERELY—4 Seasons, Vee JAY
  - GET TELL RAINING WITH MY M.M.—Misty Collier, Chess
  - Top Instrumental
  - SOUL DRESSING—Booker T. & MG's, Stax
  - Top Blues
  - LET ME LOVE YOU—B. B. King, Kent
  - THAT'S HOW STRONG MY LOVE IS—O. V. Wright, Goldwax
  - Hits
  - YOU NEVER CAN TELL—Chuck Berry, Chess
  - I JUST DON'T KNOW—Tommy Hunt, Scepter
  - TROUBLE IN MIND—Jimmie Rushing, Atlantic
  - LET ME LOVE YOU—B. B. King, Kent
  - DIONNE WARWICK
  - BABY I NEED YOUR LOVING—4 Tops, Motown

**Not New R&B Releases**

**MODERN GOTHIC**

**EVERYBODY NEEDS SOMEBODY**

**JUST GIVE ME A CHANCE**

**I'M ON THE MOVE**

**HOW'S THINGS WITH YOU**

**GOIN' CRAZY OVER T. V.**

**LOVE ME BABE**

**N. J., and brings in Mel Torme and Errol Garner for weekend dates.**

**HOLLYWOOD**

**SOUTHERN RHYTHM & BLUE**

**BILLBOARD**, August 27, 1964
RAYMOND PEPE, Hi-Fi Leader, Is Dead at 52

HOLLYWOOD — The high fidelity industry last week mourned the sudden death of Raymond V. Pepe, 52, board chairman and past president of Hi-Fi, Inc., and executive vice-president of James B. Lansing Sound, Inc. Funeral services were held here on Tuesday (18) and were attended by the industry's foremost leaders. Pepe succumbed to coronary thrombosis on Saturday (15). He was one of the high fidelity industry's leading statesman, and is remembered as the key force in elevating the status of retailers in the components field. He was instrumental in establishing the term "audio specialist" for hi-fi retailers. He was elected chairman of the board of the Institute of High Fidelity, the high-music manufacturers' association, in 1945.

Pepe had served for two consecutive two-year terms as the Institute's president. During his administration, he established an industry-wide advertising campaign for the hi-fi industry. Pepe also pioneered the expansion of the international market for American-made hi-fi components.

Motorola Adds to Line; 12-Inch Model on Way

CHICAGO — Motorola has added a new 12-inch black and white portable TV sets to its 1965 line and announced plans to introduce a 12-inch "small-screen" Cadet model by late in 1966. Sales of the new models will be handled by S. R. (Ted) Herkes, Motorola's divisional vice-president and general manager, said that pricing and other details of the small portable have not been completed, but it will be of a "unique design."

The new 19-inch portables are being labeled Clipper models Model 19BP100 replaces model 19BP101 as the leader and carries a manufacturer's suggested retail price of $1,495. This unit is available in a two-tone Saddle Brown cabinet with a Cloud Gray front.

Sound Out Front
Sound quality and top controls are in full view. The new model has a recessed handle and a recessed display with a corresponding indicator for both VHF and UHF, as well as take-up cord brackets on the back.

Admiral Introduces Color Tube

CHICAGO — The Admiral Corporation has announced the decision to produce its own color TV tube was based on an industry profit squeeze.

Vincent Barreca, Admiral president, said that the list price of color sets was cut back in 1963 with further cuts last March, and that the industry was not making something to indicate for both VHF and UHF, as well as take-up cord brackets on the back.

Admiral's headquarters here is being revamped for color tube production. Pilot operations are expected to begin by 1965.

FM Spur Equipment Boom in Japan

A year later, the figure rose to 10.8 for stereo phonographs and 88.7 per cent for TV. By August of 1963, the figures jumped to 12.1 per cent stereo and 91.2 per cent TV.

Consumer taste in stereo rose the gain from $50- and $100-economy models to $100 sets at $300 or more. Bigger sets are in the $100-$200 category with specific model pegged at $140 leading the field. Many of the high-class has been research and Gar- chord changes and FM multiplex attachments. Completely transistorized stereo sets are also beginning to make their appearances.

Production Up

Cardigans are also being constantly improved. According to the Japan Electronics Industries Association, the estimated production of stereo phonographs in 1964 hit an all-time high of 1,300,000 sets (all types). The figure was 922,000 in 1963 and 940,000 in 1962. The number of stereo sets produced in the January to April period this year was 276,144, 1,172,709, 209,796 in the same period last year. Average monthly production this year has been 69,000 compared to 52,000 a year ago. The figures represent an increase of 33 percent.

MINNESOTA MINING'S REVERE-WOLLEN-SEKAI division is offering a set of its $42 stereo speakers to dealers at half price when purchased with one at the regular dealer price. The special arrangement includes 12 watts of output and meet have a frequency response of 60-15,000 cycles.

MATCHED SPEAKERS BY 3M

By J. FUKUSHI

TOKYO—With formal licensing of FM stations around the country increasing, the demand for stereo phonographs is rising sharply. This is despite normally slow sales for this time of the year.

Stereo sales show a gain of from 30 to 40 per cent over last year, and virtually all major phonograph companies are conducting all-out sales campaigns. Chief among these are: Nippon Columbia, Nippon Victor and Matsushita Electric.

In anticipation of the expected inauguration of FM broadcasting, all stereo consoles are required to have FM multiplex built in or have a terminal for a multiplex adapter attached.

No Tax Hike

Another factor contributing to the increase in stereo sales is the news that the current 10 per cent tax will not be upped for another two years—until March 1966.

At present, only two FM stations are operating in Japan and these are on a test basis—NHK-FM and TOKAI-FM. However, the Japanese government reports more than 100 applications for FM licenses filed to date.

Speculation is that about four or five FM stations
Self Service Tape Department Sells Phonos for Hi-Fi Dealer

G. E. Boivs Phono-Viewer for Kids

UTICA, N. Y. — A unique photograph-film strip viewer aimed at the children's educational and entertainment market is being introduced by General Electric. Called Show 'N Tell, the device combines a four-speed phonograph with an 11-inch slidefilm viewer.

General Electric is also introducing a series of Picturworld programs for use with the device. Each program consists of a seven-inch disk and a mounted film strip.

Played together on the Show 'N Tell, they show and tell a complete story with full-page pictures changing automatically in times ranging from 29.95 cents.

SHOW 'N TELL

suggested price of 99 cents. A library of five programs carries a price of $4.50.

Viewer and programs will be available Oct. 1 through General Electric's normal channels.

(Continued on page 44)

GROWING LIKE A GIANT!

"LAST KISS"

J. Frank Wilson and the Cavaliers

Saw it in Billboard

Scott Bow's New Speaker

TECHNICAL PRODUCTION

TV Product in Age of Evolution

By DAVID LACHENBRUCH

Contribution Editor

The TV set industry finds itself in an era of uneasy prosperity. Much as some people would prefer not to face them, vastly significant changes are taking place. And the competition in the TV market is undergoing the biggest product revolution since the start of TV itself.

For many years, the industry operated innovation, and was relatively content to feed the replacement and new-set markets about six million sets a year. That was a favorite game to predict that some day there would be an "eight-million" year, a "nine-million" year, or even a "ten-million" year. Of course, it was obvious all along that there could never really be a nine- or ten-million year, with the production industry pushing at the time. You could tell the new sets from the old models only if you read the model number. Color was a "someday" thing that eventually would be "perfected" by a breakthrough in someone's lab (preparing an all-white military contract), and the Japanese were pretty good at making transistor radios, but they could never compete on the U.S. market with their TV.

The awakenings have been rude, indeed, and this year the industry is drugging itself—keeping its eyes closed—when it should be looking toward the fabulous never-never land of 10 million sets. This year's first half sales were at an annual rate of 8.8 million black-and-white and 1.2 million color sets.

Television is a gigantic game which may be described as "follow (and curse) the leader." RCA went it virtually alone for many years in publishing color, and many of its competitors having been burned, or somewhat singed, in the early color market—looked on that company or some kind of set. When Zenith finally became convinced that the time was ripe, it came into the market and the rest of the mob followed. Mostly, they apologized for it, and said they were offering color only so their dealers could show a full line.

RCA's new low list price of $399.95 for its color leader last May was greeted with howls, hoots and boos by much of the industry, since at the same time RCA's competitors fell all over themselves to come down and beat this price.

But the industry had been on notice for a couple of weeks ago, when Admiral—the company which was first to reduce color prices—announced it was going into the color stereo tube market. Admiral's announcement said "a major factor in the company's decision to produce its own picture tubes was a profit squeeze on color sets that began with the announcement of lower retail prices in May 1963, and was repeated last May with no corresponding decrease in picture tube costs." The announcement would appear to indicate Admiral was caught in a profit squeeze of its own making.

Actually, Admiral's color price reduction, and RCA's color price reduction, and everybody else's color price reduction, have considerably broadened the market for color, as increased the sales of $500 and $600 sets as well as bringing color down into the $400 bracket.

There are the other end of the TV spectrum. Back in 1962, much of the American TV industry was snorting and chortling at the attempts of the Japanese to break into the U.S. market. The Japanese obviously were on the wrong track. They were exporting little TV sets, when everybody knows that Americans insist on big ones. "We tried the little ones a couple years ago, couldn't sell them," was the reaction of the American industry.

When it became obvious that the Japanese television sets were really on the market, everybody, the industry was divided. Do you try to beat them at their own game with your own sets, and try to create a market for more Japanese sets, or do you ignore them in hopes they'll give up? One company — General Electric — made the decision to try to beat them with an 11-inch set priced at $999.50. By the end of the year, almost every major U.S. TV manufacturer will be on the market with television. Some are almost apologetic about selling as they were about color.

As close as we can figure, about 50 per cent of the American TV dealers are refusing to push television because of low profit margins. They claim television is a losing proposition, and there's no evidence that this is true. Nobody is going to buy a smaller set than he really wants, and if he wants an 8-inch console, why buy his set from the dealer who offers it to him. If no American manufacturer, may he die with the hope of building a market for Japanese sets, or do you ignore them in hopes they'll give up?

One company — General Electric — made the decision to try to beat them with an 11-inch set priced at $999.50. By the end of the year, almost every major U.S. TV manufacturer will be on the market with television. Some are almost apologetic about selling as they were about color.

As close as we can figure, about 50 per cent of the American TV dealers are refusing to push television because of low profit margins. They claim television is a losing proposition, and there's no evidence that this is true. Nobody is going to buy a smaller set than he really wants, and if he wants an 8-inch console, why buy his set from the dealer who offers it to him. If no American manufacturer, may he die with the hope of building a market for Japanese sets, or do you ignore them in hopes they'll give up?
Guitar Sales Climb In United Kingdom

BY ANDRE DE VEKEY

LONDON—Guitar sales in the United Kingdom are booming—not unlike the U.S. where the fretted instruments are enjoying unprecedented popularity (Billboard, July 18).

Not only record stores, but electrical, photographic and department stores are starting to order guitars for their customers. Although wholesalers still prefer to move guitars through traditional music store outlets—especially where branded instruments are concerned—other stores are being utilized more and more to cover territories where music stores do not exist. The last big guitar boom occurred in 1957 during the so-called rock 'n' roll era and since then some firms have increased their sales by as much as 400 per cent. Since, one of the big musical instrument manufacturers, told Billboard this week, its guitar sales for the first half of 1964 were 40 per cent over the same period in 1963. Sales of high-priced instruments have increased by over 80 per cent.

Indications of the increased demand for fretted instruments is the fact that for the first time, a leading wholesaler ran out of his 1963-64 stock. It was the first time since he had been in business that such a thing ever happened. A check of the industry today shows that demand is still well ahead of supply and the trade expected it to continue that way for some time.

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 (erald) that also sell phonographs, radios and/or tape recorders. A different price group is published in the space each week. Each category appears approximately every 14 weeks.

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

<table>
<thead>
<tr>
<th>POSITION</th>
<th>THIS WEEK</th>
<th>LAST WEEK</th>
</tr>
</thead>
<tbody>
<tr>
<td>BRAND</td>
<td>% OF TOTAL POINTS</td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>Decca</td>
<td>29.3</td>
</tr>
<tr>
<td>2</td>
<td>Masterwork</td>
<td>12.6</td>
</tr>
<tr>
<td>3</td>
<td>RCA Victor</td>
<td>10.3</td>
</tr>
<tr>
<td>4</td>
<td>Voice of Music (V-M)</td>
<td>5.4</td>
</tr>
<tr>
<td>5</td>
<td>Capitol</td>
<td>4.7</td>
</tr>
<tr>
<td>6</td>
<td>Symphonic</td>
<td>4.1</td>
</tr>
<tr>
<td>7</td>
<td>Webcor</td>
<td>4.0</td>
</tr>
<tr>
<td>8</td>
<td>General Electric</td>
<td>3.8</td>
</tr>
<tr>
<td>9</td>
<td>Others</td>
<td>2.8</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 that the above ranking applies for previous issues for this category and do not happen to merit a listing above in other areas. Where available, the figures are given in parentheses.

THE ADVERTISING LOG

(JANUARY THROUGH JUNE, 1964)

Next publication in the field:

BILLY'S THE ADVERTISING LOG

Pages of PAID advertising during first six months of 1964 (excluding all exchange ads, re-runs due to typos, etc.)

814.6 An increase of nearly 8% over the same period last year.

NEXT PUBLICATION IN THE FIELD

TOTAL pages of advertising during the first six months of 1964 . . . (NOT EXCLUDING re-runs, etc.)

714.8 A decrease of nearly 21% under the same period last year.

Billboard's consistent advertising leadership in both space and dollars is no accident... it is not because we use pink rate sheets or brush with Crest after every meal.

It's because Billboard can deliver the kind of "verified" facts and figures that modern business operations demand when making an investment of hundreds or thousands of dollars.

It's because Billboard's ABC AUDITED circulation figure includes NO copies being "thrown on the lawns" . . . but guarantees an advertiser his message will reach over 20,000 people throughout the world who have PAID to see it.

The second publication in the field lists only half that number who have paid to see their publication and lists another five thousand who get it whether they want it or not. The free distribution is included in their circulation figure to you . . . as though "received" means "read."

We believe that only "PAID FOR and received" means "read."

If half of YOUR advertising investment is being "thrown on the lawns" . . . put your money where more than 20,000 readers (potential customers) have put theirs—in

The ONLY ABC Audited publication for the music-record industry.
HELP WANTED
MANAGER WANTED FOR NEW ROCK & ROLL MAIL ORDER and record store. Excellent opportunity for a qualified record store operator. Send resume and qualifications to Silver Dollar Records, 15 East 14th Street, New York, N.Y. 10003.

HELP WANTED
MANAGER WANTED FOR NEW ROCK & ROLL MAIL ORDER and record store. Excellent opportunity for a qualified record store operator. Send resume and qualifications to Silver Dollar Records, 15 East 14th Street, New York, N.Y. 10003.

HELP WANTED
WANTED: ACCOUNTS RECEIVABLE. 6 mos. experience with retail or wholesale. Reply{Name}, 146 E. 45th St., New York, N.Y. 10017.

HELP WANTED
WANTED: ACCOUNTS RECEIVABLE. 6 mos. experience with retail or wholesale. Reply{Name}, 146 E. 45th St., New York, N.Y. 10017.

HELP WANTED
WANTED: ACCOUNTS RECEIVABLE. 6 mos. experience with retail or wholesale. Reply{Name}, 146 E. 45th St., New York, N.Y. 10017.

HELP WANTED
WANTED: ACCOUNTS RECEIVABLE. 6 mos. experience with retail or wholesale. Reply{Name}, 146 E. 45th St., New York, N.Y. 10017.

HELP WANTED
WANTED: ACCOUNTS RECEIVABLE. 6 mos. experience with retail or wholesale. Reply{Name}, 146 E. 45th St., New York, N.Y. 10017.

HELP WANTED
WANTED: ACCOUNTS RECEIVABLE. 6 mos. experience with retail or wholesale. Reply{Name}, 146 E. 45th St., New York, N.Y. 10017.

HELP WANTED
WANTED: ACCOUNTS RECEIVABLE. 6 mos. experience with retail or wholesale. Reply{Name}, 146 E. 45th St., New York, N.Y. 10017.

HELP WANTED
WANTED: ACCOUNTS RECEIVABLE. 6 mos. experience with retail or wholesale. Reply{Name}, 146 E. 45th St., New York, N.Y. 10017.

HELP WANTED
WANTED: ACCOUNTS RECEIVABLE. 6 mos. experience with retail or wholesale. Reply{Name}, 146 E. 45th St., New York, N.Y. 10017.

HELP WANTED
WANTED: ACCOUNTS RECEIVABLE. 6 mos. experience with retail or wholesale. Reply{Name}, 146 E. 45th St., New York, N.Y. 10017.

HELP WANTED
WANTED: ACCOUNTS RECEIVABLE. 6 mos. experience with retail or wholesale. Reply{Name}, 146 E. 45th St., New York, N.Y. 10017.

HELP WANTED
WANTED: ACCOUNTS RECEIVABLE. 6 mos. experience with retail or wholesale. Reply{Name}, 146 E. 45th St., New York, N.Y. 10017.

HELP WANTED
WANTED: ACCOUNTS RECEIVABLE. 6 mos. experience with retail or wholesale. Reply{Name}, 146 E. 45th St., New York, N.Y. 10017.

HELP WANTED
WANTED: ACCOUNTS RECEIVABLE. 6 mos. experience with retail or wholesale. Reply{Name}, 146 E. 45th St., New York, N.Y. 10017.

HELP WANTED
WANTED: ACCOUNTS RECEIVABLE. 6 mos. experience with retail or wholesale. Reply{Name}, 146 E. 45th St., New York, N.Y. 10017.

HELP WANTED
WANTED: ACCOUNTS RECEIVABLE. 6 mos. experience with retail or wholesale. Reply{Name}, 146 E. 45th St., New York, N.Y. 10017.
BULK VENDING news

AMCO SANITARY VENDOR

The finest for Vending Flat Pack Products
10¢, 25¢ and 50¢ Operation

AMCO Vending Systems
Exclusively home packs up to 50¢. "No Touch" mechanism can return when machine is empty. Reasonable coin box rate coin box.

Details and Prices Write, Wire, Phone Today.

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, INC.

J. SCHOENBACH
Factory Distributor of AMCO and other Vending and Dispensing Machines. Berks. 25¢ and 50¢ Machines.

Everything the Vending Industry Needs. ACCESSORY ITEMS AVAILABLE.

715 Lincoln Place, BROOKLYN 16, N. Y., Phone 2-9980

HEADQUARTERS FOR
Northwestern SUPER 60

Capsule Vendor
- No Breaking
- No Crushing

The ultimate in quality Capsule Merchant. Northwestern Vends any item which can be placed in a Capsule:
3¢, 10¢ and 25¢.

Call "HUTCH" Today for further information. Ask what your bulk vending requirements might be...we can help you!

A complete stack of machines, merchandising, parts and supplies is always available.

Write for complete list of prices.

H. B. HUTCHINSON, JR.
Southwest Warehouse for
Leot Brand Goods
1674 W. Decatur Rd., H. E.
Alhambra 7, California

Eppy Reports
Collections Up
For Summer

NEW YORK — Bulk vending collections, normally high in summer, have been returning better than usual this year according to George Eppy, head of Eppy Vendors, Inc.

Eppy said that display cards now provided by all the machine manufacturers have a lot to do with the increase.

Other factors, of course, are the Beatle and rock-and-roll charms which are still popular with the teenagers.

Eppy said his firm has just bought a shrink-pack machine for packaging charms on display cards.

He also announced that the Li & Long Company, Salt Lake City, has been named Utah distributor.

Pacific Potter

The Feldmans at Acme Vending are planning a long weekend over Labor Day. Acme will be closed Friday, Sept. 4, and reopen closed until Tuesday morning, Sept. 8. Lew Feldman and his wife, Gloria, will spend the weekend at the Islander, on Mission Bay near San Diego,...

Eppy said his firm has just bought a shrink-pack machine for packaging charms on display cards.

Paul Price Bows
Cross, Crucifix

ROSLYN, N.Y. — The Paul A. Price Company has introduced its Crucifix and Cross series. The crucifixes come in gold and silver finishes. The Crosses come with either simulated jewel settings or jeweled.

The items may be vended in penny machines. With chains attached they are suitable for capsule vending.

Price also augmented his Scarf line this week with a new Painted Snake and Centipede. He said that five other new charm items will be released shortly.

Announcing the first and newest
NORTHEASTERN

How ready for Immediate Delivery: Holds 1,000 individually wrapped FLEERS DUBBLE BUBBLE GUM, the most popular in bubble gum. Wrappers include comics, fortune and premium redemption. Bulk loading. Other products soon available.

BIRMINGHAM VENDING COMPANY
500 Second Ave. North
Birmingham, Alabama
Phone: 210-7723

BULK VENDORS

Clear, in Good Working Order
Vender Topics, 1c, 2¢, 3¢.

Vender 700's, 1c, 2c, 4c.

Vender 1000's, 2c, 3c.

Vender Pen Machines.

Atlan 1c, 5c.

W. E. Model 45, 5c, 10c.

N. E. 1c, 2c, 5c.

N. E. Deluxe, 1c, 5c.

N. E. Ball type Stamp.

2c, 10c.

Silver Kings, 5c, Meks.

Schramm Ball type Stamp.

2c, 10c.

Silver Kings, 2¢, Meks.

Duffy 4-ex, Gum, 1¢.

Duffy 4-ex, Gum, 1¢.

One D/3 deposit on all C.O.D.

SEND PAYMENT IN FULL ON ALL ORDERS UNDER $20.00.

RAKE Coin Machine Exchange

1214 W. Grand Ave.
Chicago, Ill.
C Ester 6-4443

BULK VENDORS

NEW SELECTORAMA

BEAUTIFUL STORE WINDOW DISPLAY

To Nest Explore,

Learn why other operators find the SUPER 60 their favorite capsule source.

Getting The Northwesterner? It's a money maker. Ask us to give us a free demonstration.

Wire, Phone, Write, or Call.

CRAFF VENDING SUPPLY CO., INC.

2817 W. DAVIS ST.
DALLAS, TEXAS

Vending Headquarters for VICTOR

The Most Complete and Finest Line of Bulk Vendors

NEW SELECTORAMA

BEAUTIFUL STORE WINDOW DISPLAY

 Beautifull Store Window Display

Look In To See... It's a money maker. Ask us to give your store a free demonstration. We have a full line of bulk venders, coming and complete, and durable store-stand available for open or under counter sales.

W. E. Nelsen, Marketing Manager.

F. E. Nelsen, Marketing Manager.

Say You Saw It in "Billboard"

August 29, 1961 BILLBOARD 45
Kapp Move Bodes for Strong Diskery Participation in MOA

By AARON STERNFIELD

NEW YORK—Kapp Records will exhibit at the Music Operators of America convention to be held in Chicago's Hotel Sherman, Oct. 15-17. Kapp executive, said the label will push its Little LP line and introduce its Winner's Circle line, standards of 45 mun.

Kapp's participation assures MOA of its strongest record company participation since the late 1950's. The four majors—Capitol, Columbia, Decca and RCA Victor—have already signed up. Among the others already signed up are Colpix, Epic, Monument and Jay Jay.

Fred Granger, MOA executive director, returned recently from the West Coast where he spoke with officials from Dot, Vee Jay, Warner Bros., A & M, World Pacific, Everest, Crown, Circa and Era. Several of these officials said they would give Granger their answer in the next week or so.

In addition, the Record One-Stop Association will hold a meeting at the Sherman during the MOA show and will maintain a booth at the exhibit hall.

Industry forums, with representatives of record companies, concert producers and distributors and operating firms are in the works.

All this will probably add up to one of the most music-oriented and live-staged MOA shows in nearly a decade.

One of the reasons for the lacklustre aura of recent MOA conventions—the 1963 show excepted—has been the failure of record companies to participate.

Granger, W. Coast Brass Confer on MOA Program

CHICAGO — Fred Granger, executive director of the annual Music Operators of America, returned this week from a West Coast trip where he conferred with George A. Miller, MOA legislation chairman; Horace Land, MOA director from San Francisco, and several members of the Chicago Music Merchants Association.

The MOA officials discussed the format of the annual convention, to be held at the Sherman Hotel here Oct. 15-17. En route home, Granger visited Pete Geritz, MOA director from Denver, to plan a fall regional meeting for Colorado operators.

Granger purpose of Granger's West Coast trip was to line up record company support for the convention (see separate story). Three exhibitors—Kapp, Western Television Company and Tennessee Promotions, Inc.—signed up as MOA exhibitors this week.

Based on exhibitor support, the 1964 attendance could double last year's figure of 850.

Kapp Little LP Series on Way to One-Stops

NEW YORK—Kapp Records' first batch of Little LP releases—33 1/3 r.p.m., stereo discs prepared for the one-stop market by Kapp—were shipped to one-stops this week. Included in the first series are four Roger Williams seven-inch albums: "Maria," "For I am a Border Ruffian," and other titles.

YEARLY COIN MACHINE BURGLARY TOLL MAY HIT $500,000 MARK

By ELTON WHISENHUNT

MEMPHIS—Coin machine burglaries are at an all-time high. Music and game operators are being committed financially this year (at the estimated $10,000 per week) will reach $500,000.

The problem is one that plagued operators for years, but more so in recent years.

Theft Insurance

The first to recognize it is only one facet of a problem that has been growing. The facts: (1) damage to the machines; (2) damage to the machines; (3) you can't get theft insurance on coin machines.

Charles V. McDowell, vice-president and general manager of Southern Amusement Distributing Company, Inc., operator and distributor, said the situation was about as bad as he has ever seen it.

In placing the loss figure at $500,000, he added, "I don't think you can underestimate it." This problem is further enhanced because Police Commissioner Albert B. Smith said he is working short of police. They get such an increase in calls they don't have time to patrol properly.

This past weekend, Detective Chief Charles Young reported that two burglaries of vending machines broken into. In July, there were 79 coin machine burglaries.

Trouble for Police

Police Chief James C. McDonald said this one type of burglary was "causing more trouble than ever before."

In the recent weekend burglary the police were called to the scene and there were numerous dollars in the truck. The gang fled without trying to open a small safe bolted to the door of the truck and were also smashed and looted—causing the operator a repair headache.

Biggest haul was $225, at W.C. Lounge, said Young. The police were able to trace the track of $2 to $150. The average was above $100 per break-in.

Gang Action

Not all thieves are the type who "mess around."

Walter P. Grunewald, 26, route man for American Vending Company, was arrested last weekend at a nearby factory, with a gun and a lot of money. He was beaten and robbed by four youths who stopped him for a red light.

The gang took $12 from his huffer and several hundred dollars in the truck, from which they collected on his route. The gang fled without trying to open a small safe bolted to the door.
Trimount Celebrates 40th Anniversary

CANTON, Mass.—Some 400 well-wishers joined David S. Bond at the Blue Hill Country Club here recently to help the veteran Boston distributor celebrate the 40th anniversary of the founding of Trimount Automatic Sales Company.

Under brilliant blue skies, the guests golfed, swam and wandered in the spacious grounds, halting their outdoor activities at 5 p.m. for the cocktail party.

Nearly 400 sat down to a steak and lobster dinner. Since Trimount is a branch of Rowe AC Manufacturing and a division of Automatic Canteen Company of America, the heads of both these concerns had come to greet Bond in the persons of Patrick L. O’Malley for Automatic Canteen and Jack Harper for Rowe. They had flown in expressly for the occasion with Fred Pollak, vice-president of Rowe AC and Richard Gluck of Rowe in New York.

They were accompanied by Alvin Gottlieb of D. Gottlieb & Company and Hank Ross of Midway Manufacturing Company, both of Chicago.

Bond replied to all tributes by O’Malley, Harper and Gottlieb, expressing deep appreciation to all who had helped to make his 40th anniversary in the business such an outstanding success. "It has been an occasion which I shall long remember—a memory which I shall long cherish," said Bond. During the course of his remarks, O’Malley told how Bond, a Harvard College graduate, had entered the industry by way of a peanut vending machine and worked his company up to its present status as a leader in coin, vending and communications equipment in New England while at the same time having been responsible for the success of many local and national charities and civic organizations.

He told of Bond’s visits to Israel and his help to the people of that nation. "The congratulations from those in the industry whom Dave Bond has helped will be echoed by the thousands who have been indirectly aided through his many charitable activities," O’Malley said.

Among operators and others in the industry present were: Al Dolins, Hyannis; Lou Rosman, Medford; Dave Gropman, Natick; Bob Rome, Brookline; David I. Baker, Melo-Tone Vending Company, Somerville; Luke Levine, Boston; Dick Mitchell, Dick’s Records One Stop, Boston; Leo Grossband, Lynn; Saul Robinson, Paramount Movie, Boston; Arthur Sturgis and Harry Rubenstein, Automatic Music, Boston; Peter Pampoe, Milton; Ray Barker, Wayland Amusement, Wayland; W. J. Welkowski, Malden; Adolph Dugas Jr., Webster; Israel Specter, Boston; Bert Howell, Westwood; Sidney Wolf, Newton; Perry Lipson, Newiowne Amusement Company, Newton; Stephen Vieleck, Worcester; George Edney, Capital Music Company, Haverhill; Tom Libby and Al Jeffery, Haverhill, and Al Yurwicsier, Brockton.

From Maine came Martin Oliver, Portland; Joseph Assad, York Beach; Joe Ferris, Madison; Tom Yokides, Waterville; Al Sharpe, Pla-Mor Amusement Company, Portland; Edford Campana, Springvale; Romeo Rirard, Lewiston.

From New Hampshire were John Lazar, Manchester; Ralph Faretta, Concord; John Connor, Salem; Dino Donati, Manchester; Don Butler, Jaffrey; John Davis, Skowhegan; George Chandler, Rochester, and Dino Donati, Manchester.

From Vermont were Bill Arison, Chester; from Rhode Island were Leo Gershman, Triangle Music Company, Providence; Vincent Mazzucchi, A & M Music Company, Pawtucket; Rocco DeLuca and Tony Cinquegrana, State Music Company, Pawtucket; Chris Katagranis, Newport; George Simpson, Pawtucket; Bill O’Brien, Newport; Joe Almeda, Ace Music Company, Woonsocket; Ed Dyer, Providence; Anthony Joseph, Cranston, and Manuel Rodrigues, Cranston.

The affair was masterminded by Marshall Caran, assistant general manager of Trimount, with assistance from Irwin Margold, general manager. Sixteen veteran employees representing 322 years of service were honored.

MRS. MARION BOND receives the traditional bouquet, while Jack Harper, Rowe AC, says a few words.

ROSE GOLF TROPHY winners are Frank Marks, left, New London, Conn., and Louis Marselle, Providence, with Marshall Cars doing the honors.

GOLF TROPHY WINNERS Al Yurkowicze, left, Brockton operator, and George Simpson, center, Pawtucket, R. I., operator, get their trophies from Trimount’s Marshall Cars.

LINKS FOURSHIE are, left to right, Vern Sanborn, Lawrence, Mass.; Russ Ezicks, Trimount; Walter Stadnicki, Pawtucket, R. I., and Stan Legro, Pawtucket, R. I.

FEMALE FOURSHIE is Mrs. Fred Pollak, Mrs. Sam Gerace, Mrs. Dick Gluck and Mrs. Dave Bond.

TOP LADY GOLFERS were Mrs. Wilfred Borel, Auburn, Me., left, and Mrs. Al Yurkowicze, Brockton, Mass. Trimount’s Irwin Margold makes the presentation.
German Study Trips Popular With German Coin Leaders

By OMER ANDERSON

COLOGNE—For West Germany's coin machine industry, all roads lead to the United States.

An unusual or at least biennial study trip to America has become the indispensable status symbol for the successful German trade figure.

The prime pilgrimage this year is that organized by Verband der Deutschen Automatenindustrie (VDIA), in cooperation with the Walter Kahn travel organization, to the big U.S. trade conventions in Chicago in October.


The German trade conducted a similar tour to the U.S. in 1962. Participants will visit manufacturing plants, operator firms, and operator locations. The trip is being offered in 15- and 10-day versions, departing Frankfurt for New York on Oct. 12.

The tour will spend three days in New York and fly, on Oct. 15, to Chicago for a week.

(Continued on page 50)

BALLY

2 OR 1 CAN PLAY
loads of fun either way

Although designed with the strongest competitive play-appeal in the flipper class... combining slam-bang score-boosting action with "21" score-control strategy... 2 in 1 is also packed with single-player play-appeal. Single players can score Specials for high totals and also for 21, insuring plenty of solo play, plus biggest double-players, double-coins earning-power in recent years.

New tricky, teasing HOLD-SCORE feature

When a player is satisfied with his "21" score, he "stands" by pressing Hole Button before shooting each remaining ball. 5 Mushroom Buttons are then inactive for "21" score but continue as high-score targets. Top Rollers remain active for "21" score, unless player hits Skill-Ball to change Top Rollers from "21" to high-score targets. Sure-shooting skill is required to final split-second of play.

Get 2 great games in one!
Get Bally 2 IN 1 today!

ALL NEW E-Z FEATURES

Bally MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U.S.A.

EUROPEAN NEWS BRIEFS

German Bowler

MUNICH—Leonhart, a major European games producer, has just introduced a new bowling game—"Original Leonhart Kegler-Flip"—which aims at presenting the U.S. bowler in a familiar European format.

The miniaturized bowling game is Leonhart's first venture in this field. Kegler-Flip is designed for sitting either on the wall or in the corner. It is a fully automatic game and was inspired by the tremendous popularity of bowling almost any kind of bowling in Europe in recent years.

French Juke Boxes

PARIS—The latest French juke box census has counted 12,500 coin-operated machines in the last three years.

Moreover, French operators are upgrading equipment at an accelerating pace. Whereas in 1961, 65 per cent of all French juke equipment was five years or older, today the ratio is reversed: 60 per cent is under five years and 42 per cent under three years.

The upgrading has been facilitated by the trend within the French trade toward the consolidation of operating into fewer but larger firms disposing of far greater resources than small operators.

Luxus Sales

HAMBURG—Th. Bergmann and Company, reports wide response to its latest phonograph, the S 100 Luxus, which is available in monaural and stereo.

The machine has a built-in coin changer, permitting the playing of a series of hit tunes with the deposit of a single coin. It is also possible to operate the machine by remote selector units.

The machine stresses simplicity of styling with the use of more aluminum, and it is designed for easy maintenance.

Balter Market

VIENNA—the Austrian capital has become the center of a thriving phonograph barter trade with the Communist satellites, pegged to the rocketing popularity of Western music behind the Iron Curtain and the desire of these governments for Western tourists.

The barter traffic, mainly

Morrison Joins Northwest Sales

EDDIE MORRISON

SEATTLE—Eddie Morrison, veteran coin machine executive, has joined the sales staff of Northwest Sales, distributor with offices in Seattle and Portland, Ore.

Morrison will work from his home in Spokane, Wash., and cover Eastern Washington, Idaho and Montana.

Northwest represents Wurlitzer, Tape-A-Show background music, Slotmachine cigaret machines and several amusement machine lines.

Morrison had been manager of the Spokane branch of the Dans Distributing Company. He will report to Ron Peppers, Northwest president.

BILLBOARD, August 29, 1964
DIAMOND IN NEW BLDG.

NORFOLK, Va. — The Diamond Coin Machine Exchange here has just completed on an 80 by 40-foot building next to its current 10,000 -square-foot headquarters.

The structure, built on Diamond's parking lot, will house administrative offices and the parts department.

Jim Donnelly, Diamond sales manager, said collections have been off slightly this summer, due primarily to Virginia Beach, a resort area near Norfolk.

He explained that while occupancy at the beach resorts is still high, the vacationers don't have much spending money and the joke box and amusement machine takeouts have been suffering.

CINEBOX RENTAL DETAILS AIDED

PITTSBURGH — Details of Cinebox's location rental program were disclosed this week by Mack Murray Associates here, distributors for Western Pennsylvania, West Virginia and Ohio.

The Town and Country Motel at nearby Montroseville leased the Italian-made cinema jule box for 36 months at $180 a month.

The lease calls for the location to keep 79 percent of the take and the distributor the other 30 percent. In the first month the location claims the unit averaged $150 a week.

Fils are replaced at the rate of three a week in the 40-selection unit.

WILLIAMS BOWLS

* Continued from page 46 *

The game goes back to "Go" position, and the whole cycle begins again.

Three targets and one rollover buttons register "Stop." Three targets register "Go." One top rollover lane registers 100 points when hit, two bottom rollover lanes always 100 points.

One eject hole scores 100 points when hit, two targets score 10 points when hit. Stop 'N Go also has a number match feature, plastic-covered playfield, slug roller, starting ball trim and optional twin chutes.

TWO SKI 'N' SNORE GAMES are on location in the Travel & Transportation Building of the New York World's Fair. Vincent Guillow, right, T & T Building president, tests his slumbering ability. Left is Ted Cahn, Cinebox sales distributor for the game. Center is Joe Lyon, product manager of the games division for the DuKane Corporation, the manufacturer.

UNITED'S POLARIS BOWLER OFFERS 6 WAYS TO PLAY

CHICAGO — United's new long-bowler Polaris is a follow-up to the firm's previously successful Thunder but with six ways to play instead of five.

New on Polaris is Advance Score. Bill DeSelm, United sales manager, said the familiar United game was added because of popular demand from the field.

With Advance Score the five games featured on Thunder, Flash Bonus, Bonus, Dual Flash, Flash and Regulation. Polaris also has a number of up-dating features.

The cabinet has been redesign. Insulation has also been added to the playfield, making the game especially suitable for locations where quiet operation is important.

DeSelm said that shipments are scheduled to begin this week on Polaris.

LITTLE LP SALES REPORTED STRONG

FREEPORT, N. Y. — Sales of stereo Little LP's to operators are going strong, according to Don Liberatore of the B & B one-stop here.

Liberatore said that B & B is buying all the Little LP product it can get, including the Seeburg disks, the new Columbia releases and the Jimmy McGriff album of Stu.

He added that response to stereo singles records has been fair, but that most of the play has been with the Little LP's.

N. Y. OPERATORS APPLY TO SCHOOL

NEW YORK — Murray Kaye, sales manager for Atlantic-New York, said he has received several applications from local operators who want to attend the Seeburg service schools in Chicago.

Kaye said the Atlantic-New York service schools have been suspended for the summer but will resume in late September or early October.

MARTIN SUSPENDS PORTSMOUTH ROUTE

PORTSMOUTH, Va. — Vernon (Money) Martin, president of the Portsmouth music and game operator, has suspended operations here. Martin held several posts with the Music Operators of Virginia.

ALUMINUM DE-GREASED DISCS FOR STANDARD AND HARVARD METAL TYPERS

* Packed in rolls of 100 lbs., with special tamperproof label. Call our PARTS & SERVICE Dept. for all your Typewriter needs.

MARVEL Manufacturing Co.
2844 W. Fullerton Ave.
Chicago, Ill. 60618

MR. COINMAN: YOURS FREE

The newly published 1964-65 INTERNATIONAL COIN MACHINE DIRECTORY to begin your subscription to Billboard.

Yes, send my free copy of the new 1964-65 International Coin Machine Directory and my subscription to Billboard for:

[ ] 1 YEAR $15  [ ] 3 YEARS $35  [ ] NEW  [ ] RENEW

Payment enclosed

Bill me later

Above subscription rates are for continental U. S. only.

Canada: Europe: $26.00 per year by air.

Other overseas rates on request.

Company
Name
Address
City  State  Zone
Type of Business
Title

SUBSCRIBE NOW...
Study Trips Are Popular

From Chicago the tour will fly to Buffalo to visit Niagara Falls, and on to Washington. They will return from Washington. Besides Niagara Falls, the party will visit the New York World's Fair Oct. 14.

In New York, the German party will visit the German American Canteen Corporation

ACADEME

your

party, will visit the German American Canteen Corporation, America's largest Volunteer Service Corporation, in New York.

Chicago Tour

In Chicago, in addition to attending the AVO and NAMA conventions, the party will be guests of the Automatic Canteen Company of America, Rock-

Phila.

The Germans will tour the Wurlitzer plant in North Tonawanda, Niagara Falls.

Buffalo itinerary will include visits to the MacRe Big Vending Company and to Coffee Time, Inc., in Brentwood, Md.

The U.S. trade will find the German visitors keenly interested in all phases of U.S. coin machine manufacturing and operating, especially phono-

grands and vending.

The VDAI ranks as one of the most enlightened trade organizations on the Continent. It is notable for its efforts to promote genuine interests of the German trade organizations, are members.

Wurlitzer 2810

Makes the Swing to Higher Earnings

reconditioned equipment, consists of swapping phonographs for an important product, which is then sold into normal Western channels for use.

Serenade Exports

The technique is difficult, because the Communists, obviously, will swap only those products that are within their financial means, and they are unable to find a ready and profitable market. But it is possible and growing for the West. For example, one trade here has just disposed of a shipment of phonos from Germany for phonographs.

Trio Nabbed

Continued from page 48

the money when they were apprehended.

American concerns, German manufacturers, the relentless drive of Ger-

The trial underlines the steady progress of the German coin machine market— and the relentless drive of Ger-

and the relentless drive of German manufacturers to penetrate the American market.

Wurlitzer 2810

Makes the Swing to Higher Earnings

reconditioned equipment, consists of swapping phonographs for an important product, which is then sold into normal Western channels for use.

Serenade Exports

The technique is difficult, because the Communists, obviously, will swap only those products that are within their financial means, and they are unable to find a ready and profitable market. But it is possible and growing for the West. For example, one trade here has just disposed of a shipment of phonos from Germany for phonographs.

SALESMAN

Must have experience selling

music and games to operators. Opening with large, established Mid-

West Seeburg Distributor. Give complete resume, references and salary requirements.

Write c/o Billboard Magazine

Say You Saw It in

Billboard, 180 W. Randolph

Chicago, Ill., 60601

players: STOP for greater fun
operators GO for bigger profits!

with BONUS feature

NEW 2 PLAYER

ADJUSTABLE

3-or-5 BALL

Kapp Little LP

Continued from page 46

"The Solid Gold Stemwinder," and "Academy Award Winner" Jack Jones albums are "She Loves Me," "Wives and Lovers," and "Bewitched." Also featured are Louis Armstrong's "Hello, Dolly!" John Gary's "Beyond the Sea," and "The Wonderful Music of David Rose and His Orchestra."
NEW ROCK-OLA GRAND PRIX
160 Play Prestige Stereo-Monaural Phonograph
Model No. 425

Here are More Little LP's for Greater Location Selection!

Rock-Ola and Kapp Records bring you these great new popular releases!

Available in both albums and singles, you can now enjoy a greater range of selectivity to satisfy every customer listening taste. And... they will sound better in full dimensional stereo from the new Rock-Ola Grand Prix Phonograph. With every Stereo Operator Programmer, you get a full color 7-inch album cover, three 1/8" miniature color covers and ten title strips for each record. Don’t miss out on the increased play these new releases will bring. You can order these new releases from your local record distributor, one stop or Rock-Ola distributor now.

If you have not seen and heard a demonstration of the new Rock-Ola Grand Prix 160-Play Stereo-Monaural phonograph, then drop by your Rock-Ola distributor soon. Rock-Ola again brings you outstanding design, beauty, and versatility. The Grand Prix plays 7-inch LP's, singles, 33 1/3 or 45 RPM records in any intermix. Never before such unsurpassed selection, versatility and dimensional stereo sound, too.

ROCK-OLA MANUFACTURING CORPORATION
800 North Kedzie, Chicago, Illinois 60651

Look to
ROCK-OLA
for advanced products for profit

Artist: John Gart
Title: Beyond The Sea
Beyond The Sea
My Isle of Golden Dreams
Now Is The Hour
Golden Earrings
Blue Hawaii
Ebb Tide

Artist: Roger Williams
Title: For You
Marfa
The Way You Look Tonight
Don't Blame Me
Amor
Whistway
I'll Be Seeing You

Artist: Roger Williams
Title: Wives
I've Golden Isle
Tide Hawaii
Wives Eyes and Lovers
Rain Earrings
Jones
The Lovers
Dreams Sea

Artist: Felicia
Title: Whirlaway
Amor
Don't Blame Me
Melrose
Tribute
Rose

Artist: Jack Jones
Title: She Loves Me
She Loves Me
Miss Live Girl
I Believe In You
Wendell It Be Loverly
Hit The Road To Dreamland
Close Your Eyes

Artist: David Rose
Title: The Wonderful Music of David Rose
Sunrise Serenade
Peanut Vendor
Stormy Weather
Intermezzo
Fascination
Deep Purple

Artist: Roger Williams
Title: The Solid Gold Steinway
Dominique
Maria Elena
Felicia
Toccata
Teakwood Nocturne
Theme from The Cardinal

Artist: Louis Armstrong
Title: Hello, Dolly!
It's Been A Long, Long, Time
Hey Look Me Over Moon River
Someday
Jeepers Creepers

Artist: Jack Jones
Title: Bewitched
Bewitched
It Only Takes A Moment
Rochester
Right As The Rain
I've Grown Acustomed
Don't Rain On My Parade

Artist: Roger Williams
Title: Academy Award Winners
The Last Time I Saw Paris
Gigi
Zip A Dee Doo Dah
It Might As Well Be Spring
Buttons and Bows
You'll Never Know

Artist: Roger Williams
Title: Wives and Lovers
Wives and Lovers
Charade
Come Rain or Come Shine
Fly Me To The Moon
Angel Eyes
I'm Moody

Artist: Roger Williams
Title: The Solid Gold Steinway
Dominique
Maria Elena
Felicia
Toccata
Teakwood Nocturne
Theme from The Cardinal

Artist: Roger Williams
Title: Academy Award Winners
The Last Time I Saw Paris
Gigi
Zip A Dee Doo Dah
It Might As Well Be Spring
Buttons and Bows
You'll Never Know
BILLBOARD SPOTLIGHT PICK

**ALBUM REVIEW POLICY**

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

**BILLBOARD SPOTLIGHT PICK**

- **THE DAVE CLARK FIVE**
  - Epic LN 2417 (M); SN 20177 (S)
  - A highly commercial package that should appeal to those who want hit-making British group in person and promises to be a hit on the charts.

- **ENOCH LIGHT**
  - Command RS 871 (M); RS 871 SD (S)
  - Command "3-Dimensional" sensitivity reproduction virtually brings Enoch Light and his orchestra to life and delights the listener. Selections of dance themes are well selected and should be a hit on the charts.

- **INVISIBLE TEARS**
  - Liberty LRP 3587 (M); LST 7387 (S)
  - A highly commercial package in this genre. The songs are beautifully sung by the chorus, and the record is well recorded and likely to be a hit.

- **THE BEST OF BUDDY HUGO WINTERHALTER**
  - Kapp KL 1407 (M); KS 3407 (S)
  - Unfortunately, there has not been quite enough of a Hugo Winterhalter on record, as far as fans are concerned. This is the perfect opportunity to get this wonderful artist's music to a wider audience.

- **EVERYBODY KNOWS JOHNNY HODGES**
  - Impulse A-61 (M); AS-61 (S)
  - This is a very good album by Kenny Clarke. Clarke's performance is excellent, and the record is well produced and should be a hit.

- **INSPIRATIONAL SPOTLIGHT**
  - The Mormon Tabernacle Choir at the World's Fair
  - Columbia MLS 2013 (M); MS 6619 (S)
  - A live recording from the 1933 Chicago World's Fair, this album features the Mormon Tabernacle Choir performing a variety of songs from different cultures.

- **CLASSICAL SPOTLIGHT**
  - Chopin Waltzes
  - RCA Victor LM 2730 (M); LSC 2730 (S)
  - A live performance by the Stuttgart Chamber Orchestra, this album features the beautiful and stirring Chopin Waltzes.

- **CLASSICAL SPOTLIGHT**
  - Brahms: Piano Quintet in F Minor
  - Rudolf Serkin; Budapest String Quartet
  - Columbia MLS 3031 (M); MS 6617 (S)
  - A live performance by the Budapest String Quartet, this album features the beautiful and stirring Brahms Quintet.

- **CLASSICAL SPOTLIGHT**
  - Leonard Bernstein, New York Philharmonic
  - Columbia MLS 6018 (M); MS 6618 (S)
  - A live performance by the New York Philharmonic, this album features the beautiful and stirring Leonard Bernstein's conducting of the New York Philharmonic.

- **CLASSICAL SPOTLIGHT**
  - It's Monk's Time
  - Thelonious Monk
  - Columbia CL 1284 (M); CS 2731 (S)
  - A live performance by Thelonious Monk, this album features the beautiful and stirring Monk's improvisations and compositions.

- **CLASSICAL SPOTLIGHT**
  - The Complete Concertos, Vol. I
  - Rudolf Kempe; Vienna Symphony Orchestra
  - Decca 2590 (M); DL 2590 (S)
  - A live performance by the Vienna Symphony Orchestra, this album features the beautiful and stirring complete concertos of Mozart.