

Billboard

The International Music-Record Newsweekly

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

CELLER BILL BACK ON BOOKS; SET FOR JUNE 10

WASHINGTON — The House Rules Committee has again scheduled a hearing on the Celler bill to end the juke box exemption from performance royalties. The hearing is set for Wednesday (10). The previous hearing date was for May 12, but was canceled because Rep. Emanuel Celler (D., N. Y.), chairman of the House Judiciary Committee, and author of the bill, and Rep. Edwin E. Willis (D., La.), chairman of the Copyrights Subcommittee (Billboard, May 23), were out of town.

Presumably, Celler and Willis will push for a rule to get the
(Continued on page 10)

ENG.--U.S.--BATTLE OF DEBUNKER HILL

ESG Refutes Agent's Rap On Disk Play

NEW YORK—The battle between the disk product from the U. S. and England is getting hotter. In addition to fighting for turntable time on the radio stations and TV guest spots (especially Ed Sullivan's CBS show), beefs are brewing on both sides of the Atlantic that boils down to an "uncommon spinning market" with the edge in favor of the Redcoats.

The takeover of the British disks in the U. S. market is spotlighted in this week's Billboard charts which show 20 sides (by 12 artists of English origin on the Hot 100 singles chart. Diminishing Yankee influence on the British disk scene is evidenced by the current chart of the British best sellers which show only six American-made disks in a listing of 30 top sellers. Years ago the British chart showed strong American dominance.

The Yankee-Redcoat competition has become so hot that squawks and counter-squawks over spinning representation are being voiced on both sides of
(Continued on page 10)

MEET IN U. S. FOR FIRST TIME

Key RCA Foreign Aids Here

NEW YORK—RCA Victor's European licensees and distributors are meeting for the first time on American soil. The firm is holding a series of round-table discussions June 7 to 12 and meetings which were organized by Dario Soria, RCA Victor division vice-president and head of the international liaison department. Last year the meeting was held in Copenhagen; in 1962 in Oslo, and in Berlin in 1961.

Peter Baumberger, vice-president of RCA Overseas, is attending from Switzerland with members of his staff. Delegates from Brazil, South Africa and New Zealand are here as are representatives from Canada

and Mexico. Meetings get under way on Tuesday (9), preceded by a reception on Sunday (7) and a tour Monday (8) of RCA's Princeton Laboratories. Visitors will be welcomed at a luncheon in Princeton by Charles M. Odorizzi, group executive vice-president of the Radio Corporation of America. Norman Racusin, RCA Victor division vice-president and operations manager, will open the sessions which will include discussions on future RCA Victor repertoire and marketing plans. The U. S. a&r and marketing staffs will participate.

Announced Revamping

The international representatives arrived four weeks after

RCA Victor announced to its U. S. distributors, at a special meeting in New York (Billboard, May 16) that the firm was drawing on the resources of its foreign affiliates and licensees for the creation of a new line, "A World of Music on RCA Victor Records," and that it had revamped its approach to the marketing of foreign records in this country.

The representatives arrive at the height of a successful campaign to launch Italian singing star Rita Pavone. Her "Remember Me" jumped from 94 to 77 in this week's Hot 100 chart.

RCA introduced its Dynagroove product overseas last year some months after it debuted here. The results were good. But several international affiliates felt they could have gotten more conversational currency from the introduction of the Dynagroove records in their country if they could have simultaneous release with the U.S. Also it would have helped if they could have joined on the RCA Victor promotional effort here, at least to the point of having been able to say that they had many of the same albums at the time the albums were getting tremendous reception in the U. S.

Attending Personnel

Those on hand from outside of the U. S. include Pierre-Jean Goemaere, Willy Roelans and Ivon BeBie of Inelco from Bel-
(Continued on page 8)

Nationalism Is Seen as Turning Tide

HOLLYWOOD—The current feeling of European musical nationalism, which has made it harder for American disks to compete with foreign artists in their native lands, could trickle back to Tin Pan Alley in a surge of American chauvinism.

In recent months, British rock 'n' roll groups, sparked by the mop-haired Beatles, have been giving American groups a lashing on the pop charts and over the airwaves. Overseas, with the exception of Australia, Europeans appear to be favoring their native sons for the first time over American acts.

Gilmore Speaks

Voyle Gilmore, Capitol's a&r vice-president, is of the opinion this feeling of nationalism on the Continent could take hold here because of its success overseas. The result would be an emphasis on American pop rock acts again and a lessening of the enthusiasm for Beatle-style groups, although Gilmore has nothing but praise for the Beatles' artistic abilities.

Gilmore does emphasize in the wise businessman's attitude that he is happy to have any hit record regardless of the artist's nationality or language. But, he notes, audiences are supporting disks in their own
(Continued on page 10)

Dot Disks to Expand World Distribution

By ELIOT TIEGEL

HOLLYWOOD—Dot Records has mapped an expansion program for international distribution. It is also terminating its af-

filiation with England's Decca, Ltd. British Decca has been Dot's licensee for more than 10 years in such nations as Austria, Spain, Portugal, Italy, Holland, Belgium, Ireland, Germany and Greece.

Jim Bailey, Dot's international operation director, is currently in Europe interviewing prospective affiliates after the company chose not to renew its contract with Decca.

President Randy Wood feels it is to Dot's advantage to decentralize his foreign representation and seek separate deals in every foreign country.

Wants Autonomy

Wood wants autonomy for Dot throughout the world. This was impossible with Decca, which did not release product with the Dot logo. Dot hopes to acquire distribution which will offer this identification in each nation.

Another step in the program involves acquiring personal representation for Dot in each country, which could be based on having individual reps in markets or someone assigned by a company to expressly handle the line.

Another move involves increased release of LP product for foreign consumption. Wood classified the issuance of foreign product by artists in their own nations as a "definite possibil-
(Continued on page 8)

ARMADA Parley To Hear Gallagher

NEW YORK — William E. Gallagher, Columbia Records' vice-president in charge of marketing, will address the ARMADA convention during the banquet session June 27 at the Eden Roc Hotel, Miami Beach, Fla. The title of Gallagher's talk will be "A Sound Future for a Sound Industry." Other speakers at the convention, which opens on June 25 and lasts through July 1, include James Roosevelt, chairman of the subcommittee on distribution for the House Small Business Committee, and Earl Kintner, ARMADA attorney and Washington representative. Roosevelt will talk on "Doom or New Life for the Independent Distributor" and Kintner will talk on the upcoming FTC trade rules. It is also expected that a
(Continued on page 10)



WILLIAM P. GALLAGHER, Columbia vice-president in charge of marketing.

S. M. Gortikov Heads Capitol Distrib Corp.

HOLLYWOOD—Stanley M. Gortikov, vice-president and general manager of Capitol Records, has been named president of the Capitol Records Distributing Corporation.

Alan W. Livingston, Capitol president who had held the post being assumed by Gortikov, has been elected to the board of directors of CRDC. Other CRDC board members are Glenn E. Wallich, Elliot Chaum and Gortikov. William B. Tallant Jr. continues as CRDC vice-president and national sales manager.

Gortikov, who has been in
(Continued on page 10)



STANLEY M. GORTIKOV

What are the top SALES IMPACT STATIONS in Newark, N. J.?

See Radio Response Chart in Radio-TV Section

ELVIS

HITS WITH ANOTHER WINNING E.P.!

**ELVIS
PRESLEY**

IN



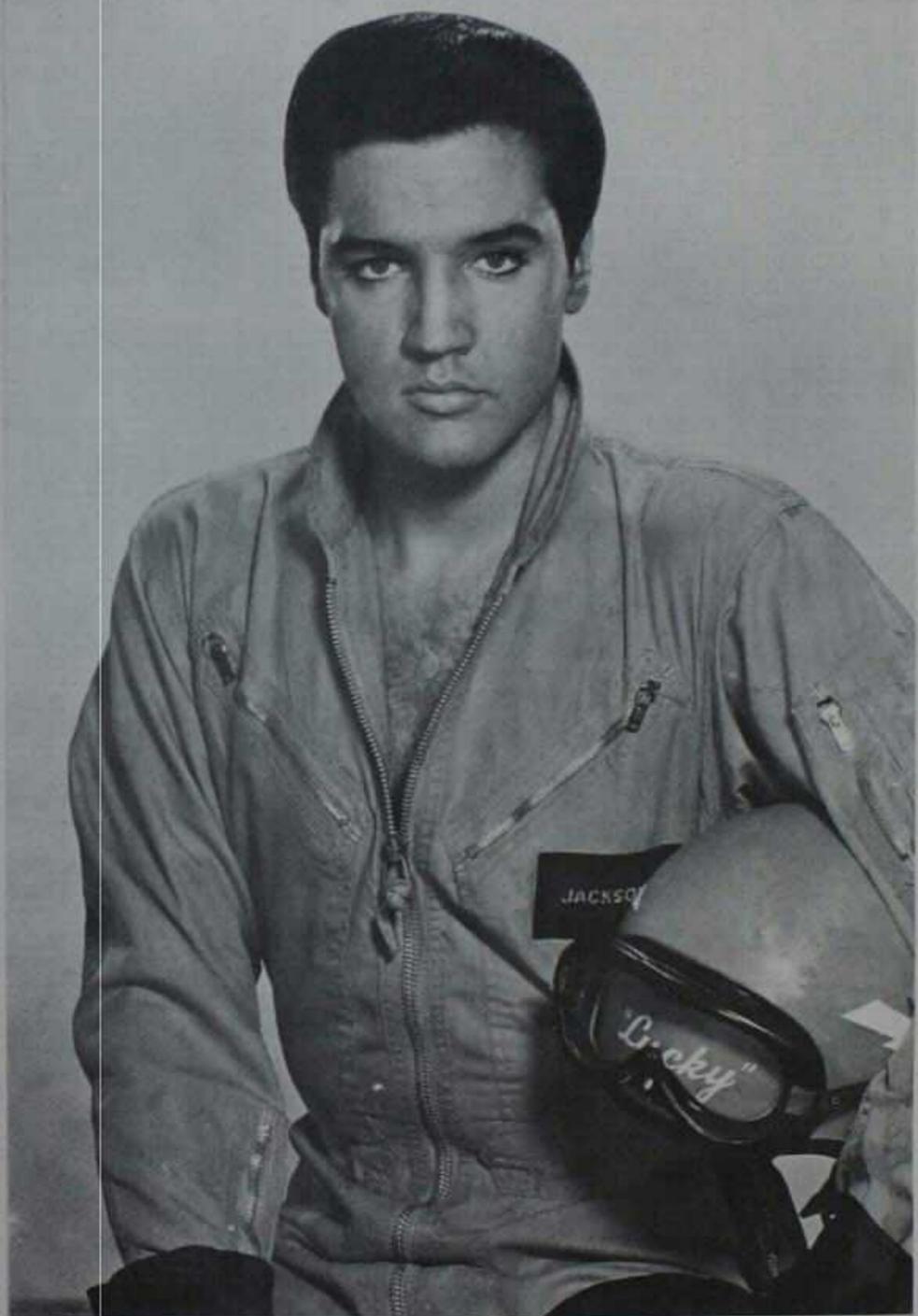
FROM THE M-G-M
MOTION PICTURE RELEASE

"VIVA LAS VEGAS"

IF YOU THINK
I DON'T NEED YOU
I NEED SOMEBODY
TO LEAN ON
C'MON EVERYBODY
TODAY, TOMORROW
AND FOREVER

A Jack Cummings — George Sidney Production

RCA VICTOR
45 EP EPA-4382



EPA-4382

CASH IN WITH ELVIS!

RCA VICTOR

 The most trusted name in sound 

MRS. RUTH COOK

NEW YORK—Mrs. Ruth Cook, wife of Hal B. Cook, Billboard publisher, died Wednesday (3) in New York Hospital. Funeral services were held Saturday (6) at Ardsley Methodist Church, Ardsley, N. Y., with burial at Ferncliff Cemetery, Ardsley.

The Cooks have lived in Ardsley since 1951. Mrs. Cook was active in community affairs and belonged to the Ardsley Methodist Church Altar Group, the Ardsley Garden Club and the Dobbs Ferry Hospital Corps.

She was a graduate of Denver University.

In addition to her husband, Mrs. Cook is survived by two sons, Richard and James; a foster daughter, Ethel Howard; her mother, Mrs. Mabel McDonnal, Denver; and a sister, Mrs. Stewart Walton, Denver.

Her friends are requested to omit flowers and make any contributions to the Ardsley Ambulance Corps, Ardsley, N. Y.

50 Put GMA In Motion

NASHVILLE — Leaders of the country gospel field met at the Andrew Jackson Hotel here Wednesday (3) and laid the groundwork for the formation of the Gospel Music Association. About 50 people in attendance named a steering committee to serve until officers and a board of directors are named. Temporary officers were also appointed.

The steering committee is made up of 13 men representing the different categories of the field. These include A. O. Stinson, Programming, Inc., representing radio and TV; John Benson, Vincent Publishing Company; Brock Speer, artists; Cecil Scaife, Songs of Faith Records, manufacturers; Don Light, Billboard, trade publications; Roy Drusky, SESAC, licensing agencies; Jim Wetherington of the Statesmen, writers; J. G. Whitfield, promoters, and the following at-large members: Jake Hess of the Imperials, Hershel Lester of the Lester Family; Larry Scott of KUZ Radio, Bakersfield, Calif.; Ronnie Page of the Rangers and Smitty Gatlin of the Oak Ridge Boys.

Temporary officers are Don Light, chairman; Cecil Scaife, vice-chairman; John Vincent, treasurer, and Ronnie Page, secretary.

The groups next meeting will be held June 23 at the Capitol Park Inn here.

The proposed association will be modeled after the Country Music Association both in structure and purpose.

Columbia Unit Holds Parley

NEW YORK—National representatives of Columbia's Custom Products division are holding their annual convention (6-9) at the Concord Hotel in upstate New York.

Attending the meeting are custom department plant managers and account executives from New York; Pitman, N. J.; Terre Haute, Ind.; Chicago and Detroit.

Representatives from the parent record firm plus auravision products are also attending the business conferences. Cal Roberts is general manager of Custom Products.

Custom employees at the convention include Ernie Ferrarie, custom order service; account executives Stan Marshall, Norm Dolph and Dave Hyman, from New York; custom plant managers Ken Groves, Santa Maria, Calif.; Ted Hana, Pitman, N. J.; Jerry Parkins, Terre Haute, Ind.; Dick Hutter, Chicago account executive; Mike Coolidge, West Coast sales; George Costello, Los Angeles account executive, and Tom Van Gessel, Detroit account executive.

U. S. and Canada, will head up a sales force calling on record dealers in Southern California and greater Los Angeles. He will also be in charge of the Burbank depot which will service DGG distributors in San Francisco, Washington, Salt Lake City, Denver and parts of Texas.

Frankel was formerly associated with Sunland Music, Decca Distributors and Record Sales Company.

'World of Music' Gala Gets World of Gifts

By GIL FAGGEN

NEW YORK — Recording artists galore are flocking to "the big city" for WNEW's "World of Music" Fair Wednesday, June 10, at Madison Square Garden.

When WNEW decided to dedicate its fair to the Greater New York Fund and its 425 health, hospital and welfare agencies, the call for talent went out—East Coast, West Coast, and all around the world. Headline entertainers, their managers, the clubs and hotels which had bookings (and everybody's husband, wife and kids) reworked itineraries, reset show times, canceled reservations and vacations, shed tears, made and lost friends, ditto enemies — to join WNEW.

To illustrate:

Tony Bennett, with the cooperation of Bernie Braylove, general manager of the Shoreham Hotel, Washington, agreed to move up his Wednesday night performance from 10:30 to fly to LaGuardia Airport. He will be met by a police escort for the limousine run to the

Garden. New York's finest also perform for charity.

Sarah Vaughan proves once again that she is the "divine one" by closing her show in Windsor, Ontario, a night early.

Buddy Hackett postponed a long-anticipated vacation to Sunny Spain to spread his own brand of sunshine at the benefit.

Marian Montgomery interrupted a West Coast engagement. That means she put 6,000 miles in to give the audience six minutes of memorable evening.

Sammy Glick himself, the versatile Steve Lawrence, stops running long enough to grab a mike under the 43 Garden spotlights which will shine on him and vivacious Eydie Gorme.

These celebrities show the precious metal of which stars are made. To give their time and talent so that all are enriched — audience, show sponsors, the 425 GNYF agencies — is a gift so large, it overflows Madison Square Garden and fills all concerned to brimming gratitude and warmth.

BAEZ HELPS OWN CAUSE

SAN FRANCISCO — Joan Baez's in-person testimony helped Superior Court judge Joseph Karesch decide to grant a preliminary injunction forbidding Fantasy from manufacturing an LP of six-year-old tapes by the vocalist.

Close to 40,000 copies of the LP have been moved to distributors and Fantasy is ordered to notify its outlets to halt their sale immediately. The folk singer claims the tapes do not correctly portray her artistic abilities.

Rolling Stones Dig Charles

NEW YORK — There's a touch of nobility among the Rolling Stones, the English group currently the latest musical imports touring the U. S.

Upon arrival last week at Kennedy International Airport, newsmen asked them what prompted them to sport such unusually long and distinct hair. "Why this is a style set by Charles the First," was the reply.

Asked what American artists have influenced their moving musical style, the answer was "Bo Diddley and Chuck Berry."

WP's Accent on Singles

HOLLYWOOD — World Pacific is gearing its artists for singles exposure in a commercial vein more now than ever before. Dick Bock, president of the predominantly jazz label, reports his singles activities have greatly increased and cites Clifford Scott's "Lavender Sax" and Les McCann's "Route 66" as two current products which are pulling sales.

Bock has just released a "Lavender Sax" LP and plans issuing a vocal LP by pianist McCann as a follow up to his warbling on the "66" single.

The label has also just released the single, "I Remember Tomorrow," by the Jazz Crusaders and Bock says he's looking for the proper material for such artists as guitarist Joe Pass, conductor Gerald Wilson and blues singer Long Gone Miles, who was a recent hit at the Monterey Folk Festival.

In the strict teen-age field, Bock has cut "School's Out," by the Sandals and "Corners of the Room," by 13-year-old Jessie Paul.

Bock also revealed he has signed drummer Roy Haynes whose first LP will be released this month along with a Chet Baker reissue, "Chet Baker Sings" and "The Stoneman

Family Live" to tie in with their appearance on the Meredith Willson TV spectacular June 30.

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CBS Sales Parley Gets World-Wide Attendance

TORREMOLINOS, Spain — Representatives from Latin America, Austria, Belgium, Netherlands, Luxembourg, Denmark, England, Finland, France, Germany, Greece, Israel, Italy, Norway, Portugal, Spain, Sweden and Switzerland attended the Second Annual CBS Record Sales Convention at this Costa del Sol resort recently.

Top Columbia brass from the U. S. attending included Goddard Lieberson, president; Ken Glancy, a&r vice-president, and Harvey Schein, vice-president and general manager of CRI International.

Also attending were Ettore Stratta, manager of international a&r and creative services; Jane Friedman, manager of international classical a&r and servicing, and Jack Tessler, manager of international promotion and merchandising services.

Other top Columbia personnel included V. Peter de Rougemont, vice-president of European operations, and Stanley West, co-ordinator of European operations.

International recording artists performing at the convention included Antonio Lo Vecchio, Bernd Spier, the Four Jacob Sisters, Cuco Sanchez and Kenny Rankin.

Lieberson predicted that the expansion in the European record market will be in LP's. He said that the emphasis on singles in Europe had been an inhibiting factor in record growth.

De Rougemont said that CBS companies in France and Germany are making substantial profits and "there is not one licensee on the Europe mainland which is not exceeding its guarantee."

Capitol to Release Caster Singles From 'Golden Boy'

HOLLYWOOD—Capitol will release singles from its forthcoming Broadway original caster "Golden Boy," by Nancy Wilson and Tex Ritter. Miss Wilson, the label's hottest new female star, has already cut "I Want to Be With You" and Ritter is set to record "Whiskey and Beer."

While the Tower will release the cast LP starring Sammy Davis Jr., it cannot extract any cuts as singles. It is understood Davis will cut three tunes for Reprise, "Night Song," "Yes I Can" and "There's a Party Going On."

The Charles Strouse-Lee Adams scored production will have 16 weeks on the road before its Sept. 28 Broadway debut. Shortly thereafter, another Capitol acquisition, "Ben Frank-

lin in Paris," starring Robert Preston, will hit the boards, but Capitol has not yet set any singles schedules.

"Funny Girl" Smash

Capitol's major Broadway smash this season has been the Barbra Streisand starrer, "Funny Girl," which has gone over 200,000 units. The success of this soundtrack is due to three reasons, Voyle Gilmore, a&r vice-president, believes: Its hit score, over-all quality of the production and Miss Streisand's popularity.

But, argues Gilmore, there are many people who do not enjoy Broadway plays and hence shy away from original cast LP's. The way to increase the original cast audience is for the proper tunes to be released as singles, Gilmore says. This provides the broad exploitation needed to turn a hesitant musical customer into a fan who will queue up at the cash register.

DGG Sets Up Calif. Base

BURBANK—Deutsche Gramophon Records has set up its own distribution depot and sales offices in Burbank, Calif., with Milton L. Frankel as West Coast sales and operations manager.

Frankel, according to Jerry Schoenbaum, general manager classical division, MGM Records, distributors of DGG in the

BILLBOARD TO COVER GOSPEL

NASHVILLE — Billboard, starting with its issue of June 20, will initiate a regular coverage of the country gospel music field. News stories, features, a column and listing of best selling product will be included. The coverage will also encompass developments on the personal appearance and radio levels, as well as talent and record news.

BROADWAY AND HOLLYWOOD COLUMBIA RECORDS' NEW THE MOST EXCITING SELLING PROGRAM

This is the season when more people in more places attend the theatre than any other time of the year. It's the perfect time to cash in on the best-selling show catalog in the industry. When Broadway comes to Main Street this summer, the majority of the musical productions playing the "straw hat" circuit will be represented by Columbia's Original Cast Albums. Here are some of the sales aids that will assist you in piling up your share of the profits:



BROWSER/MERCHANDISING UNIT
HOLDS OVER 100 SHOW ALBUMS.

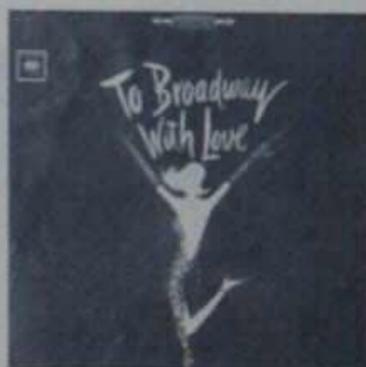


32-PAGE CONSUMER GUIDE TO THE WORLD'S
BEST-SELLING ORIGINAL CAST, RE-CREATION
AND SOUND TRACK CATALOG.

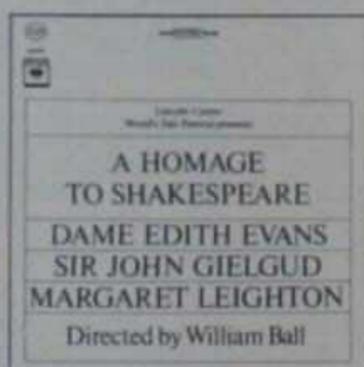


TENT-TOP ALBUM HEADERS.

New Original Cast and Sound Track Releases and Re-creations for June and July:



OL 8030/OS 2630*



OL 7020/OS 2520*



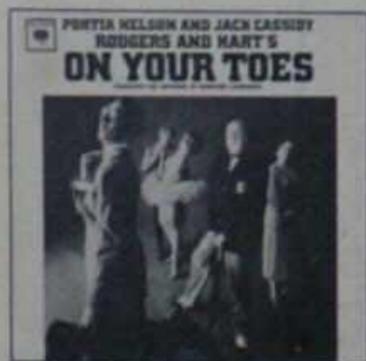
OL 7010/OS 2510*



OL 7080/OS 2580*



OL 7070/OS 2570*



OL 7090/OS 2590*



OL 7030/OS 2530*



OL 7050/OS 2550*

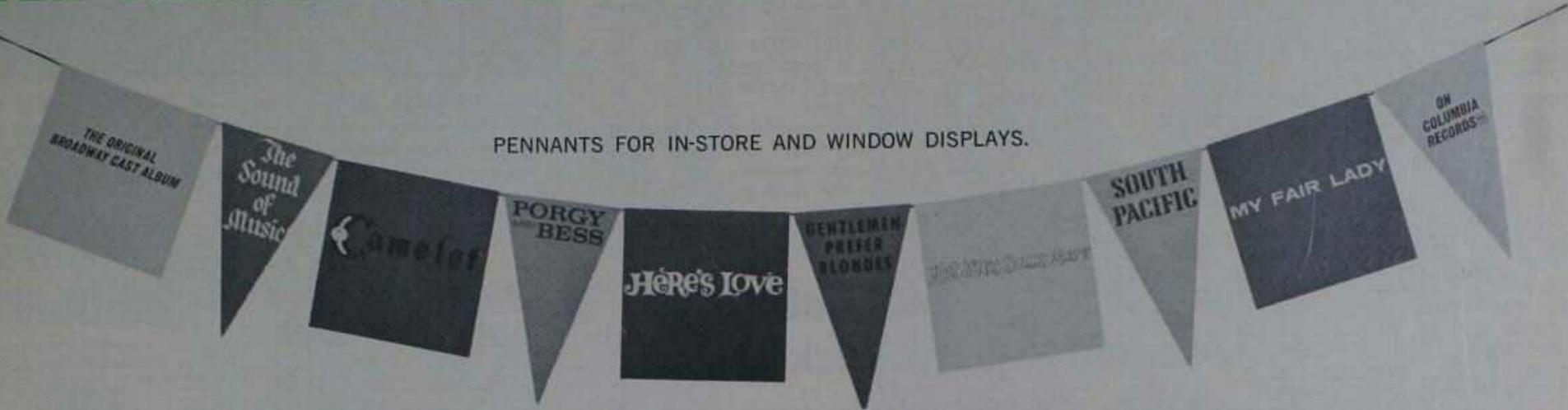


OL 7040/OS 2540*



OL 7060/OS 2560*

COME TO MAIN STREET VIA SUMMER STOCK PROGRAM EVER CREATED FOR THE SUMMER SEASON!



PENNANTS FOR IN-STORE AND WINDOW DISPLAYS.



EASELED COVERS AND WINDOW STREAMERS.



NATIONAL AND LOCAL ADVERTISING.

Suggested Local Theatre Program Ad Layout (Back Cover)



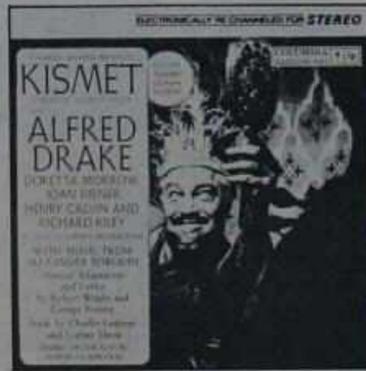
...and the world's best-selling show album catalog!



OL 4140/OS 2300*



OL 4180/OS 2040*



OL 4850/OS 2060*



OL 5090/OS 2015*/OQ 310**



OL 5230/OS 2001*/OQ 345**



OL 5350/OS 2009*/OQ 433**



OL 5420/OS 2017*/OQ 434**



KOL 5450/KOS 2020*/OQ 311**



KOL 5620/KOS 2031*/OQ 344**



KOL 6040/KOS 2440*/OQ 618**

See Your Columbia Representative for Complete Details!

WDR Promotes Stereo; Offers Special Programs

By OMER ANDERSON

COLOGNE — Westdeutsche Rundfunk (WDR) — the West German radio network—is co-operating with the German music and electronics industries in promoting stereo listening.

WDR is presenting special Sunday evening stereo programs of opera, symphonies, chamber music, jazz and pop. The weekly programs are projected as a "stereo showcase"—the best in stereo listening.

WDR will transmit the stereo programs on a special stereo channel, the so-called "Third Program." The Sunday transmissions will be in addition to daily stereo test transmissions which include technical advice to listeners on getting the most from stereo listening.

WDR's sally into stereo is noteworthy on two counts: as illustrating the co-operation of a public agency (the quasi-State-operated network) with private industry in promoting a technologically advanced product; and the conviction of German network executives that sound broadcasting, far from being eclipsed by TV, is on the threshold of an exciting new era of aural adventure.

Stereo has been stymied for several years now by rapid advance in hi-fi technology and this country's belated TV surge. The industry is convinced, however, that stereo stands on the frontier of exciting public acceptance.

Stereo disk production rose last year, but stereo is still the stepchild of the German music industry. Stereo production increased from 5.9 per cent of total German disk output to 9.5

per cent. This compares with 23 per cent in the U. S.

The German trade considers, however, that more meaningful for the future of stereo in this country is the sharp increase in LP production. Stereo accounted for 84.6 per cent of total German 12-inch LP sales last year and, hence, can be expected to ride the LP trend to further gains.

German radio networks, which are only now beginning to feel the competitive pressure of TV, accept that radio faces a serious challenge to be countered with technological advancement as well as improved programming.

German radio is pushing stereo on the basis of surveys showing that television, at least

in this country, is least effective with serious music—symphony, opera and ballet — AND THAT stereo radio listening is able to draw viewers from TV sets.

Electronic producers are beginning to prod the retail trade strongly on stereo sales. They accuse distributors and retailers of concentrating on TV set sales and slighting stereo. It tends to be the industry's position that stereo would now enjoy more general acceptance had it been promoted more vigorously in the past at the retail level.

WDR's stereo step, which is being watched closely by other German networks, will mesh with the industry's accent on stereo.



RICHARD DAWES (left), a director of EMI (Electrical & Musical Industries), was elected president of the International Federation of the Phonograph Industry at the recent triennial meeting of the organization held in London at which 22 countries were represented. Dawes succeeds Dr. W. Betke (right), of Germany, in the three-year term.

Dart Record Sale Slates Discount Album Package

CHICAGO — Dart Record Sales, headed by Ewart Abner here, is preparing its initial album release package with discount program to be presented to the trade at the forthcoming American Record Merchants and Distributors' Association (ARMADA) convention in Miami Beach.

Dart has also lined up a string of international distributors and licensees which will handle the firm's products around the world. The overseas distribution is through Dart International, headed by Art Sheridan.

Dart now handles all products on its Constellation and In labels, plus purchased masters and leased material. Constellation

has been steadily building its roster and now has such artists as Gene Chandler, Dee Clark, Bobby Miller, Carol Vega, Will Mercer, Wilbert Harris, Maurice Williams and Lee Dorsey (Harris, Williams and Dorsey have all sides produced by Marshall Seaborn).

Dart's In label, owned by Dave Hubert, has put out an album by Rod McKuen, a hootenanny album by various artists and a 12-string guitar album by Glen Campbell.

Dart's overseas licensee arrangement, which is in addition to the firm's roster of 29 domestic distributors, consists of the following: Transglobal-EMI, Ltd., for Australia, Benelux, England, Far East, South Africa and Italy; Cosdel, Inc., for Japan and the Philippines, Quality Records for Canada, Compagnie Phonographique Internationale for France, Karusell Grammofofon Aktiebolag for Sweden, and Deutsche Grammophon for Germany.

Feist to Push Score

NEW YORK—The Leo Feist wing of The Big 3 will handle music exploitation of the Dimitri Tiomkin score of Samuel Bronston's Cinerama production "Circus World."

The Big 3 Music Corporation (Robbins-Feist-Miller) has acquired the music rights from the film. The firm has been active in the past with scores of other Bronston films "El Cid," "King of Kings," "Fall of the Roman Empire," and the Tiomkin scores of "The Alamo," "High Noon" and "Friendly Persuasion."

"Circus World," which stars John Wayne, Claudia Cardinale and Rita Hayworth, is scheduled for release this month.

Adamis to Freelance

NEW YORK—Eddie Adamis, for several years correspondent for Billboard in France, returned to Paris this week after a three-week visit to the United States. Taking his post for this publication in France is Gerard-Henri Grandjean (see separate story).

He resigned his position with Billboard and plans to actively engage in free-lance recording work. He visited a number of record firms and music publishers while here. His wife accompanied him and it was his first trip here.

RECORDS 2 DIFFERENT TRACKS

New Tape System Is Said To Make Inroads in Sound

By DAVID LACHENBRUCH

NEW YORK—A new professional recorder mastering system, which is claimed to make a noticeable improvement in the sound quality of records and prerecorded tapes, was demonstrated here yesterday by Minnesota Mining & Manufacturing Company.

The \$8,500 tape system is already in trial operation at Capitol, Columbia and Decca, according to Dan E. Denham, general sales and merchandising manager for 3M's Magnetic Products Division.

The new mastering device now "makes it possible to virtually eliminate the annoying hiss, distortion and electrical noise that previously has been inherent in records and prerecorded magnetic tapes," a news conference was told by John T. Mullen, the Magnetic Products Division's Electronic Special Products manager. The system, he said, improves sound recording up to 15 decibels.

The basic difference between the new system and those now

in use is that it records two different tracks for each channel. One track records the signals in the normal way, while the other records signals of low volume. In playback, an electronic switch automatically transfers sound from one track to the other so that the master tape has the widest dynamic range without distortion.

The version demonstrated here was a three-channel recorder, recording six tracks on 1/4-inch-wide tape. Other versions have been developed for one- and two-channel recording. As described by Mullen, the extremely fast and noiseless electronic switch "allows us to take soft sounds without background noise from one track, or the loud sounds from the other track—all without distortion."

Although the recording industry is the prime market for the new device, Denham said 3M also feels the concept could be used by the motion picture and broadcasting industries to upgrade music reproduction qualities.

Stardust Plans Singles Release

NEW YORK — George Alpert, president of Disk Enterprises, has announced that the company's record division, Stardust, will release its first singles this week.

One introduces a new song by Lionel Bart and Leslie Bricusse, writers of "Oliver." The tune, "Rhythm of the World" is performed by Ray Ellington, well-known English star. The other single features two new songs by the Miller Sisters.

Stardust will issue LP's by Ellington and the Miller Sisters. Distributors for the label are still to be assigned.

Lesley to Graduate

NEW YORK — Lesley Gore, Mercury recording artist, graduates today (13) from the Dwight School, Englewood, N. J. An honor student and "sports-woman" at the school, Lesley will enter Sarah Lawrence College in the fall.

After graduation, Lesley, accompanied by her parents, fly to San Antonio, Tex., to headline the bill at the Teen Fair.

Cosnat Chain To Handle Own Films

HOLLYWOOD—Cosnat Distributors, the influential disk chain, will shortly begin handling films produced by Cosnat Productions, it was stated last week by Cosnat topper Jerry Blaine.

Blaine said he wished to control all facets of his film business. He will set up separate sales and promotion staffs in the various Cosnat distribution branches.

Cosnat has outlets in New York, Philadelphia, Detroit, Chicago, Cleveland, Pittsburgh and Los Angeles.

Blaine plans spending three weeks here while his first film, "The Candidate," is being shot. The film stars Mamie Van Doren and June Wilkinson.

Blaine said he bought 10 scripts and would soon hire talent. He intends to keep his budget below \$500,000 per picture.

LONDON—Jeffrey S. Kruger, president of Ember Records, is spending this month on the Continent. In France, he will visit Pathe - Marconi and Barclay Records and meet with singer-composer Charles Aznavour. In Italy he is scheduled to have meetings with La Voce del Padrone, Vedette Records and CGD of Milan.

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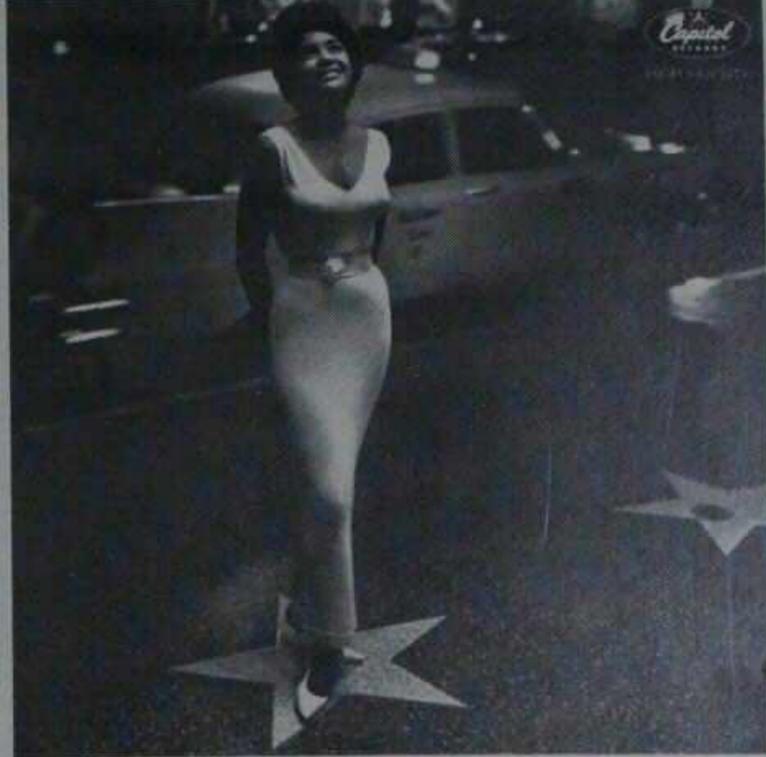
CAPITOL FULL DIMENSIONAL STEREO
BROADWAY-MY WAY NANCY WILSON

Rock and blues interpretations of show favorites
 TONIGHT
 THE SWEETEST SOUNDS
 LETTING TO KNOW YOU
 MAKE SOMEONE HAPPY
 A LOT OF LIVIN' TO DO
 I BELIEVE IN YOU
 JOEY, JOEY, JOEY
 AS LONG AS HE NEEDS ME
 YOU CAN HAVE HIM
 I'LL KNOW
 LOADS OF LOVE
 MY SHIP
 Orchestra Conducted by JIMMY JONES



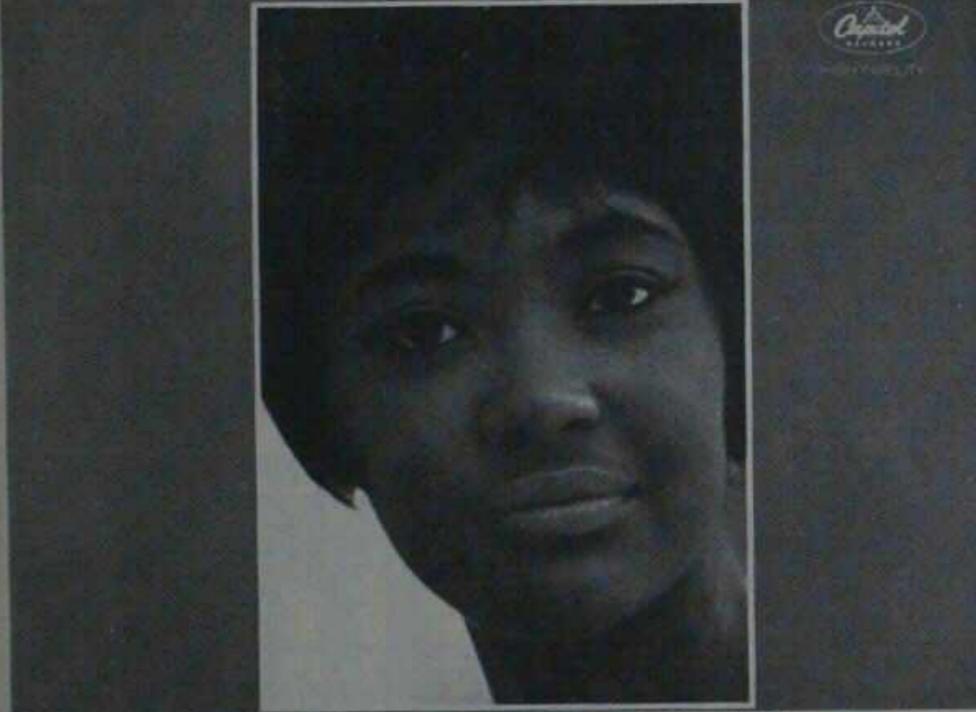
CAPITOL FULL DIMENSIONAL STEREO
NANCY WILSON HOLLYWOOD-MY WAY

Academy award winners and nominated songs arranged and conducted by JIMMY JONES
 DAYS OF WINE AND ROSES MOON RIVER ALMOST IN YOUR ARMS WILL'S THE WIND THE SECOND
 TIME AROUND I'LL NEVER STOP LOVING YOU YOU'D BE SO NICE TO COME HOME TO MY SIKKING
 HOUR SECRET LOVE DID I REMEMBER WHEN DID YOU LEAVE HEAVEN DEARLY BELONGED



CAPITOL FULL DIMENSIONAL STEREO
NANCY WILSON
YESTERDAYS LOVE SONGS • TODAY'S BLUES

THE VERY THOUGHT OF YOU SOMEONE TO WATCH OVER ME PLEASE SEND ME SOMEONE TO LOVE NEVER LET
 ME GO BLUE PRELUDE THE SONG IS YOU BEWITCHED SATIN DOLL SUFFERING WITH THE BLUES THE
 BEST IS YET TO COME SEND ME YESTERDAY ALL MY TOMORROWS GERALD WILSON'S ORCHESTRA



CAPITOL FULL DIMENSIONAL STEREO
NANCY WILSON
TODAY, TOMORROW, FOREVER

WITH THE MUSIC OF KENNY DERRIS • • • CALL ME IRRESPONSIBLE • ON BROADWAY • OUR DAY WILL COME
 I LEFT MY HEART IN SAN FRANCISCO • WHAT KIND OF FOOL AM I • GO AWAY, LITTLE BOY
 TONIGHT MAY HAVE TO LAST ME ALL MY LIFE • THE GOOD LIFE • ONE NOTE SAMBA
 I CAN'T STOP LOVING YOU • UNCHAIN MY HEART • WIVES AND LOVERS



*A fabulous album-seller
 has a smash-hit single!
 How Glad I Am b/w Never
 Less Than Yesterday #5198*



Studio Groups Make Hit Charts

HOLLYWOOD—Jazz albums recorded by studio groups, with the a&r man playing a key role in the conception, are the products now readily making the national charts. Jazz albums which heretofore had been recorded by groups performing live before concert or bistro audiences are a diminishing commodity.

These two statements succinctly explain the jazz LP situation in today's market, in the opinion of veteran distributor Jack Lewerke, whose Merit and California Records outlets handle the majority of the independent jazz labels.

In the last few years, as more and more jazz clubs have closed and the number of summer festivals has shrunk, the influence of appeared the carefully planned packages which have a more general commercial appeal than LP's cut at a festival.

From the standpoint of the jazz distributor, this is good for business, Lewerke believes. From the collector's standpoint, commercially designed packages hurt an artist's catalog.

"The albums which are conceived in the a&r man's mind have a much more general appeal," Lewerke said. In line with this, Lewerke reports that issuance of helter-skelter jazz products has diminished because "most of the smart a&r men now seem to be pointing for that one big album."

Recent examples of carefully planned jazz LP's—not of the jazz groups which appeared regularly before this public has slackened. In their place have loosely improvised jam session versions—which have hit Billboard's best selling charts, include Jimmy Smith's "Who's Afraid of Virginia Woolf"; Ray Charles' "Sweet and Sour

Tears"; Swingle Singers' "Bach's Greatest Hits"; "Getz/Gilberto"; and Nancy Wilson's "Today, Tomorrow, Forever."

Lewerke believes that when there were more outlets for jazz musicians, those groups which won the bookings saw this audience loyalty transformed to their LP products.

Lewerke also feels that unless jazz produces a new excitement, it will remain difficult for the distributor to sell product. There is a good interest in bossa nova music, which has become a standard jazz rhythm and the Stan Getz, Joao Gilberto, Antonio Carlos Jobim products, for example, receive regular air

play exploitation and counter sales. But this bossa nova action is small compared with what could be attained if a new trend were unleashed.

There are jazzmen interpreting popular and r&b tunes but Lewerke does not feel this is a new direction, just an attempt to breach the commercial market. Two good examples of jazz groups wailing the pop hits are the Count Basie and Quincy Jones bands which had recent hit LP's of commercial repertoire.

"People are assimilating all the things that have come before which they might have missed," Lewerke remarked. "This is giving jazz a broader appeal."

Johnson to Europe to Map Publicity for 'Poppins'

HOLLYWOOD — Jimmy Johnson, president of Walt Disney publishing and record firms, is heading for Europe to map exploitation plans for the forthcoming "Mary Poppins" original cast album.

Johnson, who arrives in London June 15, will spend three weeks on the Continent, visiting Paris, Copenhagen, Cologne, Milan and Rome, among others.

The prestige musical, starring Julie Andrews and Dick Van Dyke, opens in the United Kingdom in November-December. It will have its American debut in New York and Los Angeles on Aug. 28.

Meeting up with Johnson in Paris June 24-25, will be Roy Disney, president of Walt Disney Productions; Card Walker, sales vice-president; O. B. Johnston, vice-president, character merchandising, and Vince Jefferts, film sales promotion liaison representative.

Johnson explained the executives will meet with all foreign representatives in the film and music industries to run through the American music-film promotion campaigns for "Poppins," and two previously released films, "Sword and the Stone" and "Peter Pan," which are all due for European exposure.

Johnson said the American release date for the "Poppins" soundtrack and other disks is Aug. 1. He noted the company was working on securing other

disk coverage and singled out such tunes as "Chim Chim Cheree," "Spoon Full of Sugar" and "Feed the Birds," as having the strongest appeal.

There will be approximately 12 foreign language versions of the soundtrack, Johnson noted, in addition to the American package.

Disney's foreign head, Jack Cutting, has been in Europe several months working on planning and casting of the foreign LP versions.

Dot Disks to Expand

• Continued from page 1

As to having Americans record their hits multilingually, Wood said he was contemplating this move, but frankly questions its effectiveness. "It's been effective in rare instances," he noted, "because the average American does not speak foreign languages well enough to be convincing."

Reports Nationalism

Several months ago, international director Bailey, after returning from Europe, stated in Billboard that American labels were facing their stiffest competition from native artists and companies. He reported a growing nationalism which was responsible for easing American acts off the popularity charts of many countries.

Wood's move appears to be the first step in Dot's answer to solidify and insure foreign success.

"The foreign market, especially Europe, now has to be exploited and concentrated on possibly more than the American market," Wood said reflectively. "People over there are making their own records and giving Americans some real tough competition."

"Today you have to have for-

Bernstein Inked

NEW YORK — Elmer Bernstein has been signed by producer-director John Sturges to compose and conduct the musical score for "The Hallelujah Train," a Mirisch Corporation presentation which will be released by United Artists. Production of the film begins on July 8. Stars include Burt Lancaster, Lee Remick, Jim Hutton and Pamela Tiffin.

Several of the lyrics will be written by Ernie Sheldon.

Vianello Wins Top Award As Singer and Composer

ROME — Edoardo Vianello ran away with the RCA "Festival at Home" winter competition to receive top award as singer and composer for "O, Mio Signore" ("Oh, My Lord"). He shared the writing award with lyricist Mogel (Giulio Repetti) and arrangers Ennio Morricone and Louis B. Bageloff. The award was the climactic event of a three-day program for dealers, press and public from all parts of the country at the Cavalieri Hilton.

In addition to Vianello, artists on 14 other disks in the competition were honored by Giuseppe Ornato, director general of RCA Italiana, along with 20 finalists in the nationwide dealer competition and three winners of trips to Tokyo, New York and Istanbul. Two evenings were devoted to hearing 30 new songs presented by Italian, French and American artists, whose works are released in Italian in Italy with invited audiences filling the hotel's convention hall. Among visitors were Peggy March, Jacques Brel, Alan Barriere and Charles Aznavour. Four singers on tour—Rita Pavone, Paul Anka, Neil Sedaka and Sylvie Vartan—were presented on film.

Daring Step

Launching of 30 disks at one time is most daring step ever undertaken by an Italian company and is Ornato's manner of

fighting the recent decline in record sales. By staggered early releases six of the 30 songs are already among the top sellers.

The summer program of RCA includes participation in radio-TV "Song for Summer." The summer song promotion, now universally in practice, was originated five years ago by RCA and promoted the label to the point where it had more than 50 per cent of the Italian market.

Top stable of singers, composers, arrangers and orchestral conductors have made the RCA firm a top force in Italian disk world. The new type of Italian song originated with this company has upset the century-long dominance of the Neapolitan type of torch song. Even the Neapolitan song has taken a modern turn in current years, with the result that Italian music has become more exportable. RCA Italiana, with related organizations throughout the world, has taken advantage of these relations to build markets in Spain, Germany, France, Argentina, Mexico, Japan, and the U. S. in particular. Export to Iron Curtain countries is also one of their big markets.

Magazine Hosts Sylvie Vartan

NEW YORK—Sylvie Vartan, French singing star, arrived here from Paris last week as guest of honor at a Glamour magazine party. The magazine flew her, her brother Eddie—a leading composer-arranger—and 10 musicians, in for the affair. She also taped an appearance for the "Tonight" TV show.

She visited the U.S. for the first time last year to record in Nashville. Material waxed there was released in Europe on the RCA label. She will return in the fall, this time to record material to be released here. At present her records are imported from France by RCA.

Her top hits include "En Ecoutant La Pluie," "Chance (Il Revient)," "Watching You" and her current French chart entry "La La La."

Key RCA Foreign Aids Here

• Continued from page 1

gum; George Harrison, Knox Coupland and Wilf Gillmeister from Canada; Eilith Henriksen and Bengt Johannessen of Hede Neilsen from Denmark; William W. Townsley, Michael Haggood and Pat Campbell of Decca from England; Johan Vikstedt of Discophon from Finland; Madame Helyett de Rieux and Jacques Bedos from RCA France; Hans Lieber, Peter Ingwersen and Arthur Waizenegger of Teldec from Germany; Georgios Orphanidis of Greek Phonograph Record House from Greece; Wim Brandsteder, Anthony Prins and Jan Beutler of Inelco, from Holland; Dov Peleg from Israel; Giuseppe Ornato and Ennio Melis of RCA Italiana from Italy; David Crump, Ruben Fuentes and Bernard Ness from RCA Mexico; T.J.F. Spencer from RCA New Zealand; Eilif Meyer and John Johanson of Nera from Norway; A.G.J. McGrath of Teal Records from South Africa,

and Guillermo Caram of RCA Espana from Spain.

Also attending are Sixten Eriksson, E. A. Bolle, Hans-Ove Eriksson and Carl-Eric Hjolm of Grammofon Electra from Sweden; Kayihan Caglayan of Melodi from Turkey and Silvana Lubini and Marie Louise Erksen from the RCA Overseas office in Switzerland.

While in New York, the visitors will see the hit musical, "Hello, Dolly!" which RCA Victor recorded and at the top of the best-selling album lists. The official close of the conclave comes Friday, June 12, with a visit to the World's Fair, dinner, and a concluding address by George Marek, vice-president and general manager of the RCA Victor record division. Many of RCA Victor's artists will attend the non-business functions to meet the foreign visitors who are responsible for their introduction, via records, to the trade and to the general public, in so many countries.



AUSTRALIAN RECORD COMPANY hosted Warner Bros. recording artists Peter, Paul and Mary at a cocktail party last week to welcome them to Australia. Approximately 140 persons from press, radio and TV attended the party which was held in the Mural Room at Romanos Restaurant, Sydney. Pictured (l.-r. at cocktail party): William Smith (managing director, Australian Record Company), Mary, Peter and Paul.

These three are your lucky numbers!

THE *BREAK-OUT* SONG PICKED BY THE TRADES AS A CHART-CLIMBER!

Diane Renay

Growin' Up Too Fast b/w

Waitin' For Joey

(514)

a bob crewe production

The Sound among Sounds...

DENNY PROVVISOR sings

MICKEY

MOUSE

b/w

Walk with him (506)

The Smash Novelty Hit!

HELLO

DOLLY

by **FRANKIE FORD** (510)

The ultimate in entertainment



Japan Copyright Council Working on Amendment

TOKYO—With a view to materializing the immediate ratification of the Rome Copyright Convention, the Ministry of Education has been rushing to work out an over-all amendment of the existing copyright law.

The Third Sub-Committee of the Copyright Council, which takes charge of problems related to music, has been carrying on discussions and debates focussing on the secondary use of records.

The Council submitted its interim report to the Ministry last November which reportedly recommends the abrogation of

Article 30, (8) of the current Copyright Law which admits free use of records if the indication of the source of records is made, i.e. label names. This is a very significant revision by which authors and composers will hereafter be granted the right to authorize the use of their records for radio or public performance, and users will simultaneously be requested to pay a certain amount of remuneration for the records used.

In consideration of the nature of broadcasting, however, the council has a plan afoot to allow broadcasters to use rec-

ords whenever needed provided that they pay a fee to be determined by the Ministry, despite any refusal of use by authors or composers. This will be a compulsory license system only applicable to protect the interests of broadcasting business.

Where record producers and performers are concerned, the neighboring copyrights will be granted to protect their own rights, too. However, performers' representatives insist "If live performance is recorded by tape or video tape for repeated performances, musicians will lose jobs." The opponents' contention against it is "The secondary use should naturally be permitted where a rightful remuneration is paid. The secondary use fee can be fixed when the original performance is made. The neighboring rights should not involve, judging from their nature, any right to prohibit the secondary use." This dispute may continue for some time more.

One more question regarding the secondary use is what a proper rate of the secondary use fee shall be. JASRAC (the Japanese Society of Rights of Authors and Composers) is said to have no intention at the present stage to consider a lower fee for the secondary use than that for live performance. Embodied in the Japanese Copyright Law are provisions regulating copyright intermediary business, e.g., collection of copyright royalties. This business cannot be operated sans the Government license.

General speculation is that it will require considerable time more for the Ministry of Education to ready revision, and that the soonest possible date the Parliament will sanction the amendment bill will be at the end of 1966.

S. M. Gortikov Named

• Continued from page 1

the record industry only four years, was instrumental in inaugurating CRDC's controversial "one-price-for-all" market plan.

Gortikov joined Capitol in 1960 as director of corporate development and within six months was named vice-president of CRDC merchandising. Later he was named vice-president and general manager.

He is a graduate of the University of Southern California,

and teaches night courses in cost control and production management at UCLA.

Capitol also announced the appointment of Perry Mayer as national merchandising and advertising manager for its subsidiary label, Tower Records.

Recently, Mayer had been an account executive with Sheldon Marks & Associates, a Beverly Hills advertising agency. Before that he put in a six-year stint as a marketing executive with CRDC.

Mayer will handle merchandising and advertising for Tower and will co-ordinate distributor and dealer services.

Capitol Hires Bill Wagner

HOLLYWOOD—Capitol is expected to shortly announce the hiring of Bill Wagner, personal management veteran, to the new position of sales-a&r liaison. Wagner's clients have included the Four Freshmen among others, and it has been mentioned he may also guide those Capitol acts which have no prior affiliation.

Although Wagner's position is as yet untitled, it is known he was interviewed by Voyle Gilmore, label's a&r vice-president, and that final details of his appointment will be made when Capitol's president, Alan Livingston, returns from meetings in London.

BRITISH DISK SALES SHOW BIG INCREASE

LONDON—British record sales showed the most astonishing rise to date when the Board of Trade revealed figures for March. Manufacturers sales for the month were almost 30 per cent up on these for March 1963.

National sales were responsible for the increase. They were up by 60 per cent, while exports were down about 12 per cent.

The sales were valued at 6,110,500 pounds as compared with 4,189,625 pounds in March 1963. Productions of singles and EP's during March continued well above the level of the previous year although LP's were actually 3 per cent down.

In the first quarter of 1964, national sales were up by a third on 1963 and export sales were a seventh more.

ESG Refutes

• Continued from page 1

the Atlantic. In answer to a story that appeared in the May 30 issue of Billboard that expressed the unhappiness of many American record manufacturers over the programming policy of British radio which seemed to exclude U. S.-made disks, the English Songwriters' Guild made this exclusive statement to Billboard:

Competition Hot

"American record manufacturers 'won over' British radio years ago, to such an extent that disks carrying British material were almost excluded from the British airwaves.

"Certainly the position—from the British writer's point of view—has improved considerably during the past few years, but despite the British upsurge on both sides of the Atlantic, BBC Sound is still broadcasting more American than British tunes. In the first three months of 1964, in fact, BBC figures show that only just over a third of the disk output of popular music on British radio was of British material, against more than half American. Thus, if there is any squawking to be done, it is still the British who are more entitled to do it than the Americans.

"Americans will only be really justified in squawking when they find the positions reversed, with British tunes taking nearly 60 per cent of American air time, while American tunes are held down to about 33 per cent."

On the other side of the coin, though, are the recurrent "squawks" that have been coming from the U. S. radio audience that there has been an overload of English-made disks on the air and that the time has come for a concentration on home-grown product.

ARMADA Parley

• Continued from page 1

representative of the Federal Trade Commission will address the convention.

It was indicated by Edgar Jones, ARMADA executive secretary, that the convention agenda will include several panel discussions. One of these will consider the matter of manufacturers' sales meetings—a controversial subject in that some distributors feel these meetings are scattered with regard to time and geography, and are therefore costly to distributors who find it difficult to leave their business areas. Another panel discussion will consider the subject of promotional allowances—primarily freebie records—which some distributors feel should be abolished.

Jones stated that convention reservations were now coming in strongly, and that memberships were increasing—particularly at the manufacturer level.

The convention is expected to be very serious in mood—with a lot of attention paid to ways and means of functioning within the regulations to be spelled out by the FTC rules, which will have been promulgated as a result of industry proposals and hearings.

The convention is also expected to result in a considerable number of new manufacturer-distributor alignments. These will be concluded apart from regular convention business.

CELLER BILL BACK ON BOOKS; SET FOR JUNE 10

• Continued from page 1

bill on the floor for early House vote—while Rep. Robert V. Libonati (D., Ill.), will argue that this particular bill (H.R. 7194) was not actually heard by the House Judiciary Committee, thus should not be released for vote. Rep. Byron G. Rogers (D., Colo.), may join Libonati. He dissented from a committee majority decision to vote the bill out last July.

Only congressmen testify at House Rules Committee hearings.

AFM Backs FCC On Station Queries

WASHINGTON—The American Federation of Musicians says the FCC is taking a step in the right direction when it demands detailed reporting on live and local talent shows, and a community canvass. During oral hearings held here last week on proposed program reporting forms for television stations, AFM spokesman Warren Woods said TV broadcasters would at least have to think about live musical talent if they have to answer a detailed questionnaire. Broadcasters at the hearing urged FCC to use a shorter, more general reporting form suggested by a special committee of industry-FCC consultants.

Woods Testifies

Currently, 502 out of 537 TV stations across the country do not have even one musician on the regular payroll, said Woods. He told the panel of Federal Communications Commissioners that prevalence of "canned" music in broadcasting had cut off a source of talent development, as well as cutting down drastically on the income of musicians since the days when big stations employed full orchestras. AFM would like to see more local hearings held by the FCC on those stations that promise live musical and local talent shows, but never deliver them.

Somewhat regretfully, Cmnr. Lee Loevinger pointed out the FCC's dilemma in telling stations to serve the local commu-

nity, but also program in the public interest. Sometimes the two are in conflict. "Would you say a local station audience would rather hear a local high school band than the New York Philharmonic?" he asked.

There was no explicit reference to "recorded" programming (that will no doubt come heavily during AFM testimony at June 30 oral hearings on radio program reporting forms)—but it was implicit in Loevinger's remark that audiences want the best in music. NAB counsel Douglas Anello pointed out during his testimony that a broadcaster who tried to program amateur talent live on TV to any great extent would not last long.

Seeburg to Bow Home Organ Line

CHICAGO—The Seeburg Corporation, which entered the electronic home organ field a little over a year ago, will unveil a new organ line at the National Association of Music Merchants Convention (NAMM) June 28 at the Conrad Hilton Hotel here.

Dan Collins, vice-president and sales manager of the company's musical instrument division, announced that in addition to complete new styling, the organs incorporate many innovations including solid state circuits which improve the resulting sound.

Ashley Miller, organist at New York's Radio City Music Hall, was one of the consultants whose recommendations have been incorporated. Bobby Christian acted as consultant in the creation of the new Select-A-Rhythms, a feature built into the organs which enable an organist to accompany himself with appropriate rhythm sounds. New sounds have been added, including a swing beat, Viennese waltz, mambo and a "teen" beat. Christian and his orchestra will accompany organ soloists at a dealer reception to be held on Sunday, June 28, at the hotel.

Chappell Lifts Ban on 'Dolly'

SYDNEY—Chappell & Company has lifted the mechanical restriction on the Louis Armstrong Kapp recording of "Dolly!" This leaves Australian Record Company free to release same. It is set for release on June 11, the actual date that the ban is lifted.

Unfortunately a clearance for airplay has not yet been given by the publisher because the show, "Hello, Dolly!" will not be staged in Australia until late this year.

Turning Tide

• Continued from page 1

language, which caused even the Beatles to record two of their hits in German.

One frantic aspect of the emphasis placed on British groups, Gilmore noted, was that as soon as a disk looks good in England, American radio stations outdo each other to expose the product first. This has led to disks being forced into release before a previous hit has waned.

BEATLES CLICK WITH POLYDOR

LONDON—Polydor had its highest-ever advance orders for the Beatles' "Ain't She Sweet," recorded in Hamburg in 1961 and issued here last week. The disk will be issued in the U. S. on MGM shortly.

Meanwhile the Beatles got down to recording soon after returning from their May holiday and a new Parlophone single is expected by the end of this month.

SWAN SWINGS INTO SUMMER!

BIG HIT INSTRUMENTAL

“MY MAN”

Walter Gates

**& HIS ORCHESTRA
S 4180**

**LP
OUT IN
10 DAYS!
“MY MAN”
LP 515**

FOLLOWUP TO “WHO DO YOU LOVE”

“GOTTA BE MORE THAN FRIENDS”

THE SAPPHIRES

S 4184

TWO LASSIES FROM SCOTLAND

“SOMEONE CARES FOR ME”

THE MCKINLEYS

S 4185

**SWAN
RECORDS**
Northeast Cor. 8th & Fitzwater Sts.,
Philadelphia, Pa.



Singer Gives DJ's Plug For Their Advice on A&R

NEW YORK — Trini Lopez, the Reprise Records artist, owes a lot to the disk jockey fraternity. Not only have the deejays helped catapult his records into the top-selling brackets, but they've also been doubling as a&r advisors for the singer.

Lopez, who is now in New York for a month's engagement at Basin Street East (beginning June 8), openly admits that the

disk jockeys have helped tremendously in deciding which side should be taken out of his Reprise albums for a push in the singles market. "It was the disk jockey action on 'If I Had a Hammer,'" said Lopez, "that made us take it out of my album, 'Trini Lopez at P.J.' for a single release." The result of the action was a 4,000,000 single seller around the world. The album, incidentally, also has racked up global sales around the 4,000,000 mark.

Lopez also mentioned that his culled from his second album, single record, "Kansas City," was "More Trini Lopez at P.J.'s" because of disk jockey preference,

went on to pull in more than 500,000 sales. Similarly, his current single release, "What Have I Got of My Own" was given the deejay nod from among the songs included in his third LP, "On the Move."

Although Lopez made his mark in the singles and album fields a little over a year ago, his current stop at Basin Street East marks his first engagement in the East. He said the delay was due to commitments overseas. "A disk performer today," explained Lopez, "can no longer ignore the international field. His records sell in those markets

(Continued on page 33)



TRINI LOPEZ, on a tour of the eastern disk jockeys, stops off at WSID, Baltimore, to visit Fat Daddy. Lopez begins a four-week engagement at New York's Basin Street East June 8.

Paul Anka Shows Poise, Versatility

Paul Anka's current engagement at the Empire Room of the Waldorf-Astoria is the RCA Victor artist's first personal appearance in New York in 18 months. He has toured the Continent and England, solidifying his status as an international performer and record name. Reviewed Tuesday (2) during the dinner show, Anka impressed as being more confident than ever. This despite the singer's youth and disarmingly boyish manner.

Anka opened and closed his 45-minute act with "Hello, Dolly!" and his intervening repertoire covered a broad range. There were the great standards, such as "Stranger in Paradise" and "One for the Road," and many others of his own composition, such as "Diana" and "Puppy Love." Most effective

(Continued on page 33)

Tillotson Bows At the L. Q.

Johnny Tillotson, the personable young MGM recording star, is making his Broadway night club debut at New York's Latin Quarter and shows great poise, talent and potential for future club dates. He must learn, however, to better cope with the noisy dinner crowds by either holding the mike closer or boosting the volume of the mike for stronger projection. (The audience on the night caught (24) was extremely noisy. It was learned later that because of this, an audience participation number was eliminated.

His segment on stage was highly entertaining and he did work up a rapport with the seemingly show-me audience

(Continued on page 35)

Forest Hills Sees Its Biggest Year

NEW YORK—The Forest Hills Music Festival is anticipating the biggest season in its five-year history with tickets selling out three months prior to its first presentation. Tickets to the Beatles' concert (Aug. 28-29) were sold out three days after they were placed on sale May 1, and although tickets to the other concerts will be put on sale this month, it's indicated that it will be SRO all the way.

These concerts include Barbra Streisand (July 19), Harry Belafonte with Miriam Makeba (July 31-Aug. 1-2), Johnny Mathis (Aug. 15), and Peter, Paul and Mary (Aug. 22).

Don Friedman is the director of the Festival.

PEOPLE AND PLACES

By MIKE GROSS

Neil Anderson, staffer in BMI's legal division, recently lectured on performing rights at Howard University in Washington. . . . There will be a "Jamaica Ska Night" party on June 9 at Trude Heller's in New York's Greenwich Village. . . . Sen. Margaret Chase Smith has invited Hildegarde to the Republican National Convention in July to sing her theme song, "Leave It to the Girls," written by Gladys Shelley. . . . Don Glasser's orchestra has been extended six weeks at Roseland Dance City. . . . The 4 Seasons will give two concerts in Newark, N. J., June 26-27. . . . Jack Hansen, Dance Along Records, is off to Europe on June 20 to complete arrangements for the distribution of the label across the continent.

Lyricist Buddy Kaye celebrating his 25th year in the music business is currently represented in the pop market with "World of Lonely People," "Pencil and Paper" and "Quiet Nights." . . . Kai Winding has been appointed music director of the Ballantine Rathskeller in the Belgian Village at the World's Fair. He'll continue in a similar capacity at New York's Playboy Club. . . . Choo Choo Collins is on a 10-week tour of military bases in the Far East with stops at Tokyo, Tei Pei, Hong Kong, Korea and Honolulu. . . . Tinnie Leonard, who recently closed a singing engagement at New York's Living Room, has been signed to return to the club in the fall. . . . The "Hora Hootenanny" revue will continue throughout the summer at the Israeli Cafe Sabbra. . . . Ronnie Martin will be featured comedian at the San Su Sun, Long Island night club, for a two-week run beginning June 16. . . . Florian Monday and the Mondos have been signed to the Realm label.

Jerry and Myrna Music have joined the roster of Kragen-Carroll's management firm. . . . Vocalist Margie Rayburn is currently at the Hesperia Inn, Hesperia, Calif. It's her fifth engagement there. . . . Buzz Warren, producer of the Jerry White "Hootenanny" show on WJZ, Newark, N. J., booked folk duo, Doug and Victoria, for a concert in Jersey City Tuesday (9). Concert was sponsored by the United Community Fund of Jersey City. The duo is managed by Harried Wasser. . . . Jane Morgan, singer on the Colpix label, will open the 32d season at the Kennebunkport Playhouse on July 2. She'll be seen in the "Jane Morgan Concert" with an orchestra. The program will run through July 5. . . . Marvin Drager will handle public relations for Art Talmadge's labels, Musicor, and Music and Voice. . . . Trumpeter Clark Terry has won the Jazz at Home Club of Philadelphia's 1963 Jazz Culture Award. Terry appears on Johnny Carson's "Tonight" TV show. . . . Della Reese in town to tape a flock of TV shows. . . . Lou Rawls has taped his 12th Steve Allen Show. . . . Cathi Chemi held over for her seventh week at Las Vegas' Flamingo Lounge.

SOCIAL NOTE: Jack Kiernan, staffer with Decca's national sales office, became the father of a boy May 21.



LEN LEVY, general manager of Epic Records, salutes the Dave Clark Five with special plaques for racking up sales of more than 1,000,000 records within 90-day period.

'Caravan' Cast Is Completed

NEW YORK—With the signing of the Reflections, a top juvenile singing group, deejay Dick Clark has completed the cast for his "Caravan of Stars." The unit begins a string of 74 one-nighters on June 26 in Boston and then will tour the U. S., Canada and Honolulu. The Honolulu engagement, set by promoter Ralph Yempuku, has been booked into the New Honolulu Arena Aug. 12-13, and the promoter is now trying to arrange a third show, a matinee, for the military at Pearl Harbor Naval Base.

In Clark's package are Gene Pitney, the Shirelles, Major Lance, the Crystals, Brian Hyland, the Coasters, Jean and Dean, the Rip Chords, Round Robin, Brenda Holloway, the Dixie Cups, Mike Clifford, and the Supremes, Liverpools, and Casuals groups.

The tour, booked through the William Morris office, will be road-managed by Ed McAdam, of Clark's Hollywood office, and feature Fabian as master of ceremonies.

New Disk Firm Inks 2 Artists

NEW YORK—Hollywood International Talents, a Hollywood-based firm with two newly activated labels — Deville Records and Empala Records—has signed Ron Holden and Jesse Lee Turner. Also on the label are the Zircons, the Gestics, Tommy Love, Barry Young, Daddy Love, Bobby Vernon and the Tabs.

The newly organized company is helmed by Lin Wilde. The a&r chores and promotion are handled by Jack Moon Elliott.

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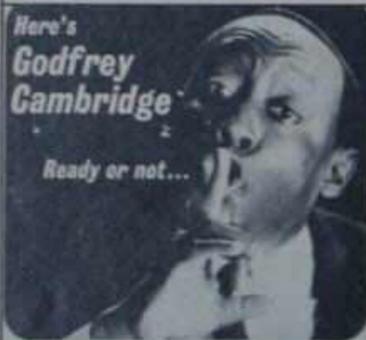
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HE'S WITTY!

HIS COMMENTARY IS PUNGENT!

HIS ALBUM IS UNIQUE!

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Now—for the first time—a special selection of recorded music from RCA Victor's storage vaults is being made available to millions of record buyers. New "Vintage Series" albums pack plenty of appeal for the "connoisseur collector." Here are the stars, the sounds, the performances that have made musical history.



ISHAM JONES A swingin' era is recaptured in all its glory by one of the first great dance orchestras of the big band epoch. 16 unforgettable melodies like "Sentimental Gentleman from Georgia," "Ridin' Around in the Rain" and "The Blue Room." LPV-504



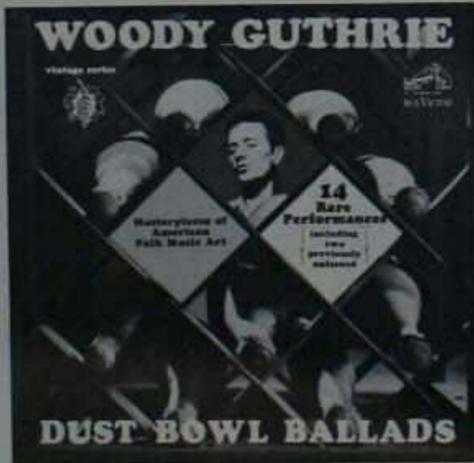
WOODY GUTHRIE 14 rare and memorable performances by the unchallenged leader of folk music. Includes history-making songs like "Dust Bowl Refugee," "Blowin' Down This Road," "Dust Cain't Kill Me," plus 2 previously unissued selections. LPV-502



KURT WEILL 2 of the master's classics for the stage in one unique album. Gertrude Lawrence sings "Lady in the Dark," which includes tunes like "This Is New" and "The Saga of Jenny." Side 2 has the complete American folk opera, "Down in the Valley." LPV-503



COLEMAN HAWKINS A musical autobiography—in one great album—of a giant in the world of jazz. 38 years of a fantastic career are traced with standards like "Body and Soul," "Just Friends," "April in Paris," plus 11 other vintage performances. LPV-501



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There!
I've Said It
Again

Bobby
Vinton

LN 24081 / BN 26081

CLIMBING THE CHARTS! ANOTHER VINTON HOT SELLER!

STOCK IT NOW!



CUSTOMS' FEES HURT IMPORTS

REGINA, Saskatchewan — CKRM has run into a problem of having to pay rather steep fees for its free promotional records sent to the station from companies in the U. S. Stringent Customs regulations have placed a duty and brokerage fee of \$1.10 on a 45 record (formerly delivered duty-free). CKRM has had to refuse all such records and request that they be returned to the sender.

"We realize that the American record companies are out time and postage and no doubt writes us off as a bunch of ingrates," said Bob Hill, CKRM's program director. "In our case, certainly it is not ingratitude... but just that duty and brokerage on such shipments can add up to quite a total by the end of the month.

"Many times the disks received do not fit our format and can't be used, and since we can't audition them first, the only thing we can do is refuse them all," Hill explained.

Hill suggested that American record companies send a questionnaire to all Canadian stations to determine whether they will accept records sent to them.

Saturday Hop Aids Crippled

NEW ORLEANS—WWL-TV has turned its "Saturday Hop" into a vehicle for community service by raising \$4,000 for the crippled Children's Hospital in New Orleans.

The National Police Officers Association selected the show's emcee, John Pela, to receive the first annual public service award for raising the money and his efforts in educating New Orleans about the crippled children. The fund-raising lasted nine weeks on the Saturday afternoon teen-age dance program. The two awards praised "his wholesome entertainment to the youth of the city, and for efforts in raising funds for a worthy cause."

The show, which according to Pela enjoys a heavy adult following, features supper club stars from the local hotels, nationally known record artists and professional dance groups. A different theme is used each week. It is live and in color.

Both Pela and Rupert Copponex, WWL-TV's program director, felt that slide-booth visuals are dull and the public service announcements would work best if logged as a live part of the "hop." Copponex said the "hop" uses 10 to 12 one-minute spots on each hour show and still fits in enough PSA time. He said, "150,000 viewers

(Continued on page 16)

ABC TO MOVE ITS OFFICES

NEW YORK—ABC's 50,000-watt flagship station is preparing to move to newly constructed studios and offices at 66th and Broadway directly opposite Lincoln Center. The new studios and equipment will be tested this week and put into full-time operation early in July.

CBS 'Dimension' Series Is Diversity Personified

By GIL FAGGEN

One of the success stories of the past decade in the broadcasting industry is the evolution and revolution of network radio.

The recovery from the 1955 debacle of losses running into the millions of dollars, to a nearly \$50,000,000 sales picture and in-the-black operation this year, reflects the important function network radio provides in the communication of ideas and entertainment to the public.

Network radio affiliates are at an all-time high and continue to become stronger with new stations signing contracts each month. The four nets are now represented in virtually all of the "Top 100" markets.

In the struggle to find its niche in an industry it once ruled, the networks have been facing (and will continue to face) agonizing reappraisals of their programming concepts. With affiliates in heated competition with independent stations and powerful group outlets, and trying to woo the listeners with completely different needs from 10 years ago, the nets have out of necessity hit upon the news, information and short feature concept. It has proved to be a successful move.

An example of the successful network transition from soap operas and variety shows to news and information is the Columbia Broadcasting System's "Dimension."

The "Dimension" series marked its 10,000th program last month. Introduced in November of 1960, the network offered 23 programs a week. Today CBS is feeding 63 broadcasts down the line Monday through Friday and 18 broadcasts each weekend. It, and the daily "Arthur Godfrey Show,"

are the bulwark of the radio network.

Problem of Logistics

The job of co-ordinating the multitude of program facets in "Dimension" each week is given to executive producer Joel Heller.

Heller's staff in New York is comprised of three full-time writer-producers and their secretarial assistants, who handle 20 segments a week. One producer handles the many overseas organizations and tapes. All material is cleared through Heller to avoid duplication of topics.

A virtual encyclopedia of information, "Dimension" runs the gamut of news topics, ranging from the current race for space supremacy to how the holes get in Swiss cheese.

"Our approach to it here," said Heller, "is to tell the staff: here's five minutes, go to it!"

Going to it on the Monday through Friday schedule are: "Personal Close-Up," with Mike Wallace—interviews with personalities who are newsmakers and about-to-be newsmakers; "Dear Abby," with Abigail Van Buren—nationally syndicated advice to the lovelorn columnist; "Ask Miss Fickett," featuring Mary Fickett, who answers questions sent from listeners on a myriad of topics; "In Hollywood," with Ralph Story; "Woman's World," with Betty Furness discussing topics rang-

Radio-TV PROGRAMMING

• READY-TO-GO PROGRAMMING • VOX JOX
• PROGRAMMING NEWSLETTER

ing from schools, books, careers and family relationships to fashions, budgets and other subjects of particular interest in a woman's world; "Edith Head's Fashion Notes," "Sidelights," with Charles Collingswood—the background on the people and issues in the news; "Campaign '64," with Walter Cronkite and "Allan Jackson Reports."

During the weekends the CBS men take over the series with news features and special in-depth reports. Among the 18 programs are: "Better Living," with Douglas Edwards, a five-minute feature on health; "The Week in Space," with Charles von Fremd; "This Week In Business," with Stanley Levey; "European Diary," with Daniel Schorr, and "It's New," with Harry Reasoner, to name a few.

Heller and CBS Radio Vice-President George Perkins maintain a strict line of demarcation between "Dimension" and CBS news. "Dimension" is devoted to features, CBS news to hard news.

Heavy Research

"There is a tremendous amount of research going into each show, and with the proliferation of material we conjure up regularly, the problem becomes one of how best to condense," said Heller.

"We receive 8,000 to 10,000 letters per day for "Dear Abby."

(Continued on page 16)



CBS news correspondent Charles Collingwood (left) and producer Dick Petrow check over script of the 10,000th "Dimension" program broadcast last month on the network (upper left photo). George Perkins, CBS Radio Network vice-president, checks script with "Dimension" air personality Betty Furness (second from left) and staffers Harriet Rohr and Judy Crichton (photo lower left). In photo below, "Dimension" executive producer Joel Heller and assistants preview some of the new products discussed on "What's New."



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Tips on Being Top Manager

By BILL GAVIN
Contributing Editor

A RADIO STATION is people. Its impact on listeners and advertisers is the product of a number of people, doing a number of things. Engineers, secretaries, salesmen, disk jockeys, accountants, supervisors, switchboard operators and managers all combine to produce profitable programming.



Of all the people who make radio what it is, the one who stamps his personality most indelibly on a radio station is the manager. Not only does he control a station's destinies, but his personality and character are often reflected by his employees.

THE MAN WHO achieves managerial status most often does so by demonstrating ability in the business aspects of broadcasting. More often than not the manager lacks experience in programming, or in any of the performing or production phases of show business. While he can direct his salesmen and accountants with the voice of experience, he usually relies heavily on his program director to plan and supervise the actual programming.

There are times, however, when only the manager can make critical decisions about program policy. At such times, a lack of program experience can produce decisions that do more harm than good. All too often a manager's decision to make drastic changes in program policy is made without proper awareness of consequences.

THE PURPOSE of this Newsletter is to suggest certain qualities that all managers should have in making their program decisions effective.

OBJECTIVITY: A manager may be coldly analytical about such things as overhead, taxes and profits, but he is often apt to let his own personal tastes get in the way of good programming judgment. He forgets that the music that he, his family and friends enjoy is not necessarily the music most preferred by most radio listeners. A careful study of ratings, as influenced by various programming patterns, offers the only safe guide on this thorny path.

OPEN-MINDEDNESS: We need look back only a few years to remind ourselves how radio continues to change. New ideas bring new successes. New ideas are not necessarily good ideas, and they frequently fall short of their goal. No capable manager will try out every new idea brought to him, but he will at least be ready to explore its possibilities. There are few surer methods of failing in radio management than a stubborn adherence to the past.

CONVICTION: Some managers embark on a new program policy with obvious reluctance.

Their doubts and fears are contagious. The entire staff is infected by uncertainty. Program planning lacks directions and decisiveness. Air work suffers. When a manager finds it necessary to submerge his own personal tastes in order to follow objective logic, he should keep his feelings to himself.

COURAGE: A conservative station that switches to a top pop music policy is bound to become the target of adverse criticism. Listeners will protest. Local newspaper columnists will poke ridicule. The manager's golfing cronies will express their objections. Every manager who takes his station into the pop music field for the first time should expect such abuse and be prepared to discount it. Eventual gains in ratings and revenue will be sufficient rebuttal for the critics.

CONSISTENCY: Once a program policy is embarked upon, it should be followed without deviation until it has been thoroughly tried and tested. This is simple common sense, but sometimes it is overlooked, and confusion is compounded. Consistency also should be the rule for successfully established operations. Overconfidence can lead to tinkering with the program structure to the ultimate damage of the station's ratings.

AWARENESS: A good manager should learn all he can about the sources of his program material. He should know the news services, the record distributors and their promotion people. He should know about his production material, who produces his jingle packages, and why they cost so much. Being thus well informed, he will be better fitted to work closely with his program director in handling special problems.

SENSE OF COMMUNITY: Most managers belong to service clubs or the chamber of commerce. They see to it that their stations carry public service spots in support of community projects. This is not enough. A station's strongest safeguard against sudden swings of public favor is found in its community roots. Every employee should be encouraged to be a part of its community activities: churches, schools, clubs, etc. Friendly contacts should be maintained with civic and philanthropic leaders. The station's voice should not just parrot "me too." It should at all times speak with prestige and authority on community matters. There is no reason why constructive community roles should be reserved for the network stations or for the conservative independents. The progressive, contemporary music stations can play an equally significant part. Radio generally has lagged far behind as a representative medium of mass communication. In such a policy, community interest and self interest go hand in hand.

It is a wise manager who knows when and how to take an active part in his station's programming. He is even wiser who knows when and where to leave it alone.

VOX JOX

By GIL FAGGEN

Carroll James, host of "C. J. and Company" over WWDC (Washington), offered \$50 worth of records albums as first prize in his "First Annual Crank Letter Contest." James has invited listeners to send him crude, sloppy, barely legible, and misspelled letters. Carroll, if you get one signed "E. William Henry" I suggest you pick an alternate winner.

(Continued on page 33)

CBS' 'Dimension'

Continued from page 14

The letters are promptly sent to the CBS-owned station in Hollywood, KNX, where Miss Van Buren does her show with the help of KNX program director Harf Weedin and announcer Harry Bartell.

The same process of evaluation takes place on the "I Hollywood" segment hosted by Ralph Story. Ralph writes and edits the show assisted by two researchers and writers. Ralph's research folio is four times the length of an actual script.

In New York Betty Furness, in conjunction with a full-time researcher and writer, pile through pounds of material before a final script is written.

As a final check against any bugaboo, all scripts are read by copy editor Don Ball and then submitted to Perkins for final approval.

"We are providing CBS stations across the country with programming they could not so economically provide for themselves," said Perkins, "and everything points to an extremely bright future for network radio; receiver sales have exceeded population growth, total hours of listening are about back to previous highs, expanded measurements are expected to double the size of national program audiences presently being reported. From a program man's standpoint, this renewed interest in radio means only one thing. It's safe to predict that the future, for network programming, will be one of experiment, achievement and, hopefully, new levels of success with new generations of listeners."

More Radio News on Page 35

POP-STANDARD SINGLES

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

This Week	Last Week	From this week's Hot 100	Weeks on Hot 100
Week	Week	TITLE, ARTIST, LABEL	
1	1	LOVE ME WITH ALL YOUR HEART, Ray Charles Singers, Command 4046	10
2	2	HELLO, DOLLY, Louis Armstrong, Kapp 573	18
3	3	PEOPLE, Barbra Streisand, Columbia 42965	11
4	4	DIANE, Bachelors, London 9639	9
5	7	TELL ME WHY, Bobby Vinton, Epic 9687	4
6	6	TODAY, New Christy Minstrels, Columbia 43000	10
7	5	COTTON CANDY, Al Hirt, RCA Victor 8346	10
8	10	TEARS AND ROSES, Al Martino, Capitol 5183	5
9	9	BE ANYTHING (But Be Mine), Connie Francis, MGM 13237	6
10	8	I DON'T WANT TO BE HURT ANYMORE, Nat King Cole, Capitol 5155	8
11	13	I'LL TOUCH A STAR, Terry Stafford, Crusader 105	4
12	20	BEANS IN MY EYES, Serendipity Singers, Philips 40198	4
13	14	I DON'T WANNA BE A LOSER, Lesley Gore, Mercury 72270	4
14	11	WRONG FOR EACH OTHER, Andy Williams, Columbia 43015	9
15	18	TOO LATE TO TURN BACK NOW, Brook Benton, Mercury 72266	6
16	—	ANOTHER CUP OF COFFEE, Brook Benton, Mercury 72266	5
17	15	GONNA GET ALONG WITHOUT YOU NOW, Skeeter Davis, RCA Victor 8347	7
18	17	GONNA GET ALONG WITHOUT YOU NOW, Tracey Dey, Amy 901	8
19	—	THE FRENCH SONG, Lucille Starr, Almo 204	5
20	—	THE WORLD OF LONELY PEOPLE, Anita Bryant, Columbia 43037	5

Saturday Hop

Continued from page 14

each week are exposed to a serious problem... 80,000 were adults. The light, gay mood of the "hop" made money-raising a real snap. We figured get the people in the mood to give and they will."

Director Bill Imwalle said kids in New Orleans want more than the Beatles and the twist. "People watch because we do more than shuffle around the floor. More than half the show is variety. That's the real come-on. Besides all the guest appearances, special effects and color sets, we insert some wild, zany films. Set these to music. Use John Pela as the foil and the kids love it."

MILWAUKEE—WOKY, the Bartell-owned station here, will soon increase its power from 1,000 to 5,000 watts. A new 5-kw. transmitter is being installed.

YESTERYEAR'S HITS

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

POP—5 Years Ago June 15, 1959

- The Battle of New Orleans, J. Horton, Columbia
- Personality, L. Price, ABC-Paramount
- Dream Lover, B. Darin, Alco
- Quiet Village, M. Denny, Liberty
- Kansas City, W. Harrison, Fury
- A Teenager in Love, Dion & the Belmonts, Laurie
- Tallahassee Lassie, F. Cannon, Swan
- Lonely Boy, P. Anka, ABC-Paramount
- Kookie, Kookie (Lend Me Your Comb), E. Brynes/C. Stevens, Warner Bros.
- Only You, F. Pourcel, Capitol

POP—10 Years Ago June 12, 1954

- Little Things Mean a Lot, K. Kallen, Decca
- Three Coins in the Fountain, Four Aces, Decca
- Wanted, P. Como, RCA Victor
- Happy Wanderer, F. Weir, London
- Hernando's Hideaway, A. Bleyer, Cadence
- If You Love Me (Really Love Me), K. Starr, Capitol
- Young at Heart, F. Sinatra, Capitol
- Answer Me, My Love, M. K. Cole, Capitol
- Oh, Baby Mine, Four Knights, Capitol
- Man Upstairs, K. Starr, Capitol

RHYTHM & BLUES—Five Years Ago—June 15, 1959

- Kansas City, W. Harrison, Fury
Personality, L. Price, ABC-Paramount
So Fine, Fiestas, Old Town
Dream Lover, B. Darin, Alco
So Close, B. Benton, Mercury

- There Goes My Baby, Drifters, Atlantic
Endlessly, B. Benton, Mercury
I Walked Too Long, L. Baker, Atlantic
The Battle of New Orleans, J. Horton, Columbia
I'm Ready, F. Domino, Imperial

BILLBOARD, June 13, 1964

E
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THE DAVE CLARK FIVE RETURN!
CAN'T YOU SEE THAT SHE'S MINE
I NEED YOU, I LOVE YOU
I LOVE YOU SO MUCH
BURNING FURNACE AND A DAY
ON BROADWAY
TOP A SEE AND SAY
CAN I TRUST YOU
FUNNY THINGS WITHOUT A NAME

LN 24104 / BN 26104

GLAD ALL OVER
(Featuring "Bits and Pieces")
THE DAVE CLARK FIVE
All of the Things / Chaquitta / Do You Love Me / I Know You
No Time to Lose / Saw Dub / There / She's All Mine / Stay

LN 24093 / BN 26093

TWO SMASH SELLERS FROM THE HOTTEST VOCAL GROUP TODAY!
STOCK THEM NOW!



HEADED FOR NUMBER

1

The Original!

The Girl From Ipanema

Stan Getz & Astrud Gilberto

VK-10323

From The Hit LP



V/V6-8545

THE JAZZ OF AMERICA IS ON



Verve Records is a division of Metro-Goldwyn-Mayer, Inc.



SINGLES

REVIEWS



HOT POP SPOTLIGHTS

THE 4 SEASONS—RAG DOLL (Saturday-Gavadiam, ASCAP) (2:31)—Sentimental slow dance ballad. Usual 4 Seasons delivery. Now there's two! Flip: "Silence Is Golden" (Saturday-Gavadiam, ASCAP) (2:27). **Philips 40211**

THE RONEETES—DO I LOVE YOU? (Mother Bertha-Hill & Range, BMI) (2:32)—Phil Spector and Jack Nitzsche bring the group in for another chart landing. Flip: "Bebe and Susu" (Mother Bertha, BMI) (2:24). **Philles 121**

BETTY EVERETT—I CAN'T HEAR YOU (Screen Gems-Columbia, BMI)—Movin' r&b-oriented tune sung with determination and drive. Betty is surrounded by male chorus and much brass. Flip: "Can I Get to Know You" (Trousdale, BMI). **Vee Jay 599**

BOBBY SHAFTO—SHE'S MY GIRL (Spectorious, BMI) (1:58)—Shafto went to sea and met the Beatles coming in. Click sound. Wide station play already reported. Flip: "Wonderful You" (Southern, ASCAP) (2:18). **Rust 5082**

DEL SHANNON—HANDY MAN (Travis-Bess, BMI) (2:11)—Potent revival of old Jimmy Jones hit. Shannon sings up storm to shrill organ riffs. Flip: "Give Her Lots of Lovin'" (Vicki, BMI) (2:03). **Amy 905**

RAY RIVERA—DO THE BLUE BEAT (Helios, BMI) (2:07)—Jolly good calypso beat with Ray vocalizing to big brass support. Flip: "Joanie" (Helios, BMI) (2:05). **RCA Victor 8372**

CILLA BLACK—YOU'RE MY WORLD (Hill & Range, BMI) (2:57)—Femme English artist. Interesting arrangement and performance on powerful ballad. Builds, builds and builds! Flip: "Suffer Now I Must" (Jaep, ASCAP) (1:42). **Capitol 5196**

REVIEWED THIS WEEK, 188—LAST WEEK, 125

GUEST PANELIST OF THE WEEK

DEAN GRIFFITH

Program Director,
DJ 2-6 p.m.,
WPGC, Washington, D.C.



Do I Love You THE RONEETES

Philles 121

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

JOANNE ENGEL—THE DUM-DE-DUM SONG (The Boy I Love) (Rumbalero, BMI) (2:00)—Cute ditty with ricky-ticky instrumentation. Gal sings in dual-track on the teen-directed swinger. Flip: "I Want Him" (Rumbalero, BMI) (2:25). **Amy 904**

JOEY AND HIS FRIENDS — THE RIVER KWAI MARCH (Columbia Pictures, ASCAP) (2:10)—The group marches this one right into the ground—but in grand commercial style. Could be a smasher! Flip: "The Farmer's Daughter" (Screen Gems-Columbia, BM) (2:20). **Colpix 733**

CHLOEE HARRIS—LITTLE PEOPLE (Rose, BMI) (2:21)—Newcomer Chloee Harris is kicking off her recording career with a hot commercial entry. Vocalist really projects on this infectious rocker ballad. Good lyrics and interesting arrangement (Rose, BMI) (2:34). **Hickory 1253**



POP STANDARD SPOTLIGHTS

NANCY WILSON—NEVER LESS THAN YESTERDAY (April, ASCAP) (2:21) — Nancy's voice is especially fine, the delivery extraordinary on this highly commercial ballad. Flip: "(You Don't Know) How Glad I Am" (Roosevelt, BMI) (2:37). **Capitol 5198**

VIC DANA—LOVE IS ALL WE NEED (Travis, BMI) (2:20)—Good summer ballad done in a mature style with big chorus and orchestra backing. Flip: "I Need You Now" (Miller, ASCAP) (2:10). **Dolton 95**

ETHEL ENNIS — THE BOY FROM IPANEMA (Duchess, BMI) (2:26)—Ethel does a top-notch job with this fast-rising song, making it into an easy-listening ballad. It's suitable for contemporary stations, too. Flip: "When Will the Hurt Be Over" (Apt, ASCAP) (2:13). **RCA Victor 8379**

HERBIE MANN — DOWN BY THE RIVERSIDE (Traditional) (2:33)—A swinging, Latin-flavored arrangement of the great standard. Flute sings over bongo beat and could swing high on chart. Flip: "Insensatez" (Duchess, BMI) (2:22). **Atlantic 5038**

THE TARRIERS—SAN FRANCISCO BAY BLUES (Hollis, BMI) (2:51)—A great programming side, swinging and jolly with much excitement. Group does first-rate performance with banjos, kazoos and assorted fun. Flip: "Guantanamo" (3:16). **Decca 31631**

Album Reviews on Page 48



COUNTRY & WESTERN SPOTLIGHTS

GLENN BARBER — IF ANYONE CAN SHOW CAUSE (Starday-Norris, BMI) (2:53) — Great weeper about a guy who is too proud to speak up when his girl marries another guy. Flip: "Stronger Than Dirt" (Starday-Norris, BMI) (1:56). **Starday 676**

DAVID HOUSTON—ONE IF FOR HIM, TWO IF FOR ME (Gallico, BMI) (2:06)—The plot thickens as a triangle continues. Chorus and Houston request "her" to leave a light in the window. Flip: "Your Memories" (Gallico, BMI) (2:06). **Spic 9690**



RHYTHM & BLUES SPOTLIGHTS

TONY CLARKE—AIN'T LOVE GOOD—AIN'T LOVE PROUD (Chevis, BMI) (2:55)—A wild Clarke performance in a raspy, gravel voice on top of pounding beat and echoing chorus. Excitement mounts and so does sound and audience participation, as record goes on. Flip: "Coming Back Strong" (Chevis, BMI) (2:40). **Chess 1894**

SINGLES REVIEW POLICY

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



SPOTLIGHT WINNERS OF THE WEEK

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

PROGRAMMING SPECIALS

HOT POP

LAVERN BAKER—Go Away (Keetch, Caesar & Dino, BMI) (2:37)—You'd Better Find Yourself Another Fool (Cotillion, BMI) (2:00). **ATLANTIC 2234**

GINNY ARNELL—Let Me Make You Smile Again (Gallico, BMI) (2:38)—Yesterday's Memories (Pamper, BMI) (3:00). **MGM 13248**

KANE TRIPLETS—A Word to the Wise (Wood, ASCAP) (2:33)—Spanish Boy (T. M., BMI) (1:56). **KAPP 596**

THE COOKIES—I Never Dreamed (Screen Gems-Columbia, BMI) (2:37)—The Old Crowd (Screen Gems-Columbia, BMI) (2:31). **DIMENSION 1032**

PAUL PETERSEN—Hey There Beautiful (Screen Gems-Columbia, BMI) (2:15). **COLPIX 730**

LINDA LLOYD—Heartache High School U.S.A. (Zeller, ASCAP) (2:10). **COLUMBIA 43057**

WILSON PICKETT—I'm Gonna Cry (Cotillion & Correc-Tone, BMI) (2:19). **ATLANTIC 2233**

SUGAR PIE DeSANTO—Soulful Dress (Chevis, BMI) (2:47). **CHECKER 1082**

FREDDIE AND THE DREAMERS—I Love You Baby (Spanka, BMI) (2:03). **MERCURY 72285**

PRINCE BUSTER—30 Pieces of Silver (Binders, BMI) (2:44). **AMY 906**

BRIAN HYLAND—Pledging My Love (Lion, BMI) (2:16). **PHILIPS 40203**

ARNOLD SISTERS—Jelly Bean (Combine, BMI) (2:42). **SOUND STAGE 7 2523**

ROBERT MAXWELL—Peg o' My Heart (Feist, ASCAP) (1:38). **DECCA 25637**

JOHNNIE MAE MATTHEWS—Worried About You (Thelma-Groovesville-McLaughlin, BMI) (2:54). **SPOKANE 4008**

EDDIE BO—Let's Let It Roll (Arc-Ebo, BMI) (2:30). **CHESS 1900**

THE SHADOWS—The Rise and Fall of Flingel Bunt (Shadows-Hill & Range, BMI) (2:42). **ATLANTIC 2235**

BRUCE AND TERRY—Summer Means Fun (Trousdale, BMI) (2:12). **COLUMBIA 43055**

RONNIE DOVE—Let Me Stay Today (Tobi-Ann & Florentine, BMI) (2:15). **DIAMOND 167**

POP STANDARD

HOLLYRIDGE STRINGS—Love Me Do (Beechwood, BMI) (2:16)—All My Loving (Northern, ASCAP) (2:08). **CAPITOL 5207**

JACK NITZSCHE—Theme From the Long Ships (Screen Gems-Columbia, BMI) (2:10)—Zapata (Guitar, BMI) (2:30). **REPRISE 0285**

JONI JAMES—Break My Heart Break Leeds (ASCAP) (2:27). **MGM 13243**

BOSTON POPS ORK—Hello, Dolly! (Morris, ASCAP) (2:35). **RCA VICTOR 8378**

COUNTRY & WESTERN

BOBBY DURHAM—My Past Is Present (Central Songs, BMI) (2:48)—Queen of Snob Hill (Central Songs, BMI) (2:17). **CAPITOL 5202**

JOHNNY BOND—Don't Mamma Count Anymore (Starday-Victor, BMI) (2:32)—Hot Rod Surfin' Hootiebeatnanny (Starday-Red River, BMI) (2:35). **STARDAY 678**

BOB LUMAN—Run on Home Baby Brother (Acuff-Rose, BMI) (2:28)—Empty Walls A Lonely Room (Acuff-Rose, BMI) (2:20). **HICKORY 1266**

JOHNNY CASH—The Ballad of Ira Hayes (Marks, BMI) (4:07). **COLUMBIA 43058**

CECIL L. BOYKIN—She Walked Away (Starday, BMI) (2:46). **STARDAY 674**

JUNE CARTER—Tall Loverman (Cash, BMI) (2:40). **COLUMBIA 43059**

RHYTHM & BLUES

PIGMEAT MARKHAM—Open the Door Richard (Parts 1 & 2) (Duchess, BMI) (3:06-3:55). **CHESS 1891**

CHART ACTION!

The Rolling Stones
NOT FADE AWAY =9657 *LONDON* RECORDS

The Bachelors
DIANE =9639
LONDON RECORDS

Bill Black's Combo
TEQUILA
B/W
RAUNCHY
Hi =2077

Round Robin
KICK THAT LITTLE FOOT SALLY ANN
=1404 DOMAIN

The Applejacks
TELL ME WHEN
=9658
LONDON RECORDS

Smash follow-up!

The Bachelors
I BELIEVE

=9672

LONDON RECORDS

Solid in the South!

Gene Simmons
HAUNTED HOUSE

Hi =2076

THE AMERICAN *LONDON* GROUP

3 hot LP's...already in big demand!

Hi
bill black's combo
PLAYS TUNES BY CHUCK BERRY
ROLL OVER BEETHOVEN • NADINE • MEMPHIS TENNESSEE
MAYBELLENE • ROLLIN' AND ROCKIN' • JOHNNY B. GOODE
BROWN EYED HANDSOME MAN • LITTLE QUEENIE • CAROL
SCHOOL DAYS • SWEET LITTLE SIXTEEN • THIRTY DAYS
NADINE • THIRTY DAYS • MEMPHIS
ROLL OVER BEETHOVEN
MAYBELLENE • SCHOOL DAYS
MONO

THE NEW MUSTANG AND OTHER HOT ROD HITS
Featuring
CUTE LITTLE COLT
by
the Road Runners
CUTE LITTLE COLT
HEY LITTLE COBRA
LITTLE DEVIL COUPE
COMPETITION COUPE
SHUT DOWN
409
SUPER TORQUE 427
THE NEW MUSTANG
AND OTHERS
MONO

PRESENTING:
The Bachelors
DIANE
WHISPERING
CHARMAINE
MONO

London's great new hit label!



The Mojos **EVERYTHING'S AL'RIGHT** 45001

Tony Sheveton **A MILLION DRUMS** 10616

The Pickwicks **APPLE BLOSSOM TIME** 9679

Lulu & The Lovers **SHOUT** 9678

Latest by the great

Joe Tex

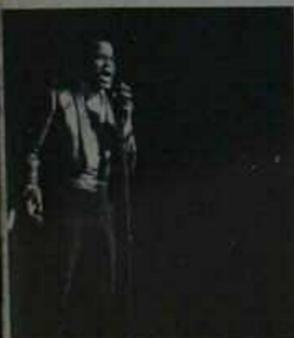
I'D RATHER HAVE YOU

B/W

Old Time Lovers

Dial #3020

THE AMERICAN *LONDON* GROUP



E EPIC P PRODUCT I INTERESTS C CONSUMERS

An Original Sound Track Recording
Award Winning
LIVES OF THE FIELD
Starring SIDNEY POITIER
Composed and Conducted by Jerry Goldsmith
LN 24094 / BN 26094

**ORIGINAL
SOUND
TRACK
RECORDING
OF THIS
ACADEMY
AWARD
WINNING
FILM**

STOCK IT NOW!



BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

CAN'T YOU SEE THAT SHE'S MINE

Dave Clark Five, Epic 9692

★ 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.

STEAL AWAY . . .

Jimmy Hughes, Fame 6401 (Fame, BMI) (New Orleans)

DEVIL WITH THE BLUE DRESS . . .

Shorty Long, Soul 35001 (Jobete, BMI) (St. Louis, New Orleans)

HELLO, DOLLY! (Italian Style) . . .

Lou Monte, Reprise 0284 (Morris, ASCAP) (New York)

ANGELITO . . .

Rene and Rene, Columbia 43045 (Epps, BMI) (San Francisco)

OH! BABY . . .

Barbara Lynn, Jamie 1277 (Nujac, BMI) (Houston)

RUN LITTLE GIRL . . .

Donnie Elbert, Gateway 731 (Celestine, BMI) (St. Louis)

SHE'S MY GIRL . . .

Bobby Shaffo, Rust 5082 (Spectacular, BMI) (New York)

WISHIN' AND HOPIN' . . .

Dusty Springfield, Phillips 40207 (Jonathan, BMI) (Atlanta)

MY LITTLE GIRL . . .

Isley Brothers, United Artists 714 (Three Boys, BMI) (Chicago)

THE THINGS THAT I USED TO DO . . .

James Brown, Smash 1908 (Music, BMI) (New York)

SHENANDOAH . . .

Goldiebriars, Epic 9673 (Blackwood, BMI) (St. Louis)

MUSIC AS WRITTEN

HOLLYWOOD

"The Munsters," a comedy horror show set for next season on CBS-TV, is quietly sparking interest in tunes to tie in with the panic pattern. The show will have ghouls and monsters of all sorts and it is known several producers are working on tunes similar to the "Monster Mash," which broke big several seasons back without a TV series. . . . Don Borzage is co-author with Johnny Mercer of "Tonight May Have to Last Me All My Life," which appears in Nancy Wilson's new Capitol LP. . . . Jim Aguirre, owner of the Pamela label, is the author of "Casual Kiss," by Leon Pells on Whittly Bird. . . . Attorney Irwin Spiegel spoke to the California Copyright Conference on two recent Supreme Court decisions concerning piracy of disks and tapes. . . . Jazzmen turned out in full force to play a benefit which raised \$4,000 for the family of the late Joe Maini at the Manne Hole, Sunday (24). Maini died of accidental gun wounds May 7.

Composer-pianist Clare Fischer, who records for World Pacific, is on a four-week State Department sponsored tour of Argentina. Dick Bock, label president, hopes Fischer will return with both inspirations and new tunes.

Capitol's traveling national sales manager, Bill Tallant, will be swinging through the Midwest to check how the label's product cut-off program affecting certain subdistributors is doing. He recently returned from a similar junket to the East.

Dave Fox is the new promotion man assigned to the RCA a&r department. He will work completely for the producers from their Sunet Boulevard headquarters.

Disneyland swings into full-time operation June 13 with a big band festival that week starring Duke Ellington, Benny Goodman, Wayne King, Count Basie and the Elliott Brothers.

The Monterey Jazz Festival next September has pacted the Ellington and Herman bands, MJQ, Dizzy Gillespie, Oscar Peterson and Gerry Mulligan groups.

Canjo Records has released "Boss Barracuda" by a similarly named group. The intention is to tie in with the car manufacturer a la the Cobra and Mustang, which are sports models with disk affiliations.

ELIOT TIEGEL

BOSTON

Asher Shuffer, RCA Victor's local chief, treated a group of Greater Hub dealers and newsmen to a bit of Italian spritz when he brought Rita Pavone into the Somerset Hotel to give a few samples of her Anglicized Italian rock 'n' roll. Rita endeared herself to the gathering. . . . Bill Thompson, formerly with RCA Victor and a local disk jockey, is managing the new one-stop set up by the local Wurlitzer agency, Redd Distributing Company. . . . Trumpeter Al Hirt was due to go classical when he blows his horn for the Boston Pops Orchestra on June 6 and 7. . . . Lee Morris, Hub school teacher and successful songwriter, happy over winning NARM award for his best selling "Blue Velvet," now working on Brenda Lee's release of the hit with lyrics he wrote especially for her. He also has songs in three Elvis Presley movies and has King Cole recording one of his ballads. . . . Al Martino, while playing Blinstrub's Village, autographed a record number of his albums at Jordan-Marsh department store. . . . Carmel Quinn stirring the Boston Irish and others at the Monticello. She has comedienne Bobbi Baker on the bill with her. Bobby Vinton will go into Blinstrub's next week.

CAMERON DEWAR

HAMBURG

Harry Levine, president of ABC-Paramount, and Phillip S. Kurnit visited Hamburg for talks with Philips. . . . Hans Lieber, president of Teldec, and Artur Waizenegger, sales manager of Teldec, left for meetings with RCA and London records in U. S. . . . Willie Fruth, musician and band leader from Munich, is the new production chief for SABA records. Horst Heinz Henning left the company. . . . Alfred Hause and his radio dance orchestra from Hamburg making a concert tour through Japan this autumn. . . . German TV shows on July 28 the CBS Jackie Gleason Show, which won a prize this year at the TV festival in Montreux in Switzerland. . . . Composer Robert Stolz from Vienna conducted a recording session of the "Gipsy Baron" by Johann Strauss for Ariola-Eurodisc.

CBS released a single with ice-skating stars Marika Kilius and Hans Juergen Baumlner, world champions, singing the

titles "Honeymoon in St. Tropez" and "Nur der Mond ist schuld daran." . . . Singer Lil Babs will have a 1965 debut in the "Red Onion" in Aspen and later be guest star in Waldorf-

Astoria's Empire Room in New York. . . . The German Song Festival will be held June 13 in Baden-Baden and will be transmitted by TV. Twelve songs reached the finals. Caterina Valente will be the guest star.
CHRISTIAN TOERSLEFF

TORONTO

Edith Piaf fans have moved in quickly to pick up Pathe's "Tete-a-Tete Avec Piaf," a memorial album made shortly before the singer's death. . . . Johnny Mathis has had a very good week at Toronto's O'Keefe Centre. His "I'll Search My Heart" (Columbia) and "Tender Is the Night" (Mercury) have jumped in sales since his arrival in Toronto. . . . The sound of Louis Armstrong's "Hello, Dolly!" is ever-present on Canadian airways these days.

Illinois Jacquet is blowing horn at Toronto's Town Tavern to packed houses. Toronto would like to see more jazz men play the local night spots. . . . Capitol reports "Do You Love Me" as their best, followed closely by Peter & Gordon's "Do You Love Me." Another Capitol Canadian hit is "Bits and Pieces."

RUTH MCGARRETT CHILDS

BOBBY BLAND'S

NEW ONE "PICKED" ACROSS THE COUNTRY

WTIX
new orleans, la.
WKNR
detroit, mich.
KILT
houston, tex.
WDLB
wisconsin
KNUZ
houston, tex.



"PICK HIT OF THE WEEK"
"KEY SONG OF THE WEEK"
"PICK HIT OF THE WEEK"
"DISCOVERY OF THE WEEK"
"TOP THIRTY" IN ITS SECOND WEEK

"SHARE YOUR LOVE WITH ME"
AND
"AFTER IT'S TOO LATE"

DUKE 377

LARRY KANE, KTRK-TV, SAYS:
"GREATEST BOBBY YET."

SOLD 180,000 IN ITS FIRST WEEK.

**ERNIE K-DOE'S
"MY MOTHER-IN-LAW"**
(IS IN MY HAIR AGAIN)

DUKE 378

PLAYS IMPORTANT PART IN WVON'S
"RIVER VIEW FUN PARTY" BEFORE 75,000 PERSONS.
K-DOE BROKE IMPORTANT NEW ORLEANS
SCHEDULE TO FLY IN FOR OCCASION.

DUKE AND PEACOCK RECORDS, INC.
2809 ERASTUS STREET HOUSTON, TEXAS, OR 3-2611

*philips is proud to introduce
an outstanding new artist . . .*

MARILYN BURROUGHS



I Feel Pretty

PHM 200-137/PHS 600-137



TOP LP's

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

Record Industry Association of America seal of certification as million dollar LP's.

This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	3	HELLO, DOLLY! Louis Armstrong, Kapp KL 1264 (M); KS 3264 (S)	5	51	51	TRINI LOPEZ AT PJ's Reprise R 4093 (M); RS 4093 (S)	48	101	92	ROMANTICALLY Johnny Mathis, Columbia CL 3090 (M); CS 3090 (S)	25
2	2	FUNNY GIRL Original Cast, Capitol VAS 2039 (M); SVAS 2039 (S)	7	59	59	MONDO CANE Soundtrack, United Artists UAL 4103 (M); UAS 5103 (S)	48	102	106	THE MOTORTOWN REVUE, VOL. 2 Various Artists, Motown 415 (M); (no Stereo)	3
3	1	HELLO, DOLLY! Original Cast, RCA Victor LOC 1007 (M); LSO 1007 (S)	17	50	52	LIVING A LIE Al Martino, Capitol T 2040 (M); ST 2040 (S)	19	103	108	PAIN IN MY HEART Otis Redding, Atco 541 (M); (no Stereo)	7
4	4	THE BEATLES' SECOND ALBUM Capitol T 2080 (M); ST 2080 (S)	8	53	56	I'LL SEARCH MY HEART Johnny Mathis, Columbia CL 3143 (M); CS 3143 (S)	6	104	121	STAY 4 Seasons, Vee Jay VJ 1002 (M); VJS 1002 (S)	2
5	5	CALL ME IRRESPONSIBLE AND OTHER HIT SONGS Andy Williams, Columbia CL 3171 (M); CS 3171 (S)	6	67	54	THE NEVER ENDING IMPRESSIONS ABC-Paramount ABC 448 (M); ABCS 448 (S)	12	105	84	SOLID GOLD STEINWAY Roger Williams, Kapp KL 1354 (M); KS 1354 (S)	19
6	7	HONEY IN THE HORN Al Hirt, RCA Victor LPM 2723 (M); LSP 2723 (S)	39	55	42	MOVING Peter, Paul & Mary, Warner Bros. W 1472 (M); WS 1472 (S)	74	106	88	ANY NUMBER CAN WIN Jimmy Smith, Verve V 8552 (M); VU 8552 (S)	32
7	6	MEET THE BEATLES Capitol T 2047 (M); ST 2047 (S)	20	56	52	RAMBLIN' New Christy Minstrels, Columbia CL 3055 (M); CS 3055 (S)	43	107	136	TODAY'S ROMANTIC HITS/ FOR LOVERS ONLY, VOL. 2 Jackie Gleason, Capitol W 2056 (M); SW 2056 (S)	2
8	8	GLAD ALL OVER Doris Clark Five, Fair LN 24093 (M); BN 24093 (S)	10	57	46	LAWRENCE OF ARABIA Soundtrack, Colpix CP 314 (M); SCP 314 (S)	68	108	90	THE SMOTHERS BROTHERS AT THE PURPLE ONION Mercury MG 20611 (M); SR 40611 (S)	49
9	9	TODAY New Christy Minstrels, Columbia CL 3139 (M); CS 3139 (S)	9	58	62	HOLLYWOOD—MY WAY Nancy Wilson, Capitol T 1934 (M); ST 1934 (S)	45	109	114	BOOTS RANDOLPH'S YAKETY SAX Monument MLP 3002 (M); SLP 10002 (S)	14
10	10	BARBRA STREISAND/THE THIRD ALBUM Columbia CL 3184 (M); CS 3184 (S)	16	59	72	MANHATTAN TOWER Robert Goulet, Columbia DL 6050 (M); DS 2450 (S)	7	110	111	TIME TO THINK Kingston Trio, Capitol T 2011 (M); ST 2011 (S)	20
11	22	COTTON CANDY Al Hirt, RCA Victor LPM 2917 (M); LSP 2917 (S)	4	60	49	CHARADE Henry Mancini & His Ork, RCA Victor LPM 2755 (M); LSP 2755 (S)	25	111	128	HIPPY HIPPI SHAKE Swinging Blue Jeans, Imperial LP 9261 (M); LP 12261 (S)	3
12	11	INTRODUCING THE BEATLES Vee Jay LP 1042 (M); SR 1042 (S)	19	96	96	THE BEATLES AMERICAN TOUR WITH ED RUDY Radio Police Beat News, News Documentary 2 (M); (no Stereo)	2	112	110	MORE THEMES FOR YOUNG LOVERS Percy Faith & His Ork, Columbia CL 3147 (M); CS 3147 (S)	3
13	13	THE PINK PANTHER Henry Mancini & His Ork, RCA Victor LPM 2793 (M); LSP 2793 (S)	10	62	64	SHOWTIME James Brown & His Ork, Smash MG 27054 (M); SRS 47054 (S)	6	113	131	DIMENSION '3' Each Light & the Light Brigade, Command RS 847 (M); RS 847-50 (S)	3
14	12	KISSIN' COUSINS Elvis Presley, RCA Victor LPM 2894 (M); LSP 2894 (S)	10	63	68	BACH'S GREATEST HITS Creative Soloing Ensembles, Philips PHM 200-097 (M); PWS 400-097 (S)	34	114	—	PETE FOUNTAIN'S NEW ORLEANS AT MIDNIGHT Carol CRL 57429 (M); CRL 757429 (S)	1
15	66	TODAY, TOMORROW, FOREVER Nancy Wilson, Capitol T 2082 (M); ST 2082 (S)	3	64	54	THE MANY MOODS OF TONY Tony Bennett, Columbia CL 3141 (M); CS 3141 (S)	17	115	140	CHUCK BERRY'S GREATEST HITS Chess 1483 (M); (no Stereo)	2
16	21	WHO'S AFRAID OF VIRGINIA WOOLF? Jimmy Smith, Verve V 8583 (M); VU 8583 (S)	9	65	45	TRINI LOPEZ ON THE MOVE Reprise R 4112 (M); RS 4112 (S)	10	116	124	LILIES OF THE FIELD Soundtrack, Epic LN 24094 (M); BN 24094 (S)	3
17	18	SHANGRI-LA Robert Maxwell, His Majesty's Ork, Decca DL 4421 (M); DL 74421 (S)	9	66	55	THE SINGING NUN Philips PCC 203 (M); PCC 403 (S)	32	117	125	AMERICA, I HEAR YOU SINGING Frank Sinatra, Bing Crosby, Fred Warlock, Reprise F 2070 (M); FS 2070 (S)	3
18	15	THE SERENDIPITY SINGERS Philips PHM 200-113 (M); PWS 400-113 (S)	15	67	57	THE ITALIAN VOICE OF AL MARTINO Capitol T 1907 (M); ST 1907 (S)	9	118	135	THE JAMES BROWN SHOW King 826 (M); S 826 (S)	51
19	23	SOMETHING SPECIAL FOR YOUNG LOVERS Ray Charles Singers, Command RS 866 (M); RS 866-50 (S)	11	68	73	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 3053 (M); CS 3053 (S)	47	119	116	SHANGRI-LA Vic Dana, Decca DL 4402 (M); DL 74402 (S)	5
20	14	SHUT DOWN, VOL. 2 Beach Boys, Capitol T 2027 (M); ST 2027 (S)	10	79	79	NEW YORK WONDERLAND Andre Kostelanetz & His Ork, Columbia CL 3138 (M); CS 3138 (S)	4	120	132	HIGH SPIRITS Original Cast, ABC-Paramount ABC-OC-1 (M); ABCS-OC-1 (S)	5
21	16	THE BARBRA STREISAND ALBUM Columbia CL 3087 (M); CS 3087 (S)	62	70	76	JOAN BAEZ IN CONCERT Vanguard VRS 9112 (M); VSD 2122 (S)	86	121	81	TIME CHANGES Dave Brubeck Quartet, Columbia CL 3127 (M); CS 3127 (S)	9
22	19	IN THE WIND Peter, Paul & Mary, Warner Bros. W 1507 (M); WS 1507 (S)	34	71	74	WE SHALL OVERCOME Pete Seeger, Columbia CL 3191 (M); CS 3191 (S)	27	122	126	THE VOICE OF AFRICA Miriam Makeba, RCA Victor LPM 2845 (M); LSP 2845 (S)	3
23	25	THE SECOND BARBRA STREISAND ALBUM Columbia CL 3054 (M); CS 3054 (S)	40	72	78	BACK IN TOWN Kingston Trio, Capitol T 2081 (M); ST 2081 (S)	3	123	145	MARVIN GAYE GREATEST HITS Tamla 232 (M); (no Stereo)	3
24	17	BELAFONTE AT THE GREEK THEATRE Harry Belafonte, RCA Victor LOC 4009 (M); LSO 4009 (S)	9	105	105	GETZ/GILBERTO Stan Getz & Joao Gilberto, Verve V 8545 (M); VU 8545 (S)	2	124	137	THE SWINGLE SINGERS GOING BAROQUE Philips PHM 200-126 (M); PWS 400-126 (S)	3
25	32	ALLAN IN WONDERLAND Allan Sherman, Warner Bros. W 1529 (M); WS 1529 (S)	10	74	82	SINATRA'S SINATRA Frank Sinatra, Reprise R 1010 (M); RS 1010 (S)	37	125	119	COME DANCE TO THE HITS Sammy Kaye & His Ork, Decca DL 4302 (M); DL 74302 (S)	3
26	35	THE SHELTER OF YOUR ARMS Sammy Davis Jr., Reprise R 4114 (M); RS 4114 (S)	11	75	77	MOMS MABLEY OUT ON A LIMB Mercury MG 20689 (M); SR 40689 (S)	16	126	99	APOLLO SATURDAY NIGHT Various Artists, Atco 139 (M); SD 139 (S)	17
27	31	CATCH A RISING STAR John Gary, RCA Victor LPM 2745 (M); LSP 2745 (S)	32	76	87	THERE! I'VE SAID IT AGAIN Bobby Vinton, Epic LN 34081 (M); BN 34081 (S)	20	127	129	I LOVE YOU BECAUSE Al Martino, Capitol T 1915 (M); ST 1915 (S)	53
28	41	MEET THE SEARCHERS/NEEDLES AND PINS Kapp KL 1343 (M); KS 1343 (S)	10	100	100	REFLECTIONS Peter Nero, RCA Victor LPM 2852 (M); LSP 2852 (S)	2	128	139	A LETTERMEN KIND OF LOVE Capitol T 2013 (M); ST 2013 (S)	19
29	33	GLORIA, MARTY & STRINGS Gloria Lynne, Everest RR 3226 (M); SDBR 1226 (S)	17	94	94	MARY WELLS AND MARVIN GAYE TOGETHER Motown 612 (M); (no Stereo)	5	129	134	HER JOY, HER SONGS Saverio Scavini, the Singing Man, Philips PCC 209 (M); PCC 409 (S)	10
30	20	LOUIE LOUIE Wingman, Wand 457 (M); (no Stereo)	22	91	91	FROM RUSSIA WITH LOVE Soundtrack, United Artists UAL 4114 (M); UAS 5114 (S)	7	130	—	WHITE ON WHITE Danny Williams, United Artists UAL 3239 (M); UAS 6239 (S)	1
31	34	YESTERDAY'S LOVE SONGS— TODAY'S BLUES Nancy Wilson, Capitol T 2012 (M); ST 2012 (S)	21	80	80	GREAT VOICES OF THE CENTURY Various Artists, A&P MP 4 (M); (no Stereo)	8	131	123	WHEN LIGHTS ARE LOW Tony Bennett with Ralph Sharon Trio, Columbia CL 3173 (M); CS 3173 (S)	4
32	28	WEST SIDE STORY Soundtrack, Columbia DL 3470 (M); DS 2070 (S)	138	81	89	DEAD MAN'S CURVE/THE NEW GIRL IN SCHOOL Joe & Joan, Liberty LSP 3541 (M); LST 7341 (S)	4	132	138	HEY LITTLE COBRA AND OTHER HOT ROD HITS Big Chariot, Columbia CL 3151 (M); CS 3151 (S)	17
33	26	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809 (M); CS 1809 (S)	110	82	69	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1123 (M); CS 3634 (S)	319	133	118	PERCY FAITH & HIS ORK PLAY GREAT FOLK THEMES Columbia CL 2108 (M); CS 3908 (S)	11
34	43	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 3015 (M); CS 3015 (S)	61	83	61	OLIVER Original Cast, RCA Victor LOC 2004 (M); LSO 2004 (S)	85	134	107	THINK ETHNIC Smothers Brothers, Mercury MG 20777 (M); SR 40777 (S)	63
35	38	TENDER IS THE NIGHT Johnny Mathis, Mercury MG 20890 (M); SR 40890 (S)	18	84	71	ROY ORBISON'S GREATEST HITS Monument MLP 8000 (M); (no Stereo)	94	135	143	JOAN BAEZ, VOL. I Vanguard VRS 9079 (M); VSD 3077 (S)	120
36	27	JACK JONES' WIVES AND LOVERS Kapp KL 1352 (M); KS 1352 (S)	25	101	101	SUSPICION! Terry Stafford, Crusader CLP 1001 (M); CLP 1001 (S)	5	136	141	CURB YOUR TONGUE, KNAVE! Smothers Brothers, Mercury MG 20843 (M); SR 40843 (S)	27
37	39	PURE DYNAMITE James Brown, King 882 (M); (no Stereo)	16	120	120	MARY WELLS GREATEST HITS Motown 614 (M); (no Stereo)	3	137	—	COMMAND PERFORMANCES Each Light & His Ork, Command RS 848-50 (M); RS 848-50 (S)	1
38	30	DAYS OF WINE AND ROSES, MOON RIVER AND OTHER ACADEMY AWARD WINNERS Frank Sinatra, Reprise F 1011 (M); RS 1011 (S)	10	87	63	WHAT MAKES SAMMY RUN? Original Cast, Columbia KOL 4040 (M); KOS 3440 (S)	11	138	—	MOONLIGHT AND ROSES Jim Reeves, RCA Victor LPM 2854 (M); LSP 2854 (S)	1
39	37	SWEET & SOUR TEARS Ray Charles, ABC-Paramount ABC 480 (M); ABCS 480 (S)	13	150	150	I WISH YOU LOVE Gloria Lynne, Everest RR 3226 (M); SDBR 1226 (S)	2	139	93	THE TIMES ARE A-CHANGIN' Bob Dylan, Columbia CL 2105 (M); CS 3905 (S)	15
40	24	PETER, PAUL & MARY Warner Bros. W 1449 (M); WS 1449 (S)	112	85	70	MY FAIR LADY Original Cast, Columbia DL 3090 (M); DS 2010 (S)	397	140	—	SOUL SERENADE King Curtis, Capitol T 2095 (M); ST 2095 (S)	1
41	47	EARLY HITS OF 1964 Lawrence Walk, Dot DLP 3572 (M); DLP 3572 (S)	10	90	85	TILL THE END OF TIME Jerry Vale, Columbia CL 3114 (M); CS 3914 (S)	17	141	103	MASS FOR JOHN F. KENNEDY; MOZART: REQUIEM Boston Symphony (Selezard), RCA Victor LM 7020 (M); LSC 7020 (S)	12
42	58	IT MUST HAVE BEEN SOMETHING I SAID! Smothers Brothers, Mercury MG 20904 (M); SR 40904 (S)	4	91	85	ALWAYS IN MY HEART Los Indios Tabajaras, RCA Victor LPM 2912 (M); LSP 2912 (S)	5	142	144	ELVIS' GOLDEN RECORDS, VOL. 3 Elvis Presley, RCA Victor LPM 2745 (M); LSP 2745 (S)	40
43	29	DAWN (Go Away) AND 11 OTHER GREAT SONGS 4 Seasons, Philips PHM 200-124 (M); PWS 400-124 (S)	12	92	75	THE NEW CHRISTY MINSTRELS Columbia CL 1872 (M); CS 3472 (S)	81	143	127	MARIA ELENA Los Indios Tabajaras, RCA Victor LPM 2922 (M); LSP 2922 (S)	31
44	40	TOM JONES Soundtrack, United Artists UAL 4113 (M); UAS 5113 (S)	13	93	83	PAINTED, TAINTED ROSE Al Martino, Capitol T 1973 (M); ST 1973 (S)	36	144	146	REFLECTING Chad Mitchell Trio, Mercury ME 20891 (M); SR 40891 (S)	15
45	48	CAMELOT Original Cast, Columbia KOL 3420 (M); KOS 2031 (S)	177	94	102	PACKAGE OF 16 HITS Various Artists, Motown 614 (M); (no Stereo)	10	145	142	NAVY BLUE Diane Rossy, 20th Century-Fox TFN 2132 (M); TFS 4132 (S)	11
46	36	ENCORE John Gary, RCA Victor LPM 2804 (M); LSP 2804 (S)	17	95	97	MEET THE TEMPTATIONS Gordy 911 (M); (no Stereo)	6	146	113	HOW THE WEST WAS WON Soundtrack, MGM 125 (M); 125 (S)	61
47	60	AIN'T THAT GOOD NEWS Sam Cooke, RCA Victor LPM 2899 (M); LSP 2899 (S)	11	96	109	THE WONDERFUL WORLD OF ANDY WILLIAMS Columbia CL 3137 (M); CS 3937 (S)	21	147	—	50 GUITARS GO ITALIANO 50 Guitars of Tommy Garrett, Liberty LMM 12028 (M); LMS 14028 (S)	1
48	53	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1849 (M); CS 3649 (S)	102	97	98	FOREVER Pete Drake, Smash MG 27053 (M); SRS 47053 (S)	7	148	—	LET'S HAVE A PARTY Elvis, U.S.A. 102 (M); (no Stereo)	1
49	44	JOAN BAEZ IN CONCERT, PART 2 Vanguard VRS 9112 (M); VSD 2122 (S)	28	98	104	CALL ME IRRESPONSIBLE AND THE JACK JONES HITS Kapp KL 1328 (M); KS 1328 (S)	11	149	—	BY REQUEST Becca Lee, Decca DL 4309 (M); DL 74309 (S)	1
				99	86	RAMBLIN' ROSE Ned King Cole, Capitol T 1792 (M); ST 1792 (S)	9	150	—	FALL OF THE ROMAN EMPIRE Soundtrack, Columbia DL 4040 (M); DS 2440 (S)	1
				117	117	SPEAK TO ME OF LOVE Ray Conniff Singers, Columbia CL 2150 (M); CS 3950 (S)	3				

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FOREVER . . .

Billy Vaughn, Dot DLP 3578 (M); DLP 25578 (S)

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Epic LN 24104 (M); BN 26104 (S)

DUTY, HONOR, COUNTRY . . .

General Douglas MacArthur, RCA Camden SPC 100 (M), (No Stereo)

BEWITCHED . . .

Jack Jones, Kapp KL 1365 (M); KS 3365 (S)

LITTLE CHILDREN . . .

Billy J. Kramer With the Dakotas, Imperial LP 9267 (M); LP 12267 (S)

THE LETTERMEN LOOK AT LOVE . . .

Capitol T 2083 (M); ST 2083 (S)

THE DUSTY SPRINGFIELD ALBUM . . .

Philips PHM 200-133 (M); PHS 600-133 (S)

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London LL 3353 (M); PS 353 (S)



SPECIAL MERIT PICKS

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POP SPECIAL MERIT

THE SUE STORY, CHAPTER 1

Various Artists. Sue LP 1021

This is the first in a series of Sue Stories, samplers of the big artists on the label. Chapter 1 has 12 tracks, including the Duels' "Stick Shift," Soul Sisters' "I Can't Stand It," Ike and Tina's "It's Gonna Work Out Fine" and "A Fool in Love" and the Matadors' "Vengeance."



POP SPECIAL MERIT

ROSKO'S EVERGREENS

Various Artists. Warner Bros. W 1551

If you didn't know it, Rosko is a rhythm and rhyme disk jockey on the West Coast's KGFJ and his choices here include several big-name contemporary artists: "Stand by Me" (Ben E. King), "Soldier Boy" (the Shirelles), "Up on the Roof" (the Drifters), etc. It's a swinging sampler.



POP SPECIAL MERIT

ONCE AGAIN

Ethel Ennis. RCA Victor LPM 2862 (M); LSP 2862 (S)

Ethel Ennis is truly a fine vocalist. Her beautifully controlled performances on all 12 of these sides is proof positive. With clarity of tone and articulation that makes listening a delight, Ethel sings "Thrill Me," "Mr. Wonderful," "Falling Leaves" and "Like Love," to name a few. Sid Bass' backing is outstanding.



POP SPECIAL MERIT

THE GREAT ISHAM JONES & HIS ORK

RCA Victor LPV 504 (M)

Jazz collectors and fans of the big bands will likely wish to add these Isham Jones sides of the early '30's to their collections. The sound reproduction is excellent and little of the vintage feel is removed in the process. A few of the 16 selections are "Blue Prelude," "Dallas Blues," "For All We Know" and "Why Can't This Night Go On Forever."



CLASSICAL SPECIAL MERIT

HAYDN: SYMPHONY NO. 82 IN C (L'OURS)/SYMPHONY NO. 87 IN A

L'Orchestre De La Suisse Romande (Ansermet), London CM 9333 (M); CS 6333 (S)

The Paris Symphonies (Nos. 82-87), though not representative of Haydn's best work, are, nevertheless, felicitous pieces offering many melodic surprises and rewards, and they have not been recorded often. Previously released in a three-record set, they are now available separately—two symphonies per disk (82/87, 83/86, 84/85). They are here given good and consistent performances by Ernest Ansermet, the only conductor in catalog to have recorded all six.



CLASSICAL SPECIAL MERIT

RAVEL-SHOSTAKOVICH: TRIOS FOR PIANO, VIOLIN AND CELLO

Trio De Bolzano. Westminster XWN 19063 (M); WST 17063 (S)

Solid performances by the Trio De Bolzano of these two 20th Century composers. The melancholy Shostakovich piece and the almost classically styled Ravel trio have been coupled once before in a recording by the Czech Trio. Neither piece has a heavy recording history.



CLASSICAL SPECIAL MERIT

HAYDN: SYMPHONY NO. 83 IN G MINOR/SYMPHONY NO. 86 IN D

L'Orchestre De La Suisse Romande. London CM 9334 (M); CS 6334 (S)

Combined Review. Reviewed under Sym. 82/87.



CLASSICAL SPECIAL MERIT

HAYDN: SYMPHONY NO. 85 IN B FLAT/SYMPHONY NO. 84 IN E FLAT

L'Orchestre De La Suisse Romande (Ansermet), London CM 9335 (M); CS 6335 (S)

Combined Review. Reviewed under Sym. 82/87.



CLASSICAL SPECIAL MERIT

HERMAN SCHERCHEN CONDUCTS J. S. BACH SUITES FOR ORCHESTRA, VOLUME 1

Vienna State Opera Orchestra (Scherchen). Westminster XWN 19058 (M); WST 17058 (S)

Bach's Suites for Orchestra (1-4), Vol. 1 and Vol. 2, released separately, are well served by Hermann Scherchen and the Vienna State Opera Orchestra. One of the world's leading conductors, Scherchen handles the orchestra with a sure and disciplined hand that does full justice to this new recording. This is his second recording of the suites for Westminster. The other, pre-stereo, was done with the English Baroque Orchestra.



CLASSICAL SPECIAL MERIT

SCARLATTI: SONATAS FOR HARPSICHORD, VOLUME 25

Fernando Valenti. Westminster XWN 19070 (M); WST 17070 (S)

Under No. 24 Review.



CLASSICAL SPECIAL MERIT

SCARLATTI: SONATAS FOR HARPSICHORD, VOLUME 26

Fernando Valenti. Westminster XWN 19071 (M); WST 17071 (S)

Reviewed under No. 24.



CLASSICAL SPECIAL MERIT

SCARLATTI: SONATAS FOR HARPSICHORD, VOLUME 24

Fernando Valenti. Westminster XWN 19069 (M); WST 17069 (S)

Westminster presents Fernando Valenti, of the Juilliard School of Music in a series of sonatas for harpsichord. It is the most comprehensive study of the Spanish-oriented composer's sonatas currently on record. The three album series (sold individually) includes Volumes 24, 25 and 26.



CLASSICAL SPECIAL MERIT

HERMAN SCHERCHEN CONDUCTS J. S. BACH SUITES FOR ORCHESTRA, VOLUME 2

Vienna State Opera Orchestra (Scherchen). Westminster XWN 19059 (M); WST 17059 (S)

Combined Review. Reviewed under Vol. 1.



CLASSICAL SPECIAL MERIT

SCHUBERT: SYMPHONY NO. 9 IN C "THE GREAT"

Vienna Philharmonic Orchestra (Kertesz), London CM 9381 (M); CS 6381 (S)

Although there are many first-rate recordings of "The Great," its extreme popularity is sufficient license for others to interpret. The Vienna Philharmonic is an exceptionally fine musical organization. Under Kertesz it provides a welcome addition to the catalog of Schubert recordings.



FOLK SPECIAL MERIT

DUST BOWL BALLADS

Woody Guthrie. RA Victor LPV 502 (M)

The boss of the folk singers on 14 tracks, 12 of which were issued 20 years ago. The other previously unissued two, were recorded at the same time (April 1940). Over-all they constitute a Dust Bowl program, including "The Great Dust Storm," "Talkin' Dust Bowl Blues," "Dust Pneumonia Blues" and "Dust Bowl Blues." It's a catalog item forever.



JAZZ SPECIAL MERIT

BODY AND SOUL

Coleman Hawkins. RCA Victor LPV 501 (M)

Subtitled "A Jazz Autobiography," these are 16 tracks, in years and personnel from 1927 through 1963. It includes "Body and Soul," "One Hour," "Hocus Pocus," "Say It Isn't So" and "Just Friends," the last with Sonny Rollins and the others with a host of superlative sidemen including James P. Johnson, Rex Stewart, Red Allen, Lionel Hampton, Benny Carter, Fats Navarro and Clark Terry. It's an invaluable collection.



INTERNATIONAL SPECIAL MERIT

EDITH PIAF

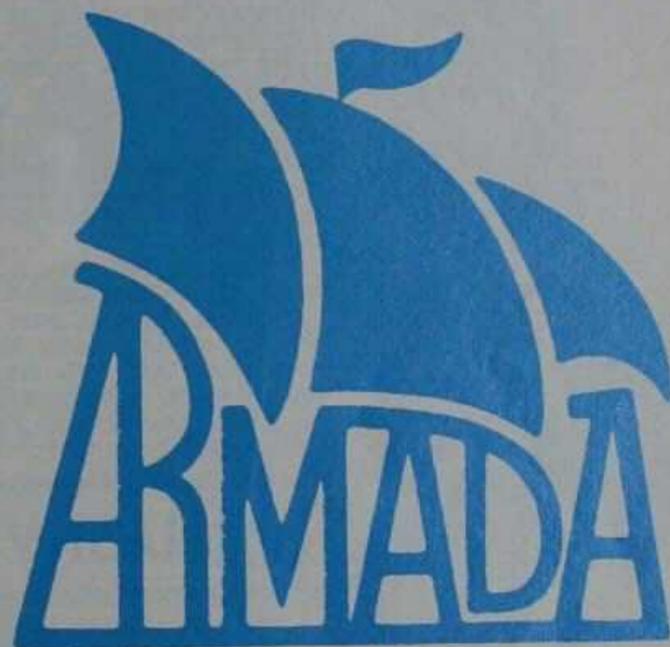
RCA Victor FPM 123 (M); FSP 123 (S)

Now that Piaf has left the stage forever, interest has again built in the French "little sparrow." Piaf had few peers when it came to getting a love song across with deep-rooted feeling. Piaf fans, lovers of French songs and romanticists will enjoy this collection of early Piaf.

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(Continued on page 38)

COUNTRY MUSIC

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Shirlee to Star At 28 Fairs

RICHMOND, Va. — Salem recording artist Shirlee Hunter will appear as the featured attraction at 28 major East Coast fairs. She will also make personal appearances at clubs, parks and celebrations in New York State and New Hampshire during the first part of this month. She appears in Richmond on June 23 before heading for appearances in Pennsylvania to be followed by a July 18 stint on the WWVA Jamboree in Wheeling. Her personal manager, Jim Gemmill, is updating his deejay list. Interested DJ's can reach him at 1804 Dresden Road.



CHARLIE LOUVIN, Grand Ole Opry star and Capitol recording artist, has what appears to be a country hit with "I Don't Love You Anymore" (Capitol #5173). Charlie is booked by the Bob Neal Agency. (Advertisement)

NOLA's C&W Unit to Fight Work Tax, Bill

NASHVILLE — Leading c&w artists at a recent meeting at the Capitol Park motel here voted unanimously to form a c&w chapter of the National Orchestra Leaders Association. Hank Thompson, c&w band leader, was named chairman of the organizing committee. Thompson is a member of the national board of NOLA.

The meeting was precipitated by the concern of c&w band leaders over the musicians' union's work tax, which they feel is unnecessarily burdensome. Another meeting is understood to be scheduled in several weeks.

Present at the meeting, in addition to Thompson, were Tex Ritter, western star and president of the Country Music Association, and such leading country artists and personalities as Faron Young, Ray Price, Leroy Van Dyke, Carl Smith,

Red Foley, the Wilburn Brothers, Lefty Frizzell, Mac Wiseman, the Browns, Harlan Howard, the Glaser Brothers, Wilma Lee and Stony Cooper, George Moran, Wally Fowler, Wanda Jackson and others. Also on hand was Charles Peterson, treasurer of the National Orchestra Leaders Association.

The organization is also concerned over a recent bill introduced into the House of Representatives by Rep. Frank Thompson (D., N. J.) which would void a court order which prohibits a union band leader from collecting dues from members of the band. Under this bill, the NOLA feels, musicians would be exempted from protection given by the Taft-Hartley and Landrum-Griffin labor laws. NOLA representatives stated they would mount a campaign to fight the Thompson bill.

NASHVILLE SCENE

By PAUL CARDEN

Entrepreneur Faron Young reports he is going to record 60 15-minute radio shows for Pearl Beer. Faron just returned from San Antonio where he closed the deal. The show is currently heard on 45 stations throughout Texas, Louisiana and Mississippi. The recordings will be made at Starday studio.

Music City U. S. A. got a big boost with the appearance of Tex Ritter and Johnny Cash on the NBC "Tonight" show.

Lester Flatt and Earl Scruggs had to cancel a Columbia recording session because Lester became ill. He did not have to go to the hospital and is resting at home.

Ferlin Husky wasn't so lucky. He was stricken with appendicitis and taken to Emergency Hospital in Arlington, Va. According to Hubert Long at the Hubert Long Talent Agency, Ferlin will be released from the hospital in time to appear at Buck Lake Ranch, Angola, Ind., June 7.

Marvin Hughes, Capitol a&r man here, and the gang at the Capitol office got a postcard from Ira Louvin reporting that he and Ann Young, who sings with the band, got married.

Tom Pall Glaser, who is receiving a lot of mail these days,

was the victim of a car thief. The car contained his guitar, mandolin and stage clothes.

Carl Perkins is making such a big hit in England during his present tour that he has been booked to return for a month-long tour during November, reports Jack Andrews, of Denny-Moeller Artists Bureau.

Carl Smith and Hank Snow headline a big package June 13 at radio Station WBMD's show in Baltimore, Md. . . . Pop recording star Bobby Vinton, who records for Epic, winged into Nashville Monday (1) for sessions at Columbia Studios here. . . . Al Hirt, who hit the top with Nashville-produced "Java," was back Thursday (4) for more recording at RCA Victor.

Barbara Martin and Billy Grammer combined forces in the Gra-Mar Talent Agency and opened new offices at 728 16th Avenue South. They will handle Jimmy Martin, Penny Jay, Del Wood, Wally Fowler and Clyde Beavers, among others.

Kitty Wells, in addition to being Country Music Queen, is quite a cook and she has written a cookbook. Thurston Moore, Heather Publications, has exclusive distribution for retail and mail orders and radio stations wanting sample copies can write Moore at 3285 South Wadsworth Boulevard, Denver 27, Colo.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY
FOR WEEK ENDING 6/13/64

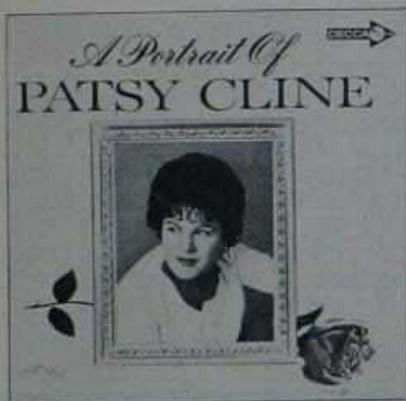
This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	TOGETHER AGAIN Buck Owens, Capitol 5136	11
2	2	MY HEART SKIPS A BEAT Buck Owens, Capitol 5136	12
3	3	WINE, WOMAN AND SONG Loretta Lynn, Decca 31608	7
4	4	BURNING MEMORIES Ray Price, Columbia 42971	14
5	6	KEEPING UP WITH THE JONESES Margie Singleton & Faron Young, Mercury 72237	14
6	5	UNDERSTAND YOUR MAN Johnny Cash, Columbia 42964	17
7	8	SORROW ON THE ROCKS Porter Wagoner, RCA Victor 8338	8
8	7	LOVE IS NO EXCUSE Jim Reeves & Dottie West, RCA Victor 8324	12
9	11	MEMORY #1 Webb Pierce, Decca 31617	4
10	10	BALTIMORE Sonny James, Capitol 5129	12
11	9	WELCOME TO MY WORLD Jim Reeves, RCA Victor 8289	21
12	15	LOOKING FOR MORE IN '64 Jim Nesbitt, Chart 1065	13
13	13	GONNA GET ALONG WITHOUT YOU NOW Skeeter Davis, RCA Victor 8347	5
14	12	BREAKFAST WITH THE BLUES Hank Snow, RCA Victor 8334	10
15	16	CIRCUMSTANCES Billy Walker, Columbia 43010	8
16	18	KEEP THOSE CARDS AND LETTERS COMING IN Johnny & Jonie Mosby, Columbia 43005	6
17	21	PICK OF THE WEEK Roy Drusky, Mercury 72265	6
18	14	THIS WHITE CIRCLE ON MY FINGER Kitty Wells, Decca 31580	20
19	19	FOLLOWED CLOSELY BY MY TEARDROPS Hank Locklin, RCA Victor 8318	11
20	20	INVISIBLE TEARS Ned Miller, Faber 128	8
21	17	CHICKASHAY David Houston, Epic 9658	12
22	22	PASSWORD Kitty Wells, Decca 31622	3
23	23	TIMBER I'M FALLING Ferlin Husky, Capitol 5111	17
24	33	THEN I'LL STOP LOVING YOU Browns, RCA Victor 8348	5
25	38	I'M HANGING UP THE PHONE Carl Butler & Pearl, Columbia 43030	2
26	29	WALKIN', TALKIN', CRYIN', BARELY BEATIN' BROKEN HEART Johnny Wright & the Tennessee Mountain Boys, Decca 31593	7
27	39	UNDERSTAND YOUR GAL Margie Bowes, Decca 31606	4
28	26	SAGINAW MICHIGAN Lefty Frizzell, Columbia 42924	23
29	32	MY BABY WALKS ALL OVER ME Johnny Sea, Philips 40164	4
30	30	EASY COME—EASY GO Bill Anderson, Decca 31577	18
31	31	SLIPPING AROUND Marion Worth & George Morgan, Columbia 43020	6
32	24	NOT MY KIND OF PEOPLE Stonewall Jackson, Columbia 43011	8
33	40	SECOND FIDDLE (To an Old Guitar) Jean Shepard, Capitol 5169	3
34	34	SUMMER SKIES AND GOLDEN SANDS Jimmy "C" Newman, Decca 31609	3
35	28	LONG GONE LONESOME BLUES Hank Williams Jr., MGM 13208	19
36	25	A WEEK IN THE COUNTRY Ernest Ashworth, Hickory 1237	20
37	35	THE FIRST STEP DOWN Bob Jennings, Sims 161	6
38	36	BE BETTER TO YOUR BABY Ernest Tubbs, Decca 31614	3
39	27	MOLLY Eddy Arnold, RCA Victor 8296	20
40	41	DANG ME Roger Miller, Smash 1881	2
41	37	WHEN THE WORLD'S ON FIRE Tillman Franks Singers, Starday 670	7
42	48	THE VIOLET AND A ROSE Wanda Jackson, Capitol 5142	7
43	43	EIGHT YEARS (And Two Children Later) Claude Gray, Mercury 72236	12
44	44	I CAN STAND IT (As Long as She Can) Bill Phillips, Decca 31584	14
45	42	YOU ARE MY FLOWER Lester Flatt & Earl Scruggs, Columbia 42954	18
46	45	YOU TOOK HIM OFF MY HANDS Marion Worth, Columbia 42992	9
47	47	HAVE I STAYED AWAY TOO LONG Bobby Bare, RCA Victor 8358	2
48	49	SAM HILL Merle Haggard, Tally 178	2
49	50	SOMETHING I DREAMED George Jones, United Artists 724	2
50	—	BE QUIET MIND Off Stephens, Reprise 0272	1

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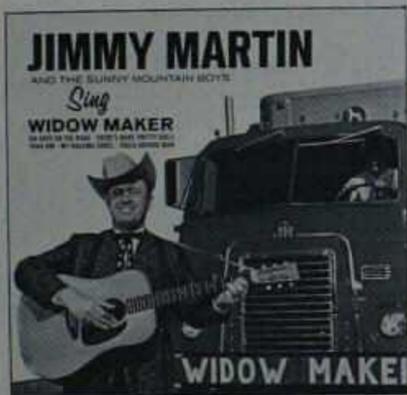
Gotta Travel On (Billy Grammer)

DL-4542
DL-74542 (S)



Before I'm Over You (Loretta Lynn)

DL-4541
DL-74541 (S)



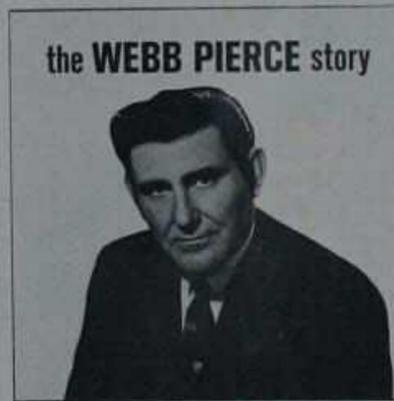
Jimmy Martin and the Sunny Mountain Boys Sing

DL-4536
DL-74536 (S)



I'll Meet You in Church Sunday Morning
Bill Monroe and His Blue Grass Boys

DL-4537
DL-74537 (S)



The Webb Pierce Story

DXB-181
DXR-7181 (S)



Thanks a Lot
Ernest Tubb and His Texas Troubadours

DL-4514
DL-74514 (S)



Never Alone Wilburn Brothers

DL-4544
DL-74544 (S)



All-Time Country and Western, Vol. V
Various Artists

DL-4549
DL-74549 (S)

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SHOWN IS CARL JACKSON, 10-year-old son of Mr. and Mrs. Lethal Jackson, of Louisville, Miss., as he demonstrated his banjo artistry during the recent Saturday night Ernest Tubb Record Shop Show. George Morgan, emcee of the evening, stands behind and to the right of Carl.

COUNTRY DJ OF THE WEEK



WSM Radio's "Mister D.J. U.S.A." June 5 was "Bashful Henry" of Radio Station WPCC, Clinton, S. C. Henry starts the WPCC day with humor, country music and weather information. He programs three hours of country music and one hour of gospel music daily. "Bashful Henry" has been a radio personality in the Laurens County area over twelve years. He broke into radio by making personal appearances as a country music performer. Married, with one child, Henry contributes his free time regularly for church and civic work.

Tubb Group Set For La. Date

LAKE CHARLES, La. — Ernest Tubb and His Texas Troubadours was set to appear here June 10. They jump to Corpus Christi, Tex., the following day and play Holotes and Riviera on June 12 and 13. The personal appearance tour continues in Houston (17), San Antonio (19), Tulsa (20) and winds up the month in Columbus, Ohio, on the 28th.

Act played May 31-June 5 for Austin Wood at his Little Nashville Auditorium, Lake Ozark, Mo., and Ft. Wayne, Ind., on June 7, prior to coming here.



PICTURED is W. E. (Lucky) Moeller, of Denny-Moeller Talent Agency, as he presents a check to Tex Ritter for CMA life memberships for the Denny-Moeller group. Looking on (left to right) are Jack Andrews and Larry Moeller.



COLUMBIA RECORDING artist Kirk Hansard (center) is shown signing an exclusive contract with Hal Smith Artists Productions while Haze Jones, Executive Director of the Agency (left) and Troy Martin, Kirk's personal manager, look on approvingly.

Billboard SPECIAL SURVEY

FOR WEEK ENDING 6/13/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	GUITAR COUNTRY Chet Atkins, RCA Victor LPM 2783 (M); LSP 2783 (S)	19
2	3	MORE HANK SNOW SOUVENIRS RCA Victor LPM 2812 (M); LSP 2812 (S)	8
3	2	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053 (M); CS 8853 (S)	23
4	4	SAGINAW MICHIGAN Lefty Frizzell, Columbia CL 2169 (M); CS 8969 (S)	9
5	6	LORETTA LYNN SINGS Decca DL 4457 (M); DL 74457 (S)	22
6	7	BUCK OWENS SINGS TOMMY COLLINS Capitol T 1989 (M); ST 1989 (S)	23
7	12	ON THE BANDSTAND Buck Owens, Capitol T 1879 (M); ST 1879 (S)	23
8	10	STORY SONGS FOR COUNTRY FOLKS Faron Young, Mercury MG 20896 (M); SR 60896 (S)	18
9	5	FOLK SONG BOOK Eddy Arnold, RCA Victor LPM 2811 (M); LSP 2811 (S)	14
10	8	THE BEST OF GEORGE JONES United Artists UAL 3291 (M); UAS 6291 (S)	23
11	11	NIGHT LIFE Ray Price, Columbia CL 1971 (M); CS 8771 (S)	23
12	13	BLUEGRASS HOOTENANNY George Jones & Melba Montgomery, United Artists UAL 3352 (M); UAS 6352 (S)	7
13	9	I LOVE A SONG Stonewall Jackson, Columbia CL 2059 (M); CS 8859 (S)	23
14	15	LOVING ARMS Carl Butler & Pearl, Columbia CL 2125 (M); CS 8925 (S)	12
15	14	FLATT & SCRUGGS RECORDED LIVE AT VANDERBILT UNIVERSITY Lester Flatt & Earl Scruggs, Columbia CL 2134 (M); CS 8934 (S)	11
16	18	MOONLIGHT AND ROSES Jim Reeves, RCA Victor LPM 2854 (M); LSP 2854 (S)	2
17	17	BILL ANDERSON SINGS Decca DL 4499 (M); DL 74499 (S)	11
18	16	RAILROAD MAN Hank Snow, RCA Victor LPM 2705 (M); LSP 2705 (S)	22
19	20	OUR MAN IN TROUBLE Don Bowman, RCA Victor LPM 2831 (M); LSP 2831 (S)	4
20	19	HANK WILLIAMS JR. SINGS THE SONGS OF HANK WILLIAMS MGM E-4213 (M); SE 4213 (S)	7

COUNTRY MUSIC CORNER

By **BILL SACHS**

Little Bobby Lewis headlined Ernest Tubb's Record Shop Midnight Jamoree show twice in May. . . . Kenny Roberts, previously on Coral and Ring labels, has cut six sides for Kingston Records. Firm has also added Jay Earle to the artist roster. . . . Toppall and the Glaser Brothers used a steel guitar and fiddle as backup instrument in their current Decca release. This is the first time the boys have used these instruments and they are pleased with the results. . . . Brite-Star Record Company, Newbury, Ohio, are adding gospel records to their waxing schedule. Their new country releases are by Ernie Starr, Hank Walker and Red Colwell. They are expanding their deejay service so now is the time to get on the list. . . . George Hamilton IV made his third appearance this year last Saturday on Eddie Zack's WRIB Hayloft Jamboree Show. Providence. Wilma Lee and

Stony Cooker appeared on the show the week previous.

Ken Pugh and Steve Dunn, two young North Carolinians who won a hootenanny contest at the Hollywood Bowl are now singing at Happy Shahan's Alamo Village near Brackettville (Tex.). They plan to remain during the summer while they work up an act and then plan to return to Hollywood. They have written a number of songs which is featured in their presentation.

Hottest Air Play Record!

J & J's

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Columbia #43005

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PIRATE SHIP GOES COUNTRY

LONDON — Radio Atlanta, one of the two "pirate" ship radio stations, is devoting a quarter hour per day to programming country records. The show is sponsored by Country Music Enterprises, Ltd., and is the first commercial show beaming country music to Britain. Dave Barnes, who also edits C/W Review, reports the coverage area has 20,000,000 potential listeners.

JOHNNY CASH BELSHAZAH
b/w
WIDE OPEN ROAD

SUN #392

SUN RECORDS

639 Madison Memphis, Tenn.

Say You Saw It in Billboard

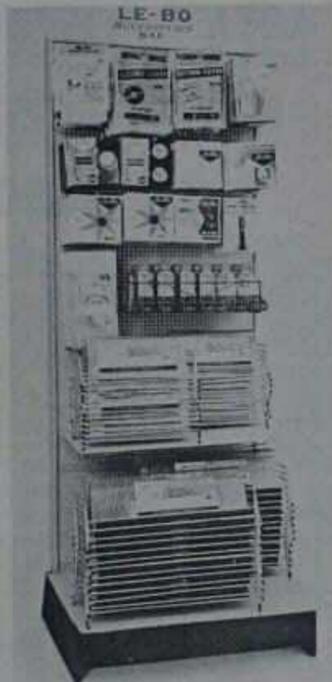
BILLBOARD, June 13, 1964

ANOTHER PROFIT-PLUS IMPORT! HIS ALBUMS MEAN SALES! STOCK THEM NOW!



ONE THING IN COMMON

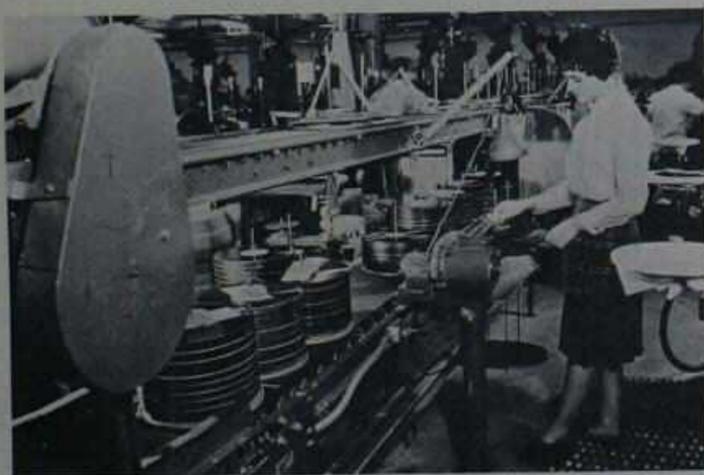
*All seek and get
new business every year
by using Billboard's
International Buyer's Guide*



Dealer Accessories.
Picture courtesy Le-Bo Products.



Rack Operators. Picture courtesy NARM.



Record Pressing & Labeling. Picture courtesy Columbia Records.



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



International Facilities. Picture courtesy RCA Italiana.



Recording Equipment. Picture courtesy RCA.

BILLBOARD'S INTERNATIONAL BUYER'S GUIDE

is received and kept and used by more music-record influentials throughout the world than any other publication. Coming August 1. Advertising deadline June 20.

ARGENTINA

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	QUE SUERTE	*Violeta Rivas (RCA); Los Tres Sudamericanos (CBS); Beto Fernan (Music Hall)—Korn
2	2	TWIST AND SHOUT	Beatles (Odeon); Tammys (Philips)—Fermata
3	3	COMO TE EXTRANO MI AMOR LITA	*Leo Dan (CBS)—Mundo Musical
4	4	LOVE ME DO	Beatles (Odeon)—Korn
5	5	NON HO L'ETA PER AMARTI	*Gigliola Cinquetti (Music Hall)—Korn
6	6	A MILLION DRUMS	Tony Mitchell (Microfon)
7	9	CHARADA	*Stirlyn Brandy (Tonodisc)—Newmann
8	7	DOMINIQUE	Singing Nun (Philips); Alegres Cantores (CBS)—Fermata
9	8	SABOR A NADA	*Palito Ortega (Victor)—Siro San Roman (Music Hall)—Korn
10	10	MARY ISABEL	*Leo Dan (CBS)—Mundo Musical

AUSTRALIA

(Courtesy Music Maker, Sydney)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	POISON IVY	*Billy Thorpe & the Aztecs (Linda Lee)—Chappell
2	2	CAN'T BUY ME LOVE	The Beatles (Parlophone)—Leeds
3	5	WORLD WITHOUT LOVE	Peter and Gordon (Columbia)—Leeds
4	3	ALL MY LOVING	Beatles (Parlophone)—Leeds
5	6	MY GUY	Mary Wells (Stateside)—Chappell
6	9	MEMORIES ARE MADE OF THIS	*Kathy McCormack (RCA)—Alberts
7	7	MY BOY LOLLIPOP	Millie (Philips)—Chappell
8	8	ROCK AROUND THE CLOCK	Bill Haley & the Comets (Festival)—Southern
9	—	TELL IT ON THE MOUNTAIN	Peter, Paul and Mary (Warner Bros.)—Allans
10	10	VIVA LAS VEGAS	Elvis Presley (RCA)—Belinda
11	11	DIANE	Bachelors (Decca)—Alberts
12	—	I WOULDN'T HAVE IT ANY OTHER WAY	*Jamie Mahar (Leedon)
13	12	SUSPICION	Terry Stafford (London)
14	13	IT'S OVER	Roy Orbison (London)—Acuff-Rose
15	4	SHE WEARS MY RING	*Johnny O'Keefe (Leedon)—Acuff-Rose

BRITAIN

(Courtesy New Musical Express, London)

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	YOU'RE MY WORLD	*Cilla Black (Parlophone)—Aberbach
2	1	JULIET	*Four Pennies (Philips)—Flamingo Music
3	3	IT'S OVER	Roy Orbison (London)—Acuff-Rose
4	4	MY BOY LOLLIPOP	*Millie Small (Fontana)—Chappell
5	6	A LITTLE LOVING	*Fourmost (Parlophone)—Jaep Music
6	5	CONSTANTLY	*Cliff Richard (Columbia)—World Wide-Biem
7	9	NO PARTICULAR PLACE TO GO	Chuck Berry (Pye Int.)—Jewel Music
8	11	THE RISE AND FALL OF FLINGEL BUNT	*Shadows (Columbia)—Shadows-Belinda
9	7	DON'T THROW YOUR LOVE AWAY	*Searchers (Pye)—Welbeck Music
10	10	WALK ON BY	Dionne Warwick (Pye Int.)—17 Savile Row
11	24	HERE I GO AGAIN	*Hollies (Parlophone)—Belinda Music
12	15	MY GUY	Mary Wells (Stateside)—Belinda Music
13	8	I BELIEVE	*Bachelors (Decca)—Cinephonic
14	23	SOMEONE	*Brian Poole and the Tremeloes (Decca)—Burlington Music
14	25	YOU'RE THE ONE	*Kathy Kirby (Decca)—Latin American Music
16	29	SHOUT	*Lulu and the Luvvers (Decca)—George Wiener

17	17	I LOVE YOU BABY	*Freddie and the Dreamers (Columbia)—Sherwin Music
18	14	NON HO L'ETA PER AMARTI	*Gigliola Cinquetti (Decca)—Chappell
19	12	DON'T LET THE SUN CATCH YOU CRYING	*Gerry and the Pacemakers (Columbia)—Pacermusic
20	16	I WILL	*Billy Fury (Decca)—Bens Music
21	13	I LOVE YOU BECAUSE	Jim Reeves (RCA)—Bourne Music
22	—	CAN'T YOU SEE THAT SHE'S MINE	*Dave Clark Five (Columbia)—Ardmore & Beechwood
23	30	SUSPICION	Terry Stafford (London)—Hill & Range Music
24	18	MOCKING BIRD HILL	*Migil Five (Pye)—Southern Music
25	19	DON'T TURN AROUND	*Merseybeats (Fontana)—Robbins Music
26	—	I WISH YOU WOULD	*Yarbirds (Columbia)—Burlington Music
26	—	DON'T LET THE RAIN COME DOWN	*Ronnie Hilton (HMV)—Ardmore & Beechwood
28	21	WORLD WITHOUT LOVE	*Peter and Gordon (Columbia)—Northern Songs, Ltd.
29	22	CAN'T BUY ME LOVE	Beatles (Parlophone)—Northern Songs, Ltd.
30	28	IF I LOVED YOU	*Richard Anthony (Columbia)—Williamson

EIRE

(Courtesy Evening Press, Dublin)

This Week	Last Week	Title	Artist
1	3	LIVERPOOL LOU	Dominic Behan (Piccadilly)—Active
2	2	I'M YOURS	Dickie Rock and Miami Showband (Piccadilly)—17 Savile Row
3	1	FALLEN STAR	Eileen Reid and Cadets (Columbia)—Thames Music, Ltd.
4	5	I'M COUNTING ON YOU	Brendan O'Brien and Dixielanders (Parlophone)—Aberbach
5	8	NON HO L'ETA PER AMARTI	*Gigliola Cinquetti (Decca)—Chappell
6	4	I BELIEVE	Bachelors (Decca)—Cinephonic
7	—	IT'S OVER	Roy Orbison (London)—Acuff-Rose
8	—	YOU'RE MY WORLD	Cilla Black (Parlophone)—Aberbach
9	6	MY BOY LOLLIPOP	Millie (Fontana)—Chappell
10	9	DON'T THROW YOUR LOVE AWAY	Searchers (Pye)—Welbeck

FINLAND

(Courtesy Itta-Sanommat, Helsinki)

This Week	Two Weeks Ago	Title	Artist
1	1	ALL MY LOVING	Beatles (Parlophone)
2	5	NON HO L'ETA	Gigliola Cinquetti (Triola)
3	3	TAHDET MEREN YLLA	Reijo Taipale (Scandia)
4	2	HIPPY HIPPI SHAKE	Swinging Blue Jeans (HMV)
5	17	PUHELINANGAT LAULAA	Katri-Helena (Parlophone)
6	10	CAN'T BUY ME LOVE	Beatles (Parlophone)
7	4	THE WALLS HAVE EARS	Eino Gron (Scandia)
8	7	RAKASTAN SINUA, ELAMA	Kauko Kayhko (Rytmi)
9	14	VIVA LAS VEGAS	Elvis Presley (RCA)
10	11	EAST VIRGINIA	Danny & the Islanders (Scandia)

GERMANY

Two Weeks Ago

This Week	Two Weeks Ago	Title	Artist
1	1	OH MY DARLING CAROLINE	Ronny (Telefunken)—Marbot
2	2	WENN DIE COWBOYS TRAEUMEN	Marika Kilius (CBS)—Melodie der Welt
3	4	I WANT TO HOLD YOUR HAND	Beatles (Odeon)—Accord
4	3	GIB MIR DEIN WORT	Freddy (Polydor)—Esplanade
5	14	MACH DIE AUGEN ZU	Gerhard Wendland (Philips)—Melodie der Welt
6	6	AM LAGERFEUER	Martin Lauer (Polydor)—Gerig
7	—	JAVA	Al Hirt (RCA)—Shaefers
8	—	NON HO L'ETA (LUNA NEL BLU)	Gigliola Cinquetti (Italia)—Busse

9	5	DAS KANNST DU MIR NICHT VERBIETEN	Bernd Spier (CBS)—Melodie der Welt
10	10	SHAKE HANDS	Drafi Deutscher (Decca)—Intro
11	7	ZWEI AUF EINER BANK	Gitte-Rex Gildo (Columbia)—Gerig
12	9	LADY MUSIC	Little Peggy March (RCA)—Budde
13	12	MEXICO	Elvis Presley (RCA)—Aberbach
14	8	BABY SONNENSCHNEIN	Pat Boone (London)—Busse
15	—	DAS GEHT DOCH KEINEN ETWAS AN	Suzanne Doucet (Metronome)—Intro

HONG KONG

This Last Week

This Week	Last Week	Title	Artist
1	2	VIVA LAS VEGAS	Elvis Presley (RCA Victor)
2	5	MOVE OVER DARLING	Doris Day (CBS)
3	4	I SAW HER STANDING THERE	Beatles (Parlophone)
4	1	CAN'T BUY ME LOVE	Beatles (Parlophone)
5	3	WAIT AND SEE	The Fabulous Echoes (Diamond)
6	8	TRUE TRUE LOVIN'	Cliff Richard (Columbia)
7	—	WRONG FOR EACH OTHER	Andy Williams (CBS)
8	7	I WANT TO HOLD YOUR HAND	Beatles (Parlophone)
9	10	CHEER UP	Paul Anka (RCA Victor)
10	9	SWING LOW SWEET CHARIOT	Satellites (Diamond)

ITALY

(Courtesy Musica e Dischi, Milan)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	E' L'UOMO PER ME	*Mina (Ri Fi)
2	2	CIN CIN	Richard Anthony (Columbia)
3	3	EH GIA'	*La Ragazza del Clan (Clan)
4	5	SHE LOVES YOU	Beatles (Parlophone)
5	4	CITTA' VUOTA	*Mina (Ri Fi)
6	9	ANGELITA DI ANZIO	*Marcello Ferial (Durium)
7	12	IN GINOCCHIO DA TE	*Gianni Morandi (RCA)
8	6	UNA LACRIMA SUL VISO	*Bobby Solo (Ricordi)
9	14	CON TE SULLA SPIAGGIA	*Nico Fidenco (RCA)
10	—	IL PROBLEMA PIU' IMPORTANTE	*Adriano Celentano (Clan)
11	7	LA NOTTE E' FATTA PER AMARE	Neil Sedaka (RCA)
12	8	NON HO L'ETA	*Gigliola Cinquetti (CGD)
13	10	PLEASE PLEASE ME	Beatles (Parlophone)
14	13	RITORNA	Gene Pitney (UA)
15	—	CREDI A ME	*Bobby Solo (Ricordi)

Dale Appoints Duncan Mullins

BOSTON—Duncan Mullins has been appointed vice-president and general manager of Dale Enterprises, Inc., it was announced by Herbert S. Dale, president of the record distributing firm. Mullins recently served as operations manager of the RCA Victor Record Division of the Eastern Company here. His experience included the post of chief controller with Cecil Steen's Recordwagon and a term as president of the Phono and Record Shop, downtown Boston retail store.

Mullins replaces Joseph Brenner, who is joining Mercury's newly opened branch.

Dale also announced the addition of several labels, including Stereodivities, Joy, Select, Red Bird, Alector and Stork.

Vee Jay Signs

HOLLYWOOD—Vee Jay has signed jazz pianist Victor Feldman, former Ava and Contemporary pactee. Feldman's works are also among products on the Infinity label, which Vee Jay has just purchased.

JAPAN

(Courtesy Utamatic, Tokyo)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	TOKYO BLUES	Nishida Sachiko (Polydor)—JASRAC
2	2	KIMIDARE O	Saigo Teruhiko (Crown)—JASRAC
3	3	SASURAI	*Katsumi Shigeru (Toshiba)—JASRAC
4	7	SUGATA SANSHIRO	*Murata Hideo (Columbia)—JASRAC
5	6	SHORT ON LOVE	Gus Backus (Polydor)—No Subpublisher
6	4	I WANT TO HOLD YOUR HAND	Beatles (Odeon)—Toshiba
7	5	SAVE THE LAST DANCE FOR ME	Koshiji Fubuki (Toshiba); The Drifters (Atlantic)—Aberbach
8	—	LA NOVIA	Peggy Hayama (King); Tony Dallara (Seven Seas)—Suisseisha
9	10	WHERE HAVE ALL THE FLOWERS GONE	Kingston Trio (Capitol); Lennon Sisters (Dot); Peter, Paul and Mary (Warner Bros.)—No Subpublisher
10	8	WASHINGTON SQUARE	Village Stompers (Epic); Paradise King (Toshiba)—Toshiba

PHILIPPINES

This Last Week

This Week	Last Week	Title	Artist
1	1	I WISH YOU LOVE	Robert Goulet (Columbia)—Mareco, Inc.
2	2	THERE'S ALWAYS ME	Elvis Presley (RCA)—Filipinas Record Corp.
3	3	WHAT'D I SAY	Elvis Presley (RCA)—Filipinas Record Corp.
4	4	BOYS	Ronnie Villar & Firedons (Mabuhay)—Mareco, Inc.
5	6	HAVA NAGEELA	Ronnie Villar & Firedons (Mabuhay)—Mareco, Inc.
6	5	LOSING YOU	Doris Day (Columbia)—Mareco, Inc.
7	7	FROM RUSSIA WITH LOVE	Al Caiola (United Artists)—Mareco, Inc.
8	9	ROLL OVER BEETHOVEN	Beatles (Parlophone)—Mico, Inc.
9	10	CRY FOR A SHADOW	Beatles (MGM)—Moreco, Inc.
10	8	MALAGUENA SALEROSA	Geula Gill (Columbia)—Mareco, Inc.

ARTIST ROSTER STUDIED

W. Coast RCA Maps Fall Record Schedule

HOLLYWOOD — RCA's West Coast artist roster is undergoing scrutiny, to map recording schedules for the fall. "We are scanning the roster to ascertain which artists are due for album releases," explained Neely Plumb, head of the Coast a&r department.

A total of 40 artists comprise the West Coast roster, Plumb revealed. Besides himself, other RCA producers include Joe Reisman, Darol Rice and Al Schmitt.

Neely estimates more albums are being produced here than ever before, which is typical of industry growth in California. Plumb, who is reducing his a&r'ing, will limit his activities to handling the Limelites and Frankie Carle, with Reisman and Schmitt handling other pop assignments. Rice is heavily involved with religious projects and cuts around 16 LP's a year, Plumb estimates, in addition to special Reader's Digest packages.

Timi Wins First Round in Suit

HOLLYWOOD—Timi Yuro has won round one in her legal battle with Liberty. Superior Judge Harold Collins granted her a preliminary injunction barring Liberty from interfering with her working for any other company.

The vocalist's attorney, Samuel Norton, said the injunction is in effect until the time of the trial, which is a long ways off. He added that the injunction would remain whether the case was won or lost. He said he was going ahead with label negotiations.

Holiday Records

HOLLYWOOD — Publisher Marty Cooper and builder C. A. Von Zile have formed Holiday Records, with headquarters in Malibu. Their debut disk features Denny Diante on "Far Away Places."

Plumb explained he would be paying greater attention to film soundtrack work and TV properties.

Plumb revealed recent pop artist signings include Alex Hassilev, a member of the Limelites as a solo; pianist-singer Stan Worth, the Go Go's Gwen Stacey and Vera Kilpatrick, just five years old. In the religious field, Jack Holcomb and Solomon King are new additions.

Victor's Coast roster includes such artists as Henry Mancini, Ann Margaret, Sam Cooke, Limelites, Duane Eddy, Hugo Montenegro, Frankie Carle, Loren Greene, the Womenfolk, Wayfarers, Glenn Yarbrough and such teen-slanted acts as the Casades, Astronauts and Bobby Pickett.

In the religious field, George Beverly Shea heads the Coast roster, followed by the Blackwood Brothers, Statesmen Quartet, Tony Fontaine, Doris Akers, the Davis Sisters, Billy Graham Crusade Choirs and Jack Holcomb and Solomon King.

DISK BOOM SEEN IN ITALY

ROME—The three-year period ending with 1966 will see the sale of 75,000,000 records in Italy, a new high figure, according to a Confindustria survey reported by Il Globo, local business daily.

Quoting Billboard as its source for world record sales, the Italian paper pointed out that the Italian disk boom began in 1961, five years later than elsewhere. But it has increased from 12,000,000 records, netting \$9.6 million in 1956, to \$16 million for 20,000,000 disks in 1960. Italian sales have continued to mount in spite of an over-all 10 per cent tax on record prices.

Pop songs account for 70 per cent of record sales in Italy, where the export market has just begun to develop.

**LETTERS
TO
THE
EDITOR**

Thank you very much for your help in filling in the holes in my Radio Response Rating series until my subscription, which you now have, is in effect.

I should like to commend you on the series . . . because the music business is so closely related to the basic radio programming of today. Frankly, until this series began, I was under the impression that Billboard was still doing the top charts to which I referred frequently, back in my music programming days. It hadn't occurred to me that your magazine would be useful in my present position.

It occurs to me that with the timebuyers currently having very little dimension on which to base a radio buy, your magazine could make an interesting series for an agency media department.

Esther M. Rauch
Peters, Griffin,
Woodward, Inc.
Radio and Television
Station Representatives
New York, N. Y.

● *Ed: Many media buyers are very interested in the series. See below.*

I would appreciate your sending me a Billboard subscription effective with the March 28 issue. Your new series of articles called Radio Response Ratings will be particularly interesting to us.

Charles H. Russell,
Vice-President
Media and Radio-TV
Batten, Barton, Durstine
& Osborn, Inc.
San Francisco, California

Could you please let me know at your earliest convenience if it would be possible to get 1,000 reprints of the St. Louis Radio Response Ratings or if it is permissible for WEW to reprint the information direct from your publication.

The reaction from our showing in your rating's feature has been extremely gratifying. I think this feature and the other numerous innovations you have developed for Billboard have increased your publication's supremacy in a field that is becoming increasingly competitive.

Lee Coffee,
Program Director
Radio Station WEW
St. Louis, Missouri

● *Ed: Permission to reprint granted as it always is when Billboard is credited as the source.*

Ruling Favors Casone in Lewis Suit

MEMPHIS — Chancellor Charles A. Rond granted an injunction requiring National Artists Attractions, Inc., to withhold 25 per cent of the entertainment and recording royalty fees of Smash Records artist Jerry Lee Lewis.

The court ruling was in favor of Frank Casone, who had sued Lewis 10 days ago charging breach of contract. Casone's bill said he signed Lewis to a five-year contract July 1, 1963.

The contract provided Casone would serve as manager and agent for Lewis and would receive 25 per cent of show and record royalty fees and 50 per cent of movie and TV contracts.

Charles H. O'Brien, attorney for Casone, stated in court during the injunction hearing (25) that Lewis had breached the contract four months previously by not allowing Casone to serve as his manager.

O'Brien said Casone had not

ARTISTS' BIOGRAPHIES

For your programming use here are pertinent facts about hot disk artists. If clipped and pasted on 3 by 5 cards these biographies will help you build a convenient file of such data.



**GLADYS KNIGHT
AND THE PIPS**
(Maxx)
PM: Margherite Mays

Gladys Knight and the Pips (William Guest, Edward Patten and Merald Knight) are not new to their profession. Gladys started by singing in church choirs and at recitals in her home town of Atlanta when she was four. When she was seven, she won first prize on the Ted Mack Amateur Hour. Benefits and public appearances followed until

1955 when she became part of a group. In 1958 she joined the Pips who had also been singing since an early age. The boys write their own material.

LATEST SINGLE: "Giving Up" is No. 50 on Billboard's Hot 100 this week.

received payment under the contract in four months and was due at least \$7,000. Lewis was not present at the hearing.

His attorney, Alex J. Migliara, said he was on tour.

The chancellor's ruling means

that 25 per cent of Lewis' earnings will be held in escrow until the court decides whether Casone, under the contract he has with Lewis, should receive it. This decision awaits trial of the case.

Duke Ellington Draws 1,500

DES MOINES — Duke Ellington, on a concert tour of the Midwest, played before 1,500 here June 1 at the first outdoor jazz concert of the season. The concert, held in the terrace garden of the Des Moines Art Center, included two new major compositions, portions of Ellington's unfinished suite, "Impressions of the Far East" and two sections of his "Timon of Athens."

The purpose of the art center's summer jazz concerts is to bring jazz to Iowans, not necessarily to make money. When Ellington learned the admission charge was only \$2, he remarked to a member of the art center committee, "Is that all? For that you could just play my records."

Ellington's concert trek in Midwestern States will take him to Milton, Wis., June 7, where he will receive an honorary doctor of humanities degree from Milton College.

Roger Miller To Start Tour

CHICAGO — Roger Miller, who recently introduced his first LP, "Roger and Out," on Smash, will start a TV-deejay tour of the Midwest in Denver this week. The 10-day tour follows Miller's recent appearance on the Dick Stewart show on San Francisco's KPIX-TV, which Smash officials say broke all audience reaction records. The station even rescheduled Miller for a repeat the following day.

Burnett Single Out

NEW YORK — Carol Burnett's first single from the Broadway show, "Fade Out—Fade In," was released by ABC-Paramount this week. Miss Burnett is coupled with Tiger Haynes in "You Mustn't Be Discouraged," a spoof of Shirley Temple and Bill (Bojangles) Robinson. The flip side is "Go Home Train," a blues number by Miss Burnett.

The original cast album of the show was released Sunday (31) and will be available this week.



SUSAN MacCARTNEY of the KDKA-Radio staff, listens to one of the prize-winning, old-time radio receivers on display at the Joseph Horne Company during the store's 115th anniversary observance. More than 200 old radios were received by KDKA from Pittsburgh-area listeners. Some old radios have all the fun!

'Dream Fair' Is Renewed

ROME — Italian TV's "Dream Fair," which has become the biggest promotion media for pop disks, has been renewed for another season. This spiked rumors that it would be discontinued. The show is emceed by Mike Bongiorno.

Bongiorno's request for a statement on renewal of the program was backed by most of the record houses and visiting foreign artists. Originally a quiz show, it faltered until the pop music gimmick was added. Since then it has grown in popularity.

The Exciting New
Album Chart Contender
From Mercury

QUINCY JONES
explores the music of
HENRY MANCINI



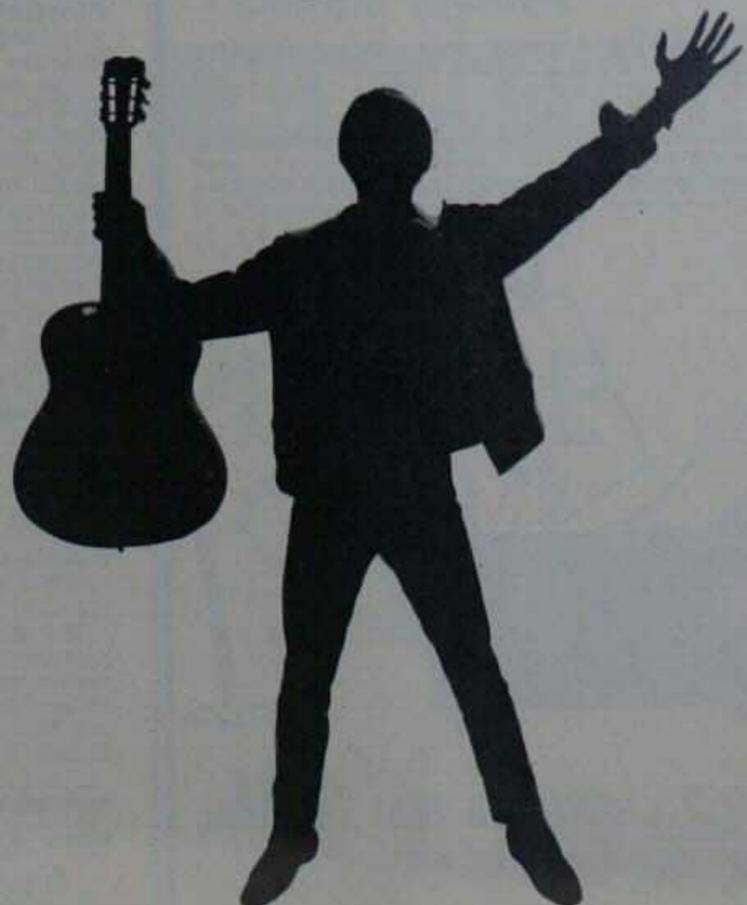
MG 20863/SR 60863

Including:

Baby Elephant Walk
Soldier in the Rain
(I Love You) Don't You Forget It
Charade
Days of Wine and Roses
Dreamsville
Odd Ball
Mr. Lucky
Pink Panther Theme
Bird Brain
Moon River
Peter Gunn



The World's Next Phenomenon BOBBY JAMESON



BARBARA LYNN

New! Sell-Sational Smash!

"OH! BABY

(We Got a Good Thing Goin'")

JAMIE 1277

J/S Jamie/Guyden Dist. Corp.
Phila. 21, Pa.

ENJOY POPULAR PRICES
at our newly remodeled



1500-room,
world-
acclaimed
SHERMAN
HOUSE

Yes, everything has been newly decorated just for you and yours. And our popular prices extend even to our fabulous gourmet restaurants...

COLLEGE INN-PORTERHOUSE
Porterhouse Lounge/Grill
Well-Of-The-Sea, Celtic Cafe

Everything exciting is within walking distance. Free radio and TV. Drive-in garage parking.

No charge for children under 12.

American Express
Credit Cards honored.

SHERMAN
HOUSE

Clark & Randolph/Chicago/FR 2-2100

Radio Luxembourg's Success Brings Broadcast Reappraisal

By OMER ANDERSON
LUXEMBOURG CITY — Radio Luxembourg is claiming 60 million listeners, and nobody disputes that the station has become the major source of exposure for phonograph records in Europe and Scandinavia.

The station reports that European diskeries, unable to get sufficient exposure from their national radio networks, are buying time on Radio Luxembourg.

Radio Luxembourg polyglot programs reach an estimated 8 million regular listeners in the United Kingdom, 20 million in France, 30 million in West Germany, Belgium and Holland, and the rest in Scandinavia.

Added Listenership

The station is reaching a rapidly expanding listenership

Robinson Remains Are Interred

LEWISTON, Me.—The cremated remains of Harold W. Robinson, 83, president of the B. F. Wood Music Company, Boston music publishers, were interred at Riverside Cemetery here in his native city, May 23. He retired from the company 14 years ago. He was a member of the National Music Publishers' and Dealers' Association and ASCAP. He was also a former secretary of the Boston Music Publishers.

Survivors include his widow, Lucille Bayley Wood, one foster son and a stepdaughter.

because of the jump in transistor radio ownership and technical improvements in the station's transmissions.

Radio Luxembourg says that its pop music format has made it probably the biggest profit-turning station in the world. The station received \$1,500,000 in advertising from its British commercials alone last year.

Disk jockeys operating in French, English and German, work around the clock answering requests in their three languages and playing the top pop of their own choosing.

Radio Luxembourg cites as evidence of its European-wide listenership a commercial for the British trade publication *New Musical Express*. The commercial generated 100,000 inquiries from 24 countries.

In this vein, Rolf Syversen, of Iversen & Frogh, in Oslo, says that Radio Luxembourg is the main source of exposure of records in Norway, and that Norwegian disk buyers have become heavily dependent on the station.

Until the appearance of the "pop pirate" ships—Caroline and Atlanta—off Britain, Radio Luxembourg had the commercial field to itself on the European airwaves, save for minimal competition from Europe 1, the station owned by Prince Rainier's Monegasque interests.

Radio Luxembourg's gold-plated success with "platters, chatter and ads" (as the station capsules its formula) has inspired the "pop pirate" imitators, but more than it is working a revolution in European broadcasting.

As indicated by Rolf Syversen, Radio Luxembourg has inspired the phonograph record companies to demand more exposure for domestic disk production on national radio networks. The preference on most

national networks (where programming is done without reference to a close study of listener likes) is for a minimum of pop and a maximum of didactic, non-musical fare.

The success of Radio Luxembourg is leading to a general re-examination of European broadcasting patterns, with public sentiment heavily weighted toward the general sanctioning of commercial broadcasting in competition with the State networks somewhat on the pattern of competition between the Canadian Broadcasting Corporation and private stations in Canada.

Societies Line Up

Performing rights societies are lining up behind commercial broadcasting in Britain and in all of the major Continental countries. In Britain, the commercial radio ships are negotiating the payment of performing rights fees, and their pop music programming, far from offending British listeners as a buccaneering enterprise, is producing strong sentiment for the licensing of commercial broadcasting by the British government.

In West Germany, the Saar Radio Network has broken away from the quasi-state controlled network, and is expanding its commercial and pop music exposure. Demands are increasing in Germany for a general overhauling of radio broadcasting legislation to permit private commercial stations, which would operate alongside the quasi-state networks.

In France, Belgium, Holland and Italy, exposure of pop music on the State networks in these countries has been steadily expanded under pressure of public demand—and the indirect competition provided by Radio Luxembourg.

'SAILOR' BIG IN AUSTRALIA

SYDNEY—The Polydor single issued by Philips during 1959 has proved its best seller here over the years. The disk is "Sailor," by Lolita. Paul Turner, manager of Philips Record department, stated that "Sailor" is still selling an average of 250 disks a month. W. & G. Records report that the record "1999 (Telaviv)" leased from Edition Monatana of Germany, could prove the biggest instrumental in Australia this year. Played by Rudi Bauer it is being featured heavily by radio in Sydney and Melbourne, the major breakout cities in Australia.

MPHC Files Suit Against Mercury

NEW YORK—Music Publishers Holding Corporation filed suit against Mercury Records in New York Federal Court last week for alleged infringement of various tunes assigned to plaintiff by six music publishers. The complaint alleges that Harms, Witmark, and others had assigned all of their claims against the defendant for failure to pay royalties under various license agreements in 1961 under which the defendant was granted non-exclusive licenses.

The complaint charges that the defendant, in violation and breach, has refused, and failed to pay, all of the royalties due, totaling \$12,000; also from Sept. 30, 1961, to April 1, 1964, the amount of \$60,000. The complaint further alleges that upon the failure to pay, plaintiff elected to cancel the license as of April 27, 1964.

The complaint states that defendant continued to manufacture and sell records of plaintiff's assignors without consent or approval. The defendant, on the other hand, contends that the license agreement has not been canceled.

The suit seeks a total of \$72,000, a declaratory judgment declaring that the license agreement has been canceled, a permanent injunction and damages sustained, and delivery up to be impounded of records and masters and treble damages.

Joan Baez Legal Actions Going Round and Round

NEW YORK—In the shadow of folk singer Joan Baez' suit against Fantasy Records (Billboard, May 30) is the suit and countersuit between Baez and Roulette.

The two cases are completely different. In the first, against Fantasy, Miss Baez claims the sides, cut in 1958, were "experimental material, for which she was not paid." It has been stated that she was informed in January of the Fantasy release. She filed and received temporary injunctions against such release in May.

In the case of Roulette, Miss Baez filed last year against the prior issuance on Squire (a Roulette subsidiary) of "The Best of Joan Baez," billed as the first record she ever made. According to testimony, Roulette had bought the album from Veritas Records in 1959 and had paid royalties to the artist for four years.

Her charge was that Roulette had not received written permission to use her likeness and name. Alternate suits in Boston and New York were dismissed. In New York, in January a plea

for a restraining order or injunction against the company was rejected.

There are appeals to be heard, but Roulette has filed a suit of its own, charging Miss Baez, Vanguard Records, Maynard Solomon (of Vanguard), and one Baez attorney, claiming \$1 million in damages to the record and to the prestige of the company.



LESLEY GORE, Mercury Records artist, receives the 1964 Disk Jockey Poll award as the "most promising artist in the female vocalist category" from Mike Gross, associate editor of Billboard.

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

YOU'D BETTER REST AND RELAX NOW!!

YOU'D BETTER . . . IF YOU PLAN TO PLACE AN ADVERTISEMENT IN BILLBOARD'S INTERNATIONAL BUYER'S GUIDE.

YOU'D BETTER . . . BECAUSE ONCE YOUR AD APPEARS IN PRINT YOU CAN COUNT ON NEW BUSINESS AND MORE PROFITS.

YOU'D BETTER . . . READ WHAT SAGA RECORDS, LONDON, SAYS:

"The Buyer's Guide has been the cheapest and most profitable investment we have ever made . . . with inquiries from points as far apart as Tokyo, Bombay and Cyprus, not to mention the steady flow from New York and Los Angeles. We regard Billboard as indispensable to our business."



YOU'D BETTER . . . REMEMBER THAT THE FINAL
ADVERTISING DEADLINE IS JUNE 20



BETWEEN FESTIVAL RECORDS recording sessions in France are (l.-r.) Festival a.&r. director Roger Maruani, French film star-songstress Marie Laforet, Gigliola Cinquetti and Maurice Chevalier. Latter pair blended talents in the recording of "Thaliana" ("The Italian Way"). Miss Cinquetti is a Eurovision Contest winner. Miss Laforet, a screen personality in her own right, emerged with the Grand Prix du Marathon de la Chanson Francaise for 1963-1964.

Patchcord Gives Sound Quality Reproduction

MAPLEWOOD, Mo.—Dealers who encourage tape-recorder prospects to listen to their own voices as a demonstration would be far better off to experiment instead with patch-cord pickup of good-quality radio music, according to Bill Harper, veteran dealer in Maplewood, Mo.

Harper, who has become one of the St. Louis area's top recorder outlets simply because he began early in the program, offered complete, reliable service when tape recorders were still in the rudimentary stage, has continued to sell anywhere from 400 to 500 units a year, because of good, effective presentation.

Using big, open gondola display,

Singer Gives

• *Continued from page 12*

and therefore it's to his advantage that he appear there."

In Europe, Lopez already has played in England, Paris, Rome, London, Holland, Berlin, Belgium and Scotland. He goes back to Paris in August for a one-man show at the Olympia Theater. In his previous engagement at the Olympia, during February and March of this year, he co-starred with the Beatles, now on his foreign itinerary in his first tour of South America. This is set for November, with stops scheduled in Brazil, Nicaragua, Peru and Mexico City. Coincidentally with the upcoming South American tour will be the release of his fourth Reprise LP to be titled, "Trini Lopez—the Latin Album." Don Costa did the arrangements and conducted the orchestra for this package.

Costa also worked with Lopez in preparing the arrangements for his act at Basin Street East. In previous dates, Lopez worked with bass and drums accompaniment only, but for the Basin Street East date he'll have a 10-piece crew backing him. "The sound will be larger," said Lopez, "but it will still be like that heard on my records."

play, in the shape of pyramids stocked with a dozen lines of both stereo and monaural tape recorders, Harper has always found it wise to surmount the display with an extremely well-made, top-quality AFM-FM German radio. The back of the radio is open, so that tape-recorder prospects can see the method by which small alligator clips are used to patch to the leads to the radio speaker. At the other end of the wire is, of course, a simple jackplug, ready for insertion into any of the tape recorders along the shelf.

Many people, when trying a tape recorder for the first time, have been appalled by the sound of their own voices. In the event the voice is particularly displeasing, the opportunity for the sale is gone. Not so at Harper's, however. The enterprising Missouri dealer, instead, instructs his salespeople to tune in a clear, sharp station, and while the customer listens, patch in whatever is being broadcast. Then, an immediate playback on the tape recorder, bound to be of excellent quality since no microphone is involved, is enough to convince the prospect that he can himself do a good job of recording. Not infrequently, customers who are shown a demonstration with pre-recorded tape, are likely to visualize huge studios full of expensive electronic equipment for doing the recording, until Harper or his salesman demonstrate that the simple patch-cord, and a bit of care in adjusting the volume correctly is all that is required.

Naturally, the Missouri phono dealer does not refuse to let the prospect do his own recording voice-wise if he insists. Few do, however, since most people are somewhat self-conscious about recording their voices in this way, and would rather listen to the salesman's voice.

The fine imported table-top radio which crowns each tape-recorder display at Harper's has been responsible for selling literally thousands of machines

Music Box Taken Over As Operating Assignment

CHICAGO — Music Box, large Midwestern one-stop headed by Jim O'Dwyer, has been taken over under an operating assignment for the benefit of creditors. The action is under Illinois common law.

Music Box also has branches in Dallas and Atlanta and runs an independent retail record store, Marquette Record Shop, on Chicago's South Side.

Seymour Greenspan, head of Summit Distributing Company here, was named chairman of a supervisory creditors' committee. Others on the committee include Marv McDermott, M-S Distributing Company, and Walter Christen, RCA Victor Distributing Corporation.

James Imbrie Jr., a professional trustee, has been named trustee of the organization. Imbrie represents the Chicago Midwest Credit Service Corporation, the local record distributor credit group. Chicago Midwest is affiliated with the National Association of Credit Management.

The operating assignment was agreed upon at a special cred-

itors' meeting held last Saturday (23) in the offices of Bernard Kleinman, O'Dwyer's attorney.

Greenspan noted that the creditors' committee would attempt to install economies in the operation of the business as well as recover a large amount of capital currently tied up in inventory. Greenspan said he was confident Music Box could be restored to a thriving, profitable operation.

Noga to Dip Into Colleges For Writers

HOLLYWOOD—"We'll reach into the colleges to uncover new writers and compositions," exclaimed Ted Cain, newly named manager of John and Helen Noga's four music publishing firms and disk production company.

Cain, a veteran of 32 years in motion pictures, explained he planned contacting college music departments in his quest to discover new writing talent and material. "The college kids certainly have the feel for American," he said, "and we're sure there must be many talented writers on campus."

In explaining expansion plans for Elm Drive, Nomat, Cathryl (all ASCAP firms) and Amano, a BMI licensee, Cain said he intended securing motion picture scores, emphasizing his broad experience in the film industry would be a natural asset.

SEND US YOUR TAPE...

We do the rest!

ALL SPEEDS, ALL QUANTITIES, MASTERS, NICKEL STAMPERS, ATTRACTIVE LABELS, PRESSINGS, PROMPT AND RELIABLE.

SONGCRAFT

1650 Broadway N. Y. C. 19



ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

Donnie Elbert's

NEW PROVEN HIT

Billboard Regional Breakout in Washington, D. C.

"RUN LITTLE GIRL"

B/W "WHO'S IT GONNA BE"

Gateway #731



GATEWAY RECORDINGS, INC. PUBLIC AFFAIRS DIVISION

234 Forbes Avenue, Pittsburgh, Pa. 15222

Illegal Beatle Imports Fought

ROME—Illicit importation of American disks which feature the Beatles in numbers not yet released in Italy is the latest woe of Carisch, which distributes the top-selling group here. Up to now Carisch has issued five 45's and two LP's under the Parlophon label, but many tunes which have reached top spots abroad have not yet been issued here. The Italian firm is hurrying releases to fight the illegal imports.

Sales of the British group have topped the million mark here and at least three disks are selling in the top 20's.

Paul Anka

• *Continued from page 12*

—both as a composition and a performance, was the thematic music—which Anka wrote—from the 20th Century-Fox film, "The Longest Day." It was enhanced by a very smart arrangement. This number, in fact, climaxed the bill, created a mood of suspense and drama, and lent the act considerable impact.

The Empire Room was not filled to capacity for this performance—but this was very likely due to the fact that Tuesday was Primary Day. No liquor was served until 10 p.m., and Anka's turn was completed prior to this time.

Anka during his early career was essentially a rock 'n' roller of the smoother type. He is now a more rounded performer, particularly skillful in his phrasing. His engagement ends June 27.

PAUL ACKERMAN

for the Maplewood dealer, and the simple patch-cord demonstration has kept anyone from being dissatisfied with the recorder which Harper sold. In one instance after another, his past customers have told the Missouri dealer that they have experimented with the use of microphones, instead of the patch-cord, and invariably, are disappointed in the results. Meanwhile, Harper continues to use good demonstration methods, plenty of personal service, dependable, low-priced repairs to keep his reputation as a recorder specialist alive.

Going Up!
Danny Williams
A LITTLE TOY BALLOON
 UA 729
 on the one to watch
UNITED ARTISTS

BEE-BOM
 New Hit by
SAMMY DAVIS JR.
 (Reprise)
 WHEN LIGHTS ARE LOW
TONY BENNETT
 (Columbia Album CL 2175; CS 8975)
 SWEET LORRAINE
FRANK IFIELD
 (Capitol)
MILLS MUSIC, INC.
 NEW YORK, N. Y., 10019

'JOHNNY LOVES ME'
 by **FLORRAINE DARLIN**
 BILLBOARD SPOTLIGHT PICK
 CASH BOX BEST BET
'TOM KELLY'
 by **ALEX ZANETIS**
 A DRAMATIC READING OF AN UNUSUAL SONG
 CALL YOUR RIC DISTRIB. NOW

FROM THE HIT BROADWAY MUSICAL FADE OUT—FADE IN
"YOU MUS'NT BE DISCOURAGED"
CAROL BURNETT
 and **TIGER HAYNES**
 b/w **"GO HOME TRAIN"**
 ABC 10560
ABC-PARAMOUNT
 FULL COLOR FIDELITY

when answering ads...

Say You Saw It in Billboard

Thrifty Goes in for Soft Sell

BURBANK, Calif.—Thrifty Electronic's "hip" attitude toward its customers is a key reason the store remains a vital music center in the San Fernando Valley.

"This is a hip operation," stated manager Johnny Valvo, in explaining the firm's philosophy toward customer relationships. "We're a happy group of people. That seems to be the secret of our success. Everybody that walks in is a friend. It's a real loose, relaxed, soft sell place."

For the past 10 years Thrifty Electronics has provided Valley music lovers with disks, tapes, audio components and ham equipment. The section which features audio components is called the "Sound Shack" and its two prime lines are Fisher

and JBL speakers. Valvo estimates his component inventory at around \$50,000.

He notes that the audio business has shown a steady ascent and that component parts are the items which move best. After bringing one \$450 package phonograph combination into the store to "see what would happen," Valvo reports the unit is still sitting on the floor.

Sees 100G in Sales

Valvo estimates the store, through all its departments can hit \$100,000 sales this year. He points to ham equipment as a growing business and has high hopes of developing this area. "We sold ham equipment when we first got started," he said, "then dropped it but now because of the availability of the citizen's bands, we're getting involved again." Valvo puts a \$5,000 price tag on the store's ham equipment.

Like most California retailers, Thrifty remains open seven days a week. A full time staff of six, supplemented by five part timers, handles customer sales and service. On Sunday "there are generally a lot of lookers in the store," Valvo remarked, "and they're usually back on Saturday. But Sunday is a good day to make our pitch."

One feature constantly pointed out to customers is the store's stability and reputation. "We

try to sell people that we've been here 10 years and that we can help them with any problems that arise with their equipment. People want to know they can bring their systems back for service," Valvo explained.

Store Remodeling

The store is currently undergoing a complete remodeling and Valvo is running a depletion sale on all records, with prices marked 50 per cent off. The reason for the disk price slashing is that Valvo plans phasing out his record department. "There's no profit in records today; everybody's cutting your throat," he believes. "You can't buy records like you buy hi-fi parts."

"When I buy Fisher I know my competitors down the street will be selling Fisher at the same price. You can't say this in records." If he does maintain a record department, it will probably be just stereo products with the emphasis on "sound" albums. Valvo said he would retain pre-recorded tapes.

As a promotional feature for customers, Thrifty is scheduling an audio seminar with experts answering questions. The event is planned for either July or August at a local hall, with the store already advertising the seminar in the Los Angeles papers. "The best way to be of service is to offer service," Valvo said.

Payola Suit to Call PR Men

HOLLYWOOD—Los Angeles record promotion men will be subpoenaed as witnesses in the payola suit against Southern California radio and record people.

The defendants named in the suit are currently filing their answers and have until Monday (15) to complete their pleadings. Superior Court Judge McCoy will hear arguments Monday (22) from the many attorneys involved as to who has preference in taking dispositions.

Pickett Cuts 1st With Atlantic

NEW YORK—Vocalist Wilson Pickett signaled his exclusive contact with Atlantic Records last week with the issuing of his first disk for the label, "For Better or Worse" b-w "I'm Gonna Cry."

Pickett, for four years the lead singer with the Detroit-based Falcons, wrote many of the group's songs. They hit national prominence on the Double L label with "If You Need Me." (Solomon Burke had the same record and won on the charts.)

Jerry Wexler, executive vice-president of Atlantic, is currently huddling with Pickett about future recording plans.

Label Puts Out Music to Wed By

NEW YORK—MGM Records is on an all-out campaign for the June wedding season. The label has released five albums pegged on wedding music of various nationalities. In MGM's wedding package are LP's centered on Polish, Irish, Jewish, Italian and Greek wedding festivities. The disk company is servicing all foreign-language radio stations with these albums.

Finebilt Mfg. Exhibits Line

HOLLYWOOD — Finebilt Manufacturing has opened a showroom for the public featuring its line of record pressing equipment at its 931 Citrus Avenue headquarters.

The company moved into its expanded quarters last November. Finebilt is noted for selling complete disk pressing plants to foreign companies.

According to the company it recently sold the first magnetic recording tape manufacturing plant outside the U. S. to a Lebanese firm. Mr. J. Bouzaglou, who toured the Middle East, North Africa and parts of Western Europe on the sales trip, supervised the installation of the tape plant.

'B' Day Near; Station Goes 'On Alert'

SYDNEY — Beatlemania is raging throughout the country as "B" day draws near. Radio Station 2SM Sydney has scooped all other commercial stations. They arranged with the promoters to tape a live performance of the show which will be broadcast throughout Australia on a network of capital city and country stations.

The price paid by the sponsors for rights to the broadcast is reported to be the highest ever in Australian radio, for a single hours entertainment. The exact date has not yet been announced, but it will be before the Beatles end their tour. Station manager of 2SM,

OUTLET OFFERS TRADE-IN

ROME — Pop records which sell for one-fifth under their list price of 750 lire (\$1.20) for 600 lire (96 cents) may be in for new price cuts as a result of a sales campaign by Italy's largest disk outlet, Consorti of Rome. Consorti is offering pop 45's for 520 lire (83 cents) provided the buyer turns in an old disk in any condition.

Similar offers will probably be forthcoming from other retail outlets. There is no price-fixing law in Italy.

Since wholesale price of singles is 560 lire (90 cents) with additional reductions up to 6 per cent for mass purchases and prizes, the best a dealer can do on the 520 price is break even or to make a small profit. Other possible profit source may be sale of old disks for 100-250 lire at open air stands in markets, particularly the Sunday bargain-hunter's paradise at Porta Portese here.

Kevin O'Donohue, said he had flown secretly to London two months ago to negotiate the show with the Beatles manager, Brian Epstein. "The sponsors, a leading soap firm, handed me a check and told me to get the Beatles," he said.

"I flew to London immediately, had 36 hours there and returned with the contract tied up. Our general manager, Mr. W. H. Stephenson, then went to Melbourne to complete arrangements with Kenn Brodziak, of Aztec Services, and officials of Stadiums Limited.

Grandjean on Billb'd Staff

PARIS—Gerard-Henri Grandjean, the noted French disk industry journalist, was named Billboard's correspondent here last week to cover France for the international music-record newsweekly. In joining Billboard's worldwide corps of expert newsmen, Grandjean brings with him a rich background in covering France's rapidly expanding record industry. His appointment is effective immediately.

He was editor in chief of Discographie Francaise, France's only disk trade journal. He served in that post from 1957 to 1963. He is currently the editor of Discomonde, the weekly record supplement of the highly regarded Cinemonde. In addition to providing on-the-spot coverage of the French music-record scene, Grandjean will also supervise the preparation of what will be the most reputable hit list of the top-selling records in France.

Grandjean's appointment was made during the current tour of European music centers by Billboard's European director, Andre de Vekey, and Lee Zhito, its editor in chief. Grandjean replaces Edward Adamis, who previously represented Billboard in this area.



ITALIAN PUBLISHER OF "MORE" and his party were entertained recently by its American publisher, Herb Marks, at Basin Street East where they saw Ella Fitzgerald. (L. to R.): Dr. Leonello Leonelli, attorney for C.A.M.; Mrs. Joseph Campi; Luigi Campi, president of C.A.M. music division; Mrs. Joseph Auslander; Dr. Tarquino Maiorino, journalist; Joe Auslander, Marks' general manager; Mrs. Herbert E. Marks; Joseph Campi, president of C.A.M. Periodicals Division; Mrs. Jane Sebastian; Herbert E. Marks, president of Edward B. Marks Music Corporation; Vittorio Benedetto.

ADVERTISING IN BILLBOARD'S INTERNATIONAL BUYER'S GUIDE CAN BE DANGEROUS!!

It brings you inquiries and new business all year long. It means more work for you and your company . . . and more profits, too!!

More work . . . more inquiries . . . new business . . . more profits!! Better relax for a moment.

Then, start preparing your advertisement for Billboard's International Buyers Guide.

You don't want your competitor to get dangerously over-worked, do you??

FINAL ADVERTISING DEADLINE JUNE 20

VOX JOX

Continued from page 16



Winners of a recent "Date With the Stars" promotion were entertained at New York's Copacabana by Cameo's Bobby Rydell, and Amy Records' Tracey Dey (second from right). The duo's contest-winning dates were Carol Schafer of Pittsburgh, and Cliff Lawrence of Notre Dame (Ind.) University. Accompanying the performers and their guests was Dick Biondi (first on left), whose two-hour pop music show is being carried on more than 50 Mutual Broadcasting Company affiliates. Mutual and Biondi, sponsors of the contest, recently renewed their pact for a second 13-week run.

Five Altoona, Pa., stations and their deejays raised \$1,300 for the local unit of the American Cancer Society by sponsoring a "DJ Bash for Cancer Cash," attended by more than two thousand teen-agers and adults. Deejays participating were Ralph Weber, Jack Pride and Bob Witten, WVAM; Doug Panaziti and Johnny Knorr, WTRN (Tyrone); Terry Parker, Tony Curtis and Richard S. Paul, WRTA; Jack Reilly, WKMC (Roaring Spring); and John Riley, Dick Richards, Dan Resh and Dick DiAndrea, WFBG.

Jay Gould, Jack Underwood, Bob Sievers, Don Chevillet and Doug Stephens, WOWO (Fort Wayne, deejays, participated over the weekend in a WOWO promotion at Buck Lake Ranch on the Country Fair.

WIBG (Philadelphia) rock-jockey, Hy Lit, was named "Disk Jockey of the Year" at the 1964 Temple University Worlds Fair.

SEGUE

Red Blanchard returns to KFVB (Hollywood) after a four-year absence, taking over the Sunday 5-9:30 p.m. time slot. Red has been with KNX, the CBS-owned outlet in L. A. . . . Paul Berlin observed his 14th anniversary with KNUZ (Houston) last week. . . . "Big Steve" Rizen, KONO (San Antonio) deejay, joins KQV (Pittsburgh) in 11 a.m.-3 p.m. time slot, replacing Henry DeBecco who has resigned. . . . J. E. B. Stuart to WEAM (Washington), for the 3-6 p.m. show. . . . Bob (Scooby Doo) Sands departs KASK (Upland, Calif.), for record production and promotion in the area. . . . Dick Reynolds again a host

WIP (Philadelphia) "Dawn Patrol," the oldest continuous all-night show in the City of Brotherly love.



Larry Monroe Berg, program director of WCAO (Baltimore) for the past three years, elected president and general manager of WBUT AM & FM (Butler, Pa.). . . . Paul G. O'Friel, general manager, WBZ (Boston), named general manager of KDKA-TV (Pittsburgh), replacing Jerome (Tad) Reeves who has resigned to reportedly accept a vice-presidency with Corinthian Broadcasting Company. WBZ and KDAK-TV are Group W stations. . . . Norman Furman, New York City advertising agency executive and assistant to the general manager of WEVD (New York City) named general manager.

LITTLE SEGUES: Mr. and Mrs. Tom Adams parents of fifth child (second boy last month). Tom, program director at KDRO, opened his second record shop.

DEATHS: Mrs. Jack N. Berkman, wife of Jack N. Berkman, president of Rust Craft Broadcasting Company, died May 27 in Steubenville, Ohio, after a long illness. . . . Doug Tabner, Toledo radio and TV personality, died May 7 following a long illness. Commercial manager for WTOL radio (Toledo) and veteran sportscaster, Tabner was 40 years old. . . . G. W. Norton IV, 30, president of WAVE (Norfolk, Va.), was killed May 23 in an auto crash near his home. Morton recently took over the helm of WAVE, Inc., after the death of his father in an auto accident several months ago. He will be succeeded as president of WAVE, Inc., by his wife.

HIMSELF, YES, BEATLES, NO

INDIANAPOLIS—Ah, the life of a deejay can be a rough one. Here's a letter received by WIBC air personality Jim Shelton.

Dear Jim:
I would like you to come to our school October 1, 1964.

If you can, bring the Beatles.
Yours truly,
Beverly Wilson
Jamestown, Ind.

Bunker Debunks Radio Nostalgia

WASHINGTON—Nostalgia is radio's worst enemy, Radio Advertising Bureau President Edmund C. Bunker told a gathering of deejays and station and sales managers at a Washington Advertising Club luncheon here recently. "Whenever two radio men get together they invariably begin talking about the good old days—the golden age of radio. Don't do it!" said Bunker.

Bunker said radio's golden age is not past. It is right here in advertising dollars if it will sell its own kind of highly selective, individualized reach.

Bunker spoke of the now-familiar radio marketing tests that whipped up flagging sales of Skippy peanut butter in two Upstate New York cities, and gave Delta Airlines a lift to new patronage out of New Orleans.

"Today's radio is tomorrow's affair, not yesterday's, and radio commercials need to adjust to the new golden age. Radio programming and radio commercials will reach an estimated 100,000,000 Americans in the coming summer. Over 24,000,000 radio sets were sold last year—90,000,000 over the past four years. Tell that to the advertisers," said Bunker. He invited everybody to let RAB help them, citing the association has 7,000 commercial tapes at headquarters.

WINS Makes Shifts in Brass

NEW YORK—A major shift in executive personnel was announced recently by WINS, New York City. Mark Olds, general manager of the Westinghouse-owned station (Group W) has been moved to headquarters in the new post of national radio executive.

Joel Chaseman, the station's assistant general manager, moves into the general manager's slot, with Al Heacock, currently program manager of Group W's WBZ, Boston, assuming the vacant program manager's job. Also included in the shift is Neil McIntyre, who recently joined WINS from WHK, Cleveland. He has been appointed assistant program manager.

N. H. Hires Group To Sing at Fair

CONCORD, N. H.—The New Hampshire Division of Economic Development will engage the Brandywine Singers to perform at the New Hampshire Day program at the New York World's Fair June 21.

Gov. John W. King and the executive council approved hiring the famed folk singing group, which was organized while its members were students at the University of New Hampshire in Durham.

Square dancers and a marching band will join the singers in the program.

CHUM Wins Award Again

TORONTO, Can.—"Station of the Year" for the second time in four years, CHUM received the John J. Gillin Jr. Memorial Award as "The Canadian Radio Station of the Year" at the Canadian Association of Broadcasters Convention in Quebec City recently.

The award, named after the late American broadcaster, is the highest recognition in Canadian radio.

The station also received a "Beaver Award" from the Canadian Broadcaster magazine for its seminar on public service broadcasting. Judges for this year's Beavers selected the winners from stories printed in the magazine during the past year which stressed the "power for good of the radio and TV media" . . . "the good of the community, in terms of education, meeting emergencies, public information, public health, or just plain entertainment."

Radio took all six Beaver awards this time around.

KABC Hires Crago

HOLLYWOOD—In a move to strengthen its talk operation, KABC has hired Bill Crago as roving reporter, signed Bob Grant as host of "Night Line" and added Allin Slate as host of "Sunday Line," the latter two telephone conversation programs.

Slate will, in addition, handle two daily commentary and sports broadcasts. He was formerly with KIEV, Glendale, and replaces Grant, who shifts over to the night program. Crago was a former newsman at KHJ-TV.

'Triangle First 11'

PHILADELPHIA—Triangle Stations becomes the first station group to undertake direct syndication of feature films, with the announcement of "Triangle First Eleven," an initial package of 11 predominantly post-1950 movies to be offered for sale this summer.

Tillotson Bows

Continued from page 12

that most young singles recording stars meet at the higher priced clubs.

Tillotson was probably wise to restrict the medley of his recording hits to short takes while concentrating on some standards as well as what turned out to be the strongest part of his act, a medley of Hank Williams' tunes. Tillotson's country backing stood him in good stead here as his ease and confidence with this material came over well.

Tillotson would seem better suited to clubs other than those presenting overly lavish production numbers before and after his appearance.

Headlining the bill was the Los Trovadores De Espana, a group of 10 boys from Spain who play, sing, dance and are a pure delight. Their timing is perfect. A talented lead singer, plus good selection of material combines to make them a true show-stopper. The act moves along nicely, is colorful, and, above all, talented. Also on the bill was Marvyn Roy, Mr. Electric and Rolly and Arry, a European comedy team. Jo Lombardi and his orchestra backed entire proceedings.

TOMMY NOONAN

New, Exciting Group!

THE PRIZES "SUMMER'S HERE AT LAST"

P 917

THE BIG ONES ARE ON COMEO/PARKWAY

Hitsville Strikes Again . . . With the Thunder of WONDER . . .

Little Stevie Wonder HEY HARMONICA MAN

Tamla 54096

A hot pop spotlight . . . naturally!

BREAKING BIG!

SOLE SOLE SOLE

by

SIW MALMKVIST and UMBERTO MARCATO

Jubilee 5479

Nationally distributed thru JAY-GEE RECORD CO., INC. 318 W. 48 St., N.Y. 36, N.Y.

WILSON PICKETT

FOR BETTER OR WORSE

ATLANTIC

2233

A New Summer Smash With a Latin Sound

BE'S THAT WAY

WILLIE BOBO

Tico Records

T-433

TICO RECORDS

1631 B'way, N. Y., N. Y.

"LOVE

by

AIN'T NOTHING"

JOHNNY NASH

Argo 5471

CHESS

PRODUCING CORP.

2170 S. Michigan Chicago 16, Ill.

RELIABILITY—QUALITY

RECORD PRESSING

Originators of the Patented rim drive; thick-thin type record

RESEARCH CRAFT CO.

1011 NORTH FULLER HOLLYWOOD 46, CALIF.

Say You Saw It in Billboard

The Home Entertainment Dollar

By DAVID LACHENBRUCH
Contributing Editor

THERE'S MORE tough competition ahead for the dealer who sells audio equipment only.

Never before have there been so many products bidding for the home entertainment dollar—and this competition is certainly going to increase. First, there's color TV. This has the status of a new product—although it's not very new.



In our interviews with industry leaders, we've reported several times on the widespread feeling that color TV may be siphoning off home entertainment money which might otherwise have been ear-marked for console or component stereo. There can be no question now that color TV is at the beginning of a genuine boom. And this boom should accelerate sharply—the more sets sold, the more color programming; the more color programming, the more sets sold.

A SURVEY OF manufacturers and networks last March by Television Digest, the weekly industry newsletter, came up with these median projections of color set sales: about 1.15 million sets in 1964, rising to 1.9 million in 1965, 2.3 million in 1966, 2.5 million in 1967 and 3 million in 1968.

Subsequent developments lead us to believe these projections are quite conservative. One of these has been the general decline in color set prices, as sparked by RCA's cut to a \$399.95 list price. Most industry prognosticators are now talking about sales of at least 1.3 million color sets this year, and more than 2 million in 1965.

The figure being projected for 1965 is almost double the number of console phonographs sold last year. How many families will be buying color TV sets next year instead of new stereo equipment or tape recorders?

It sounds logical to say that sales of color TV sets are mainly being made at the expense of black-and-white TV and until very recently most industry observers predicted that black-and-white sales would decline in proportion to the rise in color set sales. But it hasn't happened that way. Last year, both color and monochrome television sales set all-time records. Both categories appear to be heading for new highs this year.

COLOR TV has made strong inroads into the black-and-white console business—cut the heart out of it, in fact. As color set prices come down, the industry simultaneously lops black-and-white consoles off the high end. Even so, the console has now declined to the point where it represents less than 30 per cent of the total black-and-white television business, compared with more than 50 per cent in 1953.

But at the same time as color is making inroads into high-end home entertainment merchandise,

the new concept in television portables threatens to compete directly with phonographs selling for up to \$200 ("What should we get Mary for her birthday—a record player or one of those cute new portable TV sets?"). The new phenomenon in black-and-white TV is the "personal portable," and its impact should become more evident this year.

For the coming model year (1965), most domestic manufacturers and all TV importers will feature the new television models. Both domestic and foreign sets now come in two distinct flavors—conventional AC-powered and battery-or-AC-powered. General Electric has given its Japanese competitors a start by announcing a nine-inch battery-operated TV set at a list price of \$159.95, as compared with \$249.95 for the leading import of the same size. Philco will offer a nine-inch set at what it calls a "strictly competitive" price.

FROM JAPAN, new television configurations are coming—some no bigger than portable radios. All of this new merchandise, coupled with heavy advertising campaigns, will create formidable competition for the only other comparably priced electronic home entertainment instruments—phonographs and tape recorders.

But that's not the end, either. In perhaps three more years, another new visual home entertainment product will take its place alongside—and in competition with—the phonograph. It is the much-heralded home video tape recorder. Some audio men console themselves that this is an audio as well as a visual product, and will lead to more widespread interest in audio tape recorders.

THEY'RE FOOLING themselves. This is a visual medium, in which audio plays just as much a part as it does in television. Television has loudspeakers, but that doesn't make it an audio appliance. In short, home video tape will be a competitor to home audio tape and to the home stereo system, in exactly the same way that color TV is.

It's not our intention to be gloomy about the future of audio products. But all evidence indicates the competition for the home entertainment dollar is going to get stiffer and stiffer. For the manufacturer, it means a need for product innovation, and real promotion of the advantages of good music in the home.

For the dealer, it means knowing his merchandise, and knowing how to sell it—and to sell up—with a minimum of waste. The dealer who is in the best position, of course, will be the one who sells both audio and visual entertainment equipment.

EVEN IN AN ERA of affluence, there will be tough, competitive times ahead for both manufacturers and dealers. And in the home entertainment industry, the competition will exist among dissimilar products as well as similar ones.

leaving with six or eight purchases, none of which would have been likely to have been purchased if they had not been on such prominent display."

Unusual Treatment

Five display cases across the front of the parts department have been given unusual treatment with bright blue fluorescent lamps, instead of the usual white. On the broad shelves below, Wyatt took up an unusual type of merchandising approach, when he began showing much of the supply items involved as if in actual use. For example, in one case, devoted to pool table supplies, Wyatt covered the floor of the case with the same green felt actually used on pool tables, then set a rack, balls, and cue exactly as if ready to start a game. This, naturally, is a real eye-catcher for games operators. Tools are arranged, together with the parts on which they are most likely to be used, electronics parts, instruments, etc., as if actually being used to test or repair equipment.

Opens Aisleway

Perhaps the biggest change, in boosting parts sales by more than 65 per cent per month, has been opening up a former narrow aisleway devoted to

Phono-Tape

MERCHANDISING

BEST SELLING PHONOS • DISK DEALS
EQUIPMENT NEWSLETTER

BEST SELLING

PHONOGRAPHS, RADIOS & TAPE RECORDERS

These are the nation's best sellers by manufacturers based on results of a month-long study using personal interviews with a representative national cross-section of record-selling outlets (only) 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 tabulations are based on the rank order of manufacturers' sales at each dealer, and weighted by size of outlet. Only manufacturers earning 3 per cent or more of the total dealer points are listed below.

PHONOS LISTING BETWEEN \$201 and \$300

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	3/7/64 Issue	11/30/63 Issue		
1	1	1	Magnavox	35.3
2	6	—	KLH	10.5
3	3	3	RCA Victor	9.2
4	6	—	Masterwork	6.8
5	4	—	General Electric	6.5
6	6	6	Curtis-Mathes	4.7
7	2	2	Zenith	4.5
8	5	4	Motorola	4.2
			Others	18.3

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 any period other than the previous month. Those brands that appeared in previous issues for this category and do not happen to merit a listing above are shown below with their rank order in the issue indicated in parentheses.

3/7/64 Issue: Voice of Music (V-M) (9); Sylvania (10).

11/30/63 Issue: Delmonico (5).

Women Phono Owners Get the Point—and Stamps

BOULDER, Colo.—Lyle Aber, record and phonograph dealer with two operations in this college town of 22,000, has found an ideal means of attracting women phonograph owners in to buy new needles.

Acknowledging the tremendous regard the average housewife has for trading stamps, Aber came up with a clever stunt recently, whereby he offered 100 Gold Bond trading stamps to any customer who brought in a phonograph needle for an inspection. There were no strings attached although Aber did recommend new diamond point replacement needles at \$10 and \$11 in both stores.

Although the ad wasn't specifically addressed to the feminine side of the market, Aber knew that it would be women most likely to respond. That's exactly how it worked out. The day after the offer appeared in the newspaper, there was a line of women outside the store at opening time, who had obviously arranged their shopping

records, into a five-bin-wide U-shaped inclosure, in which juke box owners are invited to rummage—looking through the choice themselves, rather than waiting at the counter for individual records to be handed over to them. This one change means a lot of additional record sales. Also, it is no longer necessary for Wyatt or other personnel to leave the parts sales counter to help a customer select his records.

trips to pick up the extra stamps.

The 100 trading stamps were handed out to each person carrying a needle for inspection, in an envelope which contained complete instructions on good needle care, and, of course, stuffers on the needle lines carried by the store. Over a period of three weeks, Aber broke all records for diamond needle sales—with women accounting for more than 50 per cent of the total purchases.

Abbey Promoted By Concertone

HOLLYWOOD—Paul Abbey has been promoted to vice-president and general manager of Concertone. He was formerly head of marketing and has been with the company three years. Abbey is credited with introducing the "reverse-o-matic" recorder in the medium price field.

In another move, William Swart has joined the company as chief engineer. He was formerly with Consolidated Electrodynamics and earlier with Ampex.

Wright Gets Catalog

LONDON—Under the direction of the Bachelors' personal manager Philip Solomon, Jo Wright is to handle the Favourite Music catalog. Wright was formerly at Mills Music, and the catalog was previously with Fred Jackson of Tin Pan Alley Music.

LIGHTS UP DEPARTMENT

Phono Parts Distrib: Seeing Is Believing

DENVER—There's no reason why a phonograph distributor's parts department should be a dark, gloomy room which makes an operator want to merely "get in and get out," according to Jim Wyatt, parts department manager at Struve Distributing Company here.

Wyatt recently spent three months in proving out a theory that a brilliantly lighted, colorful display parts room would augment sales per customer, bring more people in, and otherwise boost volume. Investing in a battery of spotlights, overhead fluorescent lighting fixtures, white pegboard paneling, etc., opening up the record department so that phonograph operators can come back behind the parts counter to serve themselves, Wyatt has emphatically proved his point. During December, parts sales went from an average of \$3,500 per month to \$8,000 per month, and in

January, bettered that figure by another \$100.

Leading the parade, as far as parts department improvement went, was refacing of the automotive-parts-house-type of steel shelving back of the counter, with three 3x8-foot white pegboard panels. Over these surfaces, Wyatt displays all of the accessory items which a jukebox operator is likely to forget, such as cleaning compounds, waxes, spare fluorescent and incandescent bulbs, extra wire, tools, small hardware items, etc. "What we've done is to bring impulse buying into the picture," Wyatt said, "on the theory that customers will buy more when they can see more, and that scanning over the displays will lead to remembering items already needed, both now or in the future. In this way, operators who formerly came in only for one or two items are now

NEW ALBUM RELEASES

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

ARGO	
LOU DONALDSON—Possum Head: 734 (M)	M 5
BUDD JOHNSON Yal Yal: 736 (M)	
CAPITOL	
DONNA LYNN—Java Jones/My Boyfriend Got a Beatle Haircut: T 2085, ST 2085	
PETER AND GORDON—A World Without Love: T 2115, ST 2115	
VARIOUS ARTISTS—Smashin' Smashers From England: T 6080	
CHESS	
MOMS MABLEY—Moms: 1486 (M)	
COLUMBIA	
BERNSTEIN: Symphony No. 3 "Kaddish"; Felicia Montalegre, speaker; Jennie Taural, mezzo-soprano; New York Philharmonic Orch. (Bernstein): KL 6005, KS 6605	
COPLAND: The Red Pony; BRITTEN: Sinfonia da Requiem; St. Louis Symphony Orch. (Previn): ML 5983, MS 6583	
RESPIGI: The Fountains of Rome; Roman Festivals; The Pines of Rome; Philadelphia Orch. (Ormandy): ML 5987, MS 6587	
ROUSSEL: Symphony No. 3; MESSIAEN: Trois Petits Liturgies de la Presence Divine; "Two Modern French Masterpieces"; New York Philharmonic (Bernstein): ML 5982, MS 6582	
VARIOUS COMPOSERS—Pastorales; Philadelphia Woodwind Quintet: ML 5984, MS 6584	
VARIOUS COMPOSERS—Piano Pieces for Children; Andre Previn: ML 5986, MS 6586	
COLPIX*	
WOODY ALLEN: CP 518, SCP 518	
CHET BAKER: CP 476, SCP 476	
WILL BRONSON SINGERS—But Beautiful: CP 467, SCP 467	
FRANNIE HEINTZ—Modern Square Dancing: CP 474, SCP 474	
LAURIE JOHNSON ORCH.—England's New Big Band Sound: CP 471, SCP 471	
JANE ORGAN—The Last Time I Saw Paris: CP 469, SCP 469	
SAWBUCK SINGERS: CP 475, SCP 475	
NINA SIMONE—Folkay Nina: CP 465, SCP 465	
VARIOUS ARTISTS—Groovy Goodies: CP 466, SCP 466	
VARIOUS ARTISTS—More Teenage Triangle: CP 486, SCP 486	
ORIGINAL SOUNDTRACK—Behold a Pale Horse: CP 519, SCP 519	
ORIGINAL SOUNDTRACK—Hey There, It's Yogi Bear: CP 472, SCP 472	
ORIGINAL SOUNDTRACK—The Long Ships: CP 517, SCP 517	
ORIGINAL SOUNDTRACK—The New Interns: CP 473, SCP 473	
DECCA	
A Portrait of PATSY CLINE: DL 4503, DL 74508	
JIMMY DAVIS Sings: DL 4495, DL 74495	
BILLY GRAMMER Sings Gotta Travel On: DL 4542, DL 74542	
LORETA LYNN—Before I'm Over You: DL 4541, DL 74541	
JIMMY MARTIN AND THE SUNNY MOUNTAIN BOYS Sing Widow Maker: DL 4536, DL 74536	
BILL MONROE AND HIS BLUE GRASS BOYS—'I'll Meet You in Church Sunday Morning: DL 4537, DL 74537	
The WEBB PIERCE Story: (2-12") DXB 181, 5XSB 7181	
QUARTETTE TRES BIEN—Kilimanjaro: DL 4548, DL 74548	
ERNEST TUBB AND HIS TEXAS TROUBADOURS: DL 4514, DL 74514	
VARIOUS ARTISTS—All Time Country and Western, Vol. 5: DL 4549, DL 74549	
VARIOUS ARTISTS—Dance Discotheque: DL 4556, DL 74556	
WILBURN BROTHERS—Never Alone: DL 4544, DL 74544	
EPIC	
The DAVE CLARK FIVE Return: LN 24104, BN 26104	
FANTASY	
BOLA SETE'S Tour De Force: 3358, 8358	
The Latin Side of VINCE GUARALDI: 3360, 8360	
FIESTA	
VARIOUS ARTISTS—Nach Hause Geh'n Wir Nicht: FLP 1395, FLP 5 1396	
VARIOUS ARTISTS—O Du Mein Edelweiss: FLP 1395 (M)	
GRECOPHONE	
YOVANNA Sings of Athens: GR 128 (M)	
HI	
ACE CANNON—Aces Hi: HL 12016, SHL 32016	
BILL BLACK'S COMBO Plays Tunes by Chuck Berry: HL 12017, 32017	
JAY JAY	
EDDIE AND THE SLOVENES for Your Pleasure: 1072 (M)	
NEW YORKERS—13 Famous Rheinlanders: 1068 (M)	
VARIOUS ARTISTS—Hot Chicken: 1069 (M)	
ELIMINATORS—Liverpool, Dragsters, Cycles and Surfing: LRP 3365, LST 7365	
HORNETS—Big Drag Boats USA: LRP 3364, LST 7364	
T-BONES—Boss Drag at the Beach: LRP 3363, LST 7363	
VARIOUS ARTISTS—Sounds of the Big Irons: LRP 3362, LST 7362	
VARIOUS ARTISTS—Shut Downs and Hill Climbs: LRP 3366, LST 7366	
MAINSTREAM	
MORGANA KING—With a Taste of Honey: 56015, S 6015	
VARIOUS ARTISTS—Chairmen of the Board: 56008, S 6008	
VARIOUS ARTISTS—Era of the Clarinet: 56011, S 6011	
VARIOUS ARTISTS—52nd Street: 56009, S 6009	
VARIOUS ARTISTS—Two Jims and Zoot: 56013, S 6013	
LESTER YOUNG—Peez: 56012, S 6012	

MGM	
ORIGINAL SOUNDTRACK—The Unsinkable Molly Brown: E 4232 ST, SE 4232 ST	
ANITA SHEER: E 4225, SE 4225	
MUSIC MINUS ONE	
MISCHA ELMAN Favorite Encores: MM0 5002 (M)	
MISCHA ELMAN CONCERT FAVORITES: MM0 5003 (M)	
JASCHA HEIFITZ Favorite Encores: MM0 5005 (M)	
FRITZ KREISLER Favorite Encores: MM0 5006 (M)	
NASHVILLE	
WAYNE RANEY AND THE RANEY FAMILY—The Big 15 Radio Gospel and Sacred Favorites: NLP 2002 (M)	
VARIOUS ARTISTS: Banjo in the Hills: NLP 2011 (M)	
PETAL	
GARY BUCK Sings for Everybody: 4000 (M)	
PRESTIGE	
Artistry of Greece: 13080 (M)	
The Rockin' Tenor Sax of EDDIE CHAMBLEE: 7321 (M)	
EDDIE "LOCKJAW" DAVIS—The First Set, Live!: 7309 (M)	
MILES DAVIS and JOHN COLTRANE Play Rodgers and Hart: 7322 (M)	
MITCH GREENHILL—Pickin' the City Blues: 14026 (M)	
YUSEF LATEEF—Eastern Sounds: 7319 (M)	
The Dynamic JACK McDUFF: 7323 (M)	
GEORGE MERDICIAN—East of Athens: 13079 (M)	
CHARLES RIVER VALLEY BOYS—Bluegrass Get Together: 14024 (M)	
VARIOUS ARTISTS—Groovy Goodies Vol. 2: 7313 (M)	
PROTONE	
DIXIE ANNE BARNES—Songs for Growing Ups: MB 130	
RADIO PULSEBEAT NEWS	
The American Tour with ED RUDY	
RCA VICTOR	
ORQUESTA ARAGON—Cha Cha Cha: MKL 1130 (M)	
LUIS ARCAYA y SU ORQUESTA—Cita con Luis Arcaya: MKL 1326 (M)	
FRANCISCO "CHARRO" AVITIA CON EL MARIACHI VARGAS DE TECALITAN—EL Rey del Corrido: MKL 1353 (M)	
MANUEL BERNAL—Un Poco de Todo: MKL 1505 (M)	
LOS BRIBONES—Vol. II: MKL 1231 (M)	
LOS CHURUMBELES DE ESPANA: MKL 1298 (M)	
FERNANDO FERNANDEZ y CHUCHO MARTINEZ GIL CON TITO ENRIQUEZ y SU ORGANO CONN—25 Anos de de Exitos en Mexico: MKL 1456 (M)	
FERNANDO FERNANDEZ: MKL 1327 (M)	
Memorias de CARLOS GARDEL: MKL 1021 (M)	
ANTONIO PIETRO—A la Novia: MKL 1320 (M)	
AGUSTIN LARA—La Mora Intima: MKL 1278 (M)	
AGUSTIN LARA—Invitation al Romance: MKL 1029 (M)	
AGUSTIN LARA—Palabras de Mujer: Vol. III: MKL 1333 (M)	
AGUSTIN LARA—La Voz de Maria y la Inspiracion de Agustín: MKL 1554 (M)	
VIRGINIA LOPEZ—La Voz de la Ternura Canta su Cancion Favorita: MKL 1408 (M)	
LOBO y MELON CON SU GRUPO—Concierto Tropical: MKL 1465 (M)	
MARIANO MERCERON—Vol. III: MKL 1212 (M)	
BENY MORE—Magia Antillana: MKL 1123 (M)	
ANTONIO PRIETO—Vol. I: MKL 1225 (M)	
ANTONIO PRIETO: MKL 1112 (M)	
ANTONIO PRIETO—Exitos de Antonio Prieto: MKL 1073 (M)	
LOS 4 HERMANOS SILVA—Folklore Latinoamericano: MKL 1057 (M)	
TONA LA NEGRA—La Sensacion Jarocha, Vol. III: MKL 1352 (M)	
LOS TRES DIAMANTES: MKL 1211 (M)	
LOS TRES DIAMANTES, Vol. IV: MKL 1367 (M)	
La Inspiracion de FERNANDO VALADES, Vol. II: MKL 1405 (M)	
PEDRO VARGAS: MKL 2002 (M)	
PEDRO VARGAS—Serenata en tu Balcon, Vol. IV: MKL 1345 (M)	
REPRISE	
CATHIE TAYLOR Sings of the Land and the People: R 6121, RS 6121	
SOUNDTRACK—Robin and the 7 Hoods: F 2021, FS 2021	
SCEPTER	
VARIOUS GROUPS—The Groups Are the Greatest: LP 518 (M)	
VARIOUS GROUPS—The Big Sixteen: LP 519 (M)	
FLIP WILSON'S Pot Luck: LP 520 (M)	
SHAKESPEARE RECORDING SOCIETY	
SHAKESPEARE: (3-12") A Midsummer Night's Dream; Paul Scofield, Jay Parker: SRS 208 (S)	
SPOKEN ARTS	
SHAKESPEARE: The Taming of the Shrew; Eve Watkinson, Christopher Cason: SA 884 (M)	
SHAKESPEARE: The Tempest; Daphne Carrol, Christopher Cason: SA 886 (M)	
SHAKESPEARE: Twelfth Night; Eithne Dunne, Eve Watkinson: SA 887 (M)	
JONATHAN SWIFT—Gulliver's Travels; Denis Johnston: SA 856 (M)	
SQUIRE	
THE BURKE FAMILY SINGERS: SQ 33003, SSQ 33003	

DISK DEALS FOR DEALERS

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

COLPIX—Expires June 26, 1964. Started April 16, 1964. Chad Mitchell Trio (CP 411, SCP 411)—buy three, get one free. Rest of catalog—buy 100, get 20 free.

PHILIPS—Expires June 30, 1964. Started May 15, 1964. One free 10th Anniversary Album by 1. Musici with the purchase of any 10 Philips classics. Dealer receives normal markup on the retail special of \$1 off classical catalog.

AUDIO LAB—Expires July 31, 1964. Started May 1, 1964. Buy six records and get one free on entire Country and Western catalog—mono and stereo.

KING—Expires July 31, 1964. Started May 1, 1964. Buy six records and get one free on entire Country and Western catalog—mono and stereo.

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

GATEWAY—Expiration indefinite. Started March 13, 1964. Two free records for every 10 purchased in series 1100, 1200, 1400, 1600. One free record for every 10 purchased in series 2000, 7000, 8000, 9000, with the exception of 9001 and 9003; buy 10 get two free.

MUSIC CITY NAMES MATHIS

HOLLYWOOD—Music City has named Johnny Mathis recipient of its first Diamond Stylus award, acknowledging his "Greatest Hits" LP as the all-time best selling album in the store's history. The award was issued as the chain opened its fifth outlet Friday (5) in Canoga Park in the San Fernando Valley.

Other disk stars scheduled to appear at the evening festivities included Henry Mancini, Jackie DeShannon, the Womenfolk, Rip Chords, Ventures, Candy Johnson, the Exciters and Lorne Greene.

Ampex Names Eight Distributors

HOLLYWOOD—Ampex has named eight distributors to handle professional radio and disk recorders. The new outlets include: Hess, Seattle, Wash.; Northwest Electronics, Spokane, Wash.; Mardix, Culver City, Calif.; Harts, Idaho Falls, Idaho;

Ventures in Dual Venture

HOLLYWOOD—The Ventures, who own the Mosrite guitar company, will accomplish two tasks by appearing at the Music Merchants Show in Chicago June 28.

They will entertain the nation's music instrument merchants while demonstrating their specially designed guitar. As a result of success of their Dolton recordings, the group invested capital in the development of the Mosrite guitar, with a factory under construction in Bakersfield, Calif. Their manager, Stan Wagner, recently returned from a selling tour to place dealerships in Honolulu, Canada, Philippines, Singapore and several national markets.

During the Ventures' four years with Dolton, a Liberty subsidiary, they have cut 14 albums.

Panoramic Audio, Buena Park, Calif.; Location Recording, Burbank, Calif.; Fentriss Sound, Oklahoma City, Okla., and Navarro, Pittsburgh, Pa.

STARDAY	
PEE WEE KING & REDD STEWART—Back Again!: SLP 284 (M)	M 5
LEON McAULIFF—Swinging West: SLP 280 (M)	
WAYNE RANEY AND THE RANEY FAMILY—The Big 18: NLP 2002 (M)	
WAYNE RANEY—Don't Try to Be What You Ain't!: SLP 279 (M)	
VARIOUS ARTISTS—Banjo in the Hills: NLP 2011 (M)	
TIME	
KELSO HERSTON & THE GUITAR KINGS—Exciting Sound of Guitars Country Style: 52138, 5/2138	
BILLY HUTCH & ORK—Harmonica Guitars & Western: 52137, 5/2137	
MANHATTAN POPS ORK—Motion Picture Themes: 52131, 5/2131	
ORIZABA & ORK—The Soul of Mexico: 52134, 5/2134	
VANGUARD	
ROOSEVELT CHARLES—Blues, Prayer, Work and Trouble Songs: VRS 9136 (M)	
VARIOUS ARTISTS—The Newport Folk Festival—1963, The Evening Concerts, Vol. 1: VRS 9148, VSD 79148	
VARIOUS ARTISTS—The Newport Folk Festival—1963, The Evening Concerts, Vol. 2: VRS 9149, VSD 79149	
MIKE SEEGER: VRS 9150, VSD 79150	
YUGOSLAV CHILDREN'S CHOIR OF RADIO ZAGREB—Yugoslav Melodies and Folk Songs: VRS 9138, VSD 79138	
BACH: Concerti for 2, 3 and 4 Harpsichords, Vol. 1; I Solisti di Zagreb (Janigro): BG 659, BGS 70659	
BACH: Concerti for 2, 3 and 4 Harpsichords, Vol. II; I Solisti di Zagreb (Janigro): BG 660, BGS 70660	
CHARPENTER: Te Deum Magnificat; Various Soloists, Chorale de Jeunes Musicales de France, Orchestre Jean-Francois Paillard (Louis-Martini): BG 663, BGS 70663	
GOLDMARK: Rustic Wedding Symphony, Opus 26; Utah Symphony Orchestra (Abravanel): VRS 1104, VSD 2142	
JANECEK: Sinfonietta for Orchestra; Preludes to Operas; Pro Arte Orchestra (Mackerras): VRS 1116, VSD 71116	
VANGUARD EVERYMAN	
HAYDN: (2-12") The Creation; Teresa Stich-Randall, Anton Dermota, Anny Felbermayer, Paul Schoeffler, Frederick Guthrie, Chorus and Orchestra of the Vienna State Opera (Woldike): SRV 130/1, SRV 130/1 SD	
WAND	
CHUCK JACKSON on Tour: LP 658 (M)	

*See Disk Deals for Dealers



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WITHOUT ACTION!



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ADVERTISING DEADLINE JUNE 24

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- used by dealers/distributors and manufacturers as THE yardstick for measuring their individual record, phono and tape sales performance

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the vital dealer statistics and extensive line-up of special editorial features has made this annual edition of Billboard a proven "hang-onto-for-reference" issue for months after publication . . . and your ad gets the same top-level attention and long-term exposure

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PLaza 7-2800

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188 W. Randolph
CEntral 6-9818

HOLLYWOOD
1520 N. Gower
HOLlywood 9-5831

NASHVILLE
726 16th Ave. So.
244-1836

ALBUM REVIEWS

Continued from page 25

LOW PRICE POP SPECIAL MERIT

SPECIAL DELIVERY FROM BOBBY BARE, JOEY POWERS, ROY ORBISON

RCA Camden CAL 820 (M); CAS 820 (S)

Three magic names here in the pop field. Coincidentally, or by design, all three have a country orientation to their singing. Bare is a top c&w hit maker who has broken in the pop field. Although no hits by the three are included in the LP, the names, Bare, Powers and Orbison are all that is really needed.

LOW PRICE CLASSICAL SPECIAL MERIT

MORE MAJOR CLASSICS FOR MINORS

Arthur Whittemore and Jack Lowe. RCA Camden CAL 1050 (M); CAS 1050 (S)

A delicious, sugar-coated pill for the younger folks. Messrs. Whittemore and Lowe presents the familiar music of the classics in uncomplicated fashion. Their narration and explanations between cuts do much to conjure up interest in the young ones. Selections include "Lideronette" (from "Mother Goose Suite"), "The Pianists" (from "Carnival of the Animals") and a kaleidoscope of folk tunes.

LOW PRICE C&W SPECIAL MERIT

FLOYD TILLMAN'S BEST

Harmony HL 7316

Tillman leads off this record of his "Bests" with two "Slip Around" songs. For the rest, the traditional backing gives good support on "I've Got the Craziest Feeling," "Let's Make Memories Tonight," "Call on Me" and "I Love You So Much It Hurts."



FOUR-STAR ALBUMS

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

POPULAR

MORE WACKY DOODLIN'S WITH THE DOOWACKADOODLERS
RCA Victor LPM 2861 (M); LSP 2861 (S)

RUSSIAN GRANDEUR
Hugo Montenegro. RCA Victor LPM 2902 (M); LSP 2902 (S)

ONE ENCHANTED EVENING
The Three Suns. RCA Victor LPM 2904 (M); LSP 2904 (S)

I FEEL PRETTY
Marilyn Burroughs. Philips PHM 200-137 (M); PHS 600-137 (S)

VERSES ONLY!
Molly Lyons. Epic LN 24096 (M); BN 26096 (S)

CLASSICAL

BEETHOVEN: PIANO CONCERTO NO. 2 IN B FLAT, OP. 19/NO. 4 IN G, OP. 58
Julius Katchen with London Symphony Orchestra (Gamba). London CM 9374 (M); CS 6374 (S)

SCHUBERT: QUARTET IN D MINOR/IN E FLAT OP. 125 NO. 1
Vienna Philharmonic Quartet. London CM 9384 (M); CS 6384 (S)

THE CLEVELAND COMPOSERS GUILD, VOL. I
Kulas Choir Chamber Orchestra & Soloists (Shaw). Composers Recordings CRI 182 (M); CRI 182 SD (S)

THE CLEVELAND COMPOSERS GUILD, VOL. II
Various Artists. Composers Recordings CRI 183 (M); CRI 183 SD (S)

VIOLIN WORKS OF ERNEST BLOCH
Hyman Bress. Folkways FM 3357

SIBELIUS: SYMPHONY NO. 1 IN E MINOR OP. 39/KARELIA SUITE OP. 11
Vienna Philharmonic Orchestra (Mazzel). London CM 9375 (M); CS 6375 (S)

JOERG DEMUS PLAYS J. S. BACH, VOLUME I
Westminster XWN 19067 (M); WST 17067 (S)

JOERG DEMUS PLAYS J. S. BACH, VOLUME II
Westminster XWN 19068 (M); WST 17068 (S)

JAZZ

WARM WINDS
Charles Kynard & Buddy Collette. World-Pacific 1823 (S)

DIG DOLDINGER
Klaus Doldinger. Philips PHM 200-125 (M); PHS 600-125 (S)

COMEDY

CORNFUCIUS SAY
Homer and Jethro. RCA Victor LPM 2928 (M); LSP 2928 (S)

GOSPEL

SINGING TOGETHER
Mary Jayne & Polly. Word W-3300-LP (M)

RELIGIOUS

THE CHOIR OF WESTMINSTER ABBEY
London 5800 (M); OS 25800 (S)

INTERNATIONAL

LA VOZ DE MARIA y LA INSPIRACION DE AGUSTIN
Agustín Lara y Chucho Ferrer. RCA Victor MKL 1554

AFRICAN CONCERT
Troubadors of King Baudouin. Philips PCC 214 (M); PCC 614 (S)

LOW PRICE POPULAR

FOR LOVERS ONLY
International Pop Ork. Wyncote W 9021 (M); SW 9021 (S)

GOLDEN HITS
Various Artists. Wyncote W 9012 (M); SW 9012 (S)

HELLO DOLLY! AND OTHER FAVORITES
Leo Addeo & His Ork. RCA Camden CAL 828 (M); CAS 828 (S)

LOW PRICE COUNTRY-WESTERN

COUNTRY FAVORITES
Various Artists. Wyncote W 9016 (M); SW 9016 (S)

LOW PRICE FOLK

ALL-STAR—ALL-TIME FOLK FESTIVAL
Various Artists. RCA Camden CAL 817 (M); CAS 817(e) (S)

LOW PRICE INTERNATIONAL

GERMAN FAVORITES
The Rhinelanders. Wyncote W 9022 (M); SW 9022 (S)



THREE-STAR ALBUMS

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

POPULAR

BALALAIKA!
David Parker. World-Pacific 1824 (S)

LAVENDER SAX
Clifford Scott. World-Pacific 1825 (S)

FOLK

MISSISSIPPI DELTA BLUES
Fred McDowell. Arhoolie F 1021 (M)

THIS YOUNG LAND
The Browns. RCA Victor LPM 2860 (M); LSP 2860 (S)

OUT WEST—BERKELEY
Various Artists. Arhoolie F 4001 (M)

LATIN AMERICAN

GOLDEN ANNIVERSARY OF THE PANAMA CANAL—1914-1964
Lucho Azcarraaga Y Su Conjunto. Art ALP 2009 (S)

RELIGIOUS

SONGS OF FAITH THE WORLD AROUND
Various Artists. Philips PCC 206 (M); PCC 605 (S)

LOW PRICE POPULAR

LOVE ME WITH ALL YOUR HEART
Charles Raymond Singers. Wyncote W 9018 (M); SW 9018 (S)

BRASS ON PARADE
Preston Brass Band. Vocalion VL 3723 (M); VL 3723 (S)

FRED ASTAIRE
Vocalion VL 3716 (M); VL 3716 (S)

LOW PRICE COUNTRY & WESTERN

THE SONS OF THE PIONEERS' BEST
Harmony HL 7317

BILL MONROE'S BEST
Harmony HL 7315

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

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INTRODUCING JIMIE JAY AND A NEW smash sound, "Highleggin' Party," R-1912-1. Highleg, the new teen dance, told Jim Mills to write it, and Alpac Records to get it. Alpac signed Jimie Jay, General American Entertainment Agency's newest teen star, to sing it in his own stirring style. Jimie's combo, "The Moon-Reyes," do most of the instrumental flip side, "Poison Ivy," R-1912-2. DJ's, Distributors, Dealers, Buyers and Jimie Jay fans, write, General American Entertainment Agency, 3608 W. Bonanza Rd., Las Vegas, Nev.

AMBITIOUS MAN SEEKS CHALLENGING position as Producer for legitimate record company. Top level experience in pop and rock & roll producing. Contact Mr. Sheppert, JU 6-3700, New York, New York. je13

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to help people in the allied fields of MUSIC, RECORD, COIN, PROMOTION, ENTERTAINMENT to make the right, best paying connections. THIS IS THE PERFECT MEDIA FOR SELLING YOURSELF TO PROSPECTIVE EMPLOYERS.

\$2.00 will do the trick for a 1/2" ad in one issue . . . maximum 35 words, plus name and address.

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Billboard Classified Mart
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New York, N. Y., 10036

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HAYDN SOCIETY RECORDS

ARE NOW AVAILABLE TO QUALITY DEALERS FROM COAST-TO-COAST Send for current catalog

ESOTERIC, INCORPORATED
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HARTFORD, CONN.

National Distributors for HAYDN SOCIETY RECORDS

NEW 45'S—\$8 PER HUNDRED PLUS added bonus of 20 DJ records free with each hundred. Freitas Music Co., 17 S. San Joaquin St., Stockton, Calif. 95202.

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Derry	Jazz	Sun
Disneyland	Liberty	Universe
	Monitor	Valiant
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IT'S A CAN'T-MISS SALES AND PROFIT MAKER! Check your regular Associated salesman for special prices . . . or write to us.

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"DEMOS FROM EDFOR"—THE EAST'S fastest growing "demo" service. Now offering something new for the songwriter. For more information write Edfor Custom Recordings, P. O. Box 212, North Bergen, N. J. ch

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National disc jockey coverage . . . Trade paper publicity . . . etc.

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All questions answered . . . Union regulations and charges . . . Recording costs . . . Record pricing. Starting your own publishing firm.

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when answering ads . . .

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Partial list of contents:

- Top Records of 1963
- Top Talent for 1963
- Top Singles Artists
- Top LP Artists
- Top International Artists
- International Directory of Recording Talent, Booking Agents, Talent Managers, Impresarios and critics.

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Million-Selling Singles Records.
Half-million Selling Albums.
Top Artists 1948-1963
Discography 1948-1963
Send \$1 for your copy now to JOE PACE, THE BILLBOARD 2160 Patterson Street Cincinnati, Ohio 45214 Include your name and address and "1963-64 Who's Who."

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Any record company with active singles to be aware of a unique marketing service that is available to accurately reflect over-the-counter sales of your records in 24 top markets each week. Report on sales activity delivered on each Thursday Morning reflecting retail sales as of previous Saturday. Cost: Only \$20 per record per week. Contact

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—Featuring four-piece orchestra
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—All for an INTRODUCTORY OFFER of ONLY \$19.95
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"Try a couple, you'll want a dozen more."
COUNTRY DEMOS
Dept. BB, Bield, Manitoba, Canada

ATTENTION ALL RADIO STATIONS: IMPORTANT MESSAGE

If you need help in securing exactly the right records and albums for your music programming — YOU CAN GET IT FROM RSI.

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Whether you're a "pro" or a beginner, this book is must reading. Contains information on:

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Plus: List of Active Record Companies, Leading U. S. Music Publishing Firms, Recording Studios and Wholesale Record Distributors of the U. S.

Written by Bob Rolontz, former music editor of Billboard and executive with record companies.

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INTERNATIONAL EXCHANGE

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- Audio Fidelity (U. S. A.)
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AND NOW!

Cadence — Coral — Brunswick — Everest — Chancellor — Canadian-American — Prestige.

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The "Union Belge de l'Automatique"

the only representative Belgian Coin Machines Trade Association, presents to all their Belgian and foreign friends best wishes for a prosperous new year. Importers and operators, visit our "Bourse de L'Automatique" (Automatic Exchange) on last Friday of every month.

For further information: UNION BELGE DE L'AUTOMATIQUE Union Professionnelle Reconnue 228, Rue Theodore Verhaegen, Bruxelles 6. Phone: 02/38.43.14. Take a subscription to our magazine, "U.S.A. Revue," 300 F for 1 year (12 numbers), \$6.00. Advertisement rates upon request.

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Advertise in the NEW MUSICAL EXPRESS

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All American brands combined in one shipment.

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BULK VENDING news

Victor Headquarters for
VICTOR
L. C. TOPPER
with Chrome-top lid



\$16
F.O.B. Factory
1c Mechanism
New Large capacity for
1175 BALLS of 100-COUNT GUM

Call "HUTCH" Today for further information. No matter what your bulk vending requirements might be—he can help you!

A complete stock of machines, merchandise, parts and supplies is always available.

Write for complete list of prices.

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Atlanta 7, Ga.
DR 7-4300

Say You Saw It in
Billboard

Eppy to Show Charm Line In Alabama

BIRMINGHAM — Parliament House, a well-known motel here, will be the scene of a bulk vending trade show sponsored by George Eppy, Eppy Charms, Inc., and Birmingham Vending Company Friday (12) through Sunday (14). Max and Harry Hurvich, owners, and Albert Taranto, in charge of bulk vending for Birmingham Vending, will be hosts for the distributor. Both George and Sid Eppy will be present.

The hosts are inviting operators from Alabama and neighboring States to view the complete Eppy line of charms, including the latest capsule items, and to enjoy cocktails and refreshment in the hospitality suite which will be provided.

The show continues a policy successfully begun by Eppy Charms in Minneapolis and Chicago of staging bulk trade shows in widely scattered cities to enable regional operators to inspect the latest merchandise available and to meet each other in a congenial atmosphere for discussion of common problems.

WVMOA Discusses L. A.'s Move to Get Part of Gross

LOS ANGELES—A move by the city of Los Angeles to collect a portion of gross receipts from coin machines on location in areas outside the city was discussed at the regular monthly dinner meeting held recently by the Western Vending Machine Operators Association at the Blarney Castle here.

Robert Stark, Ideal Weighing Machine Company, at the invitation of Preston Coombs, WVMOA president, spoke on the subject. Stark said that a complaint had been filed against him by the city for moneys brought into his Los Angeles headquarters from scales located outside the city and in individual and distinct municipalities.

The city seeks to obtain 20 per cent of the license rate of \$16 for \$10,000 gross sales, and \$1.60 per 1,000 over that amount.

Stark said that he had been served with a writ of attachment, but had temporarily satisfied it by putting up 1½ times the amount. He explained that the amount asked was small. He presented the matter to the association to alert members and to seek a concerted effort against it.

Eugene Zola, legal counsel and secretary-treasurer of the association, said he would study the ruling immediately.

Urges Write-In
Leo Weiner, West Coast En-

terprises and a past president of the association, urged members to write their representatives to oppose House Bill 4731, now pending in Washington. The bill would prohibit the mingling of charms and confections.

Zola reported that Buena Park had continued its stay on vending machines, licensed at \$6 for penny units and \$9 for nickel units. He said that Gardena, LaHabra and Whittier still had licenses for bulk venders under consideration. The latter city, however, was permitting a license of \$2 per stand rather than \$2 per machine.

In the matter of decals or stickers for machines in Los Angeles, Bud Harris, of International Vendors, reported that special ink from Acme Printing was most satisfactory. Weiner said he had learned that one sticker to a stand was sufficient, provided the information given included name, address and city license number. Phone numbers may also be given as well as State sales tax.

Bob Feldman, Acme Vending Machine Company, said he had been contacted by the city of Burbank about a similar plan that requires establishment of ownership and address on machines.

The matter of coin shortage was discussed without any definite results.

The meeting was one of the

largest and longest in recent years. Among the guests were Joe Stein and Robert Threadgill, vice-president and secretary of Vendor Manufacturers in Nashville. He attended as guest of Dick Vandenberg, Crest Vending Service.

KG KRAZY TROLLS

HOTTEST 10c CAPSULE ITEM EVER!!

This Is the Original!
This Is the Best!

Packed 250 to a bag with
FREE DISPLAY

\$38.00 PER THOUSAND

AT YOUR NEAREST KG WAREHOUSE
OR DIRECT FROM . . .

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REGULAR VENDORAMA® PEN VENDOR

10c or 25c
Capacity: 168 Pens

VENDORAMA® PEN VENDOR

for Scripto Pens. Capacity: 193 pens, 25c each.
Write for details, color, circular and prices, or contact your distributor.

VICTOR VENDING CORP.

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Northwestern HEADQUARTERS

Whatever your bulk vending requirements might be, we can serve you.

Always a complete stock of outstanding Northwestern machines, parts and supplies.

Write today for complete information and price list.

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Oak Mfg. Adds 2 Distribs; Expands Sales Rep Areas

LOS ANGELES—Oak Manufacturing Company announced the appointment of two new distributors and the expansion of the territory of two of its existing sales representatives.

Pen Mar Distribution Company of Hagerstown, Md., was named an associate distributor for that State. The company, owned and operated by Bill Sheeley and his son, Leon, specializes in sanitary venders. The elder Sheeley has been in business more than 20 years. The company recently added to its showroom facilities.

Oak also appointed Reliable Distributing Company of Miami to represent it exclusively in Florida south of Daytona Beach. The firm is owned by Sheldon Goldberg and Joseph Seltzer, both of whom have been in the field more than 15 years.

Dale Distributing Company (B.C.), Ltd., Vancouver, Canada, has been given sales rights in four more western provinces—British Columbia, Alberta, Saskatchewan, Manitoba and the

Yukon and the northwest territories. Owner Dale Johnson has been in bulk vending distribution for more than 20 years and has represented Oak for more than 15.

H. B. Hutchinson Jr., Atlanta distributor, is expanding his territory to include part of Florida north of Daytona Beach.

The expansion was made to permit distributors to give better service to the operators.

NAMA Exhibit Space Sells Out

CHICAGO—Although the annual convention of the National Automatic Merchandising Association is more than four months off, exhibit space for the October 17-20 show is nearly sold out.

According to NAMA officials, 143 firms have booked 53,600 square feet of exhibit space in Chicago's McCormick Place. Only 11 booths are unsold.

To date, the only bulk vending machine manufacturer booked at the show is the Northwestern Corporation.

However, bulk vending interest in NAMA is usually high, and a large turnout of bulk operators is expected.

Ed Flanagan's Son To Become Priest

BOSTON—Edward L. Flanagan, Northwestern Sales & Service, will be ordained a priest on June 13 and will celebrate his first high mass on June 21.

Flanagan will be a Maryknoll Missioner and expects to be sent to Korea early this summer.

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Separate Coin Box
Built in Cast Iron Base No Other Stand Needed
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Will Take All Size Acorn Machines
No Need to Disassemble Upper Row of Machines to Service Bottom Machines
Stand Takes Up Only 1½ Square Feet of Floor Space
Cast Iron Base Weighs 30 Pounds
Base Measures 13x16 Inches
Overall Height of Stand Including Machines is 50 Inches
Wheels Mounted on Rear of Base for Easy Moving
Stand Can Be Assembled and Ready for Use Within 5 Minutes
Assembly Instructions Packed in Each Carton
Shipping Weight 45 Pounds

Knight Bows New 5c Capsule Line

FREEMONT, N. Y.—Knight Toy & Novelty Company is marketing a new little capsule line to vary the 5-cent rocket mix. The new items are different kinds of jewelry, such as bracelets and necklace charms, included liberally with plastic footballs, baseballs and other 5-cent standards.

In the 10-cent capsule market, Knight Toy is featuring its Knick-knack Showcase, consisting of metal and plastic jewelry and other charms that can be used as jewelry.

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Gotham Operators Pledge Fight Against HR 4731

NEW YORK—The New York Bulk Vendors Association resolved to press the fight against passage of proposed House bill H.R. 4731 at its monthly meeting Monday (1) at the Fraternal Clubhouse here. The measure would ban mixing of confections

and charms in bulk machine globes.

With President Roger Folz in the chair, the group agreed to instruct its attorney, Stanley Kreutzer, to press actively against the legislation, but to coordinate his efforts with the drive being pressed by the National Vending Association from its Chicago headquarters.

The members also inspected the new Northwestern Fleers double bubble gum vending machine.

In line with a suggestion made at a previous meeting, it was decided to hold the next session on July 6 at the Famous Kitchen restaurant in Manhattan, with a free dinner for all association members.

Those present, in addition to Folz, were Arthur Bianco, Hy Berman, John Caruso, Michael Goldberg, Nathan Gordon, Sid Mollengarden, Peter Irving, Lou Ellis and Dave Mark.

Hair Secret of Troll Sales Says Charm Maker

NEW YORK—A costly tooling job to allow production of a special troll has paid off well for Paul A. Price Company, according to President Paul Price.

One of the company's line of trolls has especially fine hair, available in all colors, similar to the bristling of a baby's hairbrush. Special equipment was required to apply the hair and make it stick, but the sales results have justified the expense, says Price.

The display poster for machines vending the special item announces that the trolls have no falling hair or dandruff. The company also supplies a full line of trolls with silk or yarn hair.

Coin Club Cites Blind Operator

AMES, Ia. — Billy Rhoades, 66, blind vending machine operator, was honored recently by the Ames Coin Club for his outstanding collection of Indian head pennies and Mercury dimes.

Rhoades, who has been blind since he was 15, has never claimed skill in assaying the value of antique coins by running his fingertips over them. He gives all credit for estimating the value and authenticity of coins to his daughter, Bonnie, 24.

Bonnie has also assisted her father in his business, driving for him since she was 16. Before that time, he hired a professional driver to assist him in his rounds.

Rhoades has operated a candy and peanut vending machine business in Nevada and Iowa for 22 years. His route covers the Iowa State University campus here.

Pa. Operators Name Rodstein

PHILADELPHIA — Albert M. Rodstein, Macke Variety Vending, Philadelphia, has been elected president of the Pennsylvania Automatic Merchandising Council. He succeeds Alan Morrison, Morrison Vending Service, a division of Servomation Corporation.

Rodstein was elected April 25 at the council's annual meeting. Also elected were:

Joseph McGlenn, McGlenn Vending Service, Pittsburgh, and A. W. Weller, Weller Vending Service, Shamokin, Pa., both vice-presidents. Harry Rosen, Allegheny Cigarette Service Company, Pittsburgh, was elected treasurer.

Also named were seven new directors. The Pennsylvania council is a State council of the National Automatic Merchandising Association.

Ga. Operators Re-Elect Slate

ATLANTA — The Georgia Automatic Merchandising Association, a state council of the National Automatic Merchandising Association, recently re-elected all its officers to another term.

The officers are Lee G. Wilkie, Macke Southern Vendors, Atlanta, president; William H. Martin, Automatic Candy Company, Columbus, vice-president, and John C. Edenfield, Automatic Vending Company, Thomaston, secretary-treasurer.

Guggenheim Sees Troll Demand Up

JAMAICA, N. Y. — Bob Guggenheim, president of Karl Guggenheim, Inc., here, sees no slackening in the demand for trolls. His company is using its entire supply of 10-cent capsules for the charms and is producing fewer other items while the craze lasts.

According to Guggenheim, operators are forced to spend most of their time servicing 10-cent capsules machines and have little opportunity to push other lines.

Bulk Banter

Pacific Patter

Leo Weiner, West Coast Enterprises, will leave soon with his wife, Harriet, and three children for New York and the World's Fair. They hope to see "Hello, Dolly!" if tickets can be obtained. . . . Floyd Wasmund is a new partner in Crest Vending, having bought the interest of William Mouw Jr. . . . The fact that Memorial Day fell on a Saturday this year fouled up Low Feldman at Acme Vending. Low likes to close an extra day whenever he can. This year the Saturday date divided Los Angeles firms between a Friday and Monday closing. Bob Feldman took his family, including his wife, Phyllis, and daughters, Laurie and Sandy, along with the in-laws, Mr. and Mrs. Don Surfas, to Palm Springs for the golf tournament. The tournament came off all right but the weather hit 102 degrees—and there was trouble with the air conditioning in their hotel. Arnold Finkelstein, formerly of New York, plans to make his home in California and has bought a number of Northwesters from Acme Vending for a route in the Highland Park area.

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MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. Deluxe, 1¢ or 5¢ Comb.	12.00
N.W. 10-Col. 1¢ Tab Gum Mach.	16.00
N.W. Model 23, 1¢ Perc. Converter for 100 ct. B.G.	6.50
ABT Guns	30.00
Mills 1¢ Tab Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	\$.73
Pistachio Nuts, Jumbo Queen, White	.46
Pistachio Nuts, Large Tulip	.71
Pistachio Nuts, Vendor's Mix	.44
Pistachio Nuts, Sheik, Red	.59
Cashew, Whole	.70
Cashew, Butts	.47
Peanuts, Jumbo	.45
Spanish	.22
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.36
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.48
Hershey-ets	.47
Rain-Blo Gum, 72 ct.	\$.22
Malt-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct.	.37
170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.20
Minimum order, 25 Boxes, assorted.	

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SEEBURG ACQUIRES WILLIAMS

Mass. Operators Cool Toward Short-Term Summer Locations

By CAMERON DEWAR

BOSTON—Music and game operators in the Greater Boston area report a gradual swing away from summer locations.

At best, the season in these

ROSA HONORS MOA PLEDGE

CHICAGO — Stanley Stone, newly elected president of Record One-Stop Association (ROSA), reaffirmed his group's intention to co-operate with Music Operators of America at its fall convention in Chicago's Sherman House. Stone, vice-president of Galaxy Records in New York, announced his support last week to Fred Granger, MOA managing director. The two association heads conferred on the forthcoming convention at length. ROSA had previously announced it would have a booth at the juke box operators' convention and would participate in the business sessions.

parts is 10 weeks, and with a bad break or two in the weather it can be a lot less. Most operators seem to feel that the condition has changed drastically since 1949. In those days, which saw the 24-selection machines, everybody had summer locations. Operators, it is felt, had not yet begun to assess their business in time and cost.

Today, they are more alert to profit and loss and consequently find that the short season is not worth the trouble involved of reconditioning juke boxes and games, since a closer scrutiny of the books show that there is very little profit in the operation.

\$250 Minimum

One operator says: "If you can't pull in \$250 per machine for the summer season, then you can forget it. Most music and game men find this almost im-

possible to do, and this is figuring on the cheapest machine. One problem is that the summer locations are more demanding nowadays and ask for the latest in equipment.

"As a small operator," says Perry Lipson of Newton, "I would have to buy or rent machines for the summer, and these spots want the best. The time and energy put into this would be better spent on improving the existing route."

Lipson admits he has a couple of stops which open up April 1 and stay open until Thanksgiving. "This I can see," he says, "but the short 10-week season with a couple of bad ones just doesn't pay."

Beach Locations

The few operators who do much at the beaches don't care to leave equipment on the loca-

(Continued on page 46)

Sam Stern Stays on As Williams Topper



J. C. GORDON



DELBERT COLEMAN



SAMUEL STERN

CHICAGO—The Seeburg Corporation, already the country's largest manufacturer of coin-operated equipment, last week acquired Williams Electronic Manufacturing Corporation, large amusement machine manufacturing concern here.

The acquisition makes Seeburg the first firm in the country to manufacture a full circle of coin-operated equipment: phonographs, vending machines and amusement games.

Seeburg said it will operate Williams as a fully owned subsidiary. Williams will continue with its amusement machine production and is expected to maintain its present system of distribution.

Stern Stays On

Sam Stern, Williams president, stays on as vice-president and general manager of the firm. Delbert W. Coleman, Seeburg board chairman, assumes a similar post with Williams, as does J. Cameron Gordon, recently elected Seeburg president.

Other Williams officers include: Jack Mittel, vice-president in charge of sales; Gordon T. Horlick, vice-president in charge of engineering; Russell W. Babb, vice-president and controller; John J. Keefer, treasurer; Lillian K. Kubicek, secretary; John F. Nichols, assistant secretary; and Edgar E. Tober, assistant secretary.

Fits Present Pattern

Gordon noted that "this latest acquisition adds a valuable and appropriate new line of coin-operated products to the Seeburg line and fits in perfectly with our present patterns of distribution."

"Several of our distributors are already distributors of the excellent Williams line of equipment and practically all are familiar with the design characteristics of Williams products."

"It also adds another element to our corporate structure to support our claim to being the world's largest manufacturer of coin-operated equipment," Gordon said.

The Seeburg president said it was Seeburg's intention that Williams continue to be operated under Sam Stern's management.

Seeburg first announced its intention to buy Williams at its national distributor meeting in Chicago several weeks ago.

In buying Williams, Seeburg acquired all the issued and outstanding shares of capital stock from the firm's two shareholders, Samuel Stern and Bernard Weinberg.

Current Production

Williams is currently producing a two-player pinball game, San Francisco, and a baseball game, Grand Slam. The firm will continue with this production until it goes on its annual vacation June 26.

In July, Williams will start to produce a single-player pinball game, Heat Wave.

Williams was founded in 1946 by Harry Williams, now head of Southland Engineering Company, Santa Monica, Calif. Sam Stern came in as vice-president in 1949 and acquired full control of the company from Williams 10 years later.

The firm is one of the largest amusement manufacturing concerns in the city with some 40,000 square feet of plant space.

Omaha Trade Meeting Draws From 7 States

OMAHA — Several hundred operators and guests were expected to be on hand for the seven-State regional meeting sponsored by the Coin Operated Industries of Nebraska here, Saturday (6) and Sunday (7).

At press time, 19 booths were reserved for display of phono-

graph, amusement game and vending equipment. The annual election of officers was scheduled for Sunday (7).

Lou Casola, Music operators of America president, and Fred Granger, MOA managing director, headed a delegation of some seven or eight MOA officials from the Midwest expected to attend the meeting.

Both Granger and Casola were scheduled to address the conclave. Other MOA directors include: Les Montooth, Peoria, Ill.; Norman Gefke, Sioux Falls, S. D.; Lou Ptacek, Manhattan, Kan.; Howard Ellis, Omaha, Neb., and Harlen Wingrave, Emporia, Kan.

The exhibit hall was to be open both Saturday and Sunday. A dinner and floorshow was slated for Saturday evening. A general meeting was scheduled for Sunday afternoon, followed by individual State meetings and another banquet and floorshow Sunday evening.

Joe Connor, 55, Veteran Op, Dies

NEW YORK — Joe Connor, 55, a veteran of 35 years in the music machine business, died here Wednesday (3) after a long illness. He was buried in Pine-lawn National Cemetery, Farmingdale, N. Y. Funeral services were held Monday (8) at Our Lady Queen of Martyr's Church, Forest Hills, N. Y.

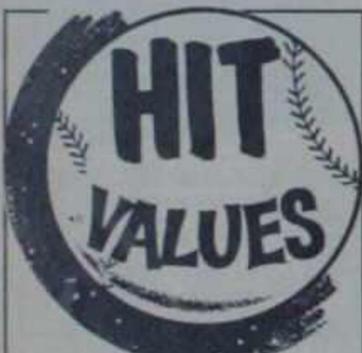
Connor had been one of the founders of the Music Operators of New York and had served as MONY vice-president for five years. He had been a board member for many years.

Al Denver, MONY president, said, "I feel the loss of Joe Connor deeply. He was loved by all members of the association."

Connor entered the operating business as a collector and serviceman for the John Gabel Company in 1929. Seven years later he formed his own firm, the Rowan Company, in partnership with Bill Suesens. The partnership was dissolved in 1946 when Connor returned from European duty with the U. S. Air Force.

For the last 16 years Connor headed the Connor Automatic Music Company, a Queens operation.

He leaves a widow, Ann Connor.



BASEBALL

1 Short Stop Wm's	\$165.00
1 Official Baseball Wm's	195.00
5 Deluxe Batting Champs Wm's	275.00
2 Bally Heavy Hitter	150.00
2 UN Star Slugger	75.00
4 World Series 62 Wm's	295.00
1 Major League 63 Wm's	375.00
5 Midway Slugger	325.00
1 All Star Baseball CC	350.00
2 Midway Deluxe Baseball	225.00

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2 Gun Club Gen.	\$275.00
1 Wild West Gen.	150.00
4 Big Top Gen.	175.00
1 Rifle Gallery Gen.	95.00
1 Davy Crockett Gen.	175.00
6 Vanguard Wm's	175.00
2 Hercules Wm's	225.00
2 Crusader Wm's	250.00
3 Titan Wm's	250.00
1 Long Range Rifle CC	425.00
2 World's Fair Rifle CC	395.00
16 Midway Rifle Gallery Reg.	150.00
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2 Carnival Un.	125.00
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Game's the Thing as Trade Fairs Open in Western Europe

By OMER ANDERSON

BRUSSELS — Western European manufacturers this spring are offering the largest line of new products ever introduced at the opening of a season on the Continent.

Games predominate, and their proliferation in Europe this spring has the Continental trade

predicting a strong challenge by European manufacturers to U.S. producers.

Trade fairs in Italy, Spain, France, Belgium and West Germany have lifted the curtain on amazingly diverse and ingenious new games. The exhibits, together with data from manufacturers, indicate that production of games will establish a record

on the Continent this year, and that European games exports to the U. S. will be appreciable for the first time ever.

Shrewdly (the European trade is congratulating itself), Continental producers are eschewing pinballs, bowlers, and shuffleboards—the U. S. staples. Instead, they are concentrating in

(Continued on page 45)

EUROPEAN NEWS BRIEFS

Government Action

OSLO—The Norwegian government is acting to encourage the importation of phonographs and other coin machines.

The government has canceled

all import restrictions, and there are no restrictions on the operation of phonographs anywhere in the country, and no license fees.

The Norwegian government's department of trade says there is a shortage of new equipment in the country, with the bulk of machines being five years old or older.

Tonomat Output

FRANKFURT — Tonomat, the German subsidiary of Automatic Canteen Company of America, is increasing production of its new phonograph, the Electronic.

The 160-selection box is promoted as a rapid-play box, with a novel mechanism sharply reducing the time required to change disks. The Electronic is based on the principle that literally "time is money" with a phonograph.

The phonograph has been field-tested in Germany for nearly a year. It is being marketed in competition with Wurlitzer's German-manufactured Lyric machine, and is complementary to the new AMI Tropicana.

Hungary Order

MUNICH—Communist Hungary is placing an order for 25 phonographs from various West German firms. The order is the first fruit, as far as the coin machine trade is concerned, of the Boon-Budapest trade agreement.

The two countries are exchanging trade missions and are working to expand their over-all commerce. Hungary has notified German trade officials that it is interested in purchasing a "substantial amount" of coin-operated equipment.

The phonographs will be placed in hotels and night clubs in Budapest and other major tourist centers catering to Western tourists.

Italy Makes Astor

FLORENCE, Italy — Italy is now producing the Continent's first fruit machine, the Astor. The machine was designed in Italy and is being manufactured as a completely Italian product by Pandolfini and Muzzarello of Florence.

The firm says it intends heavy promotion in the United Kingdom, which has become the world's leading fruit machine market since liberalization of gaming there. An effort also will be made to export machines to Las Vegas and to place them in U. S. military clubs abroad.

Calif. State of No Seasons

LOS ANGELES — California has beaches, mountains and cities, but is different in seasonal operation from most States or regions. There are no seasons.

Business in the resort areas is governed by weather and vacations, both from business and school. There are no definite days, however, when California moves from summer and into winter. Therefore, coin operators have a difficult time predicting business for any season and base their opinion upon growth, present conditions and past experience.

Lack of snow in the ski areas can hamper winter business; lack

COURT VACATES MOORE CHARGES VS. WURLITZER

NEW YORK—The State Supreme Court here has granted the Wurlitzer Company's petition to vacate the suit filed against it by the Sandy Moore Manhattan Corporation, successor to Sandy Moore Distributors Corporation. Moore had sought \$1,879,990 in damages.

The litigation harks back to 1959 when Moore, then a Wurlitzer distributor, had a falling out with the manufacturer (see separate story).

Moore had claimed that Wurlitzer had agreed to take all credit losses during 1958 and 1959 if more than 1,000 juke boxes were sold by the distributorship for either year. Moore claimed he sold 1,399 machines in 1958 and had credit losses of \$300,000.

He further alleged that in 1959 Wurlitzer tried to destroy Moore's credit by making statements about his financial instability.

The granting of the Wurlitzer petition also throws out of court Moore's charges that he had been forced to pay an extra \$50 for each juke box he bought.

Long Island Operation Files Bankruptcy Plea

NEW YORK—The Central Island Vending Corporation, Freeport, N. Y., this week filed for voluntary bankruptcy, listing assets of \$605,000 and liabilities of \$237,200.

Central Island, headed by Gabe Foreman, Sandy Moore and Hal Schwacht, operates juke boxes, amusement machines and vending machines in Long Island.

In the late 1950's, Moore was a Wurlitzer distributor and operator. Foreman had been associated with him in that venture.

Since 1959, Wurlitzer has been attempting to recover money allegedly owed the company by Moore's concern.

According to Foreman, a Wurlitzer judgment against Central Vending, in the amount of \$28,000 had been reversed by Nassau County Supreme Court for improper service.

Foreman explained that when the judgment for Wurlitzer was handed down, the manufacturer was able to tie up the assets of the corporation.

The petition for bankruptcy, he added, is an attempt by Central Island to force Wurlitzer to unfreeze the assets.

Wurlitzer and the Moore distributorship had been involved in a long and bitter litigation in the late 1950's, with the former charging the latter with concealing assets.

Seeburg Promotes Adair, Clark to Executive VP's

CHICAGO — The Seeburg Corporation last week named William F. Adair Jr., executive vice-president in charge of sales and distribution, and William H. Clark, executive vice-president in charge of operations and manufacturing.

The executive vice-president's post was formerly occupied by J. Cameron Gordon, recently named president of Seeburg.

Adair joined Seeburg in 1962 as vice-president in charge of sales. Prior to that, he was a partner in Eastern Music Systems, Inc., Philadelphia, Seeburg distributor for many years.

Adair is credited by Seeburg with having innovated numerous marketing ideas for its products, among these being a "unique sales approach which involved encouraging more favorable commission contracts on behalf of operator customers, the creation of equipment service



WILLIAM F. ADAIR JR.

policies and new financing policies."

Clark joined Seeburg in 1956 as controller, was made vice-president in 1959, and vice-president of operations last year. Prior to that, he was an account supervisor with Price Waterhouse and Company, national accounting and auditing firm.

Adair lives in suburban Wilmette with his wife, son and daughter. Clark lives in Libertyville, Ill., with his wife, two sons and daughter.

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Bert Lane Merry-Go-Round, Small	1
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(Continued on page 46)

Detroit's City Summer Location Operators a Vanishing Breed

By H. F. REVES

DETROIT — Summer locations, operated for only a few months in the warm weather, hold little attraction for big city operators any more. At one time, a sizable number of Detroit game and music operators had routes that took in a good number of upstate spots; some close to the city, which ran only in the summer—but it is difficult to find an interested local operator. Some who had profitable routes a year ago have ceased operations.

Summer locations exist, and in some profusion, in a State that considers itself a major tourist mecca. But they appear to be the domain almost exclusively of the upstate firms, in communities close to resort areas.

Summer locations are no longer able to compete economically for the attention of the metropolitan route operator—probably because of their seasonal nature.

Local Picture Good

However, the outlook appears to be generally very good for

local operators. Last year was the best in five years, with the expectation that good conditions would continue this summer. General business conditions, good breaks from the weather and the tourist trade are the principal factors responsible for the high 1963 figures. More people were vacationing on the road in 1963 than in many years, reports from the tourist trade indicate, and the prediction is for a probable slight improvement this season.

The automotive industry calls the business turn in this part of the country, and the indications for continued high earning levels and continued leisure-time activity are strong in the current preliminary position in UAW negotiations.

This is a key factor in the whole economic situation for several Midwestern States as well as Michigan.

Equipment on summer locations is generally older than elsewhere. Juke boxes are usually the older models, which are put out in the summer spots as secondary locations. But there is an interesting change in progress right now, as reported by Harold Christiansen, general manager of Angott Sales Company.

"Operators up north" (in the

summer location country), says Christiansen, "are all anticipating a very good summer. They have been buying a lot of equipment especially for these spots. With the nice weather we have been having, they have also been opening earlier. This has certainly helped sales.

"There is a marked trend toward buying much later equipment than they have been using in the past. In recent summers they have been buying old juke boxes at \$200 to \$300. Now they are buying machines only a year or so old."

In amusement machines, the picture is changing more drastically, and operators are both upgrading their games and buying new ones for summer locations, according to Art Hebert, manager of Miller-Newmark Distributing Company. The good year enjoyed in 1963 is encouraging them to invest in better equipment because operators feel that they will have less trouble servicing the newer machines. Also, the games-playing customers are usually vacationers from elsewhere and will recognize these machines as new equipment, making for more play.

The best sellers for summer
(Continued on page 46)

Hot Springs Operators In Bid to Legalize Gambling

By ELTON WHISENHUNT

HOT SPRINGS—Music and game operators and their employes in this divided resort area are at work with a large group of the citizenry—including the Hot Springs Chamber of Commerce—to get gambling legalized.

That may sound bad for game operators, but it is really not. The town has had gambling for most of the past 100 years. Admittedly, not legal, but almost everybody was for it.

It brought tremendous fun-loving, spending crowds to town for the baths, horse racing in season, and fun out of season at the blackjack, dice and roulette tables.

But in March, at a special session of the Arkansas Legislature, a House resolution was passed 92-3 to ask Hot Springs authorities to enforce the State's anti-gambling laws.

Gov. Orval Faubus then clamped on the lid, saying the resolution was a mandate. Gambling has been shut down since—and so has much of the city's economy.

Tourists have been staying away in droves. Several hundred persons have lost their jobs. And now the operators, W. E. Lewis, Lewis Novelty Company; Phil Marks, Phil Marks Amusement Company, and J. Earl Gill, Gill Amusement Company and their employes, have joined with hundreds of others in getting petitions signed.

The vigorous campaign, led by the Chamber of Commerce, seeks to get a constitutional amendment on the November election ballot to legalize gambling.

There must be 30,800 signatures on petitions by July 2 to get the issue before the voters. This is expected to be accomplished without trouble.

The proposed Arkansas law

would restrict gambling to Garland County (Hot Springs), and limit the number of casinos to one for each 7,000 residents—a total of seven.

The law, if passed, would provide that the governor appoint a commission to regulate gambling and anyone applying for a license must have lived in Arkansas 10 years. This was written in to keep out-of-State syndicates from taking over.

Operators and Summer Stops

By BEVERLY BAUMER

WICHITA, Kans. — Stan Chilton, president of Music Service Company, Inc., here has a formula for summer stops.

"We put older equipment on slow spots and new equipment on good spots — whatever the locations' earnings indicate," Chilton explained.

Programming doesn't differ from regular operations, he said. He has found no particular type of coin amusement games more desirable for summer locations. Chilton says it "definitely does not" pay to leave a piece of equipment on a summer stop the year round when the location is closed during fall and winter.

Financial arrangements mostly are 50 per cent commission with few minimum guarantees.

At Topeka, Stan Tennant, owner of Melody Music Company, says summer stop equipment means "trying any kind of equipment that will make money."

He said he would rather put in recent or new equipment, and that there's no programming difference between summer and regular stops.

Game Policy

In his opinion, the most desirable coin amusement games for summer locations are novelty

MOA Attempts to Stop Celler Bill in Committee

WASHINGTON — Members of the Music Operators of America, in an attempt to kill H.R. 7194 (The Celler Bill) in the House Rules Committee, are petitioning committee members to squash the measure. The petition, circulated among MOA regional associations, was mailed this week. The Rules Committee hearing is scheduled for Tuesday (9).

MOA's letter to local associations, signed by George A. Miller, legislative counselor, urges all those associated with the automatic phonograph industry to get the petition signed by each of the local owners and sent to Rep. Howard W. Smith,

chairman of the Rules Committee.

In the few days before the hearing, MOA hoped to get the protests of at least 100,000 location owners into the hands of the congressmen on the committee.

Music Operators of New York, in common with other local associations, has circularized its entire membership, enclosing copies of the petition, copies of MOA's explanatory letter from Miller and a covering letter from MONY President Al Denver urging all members to co-operate in obtaining signatures and mailing the petitions to Washington. Text of the petition follows:

To: Howard W. Smith, Chairman; William M. Colmer, Ray Madden, James J. Delaney, James W. Trimble, Richard Bolling, Thomas P. O'Neill Jr., Carl Elliott, B. F. Sisk, John Young, Clarence J. Brown, Katharine St. George, H. Allen Smith, Elmer J. Hoffman and William H. Avery.

HOUSE OF REPRESENTATIVES, WASHINGTON, D. C.
Honorable Congressmen—Members of the Rules Committee:

We, the location owners, better known as owners of restaurants, taverns, snack shops, ice cream parlors, etc., wish to join the music operators in protesting the passage of Congressional Bill H.R. 7194, or any other legislation of its kind that would burden the music operators and ourselves with further taxation or licenses. This legislation would only benefit the mammoth performance rights societies, commonly known as ASCAP, BMI and SESAC.

We are small businessmen struggling to make a livelihood; while the above-mentioned performance rights societies are collecting millions of dollars in so-called "performance fees." We need juke boxes in our places of business to satisfy our individual customers, and we need what little income we receive from them to help defray the expenses of our establishments.

H.R. 7194 would give the above-mentioned societies the right to license the music operators for the use of records played on juke boxes over and above the 4-cent mechanical royalty that is already being paid for each record used on automatic phonographs. This amounts to several million dollars a year, and still the performance rights societies are asking for more income by collecting performance fees which would be borne by the music operators and ourselves.

We ask that H.R. 7194 be defeated in its entirety. There are no restrictions, and there is nothing in the bill to regulate the performance rights societies whatsoever. It would be like handing them a blank check, and they could charge the operators of juke boxes any amount they saw fit. A bill of this kind would force many small music operators out of business and would cause many of the smaller locations to be without music.

This bill would have a serious effect on hundreds of thousands of small businessmen, commonly known as location owners, such as we who have signed this petition.

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equipment on a summer stop the year round. "You have the risk of vandalism when the place is closed in the fall and winter," he said. "Besides, your equipment is one year older when you open back up again. You might just as well be using that equipment some place else."

He said he used different financial arrangements with different locations. "If someone wants higher priced equipment than we feel the location is worth, then we set up with front money or weekly guarantee," Allen explained. "Minimums would be the same as a guarantee. The only way we use straight rental arrangements is for parties or one-week stops."

Frank Gumma Gets Sales Post

CHICAGO—Frank Gumma, a veteran in the vending field, has joined the sales staff of World Wide Distributors here. He will handle the full line of Seeburg electric and mechanical vending machines, calling on operators in the World Wide territory.

Gumma's experience ranges from field service and customer relations to representative of operating companies, distributors and manufacturers.

games that two or more can play.

In most cases it doesn't pay to leave equipment on a summer stop the year round when the location's closed during fall and winter, Tennant said.

He operates on a 50-50 basis.

Robert L. Allen of Hutchinson Vending Company, Hutchinson, Kan., said he has no summer locations that he doesn't have in the winter. Eventually when a nearby water resort area gets going, he plans to put in summer locations there.

"We don't like to operate old equipment that we're ready to get rid of because it's more trouble than it's worth," he said.

Programming for summer is no different than in fall and winter, he said. "A kid's spot always takes kid records."

Arcade Equipment

Some coin amusement games are more desirable for summer locations, Allen said. Resort locations would require more arcade type equipment than straight pinball machines or bowlers. "If you have a changing crowd you'd use more arcade stuff such as baseball games, guns, etc., than with a crowd that's the same day in and day out," he explained. "For the present we have no such resort locations."

Allen is opposed to leaving

Games's the Thing

• Continued from page 42

the areas where U. S. manufacturers are weakest or unrepresented.

Familiar Strategy

This is the familiar strategy pursued by European firms with phonograph production — the strategy of letting the U. S. build the pezzaz prestige machines while the Continentals stick to durable economy compacts.

The result is that European manufacturers are introducing machines entirely new to the world trade, and with undoubted potential appeal for the U. S. market. Also, European producers are taking vintage games and reissuing them with updated appeal.

For example, the "Know Master," a Belgian invention, is calculated to dispel the impression that playing coin-operated games is a low-brow pastime. Strictly cerebral, "Know Master" is a quiz. Upon insertion of the coin, a general-knowledge question appears on a screen, together with three multiple-choice answers, each numbered. The player presses the button with the number he believes to be the correct answer.

The TV-size screen projects the correct answer from a film spool. An infinite variety of questions are contained on a wide selection of film available for the game.

Driving Games

Driving games have great vogue on the Continent. N.S.M. of Bingen has had phenomenal success with its Reaction-Tester, a driving reflex testing device. Rally, the French games manufacturer, is doing well with its driving game Rally-France.

An English golf game has picked up a quick following on the Continent. "Little Pro" has nine holes. The player manipulates a dummy golfer, receiving a total of 27 balls to play the nine holes.

A new French game, Teleboat, involves steering a miniature power-operated boat through a water obstacle course.

European producers have revived target games and the crane. For instance, the Gaetano Spatafina firm of Florence, Italy, is doing a thriving export business with its "Pesca" crane game to the Middle East.

Safari Gun

Bergmann of Hamburg has followed up his stand-out Arizona target game with an electronic game "Safari Gun," which the Hamburg concern

Maxfield, Mundell Named To Canteen Fiscal Posts



JOHN C. MUNDELL

CHICAGO—Automatic Canteen Company of America has named Donald V. Maxfield to the new post of financial vice-

says is the smallest electrical mirror game on the market. Animals bob up and down by means of a built-in mixer system, small lights in their heads serving as targets.

Rally also has a popular new target game, "The Fast One," a Gallic version of the "fastest gun." The target field is a replica of a U. S. Old West sheriff-and-outlaws tableau. Figures move about the target field, enacting a barroom brawl and the hold-up of a stagecoach. The player takes the part of the straight-shooting sheriff.

When European manufacturers venture into pinballs, they try to improve on the U. S. product or produce a variation. For example, the Belgian game Karate uses a pinball format but substitutes spinning tops instead of balls, and Euromat, manufactured in West Germany, is a wall-size version of the pinball, compact and easy to mount.

Block Catalog Out

CHICAGO—Block & Company, manufacturer of bank and cashier equipment here, is putting out a catalog on coin sorters, coin counters, coin bags, seals, trays and cabinets. The 52-page book covers a variety of equipment used by the coin machine industry. Copies of the catalog are available from the Chicago-based firm.



DONALD V. MAXFIELD

president, and John C. Mundell to the post of treasurer.

Maxfield has been vice-president and treasurer of Canteen since April 1962. As financial vice-president, he will devote more time to long-range financial planning, debt management and over-all financial controls, Patrick L. O'Malley, Canteen president, said.

Mundell has been assistant treasurer since February 1962. Prior to that, he was tax manager in the company's financial department for nine years.

Rites Are Held For Fred Reilly

LOS ANGELES — Funeral services for Fred Reilly, 59, owner of Western Exhibit and well-known electric crane operator until the late 1940's, were held in Valhalla Memorial Park in North Hollywood May 25. He died Thursday (21) in a San Gabriel hospital.

Reilly was active in the coin machine field in the late 1930's and 1940's. He was also on the board of directors of the county operators' association. He operated cranes with Eric Wedemeyer of New York. In 1950 Reilly bought Preferred Distributors, a dealer in Sylvania tubes.

He is survived by his widow, Marianne, and a son, Frederick.

COLUMBIA, S. C. — The Sparks Specialty Company, distributor for Rowe-AMI and several game lines, has moved to larger quarters at 1820 Sumter Street here.

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Stoner, 8 col., 160 cap. 175
Stoner, 11 col. . . .
Stonermatic 245
U-Select-It, 186,
2 col., 104 125
Shipman, 6 col. . . . 75
Northwestern 5W. 16 275
Rowe Showcase,
12 col. 225
Rowe Tasty, 20 sel. . . 395

HOT COFFEE

Apco Coffee Shoppe Jr. \$175
Apco Coffee Shoppe Sr. . . . 195
Avenco 200 Coffee-Choc. . . . 135
Bally 583, 8 sel., 480 cup 275
Bally 507, Batch Brew 395
Bally 660D, single cup brew 695
Cole Fireball, 2 sel., Coffee-Choc. . . . 135
Hebel 4100, 200 cup . . 135
Stoner 300D, 500-cup cap. 175

HOT FOOD

Fedam \$ 75
Rowe, 7 sel., 140 cap. . 225
Wittenberg, 24 sel. . . 695
Vendo, 5 sel. 350

CIGARETTE

Corsair 20, 20 col. . . \$175
Corsair 30, 30 col. . . 195
Du Grenier Champion, 11 col. 125
Eastern Elec. C-8 . . . 65
Eastern Elec. Mark 11, 22 col. 110
Eastern Elec. C-10 . . . 95
Eastern Elec. C-12 . . . 125
Keeney, 9 col. 75
National 9 M, 9 col. . . 95
National 9ML, 9 col. . . 125
National 11ML, 11 col. . 150
National 111, 11 col. . . 185
National 113, 13 col. . . 210

Rowe Ambassador, 11 col. 125
Rowe Ambassador, 14 col. 165
Seeburg E-1, 22 col. . . 135
Seeburg E-2, 22 col. . . 165
Smokeshop Slimline V-18 150
Smokeshop Slimline V-27 235
Smokeshop Slimline V-36 325

SANDWICH MACHINES

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Rowe, 5 sel., 75 cap. . 250
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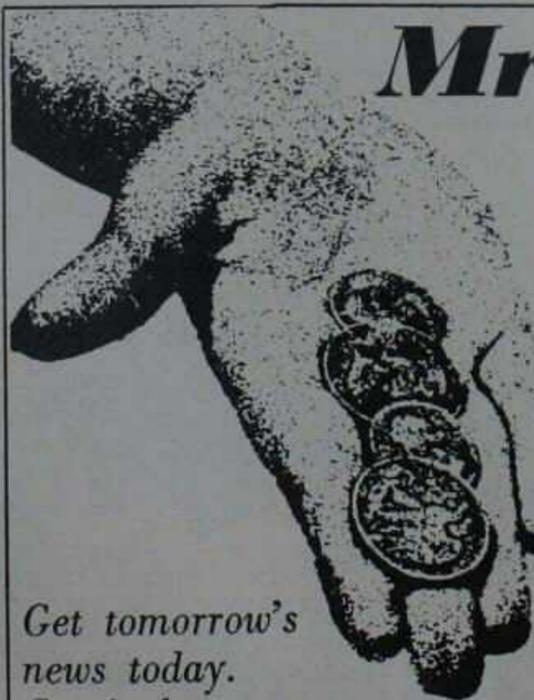
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Wurlitzer 2500	645
Wurlitzer 2504R10	595
Seeburg AQ160	595
Seeburg C	145
Seeburg R	265
Seeburg V-200	135
AMI E-120	75
Rock-Ola 1454	225
Bally Tournament	85
Bally ABC Champion	65
CC 4-Game Shuffle	150
CC King Bowler	145
CC Red Pin	125
CC Steam Shovel	75
CC Pro Shuffle	245
CC Bull's-Eye Baseball	65
CC Players' Choice	145
United Advance Bowler, 16"	195
United Jumbo	95
United League	145
United Teammate	185

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Det Ops Bypass Summer Spots

• Continued from page 44

locations this season, Hebert says, are pin games, bowlers, rifles (which have been unusually good) and baseball games, in that order.

Big Turnover

There is considerable turnover of equipment when the summer season ends. Very few machines are now left on location at season's end, compared to three or four years ago. Vandalism and other location problems proved too costly. Accordingly, especially in games, most of the summer equipment is likely to be traded in.

This is usually viewed as a wise tactic by operators, who can take the old stuff off their books just when the summer location closes and use its trade-in value to reduce the cost of investment in new equipment for the all-year locations. There is also some likely tax advantage in this procedure in some instances.

Larger operators tend not to trade-in at the end of the season but to stock their summer equipment until next May. There is a good reason for this, too, they report. In the spring when they want to get this type of specialized equipment ready for location, there is a big demand for it, and they are often unable to buy what they want. If they stock it themselves, they are assured of having the machines they will need. There is also an additional investment advantage, in that the trade-in value is likely to be higher in the spring.

Programming Variable

Programming on juke boxes follows a variable pattern, according to Ron Rogers, manager of the Angott one-stop. It is little different from that found in other locations, as reflected in operator record purchasing. "They buy the same type of records—it depends on the place itself, whether it is for a summer location or any other kind of stop.

However, LP's are in little use in summer locations, according to Hebert. The use of older machines not readily adaptable to such disks is one factor in making the record selection different from city locations, but "operators don't think this type of programming lends itself to the taste of people on vacation. Vacationers want show tunes and livelier music than usual on LP's."

Fiscal arrangements tend to offer a greater percentage to the operator in the case of games, with commission to the location sometimes as low as 25 per cent and others at 30 and 35 per cent. The juke box split tends to approach the 50-50 level, although lower location commissions evidently exist here as well. The other special problems that appear in city locations are reported almost unknown in the summer spots. They appear to operate without provision for front money, minimum or guarantee, or the straight rental arrangement.

Mass. Ops Cool to Summer Stops

• Continued from page 42

tions and have them out of circulation, unless they are big bowlers or other equipment hard to move. "Many of the locations will promise all kinds of things about how long they'll remain open," says Ralph Lackey, Karel Music Company, Milton, "but when you go back, you find they've closed and gone to Florida and your equipment is tied up for the winter." But Lackey believes you still have to take a chance and in the process it's sometimes possible to come upon a profitable set-up.

Lackey, like some others, sees a tie-in with cigaret machines as the best way to make a profitable situation out of summer locations. "You do have to get them for more than just the bare 10-week summer period to show a profit," he says.

Too Much Time

Most small operators seemed to have pulled all of their summer equipment out to place it

in year-round locations. The beaches are too far out of the way of the regular route to make summer installations economically feasible, and most find they can't take time from normal operations. But the big point seems to be that the small man just doesn't have the equipment lying around. He likes to keep his machines in constant circulation.

Sam Baker, Melo-Tone Vending Company, Somerville, seems to have solved the problem to some extent. "We only pick spots such as big restaurants and amusement places that have long seasons, perhaps as much as six to nine months," he says. Since Melo-Tone is a big operation, it makes sure that its equipment is working as much as possible during the year. Thus machines are not put out for short periods. "If someone asks us to place equipment, we will," says Baker, "but in recent years summer locations are too time-consuming. We are gradually putting our machines into spots where they'll show a profit all the year-round."

The summer location picture in these parts would appear to be, outside of a few spots with old equipment, on a gradual, but sure decline. The beaches here are within short distances of the city and the trend by amusement spots and restaurants is to stay open under cover most of the year.

Financial arrangements in short-season locations have bothered operators, who find the owners demanding more than in the city because of the short time. Since the clientele at the resorts is to a large extent the younger element, the pop hits are the order of the day. But the trend generally in this area is to stretch the summer locations as much as possible into at least nine-month operations, or to forget the whole thing.

Spanish Market

MADRID—Spanish coin machine distributors report burgeoning "exports" to the Spanish insular playgrounds of Majorca, Ibiza, and the Canary Islands.

The Spanish islands are booming with tourist trade, and coin machine shipments have grown apace. The islands are now rated as the country's biggest coin machine market.

Some dealers in the Canary Islands have had to ration phonograph deliveries because of the hot holiday demand for the latest equipment.

California State of No Seasons

• Continued from page 43

tions open in the summer, and this may help to spur business. Gutshall, a veteran operator, is watching Lake Elsinore, southeast of Los Angeles. It was recently filled with water after being dry for several years. He says the lake is wonderful for water skiing, but until now bad weather has cut down crowds.

Gutshall does not consider snow skiers as good prospects. He says they ski all day, come in tired and huddle in a hotel or motel room to talk and have a few drinks.

Sightseers a Boom

Merle Holmes, Valley Vendors in Glendale, Calif., also operates in and around Moro Bay, a fine sea side area. He looks for a pickup in business as more places open up. The area is in the vicinity of the William Randolph Hearst Castle at San Simeon. Holmes anticipates an increase in sightseers at the castle and the rapid growth of the area will boost summer takes for games, music and cigarets.

Ben Snyder, Playland in San Diego, says that prospects for a big summer are not too good. The arcade depends on the Navy, Snyder explains, and it is difficult to predict ships' arrivals. He does better business at the arcade in the winter. In the summer, the sailors go to the beach and there is no civilian business. Snyder has been

in the arcade field for eight years.

Bob Ray, manager of Belmont Park at Mission Beach near San Diego, predicts that business at the arcades will at least be as good as 1963, perhaps better. There has been no expansion, but a number of new machines have been used as replacements. The small pool tables are popular as are the baseball games, ray and space guns and the drive-mobile. Business at Belmont is strictly a summer event with lap-overs into the fall if the weather is warm.

Southern Auto. Plays Host at Service School

LOUISVILLE — Some 20 servicemen attended a school on the new Rowe-AMI Tropicana phonograph hosted by Southern Automatic Music Company here Tuesday (26). School ran from 6-11 with refreshments and a chicken dinner served to the guests.

Jim Cheek, Southern manager, and Don McGar, service department head, were hosts for Southern. Rowe AC Manufacturing Company was represented by Cliff Bitting, Grand Rapids, Mich., factory service engineer; Ellis Royal, regional service manager; and Paul Huebsch, regional sales manager.

Licenses Issued Despite Order

KANSAS CITY, Kans.—Several pinball licenses have been issued here despite a court restraining order prohibiting the city from enforcing its pinball licensing ordinance.

The city has filed in the Kansas Supreme Court an appeal of the restraining order which was issued in Wyandotte County District Court.

Two years ago Kansas City enacted its pinball licensing ordinance, but has been tied up in litigation over the regulation ever since. Some pinball machine owners have been waiting until court cases are settled before buying city licenses. One section of the ordinance denies a license for any pinball machine for which a \$250 federal tax stamp has been issued.

electric scoreboard

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Natural Finish Hardwood Cabinet

- Two-faced
- Fits any shuffleboard
- Scores 15-31 and/or 50 points
- Large metal ABT coin projector box
- Coin-operated
- 10c 1 player or 10c 2 player by simple plug switchover
- Aluminum button scoring blocks
- Chrome tube supports

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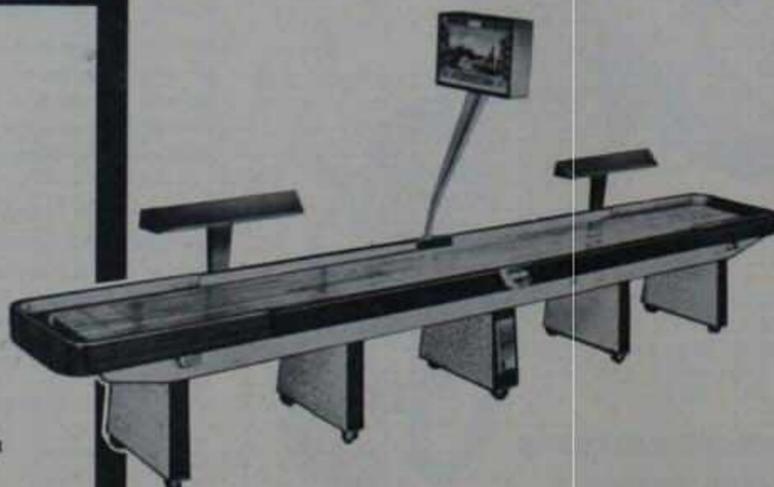
American's "IMPERIAL"

Pays . . .

The exciting IMPERIAL attracts more players and more coins because it is designed to work for you, the operator.

Handsome and sturdily constructed, its many new features include Horse-Collar Play Control, Pin Gate Control (even when electricity is off), beautiful, cantilevered scoreboard, brilliant lighting.

For a game that will consistently earn high profits for you, year after year, you owe it to yourself to see the IMPERIAL at your distributor's or write for free color brochure.



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SHUFFLEBOARD CO.
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Union City, N.J. • 201 UN 5-6633

FOR QUICK ACTION

4 SEEBURG AY-160 with stepper, like new . . .	\$795.00
1 SEEBURG 201	495.00
10 ROCK-OLA RHAPSODY 160 sel., like new	775.00
1 ROCK-OLA PRINCESS 100 sel., like new	645.00

CHROME WALL BOXES

100 SEEBURG 3W1 100 selection	\$15.00
100 SEEBURG 3WVA 200 selection	35.00

NUMBERED POOL BALLS

One to Fifteen—Size 2 1/4 plus 2 1/2 Cue Ball
CUE BALL, 2 1/4 ONLY

These are the best quality Belgium Balls. Write for lowest price. State quantity.

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OUR OPERATORS KNOW THEIR BUSINESS. THEY DEMAND WURLITZERS WITH THE GOLDEN BAR BECAUSE THEY HAVE PROVED ITS PROFITABILITY.



MARSHALL R. McKEE, Manager,
Northwest Sales Co. of Oregon,
Wurlitzer Distributors for
Oregon and Central Idaho

NO PHONOGRAPH IS A MODERN PHONOGRAPH UNLESS IT HAS THE EXTRA EARNING POWER OF THE TEN TOP TUNES FEATURE.



RON W. PEPPLE, President,
Northwest Sales and Manager of Seattle Office
serving Alaska, Washington, Northern Idaho
and Western Montana



This is the third year that Northwest Sales has handled only 100% Ten Top Tune Wurlitzer Phonographs. There has to be a reason for such repeat sales. There is. The Ten Top Tunes feature is unrivalled as an extra money-maker.

Ask Your Distributor

WURLITZER 2800
Makes the Swing to Higher Earnings

ALBUM REVIEWS



BILLBOARD SPOTLIGHT PICK

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

ALBUM REVIEW POLICY

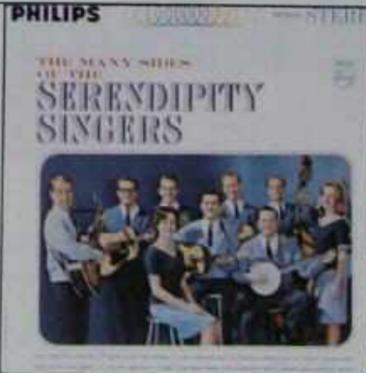
Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks and Special Merit Picks. All other albums are listed in their respective categories.

POP SPOTLIGHT

THE MANY SIDES OF THE SERENDIPITY SINGERS

Philips PHM 200-134 (M); PHS 600-134 (S)

Among the most successful of the pop-folk groups plying the current musical scene are the Serendipity Singers. With a solid foothold in the singles field ("Crooked Little Man" and "Beans in My Ears," which is included in the LP), and a previous album release No. 14 in the nation, there is little doubt that after this package they are ready for a "Best of the Serendipity Singers" release.



POP SPOTLIGHT

BEWITCHED

Jack Jones, Kapp KL 1365 (M); KS 3365 (S)

Jack Jones is one of the few artists that manages to successfully appeal to the adult and teen-ager as well. His boyish charm and clean-cut appearance enraptures the gals. Jack has also associated himself with winning new tunes—one of which, "Love With the Proper Stranger," is featured herein. Other selections include "Bewitched," "I'm Old Fashioned" and "It Only Takes a Moment" (from "Hello, Dolly!").



POP SPOTLIGHT

WISH SOMEONE WOULD CARE

Irma Thomas, Imperial LP 9266 (M); LP 12266 (S)

One of the most talented of the new crop of rhythm and blues vocalists is Irma Thomas, who after several frustrating attempts to crack into the "big time," finally did so with her current hit, "Wish Someone Would Care." Her performances are all personal, sung with heart and soul. Her whispery-silken tones do great justice to 12 fine tunes.

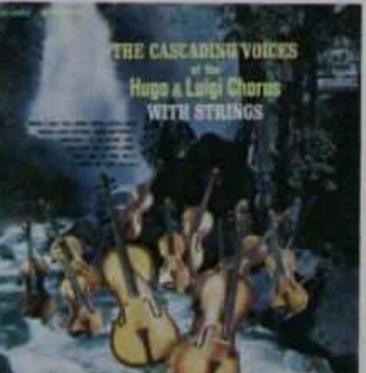


POP SPOTLIGHT

THE CASCADING VOICES OF THE HUGO & LUIGI CHORUS WITH STRINGS

RCA Victor, LPM 2863 (M); LSP 2863 (S)

This is the fourth LP by the Hugo & Luigi Chorus. All so far have met with success in the record stores. Backed by strings, the chorus is enhanced by the female members running up and down the chromatic scale on each number. The effect is nothing short of beautiful. Songs included: "Lollipops and Roses," "Dream," "Moon River" and "I'll Be Seeing You."



POP SPOTLIGHT

LITTLE CHILDREN

Billy J. Kramer with the Dakotas, Imperial LP 9267 (M); LP 12267 (S)

Billy J's single, "Little Children," after which this LP is titled, is currently among the top sellers in the nation. The LP is packed with hit sounds and hit tunes, all performed in the easy contemporary style that has made Billy such a popular recording artist and performer.



POP SPOTLIGHT

RITA PAVONE

RCA Victor LPM 2900 (M); LSP 2900 (S)

RCA Victor is throwing all of its promotional weight into backing the hit-making Italian thrush. She has been seen in all of the trades, national magazines and coast-to-coast TV. This, her first English language LP, is aimed at the teen-ager. Rita has no problem projecting her dynamic personality. However, it remains to be seen whether the teen-agers of this country will identify with her accent, which at best is very foreign.



POP SPOTLIGHT

BRIAN HYLAND

HERE'S TO OUR LOVE

Philips PHM 200-136 (M); PHS 600-136 (S)

Musical romance for the younger set. Hyland tenderly caresses in soft mellow tones such songs as "Moments to Remember," "Graduation Day," "The Things We Did Last Summer" and "Nearness of You." Good commercial prospects.

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CLASSICAL SPOTLIGHT

BIRGIT NILSSON SINGS GERMAN OPERA

London 5807 (M); OS 25807 (S)

Miss Nilsson sings Wagner, Weber and Beethoven, and it is singing in the grand style. She has few peers and even less competition for these demanding parts. Such a display of power and beauty in one voice is all too rare. Truly the heiress to the Wagnerian soprano roles.

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CLASSICAL SPOTLIGHT

ANSERMET CONDUCTS WAGNER

L'Orchestre De La Suisse Romande (Ansermet), London CM 9386 (M); CS 6386 (S)

The assumption would be that the orchestral music of Wagner, the overtures and interludes to his operas, could not be too often recorded. Ernest Ansermet and the L'Orchestre de la Suisse Romande prove the point. These are handsome, well thought-out performances. The spiritual qualities and the triumphant beauties are attained without indulgence or excess. A worthy addition to the catalog.

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C&W SPOTLIGHT

SOMETIMES I'M HAPPY, SOMETIMES I'M BLUE

Eddy Arnold, RCA Victor LPM 2909 RE (M); LSP 2909 RE (S)

Eddy, who has the No. 4 c&w album in the country this week with a folk song collection, offers up a strict excursion into the musical West. Included are both bright and light and blue and sad tunes. No matter the type, Arnold makes them all sound great. Selections include "Laughing on the Outside," "Sometimes I'm Happy" and "A Little Bitty Tear."

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JAZZ SPOTLIGHT

HAVIN' A BALL AT THE VILLAGE GATE

Lambert, Hendricks and Bayan, RCA Victor LPM 2891 (M); LSP 2891 (S)

There are few, if any, vocal groups that can match the sound created by Lambert, Hendricks and Bayan. Extremely popular with jazz lovers, the trio is featured in live performance, and one of their better performances, too! The Gildo Mahones Trio is in close support with some fine work forthcoming from Trad Jones' cornet and flugelhorn.

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SPECIALTY SPOTLIGHT

THE AMERICAN TOUR WITH ED RUDY

Radio Pulsebeat News II

Although the cover is deceptive, the contents are highly commercial. The LP consists of a blow-by-blow report by Rudy of the recent American tour of the Beatles. Included are numerous pronouncements by the group, much screaming excitement, more Beatles words of wisdom and more screaming. Package also includes 32-page copy of Teen Talk magazine with a pot load of pictures of the group while on tour.

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SPOKEN WORD SPOTLIGHT

SHAKESPEARE: THE MERRY WIVES OF WINDSOR

Marlowe Dramatic Society & Professional Players, London A 4372 (M); OSA 1372 (S)

The Marlowe Dramatic Society and Professional Players have long been synonymous with Shakespeare. The Bard's popular comedy is presented complete and uncut with a top-notch cast. Excellent stereo recording gives the play a fascinating extra dimension—enhancing the entire performance.



SPOKEN WORD SPOTLIGHT

SHAKESPEARE: ALL'S WELL THAT ENDS WELL

Marlowe Dramatic Society and Professional Players, London A 4370 (M); OSA 1370 (S)

The Marlowe Society and the Professional Players breath life into this rarely performed Shakespearean comedy. Improbable of plot, it is in character one of the most modern. The calculating heroine and the self-centered hero are stuff of which contemporary drama is made. But you can't tell the players without a program. That is the only drawback to this package.

SPECIAL MERIT PICKS

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

POP SPECIAL MERIT

KURT WEILL CLASSICS: LADY IN THE DARK/DOWN IN THE VALLEY

Gertrude Lawrence/Various Artists, RCA Victor LPV 503 (M)

In the perennial revivals, which occur for this music of Kurt Weill, this album is something special; selections from the eminently successful "Lady in the Dark," sung by Gertrude Lawrence, and the folk opera, "Down in the Valley," sung by the original TV cast of 1950 ("Lady" was recorded in 1941). The sound is good and the works are Weill classics, all the more fascinating for being so totally different from one another.