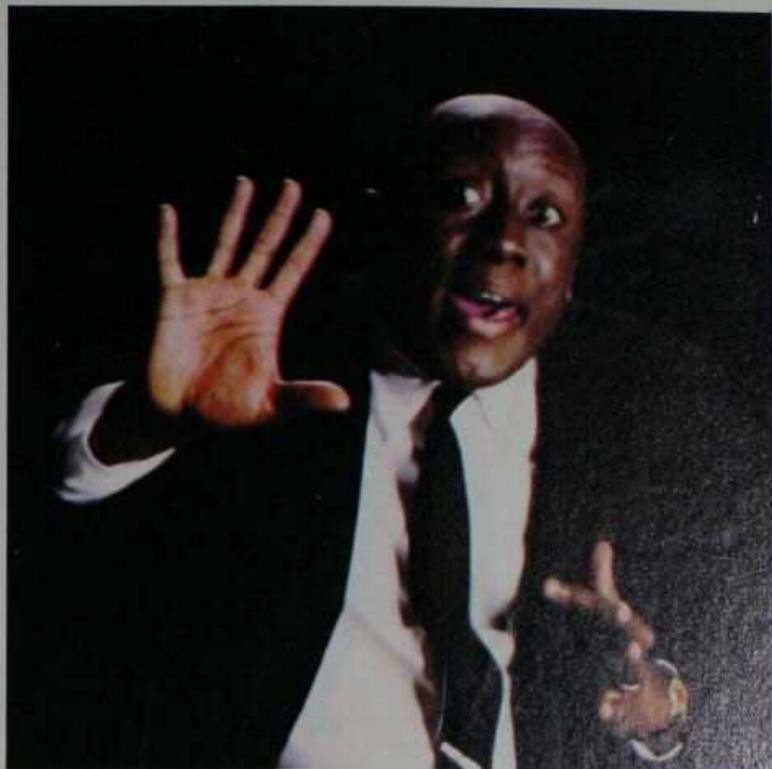


Billboard

The International Music-Record Newsweekly

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



GODFREY CAMBRIDGE, new comedy sensation, rejoices over hot sales of his new Epic Records release. (Advertisement)

West Germany's Four Leading Diskeries Agree: Price Is Right

By OMER ANDERSON

BONN—West German diskeries appear to be forming a solid front against price-cutting and discounting of disks, and while the four major German record companies are now in agreement on price maintenance, certain details remain open.

Pillar of price maintenance long has been Electrola. The Cologne diskery long has refused to permit any of its product to be discounted.

Now two other German trade leaders have swung behind Electrola and a third company is preparing a switch to restrict price controls. The converts are

Deutsche Grammophon Gesellschaft and Ariola - Eurodisc, which have come out with iron-clad fair price edicts ending price-cutting and discounting of product.

Philips, the third company, is following suit. This means that for the first time the Big Four German record companies will be pledged to fair trade price policy.

Try to Suppress Practice

The companies hope to suppress the practice of certain supermarkets and record shops in using price slashing for loss leaders. Along with the supermarket, German retailers have also imported an expanding volume of records from the U. S. discount scene.

For years Electrola has contended that any concession to price cutting could only open the flood gates, and what was a voice in the wilderness has suddenly acquired a prophetic ring.

Deutsche Grammophon, in fact, has been an Electrola convert on fair pricing for some

time, but has had to work clear of entangling alliances with German book and record clubs, agreements entailing disk discounts to club members, and

(Continued on page 8)

UA To Triple in Brass—Flicks, Disks, Tracks

By MIKE GROSS

NEW YORK—Pictures, platters and publishing have become interlocking operations in a pattern established by the new management team at United Artists Records. The team has developed a three-way street in which the parent film company will work along parallel lines with its record company and music publishing company affiliates. The program, which goes into full swing this fall, will also focus attention on UA's push on all

three fronts into the international market.

The first dramatic example of UA's tri-pronged promotion is the Beatles' "A Hard Day's Night." The film is being released in the U. S. beginning in August via UA's picture operation, the songs are being published by Unart (BMI), UA's music publishing subsidiary, and the soundtrack album, already over the 1,000,000 sales mark, is being handled by UA's record division. It's a united effort that points up the new stress on a joint operation by the film, music and record divisions.

To Start Overseas Drive

In the fall, UA will start a concentrated drive overseas to

establish its own music publishing companies to work in conjunction with the film and record activities in local areas. Foreign writers as well as foreign artists will be signed, with a view to getting them in on all of the UA projects. The writing deals, however, will be on a non-exclusive basis. But already, John Barry, who did the scores for "Dr. No" and "From Russia With Love," has been signed to compose the score for the forthcoming UA film, "Mr. Moses."

Payoff for Disk Unit

The concentration on soundtracks has developed into a hefty payoff for the disk division with an attendant ballyhoo ruboff for

(Continued on page 8)

Disney Next: 'Ali Baba'

HOLLYWOOD—While preparing for the Aug. 27 debut of its "Mary Poppins" film, Disney Productions has announced plans to follow the live action feature — and its soundtrack and related record products—with a live action feature of "Ali Baba."

Robert and Richard Sherman, who wrote the music for "Mary Poppins," will handle the score for "Ali Baba." The company anticipates hiring major stars for the film. "Ali Baba" will be the second consecutive live action production to feature major stars and original music.

The "Poppins" soundtrack was released last week with Jimmy Johnson, president of all Disney music concerns, returning from Europe where he set music and exploitation plans for the film. Disney will release "Poppins" for the first time in foreign languages in addition to the regular soundtrack LP.

Riverside to Stay in Business

NEW YORK—Riverside Records, whose doors have been temporarily closed, will continue in business. John Keefe, vice-president of Textile Banking Company, New York factoring organization, told Billboard his firm, which holds obligations of the record company, is not interested in liquidating assets. No formal action was taken by his organization and he indicated that Riverside's catalog was being sought by a number of individuals and firms.

He is impressed with the reaction of present distributors regarding his move and is aware of protecting their interests as well as those of the labels and retailers.

4-Star Pact's Folies Score

NEW YORK — The score from the "Folies Bergere," now running on Broadway, will be published in the U. S. by Four Star TV Music Company, (BMI). The deal was set by Ivan Mogull who represents Four Star here. Mogull is now negotiating for an original cast album of the show, as well as dickering for single releases.

The music for the production was written by Henri Betti and Philippe Gerard. Mogull is now canvassing the BMI writer roster for English lyric treatment.

COLUMBIA DISTRIBUTORS MAKE JOB CHANGES

NEW YORK—E. Jack Loetz, vice-president and general manager for Columbia Record Distributors, has announced a number of major personnel appointments.

Warner Pagliara has been named director of administration and will be responsible to Loetz for the administrative direction of Columbia Record Distributors and the implementation of administrative policies and procedures for all branch locations. Prior to his appointment, Pagliara was regional manager for the mid and southeastern region.

Joseph Lyons, director of sales for Columbia Record Distributors, has announced a number of additional major appointments. These include Paul Smith as manager, phonograph sales; Louis Koppel, manager, special markets; John Craig, regional manager, mid and southeastern region; Joseph Rieland, regional manager, south central region; Harold Komisar, district manager, St. Louis branch; Norman Ziegler, manager, Chicago branch, and Robert Van Metre, manager, St. Louis branch.

Smith will be responsible to Lyons for supervising all phonograph sales and promotion ac-

tivities of Columbia Record Distributors' field sales organization. Previously, Smith was branch manager in Chicago.

Koppel will also report to Lyons. Koppel, who will be based in Chicago, will maintain liaison with special market accounts and their customers to ensure adequate merchandising of Columbia product.

John Craig, who will be located in Philadelphia, will be responsible to Lyons for all sales and promotion activities in his region.

Rieland will have home offices in Dallas and will be responsible to Lyons for all sales and promotion activities in his area.

Komisar, located in Atlanta, will report to Craig. Komisar will also direct the operation of the Miami branch and will provide guidance to all independent distributor operations.

Robert Van Metre will be responsible to Rieland for all branch operations, sales and promotion activities.

Ziegler, who will report to Donald Van Gorp, regional manager, north central region, will be in charge of branch sales and promotion activities and the maintenance of the branch's operation.

Capitol Boosts Int'l Unit

HOLLYWOOD—Capitol has strengthened its international division through six personnel appointments, signifying the growing importance of foreign product.

In making the announcements, Lloyd Dunn, recently named president of the international division, told Billboard the movement was necessitated by the shifting of Gordon Fraser as international director to president of Capitol's new U. S. subsidiary, Tower Records.

The new alignment has William Mikels upped from international marketing director to director of the division. He was

also elected a vice-president of CRIC. Mikels will handle all import, export and foreign licensing operations.

Named international merchandising manager was Jack Brandvein, former manager of the Charles Schlaifer ad agency, who will supervise advertising and merchandising of Angel, Capitol of the World and Promenade records.

Appointed Brandvein's assistant was Brad Engel, former assistant national merchandising manager for Angel, Capitol Classics and Capitol of the World. Signifying the growing im-

portance of the import business, Dunn said he expected to double sales this fiscal year. Named as import sales manager was Jerome Prager, replacing Robert Reid, named imports ad manager. Reid is located in CRI's New York offices. Prager was former national merchandising manager for Angel.

Rounding out the new lineup is Arthur Duncan, named administrative director. With Capitol since 1945, Duncan was ad manager for CRDC and formerly organized CRDC's market research and educational departments.

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SG Files \$3.2 Million Suit

LOS ANGELES—The question of rightful ownership of such hot properties as the Imperial LP, "Johnny Rivers at the Whiskey a Go Go," and the Liberty single, "Little Old Lady From Pasadena," are among the items being contested in a \$3,270,000 suit filed in U. S. District Court by Screen Gems and its two publishing outlets, Screen Gems-Columbia Music.

Named as defendants are Lou Adler, Jan Berry, Dean Torrence, Jill Gibson, Don Altfeld, Roger Christian, Bobby Roberts, Pierre Cossette, Gene Weed, Liberty Records, Liberty Records Sales Corporation, Trousdale Music and Dunhill Productions. Adler, Roberts and Cossette are partners in the last two firms.

Screen Gems' complaint charges breach of contract, inducing breach of contract, infringement of common law copyright, violation of fiduciary duties, conversion, unfair competition and conspiracy. The complaint asks for an accounting of funds and a restraining order.

Deposition-taking has already begun, with SG calling Adler, Berry, Torrence, Gibson, Altfeld, Christian and Al Bennett, Liberty's president. Zagon & Schiff, counsel for Adler, Berry, Gibson, Altfeld, Roberts and Cossette, has begun taking depositions from SG personnel. Don Kirshner, SG vice-president in charge of music divisions, was called Friday (10). Marvin Cane, Chuck Kaye, Stan Schneider, Bert Schneider, Joni Tapps and Leonard Adelman were queried this week.

Howard Smith, counsel for Screen Gems, claims SG had written contracts with Adler, former West Coast vice-president and Berry, artist-producer, for their exclusive services. SG says it was to own all their product, with Adler's actions all in SG's name.

SG states it obtained the exclusive service agreement between Berry and Torrence (known as Jan and Dean) and Nevins-Kirshner in December 1963 and on April 1, 1963, entered into a written agreement

with Liberty and its sales organization for the rights to manufacture and sell Jan and Dean Records.

SG charges that Adler, "in violation of his obligations to the company, acquired musical rights for himself which he should have brought for SG; entered into agreements with artists for performance for himself and others instead of for SG; arranged and produced the Johnny Rivers session for himself and Dunhill when he was not contractually free to do so; negotiated with Cossette and Roberts for the establishment of a publishing firm to compete with SG and acquired material which it was his duty to acquire for SG, and negotiated with Cossette and Roberts to form a record company."

SG is asking that Adler and Dunhill hold the interests they have in the Rivers LP and the proceeds as "constructive trustees for use and benefit of SG," and that "SG be granted ownership of any interests Adler has in 14 known songs."

Concerning the "Little Old Lady From Pasadena," SG contends the music and lyrics are written by Berry, while the persons listed are Don Altfeld and Roger Christian, with Trousdale as publisher. SG alleges "Altfeld and Christian conspired with each other and Berry, Adler, Roberts and Cossette to conceal the true ownership of the tune."

SG states, when the recording, "New Girl in School-Dead Man's Curve" was released on Liberty last April, it felt six tunes were written by Berry, but that a different music company claimed to own the copyright. SG contends that Berry, in "an attempt to conceal the fact that he composed all or part of each of the tunes to evade contractual obligations, had the copyrights list as author and composers: Christian-Altfeld-Torrence on 'Bucket T'; Christian - Altfeld on 'Rockin' Little Roadster'; Weed-Gibson-Christian on 'My Mighty G.T.O.'; Altfeld on 'Barons, West L.A.'; Gibson-Altfeld on 'It's as Easy as 1, 2, 3' and

Christian-Altfeld on 'Hey Little Freshman.'"

As a result of an alleged dispute between SG and Liberty over the release of the "New Girl" LP, and SG's decision not to take any action, SG claims an oral agreement was reached that it would have approval rights on the next single by Jan and Dean. SG says the "Pasadena Lady" was this next product which allegedly came out sans its permission.

Sets Date

U. S. District Judge Thurmond Clarke ordered Liberty not to release any records by Jan and Dean without SG's written approval until July 15. Judge Clarke also set July 25 as the final date for defendants to answer the complaint.

SG further charges that about April 26, 1964, Berry removed tapes it owned from United Recording Studios without permission. The complaint alleges Berry said he returned the tapes, but SG claims there are still tapes missing, including performances of "Brother Surfer," "Mr. Chan," "Come On Baby," "Money" and "Eleventh Minute."

In an affidavit filed with the suit, Chuck Kaye, general manager of SG's publishing interests, said when he spoke to Berry about the "Brother Surfer" tape, "Berry was extremely vague in his statements concerning the existence and whereabouts of the tape. First he stated he burned the tape and later said he did not burn it, but that he had spliced the tape into an album and that 'somehow' the original tape was 'misplaced,'" Kaye said.

Kaye also noted that "Approximately four to six months ago Gene Weed came to my office with a lyric he had written titled 'Mighty G.T.O.' He requested that I ascertain if Berry would write a melody for that lyric and if Berry and Torrence would perform the song. I gave the lyrics to Lou Adler, who was at the time employed by Screen Gems. The next thing I knew the song was released as a single performed by Jan and Dean entitled 'My Mighty G.T.O.' purportedly written by Gene Weed, Don Altfeld, Jill Gibson and Roger Christian, produced and arranged by Berry, published by Trousdale

(Continued on page 8)

CMRCA Membership Total Now 25,000

NASHVILLE — In just six months, the Country Music Record Club of America has 25,000 members and is acquiring new members at the rate of 500 per month. The CMRCA is "reaching people who never patronize record stores or places where albums are sold on racks." So said Don Pierce, president of Starday Records, and the one who brought the club idea into fruition.

Many scoffed at the idea of a country music record club when news about it first appeared (Billboard, Nov. 2, 1963). But Pierce's 17 years of dealing exclusively with country music fans stood him in good stead. He knew that mail-order was the way to obtain club members and he looked for an advertising agency.

Pierce finally gave the job to John Kime Advertising, Seattle. First meetings were devoted to market analysis and ruling out club contracts that would carry penalties or require minimum purchases by members.

Instead of printed pieces, it was decided to produce a special recording to sell the club concept. Minnie Pearl and Roy

Acuff agreed to provide some folksy talk between excerpts of music taken from the club's first album.

In the first month, the club ran as much as three days behind in filling outgoing orders. Space, too, was a problem. So an extra 8,000 square feet of space was obtained for the growing clerical and shipping staff.

The club offers a free album to a member who obtains a new member. This is not a new concept. However, Pierce added an additional twist of his own. The member who recruits the most new members wins a paid trip for two to Nashville during the Country Music Festival the first week in November. The winning couple will attend all receptions and festivities during the week and will also attend recording sessions conducted by Pierce.

Pierce said that the success of the club does not mean any de-emphasis of Starday and its sales through regular channels. He believes that "the club is creating new interest and fresh excitement for country music, so we're opening up a whole new market. This can do nothing but help the entire industry."

'Publishers Underrated'

HOLLYWOOD — "Publishers today are more important than they've ever been," says Don Blocker, head of Liberty's a&r department. As a man who has to keep aware of musical trends, Blocker chides the industry for not giving the publisher's the credit they deserve.

Every artist, regardless of his name power needs the added merchandising factor of a strong song title, Blocker says. The executive says some people don't give the publisher's "the time of day. A&r men sometimes regard publishers like DJ's sometimes regard promotion men," Blocker offered by way of comparison.

As proof of Liberty's belief that repertoire is all important, Blocker noted that the tune, "Girl From Ipanema" was cut by five of the label's top artists for future LP releases. "We included the song to give the album's added strength," Blocker noted.

Blocker believes the public's first concern is buying the song. He thinks there are so many artists competing these days that the public tends to become confused. But when they hear a catchy tune, they ask who's singing and that way learn about the new performers.

Crescendo Bows Skate LP

HOLLYWOOD—In line with his plans to be on top of the contemporary record scene, Gene Norman, Crescendo president, has released his first skateboard LP, "Sidewalk Surfing." Norman reports a tie-in with the Roller Derby Skate Board Company, sponsor of the syndicated roller derby TV series, which will display his LP on its programs.

Norman also reports that United Artist film's field promotion men are exploiting his "James Bond" theme single by Billy Strange in their campaign for the movie.

To offer wider pop sounds, Norman has secured the following masters: "Who Shot the La La?" by Oliver Morgan, through his recently opened New Orleans office, and two local disks, "MTA/Michael" by Eileen Grayam, from Prince Records, and "99 Miles," by Joe Williamson, from Brookhurst Records.

In building his own artist roster, Norman has signed vocalists Berna-Dean and Leonard Lee. The executive added he would soon begin working with

Rene Touzet, his new Latin director, in securing and planning Spanish language releases.

FRENCH HONOR TO LEONTYNE

NEW YORK—Leontyne Price, RCA Victor operatic star, last week received two awards given by the French Academie Nationale du Disque Lyrique. Miss Price, selected as the winner of the Prix Fanny Helder of the Academie for her performance in RCA Victor's "Tosca" and the RCA Victor recording of Gershwin's "Porgy and Bess," in which she sang one of the title roles, was also singled out to receive the Prix Andre Pernet Award.

In another unofficial honor last week, the soprano accepted the invitation to be the only American to join La Scala Opera of Milan during its September visit to Russia in the Russo-Italo Cultural Exchange Program. She will star in La Scala's presentation of Verdi's "Requiem" Sept. 23 and 25.

Miss Price will return to the U. S. in December

Retail Outlet, KGIL Take to the Outdoors

VAN NUYS, Calif.—The House of Sight & Sound and San Fernando Valley Station KGIL have teamed to present weekend coverage of outdoor activities in the Valley through a "patio patrol."

Expanding on the format of offering reports of auto and boat traffic conditions, plus surf conditions which are common public service programming on Los Angeles stations, Sight & Sound and KGIL created Patio Pete, who reports on outdoor parties and broadcasts directly from resident's homes.

The idea for the patio patrol belongs to Jerry Johnson, Sight & Sound's president, who felt the outdoor life, a vital part of Southern California living, needed coverage. There are probably more pools and patios in Southern California than in any other section of the nation, Johnson explained. "So we came up with the idea of reporting via radio where parties and barbecues were being held and this idea gave us the ideal vehicle to promote music and

records, which play such an integral part in any outdoor party."

In order to qualify for representation on the patio patrol feature, listeners write in suggestions about pool care, party games or patio maintenance, and KGIL selects the seven best letters.

Pete Crawford, a special member of the news staff, visits three of the seven homes and presents the winners with a patio package of records supplied by Sight & Sound, hot dog buns from the Langendorf Bakery and hot dogs from Grand Taste Meats. Crawford broadcasts live from these locations while offering 14 patio reports on Sunday which include weather facts to assist outdoor enthusiasts in their plans.

During the week KGIL airs up to 50 promotions for the patio patrol which will run until Labor Day. Sight & Sound has long been the leading Valley music retail outlet and continues its role as a most aggressive radio promoter through these outdoor reports.

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Soundtracks Should Be Sold Separately—Hefti

HOLLYWOOD — Soundtracks should be sold as separate entities and not lumped in with general releases, believes composer-conductor Neal Hefti, who has just begun film scoring.

Hefti's first film score is "Sex and the Single Girl," which will be released on Warner Bros., and he's currently working on a second project, "How to Murder Your Wife."

As a new, young entry into the film scoring business, bucking the old-line composers with their European, classical backgrounds, Hefti is aware of a soundtrack LP's value. "The soundtrack should be taken around singularly," he says, "to gain special emphasis. The soundtrack should be treated like such special projects as Broadway and TV shows."

Dealers should sell film music cognizant of the music's being heard all over the world, he says. "People will be aware of music from a good film," he notes, "when they leave the theater. And if the soundtrack is for sale, the chances of selling the album are more than good."

Hefti feels his responsibility as a film composer to the record industry is "to realize the market and create music which makes the record company's sales department's job as easy as possible." The composer feels his music must be salable to justify the label's concerted promotion efforts.

A free-lance composer since leaving Coral in 1954, Hefti regards film scoring as the record business and the stage combined.

After waxing the music for the film, Hefti rerecorded his score for the LP, in line with the Warner Bros.-Reprise policy of redoing film music to secure sound acceptable for the home audience.

Hefti says he's never worried about cracking movie assignment because "he's always had other things going for him." But he believes developing film opportunities for young composers are "a natural train of events" and that as more young composers write for the screen, they will bring contemporary



COMPOSER - CONDUCTOR
Neal Hefti, recording his music for the LP "Sex and the Single Girl," his first film assignment.

sound and ideas to the screen and hence to soundtracks.

On the now famous Hefti-Basie two-LP series for Roulette in 1958, Neal revealed he was hired to write the arrangements because Basie wanted to get out of the "riff raff rough." Basie wanted to become a stage band and get on the Ed Sullivan show, Hefti explained, and he wanted charts which would achieve this goal.

Reminder Is Issued By Motown

NEW YORK — Barney Ales, vice-president of Motown Record Corporation, last week announced that Mary Wells is still under contract to Motown. The label's legal department has sent telegrams to record companies who are believed to be negotiating with the artist, advising them of her contractual obligations.

Ales stated that Berry Gordy Jr., president of Motown, was "surprised and hurt" when he learned that Miss Wells was "apparently receptive" to offers. Ales noted that Miss Wells has had the top record in the country, "My Guy," and has had the benefit of intensive three-year

(Continued on page 8)

W. German Diskeries Tired Of 2d-Class Citizenship

By OMER ANDERSON

BONN — West Germany's record industry is opening a drive to end the discrimination to which it claims it is being subjected vis-a-vis books and other printed material.

The diskeries accuse the Bonn government and parliament of treating phonograph records as a stepchild. Disk products receive none of the favored treatment dispensed to books and other printed matter, according to phonograph record companies, but invariably are subjected to the worst features of legislation regulating printed matter.

Bundesverband der Phonographischen Wirtschaft E.V., the trade association of German record companies, has compiled a sharp indictment of Bonn government discrimination against records.

Joachim Videbant, general manager of the record companies' trade group, is calling attention to disk discrimination in customs and tax application, ir restraint of trade enforcement, and in anti-smut legislation.

Books and other printed matter ordinarily are treated as educational and cultural materials and given favored customs and tax treatment. Phonograph records, on the contrary, are treated as a normal consumer product.

This discrimination, according to Videbant, is most spectacularly evident in the enforcement of anti-smut laws, the "Gesetz ueber die Verbreitung jugendgefahrdender Schriften" or the so-called "Schund- und Schmutz-Gesetz."

Originally, this measure was passed exclusively to regulate the distribution of printed matter, and without reference to records.

Extended Measure

Eight years after the anti-smut law, Parliament arbitrarily extended the measure to the phonograph industry without any effort to differentiate between the printed word and recorded sound.

Viedebant says disks are subject to the worst discrimination vis-a-vis books in restraint of trade legislation, the so-called "Kartellgesetz" prohibiting price fixing agreements.

This measure permits publishers to fix prices without specific approval from the Bundeskartellamt or Federal Cartel Office. This privilege is granted to the publishers of printed matter in the widest sense, but is denied to the diskeries.

Normal Consumer Product

Phonograph records are treated under the Kartellgesetz as a normal consumer product and therefore barred from price fixing. Specific permission must be obtained in each instance, permission being frequently refused.

Record companies are aiming their anti-discrimination drive mainly at the cartel law, which is now in the process of being further tightened under legislation pending in parliament. An amendment to the existing law eliminates large areas of permissible price fixing.

Under the amendment, phonograph records continue to be

treated as consumer goods. Books and other printed matter, on the other hand, are exempt from the amendment.

Viedebant says the book publishers are achieving an ever more favored status and that they are now virtually immune to price-fixing controls. He attributes their privileged position to the "activity of the Boersenvereins des deutschen Buchhandels," the book publishers' trade association which is renowned in Germany for its effective parliamentary lobby.

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RCA Earnings Up in Quarter

NEW YORK — Earnings of the Radio Corporation of America increased 32 per cent the second quarter of 1964, compared to the same period last year. In addition, RCA's operating earnings for the first six months of 1964 established a record for the period, rising 28 per cent over 1963's first half.

The figures were released by David Sarnoff, board chairman, and Dr. Elmer Engstrom, president. They cited principal highlights of the firm's operation in the first six months. Among these were a 25 per cent rise in factory sales of RCA Victor color TV sets and an increase of about 20 per cent in NBC's profits over the first six months all-time record of last year.

Operating earnings per common share for the first half were \$.69, after taxes, as compared to \$.53 for the same period last year. The second quarter this year gave per share operating earnings of \$.29, compared with \$.21 during the second quarter of 1963.

Music City to Shutter Its Downtown L. A. Branch

HOLLYWOOD — Music City, which is reaping above projected business at its new Topanga Canyon store, will close its downtown Los Angeles location Sept. 15, president Clyde Wallichs reveals.

The downtown location has never been a money-maker, and Wallichs will transfer its inventory, fixtures and personnel to a new location in the Eastland Shopping Center in West Covina, currently under construction. The West Covina outlet, set to open Nov. 1, will be designed similarly to the South Bay store opened last summer. It will be the fifth of the chain's locations once the LA store is closed.

Wallichs revealed he is studying three locations in Orange County to select the proper place for his next location and has two other areas under scrutiny. His plans are to have an eight-store chain.

Business at the Topanga Shopping Center in Canoga Park was 10 per cent above the projected estimate, Wallichs stated. He said sales here were two-and-a-half times better than the soon to be shuttered downtown Los Angeles store.

Wallichs said he was elated over Topanga sales in light of only 25 of the center's 75 stores being open and the Western end of the San Fernando Valley called one of the hottest regions in Los Angeles. Part of the store's pulling power is the center's complete air conditioning and one roof construction, allowing customers to get from one store to another without leaving the center.

Wallichs called Topanga record sales excellent; large goods off a little and sheet music and piano-organs moving well.



TENNESSEE ERNIE FORD (left) donates his gold record for Capitol's "16 Tons" to Sol Lesser (right), president of the Hollywood Museum. "16 Tons" will be one of the records that visitors to the museum can hear.

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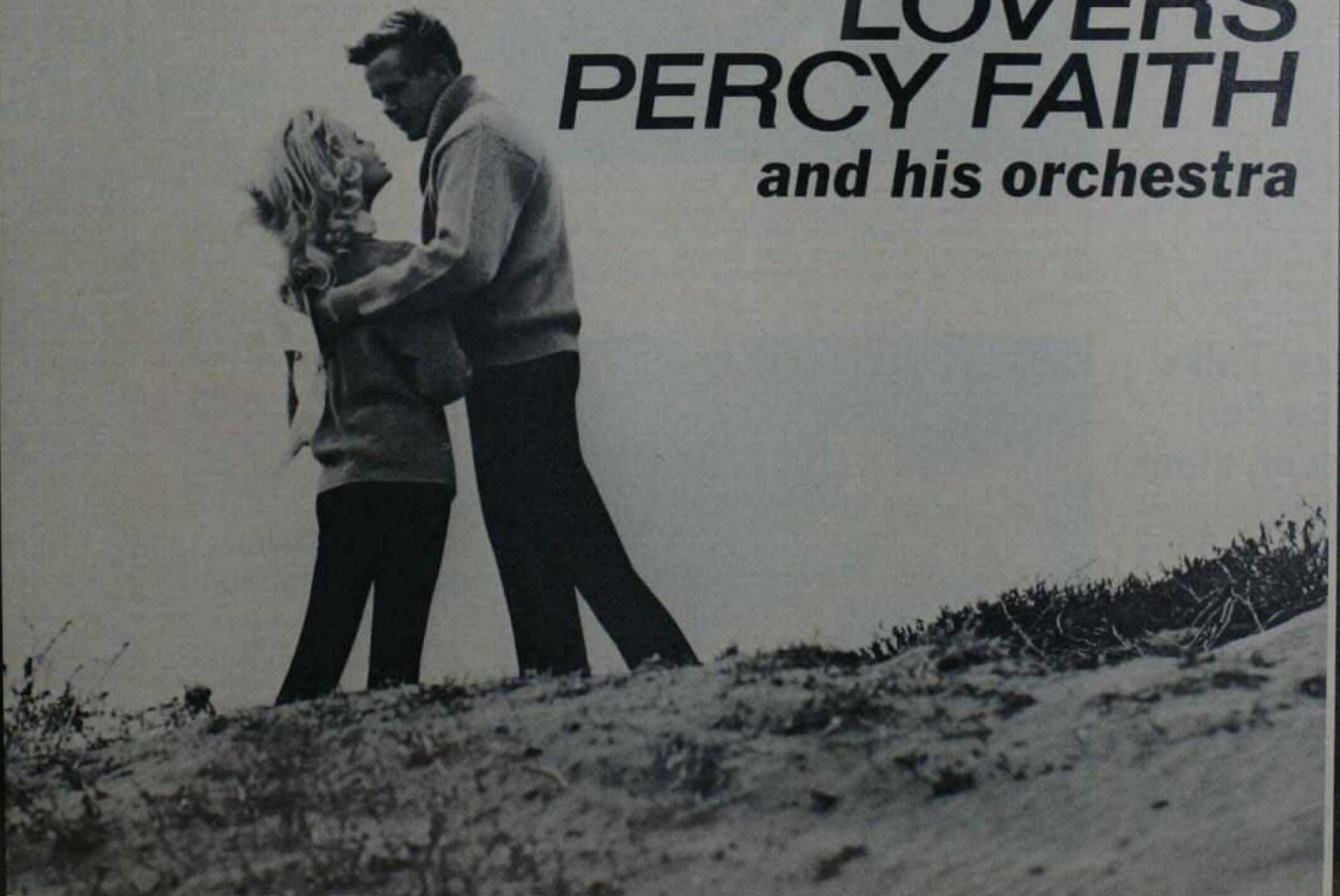
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50 Enroll at Castle College of Musical-Selling Knowledge

BAYREUTH—Parallel to the opening of the 1964 Wagnerian festival, West Germany's phonograph record industry has opened a school at Bayreuth to train disk sales personnel.

The school is housed in an enchanted setting vying with that of the Wagner festival theater—Schloss Fantaissie, a medieval castle. The German disk industry intends that Bayreuth shall symbolize the selling as well as the making of music.

Fifty sales personnel from disk shops and disk distributors scattered across Germany are enrolled at the opening course at the castle college of musical-selling knowledge.

The castle sales training center—christened the "Phono-Fachschule Bayreuth"—was formally opened at ceremonies attended by German disk industry leaders. The main address was delivered by Joachim Videbantt,

general manager of the Bundesverband der Phonographischen Wirtschaft E.V., the trade organization of German diskeries.

Videbantt's participation reflected the contention of the record companies that music must not only be made but must also be sold, and that selling music generally is a neglected career field.

The secret of German "Gründlichkeit"—the German reputation for "thoroughness" and craftsmanship—is rooted in pride and proficiency of occupation, and which is customarily attested to by the awarding of the title of "Meister" (master).

German disk sales personnel heretofore have been a glaring exception to this passion for Gründlichkeit. Selling records in the land of Bach, Brahms and Beethoven has been a conspicuously low-prestige (and low-paid) calling, however devoutly the German worship at the temple of culture.

Nor has the proliferation of Phonobars for the disk shop playing of pop done much to elevate disk selling as a career field.

Courses at Schloss Fantaissie will run continuously, each course lasting several weeks, and enrolling 50 pupils. The school

is open to the general German disk trade, and any firm is free to send its personnel.

The project's prime mover is one of Germany's leading disk distributors, Hugo Sonnenberg, with whom the school originated and who has carried out its founding with co-operation from the record industry.

Each firm pays the wages of the trainee while in the course, and the trainee pays \$1.70 daily for food and lodging. The faculty consists of a panel of experts in disk sales and distribution, supplemented by guest lecturers.

Sonnenberg has sold the German record industry the conviction that disk selling must be upgraded in status to attract better personnel. In this connection, job prestige is as important normally to the German employee as the amount of pay.

The German phonograph industry provided Sonnenberg an outright grant of \$25,000 and individual trade firms contributed a total of \$6,750. Sonnenberg is receiving the remainder of the financing from the sale of a single titled "08/15 Cocktail," sung by the Travelers. Royalties have been waived on the disk, which is being pressed and sold by the trade to finance the school.

Vee Jay to Distribute Melic Label

HOLLYWOOD—Vee Jay has signed Lee Young as a&r man and will distribute his Melic label, thus gaining Damito Jo, Ernie Shelby and the Mad Lads.

Young, formerly associated with Nat Cole, has owned Melic a short time. His first a&r assignment will be to handle Sam Fletcher's debut LP, "Sam Fletcher Sings."

Fletcher also features significantly in a forthcoming special LP of "Porgy and Bess" in which he will be teamed with Betty Everett and Jerry Butler. This session is scheduled about July 21, when the label's distributors convene in Los Angeles for their annual sales meeting.

President Randel Wood states he plans to team other Vee Jay artists in special projects to extend their sales interests. Wood is currently enthused over the ska, the Latin-flavored rhythm, and has released "Latin Ska" by the Rhythm Kings on the Tollie subsidiary and will follow with an LP on Vee Jay titled "The Ska," by Mango Jones.

Decca Talks Set on Fall Product, Plans

NEW YORK — Decca Records' fall product and plans will be introduced Monday (13), according to Sydney Goldberg, vice-president and general sales manager. The sessions will be conducted by Goldberg and Claude Brennan, national sales manager, and by Lou Sebok, assistant general sales manager.

Kick-off meeting, encompassing the western division, is set for the Beverly Hilton Hotel, Los Angeles, Monday (13). This will be followed by a meeting July 15 at the Edgewater Beach Hotel, Chicago, for the southwestern, midwestern and north central divisions. The meetings will then culminate at the Cherry Hill Inn, N. J. on July 17, which will be attended by the Southern and Eastern divisions.



RCA VICTOR welcomed its European licensees in New York recently. At the initial get-together, Hans Lieber, director of Germany's Teldec (right), demonstrates martini-taster to Arthur Waizenegger, that company's sales director, and Sixten Eriksson, manager of Sweden's Grammofon AB Electra Company (center).



CAROL BURNETT, ABC-Paramount Recording artists, autographs "Fade Out—Fade In" albums at E. J. Korvette's New York outlet during a recent promotion of the album by the discount house. Korvette's devoted a full window display to the Burnett album.



PAUL VISSER (left), public relations director of Artone Records, discusses international music industry expansion with Billboard editor-in-chief, Lee Zhitto; Hemmy Wapperom, CBS Records sales manager; and Billboard European director, Andre de Vekey, in Harlem, Holland. Zhitto and de Vekey visited eight countries before returning to their respective offices in New York and London.

SPEAKS OUT IN PAPER

Country Music Cultural Way of Life, Says Joy

MANCHESTER, N. H.—The "truth must be faced—country music is culture," so says the lead feature story in a recently issue of the New Hampshire Sunday News.

The first portion of the article on Lone Star Ranch, New Hampshire's mecca of country music, in Reed's Ferry, dominated nearly the entire front page of the newspaper's feature section.

The story was accompanied by photos of area performers at Lone Star Ranch, including Clyde and Willie Mae Joy, Manchester, "Mr. and Mrs. Country Music of New England"; Buzz Wittica, owner and operator of the country music park, Roy Acuff, and shots of the average crowd of 2,000 that flocks to Lone Star Ranch every Sunday throughout the summer. An estimated 60 per cent of the visitors drive across the State line from Massachusetts.

The article quoted Clyde Joy, leader of the only New Hampshire country music band on regular daily and weekly TV shows:

"To me, the people who like this music are the best in the world. Country and hillbilly music is music from the heart, ballad of this great country of ours, that will be played long after these 'la-de-das' are gone and forgotten." Joe has sung professionally since 1938.

Other New Hampshire-based country music makers include Hank Decato of Laconia, who calls himself "The Gene Autry of New England," and his H Bar D Ranch Gang. Decato has

led various groups during the past 15 years.

Buzz Wittica reports that crowds have been increasing at his establishment during the past few seasons. This year he is featuring such top artists as Roy Acuff, Faron Young, Hank Williams Jr., Ernest Tubb, Buck Owens, Jimmy Dickens and Webb Pierce, as well as New Hampshire and New England musical groups that are used to round out the ranch programs. For six years, until 1960, Wittica's group was featured in the weekly Channel 9 TV spot in Manchester now held by Clyde and Willie Mae Joy and the Country Folks.

TALKS OPENED ON PROMOTING WILLIAMS FILM

NASHVILLE — The executive committee of the Country Music Association and executives of MGM pictures met here Tuesday (7) to explore plans for promoting "Your Cheating Heart," the film based on the life story of the late Hank Williams. Sponsorship of a series of opening dates in various cities is envisioned.

Exploratory talks are considering the world premiere for Nov. 2 in Montgomery, Ala., Williams' home town. This could be followed by a Nov. 4 showing—a second premiere—here.

The second showing precedes by one day the opening of the annual WSM country music festival. It is proposed that CMA take over the Nov. 4 premiere, and stage a parade of stars in conjunction with the showing of the film. CMA is also considering the possibility of sponsoring other dates—including a Canadian premiere.

The Hank Williams film runs 95 minutes. George Hamilton plays Williams, and Susan Oliver plays the role of his wife, Audrey. Arthur Kennedy is cast as Fred Rose, noted songwriter and manager of Williams, and co-founder of the firm of Acuff-Rose. Hank's son, Hank Williams Jr., will sing the Hank Williams songs in the film. MGM Records will release the soundtrack.

Col'bia Debuts Mathis Package

NEW YORK—Columbia Records is releasing a de luxe two-LP set by Johnny Mathis titled "The Great Years." Simultaneously, the release will be available on four-track stereo tape.

The package contains 24 of Mathis' most famous hits, spanning 1956-1963, recorded while he was under contract to Columbia. He is presently with Mercury.

Some of the big hits include "Chances Are," "A Certain Smile," "It's Not for Me to Say," "Maria," "Tonight," "Wonderful! Wonderful!" and "The Twelfth of Never."

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UA to Triple in Brass-Flicks, Disks & Tracks

• Continued from page 1

the picture itself. Among UA's major picture-soundtrack projects coming up are "Zulu," "The Seventh Dawn," "The Gold Finger" and "The Greatest Story Ever Told."

In the past few years, as a matter of fact, UA has stepped out as a leader in film music activities and has developed close personal relationships with such writers as Henry Mancini, Elmer Bernstein, Ron Goodwin, Frank Cordell, Lionel Bart, John Barry, Alfred Newman (who wrote the score for "The Greatest Story Ever Told") and many others.

Also, the disk company is tying in such of its artists as Riz Ortolani and Ferrante and Teicher with movie work. Ortolani, who clicked for UA last year with the score for "Mondo Cane," has written the music for "The Seventh Dawn," and negotiations are now under way for Ferrante and Teicher to write the score for an upcoming ma-

major production. The company's stress on film music and its soundtrack album counterpart is pegged on the growing importance of records in the U. S. as well as on the international scene.

An example of UA's click in the soundtrack field is its coping of a flack of major awards this past season. It won Academy Award recognition for "Tom Jones" and "Irma La Douce"; a Grammy Award for "Tom Jones," and an Emmy for "The Making of a President—1960." The disk company had soundtrack albums of all, of course.

On the home front and in other areas, UA is planning to get more deeply involved in the Broadway musical scene. Its only previous original Broadway cast album, "A Family Affair," was a flop. Now, however, UA plans to turn several of its picture properties into musicals, with their music company getting publishing rights and their disk company getting original cast album rights. Also, the parent company has been investing in musicals in England (like "Pieces of Eight"), to be in on the ground floor if the shows come to Broadway.

On the artists level, the new management team has wrapped up new deals with veteran UA rosterites as Ferrante and Teicher and Al Caiola, and has signed such new artists as Frankie Avalon, Mark Thatcher, La Playa Sextet, Barry Gordon and Betty Carter; and has built such new artists as Bobby Goldsboro, Danny Williams and Garnet Mimms. It has also made production deals with Don Costa's DCP label, which it hopes will fill the void that will be left by Musicor come October, and has made independent deals with such producers as Jerry Ragavay, Leiber and Stoller, and Kenny Greengrass.

The disk company's new management team, which started functioning about six months ago, consists of David V. Picker, president; Mike Stewart, executive vice-president; Si Mael, vice-president-general manager; Lloyd Leipzig, director of creative services; Joe Berger, national sales manager for albums; Andy Miele, national sales manager for singles, and Jack Gold, a&r director.

SG Files Suit

• Continued from page 3

Music with Adler as recording manager."

SG alleges that "Berry, Torrence and Alder have taken or removed from United and from the SG offices other tapes which are the sole property of SG." The company places the value of these tapes at \$10,000.

The plaintiff states that one of the missing tapes, "Brother Surfer," turned up in an LP called "Skateboarding," released by Surf Records. SG contends Surf Records is a fictitious name for Altfield and several other defendants. SG feels the release of the disk is an infringement of its copyright property and asks for an accounting of all proceeds and an injunction against further infringement.

SG also alleges that the tape of "Mr. Chan," which is listed among those taken, was purportedly leased to Liberty through Dunhill and Trousdale and released as "Bucket Seats" on Imperial on June 11, 1964.

Six-Month Table Shows Beatles Ahead of Bachelors

LONDON—In a six-month points table based on the New Musical Express charts, the Beatles are followed by the Bachelors. On the basis of 30 points for a No. 1 position down to 1 point for No. 30 each week, the Beatles scored 710 and the Bachelors 647.

Cliff Richard—a clear leader at this stage last year—isn't in the Top 10 and the U. S. has only one representative, Jim Reeves, in the 10.

The Dave Clark Five placed third with 529 points, and other positions are Cilla Black 4 (467); Hollies, 5 (458); Rolling Stones, 6 (448); Searchers, 7 (441); Gerry and the Pacemakers, 8 (412); Swinging Blue Jeans, 9 (391), and Jim Reeves, 10 (352).

Following are Cliff Richard, 11; Gene Pitney, 12; Brian Poole and the Tremeloes, 13; Merseybeats, 14; Millie Small, 15; Shadows, 16; Roy Orbison, 17;

Peter and Gordon, 18; Four Pennies, 19, with Manfred Mann and Billy J. Kramer placed 20.

The New Musical Express also publishes a similar survey for the U. S. based on Billboard's weekly chart, but only counting the Top 20. Here the Beatles had a remarkable lead, scoring 1,084 points (all the more outstanding because a No. 1 position rates only 20 points) with Louis Armstrong and the Dave Clark Five as their nearest rivals.

No Doldrum For Capitol Disk Sales

HOLLYWOOD—No warm weather blues for Capitol, which experienced "excellent" sales during June, Stan Gortikov, Distributing Corporation president, states.

Reason for the healthy sales are the sundry chart singles and LP's by such artists as Nancy Wilson, the Beach Boys, Al Martino, Nat Cole, the Beatles and the "Funny Girl" original cast.

Gortikov stated optimistically that the Beatles just released single, "A Hard Day's Night" plus the LP "Something New," set for a late July release, will help July sales. He said CRDC hadn't started taking advance orders for the LP.

The label's sales organization was host last week for a meeting of the newly named division and district managers. It is normal procedure for Capitol to gather its field men twice a year for meetings. The label does not plan a national sales meeting this year.

Film Causes Beatleantics

LONDON—The Beatles' first film, "A Hard Day's Night" was premiered here at the Pavilion Theater July 6 and a screaming crowd mobbed the area. Two hundred policemen helped control the crowds which began to gather at 9 a.m. The premiere began at 9 p.m.

Princess Margaret and the Earl of Snowden attended the United Artists film, priced at \$42 per ticket. Proceeds went to the Variety Clubs of Great Britain.

The soundtrack album, in nearing the 1,500,000 mark in sales in just nine days, is reported to be the fastest selling album in the history of the record business here.

Western Germany's 4 Majors

• Continued from page 1

has now cleared itself of these obligations.

Government Involved

The German disk trade's fair trade turnabout is clouded by uncertainty on two sectors: antitrust and competitive, since the Bonn governments antitrust authority, the Bundeskartellamt (Federal Cartel Office), has yet to announce its attitude toward a fair-trade line-up of the major German diskeries.

A spokesman for the Bundesverband der Phonographischen Wirtschaft E.V., the federal organization of German phonograph record companies, has just protested the cartel office's discrimination against diskeries as contrasted with printed matter. (See story on other page.) This complaint involves primarily the cartel office's strict enforcement of pricing competition for the diskeries, contrasting with its liberal attitude toward price-fixing by the book publishers.

The four fair-trade diskeries are subject to strong competitive pressure from other German record companies, some of which energetically challenge the designation of the four firms as the German trade leaders. Competition is stiff and is waxing hotter. On the other hand, Electrola is a long-time and highly successful practitioner of price maintenance, and what

has been good for Electrola presumably is good for the rest of the industry.

Bills Alarm

German diskeries, finally, are inclined to react to the alarm broadcast by the British record industry over proposed legislation which would denounce current price maintenance laws in the U. K.

The law in question is that part of the Restrictive Practices Act of 1956 dealing with resale price maintenance. The British record industry fears that price-cutting might become the order of the day.

Some of this apprehension has flowed over to the German record industry—though not as severely.

Motown Reminds

• Continued from page 4

promotional and sales campaign by the organization, all of which is reflected in her present status as an artist.

Ales, stating that he is aware that many offers are proffered an artist who has had a top record, added that he would like to alert the industry to a group of young ladies called the Supremes, "who will have the next No. 1 record in the U. S., "Where Did Our Love Go?", on Motown."

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Brings Back Ragtime Gordon Leader of the Band

NEW YORK—Although Max Gordon, owner of the Village Vanguard, has switched from a modern jazz policy to ragtime during the summer, he not putting today's jazz sounds into mothballs.

Gordon, who has booked ragtime singer-pianist Max Morath and his Original Rag Quartet for an extended engagement, does however recognize there is a current slump in jazz, particularly in New York. Part of the reason, he feels, is that jazz is no longer "in"—as compared to three or four years ago when a large number of visitors to jazz clubs were there because it was a place to be.

Another factor, according to Gordon, is the mood of today's college students—a mood for entertainment which doesn't demand too much, intellectually, but gives more of a feeling of participation. (This has been spotlighted in recent months by the success of the clubs catering to the college crowd with pop music and vintage singing entertainment.)

Also, says Gordon, folk music has provided the ideal release for this need, and accounts for the success of the folksters on records, in clubs and concerts. Jazz, on the other hand, he believes, stifles participation and has resulted in diminishing attendance.

Next Step

Gordon is hoping that ragtime, which, he says, "is a bridge between the relative simplicity of folk music and the highly demanding sophistication of the jazz of the 1960's," will prove the next step for those who've been avid followers of the folk genre for the past four or five years. Folk music itself, Gordon feels, is no longer as "in" as it was as recently as last summer.

Gordon isn't sure that ragtime is going to be the next musical rage, but he believes it has a chance. Even though the business at the Village Vanguard has been building during Max Morath's first four weeks there, Gordon admits that it's still too early to draw any definite conclusions. Candidly, he says that the crowd buildup has been too slow to give any evidence of a sudden passion for ragtime, but if the enthusiasm of the audience at the Vanguard is any indication

of success, "ragtime is on its way back."

Morath, who has done two series for educational TV on the ragtime era, is also building an audience for ragtime music via his albums on the Epic label. An LP titled "The Ragtime Era" is scheduled for release later this month.

Gordon and Morath are obviously bullish about the ragtime beat. The members of Morath's new Original Rag

Quartet aren't any less enthusiastic.

Jim Tyler, a lutist with the Pop Music Antigua and tenor banjo man for Morath, and Felix Pappalardi, the conductor of the New York Baroque Brass Ensemble when he's not playing guitar for Morath, have played almost every type of music in the books. When it comes to ragtime, they say, "We've never played anything we've enjoyed more."

Page Cavanaugh Seven An Exciting, Unique Group

STUDIO CITY, Calif.—The most exciting, effervescent music in Los Angeles is being created by the Page Cavanaugh Seven, currently on display at the Doll House.

Pianist-vocalist Cavanaugh, whose group recorded two excellent LP's for RCA six months ago, is performing with four personnel changes in the band, but they still sound like 14 roaring, swinging jazz men.

Cavanaugh's deal with RCA never went past the first two LP's, so he's shopping around for a record association. It would behoove local a&r men to catch this group, for it's a truly unique big band, playing happy, enthused modern jazz without going off the deep end. The instrumentation features Bob Jung on alto and baritone sax and flute, John Pisano on electric guitar, Dick Hyde and Willie Barton on trombone, Dee Barton on drums and trombone and Eddie Robertson on bass.

Like the big jazz bands which have survived because their members are both expert soloists and team players, the Cava-

naugh Seven works on the same principal. Each artist is given room to solo, while the others sympathetically play fills behind him. And when drummer Barton takes up his horn and keeps the top hat going, the effect is both visual and aural.

On the evening in review, vocalist Clark Dennis was performing with the band, Dennis, a Capitol pactee for seven years and a veteran night club entertainer who has generally been out of the business for at least six years, showed great promise for his return to the boards.

His tenor voice is strong and clear and he has retained his two-octave range. Dennis, whose disk of "Peg o' My Heart" was a national best seller, was strongest with emotional ballads, such as a gypsy lament, "Fall Into Somebody's Arms," a featured spotlight of his bistro act and "Love Is Funny," with Cavanaugh's piano guiding the horns.

Page and Dennis are discussing a Las Vegas booking together, which could prove a welcome addition to the Vegas scene. **ELIOT TIEGEL**

SOUTH AMERICA INCLUDED

Pitney Slates Overseas Treks for September

NEW YORK—Gene Pitney, hot Musicor Records artist, is planning another trip overseas, starting in September. The trek will include concerts and recording activity. Initial itinerary calls for two weeks in Italy, four in England, and considerable time in France and other countries. Later in the fall, Pitney will travel to South American countries, including Peru, Venezuela and Argentina.

The artist is currently distributed by United Artists.

Pitney, who has had considerable experience in making disks for overseas markets, says that a record must be tailor-made for each country. To accomplish this, Pitney says a producer must have knowledgeable overseas affiliates or contacts on the publisher and recording levels; and the American producer must rely on these contacts as to choice of material.

Pitney, who joins the Talmadge Musicor operation in October, will be both artist and producer. His production duties

will entail work both overseas and in the U. S. "The Common Market countries are thriving," Pitney says, "and their people have more money to spend. . . . This is good for the record industry."

While stressing the importance of the overseas market and their growing musical nationalism, Pitney cautions against downgrading the importance of the American artist in those markets. "American artists are respected for their showmanship and talents. . . . They face a broader challenge."

'Hoffman' Due In New Process

NEW YORK — Richard Felisher and Harry Bernsen Jr. will bring Prague's Laterna Magica's combined stage and color cinema production of "Tales of Hoffman" to Carnegie Hall for a six-week run beginning Aug. 3. The process is considered a new art form in the theater since

(Continued on page 46)

PEOPLE AND PLACES

By MIKE GROSS

Paul Brown has been retained by Colpix Records to promote all Columbia Picture music recorded on the Colpix label. . . . Lee Stephen Gabler, son of Milt Gabler, Decca vice-president in charge of artists & repertoire, was married to Karen Patricia Crotty in Hamburg, New York, June 27. . . . Singer Bernadette Castro will do a three-week stint at Ben Maksik's Town & Country Club in Brooklyn, beginning Oct. 2. . . . Colpix thrush Jane Morgan has been signed for her own NBC-TV network special as part of the new "On Parade" series. Program will be telecast Sept. 4. . . . MGM/Verve artists virtually monopolize this year's Down Beat Jazz Critics poll: Among the winners are Ella Fitzgerald, best female vocalist (Verve); Jimmy Smith, best organ-vocalist (Verve); J. J. Johnson, best trombone soloist (Verve); Johnny Hodges, best alto sax soloist (Verve); Milt Jackson, best vibes soloist (Verve); Bill Evans, best pianist (Verve); Harry James, big band deserving of wider recognition (MGM).

Leonard Hodes, head of Concertone Songs and Spectorious Music, has appointed Joe Miyasaki head of Far East operations. . . . Buddy Allen has signed 17-year-old singer Barbara Martin to a personal management pact. . . . Prince Buster, who bills himself as "The Ska King," signed a personal management deal with Lee Magid. . . . "Wait a Minim," the musical revue currently running in London's West End, will be brought to Broadway next season by Frank Loesser's Frank Productions. . . . Dick Clark has named Al Bruneau as advance publicity chief and assistant to road manager Ed McAdam for the "Caravan of Stars" tour. . . . Ned Herzstam will represent the Warner Bros. and Reprise labels in premium merchandising.

Erroll Garner will wind up an engagement at Chicago's London House July 19. . . . The Village Stompers have been penciled in for the month of September at the Village Gate in New York's Greenwich Village. . . . Xavier Cugat is filming 13 TV shows in Lisbon for a series titled "Xavier Cugat and the Latin Touch."



JOE MOONEY, veteran jazz organist, greets Eydie Gorme, Eartha Kitt and Meg Myles (left to right) at Paul Taubman's Penthouse Club in New York, where Columbia Records recently hosted a party to welcome Mooney to its artists' roster.

France Jazz Festival Set

PARIS — Now that the first French song competition, "Festival of the Gold Rose," is over (Billboard, July 11), interest is again focused on Antibes-Juan-Les-Pins, where France's jazz festival will be held July 24-29.

An outstanding array of U.S. jazz artists is scheduled. Ella Fitzgerald, Lionel Hampton, Roy Eldridge, Jack McDuff and Horace Silver and his new quintet. Gospel will be represented by the Meditation Singers. From England will come Sandy Brown and his Dixieland group.

France will be represented by Martial Solal, Maxim Saury and Jean-Luc Ponty, violinist, who is compared to Stephane Grappelly.

The festival is the best promotion for jazz in the country

Bikel, Collins Due in Denver

DENVER — Theodore Bikel and Judy Collins, Elektra Records folk artists, will appear here July 18 at the Red Rock Music Festival. They come from a performance July 18 in the Hollywood Bowl and leave to appear at the Newport (R. I.) Folk Festival July 25.

Bikel, whose repertoire covers songs in 16 different languages, has cut 16 albums for Elektra. Miss Collins' fourth album for the label to be released early this fall, will contain her March 1964 Town Hall appearance and will be titled "The Judy Collins Concert."

because the programs are taped by the French government TV and shown, in segments, throughout the year.

BILLBOARD, July 18, 1964

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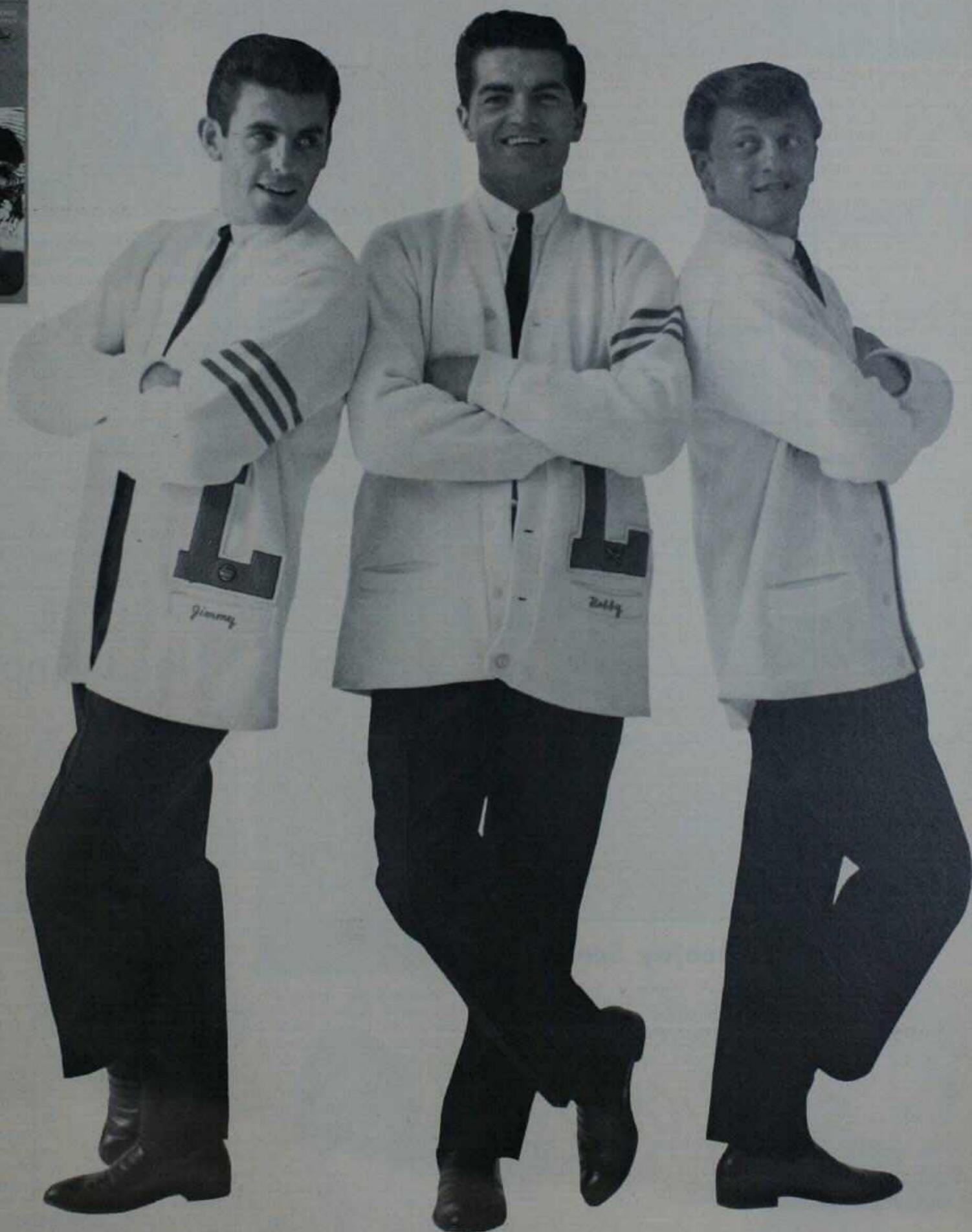


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Big Three Are Deep In Exclusivity

By GIL FAGGEN

NEW YORK—The battle of exclusives is being waged in New York City with an intensity rarely displayed in the past or elsewhere in the country.

Record promotion people, who usually suffer from tension dealing with New York's WMCA, WINS and WABC, are sweating even more these days (the warm weather not withstanding) with the "big three" reportedly demanding exclusives "or else!"

The current wave of exclusivity was launched by the "unofficial" release of the United Artist album featuring the Beatles singing the film score from "A Hard Days Night" to WMCA, who did not hesitate to make the most of the acquisition.

"A Hard Days Night" turned into a hard day's work for UA, who in the face of onslaughts from WINS, WABC and earshot out-of-town stations, rushed to release the album nationally.

Not to be outdone, WINS, the Group W (Westinghouse Broadcasting Co.) outlet, is airing a few exclusives of its own.

WINS reportedly has been obtaining its exclusives from a special overseas source. The station has been featuring a record thus far released only in England entitled "Slow Down" by the Beatles. Another exclusive WINS British import is "Sweet William" by Millie Small of "My Lollipop" fame. The station is also claiming an exclusive first on the new Gene Pitney release on Musicor, "It Hurts to Be in Love." The station is not playing the flip entitled "Hawaii."

More Exclusives

Recently, both WINS and WMCA kicked off the business week with more exclusives. WMCA played a Beatles record called "Because" and WINS struck back with "It's All Over Now" by the Rolling Stones and "Match Box" by the Beatles.

Both WINS and WMCA—and WABC when it chooses to go with an exclusive—prevent each other from taping the record off the air by frequent announcements made over the record exclaiming "this is exclusive!" WINS utilized several promos made for the station by the Beatles during their recent visit here as a device to forestall off-air taping. The bits were played over the "Slow Down" record.

The psychological impact of the exclusive is by no means exclusive with WINS, WMCA and sometimes WABC. Reports have reached Billboard that Dick

Biondi, who does a two-hour afternoon show on the Mutual Network carried by 74 stations, is obtaining "firsts" for his subscriber stations as a special service. Many of these stations, located in small markets, have difficulty getting regular releases.

Of course the problem is not relegated to the New York City market or to a phenomenon of the past few years. (This reporter well remembers promotion men synchronizing their watches outside of WERE and KYW, Cleveland, in 1958, when those two stations were locking horns for the market.)

Warnings Don't Help

Although it is the record promotion people who have to bear the brunt of the battle for exclusives, there seems to be little or no genuine effort being made by anyone in the industry to treat all stations equitably. Executives at record companies will hasten to show memos sent to all employees threatening dismissal if one is caught slipping a disk. Despite these warnings, the disks mysteriously "get out."

Programmers at radio stations who have had their appetites wetted are becoming more and more demanding. The word being circulated is "exclusives, or else!" Many industry observers puzzle at the fervent demands for exclusives from some stations.

There is little question that stations in a hotly competitive market who fail to get on important new records run serious risks of losing listeners to the competition.

However, few, if any, programmers can prove that being first by minutes or hours—or even a day—with a record does anything more than stimulate the deejay. Correlation with increased ratings is another matter.

It appears that record and radio industry relations cannot be bettered by the practice of radio station pressures for competitive advantages through exclusives releases coupled, in some cases, with threats of retaliation if demands are not met.

One promotion man put it like this: "It's like dealing with a blackmailer, the more you give him, the more he wants and there's no way out."

By the same token, many observers feel, those in the record industry, whether they represent a record company, publisher, writer or artist, who persist in providing exclusives to "favorite" stations and deejays are foolishly turning the vise that is putting the squeeze on the entire music-record industry.

Focus on the Deejay Scene . . .



Gov. William W. Scranton is not the only office seeker from Pennsylvania. KQV's new wacky waker-upper, Hal Murray, has dubbed himself Murray the Magnificent, and plans to conquer Pittsburgh. Murray has enlisted 1,500 card-carrying members into his militia. Murray debuted on KQV in February in the 6-10 a.m. slot, M-F, and 6 noon on Saturdays. A 25-year broadcast veteran, Murray joined the ABC-owned station from KDWB, Minneapolis. Previously, he created top-rated programs with KLIF, Dallas; KFVB, Hollywood; KTSA, San Antonio; WKOY, Milwaukee, and WKAT, Miami Beach. To round out the Murray mirthful personality is a background in legitimate theater, movie roles and a TV show.

Radio-TV PROGRAMMING

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

WKMI Treats Albums With Lots of Tender Loving Care



WHITE-GLOVED WKMI-FM STAFFERS offer no static to their listeners. Left to right: Floyd Holes, chief engineer; Paul Christy, music director, and Larry Houghtaling, program director.

KALAMAZOO, Mich. — Radio Station WKMI-FM has put on the gloves with listeners within reach of its 23,500-watt signal. Rather than a one-two punch, WKMI-FM is treating its new listeners to what it calls a "white gloves" treatment.

Albums, all stereo at WKMI-FM, are handled only with white gloves by both the engineers and production people in an effort to keep the sound as "clean" and pure as the day it was recorded.

All the white gloves are still on the wash-day white side at

WKMI-FM. The station has been broadcasting less than a month (July 19 will be one month). The station is Kalamazoo's first commercial FM outlet and is stereo broadcasting from 6 a.m. to midnight, with 24-hour operation contemplated for next year.

The music format is a diversified one, including selections from current stereo pop albums, original cast albums, as well as classical music.

WKMI-FM and AM is owned by Steers Broadcasting Corporation.

PROGRAMMING NEWSLETTER

Industries Need Knots, Not Nots

By BILL GAVIN
Contributing Editor

"I USED TO THINK," says one of radio's music directors, "that all I had to do was to pick good records, and if they had it in the grooves, they'd sell. Did I ever get burned! Now I never pick a record unless I know that the distributor is stocking it, and that it'll be in the stores when people ask for it."



A program director comments: "We laid on that record heavy for two weeks and then we found out that the stores couldn't get it. The distributor didn't have any stock."

A distributor makes this observation about a top station in his city: "It used to be, whenever one of my records made their playlist, I'd automatically order a thousand. Not any more. Just because a record is on their list doesn't mean that the DJ's will play it. Two or three of their DJ aren't permitted to play anything but the top 40 and about a half dozen others that are already starting to sell."

Another distributor, comparing the advantages of station "A," with a tight playlist, and station "B," with a more liberal policy, says, "I know it's a lot harder to get a pick on station 'A,' but when they do pick one of my records, I know it's going to get played, and I order it."

WHAT ABOUT THE "ADVANCE EXCLUSIVE?" Some stations are getting tapes on new British releases that are not available in the U. S. "Maybe it's wrong," says one DJ, "and maybe it hurts the record people to get the kids stirred up about a record they try to buy and can't. But

if the only way they can hear some of these records is on my show, then it's good for my ratings. It's radio that pays my salary—not the record business." (See story in radio/TV section.)

A growing number of retailers these days are ordering records from one-stops in preference to buying from distributors. Just what difficulties this creates for the record business, I wouldn't know, but in a few cities it caused programming problems. One music director, when making his weekly survey, makes separate tabulations of stores that deal exclusively with one-stops, knowing that some of his picks will be stocked initially only by stores serviced directly by distributors. This man tells me that records will sometimes become established hits at some stores before the others get their first stock.

A case in point might be a recent hit by an established artist. A large volume one-stop and rack operation tried to by-pass the local distributor by ordering direct from the manufacturer. When the order was refused, out of respect for the responsibility owed the distributor, the one-stop operator still refused to stock the record until he could transship it in from another source. For obvious reasons, sales volume on the record was far lower in that city than in others of comparable size. A local music director quite naturally wondered if the artist was losing his appeal.

RADIO PROGRAMMERS have a vested interest in record sales. If music directors had their way, everything they pick would become a hit. Even at the "better music" stations, whose salesmen sometimes belittle the concept of playing the hits, the program people find no little gratification in learning that one of their new record choices has taken off in sales. Top 40 stations play a bigger

NARA Parley Aug. 20 to 23

CHICAGO — The National Association of Radio Announcers (NARA) will hold its annual convention Thursday, Aug. 20, through Sunday, Aug. 23, at Ascot House in Chicago.

The four-day get-together will feature tours of the city, boat rides, a fashion show and special NARA show at the Trianon Ballroom spotlighting an all-star bill of recording artists.

Business sessions are scheduled for Thursday, executive committee board meeting; Friday, committee meetings and new business meeting; Saturday, open meeting and forum, and Sunday when a closed session for NARA members will take place.

The open meeting scheduled for Saturday, Aug. 22, at 1 p.m., will have a speaker from the Federal Communications Commission, a management forum and a programming panel discussion.

Later in the day the welfare and retirement plan will be presented to NARA membership.

The convention will be capped Sunday with a cocktail party and banquet.

NARA, an organization of disk jockeys (primarily from Negro-oriented stations), radio announcers, record promotion men, record manufacturers, and other related fields, was organized in 1955. Its 250 members are comprised of 150 participating members and 100 associate members.

Chairman of the convention South and Roy Wood, WVON; Chicago. Richard Stanz of WBEE, Chicago, is area coordinator and talent co-ordinator.

Also assisting in the convention arrangements are Wesley South and Roy Wood, WVON; WYNR program director Jim Randolph; Jim Reese, WBEE, and Big Bill Hill, WMPP.

NARA officers are chairman

(Continued on page 15)

Movie Theme Hit of the Year!

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WINTERS**
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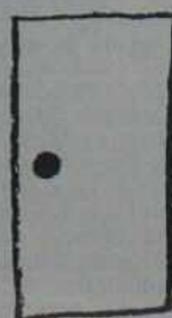
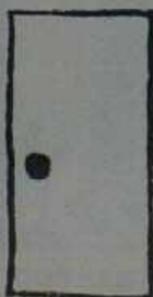
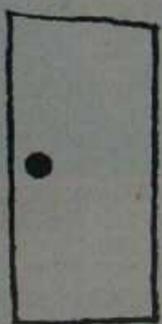
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RADIO RESPONSE RATING

DAYTON, OHIO

TOP STATIONS		
Rank	Call Letters	% of Total Points
★ POP Singles		
1.	WING	46%
2.	WSAI (Cincinnati)	23%
3.	WIZE (Springfield)	18%
4.	WONE	13%
★ POP LP's		
1.	WHIO	43%
2.	WAVI	24%
3.	WONE	23%
★ For R.&B.		
1.	WCIN (Cincinnati) (Tie)	44%
1.	WLAC (Nashville) (Tie)	44%
3.	WING	12%
★ JAZZ		
1.	WAVI	50%
2.	WHIO	38%
Others (WCFL (Chicago) WONE)		
★ For COUNTRY		
1.	WPFB (Middletown)	45%
2.	WCHW (Hamilton) (Tie)	24%
2.	WING (Tie)	24%
4.	WGIC (Xenia) (Middle of the Road)	7%
1.	WHIO	50%
2.	WAVI	34%
3.	WONE	16%
★ FOLK		
1.	WHIO	59%
Others (WONE, WPFB, WAVI)		
★ COMEDY		
1.	WAVI	46%
2.	WHIO	27%
3.	WING	18%
4.	WONE	9%
★ CLASSICAL		
1.	WHIO-FM	41%
Others (WPFB-FM WFDL-FM (Hamilton) WLW-AM (Cincinnati) WOSU-FM (Ohio State Univ.))		

TOP DISK JOCKEYS			
Rank	Disk Jockey	Call Letters	% of Total Points
★ POP Singles			
1.	Bob Holliday (Received all 1st place votes)	WING	42%
2.	Gene Barry	WING	14%
3.	Jerry Kaye	WING	11%
3.	Bob Phipps	WIZE	9%
Others (Lou Swanson-WING Walt Turner-WING Paul Puritan-WSAI Mike O'Farrell-WING Bob Harper-WSAI)			
★ POP LP's			
1.	Lou Emms	WHIO	53%
2.	"B. W." (Bernard Wulcolite)	WAVI	26%
Others (Jerry Melloy-WAVI Chuck Breece-WAVI Dick Bieaser-WONE)			
★ For R.&B.			
1.	Gene Nobles	WLAC	29%
2.	John "R" Richbourg	WLAC	21%
3.	Larry Daley (Tie)	WCIN	16%
3.	Herman Grizzard (Tie)	WLAC	16%
Others (Charlie Brown-WCIN Bob Hudson-WCIN Gene Barry-WING)			
★ JAZZ			
1.	Chuck Breece	WAVI	50%
2.	Lou Emms & Bill Culter	WHIO	42%
Others (Sid McCoy-WCFL Dick Bieaser-WONE)			
★ For COUNTRY			
1.	Jimmy Hibbard	WPFB	50%
2.	Les Bodine	WING	32%
3.	Ray Pennington	WCHW	18%

THE RADIO RESPONSE RATINGS of stations and individual air personalities have been determined by survey of local and national record promotion personnel, distributors and record manufacturers. Not a popularity poll, the ratings are based strictly on the comparative ability of the stations and air personalities to influence their listeners to purchase the singles and albums played on the air. The ratings likewise point up the importance of music of all types in building audiences and creating the framework conducive to influencing the listener to purchase other products and services advertised on radio stations.

FORMAT GLOSSARY: "Contemporary"—Stations that play primarily singles and LP's of a "rock-n-roll" and rhythm and blues nature. "Pop Contemporary"—Stations that feature rock-n-roll and rhythm and blues music, as well as current singles and LP's of a non-rock nature. "Pop-Standard"—Stations programming current and stock singles and LP's, excluding rock-n-roll and rhythm and blues. "Standard-Pop"—Same as "Pop-Standard" with stations emphasizing standards to current pop singles. "Standard"—Stations programming current or stock versions of the old standards culled primarily from LP's. Rock-n-roll and "teen sound" excluded. "Conservative"—Stations featuring primarily LP music of a subdued nature in tone and performance. Background instrumental music. "Classical," "Country & Western," "Jazz," "Rhythm & Blues," "Ethnic"—Stations programming more than 50 per cent of their music in the above mentioned particular categories.

STATIONS BY FORMAT

DAYTON, OHIO: Nation's 38th radio market. 4 AM; 3 FM. 1 contemporary; 1 pop-contemporary; 1 standard; 1 standard-pop.

WAVI: 250 Watts day. Independent. Music format: Standard (Big Band). Editorials aired three times each day, M-F. Special programming: "Lockheed Digest," 5-min. syndicated tape with local tie-in, 7:25 a.m.; "Point of Law," 5 min. syndicated tape, 8 a.m.; "Doctor's House Call," 5 min. syndicated tape, 9:30 a.m.; "Contrast," locally produced features based on world news; "Your FBI," syndicated tape, 1:30 a.m.; "Visit with Veterinarian," locally produced, 2:30 p.m. Sports with Lefty McFadden, 10 min., 5:15 p.m., M-F. 15 min. newscasts 10 a.m., noon & 5 p.m., M-Sat. "Ask the Manager," aired once each month, 5:30-6 p.m., audience questions station manager via open phone line. President, H. K. Crowl. National sales mgr., Arthur Shone. Operations dir., Charles Breece (also does daily air show).

WHIO: 5,000 watts. James

M. Cox owned. CBS affiliate. Music format: Standard-Pop. Editorials aired three times daily. Highly identifiable air personalities. University of Dayton football and basketball, Ohio State basketball, high school Game of the Week football and basketball carried. Special programming: "Conversation Piece," audience telephone participation program, 1-2:30 p.m., M-F, featuring nationally prominent out-of-town guests) may be questioned by listeners via conference-call hookup. Host Phil Donahue. Mystery Dramas (Michaelson Package) Sat., 11 p.m. ("The Shadow") & Sun., 10 p.m. ("Green Hornet"). Jazz and music from the archives featured on "Bill Culter Show," 11-midnight, M-F, 10 min. newscast 8 a.m.; 15 min., noon, & 5:30 p.m. 8-man combo news operation with helicopter, airplane and news-cruiser. News dir., Tom Frawley. Gen'l mgr., Robert H. Moody. Nat'l sales mgr., W. E. Wolaver. Program dir., Lou Emms (also does daily air show).

WING: 5,000 watts. Great

Trails Broadcasting. Music format: Contemporary. Highly identifiable air personalities. Special programming: "Sports Scoreboard" aired once per hour, 15 min. sportscast 6 p.m., M-F; "Man on the Street," 15 min. interview program, Noon, M-Sat.; "Oldies But Goodies," show Sat., 9 to midnight. 4-man news department with FM transmitter-equipped news unit under direction of Roy Dittman. VP & gen'l mgr., Don Sailors. Program dir., Bob Holliday (also does daily air show).

WONE: 5,000 watts. Independent. Music format: Pop-Contemporary. Station editorializes on special occasions. Special programming: "Breakfast with White Villa," audience participation show from local restaurant, Tues. through Fri., 9-9:30 a.m. Woman's vignettes with Wanda Cline, 2-2:30, aired 4-times daily. 10 min. newscasts 7 a.m., 8 a.m. (plus 5 min. sports), 5 p.m. 3-man news department-news wagon, 2-way radio equipped. Extensive news stringer set up. News dir., Al Francis. Pres., Eugene Carr. Station mgr. & nat'l sales dir., Charles Kennedy. Ass't mgr. for prog. ops., Dick Bieaser (also does daily air show).

WIZE: Springfield, Ohio. 250 watts. Independent. Music format: Contemporary-Pop. Station may be picked up generally in market and is a small factor in rating. Editorials aired on occasion. Cincinnati Reds, high school football, Whittenbergh Univ. football and basketball carried. Special programming: Women's show with Alice Bahman, 5 min., 5 times daily "Magazine of the Air," 6-6:15, M-F, local news, features, interviews. "Let's Talk Sports," 15 min., 5:45, M-F. 15 min. newscasts 7:45 a.m., Noon, 6:15 p.m. VP & gen'l mgr., E. A. Gudridge. Chief anncr., Don Brown. Music dir., Bob Phipps (also does daily air show).

WLW: See Radio Response Rating for Cincinnati, June 6, 1964.

WLAC: See Radio Response Rating for Nashville, March 7, 1964.

WDIA Gala Aids Charity

MEMPHIS—The annual All-American Starlight Revue, sponsored by WDIA on July 4, played to a capacity audience which filled both halls of the Memphis Auditorium.

The charity affair featured some of the nation's great blues singers including Muddy Waters, Bobby (Blue) Bland, Rufus (The Dog) Thomas and the Impressions.

Bert Fergusom, vice-president and general manager of the Sonderling-owned station, said that the \$11,000 proceeds of the revue will go to the station's Good Will Fund, which maintains 138 Negro baseball teams in Memphis, West Memphis and Shelby County. The fund also provides scholarship aid to deserving students and daily bus transportation for the Keel Avenue School for Handicapped Children.

KAPE Sale OK'd

SAN ANTONIO—The sale of KAPE here from Top Broadcasters, Inc., to Bexar Broadcasting Company, Inc., was approved by the Federal Communications Commission. Sale price was \$168,000. KAPE is a daytime-only operation and features a jazz music concept.

FM-Radio Is Hypo for Classical Disks

NEW YORK—Classical record sales are getting a welcome shot in the arm these days with the increase in FM listening. Although there are a number of AM stations that have featured classical record shows, as well as several all classical AMers like KFAC, Los Angeles, the new impetus is being provided by the FM outlets.

With listeners and outlets for classical music in greater abundance than ever before, program packagers and sponsors are beginning to experiment with classical record shows.

"The World of Adventure in Music" is an example of a serious music program that is contributing to the increased interest in classical music product.

"Much of the record industry doesn't really realize that a radio program like this is its best friend," said Gene LaBrie, president of LaBrie Associates, Ltd., the firm producing the program for World Airlines.

LaBrie reflects the faith TWA and other airlines have in FM and classical music to reach the affluent, the frequent and regular air traveler. Through its agency, Foote, Cone & Belding, New York, TWA selected stations with impeccable programming standards. In the fall the airline began to experiment with sponsorship of two concerts a week on FM stations in five cities. The reaction has been so favorable that TWA's show is now carried by WNCN (FM), New York; WBCN (FM), Boston; WFMT (FM), Chicago; KSFZ (FM), San Francisco; KFMM (FM), Los Angeles, and AMers WQXR, New York; WCRB, Boston, and KFAC, Los Angeles. LaBrie is now preparing to boost the program into 10 additional markets.

The anatomy of the show is quite simple: 60 minutes of musical selections that cover a range of periods and create a musical history panorama. Frank Waldecker hosts the show



LOST YOUR DOG, RUFUS? WDIA, Memphis, had its own nationally known air personality, Rufus Thomas, of dog-song fame. He was among the many stars at a jam-packed audience in the auditorium.

MENOTTI WORK BRINGS STORM OF PROTESTS

SPOLETO — A folk song program in Italian presented at Gian Carlo Menotti's Festival of Two Worlds, which evoked political repercussions and enthusiastic audiences for its two-week run, is regarded as one of the hottest LP prospects with bids already in from six companies.

"Bella Ciao," featuring songs of resistance, labor, anti-war, prison and love, aroused the fury of the authorities because one number, "Oh Gorizia, May You Be Cursed," withdrawn after the premiere, criticizes those responsible for creating World War I. Charges have been lodged against the singers and the festival discharged directors Roberto Leydi and Filippo Crivelli, along with the producer, Nanni Ricordi.

Whether Michael Straniero, principal singer, will be involved is a moot question. He missed the dress rehearsal and it was decided to omit the number. With or without the song, the show became the greatest spectacle of the seventh festival and packed the Teatro Caio Melisso for all performances. Los 3 Caballeros recorded the first songs for Surf label but the complete show's LP is still in the bidding.

in relaxed and informal tones; commercials are geared low; a central theme runs through each program like "Children of Bach," "A Thousand Years of Spain," and "The Horn of History."

Selling Records

The show is helping sell records, seeing as it programs its selections from an extensive album library and lets the public know about it. Over 25 selections and 15 different labels are programmed each week. Contained in the program guide is the selection forecast, program times, and the artist for each work. TWA mails out a current program guide quarterly to thousands of listeners and hundreds of radio stations.

"We try to program the obscure as well as the popular, the famous and the unknown, regardless of the label," says the program producer, Keith Lacey. "The effect has been a real awakening, a renaissance, according to the fan mail." All of the stations regularly receive letters from interested listeners and stations requesting the program guide.

In addition to LaBrie, who has had extensive experience in record promotion, the firm is staffed by Frank Waldecker and Keith Lacey.

Waldecker, recently named the firm's vice-president, has done announcing stints on WBZ, Boston; WOR, New York, and a host of network radio and TV shows.

Producer for LaBrie Associates is Keith Lacey. A Cleveland, Lacey programmed and narrated "Morgan's Musical Corner" on WGAR before coming to New York.

A student of musicology, music history, voice and journalism, he also produces and narrates "Music of the Renaissance" heard Sunday's over New York City's WNCN (FM).

BILLBOARD, July 18, 1964



By GIL FAGGEN

You couldn't tell the pop spinners at the annual WBBF prom held recently in Rochester. Tall one in the light jacket is the prom headliner, Terry Stafford. Center background: The Pixies Three. Lined up are men: Leon Margarite (second from left, back row); Jerry Fogel (far right, back row); Jack (Profile) Palvino (second from right, front row). Other performers pictured are (front row, l-r) Gene Cornish and his Game Hens, Santo and Johnny; (second row, far right) Miss Smile of 1963.

Dick Haynes moves his "Haynes at the Reins" program to KFOX (Long Beach) beginning July 13. Haynes returns to the area after two years as waker-upper on KRAK (Sacramento).

Jack Kelly, WPOP (Hartford), will attempt to top his record for consecutive Roller Coaster rides set back in the summer of 1962 at Crystal Beach, Ont. Kelly will descend and ascend at Hartford's Riverside Park July 23. The record he must crack is 286 consecutive rides. I think I'm going to be ill.

Jim Runyon, KYW (Cleveland) midday deejay, began two-week run as the King of Siam in the Cain Park Summer Theater production of "The King and I" July 8.

RCA Victor's New York City promotion man Rick Willard is again making the office scene after being laid up eight weeks with a torn leg muscle. Rick was injured in the line of duty—playing softball with WINS

COUNTRY DJ OF THE WEEK



Station WSM's "Mister D.J. U.S.A." July 17 will be Just Plain Gene, who spins the country songs for WCER Radio, Charlotte, Mich. He has been associated with the station six years. "The Just Plain Gene Show" is Central Michigan's No. 1 country program, featuring the "Lucky 13 Hit Parade" and "The Golden Oldies," plus listener requests. Gene's seg is heard daily at 2:05 p.m.

July 18, 1964, BILLBOARD

deejays, Murray the K, Johnny Holliday and Ed Hider.

Jack Fisher, WEAM (Washington, D. C.), is currently running a listener record poll nightly. Jack picks five records each day and asks his audience to phone their votes on his "hitline." Winners are added to WEAM's weekly survey.

WRCV's Jack Rattigan, host of the "Nite Owl Show" on the NBC-owned station, has been elected president of the Holy Cross College Alumni Club of South Jersey and Philadelphia. There are more than 500 active members in the area.

Insert 1 col pic wjrz 4030

Some people have all the fun. WJZZ's Sal Marchiano is happily dismayed after losing Fohies Bergere dancer Dany La-Tour to comic Rip Taylor. Taylor did the play-by-play report on WJZZ of the water polo match played between the gals (who are appearing in New York City) and the WJZZ staffers at Palisades Amusement Park's pool.

Hal Jackson, veteran air personality, and most recently director of community relations at



New York's WWRL, resigns to accept air show on W N J R, Newark, N. J. Jackson will continue a s emcee-host at Palisades Amusement Park. . . . Art Keller, WPLO (Atlanta) airman, joins CHED (Edmonton, Can.) in the 4-8 p.m. slot. . . . Jack R. Rader, formerly with WOHO (Toledo), joins production and air personality staff of KSTT (Davenport).

Buddy Clayton, WABY and WXKW (Albany), to WPET (Greensboro, N. C.) in midday slot. . . . Dan Sorkin morning show on WAIT (Chicago) has been expanded one hour daily (now 6-10 a.m.). . . . Howard Huntley now hosting new show on WAIT entitled "Patterns in Sound," 3-7 p.m., M-F.

VIP APPOINTMENTS: Pete Berry (the Flying Dutchman), WPET (Greensboro, N. C.) deejay, named program director, replacing Bob Nash. Berry will continue to host afternoon show.

Pierce M. Allman, WFAA (Dallas) programming and production executive, resigns to enter clothing business. . . . Rich and H. Harris, general manager of WDGY (Minneapolis) since 1961, resigns to join Group W as general manager of WBZ (Boston), replacing Paul G. Ofriol, named general manager of Group W's KDKA-TV (Pittsburgh). . . . Hal Levin, account executive at WINZ (Miami), named vice-president and general manager of WINQ (Tampa, Fla.). Both stations are owned by Rand Broadcasting. . . . Fred Swanson, veteran WHAY (New Britain, Conn.) staffer, named program director. . . . Don Lo-

Industries Need Knots, Not Nots

• Continued from page 12

role in selling new singles. And, since their programming is based on current sales reports, they are deeply concerned with the accuracy of these reports as a reflection of new trends in listener preference.

Our DJ friend, whom we quoted above, is right—up to a point. We are in the radio business, and our primary concern is with ratings rather than with record sales. The ratings depend on how well we please our listeners. To do so we must provide them with the kind of musical entertainment they want. Playing the hits presents few problems; sooner or later the strongest records find their way into our charts. The critical area lies in the speedy evaluation of the new records that we program. Phone reaction is a helpful guide, but the voice that speaks with final authority is the ringing of the cash register.

Radio's function in the radio-record relationship is the creation of customer demand. Radio's concern is with fast and accurate knowledge of

such demand, which depends pretty largely on supply. Dealers and distributors can't report sales on product that they don't have. Both the radio and the record business are ruggedly aggressive and competitive. As such, they are continually changing, to meet new techniques and pressures of competition. In the midst of such constant ferment, it should not be surprising that frequent breakdowns in communication occur.

The music director who takes two weeks to discover that his pick has not been stocked has no one to blame but himself. He should have known in advance whether or not stock would be available. The distributor whose indifference or caution prevents him from having stock available to cover new airplay on his records is equally at fault, as is the retailer who loses sales because he refuses to carry anything except the top 40 chart items.

Better profits and better ratings result from closer co-operation and communication between radio people and their record partners.

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 July 20, 1959

1. Lonely Boy, P. Anka, ABC-Paramount
2. The Battle of New Orleans, J. Horton, Columbia
3. Tiger, Fabian, Chancellor
4. Waterloo, S. Jackson, Columbia
5. Personality, L. Price, ABC-Paramount
6. My Heart Is an Open Book, C. Dobkins Jr., Decca
7. Tallahassee Lassie, F. Cannon, Swan
8. Lipstick on Your Collar, C. Francis, MGM
9. A Big Hunk o' Love, E. Presley, RCA Victor
10. Dream Lover, B. Darin, Atco

POP—10 Years Ago July 17, 1954

1. Little Things Mean a Lot, K. Kallen, Decca
2. Hernando's Hideaway, A. Bleyer, Cadence
3. Three Coins in the Fountain, Four Aces, Decca
4. Happy Wanderer, F. Weir, London
5. Sh-Boom, Crew Cuts, Mercury
6. Little Shoemaker, Gaylords, Mercury
7. If You Love Me (Really Love Me), K. Starr, Capitol
8. Three Coins in the Fountain, F. Sinatra, Capitol
9. Sh-Boom, Chords, Cat
10. Wanted, P. Como, RCA Victor

RHYTHM & BLUES—Five Years Ago—July 20, 1959

- Personality, L. Price, ABC-Paramount
There Goes My Baby, Drifters, Atlantic
You're So Fine, Falcons, Unart
What a Diff'rence a Day Makes, D. Washington, Mercury
There Is Something on Your Mind, J. McNeeley, Swingin'

- I Only Have Eyes for You, Flamingos, End
What'd I Say, R. Charles, Atlantic
Lonely Boy, P. Anka, ABC-Paramount
The Battle of New Orleans, J. Horton, Columbia
Kansas City, W. Harrison, Fury

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
		TITLE, ARTIST, LABEL	
1	2	THE GIRL FROM IPANEMA, Getz-Gilberto, Verve 10323	7
2	6	EVERYBODY LOVES SOMEBODY, Dean Martin, Reprise 0281	4
3	1	PEOPLE, Barbra Streisand, Columbia 42965	15
4	8	(You Don't Know) HOW GLAD I AM, Nancy Wilson, Capitol 5198	4
5	3	LOVE ME WITH ALL YOUR HEART, Ray Charles Singers, Command 4046	14
6	—	YOU'RE MY WORLD, Cilla Black, Capitol 5196	3
7	13	I STILL GET JEALOUS, Louis Armstrong, Kapp 597	5
8	12	ALONE WITH YOU, Brenda Lee, Decca 31628	5
9	14	THE WORLD I USED TO KNOW, Jimmie Rodgers, Dot 16595	7
10	17	I BELIEVE, Bachelors, London 9672	4
11	—	AL-DI-LA, Ray Charles Singers, Command 4049	2
12	20	SUGAR LIPS, Al Hirt, RCA Victor 8391	2
13	16	THE FIRST NIGHT OF THE FULL MOON, Jack Jones, Kapp 589	8
14	18	I WANT TO HOLD YOUR HAND, Boston Pops Ork, RCA Victor 8378	3
15	19	PEG O' MY HEART, Robert Maxwell, Decca 25637	5
16	—	DON'T TAKE YOUR LOVE FROM ME, Gloria Lynne, Everest 2044	3
17	—	LOVE IS ALL WE NEED, Vic Dana, Dolton 95	2
18	—	SOLE SOLE SOLE, Siv Malmkvist & Umberto Marcato, Jubilee 5479	1
19	—	MEXICAN SHUFFLE, THE, Herb Alpert's Tijuana Brass, A & M 742	5
20	—	INVISIBLE TEARS, Ray Conniff Singers, Columbia 43061	1

Two Pirates Are Now One

LONDON — Radio Atlanta and Radio Caroline, the two pirate radio ships broadcasting popular music to southeast England from moorings off the Essex coast, have merged.

Atlanta and Caroline had been broadcasting on adjacent wave lengths. Now Caroline has sailed to a new position off the Isle of Man, to broadcast to northern England and the Midlands, while Atlanta stays at her original mooring. She now calls herself Radio Caroline.

Manx Radio, Britain's only

official commercial radio station, is now broadcasting on the Isle of Man, its post office license stipulates that its transmission must not reach the mainland.

Rowe Coffee Unit

WHIPPANY, N. J. — The Rowe AC Manufacturing Company has gone into full production on its Model SK-9 coffee machine. The unit brews a cup at a time for locations whose volume is not sufficient to warrant the installation of a batch-brew machine.

gan, deejay for the past five years at KEEL (Shreveport), appointed assistant program director.

Jerry Kunkel, WIBC (Indianapolis) air personality, has assumed the duties of operations manager. Kunkel will be responsible for the 50,000-watt station's on-the-air sound. Kunkel joined the station from KBOX (Dallas). The 24-year-old broadcaster has been associated with WKY, Oklahoma City, Okla.; KTRN, Wichita Falls, Tex., and KONO, San Antonio.



KEX Reviews Old Business

PORTLAND, Ore.—There is little question in anyone's mind about the important part radio plays in the sale of millions of singles and albums each year. Well, KEX is responsible for a revival of a nearly forgotten facet of the music business: sheet music. The 50,000-watt Golden West station is distributing sheet music of its theme, "Call of the Northwest." After two years of plugging on the station, the theme, written by Heller-Ferguson, has become so well known that it has been adopted by several musical groups in the area and was used by the famous Forest Grove Gleemen on their European tour.

NARA Parley

• Continued from page 12

of the board, Bill Summers, WLOU, Louisville; president, Dave Dixon, program director KATZ, St. Louis; vice-president, Joe Howard, WJLB, Detroit; national secretary and recording secretary, Miss W. M. Graey, KATZ, St. Louis; executive secretary, Sir Walter Raleigh, WAMO, Pittsburgh; financial secretary, Eddie O'Jay, WUFO, Buffalo; treasurer, Ken Knight, WHRC, Jacksonville; corresponding secretary, Chatty Hatty, WGIV, Charlotte; Chaplain, John Phillips, KTYM, Los Angeles; sergeant at arms, Jobie Martin, WOKJ, Jackson, Miss.

NEW YORK — WRFM marked its first month of 24-hour-a-day stereo programming July 1.

MIAMI — Miamians are sporting the new "FUN Radio" sailor hats, distributed by the WFUN "Good Guys" advertising 790-Miami.



SINGLES

REVIEWS



ACROSS-THE-BOARD SPOTLIGHTS

DAVE BRUBECK QUARTET—TOKI'S THEME (Groton-Marks, BMI) (2:07)—Music from TV series "Mr. Broadway." A bluesy novelty with a powerful driving beat and an Oriental quality. Flip: "Unisphere" (Derry, BMI) (2:26).
Columbia 4091

ALLAN SHERMAN — (NEW 1964 VERSION) HELLO MUDDUH, HELLO FADDUH (A LETTER FROM CAMP)—(Curtain Call, ASCAP) (2:58)—Material is fresh and funny. Timing of release could not be better. Has a fine chance of making the chart route a second time. Flip: "Original Version" (Curtain Call, ASCAP) (2:47).
Warner Bros. 5449

NEW CHRISTY MINSTRELS—SILLY OL' SUMMERTIME (New Christy, BMI) (2:12)—Bouncy minstrel rendition replete with kazoos. A toe-tapper right in the seasonal groove. Smash performance. Flip: "The Fair Side of the Hill" (Caravelle, ASCAP) (2:28).
Columbia 43092



HOT POP SPOTLIGHTS

ELVIS PRESLEY—SUCH A NIGHT (Raleigh, BMI) (2:57)—**NEVER ENDING** (Gladys, ASCAP) (1:58)—First side is a great tune, great performance. Presley belts it in fine style. Song is from his "G.I." album. Flip is soft and tender ballad.
RCA Victor 8400

BILLY J. KRAMER—I'LL KEEP YOU SATISFIED (Metric, BMI) (2:04)—**I KNOW** (Jaep, BMI) (2:05)—Billy's got enough going for him to push this medium tempo easygoer onto the chart. Flip is tender romantic ballad.
Imperial 66048

LESLEY GORE — MAYBE I KNOW (Tiro, BMI) (2:40)—Performed in usual Gore fashion. Medium tempo rocker with fine dance beat. Sung in dual track, record is stronger than previous release. Flip: "Wonder Boy" (Earth, BMI) (2:15).
Mercury 72309

DON AND ALLEYNE COLE—SOMETHING'S GOT A HOLD ON ME (Figure, BMI)—Dramatic performance of old blues and gospel rocker punctuated by audience screams. The spirit is really on him. Strong pop appeal. Flip: "Gotta Find My Baby" (Bernettia, BMI).
Tollie 9015

CLAUDE KING—SAM HILL (Central Songs, BMI) (2:22)—You'll dig the lyrics. King gives them his best on this pop-country swinger. Flip: "Big Ole Shoulder" (Blackwood, BMI) (2:27).
Columbia 43083

BRIAN POOLE — SOMEONE, SOMEONE (Petty-Greines Nep, ASCAP) (2:55)—Record is currently No. 2 in England. Soft heart-breaker ballad with guitar and back beat. Flip: "(Meet Me) Where We Used to Meet" (Catherine, ASCAP) (2:02).
Monument 846

JACKIE ROSS—SELFISH ONE (Chevis, BMI) (2:55)—Gal does rock your soul to hand-clapping beat and triplet orchestral backing. Interesting sound warrants attention of r&b and pop stations. Flip: "Everything But Love" (Chevis, BMI) (2:45).
Chess 1903

REVIEWED THIS WEEK, 157—LAST WEEK, 102

GUEST PANELIST OF THE WEEK

BERTHA PORTER

Music Director, WDRG,
Hartford, Conn.

"LA NUIT (THE NIGHT)"

JIMMY LYTELL

Ember 1107



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."

LEON PEELS—A CASUAL KISS (Lode, BMI) (2:32)—Large record in Los Angeles, Detroit. Hippy blues-based rocker. Teen-age soul sound. Flip: "Cotton-head Joe" (Lode, BMI) (2:08).
Whirlybird 2002

ERNIE KELLY COMBO—SATISFACTION (Ernkel, BMI) (2:36)—Bluesy "Watermelon Man"-type instrumental. Highly danceable and great for programming. Could be sleeper of week. Flip: "I'm Just in Love With You" (Ernkel, BMI) (2:35).
Frandy 1001

BILLY BUTLER AND THE CHANTERS — CANT LIVE WITHOUT HER (Jalynne-Curtom, BMI) (2:12)—Highly commercial sound on this classy "My Heart Is Hurtin'" (Jalynne-Curtom, BMI) (2:00).
Okeh 7201

HAL MILLER—ON MY OWN TWO FEET (Saturday, ASCAP) (2:45)—The beat is here for teen dancing. Smart arrangement and distinctive sound. Flip: "I Still Care" (Tomorrow's Tunes, BMI) (2:34).
Amy 909



POP STANDARD SPOTLIGHTS

BOBBY BARE—HE WAS A FRIEND OF MINE (Central Songs, BMI) (2:25)—A powerful entry. Folk-country standard moanfully delivered by Bare, who also takes briefly to the narrative. Flip: "When I'm Gone" (Central Songs, BMI) (2:30).
RCA Victor 8395

VILLAGE STOMPERS — MOZAMBIQUE (Paris, ASCAP) (2:10)—Middle East-flavored Dixie swinger that really moves out. Flip: "Haunted House Blues" (Showboat Songs, ASCAP) (2:50).
Epic 9702

JIMMY LYTELL—LA NUIT (The Night) (Panther, ASCAP) (2:07)—Pastiche easy listening instrumental great for programming. In the groove of "Petite Fleur." Flip: "Nothing to Do" (Pera, BMI) (2:20).
Ember 1107

GALE GARNETT — WE'LL SING IN THE SUNSHINE (Lupercalia, ASCAP) (2:54)—Gutsy and sincere sentimental pop-folk ballad very well sung. Programming opportunities galore. Outstanding new talent. Flip: "Prism Song" (Lupercalia, ASCAP) (2:35).
RCA Victor 8388

GEORGE MARTIN AND HIS ORK — RINGO'S THEME (THIS BOY) (Maclen, BMI)—Music by and about the Beatles for those who can't stand them. Lush instrumental with plenty of strings. Culled from soundtrack albums. Flip: "And I Love Her" (Maclen-Unart, BMI) (2:59).
United Artists 743



COUNTRY & WESTERN SPOTLIGHTS

RAY PRICE—PLEASE TALK TO MY HEART (Glad, BMI) (2:54)—**I DON'T KNOW WHY I KEEP LOVING YOU** (Pamper, BMI) (2:33)—Pair of neat breast beaters, Price sings 'em both in true country style.
Columbia 43086

HYLO BROWN — SAD PRISON SONG (Starday, BMI) (2:17)—**SILENT PARTNER** (Starday, Window, BMI) (2:00)—Side 1 is true mountain sound. Doomed in jail to loneliness and sadness, song is sincerely performed. Flip offers banjo and fiddles and traditional sound. (Starday-Window, BMI) (2:00).
Starday 680

WILLIS BROTHERS—GIVE ME 40 ACRES (TO TURN THIS RIG AROUND) (Starday, BMI) (1:46)—This really moves on down the pike in genuine hillbilly style. Banjo and good lyrics help make the turns interesting. Flip: "Gonna Buy Me a Juke Box" (Starday, BMI) (2:28).
Starday 681

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

FANTASTIC BAGGYS—Tell 'Em I'm Surfin' (Trousdale, BMI) (2:02). IMPERIAL 66047

THE CONVENTIONALS—No, No, No, They Gotta Go (Suffolk, BMI) (2:03)—**Pink & Purple** (Ludlow, BMI) (2:20). SWAN 4189

DELLA REESE—If I Didn't Care (Chappell, ASCAP) (2:30). RCA VICTOR 8394

CLAUS OGERMAN—Rock Dem Bells (Merna, BMI) (2:17)—**Connie Francis—Lady Valet Theme** (Merna, BMI) (2:17). MGM 13260

FLORIAN MONDAY—Mondo (Rolls, ASCAP) (2:04). REAL 006

THE RIP CHORDS—One Piece Topless Bathing Suit (Trousdale, BMI) (2:25)—**Wah-Wahini** (Trousdale, BMI) (2:11). COLUMBIA 43093

JOANIE SOMMERS—If You Love Him (T.M., BMI) (2:16). WARNER BROS. 5454

FRANCETTES—Young Daddy (Four Star-Wright-Gersti, BMI) (2:32). CHALLENGE 59255

THE FOURMOST—A Little Bit of Loving (Jaep, BMI) (2:05). ATCO 6307

JIVIN' GENE—(Be the Good Lord Willing) The Creek Don't Rise (Tuneville, BMI) (2:05). HALL-WAY 1202

THE ANGELS—Jamaica Joe (Grand Canyon, BMI) (2:17). SMASH 1915

CECIL MOORE—Diamond Jack (Fitch, BMI) (1:41). ATCO 6309

BARRY DARVELL—It's Rainin', It's Pourin' (Luristan, ASCAP) (2:23)—**When You're Alone** (Davis, BMI) (2:25). PROVIDENCE 404

RUSS DAMON—It's Just a Little Bit Too Late (Skidmore, ASCAP) (1:55). LAURIE 3257

DEE DEE SHARP—Never Pick a Pretty Boy (Wyncote, ASCAP) (2:30)—**He's No Ordinary Guy** (Hill & Range-Shelrose, BMI) (2:15). CAMEO 329

ROLLING STONES—It's All Over Now (Kags, BMI) (3:20)—**Good Times Bad Times** (ASCAP) (2:28). LONDON 9687

VIC DONNA—Dance Marie (Trio, BMI) (1:53)—**I Won't Be Me Any More** (Trio, BMI) (2:44). TIGER 106

RAY ALLEN—No Top Suit (Mountain, BMI) (2:00). DCP 1103

POP STANDARD

ANTONIO CARLOS JOBIM—Corcovado (Duchess, BMI) (2:20)—**One Note Samba** (Duchess, BMI) (2:15). VERVE 10327

ANDY WILLIAMS—Under Paris Skies (Leeds, ASCAP) (2:01)—**Let It Be Me** (Leeds, ASCAP) (3:22). CADENCE 1447

FREEWHEELERS—San Francisco Bay Blues (Hollis, BMI) (2:28)—**Susu** (Instrumental Continental) (Valiant, ASCAP) (2:20). EPIC 9700

WANDERERS THREE—Gimme Some (Morris, ASCAP) (1:50). MGM 13257

JOE MOONEY—The Second Time Around (Miller, ASCAP) (2:33). COLUMBIA 43079

ED AMES—Give Me Back My Life (Marimba, ASCAP) (2:33). RCA VICTOR 8393

MILVA—Voglio Bene Al Mondo (Marks, BMI) (2:49). 4 CORNERS OF THE WORLD 105

MEL TORME—Once in a Lifetime (Ludlow, BMI) (2:22). COLUMBIA 43087

KEELY SMITH—Let Me Call You Sweetheart (Shapiro-Bernstein, ASCAP) (2:39). REPRIS 0294

(Continued on page 46)

LEIBER  STOLLER  GOLDNER

Present
THE

DIXIE CUPS



SMASH FOLLOW-UP TO "CHAPEL OF LOVE"

"PEOPLE SAY" 

RED BIRD 10-006

OH YES
THERE IS AN ALBUM
20-100
AND IT SOUNDS LIKE
A SMASH TO ME

*JOHNNY HALONKA
(BETA DIST. CO.,
NEW YORK)
BROKE IT 1st!

Written By Jeff Barry & Ellie Greenwich

Produced by
LIEBER & STOLLER



RED BIRD

1619 B'WAY
NEW YORK, N. Y.
212 LT 1-3420

HOT 100

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

Billboard Award

Table with columns: THIS WEEK, 1 Wk. Ago, 2 Wk. Ago, 3 Wk. Ago, TITLE, Artist, Label & Number, Weeks on Chart. Includes songs like RAG DOLL, MEMPHIS, I GET AROUND, CAN'T YOU SEE THAT SHE'S MINE, THE GIRL FROM IPANEMA, THE LITTLE OLD LADY (From Pasadena), DON'T LET THE SUN CATCH YOU CRYING, DANG ME, MY BOY LOLLIPOP, KEEP ON PUSHING, GOOD TIMES, WISHIN' AND HOPIN', EVERYBODY LOVES SOMEBODY, PEOPLE, NOBODY I KNOW, TRY IT BABY, NO PARTICULAR PLACE TO GO, BAD TO ME, UNDER THE BOARDWALK, DON'T THROW YOUR LOVE AWAY, A HARD DAY'S NIGHT, A WORLD WITHOUT LOVE, FARMER JOHN, I WANNA LOVE HIM SO BAD, DON'T WORRY BABY, REMEMBER ME, CHAPEL OF LOVE, ALONE, LITTLE CHILDREN, STEAL AWAY, (You Don't Know) HOW GLAD I AM, LOVE ME WITH ALL YOUR HEART.

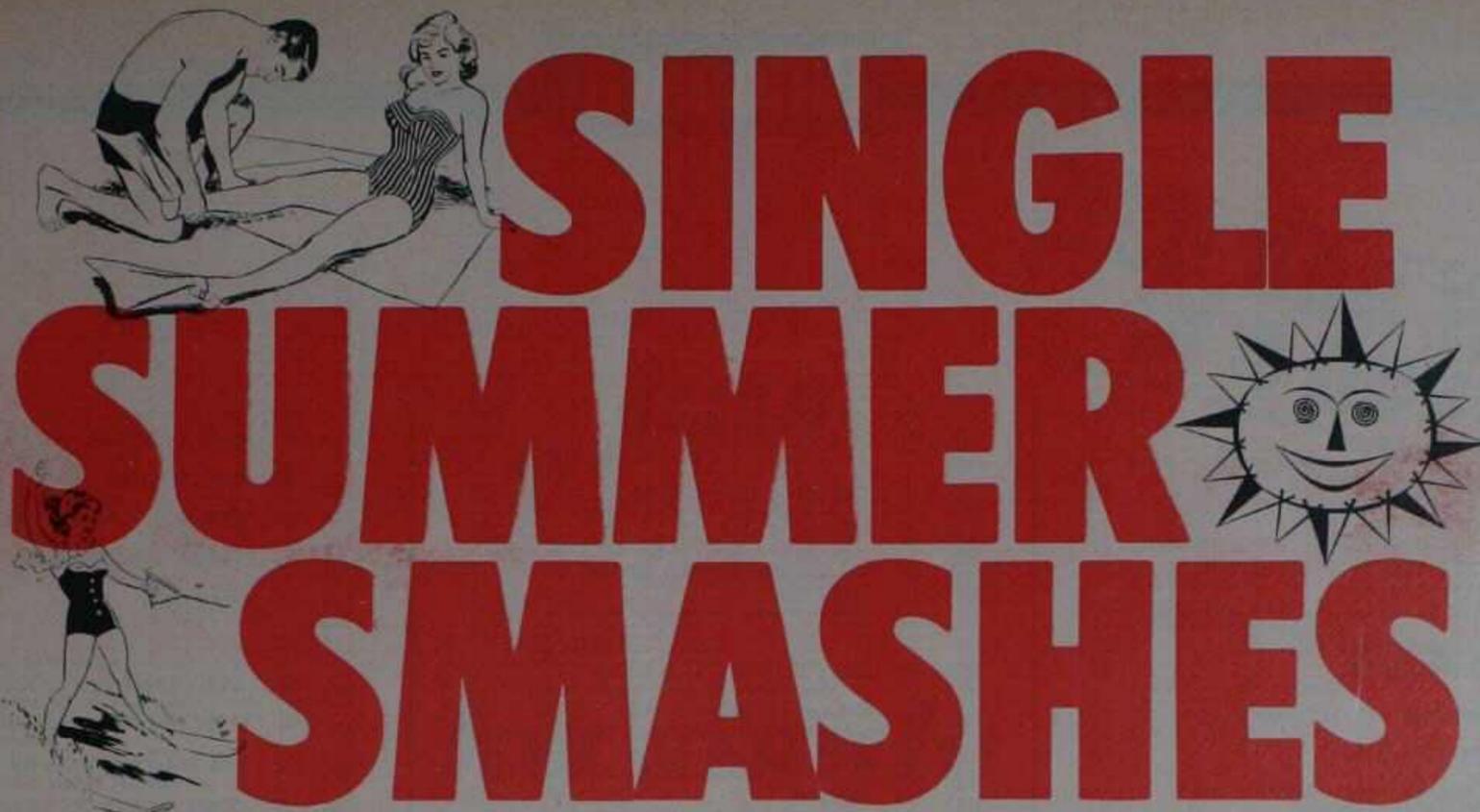
Table with columns: 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66. Includes songs like HEY HARMONICA MAN, YESTERDAY'S GONE, TENNESSEE WALTZ, WALK ON BY, WHAT'S THE MATTER WITH YOU BABY, WHERE DID OUR LOVE GO, DO I LOVE YOU?, I'LL BE IN TROUBLE, I LIKE IT LIKE THAT, YOU'RE MY WORLD, WHAT HAVE I GOT OF MY OWN, LAZY ELSIE MOLLY, BEG ME, I STILL GET JEALOUS, HANDY MAN, NOT FADE AWAY, SHARE YOUR LOVE WITH ME, ALONE WITH YOU, THE WORLD I USED TO KNOW, SOMETHING YOU GOT, I BELIEVE, AL-DI-LA, SUGAR LIPS, MIXED-UP, SHOOK-UP GIRL, YOU'RE MY REMEDY, C'MON AND SWIM, THE FIRST NIGHT OF THE FULL MOON, I'M INTO SOMETHIN' GOOD, I WANT TO HOLD YOUR HAND, TELL ME, HOW DO YOU DO IT, PEG O' MY HEART, WALK—DON'T RUN '64, I CAN'T HEAR YOU.

Table with columns: 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100. Includes songs like ANYONE WHO KNOWS WHAT LOVE IS, KICK THAT LITTLE FOOT, SALLY ANN, IT AIN'T NO USE, JUST BE TRUE, ANGELITO, PEOPLE SAY, THE FERRIS WHEEL, OH! BABY, GIRLS, DON'T TAKE YOUR LOVE FROM ME, HICKORY, DICK AND DOC, LITTLE LATIN LUPE LU, LOVE IS ALL WE NEED, IT WILL STAND, EVERYBODY NEEDS SOMEBODY TO LOVE, I'M THE ONE, SHE'S THE ONE, SOLE SOLE SOLE, THE MEXICAN SHUFFLE, THANK YOU BABY, LOOKING FOR LOVE, INVISIBLE TEARS, HEY GIRL, DON'T BOTHER ME, AIN'T SHE SWEET, NO ONE TO CRY TO, BAMA LAMA BAMA LOO, IT HURTS TO BE IN LOVE, A HOUSE IS NOT A HOME, A QUIET PLACE, BABY COME HOME, A SHOT IN THE DARK, WORRY, SHE'S MY GIRL, SAY YOU.

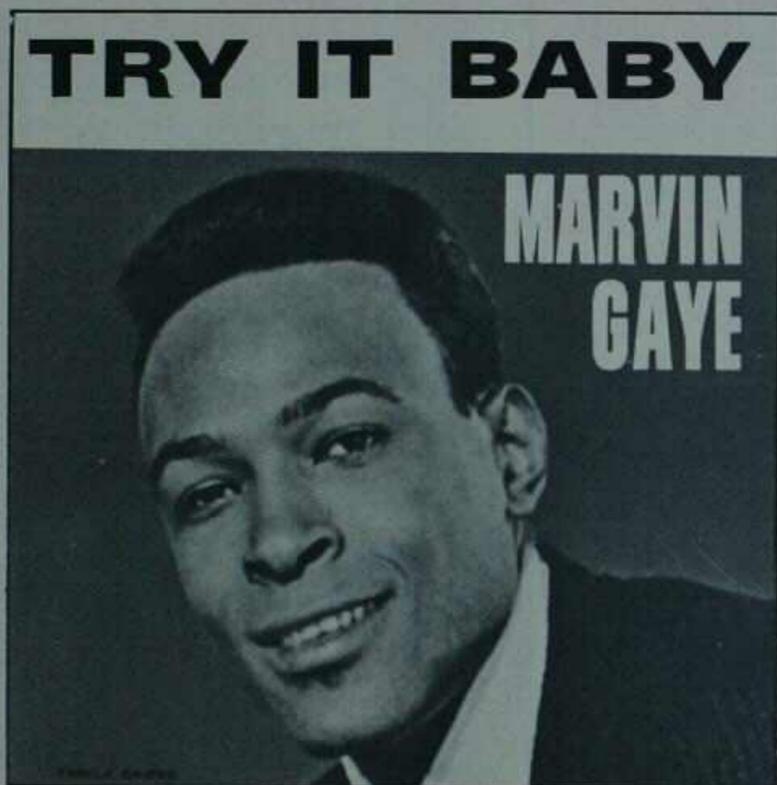
HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Large table listing songs and their publisher-licensees, organized alphabetically by publisher-licensee. Includes entries like Al-Di-La (Witmark, ASCAP), Alone (Selma, BMI), Anyone Who Knows What Love Is (Metric, BMI), Baby Come Home (Roulette-Day-Hilliard, ASCAP), Bad to Me (Metric, BMI), Bama Lama Bama Loo (Little Richard, BMI), Beg Me (T.M., BMI), Can't You See That She's Mine (Beechwood, BMI), C'mon and Swim (Tarcrest, BMI), Chapel of Love (Tri-o, BMI), Dang Me (Tri-o, BMI), Do I Love You? (Mather Bertha-Hill & Range, BMI), Don't Let the Sun Catch You Crying (Pacemaker, BMI), Don't Take Your Love From Me (Morris, ASCAP), Don't Throw Your Love Away (Wyncoats, ASCAP), Don't Worry Baby (Sea of Tunes, BMI), Everybody Loves Somebody (Sands, ASCAP), Everybody Needs Somebody to Love (Ketch, Casner & Dino, BMI), Farmer John (Venice, BMI), Ferris Wheel, The (Rose, BMI), First Night of the Full Moon, The (Famous, ASCAP), Girl from Ipanema, The (Duchess, BMI), Girls (Curton, BMI), Good Times (Kags, BMI), Handy Man (Travis, BMI), Hard Day's Night, A (Unart-Maclean, BMI), Hey Girl Don't Bother Me (Low-Twi, BMI), Hey Harmonica Man (Jobete-Little Darlin', BMI), Hickory, Dick and Doc (Rose, BMI), House Is Not a Home, A (Diplomat, ASCAP), How Do You Do It (Just, BMI), I Believe (Cromwell, ASCAP), I Can't Hear You (Screen Gems-Columbia, BMI), I Got Around (Sea of Tunes, BMI), I Like It Like That (Jobete, BMI), I Still Get Jealous (Morris, ASCAP), I Wanna Love Him So Bad (Tri-o, BMI), I Want to Hold Your Hand (Duchess, BMI), I'm Into Somethin' Good (Screen Gems-Columbia, BMI), I'm the One (Pacer, BMI), I'll Be in Trouble (Jobete, BMI), Invisible Tears (Central Songs, BMI), It Ain't No Use (Curfem-Jafyenne, BMI), It Hurts to Be in Love (Screen Gems-Columbia, BMI), It Will Stand (Travis, BMI), Just Be True (Curton-Comad, BMI), Keep on Pushing (Curton, BMI), Kick That Little Foot, Sally Ann (Screen Gems-Columbia, BMI), Lazy Elsie Molly (Eranston-Pictoretone, BMI), Little Children (Rumbalero, BMI), Little Latin Lupe Lu (Maxwell-Connard, BMI), Little Old Lady (From Pasadena), The (Trousdale, BMI), Looking for Love (Merna, BMI), Love Is All We Need (Travis, BMI), Love Me With All Your Heart (Peer Int'l, BMI), Memphis (Arc, BMI), Mexican Shuffle, The (Alamo, ASCAP), Mixed-Up, Shook-Up Girl (Bon-Lee, BMI), My Boy Lollipop (Nam, BMI), No One to Cry To (Hill & Range, BMI), No Particular Place to Go (Arc, BMI), Nobody I Know (Macklen, BMI), Not Fade Away (Nor Va Jak, BMI), Oh! Baby (Nujak, BMI), Peg o' My Heart (Faist, ASCAP), People (Chappell, ASCAP), People Say (Tri-o, BMI), Quiet Place, A (Rittenhouse, BMI), Rag Doll (Saturday-Gavodina, ASCAP), Remember Me (Gil, BMI), Say You (T. M., BMI), Share Your Love With Me (Don, BMI), She's My Girl (Spectorious, BMI), She's the One (Eastwick-Chartbuster, BMI), Shot in the Dark, A (Twin Chris, ASCAP), Solo Solo Solo (MRC, BMI), Something You Got (Tune Kel, BMI), Steal Away (Fame, BMI), Sugar Lips (Tri-o, BMI), Tell Me (Southern, ASCAP), Tennessee Waltz (Acuff-Rose, BMI), Thank You Baby (Girls, BMI), Try It Baby (Jobete, BMI), Under the Boardwalk (T.M., BMI), Walk—Don't Run '64 (Forshey, BMI), Walk on By (Blue Seas-Jar, ASCAP), What Have I Got of My Own (Sawtell-Herring, ASCAP), What's the Matter With You Baby (Jobete, BMI), Where Did Our Love Go (Jobete, BMI), Wishin' and Hopin' (Jonathan, BMI), World I Used to Know, The (In, ASCAP), World Without Love, A (Macklen, BMI), Worry (Ridge, BMI), Yesterday's Gone (Unart, BMI), (You Don't Know) How Glad I Am (Roosevelt, BMI), You're My Remedy (Jobete, BMI), You're My World (Hill & Range, BMI), Like Columbus Did (Reflections, Golden World 12), More and More of Your Amor (Nat King Cole, Capitol 5219), I Don't Want to Hear Anymore (Jerry Butler, Vee Jay 598), If You See My Love (Lonny Welch, Cadence 4446), A Taste of Honey (Tony Bennett, Columbia 43073), My Heart Skips a Beat (Buck Owens, Capitol 5126), All My Loving (Hollywood Strings, Capitol 5207), Hangin' On to My Baby (Tracey Day, Amy 908), Bachelor Boy (Cliff Richard and the Shadows, Epic 9691), The Cowboy in the Continental Suit (Marty Robbins, Columbia 43049), Sunny (Neil Sedaka, RCA Victor 8382), Nightingale Melody (Little Johnny Taylor, Galaxy 731), Help the Poor (B. W. King, ABC-Paramount 10552), A Tear Fell (Ray Charles, ABC-Paramount 10571), Precious Words (Wallace Brothers, Sims 174), It's Summer Time U.S.A. (Pixies Three, Mercury 72288), It's a Sin to Tell a Lie (Tony Bennett, Columbia 43073), More (Danny Williams, United Artists 601), I Should Have Known Better (Lulu and the Luscious Lips, Parrot 1678), Shout (Polo Drake, Smash 1910), Licorice Stick (Frank Sinatra, Reprise 0279), I'm Sorry (Ske Kings, Atlantic 2232), My Kind of Town (Jerry Wallace, Challenges 59246), Jamaica Ska (Bobby Wood, Jay 283), In the Misty Moonlight (Paris Sisters, MGM 12336), Happy I Long to Be (Lulu and the Luscious Lips, Parrot 1678), Dream Lover (Diane Ray, 20th Century-Fox 514), You'd Better Find Yourself Another Fool (Lavern Baker, Atlantic 2234), Close Your Eyes (Arthur Prysock, Old Town 1163), Growin' Up Too Fast (Diane Ray, 20th Century-Fox 514), Sailor Boy (Chiffons, Laurie 3242), If I'm a Fool for Loving You (Ferranti & Teicher, United Artists 735), Seventh Dawn (Hollywood Strings, Capitol 5207), Love Me Do (Bobby Wood, Jay 283), I Guess I'm Crazy (Jim Reeves, RCA Victor 8383).



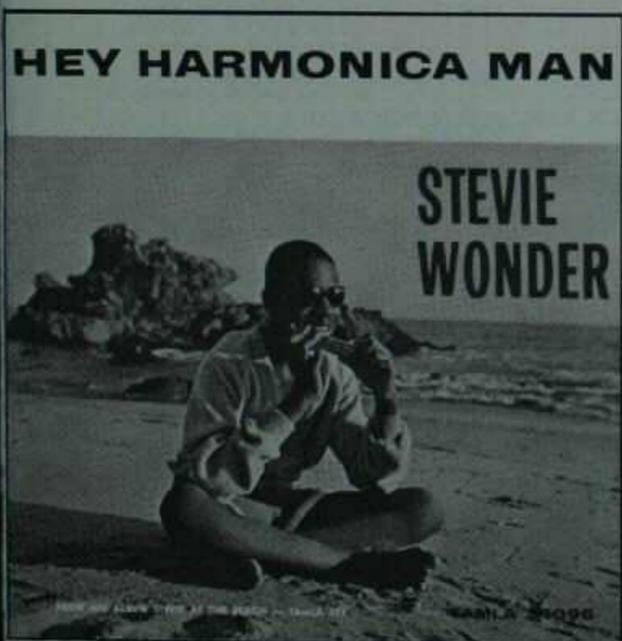
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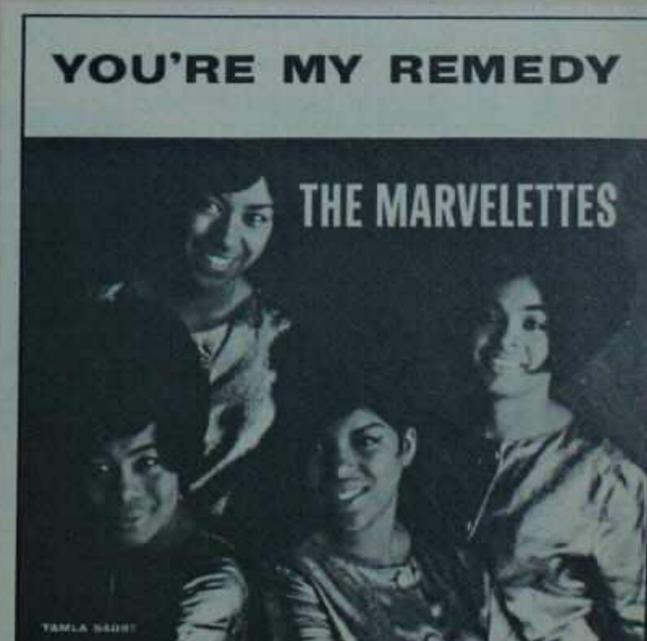
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This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	HELLO, DOLLY! Louis Armstrong, Kapp KL 1364 (M); KS 3364 (S)	10	50	41	BACH'S GREATEST HITS Creative Swingle Singers, Philips PHM 200-097 (M); PHS 400-097 (S)	39	101	109	BOOTS RANDOLPH'S YAKETY SAX Monument MLP 8002 (M); SLP 18002 (S)	19
2	2	HELLO, DOLLY! Original Cast, RCA Victor LOC 1087 (M); LSD 1087 (S)	22	51	43	CATCH A RISING STAR John Gary, RCA Victor LPM 2745 (M); LSP 2745 (S)	37	102	88	THE SINGING NUN Philips PCC 203 (M); PCC 403 (S)	37
3	3	FUNNY GIRL Original Cast, Capitol VAS 2059 (M); SVAS 2059 (S)	12	52	55	MONDO CANE Soundtrack, United Artists UAL 4105 (M); UAS 5105 (S)	53	103	110	THE NEW CHRISTY MINSTRELS Columbia CL 1072 (M); CS 8672 (S)	86
4	4	GETZ/GILBERTO Stan Getz & Joao Gilberto, Verve V 8545 (M); V6-8545 (S)	7	53	61	BELAFONTE AT THE GREEK THEATRE Harry Belafonte, RCA Victor LOC 6009 (M); LSD 6009 (S)	14	104	104	DANCE DISCOTHEQUE Various Artists, Decca DL 4554 (M); DL 74554 (S)	4
5	6	THE DAVE CLARK FIVE RETURN! Epic LN 24104 (M); BN 24104 (S)	5	★	70	THE ROLLING STONES London LL 3275 (M); PS 375 (S)	4	105	98	FOREVER Pete Drake, Smash MGS 27053 (M); SRS 47053 (S)	12
6	7	BARBRA STREISAND/THE THIRD ALBUM Columbia CL 2154 (M); CS 8954 (S)	21	55	57	DAYS OF WINE AND ROSES Andy Williams, Columbia CL 2015 (M); CS 8815 (S)	66	106	132	THE DUSTY SPRINGFIELD ALBUM Philips PHM 200-133 (M); PHS 600-133 (S)	4
7	5	THE BEATLES' SECOND ALBUM Capitol T 2080 (M); ST 2080 (S)	13	56	58	SPEAK TO ME OF LOVE Ray Conniff Singers, Columbia CL 2150 (M); CS 8950 (S)	8	107	108	WISH SOMEONE WOULD CARE Irma Thomas, Imperial LP 9266 (M); LP 12266 (S)	4
8	8	COTTON CANDY Al Hirt, RCA Victor LPM 2917 (M); LSP 2917 (S)	9	57	53	JOAN BAEZ IN CONCERT Vanguard VRS 9112 (M); VSD 2122 (S)	91	108	103	MEET THE TEMPTATIONS Gordy 911 (M); (no Stereo)	11
9	9	CALL ME IRRESPONSIBLE AND OTHER HIT SONGS Andy Williams, Columbia CL 2171 (M); CS 8971 (S)	11	58	60	ENCORE John Gary, RCA Victor LPM 2804 (M); LSP 2804 (S)	22	109	112	THE MANY MOODS OF TONY Tony Bennett, Columbia CL 2141 (M); CS 8941 (S)	22
10	11	HONEY IN THE HORN Al Hirt, RCA Victor LPM 2733 (M); LSP 2733 (S)	44	59	62	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053 (M); CS 8853 (S)	52	110	97	COME DANCE TO THE HITS Sammy Kaye & His Ork, Decca DL 4502 (M); DL 74502 (S)	8
11	10	TODAY, TOMORROW, FOREVER Nancy Wilson, Capitol T 2082 (M); ST 2082 (S)	8	★	68	THE BEATLES' SONG BOOK Hollyridge Strings, Capitol T 2116 (M); ST 2116 (S)	5	111	129	READY OR NOT... HERE'S GODFREY CAMBRIDGE Epic FLM 13101 (M); (no Stereo)	2
★	★	THE BEATLES—A HARD DAY'S NIGHT Soundtrack, United Artists UAL 3366 (M); UAS 4366 (S)	1	61	59	EARLY HITS OF 1964 Lawrence Walk, Def DLP 3572 (M); DLP 23572 (S)	15	112	117	THE LETTERMEN LOOK AT LOVE Capitol T 2083 (M); ST 2083 (S)	5
13	13	SOMETHING SPECIAL FOR YOUNG LOVERS Ray Charles Singers, Command RS 866 (M); RS 866 SD (S)	16	62	44	REFLECTIONS Peter Nero, RCA Victor LPM 2853 (M); LSP 2853 (S)	7	113	113	DEAD MAN'S CURVE/THE NEW GIRL IN SCHOOL Jan & Dean, Liberty LRP 3361 (M); LST 7361 (S)	9
14	16	SHUT DOWN, VOL. 2 Beach Boys, Capitol T 2027 (M); ST 2027 (S)	15	63	46	DAWN (Go Away) AND 11 OTHER GREAT SONGS 4 Seasons, Philips PHM 200-124 (M); PHS 400-124 (S)	17	114	118	SOUL SERENADE King Curtis, Capitol T 2095 (M); ST 2095 (S)	6
15	12	GLAD ALL OVER Dave Clark Five, Epic LN 24093 (M); BN 24093 (S)	15	★	77	PETE FOUNTAIN'S NEW ORLEANS AT MIDNIGHT Coral CRL 57429 (M); CRL 757429 (S)	6	115	122	PRESENTING: THE BACHELORS London LL 3353 (M); PS 353 (S)	5
★	★	JOHNNY RIVERS AT THE WHISKEY A GO GO Imperial LP 9264 (M); LP 12264 (S)	5	65	65	THE SWINGLE SINGERS GOING BAROQUE Philips PHM 200-126 (M); PHS 400-126 (S)	8	116	111	TENDER IS THE NIGHT Johnny Mathis, Mercury MG 20890 (M); SR 40890 (S)	23
17	15	THE PINK PANTHER Henry Mancini & His Ork, RCA Victor LPM 2795 (M); LSP 2795 (S)	15	66	66	LAWRENCE OF ARABIA Soundtrack, Colpix CP 514 (M); SCP 514 (S)	73	117	114	GLORIA, MARTY & STRINGS Gloria Lynne, Everest BR 3220 (M); SBR 1220 (S)	22
18	14	MEET THE BEATLES Capitol T 2047 (M); ST 2047 (S)	25	67	69	CHARADE Henry Mancini & His Ork, RCA Victor LPM 2755 (M); LSP 2755 (S)	30	118	100	ALWAYS IN MY HEART Los Indios Tabajaras, RCA Victor LPM 2912 (M); LSP 2912 (S)	10
19	21	TODAY New Christy Minstrels, Columbia CL 3159 (M); CS 8959 (S)	14	★	91	LITTLE CHILDREN Billy J. Kramer with the Dakotas, Imperial LP 9267 (M); LP 12267 (S)	5	119	116	JOAN BAEZ, VOL. I Vanguard VRS 9078 (M); VSD 3077 (S)	12
20	18	WHO'S AFRAID OF VIRGINIA WOOLF? Jimmy Smith, Verve V 8503 (M); V6-8503 (S)	14	69	64	CAMELOT Original Cast, Columbia KOL 5620 (M); KOL 2031 (S)	182	120	120	HEAR! HEAR! Searchers, Mercury MG 20914 (M); SR 40914 (S)	5
21	17	THE BARBRA STREISAND ALBUM Columbia CL 2007 (M); CS 8807 (S)	67	70	50	THE SHELTER OF YOUR ARMS Sammy Davis Jr., Reprise R 6114 (M); RS 6114 (S)	16	121	126	HOW THE WEST WAS WON Soundtrack, MGM 1E5 (M); 1E5S (S)	66
22	22	BACK IN TOWN Kingsmen Trio, Capitol T 2081 (M); ST 2081 (S)	8	71	47	PURE DYNAMITE James Brown, King 883 (M); (no Stereo)	21	★	★	DISCOVERY!! Vikki Carr, Liberty LRP 3354 (M); LST 7354 (S)	1
23	19	THE SECOND BARBRA STREISAND ALBUM Columbia CL 2054 (M); CS 8854 (S)	45	72	63	SWEET & SOUR TEARS Ray Charles, ABC-Paramount ABC 480 (M); ABCS 480 (S)	18	123	105	SINATRA'S SINATRA Frank Sinatra, Reprise R 1010 (M); RS 1010 (S)	42
★	★	THE BEATLES AMERICAN TOUR WITH ED RUDY Radio Pulse Beat News, News Documentary 2 (M); (no Stereo)	7	73	67	SHOWTIME James Brown & His Ork, Smash MGS 27054 (M); SRS 47054 (S)	11	★	★	THE FIRST NINE MONTHS ARE THE HARDEST Len Weinrib & Joyce Jameson, Capitol T 2034 (M); ST 2034 (S)	2
25	23	IT MUST HAVE BEEN SOMETHING I SAID! Smathers Brothers, Mercury MG 20904 (M); SR 40904 (S)	9	74	51	I LEFT MY HEART IN SAN FRANCISCO Tony Bennett, Columbia CL 1869 (M); CS 8669 (S)	107	124	★	ROBIN AND THE 7 HOODS Soundtrack, Reprise R 2021 (M); RS 2021 (S)	1
26	20	INTRODUCING THE BEATLES Vee Jay LP 1062 (M); SR 1062 (S)	24	75	72	LIVING A LIE Al Martino, Capitol T 2040 (M); ST 2040 (S)	24	★	★	CALL ME IRRESPONSIBLE AND THE JACK JONES HITS Kapp KL 1328 (M); KS 3328 (S)	16
27	30	DAYS OF WINE AND ROSES, MOON RIVER AND OTHER ACADEMY AWARD WINNERS Frank Sinatra, Reprise F 1011 (M); FS 1011 (S)	15	★	89	MARVIN GAYE GREATEST HITS Tamla 252 (M); (no Stereo)	8	127	★	THE BEST OF BUCK OWENS Capitol T 2105 (M); ST 2105 (S)	1
28	28	THE SERENDIPITY SINGERS Philips PHM 200-115 (M); PHS 400-115 (S)	20	77	75	THERE! I'VE SAID IT AGAIN Bobby Vinton, Epic LN 34081 (M); BN 24081 (S)	25	128	131	SUSPICION! Terry Stafford, Crusader CLP 1001 (M); CLP 1001 (S)	10
29	27	SHANGRI-LA Robert Maxwell, His Harp & Ork, Decca DL 4423 (M); DL 74421 (S)	14	78	80	CHUCK BERRY'S GREATEST HITS Chess 1485 (M); (no Stereo)	7	129	106	OLIVER Original Cast, RCA Victor LOC 2004 (M); LSD 2004 (S)	90
30	33	YESTERDAY'S LOVE SONGS—TODAY'S BLUES Nancy Wilson, Capitol T 2012 (M); ST 2012 (S)	26	79	84	WHEN LIGHTS ARE LOW Tony Bennett with Ralph Sharon Trio, Columbia CL 2175 (M); CS 8975 (S)	9	130	102	THE ITALIAN VOICE OF AL MARTINO Capitol T 1907 (M); ST 1907 (S)	14
★	★	MARY WELLS GREATEST HITS Motown 616 (M); (no Stereo)	8	80	81	MOONLIGHT AND ROSES Jim Reeves, RCA Victor LPM 2854 (M); LSP 2854 (S)	6	★	★	THE UNSINKABLE MOLLY BROWN Soundtrack, MGM E 4232 (M); SE 4232 (S)	1
32	36	TRINI LOPEZ ON THE MOVE Reprise R 6112 (M); RS 6112 (S)	15	81	76	HIGH SPIRITS Original Cast, ABC-Paramount ABC-OC-1 (M); ABCS-OC-1 (S)	10	132	137	MOMS MABLEY OUT ON A LIMB Mercury MG 20889 (M); SR 40889 (S)	21
33	31	MANHATTAN TOWER Robert Goulet, Columbia OL 4050 (M); OS 2450 (S)	12	82	86	BEWITCHED Jack Jones, Kapp KL 1365 (M); KS 3365 (S)	5	133	135	A NEW PERSPECTIVE Donald Byrd Band & Voices, Blue Note LP 4124 (M); BST 84124 (S)	2
34	39	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809 (M); CS 8609 (S)	115	83	71	WE SHALL OVERCOME Pete Seeger, Columbia CL 2101 (M); CS 8901 (S)	32	134	136	PAINTED, TAINTED ROSE Al Martino, Capitol T 1975 (M); ST 1975 (S)	41
35	24	MEET THE SEARCHERS/NEEDLES AND PINS Kapp KL 1363 (M); KS 3363 (S)	15	84	79	JOHNNY'S GREATEST HITS Johnny Mathis, Columbia CL 1133 (M); CS 8634 (S)	324	135	121	I LOVE YOU BECAUSE Al Martino, Capitol T 1915 (M); ST 1915 (S)	58
36	25	LOUIE LOUIE Kingsmen, Wand 657 (M); (no Stereo)	27	85	78	RAMBLIN' New Christy Minstrels, Columbia CL 2055 (M); CS 8855 (S)	48	136	134	MY FAIR LADY Original Cast, Columbia OL 5090 (M); OS 2015 (S)	402
37	26	JACK JONES' WIVES AND LOVERS Kapp KL 1352 (M); KS 3352 (S)	30	86	90	TODAY'S ROMANTIC HITS/FOR LOVERS ONLY, VOL. 2 Jackie Gleason, Capitol W 2056 (M); SW 2056 (S)	7	137	138	A LETTERMEN KIND OF LOVE Capitol T 2013 (M); ST 2013 (S)	24
38	35	WEST SIDE STORY Soundtrack, Columbia OL 5670 (M); OS 3070 (S)	143	87	83	THE NEVER ENDING IMPRESSIONS ABC-Paramount ABC 468 (M); ABCS 468 (S)	17	138	119	THE JAMES BROWN SHOW King 826 (M); S 836 (S)	56
39	34	AIN'T THAT GOOD NEWS Sam Cooke, RCA Victor LPM 2899 (M); LSP 2899 (S)	16	88	92	I LOVE YOU MORE AND MORE EVERY DAY/TEARS AND ROSES Al Martino, Capitol T 2107 (M); ST 2107 (S)	4	139	128	THE TIMES THEY ARE A-CHANGIN' Bob Dylan, Columbia CL 2105 (M); CS 8905 (S)	20
40	40	I'LL SEARCH MY HEART Johnny Mathis, Columbia CL 2143 (M); CS 8943 (S)	11	89	82	DIMENSION '3' Enoch Light & the Light Brigade, Command RS 867 (M); RS 867 SD (S)	8	★	★	THE FABULOUS VENTURES Delfon BLP 2029 (M); BST 8029 (S)	1
41	45	PETER, PAUL & MARY Warner Bros. W 1449 (M); WS 1449 (S)	117	90	96	MOVING Peter, Paul & Mary, Warner Bros. W 1473 (M); WS 1473 (S)	79	141	127	TALL COOL ONE Waltles, Imperial LP 9262 (M); LP 12262 (S)	4
42	38	TOM JONES Soundtrack, United Artists UAL 4113 (M); UAS 5113 (S)	18	91	94	JOAN BAEZ IN CONCERT, PART 2 Vanguard VRS 9113 (M); VSD 2123 (S)	33	142	★	ENCHANTED WORLD OF FERRANTE & TEICHER United Artists UAL 3273 (M); UAS 4373 (S)	1
43	37	IN THE WIND Peter, Paul & Mary, Warner Bros. W 1507 (M); WS 1507 (S)	39	★	123	DON'T LET THE SUN CATCH YOU CRYING Gerry & the Pacemakers, Laurie LLP 2024 (M); (no Stereo)	2	143	★	BOYS, BOYS, BOYS Lesley Gore, Mercury MG 20901 (M); SR 40901 (S)	1
44	42	KISSIN' COUSINS Elvis Presley, RCA Victor LPM 2894 (M); LSP 2894 (S)	15	93	93	RITA PAVONE RCA Victor LPM 2900 (M); LSP 2900 (S)	5	144	141	CURB YOUR TONGUE, KNAVE! Smathers Brothers, Mercury MG 20862 (M); SR 40862 (S)	32
45	48	TRINI LOPEZ AT PJ's Reprise R 6093 (M); RS 6093 (S)	53	94	85	HOLLYWOOD—MY WAY Nancy Wilson, Capitol T 1934 (M); ST 1934 (S)	50	145	115	HIPPY HIPPI SHAKE Swinging Blue Jeans, Imperial LP 9261 (M); LP 12261 (S)	8
★	★	I WISH YOU LOVE Gloria Lynne, Everest BR 3226 (M); SBR 1226 (S)	7	95	101	REFLECTING Chad Mitchell Trio, Mercury MG 20891 (M); SR 40891 (S)	20	146	143	GOLDEN HITS OF THE FOUR SEASONS Vee Jay LP 1065 (M); SR 1065 (S)	42
47	52	MARY WELLS AND MARVIN GAYE TOGETHER Motown 613 (M); (no Stereo)	10	96	74	ALLAN IN WONDERLAND Allan Sherman, Warner Bros. W 1539 (M); WS 1539 (S)	15	147	★	MOMS Moms Mabley, Chess 1486 (M); (no Stereo)	1
★	★	A WORLD WITHOUT LOVE Peter and Gordon, Capitol T 2115 (M); ST 2115 (S)	3	97	99	ROY ORBISON'S GREATEST HITS Monument MLP 0000 (M); (no Stereo)	99	148	150	BILL BLACK'S COMBO PLAYS TUNES BY CHUCK BERRY Hi HL 12017 (M); SHL 32017 (S)	2
49	56	FROM RUSSIA WITH LOVE Soundtrack, United Artists UAL 4114 (M); UAS 5114 (S)	12	98	95	BY REQUEST Brenda Lee, Decca DL 4509 (M); DL 74509 (S)	6	149	149	JUST FOR A THRILL Earl Grant, Decca DL 4506 (M); DL 74506 (S)	2
				99	73	GREAT VOICES OF THE CENTURY Various Artists, Anson RP 4 (M); (no Stereo)	13	150	142	ROGER AND OUT Roger Miller, Smash MGS 27049 (M); SRS 47049 (S)	4
				100	107	THE MANY SIDES OF THE SERENDIPITY SINGERS Philips PHM 200-134 (M); PHS 400-134 (S)	4				

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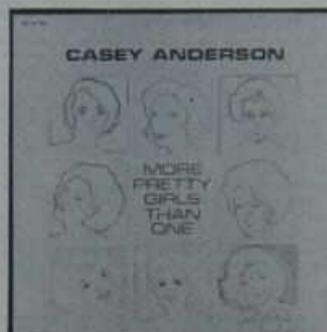
MR. ACKER BILK
A TOUCH OF LATIN
33-168 (SD 33-168)



BOBBY DARIN WINNERS
33-167 (SD 33-167)



**BEN E. KING'S
GREATEST HITS**
33-165 (SD 33-165)



CASEY ANDERSON
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ALBUM REVIEWS (continued)



JAZZ SPOTLIGHT
COLTRANE'S SOUND
John Coltrane. Atlantic 1419 (M); SD 1419 (S)

Tenor saxophonist John Coltrane is among the new and shining lights of the jazz world. He is an innovator, searcher and skilled technician. He is both worshipped and criticized. Above all he is listened to. This album features Coltrane with ballads ("The Night Has a Thousand Eyes," "Body and Soul"), and "lifers" penned by Coltrane ("Central Park West," "Equinox," "Satellite," "Liberia").



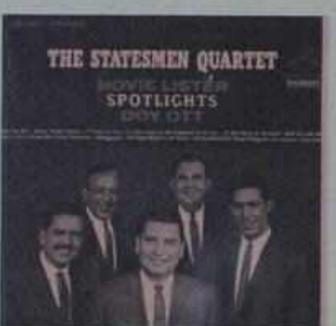
JAZZ SPOTLIGHT
TRIO 64
Bill Evans. Verve V 8578 (M); V6-8578 (S)

Bill Evans reaches into the Tin Pan Alley songbag and comes up with tunes no other jazz artist would touch with a 10-foot pole. All of the songs are standards, but two outstanding examples of the pianist's interpretive magic are "Little Lulu" and "Santa Claus Is Coming to Town." Siding with Evans is Gary Peacock, bass, and Paul Motian, drums. Hard to beat jazz.



JAZZ SPOTLIGHT
TRUE BLUE
Hank Crawford. Atlantic 1423 (M); SD 1423 (S)

Hank Crawford has had some excellent blues experience with the Ray Charles band. Hank indeed was a mainstay of Charles' Septet. His success with blues is the degree of genuine "soul" put into the performance. Crawford can pack as much "soul" into his work as any man in the business. The music he makes—although bluesy—is still buoyant and exciting. Jazz, rhythm and blues buffs will be more than pleased.



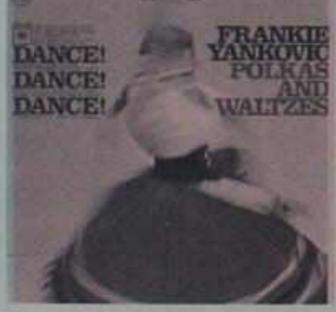
SACRED SPOTLIGHT
THE STATESMEN QUARTET WITH Hovie Lister Spotlights Do It
RCA Victor LPM 2864 (M); LSP 2864 (S)

When it comes to songs of faith and inspiration the Statesmen Quartet with Hovie Lister are mighty hard to beat. Whether the song is a traditional hymn or simple gospel melody the group gives it a knowledgeable and sincere performance.



JAZZ SPOTLIGHT
STITT PLAYS BIRD
Sonny Stitt. Atlantic 1418 (M); SD 1418 (S)

Stitt is joined by sidemen John Lewis, piano; Jim Hall, guitar; Richard Davis on bass; and Connie Kay on drums. The unbreakable intertwining of Stitt with the late Charlie Parker makes for interesting and highly commercial jazz. Herein the Stitt-Parker relationship is expressed musically in "Ornithology," "Scrapple From the Apple," "Constellation," "Ko-Ko," "Confirmation," and others.

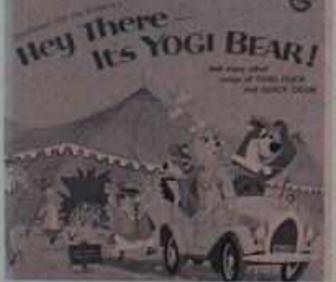


POLKA SPOTLIGHT
DANCE! DANCE! DANCE!
Frankie Yankovic. Columbia CL 2201 (M); CS 9001 (S)

When better polkas are played, Frankie Yankovic and the boys play them. It is difficult to avoid the request made by the title to "Dance! Dance! Dance!"

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 or Special Merit Picks, and all other LP's are listed under their respective categories.



LOW PRICE CHILDREN'S SPOTLIGHT
HEY THERE—IT'S YOGI BEAR
Golden LP 124

This album contains the title song and one other from the new Yogi Bear movie. In addition, there are 12 songs featuring the other cartoon creations of Hanna-Barbera: Quick Draw McGraw and Huckleberry Hound. The song topics range from safety to a valentine lament by Yogi, to a special version of "Little Red Riding Hood" by Loopy De Loopy. It's the nuts for the kids.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

THE BEATLES—A HARD DAY'S NIGHT
Soundtrack, United Artists UAL 3366 (M); UAS 6366 (S)

DISCOVERY!!
Vikki Carr, Liberty LRP 3354 (M); LST 7354 (S)

ROBIN AND THE 7 HOODS
Soundtrack, Reprise F 2021 (M); FS 2021 (S)

★ NEW ACTION LP's

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

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

FREDDIE SCOTT SINGS . . .
Colpix CP 461 (M); SCP 461 (S)

SAN REMO FESTIVAL 1964 . . .
Various Artists, Epic LF 18030 (M); BF 19030 (S)

THE GREATEST HITS OF GENE CHANDLER . . .
Constellation LP 1421 (M); (No Stereo)

SUMMER HOLIDAY . . .
Cliff Richard, Epic LN 24063 (M); BN 26063 (S)

ONE MORE TIME! . . .
Highwaymen, United Artists UAL 3323 (M); UAS 6323 (S)



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

THE RAY CHARLES STORY, VOL. 4
Atlantic 8094 (M); SD 8094 (S)

Here is a package of Ray Charles performances that have not been overdone on records. Although not in the "best of category," any of Charles' many fans will want this one for their collection.

POP SPECIAL MERIT

OUR BIGGEST HITS
The Drifters. Atlantic 8093 (M); SD 8093 (S)

The quartet has been enjoying popularity and good sales activity for more than 10 years. In this album there is top appeal for Drifter fans who enjoy having some of their top hits in one collection. "Drip Drop," "Up on the Roof" and "I'll Take You Home" are typical examples.

POP SPECIAL MERIT

THE CHAD MITCHELL TRIO AND THE GATEMAN IN CONCERT—EVERYBODY'S LISTENING
Colpix C 463 (M); SCP 463 (S)

The Chad Mitchell Trio ranks among the top when it comes to pop-folk groups. Already accepted by the younger set, as well as adults, the Trio in this album perform in concert with another talented good-sounding pop-folk group, the Gatemen. Selections include "Rodger Young," "Vaya Con Dios," "Wabash Cannonball," "500 Miles." Fine musical entertainment.

POP SPECIAL MERIT

THE BEST OF THE LIMELITERS
RCA Victor LP M2889 (M); LSP 2889 (S)

It must have been an easy assignment picking 12 songs out of the Limeliter's catalog for this "best" album because so much of what they've done belongs in a "best" category. There's no quibbling with this selection, though, and the group's fans should be extremely happy with them all.

POP SPECIAL MERIT

THE BEST OF FLOYD CRAMER
RCA Victor LPM 2888 (M); LSP 2888 (S)

Floyd Cramer's piano instrumentals have a solid sustaining quality that is pointed up anew in this package of some of his "best" sides. There is "Last Date," of course, but the 11 other sides also offer many new listening pleasures.

POP SPECIAL MERIT

THE UNIQUE ARTISTRY OF PEGGY STUART COOLIDGE
London LL 3377 (M); PS 377 (S)

The name of Peggy Stuart Coolidge means little to the American record-buying public. However, this multitasking pianist, composer, conductor makes magnificently beautiful music in this album of standards. The arrangements are lush, but intimately projected. Strings support Miss Coolidge in her tasteful interpretations of "I'm Always Chasing Rainbows," "Someone to Watch Over Me," "St. Louis Blues" and several of her own compositions.

POP SPECIAL MERIT

THE BEST OF MANCINI
Henry Mancini, RCA Victor LPM 2693 (M); LSP 2693 (S)

Henry Mancini made his musical mark with "Peter Gunn" and went on from there with a steady string of record clicks. This package contains many memorable items that followed, including "Charade," "Moon River," "Mr. Lucky," and they're all stand-out.

POP SPECIAL MERIT

THE BEST OF JIM REEVES
RCA Victor LPM 2890 (M); LSP 2890 (S)

This wrap-up of some of Jim Reeves' "Bests" include "Four Walls," "He'll Have to Go" and "Am I Losing You," which gives his songbag a solid base and makes the LP worth hearing again and again.

POP SPECIAL MERIT

SURF ROUTE 101
The Super Stocks. Capitol T 2113 (M); ST 2113 (S)

Capitol released a veritable tidal wave of surfin' albums this week—all four have a special free bonus 45 pocketed on the cover. This album features the usual surfin'-draggin' fare and the good gimmick of saluting top surfin' beaches on the West Coast.

POP SPECIAL MERIT

GROOVY GOODIES
Various Artists. Colpix CP 466 (M); SCP 466 (S)

Here's a collection of top pop hits of the past few years that has considerable appeal to the teen set. Shelley Fabres does her million-seller "Johnny Angel," Sandy Stewart sings "My Coloring Book" and James Darren's hits, "Goodbye Cruel World" and "Her Royal Majesty," are included along with "Blue Moon," by the Marcells, plus seven more yesteryear hits.

CLASSICAL SPECIAL MERIT

HANDEL: DETTINGEN TE DEUM
Various Artists. Angel S 36194 (S)

A magnificent work worthy to stand beside Handel's other great choral compositions, this piece is represented in catalog by only one other recording. It is here given a very good performance by Ruth-Margret Putz, Theo Altmeyer, Emmy Lisken and Franz Crass. The entire performance is sung in German.

SACRED SPECIAL MERIT

HYMNS OF THE CROSS
Stanley Brothers with George Shuffler. King 918

Among the leading exponents of sacred music are the Stanley Brothers. For years they've built a following that has bought and played the more than dozen albums the duo has turned out. On this waxing they are joined by George Shuffler and their three-blend of voices will bring fans a new sound never before associated with the two brothers alone.

SPECIAL MERIT PICK LOW PRICE POP SPECIAL MERIT

MUSIC FROM MY FAIR LADY
Hill Bowen, His Ork & Chorus. RCA Camden CAL 819 (M); CAS 819 (S)

Music from the hit musical featuring Kathy Lane, Mike Sammes, Denis Martin and Bryan Johnson. There's excitement in every groove, and Camden has delightfully packaged this excellent value. Arranger-conductor Hill Bowen has done a masterful job and even owners of the original-cast album will be surprised at the clarity and sound. This budget-priced album is a bargain at regular prices.

★★★★

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
JAMAICA SKA
Various Artists. Atlantic 8098 (M); SD 8098 (S)

YOU AND THE NIGHT AND THE MUSIC
Melachrino Strings & Ork. RCA Victor LPM 2866 (M); LSP 2866 (S)

THE KIM SISTERS: THEIR FIRST ALBUM
Monument MLP 8022 (M)

MORE TEENAGE TRIANGLE
Paul Petersen/James Darren/ Shelley Fabares. Colpix CP 468 (M); SCP 468 (S)

SURF AGE
Jerry Cole & His Spacemen. Capitol T 2112 (M); ST 2112 (S)

BANG UP BANJO RHYTHMS
Banjo Rhythm Kings. RCA Victor LPM 2871 (M); LSP 2871 (S)

SURFINK!
Mr. Gasser and the Weirdos. Capitol T 2114 (M); ST 2114 (S)

COUNTRY
NASHVILLE SATURDAY NIGHT
Various Artists. Nashville NLP 2009

FOLK
GRANDPA JONES SINGS REAL FOLK SONGS
Monument MLP 8021 (M)

CLASSICAL
THE KING OF INSTRUMENTS
Noel Rawsthorne. Angel S 36191 (S)
SPANISH ORCHESTRAL MUSIC
Orchestre de la Societe des Concerts du Conservatoire (De Burgos). Angel S 36195 (S)

(Continued on page 27)

SEE ALBUM REVIEWS ON BACK COVER



America's GREAT
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GENE PITNEY IS UNCHALLENGED AS THE FOREMOST INTERNATIONAL SINGING STAR ON THE RECORD SCENE TODAY. IN ENGLAND, ITALY, AUSTRALIA, NEW ZEALAND, JAPAN, AND MORE RECENTLY IN SOUTH AMERICA WHERE GENE RECORDED HIS HITS IN SPANISH!



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SOON *The*
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New **KING**

AMESON

see next page . . .

DO YOU BELIEVE WHAT THEY SAY ABOUT BOBBY JAMESON?



JACK NITZSCHE

Arranger and director of 26 chart records last year—says, “This is it! This is it! This is it!”



CASEY KASEM

Of radio station KRLA, Los Angeles, says, “Bobby Jameson is a 19 year old boy with NO Limitations—WATCH OUT EVERYBODY!”



GILBERT RUSSELL

Director & Coach of many world famous celebrities—says, “I consider Bobby Jameson one of the most outstanding talents I have ever heard or seen.”



MARTY LANDAU

Top Booking Agent of the stars—says, “I’ve never seen anything like this. FABULOUS! My phones ring constantly.”



GEORGE JESSEL

Toastmaster General—says, “The most exciting new talent I can remember in a long time. And . . . I can remember a long, long time.”

BRITAIN

(Courtesy New Musical Express, London)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	IT'S OVER	Roy Orbison (London)—Acutt-Rose
2	2	SOMEONE	*Brian Poole and the Tremeloes (Decca)—Burlington Music
3	16	HOUSE OF THE RISING SUN	*Animals (Columbia)—Keith Prowse Music
4	5	HELLO DOLLY	Louis Armstrong (London)—Chappell
5	13	HOLD ME	P. J. Proby (Decca)—Campbell-Connelly
6	8	YOU'RE NO GOOD	*Swinging Blue Jeans (HMV)—E. H. Morris
7	5	RAMONA	Bachelors (Decca)—Francis, Day & Hunter
8	9	NOBODY I KNOW	Peter and Gordon (Columbia)—Northern Songs, Ltd.
9	—	IT'S ALL OVER NOW	*Rolling Stones (Decca)—Kags Music
10	3	YOU'RE MY WORLD	*Cilla Black (Parlophone)—Aberbach
11	4	MY GUY	Mary Wells (Stateside)—Belinda Music
12	15	I WON'T FORGET YOU	Jim Reeves (RCA)—Burlington Music
13	11	CAN'T YOU SEE THAT SHE'S MINE	Dave Clark Five (Columbia)—Ardmore & Beechwood
14	7	HERE I GO AGAIN	*Hollies (Parlophone)—Belinda Music
15	20	KISSIN' COUSINS	Elvis Presley (RCA)—December Music
16	—	LONG TALL SALLY (EP)	*Beatles (Parlophone)—Southern/Northern Songs/Essex/Aberbach
17	10	SHOUT	*Lulu and the Luvvers (Decca)—George Wiener
18	12	THE RISE AND FALL OF FLINGEL BUNT	Shadows (Columbia)—Shadows-Belinda
19	14	NO PARTICULAR PLACE TO GO	Chuck Berry (Pye Int.)—Jewel Music
20	—	ON THE BEACH	*Cliff Richard (Columbia)—Elstree-Shadows
21	19	I LOVE YOU BECAUSE	Jim Reeves (RCA)—Bourne Music
22	18	HELLO DOLLY	*Frankie Vaughan (Philips)—Chappell
23	17	CONSTANTLY	*Cliff Richard (Columbia)—World Wide-Biem
24	22	DIMPLES	John Lee Hooker (Stateside)—Conrad Music
25	26	CHAPEL OF LOVE	Dixie Cups (Pye Int.)—December Music
26	24	BAMALAMA BAMALOO	Little Richard (London)—Little Richard Music
27	29	AIN'T SHE SWEET	Beatles (Polydor)—Lawrence Wright
28	23	NON HO L'ETA PER AMARTI	Gigliola Cinquetti (Decca)—Chappell
29	30	I WILL	*Billy Fury (Decca)—Bens Music
30	27	HELLO DOLLY	*Kenny Ball (Pye)—Chappell

CHILE

This Week	Last Week	Title	Artist
1	1	COMO TE EXTRANO MI AMOR	Leon Dan (CBS); Willy Monti (Demon)
2	2	QUEDATE CONMIGO	Cassius Clay (CBS)
3	3	NATALIE	Gilbert Becaud (O)
4	4	QUIEREME (Love Me Do)	Los Beatles (O)
5	5	QUIERO SER TU PRIMER AMOR	Rodolfo Alvarado (RCA)
6	6	AL PASAR ESA EDAD	Red Juniors (Polydor)
7	7	EMBUSTERA	Los Tigres (O)
8	8	AMARRADITOS	Los Cuatro Cuartos (Demon); Palmenia Pizarro (Philips); Chacho Sta Cruz (RCA); Huasos Quincheros (O)
9	9	OH MI SENOR	Eduardo Viannello (RCA)
10	10	LA PAREJA	Chico Novarro (RCA)

FINLAND

(Courtesy Iita-Sanommat, Helsinki)

This Week	Last Week	Title	Artist
1	1	ALL MY LOVING	Beatles (Parlophone)
2	2	PUHELNLANGAT LAULAA	Katri Helena
3	4	CAN'T BUY ME LOVE	Beatles (Parlophone)
4	5	TAHDET MEREN YLLA	Reijo Taipale (Scandia)
5	3	NON HO L'ETA	Gigliola Cinquetti (Triola)

6	12	Farmer John	Antti Einio (Scandia)
7	7	EAST VIRGINIA	Danny & the Islanders (Scandia)
8	19	NON HO L'ETA	Anneli Sari (Philips)
9	10	TANGO ANJALLE	Eino Gron (Scandia)
10	11	THE WALLS HAVE EARS	Eino Gron (Scandia)

HOLLAND

(Courtesy Platennieuws)

This Week	Last Week	Title	Artist
1	6	CONSTANTLY	Cliff Richard (Columbia)—World Music
2	2	DE WINTER WAS LANG	Willeke Alberti (Philips)—Basart
3	4	ALL MY LOVING	The Beatles (Parlophone)—Basart
4	3	VOUS PERMETTEZ, MONSIEUR	Adamo (Pathe)—Anagon Music
5	5	LONG TALL SALLY	The Beatles (Parlophone)
6	7	QUAND LES ROSES	Adamo (His Master's Voice)—Anagon Music
7	1	CAN'T BUY ME LOVE	The Beatles (Parlophone)—Basart
8	8	LA MAMMA	Corry Brokken (Philips)—Editions Altona
9	10	HELLO DOLLY	Louis Armstrong (Kapp)—Chappell
10	—	I LOVE YOU BABY	Freddie & the Dreamers (Columbia)

HONG KONG

(Courtesy Platennieuws)

This Week	Last Week	Title	Artist
1	1	LITTLE PEANUT SHELL	The Fabulous Echoes (Diamond)—Jim Skip Music
2	2	NON HO L'ETA	Gigliola Cinquetti (Diamond)
3	4	LOVE ME WITH ALL YOUR HEART	Ray Charles Singers (Command)—Peer Int'l Corp.
4	6	I SAW HER STANDING THERE	The Beatles (Parlophone)—Northern Sounds, Inc.
5	—	HELLO DOLLY	Louis Armstrong (Kapp)—E. H. Morris
6	—	I WANT TO HOLD YOUR HAND	The Beatles (Parlophone)—Northern Sounds, Inc.
7	5	KISSING COUSINS	Elvis Presley (RCA Victor)—Gladys Music, Inc.
8	—	I BELIEVE	The Bachelors (Decca)
9	10	WORLD WITHOUT LOVE	Bobby Rydell (Cameo)—Macklen Music Co.
10	7	ROSEMARIE	Pat Boone (Dot)—Spoon Music Co.

ITALY

(Courtesy Musica e Dischi, Milan)
*Denotes local origin

This Week	Last Week	Title	Artist
1	3	IL PROBLEMA PIU' IMPORTANTE	*Adriano Celentano (Clan)
2	1	E' L'UOMO PER ME	*Mina (Ri Fi)
3	4	AMORE SCUSAMI	*John Foster (Style)
4	2	CIN CIN	Richard Anthony (Columbia)
5	7	IN GINOCCHIO DA TE	*Gianni Morandi (RCA)
6	5	ANGELITA DI ANZIO	*Marcellos Ferlati (Durium)
7	6	LA NOTTE E' FATTA PER AMARE	Neil Sedaka (RCA)
8	9	CREDI A ME	*Bobby Solo (Ricordi)
9	12	CON TE SULLA SPIAGGIA	*Nico Fidenco (RCA)
10	13	RITORNA	Gene Pitney (UA)
11	11	SCRIVI!	*Rita Pavone (RCA)
12	14	SOLO DUE RIGHE	*Peppino Di Capri (Carisch)
13	8	EH GIA'	*La Ragazza del Clan (Clan)
14	10	CITTA' VUOTA	*Mina (Ri Fi)
15	—	FROM ME TO YOU	Beatles (Parlophone)

JAPAN

(Courtesy Utamatic, Tokyo)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	TOKYO BLUES	*Nishida Sachiko (Polydor)—JASRAC
2	2	KIMIDAKE O	*Saigo Teruhiko (Crown)—JASRAC
3	4	VIVA LAS VEGAS	Elvis Presley (Victor)—Aberbach
4	3	SASURAI	*Katsumi Shigeru (Toshiba)—JASRAC

5	7	MOVIN'	The Astronauts (Victor)—Folster
6	5	SAVE THE LAST DANCE FOR ME	Koshiji Fubuki (Toshiba)—Aberbach
7	6	SUGATA SANSHIRO	Murata Hideo (Columbia)—JASRAC
8	10	SHORT ON LOVE	Gus Backus (Polydor); Aoyama Michi (Polydor)—Folster
9	—	I WANT TO HOLD YOUR HAND	The Beatles (Odeon) (Toshiba)
10	—	KOKUDO 18-GO SEN	*Frank Nagai & Matsuo Kazuko (Victor)—JASRAC

MEXICO

(Courtesy Audiomusica)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	TIJUANA	The Persuaders (Gamma)—Drive-In Music
2	2	AVE DE PASO	*Sonia Lopez (CBS)—Brambila
3	3	PERDONAME MI VIDA	*Alberto Vazquez (Musart)—Pham
4	4	I WANT TO HOLD YOUR HAND	The Beatles (Musart)—Pending
5	—	LA CORRIENTE	*Javier Solis (CBS)—Mus-Mex
6	8	HERMOSISIMO LUCERO	*Alegres de Teran (CBS)—Emmi
7	9	ANGELITO	*The Seven Days (Peerless)—EPP's Music
8	5	MUEVANSE TODOS	*Vianey Valdez (Peerless)—Grever
9	10	PIENSALO	*Sonora Santanera (CBS)—Emmi
10	7	GUARDA COME DONDOLO	—Edoardo Vianello (RCA)—Pham

NORWAY

(Courtesy Verdens Gang)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	I LOVE YOU BECAUSE	Jim Reeves (RCA Victor)—Moerk
2	3	ROLL OVER BEETHOVEN	Beatles (Parlophone)—No publisher
3	2	MY BOY LOLLIPOP	Millie (Fontana)—Moerk
4	4	HELLO DOLLY	Louis Armstrong (Kapp)—Thore Ehrling
5	7	SUSPICION	Terry Stafford (London)—Belinda
6	5	NON HO L'ETA	Gigliola Cinquetti (Triola)—Stockholms Musikproduktion
7	8	LA MEG VARE UNG	*Wenche Myhre (Triola)—Arne Bendiksen
8	—	LONG TALL SALLY	Beatles (Odeon)
9	—	KISSIN' COUSINS	Elvis Presley (RCA Victor)—Belinda
10	6	CONSTANTLY	Cliff Richard (Columbia)—Stockholms Musikproduktion

PERU

This Week	Last Week	Title	Artist
1	1	COMO TE EXTRANO MI AMOR	Leo Dan (Columbia)
2	3	CRISTINA	Pepe Miranda (Virrey)
3	2	ESTA NOCHE	Silviano (Philips); Los Morunos (Sono Radio); Cesar Altamirano (MAG); F. Bald (Sol)
4	5	LITA	Leo Dan (Columbia)
5	6	AMOR MISTERIOSO	Duo Dinamico (Odeon); P. Carrasco (S. Radio)
6	4	BEATRIZ	Koko Montana (Sono Radio)
7	9	I SAW HER STANDING THERE	The Beatles (Odeon)
8	7	TE PIDO QUE ME GUIES	Leon Dan (Columbia); Carlos Pickling (MAG)
9	—	TORIBIO CARAMBOLA	Trio Servando Diaz (Maype)
10	—	VIVA LAS VEGAS	Elvis Presley (RCA)

PHILIPPINES

This Week	Last Week	Title	Artist
1	10	FROM RUSSIA WITH LOVE	Jack Jones (Kapp)—Mareco, Inc.
2	2	BABY WHAT'D I SAY	Elvis Presley (RCA)—Filipinas Record Corp.
3	1	LOSING YOU	Doris Day (Columbia)—Mareco, Inc.

4	4	MONEY	The Astronauts (RCA)—Filipinas Record Corp.
5	—	C'MON EVERYBODY	Elvis Presley (RCA)—Filipinas Record Corp.
6	3	I WISH YOU LOVE	Robert Goulet (Columbia)—Mareco, Inc.
7	6	ROLL OVER BEETHOVEN	Beatles (Parlophone)—Dyna, Inc.
8	8	HAVA NAGILA	Rika Zarai (Epic)—Mareco, Inc.
9	5	SUSPICION	Elvis Presley (RCA)—Filipinas Record Corp.
10	9	BOYS	Ronnie Villar & the Firedons (Mabuhay)—Mareco, Inc.

SOUTH AFRICA

(Courtesy Commercial Radio Corp.)

This Week	Last Week	Title	Artist
1	4	MY BOY LOLLIPOP	Millie (Fontana)
2	1	I'M THE LONELY ONE	Cliff Richard (Columbia)
3	5	YOU'RE MY WORLD	Ray Walter (RCA)
4	6	JULIET	The Four Pennies (Philips)
5	2	NEEDLES AND PINS	Searchers (Parlophone)
6	3	HOOKA TOOKA	Chubby Checker (Continental)
7	—	ONCE UPON A TIME	John Gary (RCA)
8	7	LITTLE CHILDREN	Billy J. Kramer (Parlophone)

URUGUAY

(Courtesy Discometro Mundial of "La Manana," Montevideo)

This Week	Last Week	Title	Artist
1	1	QUE SUERTE	Violeta Rivas (Vik); Panchito Nole (Praos); Los 3 Sudamericanos (CBS)—Korn
2	7	TE GUARDARE EN MI CORAZON	(More Mondo Cane)—Moacyr Franco (Copacabana-Antar); Ritz Ortolani (Fermata); Enrique Guzman (CBS); Tony Renis (Odeon)—Fermata
3	5	NON HO L'ETA	Gigliola Cinquetti (CGD-Clave); Los 3 Sudamericanos (CBS)—Korn
4	8	LA MAMMA	Charles Aznavour (Barclay-Clave); A. Prieto (RCA); Jose Maria (Clave); Rosamel Araya (Disc Jockey-Antar)—Korn
5	13	IF I HAD A HAMMER	Rita Pavone (RCA); Trini Lopez (Reprise-Sondor); Lajo Fransen (Vik)—Fermata
6	6	SABOR A NADA	Palito Ortega (Vik); Cava Benaul (Vik)—Korn
7	19	UNA LAGRIMA SUL VISO	—Bobby Solo (CBS)
8	2	COMO TE EXTRANO MI AMOR	Leo Dan (CBS)—Mundo Musical
9	3	AMARRADITOS	Luis Ordonez (CBS); Raul Lavia (Vik); Siro San Roman (Music Hall-Sondor)—Korn
10	9	CANTA EL CORAZON-FANNY	Leo Dan

ALBUM REVIEWS

Continued from page 22

CLASSICAL

PROKOFIEV: PIANO CONCERTOS NOS. 3 AND 5
Samson Francois, Philharmonia Orchestra (Rowicki), Angel S 36193 (S)

TRIMBLE: SYMPHONY; FIVE EPISODES; TALMA: LA CORONA
Japan Philharmonic Orchestra (Watanabe); Dorian Chorale (Aks), Composers Recordings CRI 187

REVEL: BOLERO
London Festival Orchestra (Black), London SPC 21003 (S)

JAZZ

HANK MARR QUARTETTE LIVE AT THE CLUB 502
King 899

SPOKEN WORD

SHAKESPEARE: PERICLES, PRINCE OF TYRE (3-12")
The Marlowe Society and Professional Players, London A 4377 (M); OSA 1377 (S)

SHAKESPEARE: TITUS ANDRONICUS (3-12")
The Marlowe Society and Professional Players, London A 4371 (M); OSA 1371 (S)

THE IMPORTANCE OF BEING OSCAR
Michael MacLiammoir, Columbia OL 6090 (M); OS 2490 (S)

SACRED

TONY FONTANE SINGS CONCERT TOUR FAVORITES
RCA Victor LPM 2869 (M); LSP 2869 (S)

GRAND OLE OPRY HYMNAL
Charlie Moore & Bill Napier, King 917

SPIRITUAL

SONGS OF ZION
Church of God and Saints of Christ Singers, King 898

THE SUNSHINE BOYS
Nashville MNLP 2010

INSTRUCTIONAL

POLISH PARTY-ADULTS ONLY
Li'l Wally, Jay Jay 1077 (M)

CARLO SALVO AT INTERNATIONAL PLAZA
Aardvark LP 1346 (M)



THREE-STAR ALBUMS

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

POPULAR

ADMIRABLE BYRD
Jerry Byrd, Monument MLP 8014 (M); SLP 18014 (S)

CONSOLING THE CONSOLE
Harry J. Jenkins, Grand Staff LP 101 (M)

WORDS & MUSIC BY CINDY WALKER
Monument MLP 8020 (M)

CIRCUS FAVORITES
Sauk County Circus Band, Cuec KS 2020 (S)

GERMAN FOLK SONGS—ROCKED IN USA
Lieslotte & the Nep-Tunes, Request RLP 8054 (M); SLP 8054 (S)

DISCOTHEQUE LATINO
Seeco SCLP 9265

AT THE MONSTER BALL
Vampires, United Artists UAL 3378 (M); UAS 6378 (S)

COUNTRY & WESTERN

FINGERS ON FIRE!
Various Artists, Starday SLP 383

LET'S SAY GOODBYE LIKE WE SAID HELLO!
Jimmy Skinner, Starday SLP 382

FANTASTIC FIDDLIN' & TALL TALES
Jerry Rivers, Starday SLP 381

JAZZ

BOSS TRES BIEN
Quartette Tres Bien, Decca DL 4547 (M); DL 74547 (S)

SACRED

INTRODUCING THE ILLUSTRIOUS IMPERIALS
Heart Warming LPHF 2174

SWEETHEARTS OF SACRED SONG
Carol and Jimmy Snow, Heart Warming LPHF 1743

GOSPEL

SWINGING SPIRITUALS
Rosie Rozell, Heart Warming LPHF 1747

WINS CONTEST OF AMY-MALA

NEW YORK — Don Carroll, of Goodwin Distributing in Atlanta, has taken first place in the Amy-Mala "World's Fair Contest" which ran from Feb. 15 through June 15. The diskery awarded prizes to four promotion men who were able to secure Top 40 and Top 10 listings in their area on the greatest number of records during that period. The prize is an all-expense paid weekend at the World's Fair any time during the summer. The other three winners are: Glenn Bruder of Roberts Record Distributing, St. Louis; Bob Holladay of Southern Record Distributing, Nashville, and Alta Hayes of Big State Distributing, Dallas.

BOSTON

The hottest **Arthur Fiedler**-Boston Pops record at present is RCA Victor's Beatle-beater, "I Wanna Hold Your Hand." Could be why the Pops has asked Symphony Hall to put in air conditioning. . . . **Al Hirt** scored one of his biggest triumphs while doing a stint here. He was mobbed at Jordan-Marsh, big Hub department store, when he showed up to autograph his RCA "Cotton Candy" and "Honey in the Horn." . . . Big changes afoot at Capitol Records Boston office. Ex-Manager Bob Taylor has been promoted to handle rack jobbers in the area and Martti Takki has been moved up to the Boston area which has now been enlarged to include the Hartford, Conn., territory. . . . **Toshiko**, who performed at the Newport Jazz Festival, will come back to Boston before returning to Japan to play in four jazz festivals under George Wein's direction. Almost all the record firms are moving to the suburbs. Latest is Columbia, now doing business at 428 Third Avenue, Waltham. **CAMERON DEWAR**

CHICAGO

The Playboy is revising the show policy at its bunny hutch. The Penthouse and Playroom are each extending their shows to four weeks, but they'll be staggered—a new show every two weeks. Three acts per room, plus combo. . . . Playboy is also launching what it claims is an "international chain of luxury movie houses." First step was the recent acquisition of the Surf Theater, soon to be renamed the Playboy Theater—with Bunny usherettes yet. . . . Smash's **Millie Small** is soon to make a movie with London director **Douglas Hickox**. The gal just started nine months ago, but has had a lot of success since her "My Boy Lollipop" single took off.

It was **Little Wally Day**—Sunday, July 5, at Polonia Grove. The Polka King was joined by the **Venturas**. The day before (4), **Wally and Casey Homel's** New Carousel Band were at the annual Carousel Club outing in Wizniak's Picnic Grove. . . . Kay Musical Instrument Company officially unveiled its new \$1 million plant at a gala open house celebration on June 30 during the big National Association of Music Merchants convention here. **Sidney Katz**, president, was host for 1,000 guests. **NICK BIRO**

PITTSBURGH

Promoter **Tim Tormey**, who is bringing the **Beatles** here Sept. 14, is on another of his "Shower of Stars" package units, starring **Paul and Paula**, **Dick and Dee Dee** and the **Dovells**. He launches another tour July 24 with **Johnny Tillotson** as the star. . . . **Barbara McNair** headlined the latest Variety Club telethon over KDKA-TV June 28. It took in \$75,000 for Tent Number One's Camp O'Connell for underprivileged children.

Phil Davis, SWSW promotion manager, and **Joe and Ann Lesesak**, Pittsburgh husband and wife songwriting team, authored "The New Pittsburgh Polka" and "Polka Pete" in the new Jay Jay album, "Eddie and the Slovenes for Your Pleasure." Maestro **Eddie Liszewski** is from Creekside, Pa. . . . Standard Distributing Company, taken over by Fenway Records, moved into the Fenway headquarters at 1601 Fifth Avenue.

Lee Levine remains head of Standard under the new set-up.

Lee Castle and the **Jimmy Dorsey** orchestra will play for the Italian Sons and Daughters convention at the Penn-Sheraton Hotel on Aug. 13 in place of **Ralph Marterie**.

Louis Prima and orchestra have been set for the Holiday House for two weeks beginning Oct. 31. **Tony Bennett** is also being paged by Holiday House. . . . the **Twin Coaches** went dark until the fall after the **Four Freshmen** completed a date there on June 20. . . . **Booker Joe Hiller** fell in his bathtub and broke several ribs. . . . **Lon Guarino**, head of World Artist Records, back from Europe where he taped platters by the **Shavelles**, **Chad Stuart** and **Christine Quate** in London. . . . **Judy Lomakin**, daughter of band leader **Nick Lomakin**, who operates several record stores in downtown Pittsburgh, married **Herb Dodd**.

Matt Irvin, head of AGVA here, hospitalized after an auto accident.

Pittsburgh's first jazz festival at the Civic Arena drew approximately 13,000 in two nights and showed a profit of \$2,000.

. . . **Dave Day**, who replaced **Morty Nevins** with the original **Three Suns**, rejoins **Artie Dunn's** Three Suns at Conneaut Lake the week of July 15.

Local singer **Tony Baldwin**, who waxed several records for the MPA label a few years ago, has joined the Pittsburgh Civic Light Opera at the Civic Arena for its entire summer season. . . .

Perry Como, once of nearby Canonsburg, and Pittsburgh's own **Billy Eckstine** participated in the Ham-Am benefit golf tournament at the St. Clair Country Club.

Barbara McNair was among the stars who participated in the Variety Club's annual telethon for its Camp O'Connell for handicapped children. **Harry Kodinsky** produced the show.

LEONARD MENDLOWITZ

PHILADELPHIA

Midway Music Company has set up shop at 307 S. Broad Street to add another record store to the midtown sector. . . . Colonial Record Manufacturing Company organized here for the production of records on a "national and international" scale.

. . . Former talent booking agent **Lew DiFinis** has branched out into artists management and record promotion. . . . Quaker City Record Distributing Company new independent firm formed here for distribution of records, tapes and recording devices. . . .

Len Martin set to summer at Poomont Lodge, Bushkill, Pa., in Pocono Mountains, with maestro **Abe Neff** doing a turn for the eighth season at the Country Villa in the same Bushkill Mountain resort area. . . . Record City Corporation organized here to operate a proposed chain of shops for records and allied products.

MAURIE H. ORODENKER

HOLLYWOOD

The British Broadcasting Corporation is calling top American composers to work on music specs. **Nelson Riddle** has already answered the call, and **Percy Faith** arrives in September. Faith will work on the "Best of Two Worlds" show, handling four segments and conducting music from his disks for the 45-minute shows.

Bud Dant, Decca's West Coast a&r head, hopes to break

(Continued on page 30)

- WDGY Minneapolis
- WSAI Cincinnati
- KBOX Dallas
- WKDA Nashville
- KFXM San Bernardino
- KOMA Okla. City
- WDRG Hartford
- KIMN Denver
- WHB Kansas City
- KDWB Minneapolis
- KFWB Los Angeles
- KQV Pittsburgh
- WCOL Columbus
- WING Dayton
- KYW Cleveland
- WQAM Miami
- WIND Chicago
- KNUZ Houston
- KLIF Dallas
- KJR Seattle
- KILT Houston
- KSO Des Moines
- KNEW Spokane
- KISN Portland
- WONE Dayton
- WLW Cincinnati
- WAEB Allentown
- WCPO Cincinnati
- WAKE Atlanta
- WAVI Louisville
- KMEN San Bernardino
- WHOO Orlando
- WTOD Toledo
- KAFY Bakersfield
- KFDA Amarillo
- WIBC Indianapolis
- KGON Oregon City
- KPRC Houston
- WTVN Columbus
- WKRC Cincinnati
- WBNS Columbus
- WCKY Cincinnati
- WMNI Columbus
- WHIO Dayton
- WIP Philadelphia
- WJOB Hammond
- KUDE Oceanside, Cal.
- WSB Atlanta
- WFOM Marietta, Ga.
- WAPX Opelika, Ala.
- WJJD Chicago, Ill.

.. AND MORE TO COME!



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the
beginning
of
the

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JERRY WALLACE



THE SWINGLE SINGERS GOING BAROQUE

Swinging the Hits of HANDEL, VIVALDI
J. S. BACH, K. PH. E. BACH, W. F. BACH



PHILIPS

THEY PUT BACH ON THE CHARTS
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NOW THEY'RE GOING BAROQUE
with vocal adaptations and arrangements of pieces
by Johann Sebastian Bach, his sons Carl Philipp
Emmanuel and Wilhelm Friedemann, and his con-
temporaries Handel and Vivaldi.

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"Going Baroque" in USA: PHM 200 126 mono PHS 600 126 stereo
elsewhere in the world: B 77804 L mono 840 555 BY stereo



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Records organisation.

NEWS OF THE WORLD

• *Continued from page 28*

the pop market with the Hawaiian single, "Pearly Shells," by vocalist **Haunani**. He's added American percussion to the arrangement to avoid the Hawaiian cowboy beat which dominates Island music. Dant has also just edited comic **Cliff Arquette's** first Coral LP of clips from his **Steve Allen** TV performances.

Elliot Field, KFWB deejay, just returned from a European vacation, reports that the Conservative Party in England is making a political issue out of the lack of commercial radio. Stories in the papers quote the Conservatives as saying if re-elected they will seek the development of a commercial music service. The two pirate radio stations beaming music to Europe have the tradesters all stirred up. Field also notes that Radio Luxembourg, which only broadcasts at night, hardly ever plays a single through completely, at least never when he was listening.

Prager & Fenton, accountants representing the **Harry Fox** office, have moved to the RCA Building. The firm also certifies all the RIAA's gold disks.

The lead instrument heard in **Henry Mancini's** new "Shot in the Dark" film score is an Indian harmonium. Mancini reports he discovered the instrument by accident in London in an Indian gift store. It can be compared to an accordion, he says. **Pete Jolly** plays it on the RCA single; a British musician is featured on the soundtrack.

Duke Ellington, who for years has stayed away from airplanes, now flies to dates all over the world. While he and his orchestra were appearing at Disneyland during the recent big band festival, the **Ray Charles** band bus was hired to transport the musicians on the ground from Hollywood to Disneyland.

Recent departures from the music scene: **Bob Burrell** at BMI, and **Ken Knight**, production man at Liberty.

ELIOT TIEGEL

DALLAS

The **Swinging Lads** are currently appearing at **Nero's Nook** at the Cabana Hotel for four weeks. **Jennie Smith** is a hold-

over in the spot's **Bon Vivant** Room.

Julie London, **Johnny Mathis**, **Liberace** and **Andy Williams** are being negotiated for appearances at the Brook Haven. Four headliners a year would be brought in over a seven-year period.

The **Dave Clark Five** may have a Nov. 5 date here if negotiations are completed for their appearance under the auspices of the Dallas Theater League. . . . The twin piano team of **Ferrante** and **Teicher** have been booked for a one-night stand at Southern Methodist University Coliseum for March 13, 1965.

Al Hibbler is currently at the Cabana Motor Hotel's **Bon Vivant** Room. Hibbler used to work in the city for \$2 a night in 1940. **Ernie Johnson** sextet furnishes music. **Roland Hanna**, accompanist for Hibbler, conducts. . . . A new entertainment policy has been instituted at the Admiral Community Inn near Six Flags Over Texas. Future bookings include **Jan Garber** and band, the **Five Taddlers** and vocalist **Sherri Stevens**. . . . **Lionel Hampton** has been booked for a one-nighter here on July 14 at the Memorial Auditorium Theater.

BARRIE CONWAY

CINCINNATI

The Playboy Club, slated to open around mid-August in the former Kroger Building near the center of town, has been denied a liquor license by **Donald Cook**, Ohio liquor control director. Playboy officials plan an appeal to the State Board of Liquor Control. Cook based his rejection on the protest of St. Louis Catholic Church, which is less than 500 feet from the proposed new club site. Investment in the local Playboy project is reported in excess of \$300,000. . . . Artists already engaged for the Third Annual Ohio Valley Jazz Festival to be held at Crosley Field Aug. 14-16 include **Louis Armstrong**, **Count Basie**, **Woody Herman**, **Duke Ellington**, **Gloria Lynne**, **Dizzy Gillespie**, **Chet Baker**, **Dave Brubeck**, **Sarah Vaughan**, **Jimmy Smith**, **John Coltrane** and **Thelonious Monk**. In previous years the event had been held at the Carthage Fairgrounds here.

The **Dick Clark** show, origi-

nally skedded for a single performance at Cincinnati Gardens July 18, will do two shows at Music Hall instead, due to the unsettled squabble between the Gardens and the local musicians' union over how many musicians are to be hired at certain Gardens events. The union has placed the Gardens on its unfair list. The same problem threatens the **Beatles** show scheduled for the Gardens Aug. 27, sponsored by five local deejays. The Clark unit drew nearly 14,000 to the Gardens last July and another 9,500 in November. Music Hall seats 3,700, with accommodations for another 500 on stage.

Chuck Huesman, former resident manager here for Mainline, Cleveland, has been named manager of the record division for Southern States Distributors, Miami. Distributor for Admiral products the last 10 years, Southern has recently added a line of indie record labels. . . . **Al Hirt** set for Coney Island here July 17-18. . . . **Julie Godsey**, now free-lancing on record promotions in the Cincy, Columbus, Indianapolis and Louisville sector after a number of years with the local RCA Victor Records force, spent last weekend in San Antonio helping her twin brother and his wife **Billie** celebrate their 20th wedding anniversary.

BILL SACHS

TORONTO

Nat King Cole received a standing ovation in Montreal when he appeared recently at the Place des Arts with his "Sights and Sounds of 1964." . . . CHNS, Halifax, has a new c&w announcer; it's **Brian Sutcliffe**. . . . "How to Succeed in Business Without Really Trying" will return to Toronto's O'Keefe Centre this fall, followed by "One Hundred Ten in the Shade," and "At the Drop of Another Hat."

The Royal Alexander Theater in Toronto has signed "My Fair Lady" for Aug. 3, and "Sound of Music," Aug. 17.

The CBC won 13 per cent of all the awards handed out this year at the 28th annual American Exhibition of Educational Radio and Television Programs. . . . CBC-TV's Telescope series will do a special on Canadian-born musician **Guy Lombardo**. The story of the Lombardo musical dynasty, now in its fourth decade, will be told by

COMIN' UP STRONG "COMIN' HOME BABY"

JACK LA FORGE R 309



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THE G-CLEFFS ARE BACK WITH A NEW HIT SINGLE

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R 1314

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BILLBOARD: Spotlight Pick
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from the album "COMIN'
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SINGLE, R 1314

A CASHBOX: Pick
A RECORD WORLD: Pick Hit
of the Week

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

A HARD DAY'S NIGHT

Beatles, Capitol 5222

★ REGIONAL BREAKOUTS

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

CLOSE YOUR EYES . . .

Arthur Prysock, Old Town 1163 (Miller, ASCAP) (New York)

THE JAMES BOND THEME . . .

Billy Strange, Crescendo 320 (Unart, BMI) (Los Angeles)

YOU'D BETTER FIND YOURSELF ANOTHER FOOL . . .

LaVern Baker, Atlantic 2234 (Keetch, Caesar & Dino, BMI) (Detroit)

THE HONEY WIND BLOWS . . .

Glenn Yarbrough, RCA Victor 8366 (Applesseed, ASCAP) (San Francisco)

IT'S SUMMER TIME U.S.A.

Pixies Three, Mercury 72288 (Merjoda, BMI) (Washington)

GINO IS A COWARD . . .

Gino Washington, Ric-Tic 100 (B-Bert-Corec Tone, BMI) (Detroit)

G.T.O. . . .

Ronny & the Daytonas, Mala 481 (Buckhorn, BMI) (Atlanta)

I STAND ACCUSED . . .

Jerry Butler, Vee Jay 598 (Curtam, BMI) (Memphis-Nashville)

MORE . . .

Danny Williams, United Artists 601 (Marks, BMI) (Atlanta-New Orleans)

A TASTE OF HONEY . . .

Tony Bennett, Columbia 43073 (Songfest, ASCAP) (Boston)

I JUST WANT TO MAKE LOVE TO YOU . . .

Rolling Stones, London 9682 (Arc, BMI) (Washington)

Guy himself. . . . Welcome to the newest radio station in Canada, CKPM, Ottawa. Outlet started programming June 7. **Frank Cantor**, a big man in music in Toronto, has been appointed music director at CKPM. They should make a great team.

RUTH MCGARRETT CHILDS

COPENHAGEN

Mel Torme wound up a successful one-month engagement at the Variety Hall, in famed Tivoli Park. **Delores Gray** is currently the star attraction. . . . The Beatles' fan organization seems to be losing interest in the British group and shops note the decline in their record sale. Although their current records are on the charts, new fan clubs are showing allegiance to the **Dave Clark Five** and the **Searchers**.

In conjunction with a British week celebration in September, the **Swinging Blue Jeans** will visit Copenhagen. . . . In October, **Miles Davis** will take part in a jazz festival. . . . Although Denmark does not have diplomatic relations with East Germany, two young Danish pop singers represented Denmark at the East German song contest July 11, **Jette Ziegler** and **Otto Brandenburg**.

DUBLIN

Freshmen's version of **Charlie Foxx's** "She's the One You Love" moving particularly well in Northern Ireland.

Telefis Eireann screened first of three half-hour programs recorded during a concert by **Clancy Brothers** and **Tommy Makem** at Dublin's National Stadium. . . . **Little Richard** played a one-nighter at Belfast's Boom Boom Room.

WARSAW

Copies of the Complete Works of **Frederick Chopin** took up 80 per cent of Polish exports in 1960. The figure now has dropped to 60 per cent. The market became oversaturated because publishers prepared copies in various foreign languages. Quite a large number of Chopin copies have sold in the States and Canada, hence there are certain misgivings as to the salability of the new National Works of Chopin edition now in preparation. . . . Polish "Teach Yourself" books for various musical instruments are now sold to Austria and the Soviet Union and Polish music publishers now have representatives helping to push sales in Europe, the U. S. and Japan, and soon in Argentina.

Philips has ordered three 12-inch LP's featuring works by contemporary Polish composers to be issued in their Modern Music Series. . . . Disks featuring works by **Penderecki**, **Bacewicz**, **Serocki** and **Baird** will be issued in July. . . . Sleeves, designed by Polish graphic artists, will be issued in quantities of 5,000. . . . Universal Editions, who possess the rights of Polish composer **Karol Szymanowski's** works, has recently agreed to permit their publication in Poland. It will take several years to prepare the material but the edition will be the first in this country.

WASCHKO

LONDON

In addition to tele-recording a spot with the **Bachelors**, **Ed Sullivan** will also film **Dusty Springfield** at ATV's Elstree Studios when he visits Britain at the end of August. Other acts are currently being signed for him by **Peter Pritchard** of the Grade Organization. . . . **Cliff Richard**

and the **Shadows** will star in "Aladdin" when pantomime returns to the London Palladium this Christmas. The show is expected to run for four or five months. As previously reported, the **Beatles** will star in a three-week Christmas show at a London suburban cinema theater, Hammersmith Odeon. . . . EMI will take over distribution of the Disneyland and Buena Vista labels in Scandinavia after Oct. 1. EMI has also picked up distribution of Warner Bros. in Ecuador.

Frank Sinatra has canceled plans to play British concerts in September due to an extension of his next film schedule. Impresario **Harold Davison** had already set three big dates for the star. . . . The **Bachelors** will pay a lengthy visit to the U. S. this fall. The Irish trio is expected to fly to New York on Oct. 20, returning early in December. . . . Sales of the second Columbia disk by the **Animals**, "House of the Rising Sun," reached half a million two weeks after its release, and 4,000 copies of the

British disk were flown to New York for distribution to disk jockeys after MGM picked it up for American release. . . . **Judy Garland** arrived here with **Mark Herron**, and said she would like to appear in a play in London. . . . Pye Managing Director **Louis Benjamin** hosted a reception for **Nelson Riddle** on his arrival for BBC-2 shows. . . . The small independent distributing firm, Budget Records, which was launched at the beginning of this year, has made sufficient strides to justify the

opening of an office in Glasgow this month. Budget becomes the first independent factor to set up in Scotland, stocking only independent labels. . . . Next week Pye will issue **Jimmy Rodgers'** "The World I Used to Know" on its International label. From next month Dot will have its own label here with Pye. . . . **Tito Burns** is negotiating for the **Dixie Cups** to visit Britain in the fall, and is bidding against **Robert Stigwood** for **Mary Wells'** British debut.

CHRIS HUTCHINS

THE VILLAGE STOMPERS HAVE ANOTHER SENSATIONAL HIT!

MOZAMBIQUE 5-9702



HERE'S THE SOUND OF "FOLK-DIXIE-SOUL"

A NEW DIMENSION IN ENTERTAINMENT FROM



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NASHVILLE SCENE

By ROSELLYN HUNTER

NASHVILLE — Connie B. Gay is presently in Germany as a member of a 10-man committee appointed by President Johnson to study the results of United States Foreign Aid to

West Germany. The group will be guests of the West German government while touring the area. The group will return to New York July 20 with a report to be given to President Johnson soon thereafter. . . . Lefty Frizzell is in a local hospital with an ulcer flare-up. His condition is reported good. The July 4 attendance at "Grand Ole Opry" was such that many folks could go home truthfully saying they'd been "on-stage at the Opry." Over 6,000 turned out for the Saturday night show, some of whom watched the show from a roped-off area backstage. Out-of-town guest talent included Roger Miller and David Houston.

Buddy Killen, Tree Publishing Company and Dial Records recently signed and released a single recording by Bobby Marchan who had the "There's Something on Your Mind" hit awhile back. . . . Jimmy Dickens returned to Nashville last week after a tour that encompassed the globe and extended from April 1 to June 30. Stops included shows in Okinawa, Japan, England and Canada. . . . Nashville Chapter of NARAS is continuing the drive for membership throughout the South. Anyone not already a member is urged to contact Bobby Moore, membership chairman, Box 6155, Acklen Park Station, Nashville.

Mercury Records all set for a session by a new artist Chris Gantry, as well as album sessions by Roy Drusky, single sessions by Darryl McCall, Leroy Van Dyke, Mother Maybelle Carter and Faron Young plus another duo-session for Faron and Margie Singleton. . . . Joe Wright advises that Sheb Wooley, Bobby Sykes, Bill Wilborne, Kathy Morrison and the band are set for a week at Casino Royal, Washington, starting Monday (13). . . . Jack B. Andrews is back in harness at the Denny-Moeller Agency after visiting in-laws in the Texas-Oklahoma area. . . . Jerry Allan, president of Allan Records, Chicago and Indianapolis, was here last week "to see the Nashville sound." Allan is contemplating a session here for late fall release. . . . Jim Boyd, Phoenix, Ariz., is in town to cut a single for Sims Records under the direction of Russell Sims.



KITTY WELLS, Decca recording artist and "Grand Ole Opry" star, appears to be headed for the top of the country charts again with her recording of "Password." (Decca 31622) (Advertisement)

Shields, Ford Head Up Hwd. Promotion Firm

HOLLYWOOD—Pat Shields, former Omaha deejay, for the last several years engaged in independent promotion work on the West Coast, has formed a new company, Great Western Associates, in association with Brad Ford. The new firm, with offices at 1737 North Western Avenue here, will engage in record promotions, talent booking and personal management of country and western artists.

"It will be our aim to present country artists and music in the most generally compatible light," Shields said. "The largest single problem, and possibly the oldest," he continued, "is the mistaken idea held by so many that one must be a hill-billy to appreciate country music. Network TV has done much to eradicate this misconception through the Jimmy Dean and Johnny Carson shows. If only all country stations will co-operate in keeping the image current, the entire industry can reap the profits."

Joe Allison's 500th

LOS ANGELES—Joe Allison, host of "The Country Corner," last week completed his 500th program for the Armed Forces Radio & Television Service. Show is produced in Hollywood and is heard around the world. Guests heard recently on the top-rated c&w program were Eddy Arnold and Roger Miller.



RELIGIOUS VOCALIST Ronnie Avalone (left) during his debut recording session for Supreme, Glendale, Calif.-based religious label. President Paul Mickelson is at the organ. Supreme will soon release two LP's by Avalone. He formerly recorded for World Records, Waco, Tex.

HOT COUNTRY SINGLES

SPECIAL SURVEY

FOR WEEK ENDING 7/18/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	3	DANG ME Roger Miller, Smash 1891	7
2	1	MY HEART SKIPS A BEAT Buck Owens, Capitol 5136	17
3	2	MEMORY #1 Webb Pierce, Decca 31617	8
4	4	TOGETHER AGAIN Buck Owens, Capitol 5136	16
5	6	WINE, WOMAN AND SONG Loretta Lynn, Decca 31608	12
6	5	BURNING MEMORIES Ray Price, Columbia 42971	19
7	9	LOOKING FOR MORE IN '64 Jim Nesbitt, Chart 1065	18
8	11	THE COWBOY IN THE CONTINENTAL SUIT Marty Robbins, Columbia 43049	5
9	7	CIRCUMSTANCES Billy Walker, Columbia 43010	13
10	10	SECOND FIDDLE (To an Old Guitar) Jean Shepard, Capitol 5169	8
11	18	PASSWORD Kitty Wells, Decca 31622	8
12	13	THEN I'LL STOP LOVING YOU Browns, RCA Victor 8348	10
13	14	PICK OF THE WEEK Roy Drusky, Mercury 72265	11
14	12	SORROW ON THE ROCKS Porter Wagoner, RCA Victor 8338	13
15	19	WHERE DOES A LITTLE TEAR COME FROM George Jones, United Artists 724	5
16	16	INVISIBLE TEARS Ned Miller, Fabor 128	13
17	17	I DON'T LOVE YOU ANYMORE Charlie Louvin, Capitol 5173	5
18	8	GONNA GET ALONG WITHOUT YOU NOW Skeeter Davis, RCA Victor 8347	10
19	42	THE BALLAD OF IRA HAYES Johnny Cash, Columbia 43058	2
20	20	I'M HANGING UP THE PHONE Carl Butler & Pearl, Columbia 43030	7
21	26	I LOVE TO DANCE WITH ANNIE Ernest Ashworth, Hickory 1265	5
22	15	KEEPING UP WITH THE JONESES Margie Singleton & Faron Young, Mercury 72237	19
23	24	SLIPPING AROUND Marion Worth & George Morgan, Columbia 43020	11
24	35	BE QUIET MIND Ott Stephens, Reprise 0272	6
25	38	I STEPPED OVER THE LINE Hank Snow, RCA Victor 8334	3
26	28	PUT YOUR ARMS AROUND HER Norma Jean, RCA Victor 8328	5
27	29	WALKIN', TALKIN', CRYIN', BARELY BEATIN' BROKEN HEART Johnny Wright & the Tennessee Mountain Boys, Decca 31593	12
28	44	I GUESS I'M CRAZY Jim Reeves, RCA Victor 8383	2
29	23	TAKE MY RING OFF YOUR FINGER Carl Smith, Columbia 43033	5
30	30	BALTIMORE Sonny James, Capitol 5129	17
31	31	BE BETTER TO YOUR BABY Ernest Tubbs, Decca 31614	5
32	21	LOVE IS NO EXCUSE Jim Reeves & Dottie West, RCA Victor 8324	17
33	22	UNDERSTAND YOUR MAN Johnny Cash, Columbia 42964	22
34	25	THIS WHITE CIRCLE ON MY FINGER Kitty Wells, Decca 31580	25
35	47	SOMETHING I DREAMED George Jones, United Artists 724	4
36	32	I'M A WALKIN' ADVERTISEMENT (For the Blues) Norma Jean, RCA Victor 8328	6
37	40	ONE IF FOR HIM, TWO IF FOR ME David Houston, Epic 9690	2
38	27	WELCOME TO MY WORLD Jim Reeves, RCA Victor 8289	26
39	—	BLUE GUITAR Sheb Wooley, MGM 13241	1
40	—	SUGAR LUMP Sonny James, Capitol 5197	1
41	33	BREAKFAST WITH THE BLUES Hank Snow, RCA Victor 8334	15
42	—	MEET ME TONIGHT OUTSIDE OF TOWN Jim Howard, Del-Mar 1013	1
43	34	MY BABY WALKS ALL OVER ME Johnny Sea, Philips 40164	9
44	—	COTTON MILL MAN Jim & Jesse, Epic 9671	1
45	—	SWEET ADORABLE YOU Eddy Arnold, RCA Victor 8363	1
46	37	KEEP THOSE CARDS AND LETTERS COMING IN Johnny & Janie Mosby, Columbia 43005	11
47	—	FROSTY WINDOW PANE Joe Penny, Sims 173	1
48	41	FOLLOWED CLOSELY BY MY TEARDROPS Hank Locklin, RCA Victor 8318	16
49	49	THE FIRST STEP DOWN Bob Jennings, Sims 161	11
50	50	NOT MY KIND OF PEOPLE Stonewall Jackson, Columbia 43011	13

THE PEOPLE'S CHOICE

SELFISH ONE
Jackie Ross - Chess - 1903

BREAKING POINT b/w THAT MAN BELONGS BACK HERE WITH ME
Etta James - Argo - 5477

LOVER COME BACK TO ME
The Flamingos - Checker - 1084

JO ANN
Bo Diddley - Checker - 1083

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Say You Saw It in Billboard

By BILL SACHS

Billboard SPECIAL SURVEY

FOR WEEK ENDING 7/18/64

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	MOONLIGHT AND ROSES Jim Reeves, RCA Victor LPM 2854 (M); LSP 2854 (S)	7
2	2	GUITAR COUNTRY Chet Atkins, RCA Victor LPM 2783 (M); LSP 2783 (S)	24
3	5	ON THE BANDSTAND Buck Owens, Capitol T 1879 (M); ST 1879 (S)	28
4	3	MORE HANK SNOW SOUVENIRS RCA Victor LPM 2812 (M); LSP 2812 (S)	13
5	4	RING OF FIRE—THE BEST OF JOHNNY CASH Columbia CL 2053 (M); CS 8853 (S)	28
6	6	BUCK OWENS SINGS TOMMY COLLINS Capitol T 1989 (M); ST 1989 (S)	28
7	10	LORETTA LYNN SINGS Decca DL 4457 (M); DL 74457 (S)	27
8	17	BEST OF BUCK OWENS Capitol T 2105 (M); ST 2105 (S)	2
9	19	BILL ANDERSON SINGS Decca DL 4499 (M); DL 74499 (S)	14
10	14	I WALK THE LINE Johnny Cash, Columbia CL 2190 (M); CS 8990 (S)	2
11	11	SAGINAW MICHIGAN Lefty Frizzell, Columbia CL 2169 (M); CS 8969 (S)	14
12	15	FLATT & SCRUGGS RECORDED LIVE AT VANDERBILT UNIVERSITY Lester Flatt & Earl Scruggs, Columbia CL 2134 (M); CS 8934 (S)	16
13	8	NIGHT LIFE Ray Price, Columbia CL 1971 (M); CS 8771 (S)	28
14	9	FOLK SONG BOOK Eddy Arnold, RCA Victor LPM 2811 (M); LSP 2811 (S)	19
15	7	STORY SONGS FOR COUNTRY FOLKS Faron Young, Mercury MG 20896 (M); SR 60896 (S)	23
16	—	OUR MAN IN TROUBLE Don Bowman, RCA Victor LPM 2831 (M); LSP 2831 (S)	5
17	12	THE BEST OF GEORGE JONES United Artists UAL 3291 (M); UAS 6291 (S)	28
18	13	BLUE AND LONESOME George Jones, Mercury MG 20906 (M); SR 60906 (S)	3
19	—	THERE STANDS THE GLASS Carl Smith, Columbia CL 2173 (M); CS 8973 (S)	3
20	20	PORTER WAGONER—IN PERSON RCA Victor LPM 2840 (M); LSP 2840 (S)	5

WITH THE COUNTRY JOCKEYS

By BILL SACHS

Ben Landis, former program director of KCAD in Abilene, Tex., is back in country music after a hiatus of six months. Now doing four and a half hours daily on KOKE, Austin, a full country music station, he is looking for program material. Releases may be sent to him at Box 3355, Austin, Tex.

Roscoe Brooks has assumed the 7-11 p.m. shift at WDOL AM-FM, Athens, Ga., only all-country FM station. . . . Ray Winkler, of KZIP, Amarillo, Tex., has opened a new nitery, the Pearl Gates, in Dallas. . . . Tillman Franks, 604 Commercial Building, Shreveport, La., has available deejay copies on David Houston's new one on Epic, "One If for Him, Two If for Me," and Jimmy Dee's "The One I Love," on the Nashville label. A request on your station's letterhead will fetch you samples. . . . Sgt. Al Lynch posts that he has left KSBK-Radio in Naha, Okinawa, and asks that friends remove him from their mailing lists until they hear from him.

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5:30-7 a.m. slot on KGEM-Radio, Boise, Idaho, with his "Blue grass Jamboree." . . . Orville Couch invites country music deejays who haven't received his new Vee Jay wax, "Strike a Match," b.w. "Dance Her by Me," to write him on their station letterhead at Route 2, Ferris, Tex. . . . Mac Curtis, P.D. at KATR, Eugene, Ore., writes: "Tell all the other country folks across the nation that we're bustin' at the seams with country music and that after six months programming country KATR is now one of the hottest items in the Pacific Northwest. We welcome all LP's and singles, artist promos and promotion material." KATR's staff comprises Jim Tull, Gene (Cotton) Boles, Mac Curtis and Ken (Bat) Masterson. The station's audience reaction currently favors Buck Owens, Jimmy (C) Newman, Sonny James and Jim Reeves as the most-requested artists, Curtis reports.

"We play the Top 20 country and western, two hours of singles per week and two hours of stereo albums, and are in deep need of programming material," pipes Tommy Boyles, deejay at WRLB, Long Branch, N. J. "We cover New York City and are pulling mail from 20 miles beyond," continues Tommy, "and the response has been great." . . . Pappy Daily has just released on his "D" label Danny and Audrey Harrison's first hymn record, "The Lord's Masterpiece" and "He Heard Me Cry," both from Tommy's pen. Deejay samples may be obtained by writing to Joanne Harrison at Box 27, Man, W. Va.

Johnny Cash will headline a c&w package at the Auditorium, Milwaukee, Aug. 1, under auspices of Station WMIL. Also featured will be Skeeter Davis, Bill Anderson, June Carter and Bobby Nelson, with Jimmy West, WMIL deejay, handling the emcee chores. . . . Connie Hall, formerly on Decca and recently signed by Musicor, cuts her first session for the latter label at the Bradley Studio in Nashville late this month, with Pappy Daily monitoring the waxings. Connie's new Decca release, out July 23, couples "Back to Loneliness" and "Yellow Roses." Now working out of the Bob Neal office, Nashville, Miss Hall last Saturday (11) joined the Jimmie Dickens unit at the Sparta (Ill.) Fair. Others in the package are George Morgan and Red Sovine and band. The same package, booked by the Moeller-Denny office, Nashville, is set for six weeks of fairs, following the Sparta date.

Earl Scott, following a swing through Iowa, Missouri, Kansas and Arizona, last week embarked on Texas and Mexico dates arranged by Smiley Wilson of the Wil-Helm Agency, Nashville. . . . Johnny Sea, heard on the Philips label, has signed an exclusive booking and management pact with the Bob Neal Agency, Nashville. Sea recently moved back to Nashville after residing several years on the West Coast. . . . Patty Corbett of Station WGL, Fort Wayne, Ind., is handling the managerial reins on the Crum Brothers, who appeared as guests on the Jimmy Dean ABC-TV-er July 2. . . . Gary Von, young songwriter of Chagrin Falls, Ohio, has signed an exclusive writer's pact with J. Hal Smith's Pamper Music, Goodlettsville, Tenn.

Jerry Rivers, former fiddler with the late Hank Williams, heads up a new country group, the Homesteaders, currently working out of Houston. . . . Jake Johnson, who in his first attempt at politics was elected to the Texas Legislature in a recent run-off voting, attributes much of his success in the race to a series of taped spots made in his behalf by Willie Nelson. Johnson and his friend, record promoter Walt Breeland, purchased time on KIKK, Houston all-country outlet, and ran the spots repeatedly on the days prior to the election. Jake's win can be chalked up as another testimonial to the selling power of country music, Breeland opines.

Country music vet, Patsy Montana, currently on a heavy schedule of fair dates through the Midwest for Bunea Vista Productions, Phoenix, Ariz., and Attractions, Inc., Chicago, has just had a new album and single release on Sims Records. . . . Hank Williams Jr. pulled a wall-bustin' crowd at Dewey Groom's Longhorn Ranch, Dallas, July 4, according to Joe Kundrat, who does the drum-beating for the Groom spot. . . . Bill Deaton, of the Deaton Enterprises, San Antonio, was in Nashville recently to cut some radio shows for Faron Young's Pearl Beer series. Bill infos that his new record, "Six Cents a Mile," is catching on well in Texas, Louisiana and Tennessee. Deejays needing a copy are asked to write to Jim Reeves Enterprises, Box 128, Madison, Tenn.

George Herriage, a newcomer to the country music field, is appearing as a regular on Curtis Kirk's "Tyler Shindig" live show

and the "Tyler Shindig Preview" on KLTW-TV, Tyler, Tex. Herriage, a native of Athens, Tex., now resides with his wife Faye and four kiddies in Mesquite, Tex. He has just had his initial release on the Custom label, "Look, Look, Look (What You've Done to My Heart)" b.w. "My Heart and I." . . . Bill McDowell, veteran country & western artist formerly on the Rena label, has his initial release coming up soon on Bonita Records, McDowell, one of the producers of the Coonskin Folk Music Festival, held each year in Charleston, W. Va., reports the event will again be held in September. He invites artists who plan to be in the area at the time to contact him at Mustang Productions, 3 Atkinson Court, Charleston.

The Kadetts, with Judy Kaye as songstress, are set for Castle Air Force Base, California, July 14-26, and Edwards Air Force Base, in the same State, July 28-Aug. 2, after which they play a 12-day stand at the Buena Vista Hotel, Safford, Ariz., starting Aug. 4. On Aug. 21 the Kadetts begin a 10-day stand at West Yellowstone, Mont. Sam Gibbs Orchestra Service, Wichita Falls, Tex., is handling the routing. . . . Shirlee Hunter appears as guest on WWVA's "World's Original Jamboree," Wheeling, W. Va., July 18, and makes the Sunday (19) stand at the Big "S" Park, Hedgeville, W. Va. Appearing with Shirlee on fair, park and celebration dates for the summer are Teenie Chenault and His Country Rockers.

Sonny James recently made an unscheduled personal appearance that he's not very happy about. The audience apparently consisted of only one person. Sonny had just returned from a tour with Hap Peebles in Kansas and was sleeping soundly in his apartment in Nashville. So

soundly, in fact, that a burglar entered his bedroom and lifted his wallet from a table beside his pillow and made off with several hundred dollars. Nashville police who reviewed the job gave the burglar credit for being an expert at the matter, but Sonny's not very happy with the whole thing. "At least he wasn't an undercover man," said Sonny. "I was under the cover the whole time."

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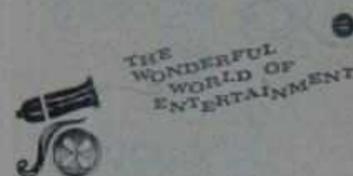
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"TO BE STRONG"
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JAMIE = 1279

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GEMA Changes Strategy

BONN—West Germany's performing rights society, GEMA, has switched tactics in its struggle to compel the payment of an annual royalty for the private tape recording of music. Instead of attempting to collect the annual taping fee from tape recorder owners, GEMA now proposes collecting from the recorder manufacturers.

Moreover, GEMA proposes escalating the private music taping issue to a global campaign, whereby national copyright organizations everywhere would wheel into action against tape recorder manufacturers.

Explained a GEMA strategist, "It is obviously unrealistic to confine the collection of private music taping royalties to a single country. Why should the German owner of a tape recorder pay a music taping fee while the American or Frenchman tapes music without paying the royalty?"

Architect of the new GEMA strategy is an eminent jurist, Dr. Hans Carl Nipperdey, former president of the West German federal labor court and now professor of law at Cologne University.

Fee Is Proposed

Nipperdey is seeking government and industry support for a plan which would have tape recorder manufacturers pay GEMA 7.5 per cent of the factory price of each recorder at the time it is delivered to the distributor or purchaser. This would constitute payment in full of the taping royalty for the lifetime of the recorder and would relieve the purchaser of further royalty responsibility.

Nipperdey says his proposal "has the virtue of simplicity and universality—it can be applied anywhere; American manufacturers would find it no more painful than their German counterparts." The jurist's formula is tailored to a recent ruling of the

West German Supreme Court, which decided that GEMA is entitled to a private music taping royalty, but is not entitled to a list of equipment purchasers from the manufacturers and their distributors.

The courts have approved an annual fee of \$2.50 per set, but have made it virtually impossible for GEMA to collect without causing a "Gestapo" outcry. Nipperdey apparently feels that by widening the struggle against the manufacturers to the international front, he can exert greater leverage on German producers.

If carried to its logical extreme, Nipperdey's strategy could produce difficulty for the export shipments of German tape recorders, as well as for domestic sales. The various national performing rights societies in the importing nations would, in theory at least, make common cause with GEMA against the recorder manufacturers.

Nipperdey's emergence as a chief GEMA royalty strategist reflects the immense prestige and substantial power which the German performing rights soci-

ety has accumulated in the last half decade. These are the fruits of its successful campaign to elevate music to the status of an efficiently run and highly profitable business.

Drive Stepped Up

Fittingly, GEMA is intensifying its campaign against the tape recorder manufacturers (which the performing rights society regards as one of the last potentially substantial sources of untapped royalty revenues) on the 100th anniversary of the birth of Richard Strauss.

The famous composer, the founder of GEMA, was revolted by the Bohemian image of the composer struggling for recognition in an attic. Strauss was instrumental in popularizing the present image of the composer as primarily a businessman, not an impecunious esthete, who receives in full measure, and enjoys to the hilt, the fruits of his success.

It is being recalled by GEMA on the Strauss centennial that the composer felt, and insisted, that any composer was entitled to the same standard of living as the class of people who enjoyed his music. Strauss was incensed that the wealthy classes of his day diverted themselves with private concerts of music whose composers were living in penury.

Jack Wolf In Europe

NEW YORK — Jack Wolf, songwriter-publisher, is on a tour of England, France, Italy and Germany. In France, Wolf conferred with Denis Bourgeois of Bagatelle. Bagatelle recorded "Stand a Little Closer" (Ne Sois Pas Si Bete) for a click with newcomer France Gall. She is now repeating with "My Boy Friend Got a Beatle Haircut" (La Cloche). Both songs were written by Wolf in collaboration with Bugs Bower. While in Germany, Wolf will show material for Caterina Valente, and in Italy, for Rita Pavone.

Wolf is accompanied by his wife, who is active in his publishing activities. They are due back in New York on Aug. 5.

Basie, Condon At Singer Bowl

NEW YORK — Count Basie and his orchestra appeared in a jazz festival at the Singer Bowl at the World's Fair, Tuesday, July 6. Second half of the evening program featured Eddie Condon, who led a Dixieland group of all-stars.

With both groups, Jimmy Rushing belted out a number of blues songs. Rushing recently toured Australia and New Zealand with Condon and a Dixie group. Condon will be honored July 20 at midnight at Carnegie Hall. The all-star show will include Sammy Davis, Bob Crosby, Johnny Mercer and Henry (Red) Allen.

Vee Jay Inks Mason

HOLLYWOOD—Vee Jay has pacted satirical folk humorist Mason Williams and has begun cutting his first LP. Williams, 28-year-old writer of "Them Poems," verses beginning with "them thar," has had his specialized material used by the Limericks; Peter, Paul and Mary, and the Kingston Trio, according to the label.

Costin Gets Bids From Independents

HOLLYWOOD—Texas millionaire Glen Costin's announcement after buying Ava Records (Billboard, June 27) that he was looking for other labels produced a rash of calls from interested parties, demonstrating the unstable position of the small manufacturer in today's fiercely competitive market.

It is known that Costin has discussed the acquisition of Valiant with its owners and that he plans meeting with other Los Angeles based companies, including World Pacific, the jazz label.

Costin, who has made his money buying, developing and selling properties, plans emphasizing foreign distribution and was piqued at the lack of European representation when he took over the company. Ava's domestic contract with MGM expires in August and the label will probably not renew its pact with them.

In continuing to buy good soundtrack properties, which have been Ava's key selling items, the label has secured "The Trouble Maker," starring the Premise Players, which just opened to rave notices in New York. The package follows Ava's purchase of "The Carpetbaggers" which is well on its way to becoming the top LP in the company's catalog.

Brandywine Unit Opens in Reno

RENO — The Brandywine Singers, who opened at Harold's Club recently, will stay through Aug. 10. Group had a best selling album on Joy label last fall on the heels of their single, "Summer's Come and Gone."

Following their engagement here, the Singers will play one-nighters beginning in Portland, Ore., and then head East where they wind up August with a date at the Steuben County Fair, Bath, N. Y.

The group then takes a brief hiatus during which one of its members, Ron Shaw, will get married. The group will play college dates in the South during September and October.



A.G.J. McGRATH (right), Teal Record Company's managing director, and Tom Noonan, Billboard research director, review the South African market statistics, soon to appear in Billboard's International Buyer's Guide.

Dixie Oldies For Release

HOLLYWOOD—Good Time Jazz has developed its own version of oldies but goodies singles. The traditional jazz label has developed "Dixie oldies" and will issue 10 singles in its initial release package.

Les Koenig, president of the label, said he expected to add between 20 and 30 more singles to the list in the next six months. The initial package offers material by the Firehouse Five Plus Two, Bobby Scobey's Frisco Band, the Castle Jazz Band, George Girard and his New Orleans Five, Turk Murphy's Jazz Band and Kid Ory's Creole Jazz Band.

Titles include "Tiger Rag," "Chicago," "Royal Garden Blues," "St. Louis Blues," "Original Dixieland One Step" and "Beale Street Blues."

Koenig said dealer reaction to the program of issuing Dixieland singles to areas indicating a need for this kind of material was encouraging. The singles have all been remastered and repackaged and placed in "Dixie oldies" sleeves.

Breakaways' World Bow

NEW YORK — The Breakaways, Australian group, will be given a simultaneous global release on its single, "The Flipper," coupled with "Granada." It will be made available in all areas where Melbourne Records and its licensees operate. Melbourne is the U. S. subsidiary of the Australian W&G Records.

The release will be identical in every respect in all foreign countries, even carrying the same identifying number. Those companies participating in the world-wide pitch include Discos Importadora of Mexico; Melbourne Records of Canada; Gravacoes Eletricas of Brazil; Oriole Records of England; Ariola-Eurodisc of Germany; Troubadour Records of South Africa; His Master's Voice of New Zealand; Electro Acoustics Products of Malaysia and, of course, Melbourne in the U. S. and W&G in Australia.

Ray Charles on Overseas Tour

NEW YORK—Ray Charles, ABC-Paramount recording artist, left Tuesday (7) for an extended overseas tour which will take him to England, Denmark, Sweden, Switzerland, Belgium, Spain, Italy, Japan, Australia and Hawaii. He returns to the U. S. in early September.

The label has just released Charles' latest album, "Have a Smile on Me."

Europe Cup Song Contest in 6th Year

BRUSSELS — For the sixth year now, the Europe Cup Song Contest (Coupe d'Europe du Tour de Chant) took place in the Casino of Knokke. Six countries participated in the contest July 10-16. The entrants, Belgium: Jean Thomas, Louise Lava, Ben Amaury. France: Jean Claude Darnal, Pia Colombo, Ticet-Barrier, Maria Vincent. Pierre Barouh. Netherlands: Willeke Alberti, Shirley, Trea Van Der Schoot, Ilonka Biluska, Rita Hovineck and Germany: Peter Beil, Sven Jensen, Rosemarie Gongolsky, Ulla Nielsen, Rita Bartok.

BILLBOARD, July 18, 1964

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

	M	S
ARAVEL		
GUELA GILL—Sings Israeli Folk Songs: AB 2002 (M)	—	—
AL SINGER—Going Places: AB 2003 (M)	—	—
ATLANTIC		
MOSE ALLISON—The Word From Mose: 1424 (M)	—	—
ANAMARI—8092 (M)	—	—
MILT JACKSON—Vibrations: 1417 (M)	—	—
CHARLIE MINGUS—Tonight at Noon: 1416 (M)	—	—
The SHADOWS Know!l: E097 (M)	—	—
CANJO		
CANDY JOHNSON AND HER EXCITERS—Candy Johnson Show: 1001 (M)	—	—
COLUMBIA		
ANITA BRYANT—The World of Lonely People: CL 2222, CS 9022	—	—
GEORGE MORGAN and MARION WORTH—Slippin' Around: CL 2107, CS 8997	—	—
RIP CHORDS—Three Window Coupe: CL 2166, CS 9016	—	—
EPIC		
BOBBY HACKETT—Plays the Music of Louis Armstrong, "Hello Louis": LN 24099, BN 26099	—	—
BOBBY VINTON—Tell Me Why: LN 24113, BN 26113	—	—
ELEKTRA		
KOERNER, RAY AND GLOVER—Lots More Blues, Rags and Hollers: EKL 267, EKS 7267	—	—
FOCUS		
CARMEN McRAE—Bittersweet: 334 (M)	—	—
MARIAN		
LEE NORMAN—Music-Lee Yours: MNL 51, STL 51	—	—
PRESTIGE		
BOOKER ERVIN—The Song Book: 7318, 7318S	—	—
WILLIS JACKSON—More Gravy: 7317, 7317S	—	—
SHIRLEY SCOTT AND STANLEY TURRENTINE—Soul Shouting: 7312, 7312S	—	—
MAXINE SELLERS—Folk Songs: 14032 (M)	—	—
JIMMY WITHERSPOON—Blues Around the Clock: 7314, 7314S	—	—

	M	S
RCA INT'L (ITALIAN)		
ROBERTO ALTAMURA—Neapolitan Classics: PML 10203 (M)	—	—
CORO DELLA S.A.T.—Vol. III: PML 10359 (M)	—	—
CORO DELLA S.A.T.—La Su Per Le Montagne, Vol. I: PML 10103 (M)	—	—
CORO DELLA S.A.T.—La Su Per Le Montagne, Vol. II: PML 10323 (M)	—	—
SERGIO ENDRIGO: PML 10322 (M)	—	—
FANFARA DELL'ASSOCIAZIONE NAZIONALE DEI BERSAGLIERI—Suoni la Tromba: PML 10096 (M)	—	—
NICO FIDENCO: PML 10301 (M)	—	—
NICO FIDENCO—Per Noi Due: PML 10366 (M)	—	—
MIRANDA MARTINO—Canzoni Napoletane: PML 10334 (M)	—	—
RITA PAVONE—Non E'Facile Avere 18 Anni: PML 10360 (M)	—	—
RITA PAVONE: PML 10350 (M)	—	—
FERRUCCIO TAGLIAVINI—Le Canzoni di Teri: PML 10106 (M)	—	—
FERRUCCIO TAGLIAVINI—Canzoni Napoletane: PML 10364 (M)	—	—
VARIOUS ARTISTS—Successi Estate RCA: PML 10352 (M)	—	—
EDOARDO VIANELLO: PML 10333 (M)	—	—
RCA INT'L (MEXICAN)		
Nosotros . . . LOS DANDYS: MKL 1574 (M)	—	—
CARLOS GARDEL: El Zorzal Criollo: MKL 1578 (M)	—	—
MARIACHI VARGAS DE TECALITAN—Danzones: MKL 1582, MKS 1582	—	—
AMALIA MENDOZA Y JOSE A. JIMENEZ—Amalia y Jose Alfredo: MKL 1580, MKS 1580	—	—
MARCO ANTONIO MUNIZ . . . RAFAEL HERNANDEZ: MKL 1576 (M)	—	—
SMASH		
MILLIE SMALL—My Boy Lollipop: MGS 27055, SR5 67055	—	—
SWAN		
WALTER GATES & HIS ORK—My Man: SW 515 (M)	—	—
UNITED ARTISTS		
SOUNDTRACK—The Beatles A Hard Day's Night: UAL 3366, UAS 6366	—	—

MGM to Bow 6 Soundtracks

NEW YORK — Summer will be a soundtrack festival at MGM Records. The albums that MGM has tied in picture product are "The Unsinkable Molly Brown," "Looking for Love," "Night of the Iguana," "Circus World," "Flipper" and "The Carpetbaggers." The soundtrack set from the "Carpetbaggers" will be issued on Ava Records, which is distributed by MGM.

The record company is pegging its promotion on the six movie packages with special streamers covering all the six LP's as well as streamers for each individual package. The promotion campaigns on the albums will be tied in with the release of the pictures in local areas and in instances where the producer is buying time spots on local radio, the record company will be concentrating on the stations for extra plays.

In addition, MGM will have special incentive plans for distributor salesmen who will be able to earn extra money through a point system of sales. Also, MGM has a special promotion going on NBC-TV's "Let's Make a Deal," in which the album covers will be flashed on the screen.

Murray Back in N. Y.

NEW YORK—Henry Murray, head of Sue Records, has returned from London. He accompanied Inez Foxx there where she made a series of one-night appearances and did several TV shows. She records for the Sue label.



NESTOR SELASCO, right, signs contract with Eduardo Miranda of Casa Praos of Montevideo, Uruguay. The pact enables Selasco's Sicamericana firm in Buenos Aires to make and distribute Dot and Reprise records in Uruguay. Contract also gives similar privileges to Orfeon of Mexico, and Music Hall of Argentina.

Vee Jay Inks More Artists

HOLLYWOOD — Vee Jay's artist roster has been broadened with the addition of the Clinger Sisters, Donnie Cole, the Heavenly Mariachis and Barrett Strong.

Joining the staff simultaneously with Strong is Richard Parker, who co-authored four tunes Strong will record.

The Clinger Sisters, Debra, Patsy, Melody and Peggy, were introduced on Danny Kaye's CBS-TV show and their first single will be timed to break when they appear on the late evening Steve Allen TV program next month.

Joe Smith Promoted by Warner Bros.

HOLLYWOOD—Joe Smith has been promoted to director of singles a&r for Warner Bros., passing on his duties as national promotion manager for Warners and Reprise to Bruce Hinton, upped from local WB promotion man.

Smith will continue handling singles a&r, signing new artists and acquiring masters as he has been doing, but is now free of any promotion activities. He reports directly to Mike Maitland, Warner Bros. president.

Hinton, in assuming all promotional activities for both labels, will work with a field force of eight men.

Jimmy Hilliard continues handling LP a&r for Warners and will co-ordinate projects with Smith, who has been with the label three years.

Crown-W. Indies Records in Pact

NORWALK, Conn. — Paradiso, Inc., international management consultant firm, arranged the signing of a license agreement between Crown Records of Los Angeles and West Indies Records, Ltd., of Jamaica.

The agreement gives the West Indies firm exclusive pressing and distribution rights in Bermuda, Bahamas, Barbados, British Honduras, Jamaica, Antigua, St. Kitts, Nevis, Anguilla, Montserrat, Trinidad, Tobago, Grenada, St. Lucia, St. Vincent, Dominica, Costa Rica, Martinique, Guadeloupe, Panama, Aruba, Curacao, Bonaire, Dutch Guiana and the Virgin Islands.

—Disc Jockeys Proclaim This LP "The Greatest"—

BOBBY BLAND'S "AIN'T NOTHING YOU CAN DO"

DUKE LP 78

★ ★ ★ ★ ★

A Hit Across the Nation!

BOBBY BLAND'S "SHARE YOUR LOVE WITH ME"

DUKE 377

★ ★ ★ ★ ★

Destined to Be a Very Big Hit!!!

JOE HINTON'S "FUNNY"

BACKBEAT 541

★ ★ ★ ★ ★

DUKE AND PEACOCK RECORDS, INC.
2809 ERASTUS STREET
HOUSTON 26, TEXAS
OR 3-2611

Watch for Them!

"THE BOYS WITH THE BIG GUITARS"

Copyright 1964 by Merry-Go-Round Melody Company
1650 Broadway, NYC



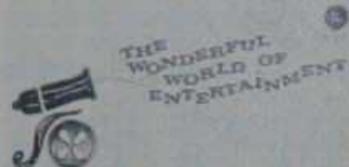
"JOHNNY LOVES ME"

by FLORRAINE DARLIN

5 105
BILLBOARD Breakout Single
CASH BOX Looking Ahead
RECORD WORLD Coming Up
MUSIC BUSINESS Radio Exposure Chart

MOVING UP ALL CHARTS
CALL YOUR RIC DISTRIB. NOW

coming . . .



WARNER BROS. REPRIS

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

Two Tunes on the Move
"DO THE MOSQUITO"

by J. L. SMITH #741
"CAN'T STAND YOUR EVIL WAYS"

by J. L. SMITH #742
FRIENDLY FIVE RECORDING CO.
1250 S. Albany St., Chicago 23, Ill.
Phone: (312) 277-3689

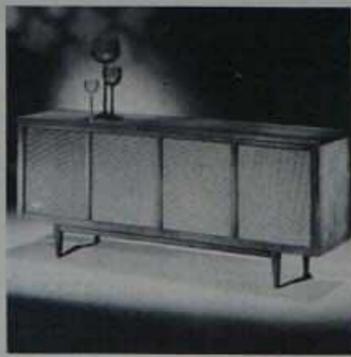
Giant Philco Line Unveiled



TABLE RADIO T-1002



TRENDSETTER STEREO CONSOLE



STEREO-PHONO-RADIO

CHICAGO—Philco introduced a giant, 32-unit console line here last week, with styles ranging through Contemporary, Early American, French Provincial, Mediterranean and Italian Provincial, and priced from \$129 for a phonograph-only tube set through a beginning list price of \$550 in the glamor 1880 series.

Transistors were emphasized throughout the line. Philco is offering new audiodome speakers in its top-of-the-line Phonorama 500 1880 series. The speakers radiate sound through nearly 180 degrees and function as high-fidelity tweeters.

The 1880 chassis has fully transistorized AM/FM/FM multiplex tuner and phono stereo amplifier, and offers 50 peak watts of power. In ad-

dition to dome speakers, there are two 12-inch speakers and eight four-inch speakers. The five models offer extension speakers and tape record jacks plus jacks for tape playback, vertical record storage and five push-button function controls, including tape.

Also introduced is a high-precision FM tuning indicator called a Shadow Meter.

Promotional model in the 1965 line is a 59-inch-wide stereo hi-fi unit (1701) with stereo FM and AM-FM radio at a suggested list of \$199.95.

The model has solid state automatic frequency control in the FM tuner, two 10-inch bass

woofers plus two four-inch speakers with a pair of coaxially mounted tweeter cones, four-speed multi-mix changer with Scratch-Guard tone arm, diamond needle, stereo recording jacks and provisions for second room stereo speakers. The cabinet has record storage space, comes in genuine veneers and solids in walnut and mahogany.

Trendsetter

The Trendsetter in this year's line is an Early American Dry Sink model in maple veneers and solids. The unit has fully transistorized AM/FM/FM multiplex tuner and phono stereo amplifier with 25 peak

(Continued on page 38)

Phono-Tape MERCHANDISING

BEST SELLING PHONOS • DISK DEALS
EQUIPMENT NEWSLETTER



TRANSISTORIZED MINIATURE TV SETS was the theme emphasized by a surprising number of manufacturers at the recent National Association of Music Merchants convention in Chicago. Billboard's Florence Wise looks over a sample line-up, including General Electric's 9-inch screen at \$159.50, Sharp's 6-inch set at \$169.99, Delmonico's 4½-inch at \$179.95, Sony's 4-inch screen at \$199, Standard's 3-inch set, and Philco's mock-up of a 3-inch (no price listed).

FRETTED MUSIC BOOMS

Guitars Catch Disk Dealers' Eye

By NICK BIRO

CHICAGO — About six months ago, a large record distributor here decided to run a promotion utilizing guitars as giveaways. Much to his surprise, he found that not only were the guitars the most wanted premium he had used in years, but there was such a shortage of instruments he had all he could do to get enough for his program.

This single fact is but one of many emphasizing a mushrooming boom in what is called the "fretted instrument" industry; that is, guitars, basses, cellos, mandolins, banjos and ukuleles. Of significance to record dealers, however, is that these in-

struments are more and more finding their way into traditional disk outlets.

The record distributor who gave guitars away six months ago (Ralph Ergas of RCA Victor) found that about half his dealers were taking them home to the family but still another half were putting them in their store windows to attract traffic. And in virtually every case involving the latter, there was little difficulty disposing of the items to regular disk customers.

A check with the guitar industry shows that record dealer traffic in the items is not totally unexpected. In fact a leading industry spokesman last week told Billboard that the potential

for guitar sales in record stores was "tremendous," and that the record stores offered the sort of high-traffic sales outlet that the industry has been looking for for many years.

Sidney M. Katz, president of the Guitar and Accessories Manufacturers Association and Kay Musical Instrument Company, told this reporter that there was no reason record dealers couldn't do as well with guitars as they do with any other music-oriented item.

Katz noted that for many years the traditional music store has been the main outlet for guitars and other fretted instruments. Big users were profes-

(Continued on page 38)

Magnavox Hits Record Sales

FORT WAYNE, Ind.—Magnavox Company reported record sales of nearly \$90,000,000 for the first half of 1964, representing a gain of 15 per cent over a previous year's volume of \$77,800,000 for the same period. Frank Friemann, president, said consumer products showed a 35 per cent gain in sales with resultant higher profits, compared to a decline in earnings from military business.

Friemann said he would still stand on a prediction made several months ago that sales would reach \$250,000,000 for the year, compared to last year's volume of \$174,000,000. He said the firm's volume would be helped

(Continued on page 38)

Electrohome Expands U. S. Sales Effort

CHICAGO—Dominion Electrohome Industries, Ltd., one of Canada's largest manufacturers of stereo hi-fi equipment and TV sets, is moving to new and larger U. S. headquarters here, following a 67 per cent climb in the company's American sales for the first quarter of 1964.

Carl A. Pollock, president, said the firm was setting up new

(Continued on page 38)

RCA Enters Component Market



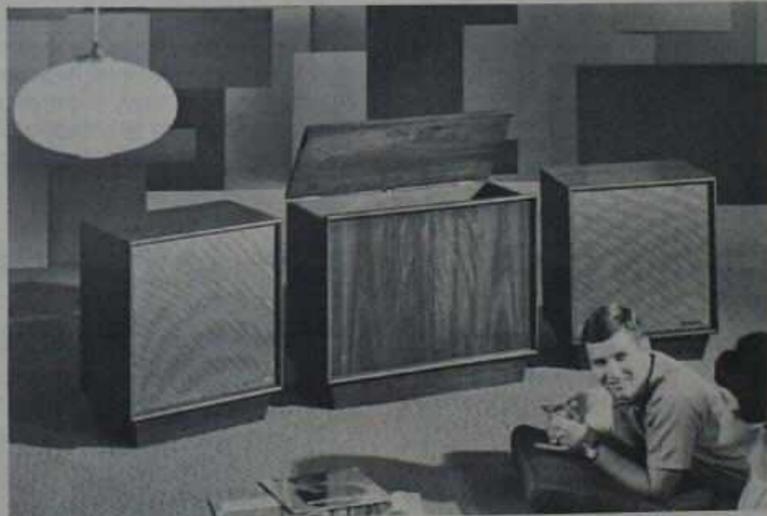
RCA VICTOR'S BOOKSHELF-VERSION of its component line consists of a solid-state 120-watt amplifier-tuner, Studiomatic changer and small matched speakers.

INDIANAPOLIS—RCA Victor is joining the growing number of home phonograph manufacturers to enter the component market, giving added impetus to what is generally considered the home entertainment industry's "sleepers."

RCA's entry will be a solid-

state Mark series, laboratory pre-matched (to "take the mystery out of selling component systems," according to Raymond W. Saxon, president) and manufactured in the firm's Victrola radio plant here.

Saxon noted the "pre-matching" feature would "enable the



RCA VICTOR'S NEW amplifier-tuner-turntable components are also available in a modular cabinet. Choice of speakers is optional.

average retail store to get into this business without the need of specially trained, technical-talking sales help."

The new RCA Victor component line, to be available in the fall, consists of a 120-watt tuner-amplifier, Model XFL11; a Studiomatic record changer

(Model XFL 15) with automatic and manual operation, and a modular ensemble (Model XFL 20), consisting of a tuner-amplifier and changer. The components are housed in a cabinet of walnut veneers and selected hardwoods.

Matching the new components

is the previously introduced line of three speaker series, models XFK 21, XFK 22 and XFK 23, ranging in retail price from \$39.95 to \$69.95, plus a new stereo headphone set (Model XFK 11), optionally retail priced at \$24.95.

The transistorized tuner-amplifier unit, though housed in one cabinet, contains separate chassis for easier maintenance. The bookshelf model measures 11 and 11/16 inches high, 32 inches wide and 12 inches deep. FM stereo radio and plug-in jacks for stereo headphones and a tape deck are included in the unit with an approximate suggested retail price of \$350.

Figures

The Studiomatic changer has a Feather Action tone arm, will be offered as a complete unit with changer, base, cables, spindle and cartridge. Approximate retail price will be \$90, dimensions 4½ inches high, 15½ inches wide and 14¼ inches deep.

The modular unit, consisting of the tuner-amplifier and record changer, features record storage space and a full lift lid. It measures 26 7/32 inches high, 32 inches wide and 15 inches deep. Suggested list is \$450.

BILLBOARD, July 18, 1964

Shure Introduces Component System



SHURE M-100

EVANSTON, Ill. — Shure Bros., one of the nations leading manufacturers of cartridges, tone-arms and microphones, confirmed a long-standing industry rumor last week by introducing a premium-quality packaged component stereo system.

Shure has been testing the unit in Detroit for the past several months with what it termed highly satisfactory results. The Evanston, Ill., firm will market the system through its present network of franchised dealers.

The system is available in finished walnut as the M-100 or as

a portable as the M-100L. The portable is designed to list at \$400, the walnut model at \$450.

Solid State Circuitry

The unit has an Institute of High Fidelity rated-power of 20 watts per channel. The preamp and amp has 17 transistors. Source of sound is Shure's V-15 stereo Dynetic cartridge with diamond stylus. The turntable-changer is a Dual Auto professional model 1009.

The M-100 may be used with AM, FM multiplex tuner or tape recorder and has a separate microphone jack.

EQUIPMENT NEWSLETTER

Ampex Comes to Grippers' Rescue

By DAVID LACHENBRUCH
Contributing Editor

SEVERAL MONTHS ago, Billboard printed some of the results of its survey of a large number of tape recorder dealers. Perhaps the most valuable aspect of the response was the tabulation of complaints about the practices and products of the tape recorder industry.



Among the principal gripes were (1) Lack of price maintenance. (2) Poor educational programs for dealers and consumers by recorder manufacturers. (3) Insufficient recorder advertising aimed at laymen. (4) Exaggeration and lack of standardization in performance claims. (5) Complexity of high-quality recorders makes them difficult to sell to nonaudiophiles; sometimes dealer salesmen can't even operate them. (6) Merchandise often received in poor condition. (7) Price of pre-recorded tapes too high.

It's interesting to note how these problems are being attacked by Ampex in its new program to make a real dent in the consumer tape recorder field.

First, there's the product. Ampex, whose home recorders have previously sold in the over-\$550 bracket, now has developed two new lines whose key portable stereo recorders list at \$399 and \$499, with a tape deck and pre-amplifier unit at \$349.

THE REAL significance of the move may not lie so much in the pricing as in the genuine attempt to answer the need for a high-quality recorder which doesn't require an engineer to operate it. There are only four basic controls on the higher priced models, five on the lower priced ones.

The higher priced units (\$439-\$499) have important automatic features — an enclosed self-threading take-up reel (you just drop the tape into a slot), and an automatic reversing mechanism, cued by a sub-sonic signal that the user puts on the tape by turning a control button.

In the pre-recorded tape field, the Ampex Stereo Tape Division (formerly United Stereo Tapes) is recognizing the need for lower cost material with the introduction of a new series of music tapes recorded at 3 3/4 inches per second, designed to take advantage of the superior frequency response and low noise level of modern recorders and raw tape. Priced at \$8.95 each, they play for 1 1/2 to 2 hours, providing the equivalent of two standard reels of 7 1/2 inches per second tape (at \$7.95 each), thus bringing tapes into the same price ballpark as stereo disks. Ampex believes that the fidelity of the 3 3/4 speed is now good enough to justify this program.

not immediately concern itself with other products.

Rek-O-Kut made a dictating machine which was dropped about a year ago. The firm also had a speaker which was dropped a year ago, but which may again be produced at a later date. Rek-O-Kut's tape recorder, not yet marketable, is being held "in abeyance."

Rek-O-Kut's sales for the fiscal year ending last June 30 were "close to \$1,000,000," Dennis said.

Rek-O-Kut Control Acquired by Koss



JOHN C. KOSS

CHICAGO — John C. Koss, president of Koss Electronics, Inc., Milwaukee, last week purchased the controlling interest in the Rek-O-Kut Company, Inc., Corona, N. Y., component turntable manufacturer. Koss is one of the nation's leading manufacturers of phono earphones.

The stock was personally acquired by John Koss for an undisclosed amount from George Silber, Rek-O-Kut president. Koss estimated his controlling interest at 67 per cent.

The two firms will continue to operate separately. Rek-O-Kut, in business some 24 years, has been operating under Chapter IX of the Federal Bankrupt-

cy Act since May, 1953. Koss noted his purchase was contingent upon successful completion of negotiations with creditors.

No change in distribution is planned for either firm. Koss noted that a possible merger of the two manufacturing facilities was at least several years away because of a several million dollar tax loss that had to be used up.

Koss said that both companies will maintain their "present emphasis on component high fidelity dealers as a prime outlet for merchandise.

Hal Dennis, Rek-O-Kut vice-president in charge of sales, said the firm would again concentrate on becoming number one in the turntable field and would

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.

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.

ATLANTIC-ATCO—Expires August 31, 1964. Started July 1, 1964. Distributor receives 12.5 per cent discount on entire LP catalog, including all new releases.

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.

GNP CRESCENDO—Expiration date indefinite. Started July 1, 1964. The 600 Series—buy five, get one free. Regular Series—buy nine, get one free.

WITH ITS new products and its new marketing program, Ampex aims at doubling its present 500 franchised dealers in the next year. The program, based on discussions with a nation-wide advisory group of dealers, provides for a one-year renewable franchise. The dealer must maintain satisfactory inventories and meet other conditions to qualify for the franchise.

At the end of each, dealers receive a "performance dividend" of 4 per cent of the minimum resale price of all purchases, if they have: (a) kept demonstrator models on display and in operating order, (b) utilized Ampex point-of-sale materials, and (c) made personnel available for local Ampex product training. Among other conditions of Ampex's new franchise policy:

(1) Ampex is establishing "minimum resale prices" and dealers who sell below them will lose their franchises.

(2) Mail-order-only dealers won't be franchised. Ampex defines a retailer as one who maintains normal store hours and a full display of recorders and audio or photographic merchandise who has at least one qualified salesperson and whose merchandise is available for purchase by walk-in traffic.

(3) To meet the industry-wide problem of poor quality control, Ampex agrees to replace within four days, prepaid, all merchandise which arrives in inoperative condition through manufacturing fault or error.

(4) If Ampex reduces net prices, the dealer will be paid the difference between the new and old net in cash on all units in the dealer's inventory within 90 days of the effective date of the price cut.

(5) When the company decides to discontinue a model, dealers will receive 90 days' notice of cut-off date. During the interim, dealer advertising is "encouraged in the interest of an orderly sell-off of the dealer's inventory."

(6) In its co-op ad program, Ampex pays up to 75 per cent of the cost of dealer advertising of Ampex products.

(7) Spec sheets for recorders will state performance in two ways — average and guaranteed. Ampex officials say that false or misleading specs have handicapped the growth of the industry and that they plan to take the lead in establishing industry-wide standards within the next few months.

THE NEW Ampex program, like some others in the industry, is a serious attempt to bring some order out of chaos. And it can be assumed that Ampex, whose name is virtually synonymous with tape recording, plans eventually to invade lower price classes—particularly in view of a recent statement by Jack Trux, marketing manager of its Consumer and Educational Products Division: "Ampex is committed to the obsolescence of the phonograph."

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 OVER \$500

This Issue	POSITION		BRAND	% OF TOTAL POINTS
	4/4/64 Issue	12/21/63 Issue		
1	1	1	Magnavox	53.6
2	2	2	Fisher	13.3
3	4	3	Pilot	9.4
4	—	—	Motorola	6.4
4	5	4	RCA Victor	6.4
			Others	10.9

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 parenthesis.

4/4/64 Issue: Zenith (3).

12/21/63 Issue: Zenith (5); Electrohome (6).

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

Yes, Virginia-- There is a Sanity Clause

It's built into every person's moral contract with himself . . . and in the world of business, it's called "ETHICS."

Some people choose to forget it exists . . . but whether you deal in records, pharmaceuticals, bubble gum or publishing, it's the great unseen giant that separates the men from the boys.

As with any intangible, Webster's Dictionary defines the word "ethics" in many ways, a few of which are:

- "the science which treats of the nature and grounds of moral obligation; the science of human duty"
- a set of moral principles or values"
- or closer to home . . . "rules of practice in respect to a single class of human actions; as, social *ethics*, newspaper *ethics*"

At Billboard, we take immense pride in our 70-year heritage of sound and honorable business practice . . . where ethics are as vital to our operation as unlocking the door to our office in the morning.

Oh, sure . . . the highest of ideals can inadvertently get a little bruised now and then . . . unavoidable in any large operation where hundreds of people scattered throughout the world are involved in each weekly product. But on the whole, the ethical soundness of Billboard's publishing code is totally unmatched by any other industry publication . . . and we'll take odds that no other music-record trade paper gets the kind of lively mail we do.

For example . . . a letter recently received from a Billboard contract advertiser:

"For some time we have been complaining that the editorial content relating to merchandise issued or made by non-advertisers is in direct conflict with our paid advertising.

"We are not trying to dictate editorial policy to your publication, but, since the editorial coverage boils down to free advertising for a competitor's merchandise, we would have to be idiots to continue to pay for what someone else gets for nothing. If anything, non-advertisers in the field get broader editorial coverage than do those who advertise. On the basis of the evidence, it is obvious that the best way to expand our editorial coverage and maintain our competitive position, is to stop advertising.

"Until these problems are settled to our satisfaction, we will not renew our contract and will advertise only on a onetime basis when we feel it necessary."

GUILTY, YOUR HONOR! . . . As much as we hate losing that contract business, we must confess to our firm conviction

- that just because you advertise does not mean you make *news*
- that just because you advertise does not mean we are obliged to print your press releases word for word without checking the facts to make sure the story is *newsworthy*
- that just because you advertise, we should lessen or suppress *news* about your competitors

No, sir . . . sleep is too precious. Furthermore—we don't run free ads to hype big accounts . . . or print "puff" to make the book look bigger . . . or pull the wings off butterflies.

What we do try to do is make certain

- that every line of news in every issue of Billboard is accurate and of direct interest or importance to the industry
- that our advertisers get a fair shake—by our membership in Audit Bureau of Circulations (ABC) which presents the industry an annual, unbiased audit of our circulation, letting advertisers know exactly who his message is reaching and where they are.
- that our readers get the benefit of constant up-grading and improvement of editorial content—by our membership in Associated Business Publications (ABP) . . . dedicated to furthering the editorial excellence and "ethical" standards of the business press. (Only ABC-audited publications are accepted for membership)

Do you think any of the above could have some possible bearing on the fact that Billboard's paid circulation is twice that of any other music-record business paper?

Yes, Virginia . . . there really is a Sanity Clause. All you have to do is close your eyes and listen to the fine print.

Billboard

The ONLY ABC-audited business paper for the music-record industry

Guitars Catch Dealers' Eye

• Continued from page 36

sional musicians and schools.

Today, Katz said, guitars and other instruments are finding their way into the recreational market. He credited greater availability of leisure time and leisure dollars for the big increase in guitar sales.

Katz said that record stores could stimulate impulse purchase of guitars—just as the stores stimulate the sale of disks and other related items by impulse.

"I've always had a theory about instruments," Katz said.

"People don't really want to play an instrument—they want to make music. The easiest way to do this is to sing. Since you don't want to sing alone, a guitar or 'uke' becomes the logical instrument to use."

Katz feels the guitar is the most versatile of "voicing instruments," and among other assets lists the fact that guitars are "portable, medium priced (a musically workable guitar can be bought for \$19.95, a pretty good model for \$39.95), and are easy to learn to play.

"We're selling quick pleasure," Katz points out.

Commenting on merchandising, Katz notes that guitars and ukuleles are about to find themselves candidates for mass merchandising, much as records did a few years ago.

He feels, however, that this is one area where the small dealer can compete with the big outlets.

"For one thing the small dealer can buy as well—for another, he has the music merchandising know-how."

Going into industry statistics, Katz noted that guitar sales had increased 10 per cent yearly for the past 10 years.



SIDNEY M. KATZ

For the first half of 1964, guitar sales are up from 30 to 40 per cent over the same period last year, Katz said.

As for sales of fretted instruments—Katz said this is the fastest growing segment of the entire music industry. The Guitar and Accessories Manufacturers Association, of which Katz's Kay Musical Instrument Company is one of 35 members, reported a \$55,000,000 volume for 1963, a 22 per cent increase over 1962 volume of \$45,000,000.

Katz predicted a total fretted industry volume of \$66,000,000 for 1965—another 20 per cent increase over the current year.

Of all fretted instruments—Katz said the biggest percentage increase was in banjos, primarily because of a small initial base.

Among other leading manufacturers in the fretted instrument field are Gibson, Guild, Gretsch, Harmony, Fender, Martin, Epiphone and Goya.

Giant Philco Line Unveiled

• Continued from page 36

watts. Suggested list is \$399.95.

All transistorized AM/FM multiplex tuners and phono stereo amplifiers come into the line in the 1723 series with an opening list price of \$299.95.

The four 1723 models have two eight-inch speakers, two four-inch speakers and two tweetercones. They also feature extension speaker or tape record jacks with function, loudness, bass, treble, balance, tuning controls and automatic frequency control.

Portables

Next in the line is the 1725 MB, an all-transistorized unit with 25 peak music watts and push-button controls. The cabinet is in traditional styling with brown mahogany veneers and matching solids. Suggested list of \$99.95. The model has two 10-inch speakers, four four-inch speakers and two tweeters.

Philco's portable line includes four transistorized units starting with the N-1502, an automatic stereo model with four transistors. The unit has a suggested

list of \$99.95. The model has two swing-front six-inch speakers, a drop down changer, a 45 rpm spindle and loudness, tone and balance control.

The top-of-the-line model is the 10-transistor N-1508, a 40 peak watt automatic stereo model with a suggested list of \$179.95. The unit is finished in black simulated leather grain with solid walnut speaker enclosures, has two eight-inch and two 3½-inch speakers, a drop-down changer, Scratch-Guard tone arm, 45 rpm spindle and loudness, tone, bass and treble controls.

The portable line begins with the N-1431, a monaural automatic with an open list price. Next is the N-1432, an automatic monaural with drop-down changer at a suggested list of \$49.95.

Electrohome Sales

• Continued from page 36

U. S. headquarters in suburban Elk Grove. Electrohome currently has warehouse and sales facilities here, a warehouse in New Jersey with sales offices in New York, and warehouse and sales offices in San Francisco.

In 1963 the company hit a \$25,000,000 sales volume, of which \$3,500,000 was done in the U. S. At the recent music show in Chicago, Electrohome displayed a line of 50 TV and hi-fi stereo models, including seven color units. The company was the first to sell Canadian-made color sets in the U. S. last year.

Magnavox Sales

• Continued from page 36

by the ready availability of color TV tubes. Magnavox normally does two-thirds of its consumer volume in the second half of the year. Freimann noted that the firm's electronic home organ line had been broadened to include seven models ranging from \$495 to \$2,750. The firm entered this field two years ago and last year had three models in its line.

Montgomery Ward to Mfr. Own Stereo & TV Models

CHICAGO — Montgomery Ward & Company, one of the nation's largest mail-order operations, is becoming involved in an electronic equipment manufacturing venture that will eventually produce television receivers, phonographs and radios. Wards is negotiating for an

interest in a new company to be set up by Hoffman Electronics Corporation, an independent manufacturing firm. Hoffman in turn is planning to acquire Trav-Ler Industries, Inc., a Chicago-based maker of private label TV sets and cabinets.

Trav-Ler has long been a supplier to Ward's as well as a host of other firms. A Ward's spokesman said the Trav-Ler facilities will be under joint Ward-Hoffman control and will probably be known as Hoffman Products.

The new firm will continue to make equipment for Ward's under the firm's Airline brand and will make radio, TV and phono equipment for other firms under labels.

The announcement of the Ward venture was made last Tuesday (30) by Robert Brooker, president. He said that eventually all Ward's electronic merchandise would be supplied by the Hoffman-Trav-Ler concern.

Charge Pair With Fraud

DES MOINES—Two Nebraska men, charged with 19 counts of mail fraud in the sale of stereo consoles, have been moved here for prosecution.

Assistant U. S. Attorney Frederick Coufal said Frank J. Fabain and Joseph E. Fabain, Omaha brothers, were indicted by a federal grand jury in Des Moines for allegedly selling stereo consoles under false pretenses, using the mails in the process.

According to Coufal, customers were told they would receive a \$15 rebate on the charges of the consoles if they used their machines as demonstrators and brought additional customers to the sellers.

Ampex Intros Slow Speed Tape Series

NEW YORK—Ampex Stereo Tapes is introducing a new series of 3 3/4 i.p.s. prerecorded tapes, giving additional impetus to the concept of slow-speed playback. Industry sources have long contended that improvement in tape heads now produces virtually the same result at 3 3/4 speed as was previously available on 7 1/2 speed.

The new tapes are priced at \$8.95 and contain the equivalent of two ordinary 7 1/2 speed reels (\$7.95 each). The initial offer contains 18 titles in various music categories. These will be expanded to embrace all categories including opera.

Coast Diskery Plans

HOLLYWOOD—Pianist Jimmy Sheldon figures prominently in the reactivation plans of Coast Records. President Charles Washburn plans waxing Sheldon at the Ambassador Hotel's Casino Room, to be followed by another live taping at the Lindy Opera House in mid-July.

VIDEOTAPE RECORDERS COMING SOON

CHICAGO—A look into the TV industry's future shows that videotape recorders are just around the corner. Several firms checked during the recent music show here revealed they will be marketing such sets in 1965 with price tags "within the reach of today's TV buyer." The TV industry had its biggest exhibit ever at last week's music show. Eighteen labels showed color models and the industry predicted a \$750,000,000 color volume for the year, with talk of color sales exceeding black and white sales by mid-1965. Miniature TV sets were also a notable factor: Black and white screens ranged from three to nine inches with one firm even displaying a six-inch color set that it plans to market next year.

Warners Ink Ned Herzstam

HOLLYWOOD — Warner Bros.-Reprise has signed Ned Herzstam to secure premium business. He will work with the label's merchandising director, Joel Friedman, and will represent both companies in soliciting and preparing disk projects designed for premium merchandise.

Herzstam formerly headed Creative Record Service, which created disk projects for clients. The premium business is one of the industry's lucrative side lines.

Teddy Napoleon Is Dead at 50

NEW YORK—Teddy George Napoleon, 50, for many years pianist with Gene Krupa's jazz trio, died Sunday, July 5.

Nephew of trumpeter Phil Napoleon, he joined the Krupa group in 1944. One of the most popular recordings made during this period was "Dark Eyes," with Krupa on drums and Charlie Ventura on sax.

Survivors include his widow, a married daughter and two sons. Services were held July 9 at St. Theresa's Church. Burial was at St. John's Cemetery, Queens.

NARAS Election

LOS ANGELES — Local NARAS members will elect 21 persons to the board of directors, replacing those whose terms expire in July. Governors elected last year to two-year terms remain on the board.

Two persons will be elected from the following classifications: vocalists, conductors, a&r producers, engineers, musicians, arrangers, art directors and documentary-spoken word specialists. Three members will be elected in the classical field.

Caedmon Distrib

NEW YORK—Caedmon Records has appointed the Decca Distributing Corporation of Cleveland to handle its line as well as the Shakespeare Recording Society label in that area. With the addition of Cleveland, Decca is now distributing both labels in five areas including Dallas, Kansas City Mo., Memphis and Cohoes, N. Y.

CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personnel . . . serving more than 70,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

EMPLOYMENT SECTION

SITUATIONS WANTED

DIRECT FROM WORLD'S FAIR: SMASH engagement TV package revue, The Gleams. "Mr. Magic Moon" on Kapp Records. New hit, "Bad Boy," pop r&b vocalists. Also "The Shadows," instrumental and vocal group and top M.C. Vince Lance. 160-21 12th Ave., White-stone 57, N. Y.

DRUMMER—YOUNG, SINGLE, DANCE, rock 'n roll specialty. Complete traps. Have rhythm or lead guitar. Wayne Miles, 18 Brookdale Ave., Rochester 19, N. Y. Telephone: IDIewood 8-8900.

INTERNATIONAL SALES MANAGER

with over a decade of experience with a major record company in this capacity, seeks a position that requires a mature diversified and multilingual executive who has plenty of experience; thorough knowledge of export trade and foreign market research; numerous and valuable contacts among the world's leading record manufacturers. If you want and need such a man, write

BOX 114

c/o Billboard, 165 W. 46th St. New York, N. Y. 10036

HELP WANTED

GIRL GUITARISTS WANTED—LEAD and bass. Experience unnecessary. If unable to audition personally, send tape. Must sing some, be willing to travel. Will make recordings, appearances. Excellent opportunity. Carol Phury, c/o Carolyn Stier, Narka, Kans.

RADIO ANNOUNCERS! EARN TOP money in big time! Consultant's amazing manuscript reveals highly effective technique! "You and Top Forty!" \$1 copy. (Also coaching via tape/other services. Details free.) Hal Fisher, 678 Medford, BL, Patchogue, N. Y.

WANTED AN AGENT FOR CHORAL catalog. If interested, contact Lolla Mont Gue, Montague Music Co., BMI, 902 Second St., Crawford, Nebr.

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

DEALERS . . . ONE-STOP RACK JOBBERS

. . . in the following territories: Washington, Oregon, Alaska, West-ern Montana and Northern Idaho.

Order Your Supply of

Record Preview

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

C & C DISTRIBUTING CO.

(A Subsidiary of West Coast Distributors, Inc.)
1000 FIRST AVENUE SOUTH
SEATTLE, WASH. 98134

Listed, you will find the labels which we presently distribute:

Dot, MGM/Verve, Atlantic, Liberty/Dolton.

IT'S A CAN'T-MISS SALES AND PROFIT MAKER! Check your regular Associated salesman for special prices . . . or write to us.

45 RPM RECENT HITS—TERRIFIC FOR promotions: two recent hits on each record; \$12 a hundred. Sample sent postpaid for 25¢. Hal Faktor, 4143 W. Armitage Ave., Chicago, Ill., CA 7-3722.

RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

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PRESSING No job too small CONSULTATION

All questions answered about Recording, Distribution, Printing, Shipping, Music Publishing, etc.

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

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1733 Broadway
New York, N. Y.
CI 7-2159

RECORDING FACILITIES & SUPPLIES

PROFESSIONAL DEMO RECORDS

Finest Quality—Low Prices—Top Notch Talent.
8 Singers (male-female), 10 Instruments—Vocal Groups.
Best, Modern Tape and Disc Equip. (Ampex, Altec, RCA)
Large Sound Studios—Top Technicians, Piano or Organ & Vocal—1 Song, \$12.00; two songs, \$23.00 (45 or 78); add Guitar, Bass, Drums, Sax, Clarinet, Steel Guitar, Violin for \$5.00 each per song.

WRITE FOR FREE BROCHURE.

DEMONSTRATION RECORD COMPANY

(Our 10th Year)
Box 2404, Sta. C Lincoln, Nebraska

SONGWRITERS: ARE YOU LOOKING for a company that specializes in demos for ASCAP and BMI writers? Gives you the master tape? Records your song with 3-piece orch. and vocalist for \$30? Musicrest B., 6715 Hollywood Blvd., Hollywood 28, Calif. np-jy18

MISCELLANEOUS

JOCKEY JOKER! A COLLECTION OF six DJ sagittas now in one edition. Contains over 300 One Liners, Gags, Sound Effects, Hits, Station Breaks, Ad-libs, etc. \$7.50. Show-Its Comedy Service (Dept. BJ), 63 Parkway Court, Brooklyn, N. Y. 11235. 1966

20,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service incl. Free catalog. Robert Orben, 2626 Dunbar Crescent, Baldwin Harbor, N. Y. ch-wp

REC. ACCESS. & DEALERS FIXTURES

LE-BO

YOUR #1 SOURCE

for the most complete line of—

- RECORD RACKS
- RECORD ACCESSORIES
- PEGBOARD POCKETS
- BROWSER DIVIDER CARDS

Write for complete details on this fast-selling, profit-making line.

LE-BO Products Co., Inc.
33-59 Vernon Blvd.
Long Island City 1, N. Y.

when answering ads . . .

Say You Saw It in Billboard

CLASSIFIED RATES Per Insertion

	1/2"	1"	2"	Each Additional Inch
Manufacturer Advertisers	\$9	\$15	\$25	\$9
Distributors (Regional) & Employment Advertisers	\$5	\$9	\$15	\$5
Distributors (National)	\$9	\$15	\$25	\$9
Situations Wanted for Individuals	\$2	\$9	\$15	\$5

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words.
- All rates are for EACH insertion. PAYMENT MUST BE IN ADVANCE!
- Advertisements 2" or larger are set in boxed style.
- If Box Number is used, follow 10 words for number and address. Box number service charge is 50¢ per insertion.

USE THIS HANDY ORDER FORM

Please insert the following ad for _____ consecutive issues.

Heading: _____ Size: _____
 Set regular classified style. Set boxed classified style.

Amount enclosed _____

Copy: _____

Company Name _____ Authorized by _____

Address _____

City _____ State & Zip Code _____

PLEASE ENCLOSE YOUR PAYMENT. WE DO NOT BILL FOR CLASSIFIED ADS.

FOR ADDITIONAL INFORMATION AND/OR ASSISTANCE CONTACT: CLASSIFIED ADVERTISING MANAGER, Billboard, 165 West 46th St., New York City 10036.

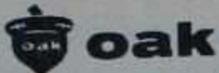
ADVERTISING RATES INTERNATIONAL EXCHANGE
Classified: Per line \$1. Minimum 4 lines per insertion.
DISPLAY: Per inch \$14. Minimum 1 inch.

Above prices are for one insertion in one issue. Cash or check with order. Lower rates for 12, 26, 52 insertions in a one-year period.

FOR FURTHER INFORMATION CONTACT: Peter Heins, International Advertising Director, Billboard, 165 West 46th Street, New York City 10036 or Andre de Veky, European Director, 15 Hoesover Square, W. 1, England.

BULK VENDING news

You count more with OAK!



MANUFACTURING COMPANY, INC.
11411 Knightsbridge Ave., Culver City, California

INTRODUCING!
the ultimate in
SANITARY VENDORS



PM-DUO

RECESSED ACE LOCK
BAKED ENAMELED CABINET
CHROME MECHANISMS
CAPACITY:

Duo—300 Flat Packs
Trio—450 Flat Packs



PM-TRIO

Compact Rugged Construction. Any Combination of 25c and 50c Coin Mechanisms. Clutch Handles. Adjustable Hoppers. Write for Prices.

PEN-MAR
DISTRIBUTING

Authorized Oak Distributors
Box 1142, Hagerstown, Maryland
Phone 739-0880

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

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME _____
COMPANY _____
ADDRESS _____
CITY _____

Fill in coupon, clip and mail to:

KING & COMPANY

3700 W. Lake St. Chicago 3, Ill.
Phone: KE 3-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, 5c Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies: 1 Hershey's 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.



Lynn Seeks \$3.5 Million in Suit Against Oak Mfg. and 6 Others

By SAM ABBOTT

LOS ANGELES — Damages totaling \$3,500,000 and an injunction are being sought by Lynn Distributing Company in a suit filed here in Superior Court charging a bulk vending supply house, a manufacturer, five bulk vending machine operating partnerships, and an association with interference with contractual relationships, interference with prospective advantages, injury to property rights, and conspiracy.

Plaintiffs are Carl W. Bruhn, Ilona Bruhn, and Roza Tyroler, a partnership, doing business as Lynn Distributing Company.

Defendants named are Sidney H. Bloom, Sam Weitzman, Operators Vending Machine Supply Company, a partnership; Oak Manufacturing Company, Inc., a corporation; Preston Coombs, William D. Coombs Vending Machine Service, a partnership; Western Vending Machine Association, an unincorporated association; Sid Sherman, Norm Weitzman, VM Sales Company, a partnership; Leo W. Weiner, Alvin Kroutch, West Coast Enterprises, a partnership; Phil Sreden, Barry Sreden, Western Vending Machine Service Company, a partnership; Dick Vandenberg, Kress Vending, a partnership, and Does, one to 100, inclusive.

The suit points out that the plaintiffs have been and are engaged in the retail vending machine business in Los Angeles County. In this capacity, the suit continues, the company entered into oral contract with Safeway Stores, Inc., to install gum ball machines in its stores

in Los Angeles County, other Southern California area, Arizona and elsewhere, on a percentage of gross receipts. A similar agreement was made with Food Giant Markets.

Allegation

The complaint alleges that the defendants "did wrongfully, fraudulently, knowingly, intentionally and maliciously persuade and induce Safeway and Food Giant to terminate said contracts and induced them to enter into contracts with the defendants, and each of them."

The court is further requested to amend the complaint to include other customers claimed to have been fraudulently persuaded to switch services.

The suit further charges that about 10 years ago, the plaintiffs were defendants in an action in Superior Court of the County of Los Angeles, No. 620,180. "Remarks of the presiding judge in said action were recorded by a court reporter and transcribed by said reporter in a document entitled 'Reporter's Transcript, Judge's Remarks.'

"Various remarks of the judge in said transcript depicted certain of the defendants in said action (who are plaintiffs in this action) in a very unfavorable light."

Displayed at Locations

This "Reporter's Transcript," the suit charges, was displayed to Safeway, Food Giant and other customers to obtain cancellation of the service agreement with the plaintiffs.

In the second cause of action, the complaint states that negotiations for a contract were

entered into with Safeco, a retail food chain, by the plaintiffs. Said negotiations were terminated with the plaintiffs charging that the defendants fraudulently induced Safeco to enter into contracts with them. General damages of \$250,000 plus \$250,000 in exemplary and punitive damages against each defendant is asked here.

The third cause of action charges that the defendants "did and still do induce, procure, persuade and entice plaintiff's customers to have no business relations or transactions with the plaintiffs." On this phase, \$500,000 is asked in damages plus punitive damages of \$500,000.

According to the complaint, the defendants more than a year ago and up to and including the present time, have wrongfully and unlawfully induced and persuaded Safeway, Food Giant, and other customers to repudiate and cancel Reporter's Transcript. The court is asked for a temporary restraining order, preliminary injunction and permanent injunction against "directly or indirectly distributing, giving, exhibiting, displaying, etc., the Reporter's Transcript."

Arnold Provisor, attorney for Operators Vending Machine Supply Company and Oak Manufacturing Company, Inc., said, "On behalf of the people I represent, the allegation is false for they have never demonstrated the transcript in question."

Sreden, Coombs and Vandenberg made no comment at this time. Leo Weiner could not be reached, being in New York.

Pacific Patter

Sam Moriwaki is leaving for a trip to Europe. He expects to be gone for several weeks. John Clem, veteran bulk operator of Whittier, was in town and stopped off at Acme Vending. Stan Goren has set up Stan's Vending in the Los Angeles area. Arnold Finkelstein and John White have formed a partnership to operate a bulk vending route. They purchased a number of Northwesterns from Acme for the operation. A large shipment of the new Northwestern bulk pack machines was received early last week at Acme. Bob Feldman said that in all his years of experience in vending supply, he has not seen anything like the interest given to this machine which vends Fleece's Dubble Bubble.



Direct Low Factory Prices

Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size... 30 1/2 lb.
Chicle Ball Gum, 130 ct... 38 1/2 lb.
Clor-o-Vend Ball Gum... 43 1/2 lb.
Clor-o-Vend Chicks, 320 ct... 43 1/2 lb.
Chicle Chicks, 320 & 520 ct... 39 lb.
Bubble Chicks, 320 & 520 ct... 31 1/2 lb.
Tab (short stick), 100 ct... 40c box
5-stick Gum, 100 packs... \$2.00
F.O.B. Factory 150 lb. lots

AMERICAN CHEWING PRODUCTS

40 years of manufacturing experience
4th & Mt. Pleasant
Newark, N. J. 07104

Denver Operator Takes Wife on Service Calls

DENVER — Henry Feenstra, vending route operator here, uses a highly unusual gimmick to promote his slogan of personal service in building up new locations, and servicing his routes.

He simply takes Mrs. Feenstra along.

A comparative newcomer to bulk operations here, Feenstra went into vending operations a year ago after long experience as a real estate broker. Long interested in the possibilities of vending, he began with a limited route, which has since been expanded into one of the largest in the South Denver area, vend-

ing a complete product mix, along with a coffee sideline.

Operating his extensive route without any outside help, Feenstra has made a full-time partner of his wife, who is frequently at his side, on servicing calls, and invariably, when location-spot prospecting.

Feenstra carries a card which emphasizes the words "Personal Service." The card immediately backs up the point by introducing his wife and telling the prospective location owner that one or the other will always be on duty, ready to aid the location owner.

The Denver operator feels that taking Mrs. Feenstra along helps to create a wholesome family image which his location owners can appreciate.

Pacific Patter

Jim Ballard, son of Clayton Ballard, manager of the Los Angeles branch of Wurlitzer, has enlisted in the Army and will soon go to Fort Ord.

Phil Cracraft of the Wurlitzer branch service department and his family are in Oregon on vacation. Darlene Scavarda, wife of John Scavarda of the Wurlitzer branch (he's office manager), and children have returned from a two-week visit with friends and relatives in Denver. Ed Wilkes is back at the R. F. Jones Company after being away for five weeks. He underwent surgery in a Long Beach hospital.

Ralph Phipps will hold a school on vending machine equipment July 28. Ed Mason of the Los Angeles Jones company parts department and his family are visiting friends and relatives in Oregon and Washington State during his vacation.

Guggenheim Set On Loony Trolls

JAMAICA, N. Y. — Karl Guggenheim, Inc., local charms manufacturer, is marketing a companion item to its K.G. Crazy Trolls. The new product, called K.G. Loony Trolls, is in luminescent colors. Four machine-front displays come free with each 1,000 of the 10-cent capsule item.



Vending Headquarters for VICTOR

The Most Complete and Finest Line of Bulk Vendors
NEW SELECTORAMA

BEAUTIFUL STORE WINDOW DISPLAY
Available in 1c, 5c, 10c, 25c or 50c coin mechanisms. Unit can vend 100 count gum, V, V-1 and V-2 capsules. Use as single unit or can be mounted on multiple stands. New, attractive and durable space-saver stand available for six or eight units. Double or triple your sales with this great vendor. Write for further details, color circular and prices. Large Stock of Vendors—Parts and Merchandise. Write for Prices.

GRAFF VENDING SUPPLY CO., INC.
2817 W. DAVIS ST. DALLAS, TEXAS

Stand Decorations Help Operator Get Locations

DUARTE, Calif.—One way to get bulk vending machines into a previously banned luxurious atmosphere is to come up with a luxurious stand to match, says Western Vending Company, with many locations in Duarte. For example, in the Duarte Shopping Center on Highway

66, a complex of plush restaurants, delicatessens, liquor stores and food stores had stubbornly resisted penny vending machines until Western Vending Company came up with a compelling answer.

It was to construct seven-machine stands, mounted on bases covered with the same pattern in formica as appears on the walls of most of the retail stores and restaurants in the area. Not only was Formica used for such bases, but it was trimmed in stainless steel, with rub-rails along the bottom and sides of the fixture, plus decorative trim over the front.

Mounted on casters and easily moved from one place to another, the sturdy Formica bases harmonize well with almost any surroundings in the Duarte Shopping Center. A typical machine at the entrance to a plush food store offers four 1-cent machines, one 5-cent unit, and two 10-cent machines, for a complete product mix, ending up with two 10-cent weird-o machines.

Undoubtedly the most expensive equipment which any Los Angeles bulk operator has been using, the colorful stainless steel and Formica bases have been accepted wherever they have been offered.

Tragedy Hits Geo. Wilson

DETROIT—A triple tragedy struck the family of George Wilson, owner of the Wilson Vending Company, recently when his three oldest children were drowned while swimming at Cedar Island near Kingsville, Ont., on Lake Erie.

They were Kathleen, 14; Marjorie, 13, and George, 11. Wilson has long been one of the city's leading bulk vendors.

Pacific Patter

George Trambitas has been named manager of the R. F. Jones office in Seattle. He succeeds Ralph Cragen, who resigned to join the Wurlitzer company. . . . Al Jones has returned as manager in the parts department of the R. F. Jones Company, San Francisco. His many friends in the organization welcomed him back. . . .

Chuck Klein, manager of the Los Angeles Jones branch, reports that the Gottlieb Bowling Queen is going strong. . . .

Jack Rolling, R. F. Jones Company vice-president and controller, with headquarters in San Francisco, is back following a business trip to the Denver branch. The Rollings moved into their new home in Marin last week. . . . Bill Erskine, Jones sales manager for the coin-operated division in San Francisco, headed the project of the annual golf tournament at the Almaden Country Club Sunday (12) in San Jose. Participating were operators, suppliers and, of course, Jones personnel. At press time, more than 60 were entered. . . . Marabelle Wright is heading the committee for the annual Jones Company picnic to be held Aug. 2 in Menlo Park in Flood Park. . . . Don McGowan of the Tele-Norm communications division of the Los Angeles Jones branch and his daughter took in one of the attractions at Melodyland Theater in Anaheim, across from Disneyland.

COINMEN IN THE NEWS

Boston Briefs

Ailments have been hitting a few of the Greater Boston operators, but all are happily recovered. Perry Lipson, Newton, is gradually coming back after a bout with mononucleosis. Fortunately, his uncle, who once ran the route that Perry now operates, came up from Florida for a holiday and was happy to take over while Perry was indisposed. . . . Bob Jones, Redd Distributing Company, is now fighting fit after internal problems that landed him in the hospital. . . . A happier situation overtook Ray Thayer, traffic manager of Redd's. Ray just returned from visiting his home folk in England after an absence of many years. Both Bob and Ray are off on Wurlitzer service trips in New England.

W. S. (Bill) Schwartz has been driving ahead since taking over the Seeburg franchise for New England. The W. S. Distributing Company's facilities have been refurbished with a redesign for the floor plan. Additions to the staff are Len Schneller, formerly of Philadelphia, a veteran of the music business and former salesman, operator and distributor. He will join the sales staff. Max (Continued on page 43)

Air Conditioning Eases Bulk Operator's Problem

DOTHAN, Ala.—The widespread adoption of air conditioning in almost every type of business establishment has considerably eased the problems of bulk operators in this area, according to Eldon Knobbe, bulk operator who covers the Gulf Coast beach area.

Knobbe, in years past, had to abandon many locations, simply because the fills could not stand the high humidity and hot sun along the North-Florida coast. Even ball gum was frequently likely to wind up a soggy mass because of heavy condensation inside the globe. Such items as jellybeans, candy corn and chocolate novelties were impossible.

The Florida operator experimented with several versions of gum and hard candies which reportedly could take the temperature and humidity, but found these not favorable enough to please his customers. Sales fell off rapidly wherever they were used.

Naturally, the Florida operator did not enjoy cutting his location string by more than one-third each summer, but in recent years, air conditioning has come to the rescue.

Now Knobbe chooses his locations with an eye toward air conditioning. He is careful in selecting a location where the vending machines will spend most of time outdoors and only where the location owner will agree to remove the ma-

chines inside as soon as hot weather hits.

To make sure there is no costly loss of fill because the location owner overlooks the necessity of moving indoors, Knobbe uses a filecard system with an automatic tickler which reminds him to send a postcard to each location owner well in advance of hot weather.

In this way, he has found location owners are usually thoughtful enough to provide a spot inside their cool location which will do away with heat damage.

BULK VENDORS

Clean, in Good Working Order

Victor Toppers, 1c B/G	\$ 8.50
Victor 2000's, 1c B/G, 100 ct.	16.50
Victor Vendoramas, 1c B/G	10.00
Victor Pen Machines	19.50
Atlas 1c & 5c B/G	13.95
N.W. Model 49, 5c mdse.	9.95
N.W. 1c B/G	9.95
N.W. Deluxe, 1c & 5c	9.95
N.W. Roll type Stamp, 25c, 10c	45.00
Silver Kings, 5c Mdse.	7.50
Schermack Roll type Stamp, 25c, 10c	45.00
Mills 6-col. Gum, 1c	9.95
DuGrenier 4-col., 1c	9.95
Stands, NEW, 12 lbs. each in lots of 10 or more	2.50

1/3 DEPOSIT ON ALL C.O.D. ORDERS.

SEND PAYMENT IN FULL ON ALL ORDERS UNDER \$20.00.

RAKE Coin Machine Exchange

1214 W. Girard Ave. Philadelphia, Pa. Center 6-4493

Schoenbach For Merchandise

Leaf Brand RAIN-BLO

All Sizes
300 lbs. or more shipped prepaid.

COMPLETE SELECTION nuts, peanuts, candy, gum, including PISTACHIO NUTS CASHEW NUTS

CHARMS

1c Vending
5c Rocket Mixes
5c and 10c Capsules

New and Used
BULK VENDORS
all types including parts and supplies

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

J. SCHOENBACH

715 Lincoln Place, BROOKLYN 16, N. Y. President 2-2900



BUILT FOR BUSINESS!

Attractive, compact MARK-BEAVER Bulk Vending Machines sell themselves Available in many models, including combination units.

SEND FOR ILLUSTRATED CATALOG, TODAY!

VENDOR MFRS., INC.

1319 LEWIS ST. • NASHVILLE, TENN. PHONE: 615-256-4148 Distributor areas available throughout the world!

when answering ads . . .

Say You Saw It in Billboard

the Newest and Best in ROCKET CHARMS

WITH FREE DISPLAY FRONTS

Five big assortments . . . all items specially designed, plus rings with inserts, for 5c Rocket Vending.

FREE Illustrated Sheets on all Feature Charms, Rings and Bulk Charms.

The PENNY KING Company

2534 Mission St., Pittsburgh 3, Pa.

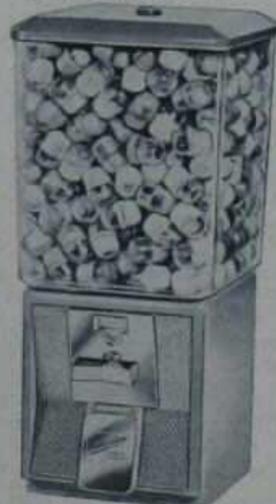
World's Largest Selection of Miniature Charms



10c ATLAS MASTER Capsule Vender

Northwestern SUPER 60

- NO BREAKING
- NO CRUSHING
- NO MISSING



Try one . . . Learn why other operators find the SUPER 60 their favorite capsule vender. Getting the Northwesterner? It's a newsy magazine. Ask to get on our mailing list. It's free!

WIRE, WRITE OR PHONE

Northwestern CORPORATION

2743 E. Armstrong St., Morris, Ill. Phone: WHitney 2-1300

Say You Saw It in Billboard



Vending Headquarter for VICTOR

The Most Complete and Finest Line of Bulk Vendors NEW SELECTORAMA®

BEAUTIFUL STORE WINDOW DISPLAY

Available in 1c, 5c, 10c, 25c or 50c coin mechanisms. Unit can vend 100 count gum, V, V-1 and V-2 capsules. Use as single unit or can be mounted on multiple stands. New, attractive and durable space-saver stand available for six or eight units. Double or triple your sales with this great vendor. Write for further details, color circular and prices. Large Stock of Vendors—Parts and Merchandise. Write for Prices.

BITTERMAN & SON

Member National Vending Machine Distributors, Inc. 4711 E. 37TH ST. KANSAS CITY 27, MO. Phone: WA 3-3900

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N.W. Model 49, 1c or 5c	\$14.00
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Pistachio Nuts, Large Tulip	.67
Pistachio Nuts, Vendor's Mix	.64
Pistachio Nuts, Sheik, Red	.59
Cashew, Whole	.72
Cashew, Butts	.69
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.36
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gums	.32
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Hershey-ets	.47

Rain-Blo Gum, 72 ct.	\$.32
Mall-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct., 300 lb. minimum prepaid on all	.34
Rain-Blo Ball Gum, Adams Gum, all flavors, 100 ct.	.45
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COIN MACHINE **news**

MONEY Contracts Cover Competing Music Forms

NEW YORK — The Music Operators of New York, Inc., is printing revised location contract forms to cover cinema juke box, background music and live music.

According to Ben Chicofsky, business manager of the association, several operators have reported that while existing contracts will stop the location owner from substituting other juke boxes for their own, they do not prevent the location

owner from adding competing forms of music.

Several instances of competition from live music, cinema juke boxes and background music have been reported. Under terms of existing contracts, these do not constitute violations.

Music machine operators have been paying advance commissions on the expectation that revenues would wipe out the loan. With competing forms of music of the location, the commissions are much too low for the advance to be repaid.

Sophisticated Salesmanship Key To Rock-Ola European Success

By OMER ANDERSON

HAMBURG—On the Continent, and especially in Germany, Rock-Ola ranks as the leading U. S. practitioner of sophisticated salesmanship, and its European sales chief, A. W. Adickes, as the Continent's most sophisticated coin machine salesman.

Rock-Ola sells hard, but the firm is not ordinarily identified in Europe with the hard-sell. Rather it has come to symbolize the "happy sell."

Adickes, who admits to be an outgoing, altogether happy man, has managed to impart his own evangelistic sales fervor to Rock-Ola distributors all over the Continent and Scandinavia.

Dream Cruise

He was host to his key distributors in Britain, Europe and Scandinavia for a dream cruise to the United States and travels on to the Rock-Ola plant in Chicago and west to Las Vegas. The party embarked on the liner Constitution at Genoa and made port calls in Cannes, Gibraltar and Madeira.

There were nine sunny days of cruising for Adickes' salesmen before the party disembarked in New York and were installed in the new Hilton Hotel.

Then came the flight to Chicago and the visit to the Rock-Ola plant, where the group was the guest of David Rockola. At the Rock-Ola plant, the Europeans were wined and dined and made to feel that they are an integral part of the Rock-Ola family.

However, it was not so much what they heard as what they saw that inspired Rock-Ola's men in London, Oslo, Helsinki, Milan, Zurich, Hanover and other European points. They have returned goggle-eyed at the automation and rationalized assembly line flow characterizing Rock-Ola production.

Long Way to Go

Most of European distributors returned home convinced that Europe still has a long way to go in overtaking the United States in coin machine manufacturing techniques. As Adickes amply appreciates, such conviction imparts the special fervor that characterizes Rock-Ola salesmanship.

The trip was not only sophisticated sales promotion for Rock-Ola, but for the entire U. S. coin machine industry and trade. Because of the magnitude of the U. S. coin machine market and the scope of the U. S. trade's organization, the party returned with awe.

The Europeans were deeply impressed by the routine use made by American operators of the latest technology; for example, the use of radio communications to direct and control service fleets. The large, highly organized route operations of many American operators contrasted with the small number of machines typical to the average European operator.

Visit Fair

From Las Vegas, the Adickes party flew back to Chicago, then to Washington. The salesmen ended their American odyssey with a three-day visit to the World's Fair.

Among other things, the tour highlighted the extraordinary success Rock-Ola has had with an operation that is basically unchanged since the start of the European phonograph boom. Adickes pushed off to a head start in the German market by assembling Rock-Ola mechanisms in cabinets built at his Hamburg plant. This equipment was then distributed throughout Europe and Scandinavia.

Adickes uses the same system today, and he competes against U. S. equipment shipped direct to the Continent, and U. S. equipment specialty designed for the European market.

4 New Disks Break In Mid-South Market

By ELTON WHISENHUNT

MEMPHIS—Three new releases and a fourth locally produced single which has been going great guns recently are the four hottest break-outs in Memphis and the Mid-South area.

They are: "Haunted House" by Gene Simmons on the Hi label, which operators have been getting top play for several

weeks and which recently hit the national charts: "The Great Pretender" by Ace Cannon, also on Hi; "Rag Doll" by the Four Seasons on Philips; "The Hole He Said He'd Dig for Me" by Jerry Lee Lewis on Smash.

Local Followings

Three of the four artists—Simmons, Cannon and Lewis—are Memphians and the popularity of their singles here is understandable. But operators believe any of the four disks have a chance to score nationally.

"They're all top singles," said Drew Canale, president of Canale Enterprises Inc., who said his phonographs are getting top play from the four.

Cannon Pulls

Edward H. Newell, owner of Or-Matt Amusement Company, said Ace Cannon always gets big play on his route and "The

queen, NYSOG and Carl Pavesi, WOG.

The New York State Coin Machine Association traditionally holds its annual meeting during the outing.

Some 400 persons are expected for the outing. Reservations may be made through Ben Chicofsky, Music Operators of New York, 250 West 57 Street, New York. All reservations must be made by Aug. 3.

Advance Sales Brisk for Coin Outing

NEW YORK—More than 100 reservations for the joint outing of the Music Operators of New York, the New York State Operators Guild and the Westchester Operators Guild—to be held Sept. 25-27 at the Nevele Country Club, Ellenville, N. Y.—have been made in the first week following the announcement.

In charge of the affair are the presidents of the three groups, Al Denver, MONY; Mike Mul-

Great Pretender" is pulling best for him now.

Other operators, including Billy Harbin, Harbin Amusement Company, said Lewis' new single was hitting the popularity meter on his boxes most.

Frank Berretta, manager of Poplar Tunes Record Shop, one-stop, said the four were the top selling new break-out disks of the dozens of recent releases.

Keeney Move Set

CHICAGO—J. H. Keeney & Company, Inc., manufacturer of coin-operated games, is moving from 2600 West 50 Street Aug. 1. It will occupy new plant and office space at 4309 West Lake Street.

Gotham Routes Hard to Come By

b. wk5kCOIN—Route Sales— 7-18 stern lvl
NEW YORK — While music machines and game collections in the New York area are only fair, it's next to impossible to buy a route at a reasonable price here.

This, the opinion of Ben Chicofsky, business manager of the Music Operators of New York, and Ted (Champ) Seidel, a veteran route broker.

New York is a contracting market for locations. The best stops are taverns, and the number of tavern licenses is limited. Not only are the good stops taken, but competition for marginal locations exists.

Urban Redevelopment

Also, urban redevelopment has wiped out city blocks which formerly were occupied by hundreds of good coin machine locations. In their places are housing developments with few juke box stops.

New York operators can expand in two ways

—by diversifying equipment on locations and by buying out routes from competitors.

The trend toward operating juke boxes, games and cigaret machines on the same location has reached an advanced stage here. Little further diversification is possible, with the exception of background music.

Marginal Operators

Most of the marginal operators have already been bought out by their major league competitors, and the surviving operators must buy more routes to expand.

The catch comes when an operator looks for a route to buy. Chances are that the operator of the route he has his eye on is also anxious to buy. Hence the impasse.

Of course, any route is for sale at the right price. But the "right price" is invariably much higher than the traditional 40-60-times-weekly earnings formula.

Iowa Lounge Doubles as Teen-Age Dancing Center

BELMOND, Ia. — Lynn Q. Knoll, operator of Lynn's Lounge and Supper Club here, has found a way to make his juke boxes work overtime. The coin machines furnish entertainment for adult patrons during the week. On Sundays, they entertain teen-agers.

It's illegal to serve liquor in Iowa on Sunday. Every Sunday evening Knoll and his wife clear all the liquor bottles from the bar, replace them with candy

bars and entertain teen-agers at the "Pony Tail Lounge."

The youngsters dance to juke box music. Blue jeans and shorts are not permitted, it's strictly a dress-up affair and Knoll finds teen-agers turn Sunday, a traditionally "dark" night in Iowa clubs, into a profitable business day.

Knoll, a father of 13 children, is quite accustomed to having youngsters around. His "Pony Tail Lounge" is a source of pleasure as well as profit.

Recent

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SEEBURG ARTIST OF THE WEEK

MILLS BROTHERS—Gems

Dot

All titles listed are custom 33 1/3 stereo singles packaged for the juke box operator. Other packagers or record companies may get weekly listings of their product by sending releases to Juke Box Reviews, Billboard, 165 W. 40th Street, New York, N. Y. 10036.

EUROPEAN NEWS BRIEFS

160 SM Debut

HAMBURG—SEEVEND, the German sales organization of Seeburg, is introducing the new Seeburg 160 SM compact. The 160-selection machine is designed to compete against Wurlitzer's German-designed and-produced Lyric and the Electronic 160 Stereo manufactured by the German subsidiary of Automatic Canteen Company of America. The machine's debut is being awaited in Europe as providing an answer to whether a U. S.-designed machine for small and medium-size locations can compete against European-designed equipment for these locations.

Comet 200

MUNICH — Bruno Nowak Apparatebau is marketing its new Comet 200, a small wall box billed as a German "marvel of miniaturization." Nowak calls the Comet 200 one of "the most interesting creations on the coin machine market today."

The size of a cigaret vending machine, the Novwak phonograph, is designed so that all 200 song titles can be seen at a glance. A special feature is the "hit parade window," which lists the 20 top tunes of the month.

The Comet 200 is assembled with some of the mechanism of the AMI G 200.

Games on Rock

GIBRALTAR—Britain's Rock is being transformed from fortress to playground, the main pillar of which is a new \$1,000,000 casino. The casino has been equipped with fruit machines, phonographs and coin games.

It has the largest number of phonographs and games, calcu-

lated to enhance the appeal of the casino as a recreation center for tourists to the Rock.

Repeat Sought

STOCKHOLM—Swedish operators are opening a campaign to have the ban repealed on coin-operated games in cafes and other locations where alcoholic beverages are vended.

The present law, which is blamed for preventing expansion of the coin machine trade in Sweden, stipulates that games may be operated at only so-called "alcohol-free" locations.

Operators say the law discriminates against coin machines, and is contradictory to Sweden's pride in its liberal outlook on moral questions. Swedish operators are handicapped further by the fact that cafes must have a special permit to remain open after 10 p.m., even if no alcoholic beverages are sold.

ZOA Ups Rates

COLOGNE—West Germany's coin machine operators association, ZOA, has boosted the special monthly assessment it levies for the financing of special trade campaigns.

The new schedule will be 12 Deutschmarks (\$3) monthly for each phonograph, amusement game, and payout. The ZOA, in announcing the boost, recalled that the assessment had financed past critical campaigns to preserve the "existence" of operators, including campaigns against the amusement tax, Sunday labor for maintenance technicians, demands by GEMA and the GVL, the performing rights and performing artists organizations.

The ZOA is now girding to

Kaye Hopes For 1-Speed Disk Industry

NEW YORK—Murray Kaye, sales manager of Atlantic-New York here, feels that the release of stereo singles and Little LP's by Columbia and Kapp could be a factor in the creation of a one-speed record industry.

According to Kaye, juke box programming could be simplified if all disks were 33's, and the cost of music machines could be reduced with a one-speed mechanism.

Kaye said the sale of the new Seeburgs has been brisk, with operating programming heavily from Little LP's.

He added that the availability of stereo singles and Little LP's from one-stops, augmented by the Seeburg catalog, will enable the operator to select from a wide range of material.

Kaye explained that both the Seeburg program and the releases by Columbia and Kapp allow the operator to build up a library of adult programming both in singles and Little LP's, resulting in the opening of new locations and increased collections from existing locations.

fight the added value tax which is now before the Bundestag. Germany proposes introducing the added value tax, favored by France, to harmonize the European Common Market tax structure. German operators claim, however, it would severely burden them.

COINMEN IN THE NEWS

• Continued from page 41

Isacoff also has been added to the sales force in charge of Pick-a-Pack, all-purpose merchandiser. Schwartz is finding time for a little golf between organizing and working with the staff in the field.

Tom Byrne, salesman for Redd Distributing Company, is recuperating from hepatitis at home after a bout in the hospital. . . . Cookie Turner, Burlington, Vt., operator, is recuperating after a heart attack. His son is carrying on the route. . . . Bob Jones, Redd Distributing, is traveling around the territory, priming operators for the firm's big annual clearance sale. . . . Bill Herbord, Smoke Shop, is conducting service schools in the area. . . . Ralph Lackey, Milton operator, has increased the number of music boxes on his route and is eyeing stereo. The reopening of the big Fore River Shipyard in Quincy has given Ralph's grosses a lift.

CAMERON DEWAR

Chicago Chatter

Chicago Chatter

Out-of-town coinmen who appeared for the recent Illinois Coin Machine Operators Association meeting at the Morrison Hotel included August Hiemer, Ace Music, Mascoutsh; Bill Foss, Valley Music, Aurora; Les Montooth, ICMA president, Peoria; Orma Johnson, Johnson Vending, Rock Island; Lou Carola, MOA president, Rockford; Clint Pierce, Pierce Music, Brodhead, Wis.; Charles A. Marik, Star Music Company, Rockford; Paul A. Huebsch, Rowe AC Manufacturing,

Whippany, N. J., and Bud Hashman, Star Novelty Company.

Chicago coin figures included Fred Sipiora, Singer One Stop; Mary Gillette, Phonograph Service; Earl Kies, Apex Amuse-

(Continued on page 46)

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Seeburg KD	265
VL 200	195
AMI E-120	75
Rock-Ola 1454	225
Bally Tournament	85
Bally ABC Champion	65
Bally Table Hockey	75
CC 4-Game Shuffle	150
CC King Bowler	145
CC Red Pin	125
CC Pro Shuffle	245
United Advance Bowler, 16"	195
United Jumbo	95
United Teammate	185
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Colorado Operator Welcomes Location Owners to Shop Area

ARVADA, Colo. — Lee Wycaver, Lee Music Company here, is one of the few area operators who welcomes location owners back in his shop.

Wycaver never hesitates to bundle a prospective location owner for games, phonographs, or vending machines, for a quick tour of the Lee's Music shop, in the Denver suburb of Arvada. Wycaver keeps a taut ship where shop appearances is concerned, and does it so well that visitors go away favorably impressed.

In fact, the Colorado operator has frequently run into instances in which one potential location, on completing a shop tour at Lee Music Company, has been so impressed over what he saw that he has sent other prospective accounts to visit the shop.

Place for Everything

Wycaver's theory, built up from a lifetime in phonograph, games, and amusement operations with his brothers Doyle and Jack, has been one of maintaining a permanent place for everything and keeping that place immaculately clean.

No tool used in any kind of repair or maintenance work is left carelessly lying on a table, or on top of the machine being repaired.

Instead, every tool, as soon as the mechanic has finished, goes automatically onto a huge panelboard, on which each of

the tools is identified by a black-painted silhouette.

This means that there is a gaping hole in the wall if a tool is left out of place, and that as a routine every shop man picks up any unused tool and puts it back in place.

A set of cleaning materials, likewise, is just a part of each mechanic's essentials as the tools he uses to do his job. After each repair job, for example, the work bench is cleaned up.

Bright Lighting

Bright lighting, more than 35 per cent greater than average in a similar repair shop, has always been used at Lee's Music. This not only makes repair work easier for mechanics but also calls attention to small objects.

The fact that many of Wycaver's locations are in plush bowling alleys—in some of the city's top cocktail lounges, restaurants and clubs—undoubtedly traces back to the owner's willingness to maintain the same kind of appearance standards in his shop as the location does in his own facilities.

Net results have been regular use of a shop tour as part of clinching any location with a new prospect.

Clean-up Job

Another important step, along with clean-up after every job, is that all machines in for repair service, including phonographs and pin games, are spruced up before instead of after electrical mechanical repairs.

Thus no equipment on the shop floor looks anything but neat, even though it may be in for a complete overhaul. Wycaver has found the customer comments with appreciation and is visibly impressed.

The natural reaction is that if the Denver operator is so orderly about his repair work he will certainly be as careful with machines.

Wycaver's shopmen can all quote instances where this point made the owner of a new bar or restaurant decide to contact with Lee Music Company even though more favorable commission splits have been offered by others.

Regular Painting

Every piece of repair equipment is painted at regular intervals, all bright work kept neatly polished, cords heavily reinforced or replaced to electrical equipment, etc. Whether the equipment is in the shop for an appearance reconditioning, as well as mechanical labor, or electronic repairs it is meticulously scrubbed and touched up, glass thoroughly cleaned, and otherwise dressed up for the trip back to the location or to the customer.

Wycaver, youngest of three brothers whose names are legendary in Colorado coin machine operations, insists on the same sort of care on the road. All of his service trucks are washed at least once a week—daily if required—repainted regularly and tires blacked.

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Parts Department Display Proves Magnet for Juke Box Operators

DENVER—Jim Wyatt, parts department manager at Struve Distributing Company here, is one shop manager who doesn't mind his customers in back of the service counter.

A few months ago, when the parts department was grossing \$3,500 a month, including record sales, Wyatt took stock why his customers were not buying more records.

There were too many single-purchase orders on the counter. **Swinging Gate**

Anxious to make a one-stop out of his big parts and record department, Wyatt installed an easily swinging gate into the record section. Here, where two metal bins had been used before for single and album display, he doubled the space, then quadrupled it, finally winding up with

six bins arranged in U-shape. All records show the jackets. The department focuses on two rotating wire racks.

Phonograph operators arriving at the big Seeburg dealership were both surprised and pleased when Wyatt and his counter personnel held the gate open to them.

Wyatt put in brighter fluorescent light for easier visibility. He ordered extra record jackets, which were then mounted on what had formerly been a drab partition wall separating the parts department from a phonograph demonstration studio.

Now there are more than 200 colorful jackets stapled to the wall, creating an eye-catching blaze of color, quite in contrast with the usual dull atmosphere of service department.

Pegboard Panel

A crowning touch was the inclusion of an open pegboard panel in the center of the jacket display wall, on which a single fluorescent lamp, under a chromium canopy, indicates Artist of the Week, showing the current featured album, while on five brackets looped around the lamp are the current week's new Seeburg album releases.

This gives incoming operators up-to-date information on what is offered for record changes, as well as which artist has been selected for the week.

Along with parts display cases which have been treated to taf-

(Continued on page 46)

Chapin Named By Seeburg to Engineer Post

CHICAGO — The appointment of John T. Chapin as director of field engineering and training of the Seeburg Corporation has been announced by William F. Adair, executive vice president, sales and distribution.

Chapin, with Seeburg since 1946, will be involved with field engineering, field and factory training programs, field-test equipment development and service publications for all Seeburg coin-operated products, as well as the company's new electronic organ line.

He succeeds Charles M. Smith, who held the position for 17 years. Smith will remain for several months as a consultant and to complete the field test equipment program.

Rock-Ola Names Kirk Regional Service Head

CHICAGO — William Kirk has been named Rock-Ola's regional vending field service engineer for the South.

Kirk, a veteran field service engineer, will live in Atlanta and cover Georgia, Florida, North Carolina, South Carolina, Tennessee, Alabama, Mississippi, Louisiana, Arkansas, Oklahoma and Texas.

Lieberman Plays Host to South Dakota Operators

MINNEAPOLIS — The Lieberman Music Company here was host to the Music and Vending Association of South Dakota when the group held its recent quarterly meeting.

President John Trucana, Deadwood, S. D. operator, presided at business meetings at the Viking Motel. Banquets were held at the Brookview Country Club.

Next business meeting will be held Sept. 6 at Mitchell, S. D. The group will also meet at the Music Operators of America convention, to be held in Chicago Oct. 14-16.

Associate members attending the Minneapolis meeting included The Sandler Distributing Company, the Lieberman Music Company, Brown Brothers, Inc., and Acme Music Company, all of Minneapolis; National Vendors, St. Louis; Jim's Record Shop, St. Paul; H. Z. Vending Company, Omaha; Tri-State Vending Company, Fargo, N. D. and K.C. Sales Company, St. Paul.

According to Earl Porter, secretary-treasurer of the South Dakota group, 80 per cent of the members and all of the associate members attended the Minneapolis meeting.

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Brite Star, 2 Pl.	140	Seven Seas, 2 Pl.	225
Coral, 1 Pl.	250	Show Boat, 1 Pl.	250
Continental Cafe, 2 Pl.	110	Sittin' Pretty, 1 Pl.	150
Double Action, 2 Pl.	195	Slick Chick, 1 Pl.	325
Flag Ship, 2 Pl.	135	Sunset, 2 Pl.	375
Flipper Clown, 1 Pl.	250	Sunshine, 1 Pl.	150
Gauche, 4 Pl.	295	Sweet Sioux, 4 Pl.	250
Gigi, 1 Pl.	295	Sweetheart, 1 Pl.	385
Hi-Diver, 1 Pl.	150	Texas, 4 Pl.	295
Lancer, 2 Pl.	245	Tropic Isle, 1 Pl.	295
Liberty Bell, 4 Pl.	295	Universe, 1 Pl.	175
Lightning Bell, 1 Pl.	165	Whirl Wind, 2 Pl.	185
Mademoiselle, 2 Pl.	195	Bobo, 1 Pl.	195
Melody Lane, 2 Pl.	250	Coquette, 2 Pl.	295
Merry Go Round, 2 Pl.	275	Fiesta, 2 Pl.	195
Miss Annabelle, 1 Pl.	165	Jungle, 1 Pl.	185
Oklahoma, 4 Pl.	245	Nags, 1 Pl.	175
Race Time, 2 Pl.	175	Piccadilly, 2 Pl.	150
		Top Hat, 1 Pl.	145
		Turf Kings, 1 Pl.	165
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SIPIORA REPORTS

Chicago Operators Enthusiastic Over Little LP's, Stereo Singles

CHICAGO—Initial juke box operator reaction to the release of Columbias Little LP's and stereo singles has been excellent, according to Fred Sipiora, who operates Singer One-Stop here. He feels the success of the first releases show the wisdom of not trying to establish public taste but to feature established artists and hits. A strong demand for the Barbra Streisand and Tony Bennett Little LP al-

bums exists among operators, indicating that hot artists will move well in the new medium. Because this product costs more, the operator is careful to pick artists and numbers. Sipiora says no operator has complained about the 70-cent price of the stereo singles. **Adult Product**
The one-stop owner finds the current increase in standard adult product for juke boxes

very encouraging. He cites Decca's current Robert Maxwell album, which includes the previously unreleased "Peg o' My Heart," and Earl Grant's recording of "Satin Doll."
Other indications that records not intended specifically for teen-age play will pull well are provided, Sipiora says, by the success of the new Louis Armstrong "Hello, Dolly!" album; Swan's "My Man," with Walter Gibbs, and the Getz-Gilberto "Girl From Ipanema" on Verve.

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Monument Signs For MOA Show

CHICAGO—Monument Record Corporation, Hendersonville, Ky., has signed for exhibition space at the MOA convention here, Oct. 14-16, John Sippel, Monument marketing director, announced.

MOA has also announced the results of its survey on whether to hold the 1965 conclave in Chicago or Miami Beach. A clear majority of the exhibitors and directors voted in favor of Chicago and Granger has notified the Sherman House here to reserve exhibit space.

The survey was taken after several MOA members suggested the Florida site because of the National Automatic Merchandising Association's intention of holding its 1965 meeting in Miami Beach. For the last two years, MOA has scheduled its convention to coincide with that of NAMA.

Coin Racing Tracks Popular in Cincinnati

CINCINNATI — Coin-operated model auto race tracks are becoming popular here. Known as "slot racing" because of the continuous slot that guides model cars along the miniature track lanes, the game has attracted Joseph Louda and Robert Haines, who are capitalizing on the boom.

The partners moved into rented quarters in a former dime store and built a five-lane, 80-foot, table-top race track and a scale-model, quarter-mile drag strip at a cost of about \$4,000. The main track has a coin-operated control station for each of the five lanes, a quarter supplying 30 minutes of 12-volt current from storage batteries to the appropriate lane. All five lanes are in continuous operation for about 10 hours every day.

The customers are model-race hobbyists who supply their own model cars and controls (stop-

start buttons that plug into sockets at the side of the track). Revenue being directly proportionate to the number of lanes available, Haines and Louda are considering expansion, including a second track for their present location and a possible second center elsewhere.

New in Cincinnati, the sport is reported to be booming in some West Coast areas, and Dayton has several large coin-operated racing layouts. The customers are not all kids; some locations report that most of the fans are adults.

Pacific Patter

Steve Watson and Charles Nolda, San Diego Vendors Distributing Company, flew to Los Angeles for the Western Vending Machine Operators Association monthly dinner meeting at the Blarney Castle. . . . Leon Willis, Pasadena operator, made his regular Monday stop at Acme Vending Machine Company for supplies and equipment. . . . Also making his usual stop was Dave Slivkoff, Civic-Vend, with headquarters in Alhambra. . . . Frank Silverthone is combining coin collection with his bulk operation.

Bob Biro, who sold Civic-Vend to Dave Slivkoff, visited Acme with his wife and daughters. . . . Harold Probasco, Harby Industries, Van Nuys, is busy and has things stacked in his factory from wall to wall and from floor to ceiling. He will use additional buildings temporarily until arrangements can be made for larger permanent quarters to house his King Koin manufacturing.

Bud Harris, International Vending, and Ken Ferrier, Vend-Rite, were the first to get the new Northwestern bulk pack for Fleer's Dubble Bubble at Acme Vending. The machine has created quite a bit of interest. Lew E. Feldman of Acme said. . . . Rex Bunke, Rex Vending, Huntington Beach, was in town at Acme. . . . Joe Arguelles, Joe's Vending, Seal Beach, stopped off, too, at Acme.

Gene Bailey reports that his daughter, Susan Marie, 2, is doing fine in Children's Hospital, Hollywood. She is in traction to correct a hip condition. He has pictures of her and her spirits are, under the dire circumstances, remarkable.

Ray Leech is recovering from an ear operation. . . . Fred Disatoff, Fred's Vending, Arcadia, is adding Northwestern bulk packs. . . . Charles Randall is still going strong in bulk vending and gets around like a man much younger than his 74 years. . . . Al Moore and family, of Upland, were in town and visited Acme.

Bob Portale of the Los Angeles branch of Advance Automatic, took advantage of the Fourth of July weekend to visit with his family in Stockton. . . . Sonny Lomborg, also of Advance, is covering the San

Lake City, Struve headquarters. Operators were taken on tour of the parts and service department and shop.

Sales books were closed during the entire open house, a policy which Struve Distributing Company has been following for many years.

Scopitone Films Are Shown at Cannes Festival

CANNES, France—Scopitone films featuring international recording artists were presented at the "Festival de la Chanson Filmee de du Film a Dancer" here Monday (6) through Sunday (12).

The films, on the coin operated cinema juke box, were presented at Whisky a Gogo in Pacini's nightclub here.

French artists Petula Clark, Line Renaud, Sylvie Vartan, Sacha Distel and Johnny Hallyday, along with U. S. artists Dion and Paul Anka were featured.

Vend'g Operator Adds Juke Boxes

CHEYENNE, Wyo. — Glenn Chapman and Jim McAllister, Camar Vending Company, are now operating juke boxes.

Although Camar Vending Company, formerly owned by McAllister alone, has been active in every phase of vending, this is the first entry into music machines.

Chapman, who recently became a partner in the firm, has had considerable experience in phonograph operation throughout the State.

Thus, during a period when many phonograph operators have gone into the vending field, Chapman and McAllister have simply reversed the field and are adding phonograph operating to vending profits.

Diego territory for the company. He and his family are now living in Pasadena. . . . Operators in town for supplies and equipment included Ed Powell, South Gate; Jim Palmieri, San Bernardino; Will Worthy, San Diego; Cliff Jones, Long Beach; Tom Henderson, Arcadia, and Harry Bannister, Bakersfield. . . . Al Weymouth, Weymouth Distributing Company, is back from a business trip to Phoenix.

The many friends of Eddie Rosen, Operators Vending Machine Supply Company, are glad to see him back on the job after a back ailment. . . . Joe Stein, Berton Company, is a new bulk operator in the Los Angeles area. . . . Art Vogel is leaving soon for a week of fishing off the Mexico coast. . . . Morris Pittel was a customer early last week at Acme for supplies for his bulk route. . . . Leo and Harriet Weiner, West Coast Enterprises, and their children, are back in Los Angeles following a trip to New York and the World's Fair. They also visited Boston and Washington.

Joe Ramirez, who started in vending five months ago, is expanding his operation with the purchase of new machines from Acme. . . . Mr. and Mrs. Harry Burke visited Acme from their base of operations in Garden Grove. . . . A new operator in the field is Jack Hipster. . . . Robert L. Paradise, who purchased the bulk vending of Candy Carts from Bill Brown, is enlarging his operation. He has a number of industrial plants and most of the new machines purchased are going there. He operates from his home town of La Canada. SAM ABBOTT

Say You Saw It in Billboard

ADT Launches Pilot Background System

NEW YORK—The American District Telegraph Company, which runs an electronic fire and burglar protection service throughout the nation, has entered the background music business.

ADT has started a pilot operation in Detroit and seeks to expand the background music service to Chicago, San Francisco, Kansas City and Baltimore.

The firm plans to sell its background music service to subscribers of its electronic protection service. ADC has more than 3,000 clients in the Detroit test area and 8,000 in 127 markets nationally.

In Detroit, 17 subscribers for background music have already been signed up.

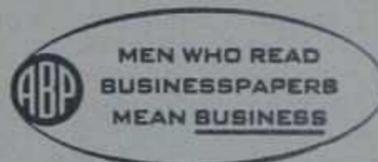
Basic charge is \$25 a month a location, with equipment and size of location determining the final cost. The service is carried to the location by leased telephone wires.

The ADT systems consists of 15 eight-hour tapes on a four-tape deck console which allows switching from one tape to another on pre-set timers.

Programming is done by Magnetronics, Inc., New York.

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Merkle Releases Movie Machine

LONG BEACH, Calif. — A coin-operated movie machine in both 16-mm. and 8-mm. sound and silent films is now available through Merkle Film Library, R. L. Jacobs, president, said.

Designated as Model AV-16-SC-3, the unit features the Steven's Continuous Film Projection Magazine, Jacobs explained. The molded fiberglass cabinet with side opening door with lock is 19½ inches deep, 23 inches wide and 60 inches high in colors to suit.

Also part of standard equipment is the National rejector series No. 746 with mounting bracket. The Steven's magazine AV-1515 has a capacity of 50-1,600 feet of either type of film. The peep is also of molded fiberglass in contrasting or matching color. Rear projection provides sharp picture definition.

The Steven's magazine method of continuous projection is new, Jacobs said, and solves the long-standing coin operation problems of breakage and shortened film life because of scratches and cinch marks.

The magazine pushes the film to the projector as required thus eliminating tension and subsequently film fatigue. Removal of tension keeps the coil loose and spongy, reducing the possibility of dust and dirt being ground into the emulsion causing scratches. Film life is increased by hundreds of hours and service calls reduced to almost nil.

The cabinet with projector in 16-mm. sound sells for \$750 and \$550 in the silent film. The 8-mm. sound model sells for \$600 and \$400 in silent. Prices are f.o.b. Long Beach. Machines are guaranteed for two years.

Struve Displays New Seeburg

DENVER — More than 100 operators recently attended the Struve Distributing Company when the company held a buffet supper and cocktail party to introduce the new Seeburg phonograph line to the field.

An award went to Kenny Lane, Shady Lane Music Company, in Carlsbad, N. M., for coming the longest distance.

Hosting the event was President Struve, who flew from Salt

COINMEN IN THE NEWS

Continued from page 43

ment: Nate Feinstein, Tom Higdon, Harold Schwartz, Fred Skor, and Irvin Oritz, all of World Wide Distributors; Sam Kolber, Joe Kline, Stanley Levin and Chuck Harper, all of Atlas Music Company; Don Van Gorp, Columbia Records; Jack Jacobs, La Ru Coin Machine; Gladys Wilmoth, Tri County Music; Irvin Buhr, Phonograph Service; Edward Holstein, Ace Music Service; Larry Cooper, Western Automatic, and Charles Lindelof, General Music.

ED BARNES

Detroit Doings

Art Hebert, manager of the Miller - Newark Distributing, announced the company has been appointed distributor for the new AMF Pool Tables for both the Grand Rapids and Detroit territories. . . . Lawrence E. Eaton, assistant Detroit Corporation counsel in charge of coin machine licensing ordinances and activities for many years, died suddenly June 17 of a heart attack.

HAL REVES

Pat Bilotta, son of Jim Bilotta, Newark, N. Y., operator, has become engaged to Betty San-

son, Hartsdale, N. Y. A party was held at the Continental Restaurant, White Plains, N. Y., recently. On hand was Pat's uncle, John Bilotta, upstate New York Wurlitzer distributor. Wedding date is set for Oct. 17.

Tommy Greco, Greco Brothers, Glasco, N. Y., says his firm has been busy putting juke boxes and games on summer locations. . . . A. D. Palmer, Wurlitzer advertising and promotion director, was a visitor here last week.

Parts Display

Continued from page 44

feta, felt and velvet shelf covers and artistic arrangement of replacement parts, the parts department at Struve now competes very favorably with the designed-for-showmanship showroom out in front.

Nine out of 10 juke box operators now go back of the counter to browse through the stock, and in the process, are stimulated to buy old favorites, novelties and Westerns.

Results show a highly impressive increase, boosting volume to better than \$8,000 per month from \$3,500.

PROGRAMMING SPECIALS

Continued from page 16

POP STANDARD

PATTI PAGE—Drina (Little Soldier Boy) (Regent, BMI) (2:36)—Promises (S-P-R, BMI) (2:48). COLUMBIA 43078
BILLY MAXTED—Shiny Stockings (Jatap, BMI) (2:59). K&H 505
JOE HARNELL & HIS ORK.—I'll Set My Love to Music (Marks, BMI) (2:27). KAPP 604
FREDERICK FENNELL—I Ain't Down Yet (Frank, ASCAP) (2:13). MERCURY 72304
BUD AND TRAVIS—How Long, How Long Blues (Leeds, ASCAP) (2:11). LIBERTY 55713
SERENDIPITY SINGERS—Down Where the Winds Blow (Chilly Winds) (Serendipity, BMI) (2:45). PHILIPS 40215

COUNTRY & WESTERN

LINDA FLANAGAN—There's Love All Around Me (Tree, BMI) (2:16)—Mama Kiss the Hurt Away (Tree, BMI) (2:50). DECCA 31647
PATSY CLINE—In Care of the Blues (4 Star, BMI) (2:32)—If I Could See the World (Through the Eyes of a Child) (Fowler, BMI) (2:47). EVEREST 2045
CARPENTER BROTHERS—Same Old Blues (Lonzo & Oscar, BMI) (2:07)—Wife To Be (Lonzo & Oscar, BMI) (2:14). CLARK 214
BOBBY LEWIS—The Local Memory (Pamper, BMI) (2:10)—Crying In Public (Pamper, BMI) (2:30). FRATERNITY 924
REM WALL—The Church Across the Street (Window, BMI) (2:20)—I'm Losing My Tears Over You (Blackwood, BMI) (2:18). COLUMBIA 43085
JIMMIE GRAY—Last Call for Alcohol (Linduane, BMI) (3:00). LIBERTY 55712
WOODY STARR—Walkin' and Whistlin' (English, BMI) (2:39). SIMS 185
TEX WILLIAMS—Closer, Closer, Closer (American, BMI) (2:32). LIBERTY 55711
BILL MACK—Everything's Getting Bigger (But Our Love) (Crock, BMI) (2:10). SHAH 303
BILL PHILLIPS—Stop Me (Wells, BMI) (2:22). DECCA 31648
DEAN SANFORD—I'm Too Young to Grow Old Over You (Garpax, BMI) (2:10). COUNTRY CAPERS 25
JERRY INMAN—What Was Your Name Again? (Betty Jean, BMI) (2:07). WINNER'S CIRCLE 25
BERNIE WALDON—Your Kind of Man (Lonzo & Oscar, BMI) (2:28). CLARK 213

RHYTHM & BLUES

KENNY BALLARD—Oh! How I Cried (Danby-Playnote, BMI) (2:46). KAPP 602
LORETTA KING—The Good Love, The Bad Love (Premier Albums, BMI) (2:37). COLUMBIA 43084
B. B. KING—You're Gonna Miss Me (Modern, BMI) (2:32). KENT 396
ROCKAWAYS—Top Down Time (Tender Tunes-Trio, BMI)—Don't Cry (Tomorrow's Tears Tonight) (Tender Tunes-Trio, BMI) (2:22). RED BIRD 10-005
KENNY HAMBER—Show Me Your Monkey (Keetch, Caesar & Dino, BMI) (2:10). DEJAC 1234
DOROTHY WILLIAMS—Closer to My Baby (East, BMI) (2:25)—Watchdog (East, BMI) (2:30). VOLT 118

FOLK

VINCE MARTIN & FRED NEIL—I Know You Rider (2:59)—Tear Down the Walls (Folkways, BMI) (2:28). ELEKTRA 45009

NEWS OF THE WORLD

DUBLIN

"Radio Juliet," a pirate station operated by 12 Cork schoolboys and a 17-year-old typist known as Cleopatra, was closed by Radio Eireann investigators. Mr. Hilliard, Minister for Posts and Telegraphs, refused to meet directors of the station for an interview. In a letter he said that a license could not be granted to any person or group (other than Radio Eireann) to operate a broadcasting service "even on an experimental basis." . . . Irish Record Factors, Ltd., announced an increase of ap-

proximately 5 per cent on current prices as from August. Tom Manahan, chief of IRF, told Billboard: "The increase is entirely due to the sudden spiraling of practically all general overheads as a result of the turnover tax." . . . Entrepreneur Paul Russell and Britain's Swinging Blue Jeans flew to Limerick by chartered plane to give a concert at a children's hospital. . . . Dominic Behan, whose "Liverpool Lou" looks set to become an Irish standard, will tour ballrooms again this month. . . . On the strength of one hit he's become one of the country's most sought-after acts.

Tempo Productions, Ltd., will promote concerts by Bill Haley and His Comets and Johnny Tillotson in September and Brenda Lee in October.

KEN STEWART

'Hoffman' Due

Continued from page 10

the live action, dancing and singing on stage and the film are simultaneously integrated.

Laterna Magica's process was first shown at the Brussel's Fair in 1958, and more than \$8,000,000 has been expended by the Prague government in perfecting it. Each production costs approximately \$1,000,000. Future productions will include "Peer Gynt" and "The Magic Flute." However, the American showings will be a private venture and include a live cast of 42 people who will be brought over from Prague for the tour of "Tales of Hoffman."

Pacific Patter

Don Edwards of the R. F. Jones Los Angeles office, and Western regional representatives are calling on operators in the San Diego area. . . . Bill Gray has placed fourth in the Rowley AMI sales contest. He leaves soon for Nevada to call on operators of vending machine equipment in that area. . . . John Pentecost will conduct a school for phonograph operators on sound at the R. F. Jones Company in Los Angeles July 2.

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3 PRO GOLFER (4 Player), Like New	445.00
5 TIME TRIALS (Midway)	445.00
3 PRO BASKETBALL (C.C.), Like New	300.00
3 SPEEDWAYS (Midway)	275.00
6 ROAD RACER (Williams), Like New	245.00
5 VANGUARD RIFLE (Williams)	195.00
16 SHOOTING GALLERY (Midway), Regular Pistol	145.00
6 MOTORAMA (Genco)	95.00
4 SPACE AGE (Genco)	95.00
10 BEAR GUNS (Seeburg)	95.00
2 SHARPSHOOTER—Pistol (Bally)	95.00
5 PITCH'M & BAT'M (Scientific) Remember This One—It Was Great—And It Still Is	75.00

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CC CHAMPION 495		BOWLERS & SHUFFLES
MIDWAY DEL SHOOTING GALLERY 175		JUMBOS } AS IS
MIDWAY RIFLE RANGE 395		BONUS } \$100 ea.
MIDWAY SHOOTING GALLERY 125		BANK POOL (NEW) \$495
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AUTO PHOTOG \$895		WURLITZER
CHAMP 395		2000 \$175
CRANES 50		2100 195
DEL A BAGGER 125		2150 195
DEL 57 BASEBALL 150		2200 295
GRAND SLAM NEW		2250 295
GRAPHOSKOP NEW		2204 295
MOONROCKET 495		2510 545
MOTORCYCLE 295		2500 575
PRO BASKETBALL 325		AMI Continental I 495
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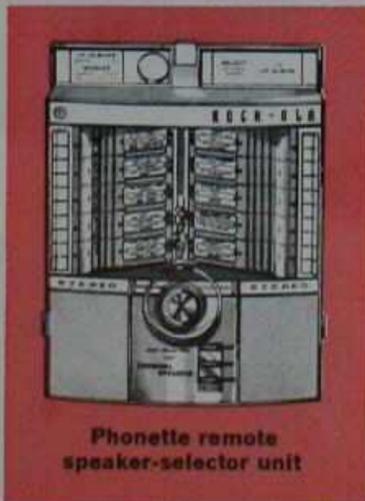


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ALBUM REVIEWS



BILLBOARD SPOTLIGHT PICK

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

ALBUM REVIEW POLICY

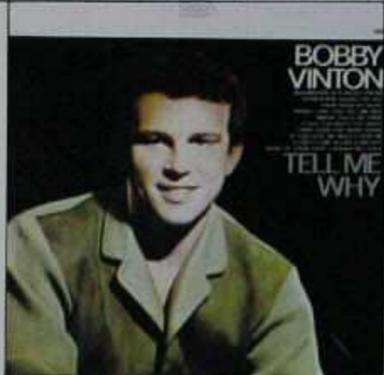
Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks and Special Merit Picks. All other albums are listed in their respective categories.

POP SPOTLIGHT

TELL ME WHY

Bobby Vinton. Epic LN 24113 (M); BN 26113 (S)

With hit after hit recording to his credit, Bobby Vinton ranks among the country's foremost recording artists. He is being accepted these days with equal fervor by adults as well as the teen set. He keeps to his successful up-dating of standards in this album. Selections include "There Goes My Heart," "I Wanna Be Loved" and "A Pretty Girl Is Like a Melody."



POP SPOTLIGHT

THE CONCERT SOUND OF HENRY MANCINI

RCA Victor LPM 2897 (M); LSP 2897 (S)

An outstanding album of top songs creatively and brilliantly performed and arranged. The music is arranged into four suites, a medley of Academy Award songs, A Tribute to Victor Young, The Music of David Rose, and Peter Gunn Meets Mr. Lucky. The listener is taken on an exploration of 30 songs with a new listening thrill with every turn of the LP.

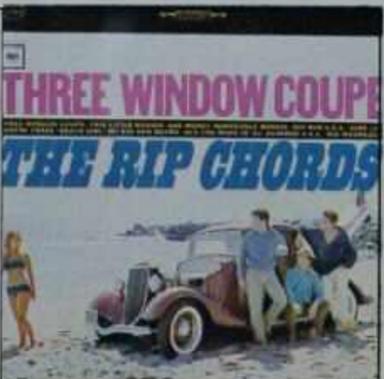


POP SPOTLIGHT

THREE WINDOW COUPE

Rip Chords. Columbia CL 2216 (M); CS 9016 (S)

The group is recognized as among the foremost purveyors of the "drag-surfin' sound." Their hit singles have established them solidly with the young record-buying public. The drag-surfin' tunes represented herein include "Gas Money," "Beach Girl," "Hot Rod U.S.A.," "Bonnieville Bonnie," and, of course, "Three Window Coupe."

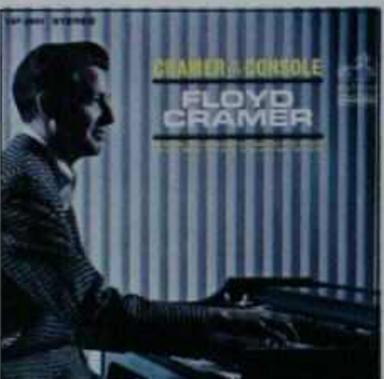


POP SPOTLIGHT

CRAMER AT THE CONSOLE

Floyd Cramer. RCA Victor LPM 2883 (M); LSP 2883 (S)

Easy and relaxed listening throughout this fine album. Cramer, easily identified with his melancholy country piano turns to the organ console serving up pop ballads with that touch of country feeling. Selections include: "White Silver Sands," "Last Date" (a big single hit for Floyd), "Moon River," "Green Leaves of Summer," "Near You."

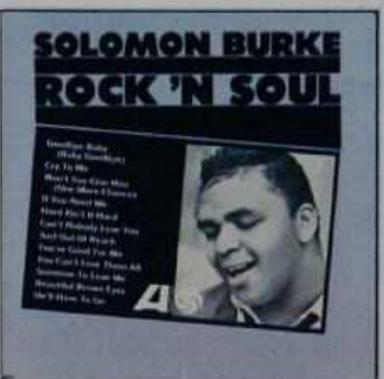


POP SPOTLIGHT

ROCK 'N SOUL

Solomon Burke. Atlantic 8096 (M); SD 8096 (S)

Solomon Burke is no stranger in both the rhythm and blues and pop music fields. He has a smash single, "Goodbye Baby (Baby Goodbye)." Backed by gospel-like chorus, drums and guitar, Burke indeed wails with much authentic soul on such songs as "He'll Have to Go," "You're Good for Me," "Just Out of Reach," "If You Need Me."



POP SPOTLIGHT

THE HITS FROM FUNNY GIRL

Pete King Chorale. Capitol T 2119 (M); ST 2119 (S)

Among the successful music entries on Broadway this season is "Funny Girl," starring Barbra Streisand. The Pete King Chorale and orchestra have done a fine job with the score which includes "People," "Don't Rain on My Parade," "The Music That Makes Me Dance," among others. A listening treat.



HELLO, DOLLY!



POP SPOTLIGHT

HELLO, DOLLY!

Ella Fitzgerald. Verve V 4064 (M); V6-4064 (S)

Ella dishes up a fine stew of current pop tunes and golden standards. Both "Hello, Dolly!" and "People" have been singled by her along with a Beatles' tune, "Can't Buy Me Love." Standard selections include: "Miss Otis Regrets," "How High the Moon" and "Memories of You."

FOLK SPECIAL MERIT-SPOTLIGHT

BUT BEAUTIFUL

Will Bronson Singers. Colpix CP 467 (M); SCP 467 (S)

Comfy and cozie vocalizing on 12 stalwart standards. The group offers up tenderly romantic versions of "Easy Street," "Moonlight Becomes You," "That's Love," "But Beautiful," "The Things We Did Last Summer," "Blue Moon" and others.



POP SPOTLIGHT

WERNER MULLER ON BROADWAY

London SP 44047 (S)

Lush renditions of music from Broadway. Strings galore fill the room with the familiar sound of "Hey Look Me Over," from "Wildcat"; "There Is Nothing Like a Dame," from "South Pacific"; "With a Little Bit of Luck," from "My Fair Lady," and many other great tunes from successful Broadway shows. If you like your music with the really big sound, Werner Muller in phase 4 stereo can't be topped. Bonus 12-inch LP included.



POP SPOTLIGHT

BRIGADOON

Shirley Jones & Jack Cassidy. Columbia OL 7040 (M); OS 2540 (S)

Columbia Records has rechanneled in stereo six very popular albums of music of the theater. Spotlighted here is "Brigadoon"—a full-length recording of the Broadway hit-starring Shirley Jones and Jack Cassidy. The other Columbia re-releases in stereo are: "The Boys From Syracuse," "Oh, Kay," "Roberta," "Mary Martin," "Babes in Arms," and "On Your Toes," by Rodgers and Hart featuring Portia Nelson and Jack Cassidy. A boon for show music collectors.

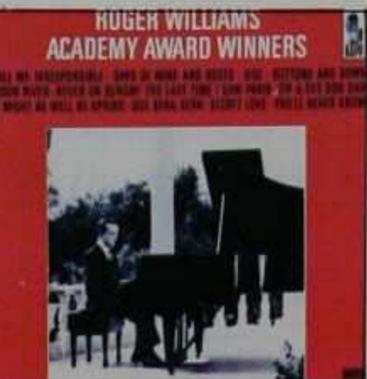


POP SPOTLIGHT

ROGER WILLIAMS ACADEMY AWARD WINNERS

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

Subdued, silky-smooth renditions of Academy Award winning tunes. Roger glides lightly over such selections as "Moon River," "You'll Never Know," "Gigi," "Days of Wine and Roses" and "Never on Sunday," plus others.

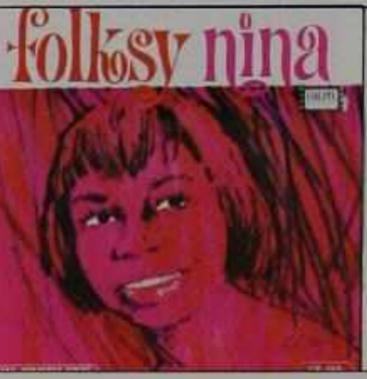


FOLK SPECIAL MERIT-SPOTLIGHT

FOLKSY NINA

Nina Simone. Colpix CP 465 (M); SCP 465 (S)

This is Miss Simone's first entirely folk album. She is, however, no newcomer to folk, having included tunes in her many night club and concert appearances. There is variety in this album and the vocalist is supremely adept in interpreting both American folk-blues and folk songs from other lands. She displays a naturalness that strengthens the authenticity of all that she sings.



SPOKEN WORD SPOTLIGHT

SHAKESPEARE: RICHARD III (4-12")

The Marlowe Society & Professional Players. London A 4430 (M); OSA 1430 (S)

A superb four-LP package in stereo of Richard III as performed by the Marlowe Dramatic Society and Professional Players. Complete and uncut in the text of the New Shakespeare as edited by John Dover Wilson, the play is among Shakespeare's most popular and should prove invaluable to any collector of the recorded words of "The Bard."



SPOKEN WORD SPOTLIGHT

SHAKESPEARE: HENRY VI, PART I (3-12")

The Marlowe Society and Professional Players. London A 4374 (M); OSA 1374 (S)

This three-LP package is only one of a three-part series on Henry VI released by London. All three plays are expertly performed by the Marlowe Dramatic Society and Professional Players. This album and its companions are presented complete and uncut in the text of the New Shakespeare as edited by John Dover Wilson. Outstanding recorded drama.



CLASSICAL SPOTLIGHT

BLOCH: CONCERTO FOR VIOLIN & ORCHESTRA

Yehudi Menuhin/Philharmonia Orch. (Kletzki). Angel S 36192 (S)

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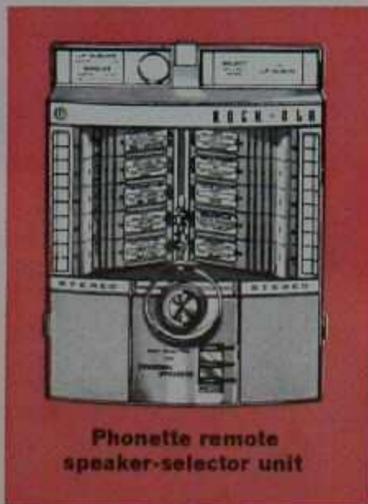


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ALBUM REVIEWS



BILLBOARD SPOTLIGHT PICK

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

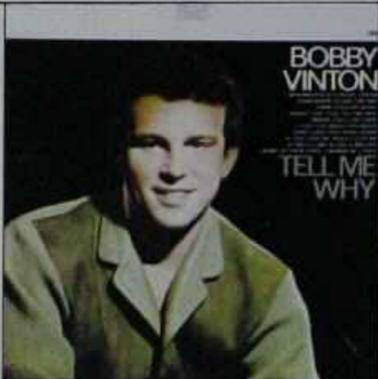
ALBUM REVIEW POLICY

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

POP SPOTLIGHT TELL ME WHY

Bobby Vinton. Epic LN 24113 (M); BN 26113 (S)

With hit after hit recording to his credit, Bobby Vinton ranks among the country's foremost recording artists. He is being accepted these days with equal fervor by adults as well as the teen set. He keeps to his successful up-dating of standards in this album. Selections include "There Goes My Heart," "I Wanna Be Loved" and "A Pretty Girl Is Like a Melody."



POP SPOTLIGHT THE CONCERT SOUND OF HENRY MANCINI

RCA Victor LPM 2897 (M); LSP 2897 (S)

An outstanding album of top songs creatively and brilliantly performed and arranged. The music is arranged into four suites, a medley of Academy Award songs, A Tribute to Victor Young, The Music of David Rose, and Peter Gunn Meets Mr. Lucky. The listener is taken on an exploration of 30 songs with a new listening thrill with every turn of the LP.



POP SPOTLIGHT THREE WINDOW COUPE

Rip Chords. Columbia CL 2216 (M); CS 9016 (S)

The group is recognized as among the foremost purveyors of the "drag-surfing" sound. Their hit singles have established them solidly with the young record-buying public. The drag-surfing tunes represented herein include "Gas Money," "Beach Girl," "Hot Rod U.S.A.," "Bonnieville Bonnie," and, of course, "Three-Window Coupe."



POP SPOTLIGHT CRAMER AT THE CONSOLE

Floyd Cramer. RCA Victor LPM 2883 (M); LSP 2883 (S)

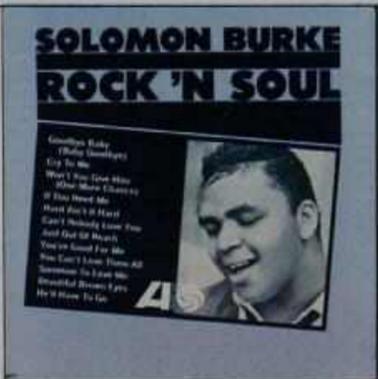
Easy and relaxed listening throughout this fine album. Cramer, easily identified with his melancholy country piano turns to the organ console serving up pop ballads with that touch of country feeling. Selections include: "White Silver Sands," "Last Date" (a big single hit for Floyd), "Moon River," "Green Leaves of Summer," "Near You."



POP SPOTLIGHT ROCK 'N SOUL

Solomon Burke. Atlantic 8096 (M); SD 8096 (S)

Solomon Burke is no stranger in both the rhythm and blues and pop music fields. He has a smash single, "Goodbye Baby (Baby Goodbye)." Backed by gospel-like chorus, drums and guitar, Burke indeed wails with much authentic soul on such songs as "He'll Have to Go," "You're Good for Me," "Just Out of Reach," "If You Need Me."



POP SPOTLIGHT THE HITS FROM FUNNY GIRL

Pete King Chorale. Capitol T 2119 (M); ST 2119 (S)

Among the successful music entries on Broadway this season is "Funny Girl," starring Barbra Streisand. The Pete King Chorale and orchestra have done a fine job with the score which includes "People," "Don't Rain on My Parade," "The Music That Makes Me Dance," among others. A listening treat.



HELLO, DOLLY! Ella Fitzgerald



POP SPOTLIGHT HELLO, DOLLY!

Ella Fitzgerald. Verve V 4064 (M); V6-4064 (S)

Ella dishes up a fine stew of current pop tunes and golden standards. Both "Hello, Dolly!" and "People" have been singled by her along with a Beatle's tune, "Can't Buy Me Love." Standard selections include: "Miss Otis Regrets," "How High the Moon" and "Memories of You."

FOLK SPECIAL MERIT-SPOTLIGHT BUT BEAUTIFUL

Will Bronson Singers. Colpix CP 467 (M); SCP 467 (S)

Comfy and cozy vocalizing on 12 stalwart standards. The group offers up tenderly romantic versions of "Easy Street," "Moonlight Becomes You," "That's Love," "But Beautiful," "The Things We Did Last Summer," "Blue Moon" and others.



POP SPOTLIGHT WERNER MULLER ON BROADWAY

London SP 44047 (S)

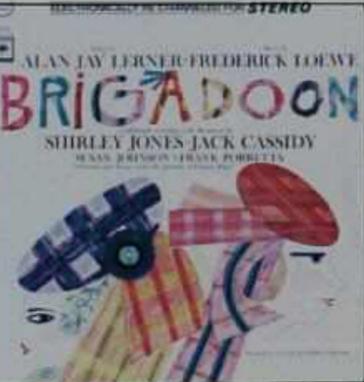
Lush renditions of music from Broadway. Strings galore fill the room with the familiar sound of "Hey Look Me Over," from "Wildcat"; "There Is Nothing Like a Dame," from "South Pacific"; "With a Little Bit of Luck," from "My Fair Lady," and many other great tunes from successful Broadway shows. If you like your music with the really big sound, Werner Muller in phase 4 stereo can't be topped. Bonus 12-inch LP included.



POP SPOTLIGHT BRIGADOON

Shirley Jones & Jack Cassidy. Columbia OL 7040 (M); OS 2540 (S)

Columbia Records has rechanneled in stereo six very popular albums of music of the theater. Spotlighted here is "Brigadoon"—a full-length recording of the Broadway hit-starring Shirley Jones and Jack Cassidy. The other Columbia re-releases in stereo are "The Boys From Syracuse," "Oh Kay," "Roberta," "Mary Martin in "Babes in Arms," and "On Your Toes," by Rodgers and Hart featuring Portia Nelson and Jack Cassidy. A boon for show music collectors.



POP SPOTLIGHT ROGER WILLIAMS ACADEMY AWARD WINNERS

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

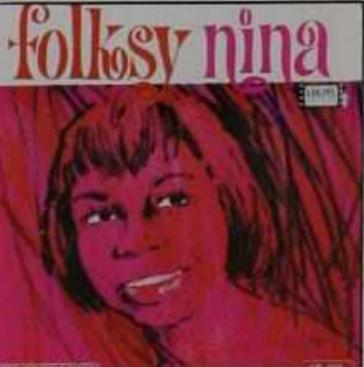
Subdued, silky-smooth renditions of Academy Award winning tunes. Roger glides lightly over such selections as "Moon River," "You'll Never Know," "Gigi," "Days of Wine and Roses" and "Never on Sunday," plus others.



FOLK SPECIAL MERIT-SPOTLIGHT FOLKSY NINA

Nina Simone. Colpix CP 465 (M); SCP 465 (S)

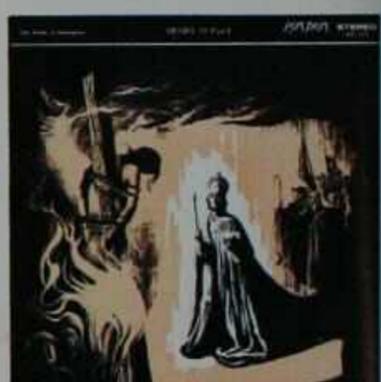
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