

# Billboard

The International Music-Record Newsweekly

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



JAMES BROWN—Vocalist, musician, arranger, record producer, writer and star attraction of "The James Brown Show." James' current SMASH chart record, "Out of Sight," aptly describes his many talents. (Advertisement)

## Singles Sales in August Head for Monthly High

By TOMMY NOONAN

NEW YORK — Based on nearly complete reports, sales of singles records for August may well be the highest of any month in the history of the industry.

Sales by retailers, one-stops and rack jobbers have topped those on any month in the last two years, with five disks already passing the 1,000,000-mark in sales. This hasn't happened since December, 1961.

The Supremes' Motown record of "Where Did Our Love Go"; Dean Martin's Reprise version of "Everybody Loves Somebody"; the Beatles' Capitol disk, "A Hard Day's Night"; the Four Seasons on Philips with "Rag Doll," and the

Beach Boys' Capitol record of "I Get Around" have all sold over a million records. Three of these five records have already been certified by the Record Industry Association of America.

The Dean Martin, Beatles and Four Seasons disks—and the other two are due for RIAA audit. The Supremes are the only act among the five that are receiving a gold record for the first time. The other four artists are not new to this golden plateau, but it is Dean Martin's first goldie since "Memories Are Made of This" on Capitol.

Nearing the million mark is "The House of the Rising Sun," with the Animals on MGM. The first U. S. release of the British group has hit the top of the "Hot 100" chart.

*(Continued on page 6)*

## It Looks Loverly for 'Fair Lady' Again

By MIKE GROSS

NEW YORK — There's no stopping the Alan Jay Lerner-Frederick Loewe score for "My Fair Lady." Although the original Broadway cast album on Columbia Records has set an unprecedented mark of over 5,000,000 copy sales, with a rackup of 416 weeks on the Billboard best seller charts, the upcoming release of the film version via Warner Bros. is stirring new album action on the score.

Columbia, which will release the soundtrack set, also has "My Fair Lady" packages by Andy Williams, Percy Faith, Andre Previn and Sammy Kaye. This time out, rival labels are getting into the "My Fair Lady" sweepstakes to cash in on the picture promotion. Already in the running are United Artists with Ferrante and Teicher, Nat King Cole on Capitol, Kirby Stone Four on Warner Bros., Hill Bowen on Camden, Joey Bushkin on Warner Bros., and in the offing, from Roulette, a package by Hugo and Luigi.

The soundtrack package on Columbia, however, is expected to be the big package of the season. (It will be released in October.) Columbia won the rights to the soundtrack—the second time that a major label has had both the Broadway and Hollywood version of a blockbuster musical. The first occasion—Columbia's double coup on the Leonard Bernstein-Stephen Sondheim musical, "West Side Story"—resulted in the film LP nearly doubling the sales of the Broadway album. The latter, over 2,000,000 was topped with the worldwide soundtrack album sales of nearly 4,000,000 copies—the all-time best-selling motion picture soundtrack package.

Runners-up in the cinema soundtrack sets are such giants as RCA Victor's "South Pacific," with about 1,500,000 sales, and the current Beatle hit, "A Hard Day's Night," on United Artists, already over the 1,500,000 sales mark.

If "My Fair Lady" repeats the pattern of Columbia's previous Broadway-Hollywood axis—that is, the film track doubling the legit version—the soundtracker of "Lady" could be pencilled in for the staggering potential of 10,000,000 albums. With Columbia speculating that advance orders may top 2,000,000 (for the first time in the history of LP marketing), that figure is not altogether unlikely.

A sidebar to the "My Fair Lady" story is that the album push is not limited to the English language. On the market in foreign languages are versions in Spanish, Italian, Portuguese, French, German and Hebrew.

## Democrats Endorse Arts Aid Bill

By MILDRED HALL

WASHINGTON—The Democratic party, its presidential and vice-presidential candidates last week held out the best prospects in years for promotion of the performing arts, tax relief for home entertainment items and aid to the small-business manufacturer and retailer. While the Atlantic City platform policy spelled out ringing endorsement for the arts, a bill to set up a National Arts Council in the White House Executive Offices was finally passed, after President Johnson urged traditionally reluctant House to vote yes.

Specifically, the Democratic platform has pledged "further support for the arts, giving people a better chance to use increased leisure and recognizing that achievements of art are an index of the greatness of a civilization." The policy, plus the new advisory Council representing the non-government top-rankers in all major fields from broadcasting to recording, will provide high level entry, better co-ordination and advice at fed-

eral level. Benefits will extend to the home entertainment industries that bring the sounds and sights of music, drama and all the arts into American homes.

Promises are always rosy at political conventions, but the Democrats are backing theirs with earlier indications from

*(Continued on page 8)*

## Columbia Steps Up Drive To Boost Operator Sales

NEW YORK—Encouraged by initial response on its first Little LP and stereo singles pack, Columbia Records is stepping up its efforts to increase its share of market among juke box operators.

These efforts include a second release of six Little LP's and six stereo singles next week, a point-of-purchase program for one-stops and a programming guide for operators.

Gene Weiss, Columbia sales executive, said that the label's second stereo operators package will represent a substantial increase in number of pressings as compared with the first re-

lease. He added that three of the stereo singles and three of the Little LP's will be c&w material.

Columbia will stay with the packaging of the first releases—soft cover jackets with tear-away title strips and album miniatures. Weiss explained that with hard cover jackets and the absence of the tearaway title strips, Little LP's meant for the juke box trade could wind up on dealer's shelves. If this happened, he said, the consumer might buy the Little LP instead of the 12-inch album, thereby

*(Continued on page 43)*

## ABC-Para Launches Plan to Aid Record Dealers

By AARON STERNFIELD

NEW YORK—ABC-Paramount Records this week launched the first move in what is expected to be a concerted campaign to restore the record dealer to his place in the sun.

The Westminster Recording Company, ABC-Paramount's wholly owned classical subsidiary, has kicked off a dealer-distributor-consumer promotion aimed at giving the dealer exclusive product at a price which will enable him to compete effectively with discount operations, record clubs and rack jobbers.

Here's how it works:

Tuesday (15), thousands of consumers on Westminster's mailing list will receive letters telling them that Handel's "Rodelinda," a three-record set with

Libretto listing for \$14.94, will be available to them for \$8.94 in either monaural or stereo versions.

Part of the text reads: "All you have to do is present this letter to your dealer at the time of purchase of this album. Since your best classical music is at your record shop dealer, this letter will be honored only by him.

"Bear in mind this album is available exclusively at your record dealer. If, however, you should reside in an area which is not serviced by one of the 1,000 plus Westminster dealers, you may obtain this set by sending a check or money order to Westminster direct and a set will be sent to you postage prepaid."

Two weeks before the consumer letters were mailed, Westminster dealers and distributors were notified and told of their roles.

The dealer received a copy of the consumer letter and a letter to him.

### Dealer Letters

The personal letter to the dealer says in part: "We are initiating this program in order to re-create the classical business that once was yours. A chance to lure the classical consumer back to your shop is our objective; an aim which coincidentally is also yours. Co-operation in this vital undertaking makes for great mutual benefit.

"The set we are offering your customer is available only on Westminster, and only at the record dealer. The consumer may only buy this set at \$8.94 (both mono and stereo) by giving you the attached letter.

*(Continued on page 4)*

**Belafonte's  
exciting new album  
"Ballads, Blues and  
Boasters"  
means  
Big Business**



**Belafonte  
Ballads, Blues  
and Boasters**



**RCA VICTOR  
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LPM/LSP-2953

**RCA VICTOR**

 The most trusted name in sound 



**JIM BAILEY**, of Dot Records, left, jokes with **Pye Records** chief, **Louis Benjamin**, at recent Pye sales parley held in London. In background is **Robert Oeges**, of Negrin, Holland.

# Bonn Survey Cites Impact of Music Business on Economy

By **C-MER ANDERSON**

**BONN**—Music is big business in West Germany and it is growing bigger at an accelerating pace.

A series of surveys by the consumer goods industry, by German radio networks, and by advertising agencies show that the dynamism of music as an economic force is little understood or appreciated in West Germany.

The surveys show:

1) New tunes, melodies and Schlaeger (hit tunes) are being produced at the rate of 4,000 or more a year in West Germany alone.

2) Entertainment music (Unterhaltungsmusik or U-Musik) is growing steadily at the expense of classical and has risen in the past decade from 75 to 88 per cent.

3) Two-thirds of disk buyers are under the age of 25 years.

4) The hit tune is compounded of a mystique bearing scant relation to "real music."

5) The longevity of pop may have been gravely underestimated.

This means, at the annual rate of 4,000, that an average of 11 or 12 new tunes appear on the market every day in the week. One study concludes flatly, "The big hit has become a big industrial product, and to be thoroughly understood and appreciated, it must be treated as such."

LP product is rising steadily

at the expense of singles in West Germany, but this merely reflects the elevation of the so-called "U-Musik" to LP status. The surge of pop is putting a disk brake on classical in this land of Bach, Brahms and Beethoven.

The under-25's not only account for two-thirds (by customer count, not by actual monetary volume necessarily) of phonograph record buyers, but they strongly influence the musical tastes of their elders (as anybody with teen-agers at home knows).

Moreover, German studies show that this influence carries over markedly into consumer goods buying generally. For example, German top pop is credited with, almost alone, of having popularized the wearing of levis and bluejeans in this country.

Bluejean production has become a pillar of the German garment industry, although a decade ago this item of apparel was considered an odious Americanism to be abhorred. German teen-agers kicked over the traces, and adults fell into line.

Studies clearly establish the bluejean craze traces back to a series of hit tunes with dust jackets of the vocalists in levis. Country and western, which is having a tremendous surge in this country, is identified in the German mind with bluejeans.

Lale Andersen, famous for her

recordings of "Lilli Marlene," says Schlaeger and "real music" are "two basically different things," and that "a well-trained voice can even be a handicap for the singer."

Dr. H. C. Worbs, the Hamburg musicologist, has just published a study of the hit tune (Der Schlager—the Hit Tune) which holds that the hit tune vocalist succeeds by gimmickry and artful distortion, and not by voice. He mentions such devices as "grotesque distortions of normal sound," "intentionally or unintentionally impure intonation," or the "artistic breakdown of the voice."

Polls of disk jockey radio listeners show a surprising preference for "evergreen" pop, soothing entertainment music produced for longevity. The polls show a nostalgia for "old tunes." One German network polled listeners in the 24 to 28 bracket and was amazed that 40 per cent of these young people criticized the web for "not playing enough old tunes."

This particular poll buttresses Dr. Worbs' contention that the psychological impact and implications of pop music are tremendous—but virtually ignored.

His research shows that "wide masses of listeners expect genuine consolation from the text of hit tunes, and that disk jockeys have come almost to exercise the function of a pastor or spiritual counselor."

## Hartstone, Mercury Make Outlet Changes

**SAN FRANCISCO** — Two major changes hit this market's distributor scene last week with the Hartstone's acquisition of C & C San Francisco branch, and Mercury Records opening its own branch here.

Lee Hartstone, who moved here earlier this year to open Nor-Cal One-Stop, absorbed the San Francisco Segment of the Seattle-based C & C operation. C & C's Lou Levinthal, in confirming the deal, said C & C received approximately 15 per

cent of Recona Corporation stock (the Hartstone parent firm owning interests in Los Angeles, San Francisco, Cleveland, and Boston) for C & C's distributing operations here.

Gene Becker, head of C & C here, was appointed by Mercury to helm its new company-owned branch here. Mercury pulled its own line from C & C, the Philips label from Mainland Distributing and Smash Records from Melody Sales. All will be distributed by the new Mercury branch here.

## Handleman Moves Into The Southwestern Market

**DALLAS** — The Handleman Company, Detroit-based rack jobber and distributor in the record and drug fields, has opened a distribution service center at 2260 Monitor Street here. It marks the first major move of the firm to crack the Southwestern market.

Most of the firm's effort had been confined to the Midwest.

Speaking at a recent stockholders' meeting in Detroit, Joseph Handleman, president, said that 1963 phonograph sales represented 59 per cent of the company's total sales of \$28,259,000 and a still higher per-

centage of profit. He predicted that the firm's record sales would top \$20,000,000 this year.

He said that sales for the quarter ended July 31 were about \$6,000,000, an increase of \$400,000 from the corresponding 1963 period.

The firm is publicly owned and listed on the American Stock Exchange.

Last month Handleman was named by Montgomery Ward to service 175 stores in the chain. The firm will rack outlets in the East, South, Midwest and Southwest.

## Construction Set on Capitol Pressing Plant in Illinois

**JACKSONVILLE, Ill.**—Construction on a \$2,000,000 pressing plant for Capitol Records is scheduled to begin this month. According to George R. Jones, Capitol's vice-president for manufacturing and engineering, the new facility will be the first completely automatic 12-inch

record manufacturing plant in the world.

The 100,000 - square - foot plant is Capitol's third — the other two are in Scranton, Pa., and Los Angeles.

Jones said that during the last two years production strained the facilities of the two existing plants to the point where outside pressing facilities had to be used. He said that in February alone, production at the Scranton and Los Angeles plants exceeded 6,000,000 units.

Capitol's first plant, in Los Angeles, began operating in 1945. The following year the Scranton plant was opened. In 1960 the new Los Angeles plant was in operation.

In the last three years, productivity at the two Capitol plants increased by more than 60 per cent. Jones feels the addition of the Jacksonville plant will make the label self-sufficient in terms of record pressing for several years to come.

## HAL B. COOK, MISS COLLETTE ARE MARRIED

**ARDSLEY, N. Y.** — Hal B. Cook, publisher of Billboard, and Caroline Collette, general manager of Record Source, International, were married at Ardsley Methodist Church here Saturday (29). Mrs. Cook has resigned her RSI post, and will be replaced by Don Ovens.

## 'Mary Poppins' Sugar-Coated Promotion—How Sweet It Is!

**HOLLYWOOD**—The Disney promotion magic has begun gaining supporting coverage for the Mary Poppins film and soundtrack LP. Disney has tied in with C. & H. Sugar, which is basing its entire fall promotion on the production.

Radio commercials will emphasize the Poppins theme song which is "A Spoonful of Sugar" plus the C. & H. Sugar jingle in 43 markets from Sept. 14 to Nov. 21, for a total of 14,400 spots.

In stores, millions of five and 10-pound C. & H. bags will offer Mary Poppins premiums of Wm. A. Rogers silver-plated spoons.

For TV, a special C. & H. commercial teams Julie Andrews, star of the production, with the C. & H. Hawaiian kids.

Forty markets will see these 2,000 spots from Sept. 14 to Nov. 21.

Disney artists have created special in-store "Mary Poppins Shoppin' Days" posters and corresponding art works to place throughout food locations which promote the sugar company and characters in the film. These include check stand pieces, shelf bobbles and price markers.

The soundtrack, out on Buena

Vista, is already setting a hectic pace for Disney long before the film opens.

## Hofberg Back

**NEW YORK**—Leo Hofberg, International catalog a&r chief for London Records, last week returned to his desk after an illness. Hofberg will play a role in the merchandising and development of London's imported catalog.

## Expansion at Roulette Label

**NEW YORK**—Red Schwartz has been named director of national promotion, and Buzz Willis, publicity and public relations manager for Roulette Records in an expansion move.

Schwartz, formerly with Vee Jay Records, and most recently with Cameo-Parkway Records as national promotion manager, will handle all of Roulettes' national field work, trade paper relations, and special promotions in both the singles and album fields.

Willis joins Roulette after a three-year stint handling national promotion with MGM Records. He will assist Schwartz.

With the appointment of Schwartz and Willis' promotion came assignments with the label for Sammy Kaplan in Detroit, Ted Feigan in Los Angeles, Johnny Musso in Cleveland, and Julie Godsey in Cincinnati.

## ROULETTE SPINS PARTY

**NEW YORK**—More than 300 tradesters were introduced to three new Roulette groups at a poolside party at the Holiday Inn Motel here Thursday night (27).

The Mexican Jumping Beans, a five-man instrumental-vocal group, is set for an "Ed Sullivan Show" appearance in two weeks.

The Go-Go Singers, currently at the Cafe Go Go here, cut their first Roulette single next week.

The Daisies introduced Roulette's latest single, "I Wanna Swim With Him."

Hosting at the party were Morris Levy, Bud Katzell and Hugo and Luigi.

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# ABC-Para Launches Plan to Aid Record Dealers

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Your cost for this three-record set is \$6.30 when the same consumer letter is sent to the distributor."

At the same time the dealer letters were mailed, Westminster distributors were sent copies of both consumer and dealer letters and were told that for every consumer letter turned in by the dealer, the distributor would receive a 60-cent credit, bring the distributor cost of the album down to \$4.98.

The promotion itself had its germ in a letter published in a recent issue of *Billboard*. The letter, from a California dealer complained of competition from racks, discounters and record clubs.

*Billboard's* answer pointed out that some dealers "have started their own customer clubs" and "have gone after old customers and gotten new ones by mail-

order, conducted stereo demonstrations to sell phonos and records, all done to stay in business."

It was this answer that prompted Paul Wexler, ABC-Paramount executive, and Marty Goldstein, Westminster's director of sales, to cook up the "Rodelinda" promotion.

According to Wexler, ABC-Paramount and its subsidiary labels are working up a comprehensive program calculated to give the dealer tools so that he can compete effectively with the clubs, discounters and rack jobbers.

He added that the "Rodelinda" promotion is merely one aspect of a many-faceted approach to boost the dealers' share of market.

This share of market has been dropping dramatically since the early 1950's when the dealers controlled virtually all of the album market.

The emergence of the rack jobber in 1953 and the

launching of the first record club two years later both cut sharply into dealer sales.

## Market Share Drops

By 1960, the dealer share of the album market dropped to about 72 per cent of the dollar sales, and by 1962 it was 57 per cent of dollar sales. These declines were accompanied by proportionate increases in rack and record club sales.

Last year, of 186,000,000 LP unit sales, retail dealers accounted for 36 per cent, while racks were responsible for 42 per cent and clubs for 22 per cent.

A significant portion of the dealers' volume is accounted for by large chains and discounters, so that the independent dealer accounts for considerably less than 35 per cent of the store volume.

ABC-Paramount's program is designed to reverse this trend by enabling the dealer to compete on an equal footing.

## MOBILE MUSIC FOR YOUTH

### Discotheques—German Style

BONN—The Bonn government is promoting music as an antidote for juvenile delinquency, and it is discovering in the process that combating delinquency, amazingly enough, can be good business.

For its part, the West German government is operating a network of special summer "twist trains," each train of 20 or more coaches. The trains are scheduled over scenic routes between main German cities.

Each coach has a dance area, and music is piped in over a public address system. Twist records are played over the p.a.

system, although experiments are now under way with dividing each train into music sections, one for twist, another for Latin rhythms, and so on.

The Bonn government's Ministry for Family and Youth Affairs is urging Rhine steamship lines to follow suit, and a number of steamers are now offering regular "riverboat shuffle" excursions.

As many as 10,000 young people cruise the Rhine in a flotilla of steamers on the riverboat excursions.

Aside from playing recorded music, the river steamers en-

courage young people to bring along musical instruments and their own record players and disks. The steamers are then divided into a series of dancing areas.

#### Plan Regular Dances

The youth ministry is working with municipalities to hold regular weekly and semi-weekly dances in city auditoriums. Numerous German cities have made Saturday night youth dances a major municipal project, and these dances, in the larger cities, attract up to 5,000 young people.

Not only has the response been tremendous, but delinquency statistics trace a direct relationship between delinquency and municipal youth dances.

The Bonn government has found its promotion of music as a delinquency antidote to be not only effective but also profitable. The government-owned Federal Railways are operating sold-out twist trains.

By converting most of the train area to dancing space, the Federal Railways is able to sell about 1,000 tickets per train. The railways are reaping a profit, moreover, from dining and snack car service on the twist trains.

The riverboat excursions are similarly profitable to the operators, and a majority of the cities sponsoring youth dances report that they are breaking even or making money on their youth dances.

The youth ministry thus is recommending music-oriented activities as the ideal self-financing youth program.

## London Import Lists

NEW YORK—London Records this week launched its Catalog of Imports program, aimed at providing catalog product for sophisticated classical record buyers.

The catalog features the new "Das Alte Werk" series from Telefunken's custom department in West Germany, plus Argo and L'Oiseau-Lyre releases from England.

Leo H. Hofberg, manager of London's special product division, said the catalog and an explanatory press release will be sent to critics, classical radio stations, distributors and the international press.

The catalog was developed from London's affiliated European companies.

In the "Das Alte Werk" series, baroque musical instruments—including the zink, krumhorn, serpent and dulcian—are tuned a half tone less than normal.

The Argo series places heavy emphasis on spoken word albums, featuring recordings of English poets from Chaucer to Yeats. Artists include British theatrical stars such as Dame Peggy Ashcroft, Max Adrian, Alan Bates, Michael Hordern and Richard Johnson.

One of Argo's releases is "The Prologue to the Canterbury Tales," read in Middle English by Neville Coghill.

The Editions L'Oiseau-Lyre series contains a wide variety of selections, but the emphasis is on baroque.

All told, some 261 titles are in the eight-page catalog. List price is \$5.98 a record in either monaural or stereo.

## Named Aid At Beechwood

HOLLYWOOD—Anita Steinman has been added to Capitol Records' publishing division, Beechwood Music. She'll be special administrative assistant to Tom Morgan, the firm's general manager.

The appointment of Miss Steinman, who'll handle copyrights and licensing agreements as well as the company's foreign activities, is the first of several expansion moves planned for Beechwood and, according to Morgan, "is an example of the greater emphasis Capitol is planning to put on its music publishing firm."

Miss Steinman has been in the music publishing field for the past 14 years. She started her career in 1950 with the Hill & Range label and copyright department. Three years later she joined Imperial Records and served as manager of Travis, Post, Commodore and Reeve Music. She also set up Imperial's first publishing firm in Europe.

## Field Hiked At Prestige

NEW YORK—Jerry Field has been promoted at Prestige Records to the post of national promotion director. He had been East Coast sales manager. Before joining Prestige a little less than a year ago, Field had been associated with Laurie, Everest, Cameo-Parkway and Savoy labels in the areas of sales, promotion and a&r.

In his new spot, Field will supervise the allied areas of singles promotion, sales and distribution; he'll co-ordinate one-stop and dealer activities, handle artist promotion with regard to singles. He will also maintain the label's disk jockey relations.

## Everest Up In Classics

HOLLYWOOD—Retail classical sales for Everest albums has doubled last year's quotations, according to President Bernie Solomon. Everest classical sales have also tripled since Solomon took over the company in 1962.

Sixty per cent of Solomon's classical business is conducted through book store distribution, he says. In addition to Everest, Solomon's other classical lines are Concert-Disc and Counterpoint.

"Classical sales are also booming overseas," he notes. Solomon attributes the domestic figures to the emphasis given the classical market through major manufacturer low-priced lines. "Part of the reason is that the price is right," he said.

## Compo Mgr. Rides Crest

TORONTO—Sitting pretty with the chart-topping album and a close-call single, Phil Rose, sales manager of Compo's Apex division, said last week "was the biggest week yet" for the Beatles' "A Hard Day's Night" soundtrack album. Dean Martin's "Everybody Loves Somebody" single is "phenomenal, the biggest record we've ever issued," and the album of the same title is going well. Compo took over Reprise representation here July 1, and is obviously off to a great start.

Rose also has high hopes for a Canadian singer. Pierre LaLonde, on Apex, is selling well in Montreal and Ottawa. The company was going with "Mimi" as a followup to the young French Canadian's success with his first English-language disk, "Louise," released in the U. S. on Coral, but the action is on the flip side, the oldie "It's Been a Long, Long Time."

## Don Ovens Heads RSI

NEW YORK—Don Ovens was appointed general manager of Record Source, International, a division of The Billboard Publishing Company. Ovens replaces Caroline Collette (see separate story). Ovens is a record-music industry veteran. He was with Capitol Records for nine years as assistant national promotion manager of Gloria DeHaven, Kaye Ballard, Sylvia Syms, Mike Settle and Clay Cole. He is currently the write-producer of the Ted Steele Show Show (CBS Radio).

## Col. Studio To Expand

NASHVILLE—Columbia Recording Studios here will be enlarged to include a second major recording studio and technical offices. The project was designed by the architectural-engineering firm of Edwin A. Keeble Associates of Nashville to be built under the direction of CBS Facilities Engineering. Plans scheduled for initiation in the spring will include construction of a new two-story executive office building to house a&r producers, a sales promotion staff, and personnel representing Columbia, Epic and the April-Blackwood Music Publishing companies.

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# PANNING OUT

CHARTWISE: 4 HIT SINGLES BY AMY-MALA . . . YOU DIG?

## G.T.O.

Ronny & The Daytonas

Mala 481

## HANDY MAN

Del Shannon

Amy 905

(THERE'S) ALWAYS SOMETHING  
THERE TO REMIND ME

Lou Johnson

Big Hill 552

LOVERS ALWAYS FORGIVE

Gladys Knight &  
The Pips

Maxx 329

**AMY-** **mala** **RECORDS**

A DIVISION OF BELL RECORDS, INC. 1776 BROADWAY, N.Y.C., N.Y.

# Singles Sales in August Head for Monthly High

• Continued from page 1

Other current hits which have a chance of breaking the million mark are "Bread and Butter," with the Newbeats on Hickory; "G.T.O.," with Ronny and the Daytonos on Mala; "Remember (Walkin' in the Sand)," with the Shangri-las on Red Bird; "Oh Pretty Woman," with Roy Orbison on Monument; "Save It for Me," with the Four Seasons on Philips, and "Matchbox" backed with "Slow Down," with the Beatles on Capitol.

Also possibilities are "When I Grow Up to Be a Man," with the Beach Boys on Capitol, and "Do Wah Diddy Diddy," with Manfred Mann on Ascot.

Million-selling records have been relatively rare during the last few years. In 1958 some 70 hit the charmed circle. Last year the number dropped to eight.

Until the Beatles made the scene early this year, many tradesters were saying that the era of the million-selling single was passed. The Liverpool group shattered that theory.

Other English groups followed their lead and were and are today highly successful with both singles and LP's. Twenty sides on this week's

"Hot 100" chart are by English artists with four out of the top 10 tunes.

Unquestionably, a hot singles period is determined by good product. Product that once exposed brings the customers into the stores will generally stimulate them to purchase other records. Once a few really hot records break, it is some times easier for three or four records to hit the million sales mark. Good merchandising of this other hit product by retailers can continue sales spurt over a longer than normal period for greater sales for everyone in the industry as well as increased LP sales.

This has, unfortunately, not always happened. The Beatles generated fantastic excitement when they first hit this country and their return visit this month has equalled or surpassed the initial breakthrough because of multi-pronged publicity.

However, the Beatles during the earlier part of this year, did not stimulate greater sales for other product simply because there was a lot of Beatle product selling at one and the same time. Today, there are only a few Beatles singles and two smash LP's—one on United Artists that is over the 1,500,000-unit sales total, and the other LP on Capitol, this week certified by RIAA as a million-dollar LP.

## EXCHANGE PROGRAM

# Polish Jazz Group in London

in the U. K., a Polish jazz group, the Zbigniew Namyslowski Quartet, opened a short season at the Ronnie Scott Jazz Club (Aug. 18). This visit is hoped to be the first of a Polish-U. K. artist exchange arrangement, according to Ramon Waschko, Poland's leading critic, president of the Polish Jazz Federation and Billboard's Warsaw correspondent currently visiting with the group.

Waschko told Billboard that so far, this quartet has visited Italy (Bologna), Germany (Frankfurt) and in recent weeks, Belgium (Camblain-la-Tour) and demonstrated how Polish musicians are developing their own school of jazz, using many of their country's folk tunes as themes. The U. K. visit is under the auspices of the London City Agency, run by Johnny Jones who leads the trad group, the London City Stompers, and is handled in Poland by the State-

owned agency, Pagart. Foreign artists' visits to Poland have recently included Charles Aznavour, Marlene Deitrich, Gilbert Beaud, and a visit by Britain's Helen Shapiro is planned.

This musical activity appears to have the blessing of Poland's minister of culture, who more or less sponsors the whole movement.

Waschko reports that jazz is included in the curriculum of secondary schools in Poland as part of the musical syllabus, and that there is intense interest among young people for this type of music. A great deal of composing is going on, particularly for films. In radio, the past 18 months has seen a great change in program format, influenced to a great extent by the broadcasts heard from Radio Luxembourg. Consequently, attention has been given to pop music generally. Recently, a 20-piece orchestra known as the

Polish Radio Jazz Big Band was formed.

With only one record company (State-controlled), record releases follow the popularity position of tunes played on radio. A "Song of the Month" program makes a tune a hit from listeners' votes, then some weeks afterward, a record appears. On average, about 10-15 records are issued per month, singles, EP's and 10-inch LP's. The company, Polskie Nagrania, issues on three labels. Some foreign labels are occasionally seen in the shops, notably, Columbia, Blue Note and Brunswick, but the small number which get into the country is quickly snapped up.

Waschko reports that the Zaiks—ASCAP organization in Poland—is strict on performing rights. Representatives are present at concerts and other performances to keep check on plays.

Jones, of the London City Agency, told Billboard that his new agency will be handling many more visiting groups. From the U. S., Wild Bill Davison and the Salt Lake City Six will be over to visit the clubs in February 1965, and the Original Downtown Syncopators will go over in exchange. A revival of interest in jazz groups is in the cards, he says. In 1960 there were about 50 jazz groups and 400 clubs around the country. Now there are about 60 clubs and only 15 professional jazz groups in the U. K. Now, with the clubs going back to enthusiasts instead of the "fringe kids" and agencies no longer pricing themselves out of the market, Jones sees a healthier future and more clubs opening.

An LP for Decca has been set for recording by the Polish quartet while they're in London.

## ABC-Para Rep

NEW YORK — George Badonsky has been named ABC-Paramount's Midwestern field representative. He will work out of Chicago and report to Larry Newton, the label's sales vice-president in New York.

# Brenda Lee Makes Ocean Hop Just to Record Disk

NEW YORK — The importance of the record market in Great Britain to American artists was spotlighted anew last week when Brenda Lee, Decca disk artist, flew to England solely to cut a single record for release exclusively in the United Kingdom.

The single, titled "Is It True," was written by two of England's top songwriters, Carter and Lewis, and the recording date was produced by Mickey Most. The record was rushed into the English market within

24 hours after the session, and Miss Lee made 11 radio and TV appearances within a five-day period for promotion purposes.

Miss Lee, who is now back in the U. S. for some personal appearance commitments, returns to England Sept. 19 for a tour of the U. K. and the Continent.

Meanwhile, back in the U. S. she's riding high with her latest Decca single, "When You Loved Me."

# Pincus Goes Foreign Again —And This Time It's Italian

NEW YORK—George Pincus is becoming a one-man United Nations of the music publishing field. Having already racked up a big score via his ties in England, which were primarily wrapped up in the Beatles' song spinoff, he's now on an Italian kick in song and performer.

On the tune end, Pincus has picked up the U. S. and British Commonwealth nations rights to one of Italy's top tunes, "Amore Scusame." It will be recorded here by Robert Goulet for Columbia under the title of "My Love Forgive Me."

And, on the performer level, Pincus has lined up Italian song-

stress Rita Pavone for an LP and a single of a tune of his titled "Wait for Me" for RCA Victor. He also has Sergio Franchi, another Victor artist, on one of his old copyrights, "No Arms Can Ever Hold You"; Tony Bennett, a Columbia artist of Italian origin, on "A Taste of Honey," and Victor's Joey Costa on "Two Is a Lonely Number."

Pincus' current Italian artist binge was given its big push several months ago when Victor launched its U. S. campaign for Rita Pavone with his copyright "Remember Me."

# Animals Open Sept. 4

NEW YORK—The British invasion of the U. S. continues this week with the arrival of the Animals, new group clicking on the MGM label with "House of the Rising Sun."

The boys are here for a 10-day engagement at the Paramount Theater that begins Sept. 4. The theater, now closed, will reopen for this special engagement. The package is being promoted by Marty Kummer. The Animals consists of John Steel (drums), Eric Burdon (vocals), Charles Chandler (bass guitar), Alan Price (organ) and Hilton Stuart Patterson Valentine (guitar).

High-powered press action is being prepared for the boys via the offices of MGM through Sol Handwerker, and indie publicists Mal Braveman and Bob Perilla. It will culminate at the Delmonico Hotel on Sept. 3.

The boys also have been set for an MGM movie, "The Swinging Set," and footage for the picture will be shot during their engagement at the Para-

mount. Sam Katzman is producing the film.

# New Post for Liberty Staffer

LOS ANGELES — Michael Sloman, talent scout in Europe for Liberty Records, has been named foreign co-ordinator, a new post at the label.

Sloman's assignment, which begins today (31) in London, encompasses all Liberty product, in addition to affiliated publishing interests. Sloman, a native of England, was formerly affiliated with Decca as manager of the company's Italian division. He joined Liberty as assistant to Jerry Thomas, international sales director, and his two-year tenure with the label most recently involved the acquisition of such talent as Billy J. Kramer, the Swinging Blue Jeans and the Hollies.

# 'Safe' Movie Plays It Safe

NEW YORK — Motion picture companies have become so aware of the promotional values attendant disk play of title tunes that it's got to a point that even if a film has no background score, a disk song will be manufactured for the plug purposes.

This became evident last week with the release of "Fail-Safe" (Parts I & II) by the Hal Schaefer Quintet on the Colpix label. The movie, a Max E. Youngstein-Sidney Lumet Production for Columbia Pictures release, has no background score but Schaefer was given as assign-

ment to compose the music specifically for a single record so that the picture would not lose out on any of the radio and juke box plugs that a film with a musical score gets as a matter of course.

The themes that Schaefer composed for the single are a condensation of what he would have written had he provided a complete score for the movie.

The picture, which will be released later this month, stars Henry Fonda, Dan O'Hearlily, Walter Matthau and Fritz Weaver, among others.

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John Engstead

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\* Just that it's from their new smash album, "All Summer Long." And a follow-up to their MILLION selling "I Get Around/Don't Worry, Baby" single.



**5245**

**R&B REGIONAL BREAKOUTS**

(Not Listed In Rank Order)

- SOMEBODY NEW—Chuck Jackson, Wand  
(Detroit, Atlanta)
- 20-75—Willie Mitchell, Hi  
(St. Louis, Atlanta, Detroit)
- LOVER'S PRAYER—Wallace Brothers, Sims  
(Atlanta, Nashville, Washington, D. C.)
- I HAD A TALK WITH MY MAN—Mitty Collier, Chess  
(Atlanta, Miami, Nashville, Charlotte)
- (THERE'S) ALWAYS SOMETHING THERE TO REMIND ME—Lou  
Johnson, Big Hill  
(Chicago, New York, Philadelphia, New Orleans)
- CAN'T LIVE WITHOUT HER—Billy Butler, Okeh  
(Chicago)
- LA DE DA I LOVE YOU—Inez Foxx, Symbol  
(Atlanta, Chicago, Cleveland, Charlotte)
- LOVERS ALWAYS FORGIVE—Gladys Knight & Pips, Maxx  
(Atlanta)
- I JUST DON'T KNOW WHAT TO DO WITH MYSELF—Tommy Hunt,  
Scepter  
(Detroit, Philadelphia, New York)
- TOO MANY DRIVERS—Lowell Fulsom, Kent  
(Miami, Detroit)
- OPPORTUNITY—Jewels, Dimension  
(Detroit, Cleveland, Baltimore)
- ETERNALLY—Johnny Wynter, Atlantic  
(Houston, Dallas-Fort Worth)
- LAST NIGHT—Junior Parker, Duke  
(New Orleans, Miami)
- OH LORD WHAT ARE YOU DOING TO ME—Big Maybelle, Scepter  
(New York)

**Democrats  
Back Arts  
Aid Bill**

• *Continued from page 1*

government economists. The party platform is pledged to end "obsolete" and discriminatory excise taxes, which are nowhere more hampering than in the selling of phonographs, radios, TV sets, musical instruments, live music and theater, and cabaret. Possible further tax cuts in income to stimulate more buying have been indicated.

The party platform pledges freedom and effectiveness for the "essential private forces and processes" in the economy. It would also protect the American consumer from any misleading information about what they buy and borrow; about their food, drugs and cosmetics. Small business is promised protection as the "seed-bed" of free enterprise, and antitrust laws "must be vigorously enforced" to preserve competitive fairness in the marketplace.

Although the previous week's passage of the National Arts Council bill was a disappointment to those who had worked for a tandem National Arts Foundation to match local and State funds, both House and Senate sponsors felt a great step had been taken — a first in American history. Although Council funds are limited to \$150,000 a year, and only the presidentially appointed chairman will be in office permanently, at \$21,000 per year, the advisory 24-man membership will represent millions in know-how in their various fields.

Senate sponsors Hubert Humphrey (a good man to have on the side of the arts and entertainment these days!), Jacob Javits (R., N. Y.) and Claiborne Pell (D., R. I.) have figured a way to get additional funds for promotion of the arts by the National Council. They would like to see a private Arts Foundation set up, to work with those already in existence, that could accept funds since the present legislation does not permit the Council to accept donations.

During floor debate, Senator Humphrey pointed out that the Kennedy Cultural Center is empowered to accept donations, and some of this money could be used to foster projects recommended by the national Arts Council. Eventually, the Senate sponsors, and the hard-fighting House sponsors, Rep. Frank Thompson (D., N. J.) and John Lindsay (R., N. Y.), will try to reintroduce the National Arts Foundation legislation which would have provided up to \$10 million annually in federal grant money as matched funds. Meanwhile, Senator Javits will introduce a resolution in the next session to allow the Council to accept donations.

**Many Problems**

Said President Johnson in urging the House to pass the bill: "There are many problems in the fields of the arts which not only are limiting their development, but limit their very existence. Private initiative is and should undertake the major responsibility for resolving these problems. However, they are also of vital concern to the federal government. . . . History has shown that if we are to achieve the Great Society for which we are all working, it is essential that the arts grow and flourish."

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

- ★ CHATTY HATTY—WGIV, CHARLOTTE, N. C.
  - Records to Watch
  - ALL THAT'S GOOD—Fiestas, Old Town
  - MERCY, MERCY—Don Covay, Rosemart
  - RUNNIN' OUT OF FOOLS—Aretha Franklin, Columbia
  - 20-75—Willie Mitchell, Hi
- ★ NOVELLA SMITH—KYOK, HOUSTON, TEXAS
  - Records to Watch
  - YOU'VE GOT IT—Johnny Williams, Kent
  - HEARTBREAK—Dee Clark, Constellation
  - MY ADORABLE ONE—Joe Simon, Vee Jay
  - I JUST DON'T KNOW WHAT TO DO WITH MYSELF—Tommy Hunt, Scepter
  - THE SISSY—Bob & Earl, Chene
  - I'LL ALWAYS LOVE YOU—Brenda Holloway, Tamla
- ★ FLOYD BROWN—WYNR, CHICAGO, ILL.
  - Records to Watch
  - FUNNY—Joe Hinton, Backbeat
  - MERCY, MERCY—Don Covay, Rosemart
- ★ FRED HANNA—WAME, MIAMI, FLA.
  - Records to Watch
  - BO-TIME—Mar-Keys, Stax (This is an older release. Popular in south Florida because of current night club rage, the "POPEYE DANCE".)
  - ALL THAT'S GOOD—Fiestas, Old Town
  - LONG HAIRE DADDY—Vernell Hill, Tuff
  - DANCING IN THE STREET—Martha & the Vandellas, Gordy
  - YOU'VE GOT IT—Johnny Williams, Kent
  - Feature LP
  - STEAL AWAY—Jimmy Hughes, Vee Jay
- ★ BOB KING—WOOK-TV & RADIO, WASHINGTON, D. C.
  - Records to Watch
  - ON THE OUTSIDE LOOKING IN—Little Anthony, DCP
  - SOUL DRESSING—Booker T & M.G.'S, Stax
  - Feature LP's
  - KEEP ON PUSHING—Impressions, ABC-Paramount
  - CHUCK JACKSON ON TOUR—Wand
  - MY GUY—Mary Wells, Motown
  - T'AIN'T NOTHING YOU CAN DO—Bobby Bland, Duke
  - HAVE A SMILE WITH ME—Ray Charles, ABC-Paramount
- ★ GEORGIE WOODS & JIMMY BISHOP—WDAS, PHILADELPHIA, PA.
  - Records to Watch
  - CANDY TO ME—Eddie Holland, Motown
  - MERCY, MERCY—Don Covay, Rosemart
  - DANCING IN THE STREET—Martha & Vandellas, Gordy
  - LOOKING FOR THE RIGHT GUY—Kim Weston, Tamla
  - LOVERS ALWAYS FORGIVE—Gladys Knight & Pips, Maxx
- ★ BURKE JOHNSON—WAOK, ATLANTA, GA.
  - Records to Watch
  - LA DE DA I LOVE YOU—Inez Foxx, Symbol
  - I WANT TO THANK YOU—Enchanters, Warner Bros.
  - MY ADORABLE ONE—Joe Simon, Vee Jay
  - YOU'LL NEVER GET TO HEAVEN—Dionne Warwick, Scepter
  - I HAD A TALK WITH MY MAN—Mitty Collier, Chess
  - I JUST DON'T KNOW WHAT TO DO WITH MYSELF—Tommy Hunt, Scepter
- ★ ED WRIGHT—WABQ, OKLAHOMA CITY, OKLA.
  - Records to Watch
  - BABY I NEED YOUR LOVIN'—4 Tops, Motown
  - SINCE I'VE LOST YOU—Jimmy Ruffin, Soul
  - LET ME LOVE YOU—B. B. King, Kent
  - BABY I'M SATISFIED/SISSY—Bob & Earl, Chene
  - I'LL ALWAYS LOVE YOU—Brenda Holloway, Tamla
  - OPPORTUNITY—Jewels, Dimension
  - THEN YOU CAN TELL ME GOOD-BYE—John Nash, Argo
  - THE CAT—Jimmy Smith, Verve
  - RHYTHM—Major Lance, Okeh
  - DANCING IN THE STREET—Martha & Vandellas, Gordy
  - LOVER'S PRAYER—Wallace Brothers, Sims
  - RUNNING OUT OF FOOLS—Aretha Franklin, Columbia
  - LA DE DA I LOVE YOU—Inez Foxx, Symbol
- ★ JOHN "R" RICHBOURG—WLAC, NASHVILLE, TENN.
  - Records to Watch
  - LUCILLE—Clyde McPhatter, Mercury
  - SOMEBODY NEW—Chuck Jackson, Wand
  - LOOKING FOR THE RIGHT GUY—Kim Weston, Tamla
  - LONG HAIRE DADDY—Vernell Hill, Chess

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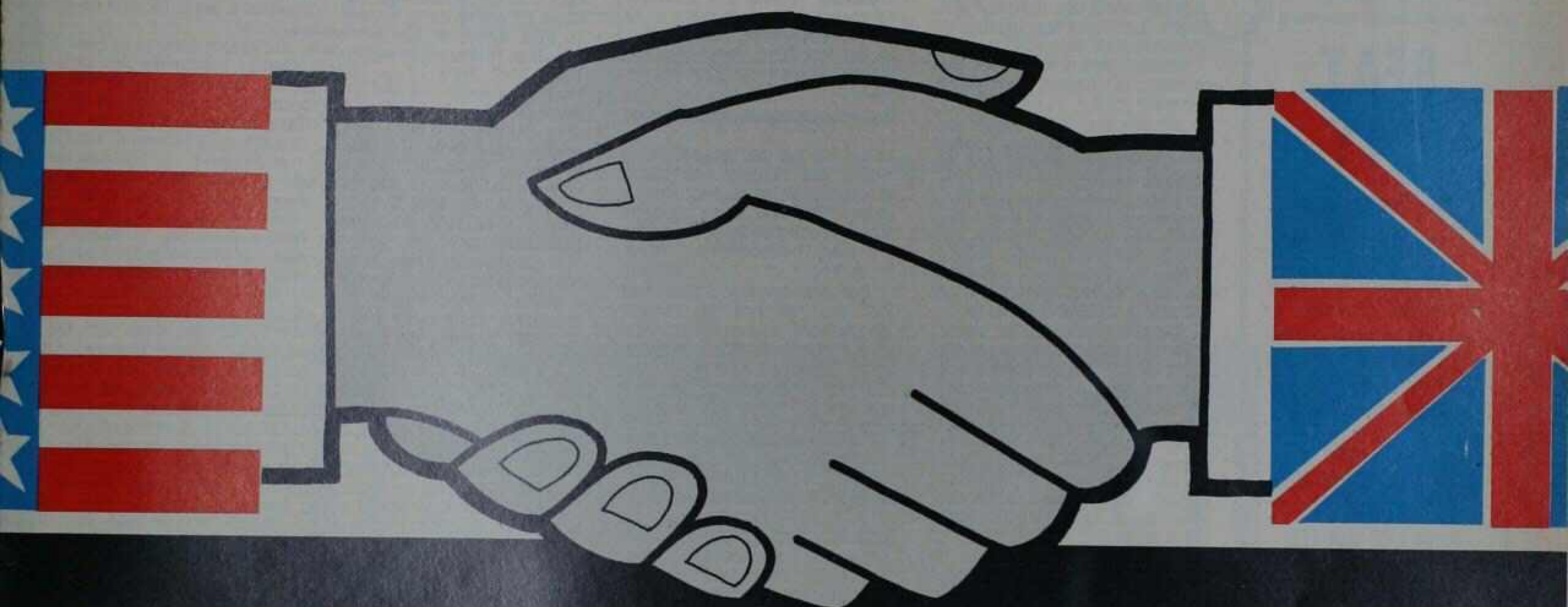
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**THE HOUSE OF THE RISING SUN**



# Area in Berkshire Mountains Is An Oasis for Lovers of Music

By ROBERT SOBEL

LENOX, Mass.—From whichever mold one is cast—longhair or short, square or hep, middle-of-the road or extreme—the Berkshire Mountain area year after year enfolds exciting, inspiring musical experiences. Whatever the pleasure—classical, jazz, pop, folk—whether in Marlboro, Vt. (New Marlboro Chamber Players), in Tanglewood, at the Berkshire Music

Barn or Potting Shed, or in Falls Village, Conn. (Berkshire Quartet), the area is a redwood in the musical wilderness.

In the Tanglewood Shed on Saturday (22), the agile, sleight man with the large hands had worked like a fencing master. For over an hour he had parried, weaved and lunged in the calm and exacting manner of a man bent upon victory by perfection. He succeeded. When the last note of the Requiem had sounded, the audience gave Erich Leinsdorf an ovation of immeasurable intensity. In total, Leinsdorf and the Chorus Pro Musica of Boston took eight "curtain calls."

Under the conductor's demands, the four soloists, assisted by the Festival chorus and the Boston Symphony Orchestra, had sung with impact and magnificent tonal control. And Leinsdorf had utilized Verdi's dramatic resources to the utmost. From the composer's powerful, somber "sacred opera," he had created a definitive work of art.

In this work, as in Verdi's operas, soloists get ample opportunity. The composer makes the voices the prominent factors. The four soloists, Lucine Amara, soprano; Lili Chookasian, contralto; George Shirley, tenor; and Ezio Flagello, bass, made the most of it. Miss Chookasian combined artistry and vocal brilliance in "Quid sum miser."

Miss Amara stood out in "Requiem aeternam." Her high notes were absolutely astounding. George Shirley introduced the "Kyrie" with vitality and deepness of tone. Flagello's voice carried with authority. His "Confutatis" was done extremely well.

In Verdi's work, the appeal for mercy is the keynote of the entire composition. In this memorial to a dear friend, Alessandro Manjoni, the composer painted a horrible picture in which countless souls cry out for salvation and liberty. Leinsdorf flogs these souls, making the work all the more beautiful.

On Sunday, as a fitting climax to the season's finale, Leinsdorf led the orchestra in Beethoven's "Overture to Fidelio" and the composer's "Symphony No. 7." Leinsdorf chose Richard Strauss' tone poem "Ein Heldenleben" (Hero's Life)

## 4% SHORT OF RECORD SEASON

According to figures released by the Boston Symphony Orchestra, Tanglewood registered a 4 per cent decrease from last year's record-breaking season. Total ticket sales this summer was \$533,330, compared to last season's \$568,453. Total attendance this season was 224,320, compared to last summer's 233,845. Unseasonably cold weather in the last four weeks was the reason management gave for the decline.

to be last on the program. Actually, the "Hero's Life" is a symphony. It is played without pauses. However, there are parts which are turbulent while others are calm. Leinsdorf records for RCA Victor.

For six musicians this was just not the end of another Tanglewood season (the 30th). Joseph de Pasquale, first viola; Samuel Mayes, first cello and Winifred Winograd, of the cello section, are leaving to join the Philadelphia Orchestra. Three are retiring: Louis Speyer, English horn soloist; Vladimir Resnikoff, of first violin section, and Jean de Vergie, oboist.

A half mile away, at the Berkshire Music Barn, Duke Ellington held court on Sunday night. Duke and his men are truly fabulous. His big band sound, the versatility of the 15 members—each one a pro—the distinctive arranging and composing style, make Ellington and his group unique and ageless. An outstanding Duke original was "Harlem Suite," a musical portrayal that was at times buoyant and at other times melancholy. Depicted is the loneliness of a bum on a street corner, the happiness of kids dancing in the streets and a varied group of city noises. Duke also played a series of numbers inspired by his recent Middle and Far East tour. This set was pleasing and carried an oriental flavor.

Outstanding performances were given by Johnny Hodges, on alto sax, who did his usual great work; Cat Anderson, in a tune called "Prowling Cat," hit

## PEOPLE AND PLACES

By MIKE GROSS

Juggy Murray, president of Sue Records, will accompany Inez and Charlie Foxx to England this week to start their five-week tour with the Rolling Stones. Murray will then continue on to Italy, France, Germany, Holland and other parts of Europe to tighten distributor relationships.

Hy Mizrahi, president of Kama-Sutra Productions and Tender Tunes Music, is on the West Coast with assistant Frankie Mell to open new offices and scout for materials and production deals. . . . Hanna Ahroni, Israeli songstress, will be at the Bon Soir in New York's Greenwich Village until Sept. 13. She's already booked for a return in mid-January. . . . Bob Crewe and his arranger, Charlie Calello, leave for England this week for business purposes and to attend the wedding of Andrew Goldman, manager of the Rolling Stones. . . . The Southampton Dixie, Racing & Clambake Society Jazz Band will be appearing at Charlie Bate's club on New York's east side on Wednesday and Sunday nights after Labor Day. . . . Gene Chandler starts a coast-to-coast tour Sept. 15. His co-star will be Billy Butler & The Enchanters.

Ran Blake, pianist-composer, will give a concert at New York's Town Hall Sept. 20. . . . Erroll Garner will make his only New York appearance of the year at the World's Fair at the Singer Bowl on Sept. 2. On Sept. 5 Garner will concertize at the Berkshire Music Barn in Lenox, Mass., following which he opens a week's engagement at the Casa Loma nitery in Montreal. On Oct. 12, he'll begin his annual concert tour of England. . . . The new singing-instrumental team of Bill Raymond & Nina are currently at No. 1 Fifth Ave., in New York. . . . Steve Lawrence and Eydie Gorme will be co-hosts at the United Cerebral Palsy benefit at the N. Y. Paramount Sept. 20, with the Beatles featured. . . . Bobby Helms and his brother, Fred, have formed Lee-Wayne publishing firm in Bloomington, Ind. . . . Snuffy Garrett, of Liberty Records, concluded a deal with Ivan Mogull of Four Star Television Music Company to release a "Burke's Law" instrumental soundtrack LP.

Bill Evans, jazz pianist, will be at the Cafe Au Go Go, beginning Sept. 3 for the next six weeks. Nancy Harrow, Atlantic Records thrush, will also be on the bill. . . . Morty Wax Productions has moved to larger quarters at 1650 Broadway and has added Lynne Sabin to his staff as administrative assistant. . . . Peter Nero will appear at the Grand Gala du Disque in Amsterdam Oct. 3. . . . Woody Allen, now in London getting locations for his movie, "What's New, Pussycat," will make several guest shots on the BBC while he's waiting to begin filming. . . . Bill Cosby, Warner Bros. Records comedian, off to Hong Kong to shoot the first segment of his yet-untitled TV series. . . . Dottie Wayne and Ray Rasch are writing the new nightclub act for Georgia Carr. . . . Riz Ortolani will write the score for "The Glory Guys," upcoming United Artists release. . . . Sam Cooke will guest on ABC-TV's new show "Shindig" Sept. 16. . . . Singer Donna Fuller will be at Baltimore's Playboy Club through Sept. 6. . . . The Naples Song Festival, sponsored by Landi Enterprises, will be held at Carnegie Hall Sept. 19.

some really high trumpet notes; saxman Paul Gonsalves blew high and low in a flying tune entitled "The Opener"; and Harry Carney, on baritone sax, played "Sentimental Lady" with a fine and mellow tone. A medley of Ellingtonia rounded out the bill. Duke has recorded for Columbia and Roulette, among others.

At the Potting Shed, completing the Lenox scene, was flamenco guitarist Juan Serrano. His mastery with the guitar is simply fantastic. He creates an image (of the flamenco dancer) much like an impressionist painter. He only played five numbers, but they were indeed enough to display his virtuosity on the guitar. Bernard Peiffer and his combo do their share, and Brother Sellers. . . well, no virtuoso, he.

## Signings

Peter Posa, one of New Zealand's top recording artists, has been signed to an exclusive U. S. deal by Vee Jay Records. His New Zealand-Australia click, "The White Rabbit," goes into immediate release here on the company's Tollie label. . . . The Bitter End Singers, a new ragtime-folk group, has been signed by Mercury Records for an LP. . . . China Lee, Playboy magazine's August "Playmate," has been added to Ava Records. . . . Ahmad Jamal was re-signed to a long-term contract with Argo Records by the disk com-

## Angry Proby Goes Home

LONDON — P. J. Proby — generally regarded here to be the American with the greatest sales potential—is packing his bags to return to the U.S. because of a dispute between British Decca and Liberty.

Decca signed Proby when he came in to do a TV'er with the Beatles and issued "Hold Me," which soared to No. 3 in the charts. Subsequently, EMI put out a track Proby waxed for Liberty three years ago, but it hasn't moved.

Since then Proby has gotten publicity over a management dispute which caused him to cancel a string of TV, radio and concert dates. Despite this, his next single was eagerly awaited.

But Decca claims Liberty is legally restraining it from putting out another, alleging that Proby is still under contract and Proby says "I'm so disgusted with the situation I'm going home to become an actor. Its no good being a singer if you can't have records."

pany's president Leonard Chess. . . . Melvin Trotter and Gail Noble, teen-age r&b singers, have been signed to DFD Records by Lester Sims, firm's managing director. . . . Nell Aspero, 17-year-old guitarist-folk singer, has been added to the Mercury label.

BILLBOARD, September 5, 1964

## BEAT CITY

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GEOFFREY HOLDER (standing left) has based an original ballet on the folk-dixie arrangements and themes conceived by composer-arranger Joe Sherman (center). The ballet will be premiered Sept. 3 at the Olympia Theater in Paris. With Holder and Sherman are members of the ballet troupe.



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# Radio-TV PROGRAMMING

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

## Danny Davis: Armed With Smile, Warm Personality

By GIL FAGGEN

NEW YORK—Having a rich wife may not be the only factor contributing to the success of a man in business today, but it sure does help.

With Danny Davis, national promotion director for Colpix Records, an analogy to the above statement may be drawn to the effect that a warm and highly personable personality may not be the most important factor in the successful promotion of singles and albums today, but it sure does help.

Davis is rarely, if ever, caught unarmed with a smile or quickie humorous story—a demeanor that has opened many a door and kept them open for him.

Coupled with the Davis diet of jocularity is a wily understanding of the problems of getting his company's productions played on the air, born of many years of experience in various areas of show business.

Danny grew up in South Philadelphia and was friends with many Philly-spawned future record and show business bigwigs such as Eddie Fisher. He performed on WFIL-Radio's "Teen Age Time" and "Junior Music Hall" as a youngster, later taking on some announcing chores at local radio stations.

Danny's facility for entertaining people and his engaging personality soon led him to the famous porch at Grossingers in the Catskills. For more than a year and a half Danny entertained vacationers as the "porch comic." At the same time Fisher was performing elsewhere at the famous hotel.

The Korean War engulfed Davis in 1950, and he was signed to a Special Services unit. As coincidence would have it his path again crossed Fisher's and he soon found himself as-



DANNY DAVIS

signed to Eddie, during his stint in the service, with the responsibility of co-ordinating the singer's activities with Air Force and Armed Forces Recruiting efforts. After-duty hours were spent by Davis in New York City working for the Eddie Fisher organization.

### Moves to Decca

Davis worked for Fisher until 1954 and from there moved to Decca's Philadelphia distribu-

(Continued on page 21)

## Booklet for NAB Members

WASHINGTON, D. C.—"The Broadcaster's March," a tribute to the radio and TV industry, has been mailed to 1,000 National Association of Broadcasters' members for use as a public relations aid for presentation to high schools, colleges, and civic bands and orchestras.

The 36-page booklet contains separate instrumental arrangements for a 65-piece band, plus conductor's score. Slip-in sheets are available, giving instructions for forming a microphone or a TV camera during a band's marching routine.

More than 3,000 monaural and stereo recordings of the march by the U. S. Army Band have been distributed to NAB members.

## L. A. Supervisors Honor KFWB

LOS ANGELES — KFWB was honored recently by the board of supervisors of the County of Los Angeles for "its many valued public service programs as well as the entertainment it has provided to listeners of this area during the past seven years." The resolution specifically mentioned Crowell-Collier Broadcasting President Joseph C. Drilling, Vice-President and KFWB General Manager J. J. Bernard, and Vice-President and Program Director Jim Hawthorne, for "initiating a policy of better ways to serve the public."

More Radio News  
On Pages 20 & 21

## CKEY Has New Policy

TORONTO — The new "bright, easy listening" sound of CKEY, is being heralded with giant bus backs and taxi backs after a phasing-in period which started the first of the year and gradually calmed the station's hard-hit sound. The entire tone of the station has been modified to fit the new policy, with lower-key station ID's, fewer contests, more community involvement by the "Good Guys," all aimed to attract a young adult audience.

From 6:15 p.m. till midnight, the station reverts to the Top 59 for the teen-agers, and temporarily abandons the top pop station, CHUM, for an adult open-line show.

Letters announcing the new program policy to ad agencies point out the audience composition reports on the June survey by the industry-supported Bureau of Broadcast Measurement, which show substantial gains in adult listeners, accompanied by anticipated losses in the teen-age group. The format was tamed and timed to be firm for CKEY's power boost from 70,000 watts daytime, due next month to result in the strongest measured signal in Metro Toronto.

(An un-touted member of the station's audience composition was captured last month following a holdup while wearing a CKEY "Good Guys" T-shirt.)

## WFBG in 40th Year

ALTOONA, Pa.—WFBG, the Triangle Station, celebrated its 40th year of broadcasting Monday (24) with a 40-hour contest, 24-hour broadcasting and special activities galore.

The day began a week-long celebration of the events which include an invitation to listeners to enter the station's 40-hour contest, with the station drawing a lucky winning name every 40 minutes.

WFBG's air personalities John Riley, Dan Resh, Dick Richards and Dick DiAndrea will be offered on their shows a complete trip for two to the forthcoming Beatles' concert in Pittsburgh Sept. 14.

The Triangle station took over Lakemont Park Saturday with rides for 5 cents that day. An afternoon and evening stage show was presented in the pavilion featuring big name record artists, plus an all-day record hop emceed by station air men.

WFBG, founded in 1924, is among the 100 oldest radio stations in the U. S. Many famous personalities and groups broadcasted direct from the "Crystal Studio" in the early days of operation. Among them were Amos and Andy, Paul Whitman, Jimmy Durante, Tommy and Jimmy Dorsey, Fred Waring and others.

## BUGGED ON THE BEATLES

DETROIT—A new variety of tie-in promotion to ride the Beatle wave was tried out by WXYZ the ABC-owned station here. Listeners were invited to send in a dead beetle (insect variety) in return for wax Beatles' records. Several hundred bugs came in, some in special elaborate cages.

## KQV Campaign Cools Off That Long, Hot Summer



KQV DEEJAYS PLAYFULLY BURY Vice-President and General Manager John Gibbs and Operations Manager John Rooke in mound of ice during "Think Cool" promotion. Actually, KQV men Dave Scott, Steve Rizen, Hal Murray and Dex Allen, ably assisted by KQV Cuties, engage in snow fight at Gateway Center.

PITTSBURGH — KQV, the ABC-owned station in the Steel City, played it cool recently by sponsoring a gigantic "Think Cool" campaign featuring a 14-ton ice cube, bathing beauties known as "KQV Cuties," ice cream bar giveaways, KQV hand fans and a six-foot snowman and a snowball fight.

The promotion was launched with listeners asked to guess how long it would take for the 14-ton ice cube to melt. The five persons submitting the closest estimates in days, hours, minutes and seconds were offered complete air conditioning for their homes by the station.

Thousands of Pittsburghers gathered in the downtown district to ogle the "KQV Cuties," who were on the scene in bathing suits and colorful "KQV—It's Cool" banners. The gals distributed 2,000 popsicles to the throng. The following day, the "cool kittens" toured the downtown area near the still-melting ice cube distributing hand fans imprinted "KQV—The Cool Sound of Pittsburgh."

The station reported receiving more than 17,500 entries

## Beatlemania Infects Iowa

DES MOINES—The contagion of Beatlemania has spread inland and Iowa, the center of the nation and one of the last areas to be hit by trends, has Beatle fans standing in line all night long for tickets to their movie, "A Hard Day's Night."

Radio Station KIOA sold advance tickets to the movie's upcoming showing at a Des Moines drive-in. The Good Guys expected favorable results, but nothing like they got. Anxious teen-agers started to form a line outside the KIOA broadcast house at 5:30 of the afternoon before the tickets were to go on sale.

After the station's sign-off at 1 a.m., Good Guys Jim Michaels and Tom Rhodes stayed at the turntable all night and played Beatle records over the loud-speaker system, to entertain the crowd of 600 waiting teen-agers. Some of the prospective ticket buyers brought blankets and slept on the sidewalk outside the KIOA studios. Police were alerted for trouble, but the crowd was well-behaved and satisfied to hear Beatle records and wait for the ticket office to open at 9 a.m.

ranging from guesses of 148 days to three hours. Actual melting time of the 14-ton display: three days, 16 hours, eight minutes and 45 seconds Cool man!

## FM Plan Gets Tentative OK

WASHINGTON—The Federal Communications Commission has given tentative approval to the FM Group Sales Plan, which will enable participating FM stations to sell time at discount rates to national advertisers. Dissenting Commissioner Kenneth Cox feels the FCC should have taken a closer look at antitrust possibilities, which the agency has admitted may crop up.

Cox says he's entirely sympathetic with FM radio's attempts to attract national advertisers. He thinks they're moving in the right direction to research co-operatively on the ways and means. But he believes they may have gone too far in forming a co-operative selling agency, even with safeguarding allowance for individual dealing between any individual station in the group and a single advertiser. Cox also fears that the declared "secrecy" that will be maintained about individual station's rates would break down as negotiations were discussed through the FM Group Sales offices.

Also, Cox believes that

(Continued on page 36)

## SHEEP KICK OFF 'ZOOTENANNY'

CLEVELAND—A group of nimble-footed — and thick skinned—KYW-Radio air personalities, heedless of the obvious jokes emanating from an assembled group of 2,000 spectators, climbed to the top of the Cleveland Zoo's Monkey Island recently to stage a two-hour "Zootenanny."

The "Zoot" went off with only one minor hitch. A herd of mountain sheep quartered on the island elected to climb to the top of the island for a closer look at the unusual activities, knocking out the sound system for a brief period.

?

**ARE YOU READY  
FOR THE SINATRA-EST  
SINATRA SINGLE  
OF THE '60'S**

**FOR INSTANCE:  
SOFTLY AS I LEAVE YOU  
B/W  
THEN SUDDENLY LOVE #0301**

San Francisco

August 21, 1964

Bill Gavin's Record Report # 509  
WEEKLY SUMMARY

Sleeper of the Week: SOFTLY AS I LEAVE YOU-Frank Sinatra (Reprise) Pop format stations are playing it in Atlanta (WPLO), Columbus (WCOL) and Worcester (WORC) and response has been surprisingly good. Looks like another class entry with "mass" appeal.

**ANOTHER SIGNIFICANT SINGLE FROM**





# SINGLES

# REVIEWS



## HOT POP SPOTLIGHTS

**THE BACHELORS — I WOULDN'T TRADE YOU FOR THE WORLD** (LeBill, BMI) (2:35)—The boys leave the standard path for a try with new material. Rendition is soft and tender. Flip: "Beneath the Willow Tree" (Burlington, ASCAP) (3:00). London 9693

**THE TEMPTATIONS—WHY YOU WANNA MAKE ME BLUE** (Jobete, BMI) (2:10)—Detroit beat and high-pitched voice in lead. A real chart climber. Flip: "Baby, Say I Need You" (Jobete, BMI) (2:35). Gordy 7035

**THE HONEYCOMBS—HAVE I THE RIGHT?**—Another British entry currently registering in Top 10 on British charts. It's got that gutsy foot-stompin' shoutin' sound. A real winner. Flip: "Please Don't Pretend Again." Interphon 7707

REVIEWED THIS WEEK, 124—LAST WEEK, 147

## GUEST PANELISTS OF THE WEEK

**DICK CARR,**  
Program Director

**GERT KATZMAN,**  
Music Librarian  
WIP, Philadelphia

**"FUNNY GIRL"**  
**BARBRA STREISAND**

Columbia



DICK CARR

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."

**THE GYPSIES — BLUE BIRD (MR. JAY)** (Screen Gems-Columbia, BMI) (2:06)—Snappy grabber with pounding beat and catchy vocal treatment. A sleeper. Flip: "Hey There, Hey There" (Maureen, BMI) (2:06). Old Town 1168

## PROGRAMMING SPECIALS

### HOT POP

- THE REFLECTIONS—Don't Do That to Me** (Myto, BMI) (2:15)—(I'm Just) A Henpecked Guy (Myto, BMI) (2:10). GOLDEN WORLD 16
- APRIL YOUNG—Kiss Your Baby Goodbye** (T. M., BMI) (2:12)—To Be Loved by You (Hill & Range-Shelros, BMI) (2:23). COLUMBIA 43122
- PIXIES THREE—Orphan Boy** (Merjoda, BMI) (2:20)—Love Walked In (Chappell, ASCAP) (2:08). MERCURY 72331
- TONY ORLANDO—To Walt for Love** (U. S. Songs, ASCAP) (2:20)—Accept It (U. S. Songs, ASCAP) (2:23). EPIC 9715
- BOBBY DARIN—The Things in This House** (T. M., BMI) (2:10)—Walt by the Water (T. M., BMI) (2:12). CAPITOL 5257
- HAROLD BETTERS—Do Anything You Wanna** (Parts I & II) (Waygate, ASCAP) (2:20 & 2:05). GATEWAY 747
- BO DIDDLEY & CHUCK BERRY—Bo's Beat** (Arc, BMI) (2:55). CHECKER 1089
- RIGHTEOUS BROTHERS—This Little Girl of Mine** (Progressive, BMI) (2:15). MOONGLOW 235
- RAMSEY LEWIS TRIO—Something You Got** (Tune-Kel, BMI) (3:15). ARGO 5481
- SUNNY & THE SUNLINERS—You Send Me** (Kags, BMI) (2:55). TEAR DROP 3040
- THE EARLS—Oh, What a Time** (Maureen, BMI) (2:50). OLD TOWN 1169
- TOMMY SCOTT—Wrap Your Troubles in Dreams** (Shapiro-Bernstein, ASCAP) (2:30). LONDON 9694
- EDDIE POWERS—I'll Step Aside** (English-Fear, BMI) (2:04). SIM 205
- THE DELIGHTS—Breaking Hearts to Him Is Just a Game** (Chartbuster-Lanny, BMI) (2:10). ARLEN 753
- THE BARONS—I Just Go Wild Inside** (Hill & Range, BMI) (2:25). IMPERIAL 66057
- THE INTRUDERS—But You Belong to Me** (Ben-Lee & Puddin', BMI, Frederick, ASCAP) (2:45). MUSIC VOICE 504

### 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.

**THE ROEMANS—Give Me a Chance** (Campbell-Connelly, ASCAP) (2:13). ABC-PARAMOUNT 10583

**EMMITT LUTTRELL—Twist Me Around Your Finger** (Signature, BMI) (2:15). ECTON 1000

**THE ROCKY FELLERS—Nina** (Mellin-Unbelievable, BMI) (2:36). WARNER BROS. 5469

### POP STANDARD

- EARL GRANT—O' Man River** (Harms, ASCAP) (3:19). (At The End Of a Rainbow) (Criterion, ASCAP) (2:18). DECCA 25647
- BOBBY GORDON, HIS CLARINET & STRINGS—Little White Lies** (Bregman, Vocco & Conn, ASCAP) (2:20)—Again (Robbins, ASCAP) (2:50). DECCA 31665
- BILLY ECKSTINE—Wanted** (Witmark, ASCAP) (2:47)—What Are You Afraid Of (Morris, ASCAP) (2:26). MERCURY 72302
- DICK SCHORY—Bologgn!** (Creative, ASCAP) (2:14)—Bomba (Creative, ASCAP) (1:45). RCA VICTOR 8421
- KETTY LESTER—I Trust You Baby** (T. M., BMI) (2:20). RCA VICTOR 8424
- ROBERT MAXWELL, HIS HARP & ORK—One o'Clock Jump** (Feist, ASCAP) (2:32). DECCA 31668
- GLORIA LYNNE—Serenade in Blue** (Bregman Vocco & Conn, ASCAP) (2:58). EVEREST 2047
- THE BROWNS—Everybody's Darlin', Plus Mine** (Maricopa, SESAC) (2:20). RCA VICTOR 8423
- NEIL WOLFE—Gospel Waltz** (April, ASCAP) (2:55). COLUMBIA 43118
- ARTHUR PRY SOCK—Fly Me to the Moon** (Almanac, ASCAP) (3:22). OLD TOWN 1170
- THE GASLIGHT SINGERS—The Times I've Had** (T. M., BMI) (3:12). MERCURY 72319
- BOBBY DARIN—Swing Low Sweet Charlot** (T. M., BMI) (2:36). ATCO 6316

### COUNTRY & WESTERN

- BILLY WALKER—Cross the Brazos to Waco** (Painted Desert, BMI) (2:48)—Down to My Last Cigarette (Central Songs, BMI) (2:25). COLUMBIA 43120
- STANLEY BROTHERS—Bully of the Town** (Public Domain) (2:59). KING 5920
- TOMMY DOWNS—I Can't Get Around to Getting Over You** (Window, BMI) (2:05). KING 5919
- HOWARD CROCKETT—Spanish Lace and Memories** (Jobete, BMI) (1:56). MEL-O-DY 115
- JONNY LITRELL—A Hard Day's Night** (Unart-Maclen, BMI) (2:20). CHEVELL 1002



## POP STANDARD SPOTLIGHTS

### NO POP STANDARDS THIS WEEK



## RHYTHM & BLUES SPOTLIGHTS

**BEN E. KING—IT'S ALL OVER** (Keetch, Caesar & Dino, BMI) (3:14) — Soul rending weeper dramatically wailed by King and supporting chorus. Pop & r&b sales potential. Flip: "Let The Water Run Down" (Keetch, Caesar & Dino, BMI) Atco 6315

**INEZ & CHARLIE FOXX—LA DE DA I LOVE YOU** (Saturn, BMI) (2:22) — Screecher with clip-clop beat. Saxes wail in force. Plenty of pop potential here, too. Flip: "Yankee Doodle Dandy" (Saturn, BMI) (2:39). Symbol 201

Album Reviews on Page 48



## COUNTRY SPOTLIGHTS

**BILLY GRAMMER — WABASH CANNON BALL (PD)** (2:14) — **GONNA LAY DOWN MY OLD GUITAR** (American, BMI) (2:17)—First side is rollicking, up-tempo version of classic standard. Chorus echoes Grammer. Flip has sad message, but Billy gives it a sparkling treatment. Decca 31669

### RHYTHM & BLUES

- SOUL SISTERS—Just a Moment Ago** (McAllister-Sagittarius, BMI) (2:26)—I Won't Be Your Fool Anymore (Staccato, BMI) (2:35). SUE 111
- HANK BALLARD—What's Your Name** (Ha-Lo, BMI) (2:30)—Daddy Rolling Stone (Sonlo, BMI) (2:35). KING 5931
- JIMMY REED—Down in Mississippi** (Conrad, BMI)—Oh John (Conrad, BMI). VEE JAY 616
- JOE TEX—I Had a Good Home But I Left** (Parts I & II) (Tree, BMI) (2:28 & 3:02). DIAL 3023
- FREEMAN BROTHERS—I'm Counting on You** (Merna-Aim, BMI) (2:52). MALA 485
- GOOD TIME CHARLIE—Thrifty-Mart** (Cireco-Voycon, BMI) (2:23). GALAXY 730
- LITTLE JOHNNY TAYLOR—I Smell Trouble** (Lion, BMI) (2:28). GALAXY 733
- WENDY RENE—After Laughter** (East, BMI) (2:53). STAX 154
- BANNY PRICE—There Goes the Girl** (Su-Ma, BMI) (2:15). JEWEL 733

### SACRED

**ARCHIE CAMPBELL—Most Richly Blessed** (Peer Int'l, BMI) (2:32)—Do Lord (Public Domain) (2:30). RCA VICTOR 8422

### COMEDY

**ALLAN SHERMAN-BOSTON POPS ORK. (FIEDLER)—The End of a Symphony** (Parts I & II) (Curtain Call, ASCAP) (2:37 & 1:30). RCA VICTOR 8412

### POLKA

**FRANKIE YANKOVIC & HIS YANKS—Baby Doll Polka** (Balkan, BMI) (2:30)—Ja Sam Majko (Orbey, BMI) (2:25). COLUMBIA 43117

**HOT CHART ITEMS FROM**

**LONDON**  
RECORDS

**AND**

THE AMERICAN **LONDON** GROUP

- Jumpin' Gene Simmons—**HAUNTED HOUSE** #2076 — Hi
- The Rolling Stones—**IT'S ALL OVER NOW** #9687 — London
- Willie Mitchell—**"33-15"** #2075 — Hi
- Bern Elliot—**NEW ORLEANS** # 9670 — London
- Nashville Teens—**TOBACCO ROAD** #9689 — London
- P. J. Proby—**HOLD ME** #9688 — London
- The Rolling Stones—**TELL ME** #9682 — London

**POWERFUL NEW RELEASES FROM**

**LONDON**  
RECORDS

**AND**

THE AMERICAN **LONDON** GROUP

Billy Fury  
**IT'S ONLY MAKE BELIEVE**  
#9692 — PARROT

The Bachelors  
**I WOULDN'T TRADE YOU FOR THE WORLD**  
#9693 — LONDON

Bill Black's Combo  
**LITTLE QUEENIE**  
#2079 — HI

Joe Tex  
**I HAD A GOOD HOME BUT I LEFT**  
#3023 — DIAL

Buddy Wayne  
**I WISH THAT LITTLE GIRL WAS MINE**  
#44182 — GARPAX

The Zombies  
**SHE'S NOT THERE**  
#9695 — Parrot

Marvin Jenkins  
**BIG CITY**  
#2202 — PALOMAR

Jean Knight  
**LONESOME TONIGHT**  
B/W  
**LOVE**  
#8304 — TRIBE

The Runarounds  
**CARRIE**  
#8704 — FELSTED

Caterina Valente  
**CORCOVADO**  
#10041 — LONDON

The Pyramids  
**PRESSURE**  
#13006 — CEDWICKE

Ben Benay  
**ATLANTA, GA.**  
#44183

## COUNTRY MUSIC

# Country Goes Color On Crosley TV Net

CINCINNATI—Country music gets another major boost in prestige and air coverage Monday, September 14, when the Crosley Broadcasting Corporation introduces a new c&w variety show titled "Jamboree" on three of the WLW television stations. The show will be telecast in color and black and white, Monday through Friday, and will originate in the WLW-T color studios in Cincinnati. "Jamboree" will be seen on WLW-T, Cincinnati, and WLW-D, Dayton, Ohio, from 5:30-6 p.m., and on WLW-C, Columbus, Ohio, from 7-7:30 p.m. daily.

WLW has long carried c&w-type shows as a regular radio and TV fair, starting in the old days with such features as Ma and Pa McCormick, Otto Gray and His Oklahoma Cowboys, the old "Renfro Valley Barn Dance," and in more recent years, the "Midwestern Hayride." All have been featured in the past on personals in the area and on State and county fairs throughout the Middle West. "Midwestern Hayride" is the oldest c&w seg on television today, and for a time was on the NBC-TV network.

In the new "Jamboree" seg, Wes Holly, formerly of "Grand Ole Opry" and the WLS "National Barn Dance," will handle the emcee chores, and featured will be vocalists Linda Manning

and Lee Stover. Another top performer in the unit will be singing instrumentalist Tony Bellus. The Lucky Pennies, of "Midwestern Hayride" fame, will provide the musical background. The group includes Penny West, Dean Richards, Stan Wolowic, Wally Proctor and Monty Monohan. A guest artist will be featured each day, with Clay Eager and Eileen Holly already penciled in for the first two stanzas.

Holly comes to WLW-T from Chicago, where he had his own all-night country music platter show on Station WOPA. In addition to his past appearances on "Grand Ole Opry" and the "National Barn Dance," he had also been with "Louisiana Hayride," Shreveport, and "Renfro Valley Barn Dance" at WLW.

Linda Manning, formerly appeared on WPAI-TV, Birmingham, Ala., and for the past three years has had her own radio seg, "The Linda Manning Show," in Cullman, Ala. Sharing the daily spotlight with Miss Manning will be Lee Stover, gal singer, currently appearing on WGLM-FM, Richmond, Ind. She has also appeared frequently with Clay Eager on the WLW-C "Jamboree" from Columbus, Ohio. Bellus, a writer of a number of country music tunes, including "Robbin' the Cradle" and "The End of My Love," has worked niteries and with various country music groups at fairs and celebrations.

## Rogers to Present Friendship Scroll In Yokohama

SAN DIEGO, Calif.—Smokey Rogers, veteran country music entertainer-composer and one of the mainstays of Station KSON's deejay staff here, has been given a scroll of friendship by San Diego Mayor Frank Curran, which, in turn, Rogers will present to the mayor of San Diego's sister city, Yokohama, Japan.

The presentation will take place in Yokohama City Hall during the final week of Rogers' Far East tour. Rogers recently left via jet for a 10-week tour of the Orient. He will return to the KSON airwaves Nov. 1.

## Another Foreign Tour for Snow

NASHVILLE—W. E. (Lucky) Moeller, of the Denny-Moeller Talent Agency here, is reported working up a tour of Australia and England for Hank Snow and His Rainbow Ranch Boys, to start late this year or early in 1965. A return tour of Japan, where the Snow unit scored so well several months ago, is slated to follow.

Snow and his group played the opening of the DuQuoin State Fair, DuQuoin, Ill., Sunday (30), and Sept. 9 are carded to begin a 12-day tour of California.



HANK THOMPSON, Capitol recording artist, is shown presenting to Mrs. Jo Walker, executive director of the Country Music Association, checks for lifetime memberships in the CMA for he and his wife Dorothy (left), and organizational memberships for Texoma Music Corporation and Brazos Valley Music, Inc.



THE WILLIS BROTHERS, Starday recording artists and stars of the "Grand Ole Opry," are currently enjoying their best selling Starday record, "GIVE ME 40 ACRES" (Starday #681). The Willis Brothers, Vic, Guy and Skeeter, are booked by the Denny-Moeller Agency of Nashville. (Advertisement)

## Shirley Hunter On Busy Sked

RICHMOND, Va. — Jim Gemmill, Richmond booker, reports a full Labor Day weekend for Shirlee Hunter and her c&w troupe, with stops for the Gloucester, Va., Fair, Sept. 4; McConnellsburg, Pa., Fair, 5; Big F Park, Berkley Springs, W. Va., 6, and the Labor Day Celebrations, Covington, Va., 7. On Sept. 12, Miss Hunter plays Newburgh, N. Y., and follows with the Monroe, N. C., Fair Sept. 14-15.

Miss Hunter will be seen on WXEX-TV, Petersburg, Va., with her own country music show Sept. 19, and tentative plans call for syndication of a TV series for fall, with distribution to Eastern stations.

## All-Country WVHI Bows In Sept. 20

EVANSVILLE, Ind.—Valley Hi Broadcasting Corporation's new 50,000-watt FM station, WVHI, is expected to take to the air Sept. 20. The studio is presently under construction. WVHI, according to program director Barbara Jean Jones, will be the only 50,000-watt FM-er anywhere programming country & western music exclusively. WVHI's studio, tower and transmitters will be located atop the Southern Securities Building downtown.

## James Holds Trio

NASHVILLE—Capitol's country singer Sonny James, after two successful appearances on "Grand Ole Opry" with a new group known as the Southern Gentlemen, has decided to retain the trio as a permanent fixture of his act. The Southern Gentlemen, comprised of Milo Liggett and Gary and Lynn Down, will appear with Sonny on all "Opry" engagements and on most of the personals arranged for James by his manager, Bob Neal, of the Bob Neal Agency.

## Brite-Star Expands

SPRINGFIELD, Mo.—Brite-Star Records, with locations in Cleveland and Newbury, Ohio, has opened a new district office at 1406 Nora Avenue here, with Werth Becker in charge. Tex Clark, Brite-Star general manager, says the local office will handle live auditions and do special recording sessions for artists.

## NASHVILLE SCENE

By DON LIGHT

Mel Tillis, long-time Cedarwood writer, moved to Nashville recently after residing in Florida for a while. . . . Lloyd Price in town for Monument session under the direction of Fred Foster. . . . Smiley Wilson, director of the Wil-Helm Agency, celebrated another birthday last week, but he isn't saying what number it was.

Bob Morgan, a&r director of Epic Records, was in from New York last week to record Cliff Richard at the local Columbia Studios. . . . Leroy Van Dyke opens for three weeks Sept. 6 at Al Hirt's club in New Orleans. The Van Dyke show will be the first all-country show to play the Bourbon Street niterie.

Jo Walker, director of CMA, and husband Smokey just returned from a week's vacation. . . . Johnny Cash in from the West Coast last week to record for Columbia under the direction of Frank Jones. . . . Wesley Rose recorded actor Eddie Albert for his Hickory label last week. . . . Loretta Lynn will resume personal appearances Sept. 4 in Virginia. This will mark her first appearance since giving birth to twin girls last month.

Lonnie Donegan, English folk singer, has a new Hickory release, with both sides written by Nashville's John D. Loudermilk. . . . Margie Bowes is current attraction at Milwaukee's Nicabob Theater this week.

Bob Neal, president of the talent agency that bears his name, has announced the signing of Johnny Seay, Philips recording artist. . . . Pamper Music's Hal Smith has announced the signing of Gary Von as an exclusive writer. . . . Hank Snow will appear in a fall television special on the CBC-TV network with Wilf Carter. . . . Dave Dudley's busy September schedule will take him to California, Arizona, Canada and Texas. . . . Jim Nesbitt, Chart recording artist, has just returned from a week in Canada. . . . Merle Kilgore's September appearances include club dates in Iowa and a tour of the Western States.

## COUNTRY DJ OF THE WEEK



WSM Radio's "Mister D.J., U.S.A.," Aug. 28, was Clay Daniels, program director and announcer of Station WPMP, Pascagoula, Miss. Daniels is a graduate of Midwestern Broadcasting School, and has been in radio and TV since 1958. He is now working to promote country music shows in the Pascagoula area.

## Folkways first in folk music

The world's largest collection of authentic folk music on records is on the Folkways label. Superb ethnic recordings from every area of the world, plus outstanding American folksingers:

Jean Ritchie • New Lost City Ramblers • Alan Mills • Sam Hinton • Pete Seeger • Ewan MacColl • Bill McAdoo • Karen James • others.

Write for complete free catalogue of more than 800 long-playing records. (Ask for our special folk music films catalogue.)

## FOLKWAYS RECORDS

165 West 46th Street New York 36, N.Y.

## JOHNNY CASH BELSHAZAH

## WIDE OPEN ROAD

SUN #392

## SUN RECORDS

629 Madison Memphis, Tenn.

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

## DERN YA

by RUBY WRIGHT S 126  
ON ALL COUNTRY AND WESTERN  
CHARTS AND BREAKING INTO  
THE POP CHARTS  
Call your RIC Distributor NOW!

The Year's First Sleeper

## RICKI DINO'S

"YOU'LL ALWAYS BE  
THE ONE I LOVE"

Fox 538



Good Programming!  
WHEN YOU'RE SMILING  
b/w  
AIN'T MISBEHAVIN'  
CAROL CHANNING  
(Command)

CONNIE FRANCIS'  
Great Version of  
I CAN'T BELIEVE  
THAT YOU'RE IN  
LOVE WITH ME  
in the MGM Album & Film  
"Looking for Love"

MILLS MUSIC, INC., N. Y.

HEADING FOR THE CHARTS!

## MOTHER-IN-LAW

by

## JIM NESBITT

Chart #1100

D.J. COPIES

## Chart Records

905 16th Ave. So.  
Nashville, Tenn.



the hit sound of **BERT**

**KAEMPFFERT**

**TREAT FOR  
TRUMPET**

c/w

**ALMOST  
THERE**

31666

From the Ross Hunter Production  
"I'd Rather Be Rich"  
A Universal Picture

on **DECCA**  *naturally*

HOT 100

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

Table with columns: THIS WEEK, 1 Wk. Ago, 2 Wk. Ago, 3 Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 33 songs including 'The House of the Rising Sun' and 'Where Did Our Love Go'.

Table with columns: 34-66, 25-66, 34-66, I'LL CRY INSTEAD, FUNNY, I'M ON THE OUTSIDE, STEAL AWAY, THE LITTLE OLD LADY, HANDY MAN, SWEET WILLIAM, HEY GIRL DON'T BOTHER ME, I WANNA LOVE HIM SO BAD, I WANT YOU TO MEET MY BABY, (You Don't Know) HOW GLAD I AM, OUT OF SIGHT, SOME DAY WE'RE GONNA LOVE AGAIN, ALWAYS TOGETHER, HE'S IN TOWN, WORRY, TELL ME, I'LL KEEP YOU SATISFIED, YOU'LL NEVER GET TO HEAVEN, IF I FELL, WHEN YOU LOVED ME, RINGO'S THEME, LITTLE LATIN LUPE LU, SAY YOU, DO WAH DIDDY DIDDY, INVISIBLE TEARS, A SUMMER SONG, THERE'S NOTHING I CAN SAY, I STAND ACCUSED, (There's) ALWAYS SOMETHING THERE TO REMIND ME, FROM A WINDOW, WHERE LOVE HAS GONE, I'LL ALWAYS LOVE YOU.

Table with columns: 67-100, 83-96, 69-84, YOU MUST BELIEVE ME, RHYTHM, EVERYBODY NEEDS SOMEBODY TO LOVE, I'VE GOT NO TIME TO LOSE, JOHNNY B. COODE, LET IT BE ME, LAST KISS, IF I'M A FOOL FOR LOVING YOU, SHE WANTS T'SWIM, MICHAEL, KNOCK! KNOCK! (Who's There), QUIET PLACE, CANDY TO ME, A HOUSE IS NOT A HOME, MATCHBOX, 20-75, WHEN I GROW UP TO BE A MAN, SINCERELY, ME JAPANESE BOY I LOVE YOU, YET I KNOW, THE CAT, MERCY, MERCY, HOLD ME, SOFTLY, AS I LEAVE YOU, THE JAMES BOND THEME, I DON'T CARE, LOVERS ALWAYS FORGIVE, A TASTE OF HONEY, CAN'T GET OVER (The Bossa Nova), CHUG-A-LUG, LOVER'S PRAYER, I WANNA THANK YOU, SLOW DOWN, ROCKIN' ROBIN.

HOT 100—A TO Z—(Publisher-Licensee)

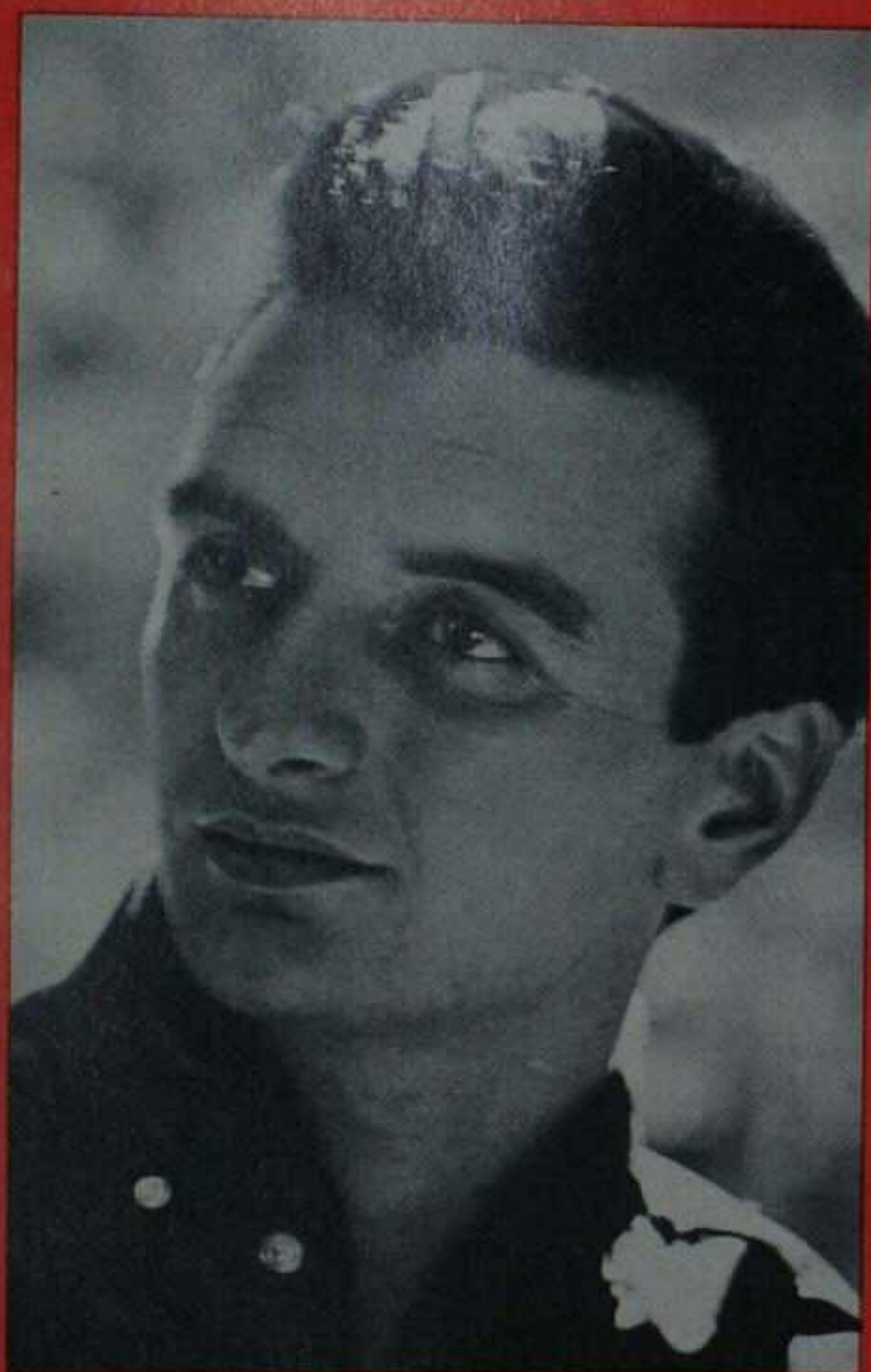
Table listing songs A-Z with publisher/licensee information. Includes 'Ain't She Sweet', 'Always Together', 'Baby I Need Your Loving', etc.

Table listing songs A-Z with publisher/licensee information. Includes 'Remember (Walkin' in the Sand)', 'Rhythm', 'Ringo's Theme', etc.

BUBBLING UNDER THE HOT 100

Table listing songs bubbling under the Hot 100. Includes 'Soul Dressing', 'Why You Wanna Make Me Blue', 'Someone, Someone', etc.

**YES YES YES YES YES YES  
YES YES YES YES YES YES  
YES YES YES YES YES YES  
YES YES YES IT'S A HIT!!!!**



**OH NO!**

*b/w*

K-13269

**IF YOU WERE HERE**



*by* **RAY PETERSON**  
*Now on* **MGM RECORDS**

# VOX JOX

By GIL FAGGEN



**BEANS** for Beatles: Blanketed with jelly beans and other assorted candied goodies is WMCA "Good Guy" **B. Mitchell Reed**. When "BMR" revealed that the Beatles are ardent consumers of jelly beans, scores of fans responded by flooding the station with jelly beans. BMR presented them, down to the very last bean, to the Beatles, when he and his feller "Good Guys" hosted the Beatles' in-person-show at New York's Forest Hill Stadium Friday (28).

WABC (New York) had as many, if not more, pictures of the Beatles than "BMR" has jelly beans at their Gallery of Beatle Art at the World's Fair Better Living Center last week. I tramped up to my knees through more than 25,000 entries submitted to the ABC-owned station's "Draw the Beatles" Contest. Beatles have certainly captured the minds and

imaginations of so many, as was evidenced by the tremendous variety of entries. I saw Beatles' pictures made of colored pebbles, doll's hair, typewriting "Yeah, Yeah, Yeah" several thousand times to make a picture, etched in tree bark, and sculpted from a coconut.



**Richie Sher**, WEAM (Washington, D. C.), presents **Bobbi Johnson**, Miss USA in the Miss Universe Pageant with a trophy as Miss Johnson poses in front of a symbolic brick wall. The 1-year-old beauty was sponsored in the Miss District of Columbia contest by the station. Late in June, **Sid Sussman**, Capitol area representative for the Pageant asked WEAM's help in launching the contest in the Nation's Capital. During July the station hosted Miss Universe contest entrants from 23 counties who were on their way to the Miami finals. Miss Johnson was selected by WEAM

vice-president and general manager, **Harry H. Averill**, along with Sher, both finalist judges in the D. C. contest, on the basis of figure and some other details which at the moment don't seem important.

The boys at WQAM (Miami, Fla.) prefer to move a wee bit slower and decided on a mule race at the South Florida Junior Championship Rodeo. The competing WQAMen were **Charlie Murdock**, **Ted Clark**, **Jim Dunlap**, **Rick Shaw** and **Jack Sorbi**. Jim "J. D." Dunlap, won the "Jackass of the Year" award.



**Tim Nolan** and **Bob Bryon**, early-morning deejays on KPRC, Houston, have again been named honorary chairmen for the Cystic Fibrosis campaign.

A panel of prominent judges also waded through the seemingly endless number of entries seeking winners for the "most artistic," "most humorous," and "largest" categories. The largest—18 by 250—was perhaps the easiest selection by judges **William (Bill) Tabbert**, actor, singing star; **Frank Farrell**, New York World Telegram & Sun

## POP-STANDARD SINGLES

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

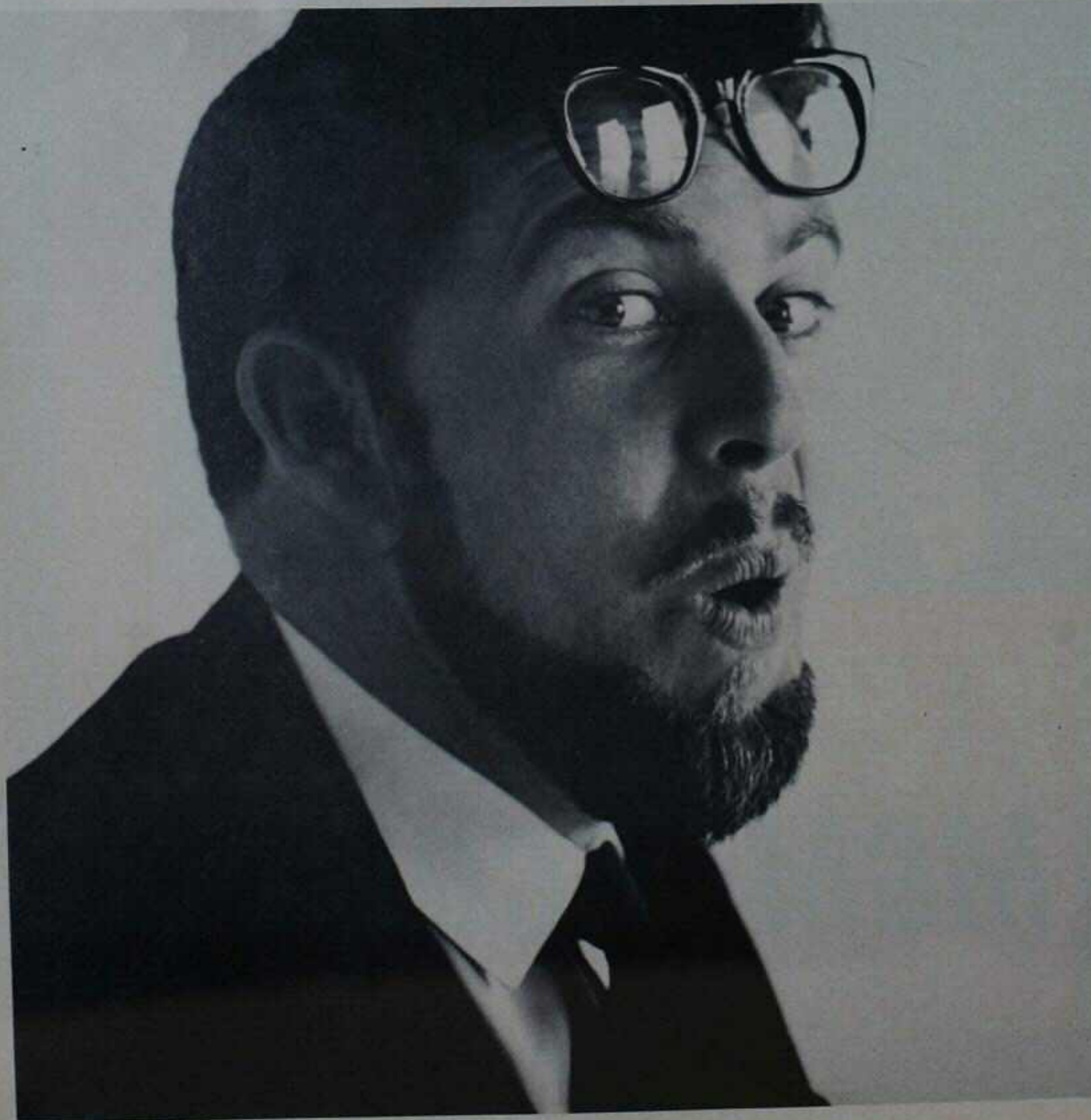
This Week	Last Week	TITLE, ARTIST, LABEL	From this week's Hot 100	Weeks on Hot 100
1	1	EVERYBODY LOVES SOMEBODY, Dean Martin, Reprise 0281	11	11
2	2	CLINGING VINE, Bobby Vinton, Epic 9705	5	5
3	3	IN THE MISTY MOONLIGHT, Jerry Wallace, Challenge 59246	7	7
4	—	WISHIN' AND HOPIN', Dusty Springfield, Philips 40207	12	12
5	4	WE'LL SING IN THE SUNSHINE, Gale Garnett, RCA Victor 8388	5	5
6	6	ALWAYS TOGETHER, Al Martino, Capitol 5239	4	4
7	5	WORRY, Johnny Tillotson, MGM 13255	7	7
8	—	WHEN YOU LOVED ME, Brenda Lee, Decca 31654	5	5
9	7	RINGO'S THEME (This Boy), George Martin & His Ork, United Artists 745	6	6
10	10	INVISIBLE TEARS, Ray Conniff Singers, Columbia 43061	8	8
11	11	A SUMMER SONG, Chad Stuart & Jeremy Clyde, World Artists 1027	4	4
12	12	WHERE LOVE HAS GONE, Jack Jones, Kapp 608	4	4
13	14	MICHAEL, Trini Lopez, Reprise 0300	3	3
14	16	ME JAPANESE BOY I LOVE YOU, Bobby Goldsboro, United Artists 742	5	5
15	—	YET . . . I KNOW (Et Pourtant), Steve Lawrence, Columbia 43095	2	2
16	—	SOFTLY, AS I LEAVE YOU, Frank Sinatra, Reprise 0301	1	1
17	18	THE JAMES BOND THEME, Billy Strange, Crescendo 320	3	3
18	—	I DON'T CARE, Buck Owens, Capitol 5240	3	3
19	19	A TASTE OF HONEY, Tony Bennett, Columbia 43073	3	3
20	20	CAN'T GET OVER (The Bossa Nova), Eydie Gorme, Columbia 43082	1	1

columnist; **George Finlayson**, British Consul; **William Berns**, vice-president of the Fair; and **Huntington Hartford**, president and publisher of SHOW magazine and founder of the recently opened Gallery of Modern Art in New York City. Hartford was so overwhelmed by the entries that he offered to display some of the Beatle art in his Columbus Circle gallery.

WCBS air personality **Lee Jordan** featured a salute to **Leonard Bernstein** via his "Music of Broadway" show Sunday (23). The WCBS (New York) special, with 22 live musicians under the direction of **Alfredo Antonini**, featured baritone **Stuart Foster** and **Joe Hanley** on cymbal in selections from "On the Town," "Wonderful Town," and "West Side School Boycott."

Movies are better than ever for WWDC (Washington, D. C.) personalities **Carroll James**, **Bob Raleigh** and **Don Maclean**, who were on the scene recently for the movie premiere of the Beatles' "A Hard Day's Night." James, Raleigh and Maclean handed out over 10,000 copies of WWDC's Top 40 list with a photo of the Beatles, **Irv Lichenstein** and DJ James on the back. In addition, the WWDC trio broadcast 'live' interviews and reports each hour.

Been hearing some fine things about a Dallas group called the **Expressions**, who recently broke it up at the Village Club in the Texas city. The foursome are **Jay Ramsey**, **Frank Coe**, **Jerry Brown** and **Bob Kelly**. Bob is a jazz deejay on WRR (Dallas).



## ROLF HARRIS

'Ringo for President' 5-9721

THE NEWEST VOTE-GETTER  
IN THE MUSICAL DERBY!

©EPIC, Music Reg. T.M. PRINTED IN U.S.A.

BILLBOARD, September 5, 1964

## SEGUE

Paul Jay, WCCO (Minneapolis) air personality, joined KSTP - Radio (Minneapolis - St. Paul) Aug. 24



to inaugurate the "Paul Jay Show," 2:30-5:30 p.m. Monday thru Friday, and Saturday afternoons. Bob Elliott, formerly

on WHB (Kansas City, Mo.), joins KISN (Vancouver, Wash.) as Jon Steele.

**VIP APPOINTMENTS:** F. William (Bill) Erb has been named program director of WLW-Radio (Cincinnati), upped from the position of sales account executive. . . . James M. Caldwell, program director of WAVE (Louisville, Ky.) since 1951, promoted to station manager. . . . Glenn C. Jackson, formerly the vice-president of WTTM (Trenton, N. J.) appointed general manager of WACE, Springfield, Mass. . . . Jim Schuh, formerly with WFOJ, WITI-TV, WRIT (all Milwaukee), named WSPT (Stevens Point, Wis.) director of operations in charge of programming.

## Call Letters Change

CHICAGO—After 15 years' operation as WNBQ, the NBC-owned Chicago TV outlet will change call letters Monday, Aug. 31, to WMAQ-TV. The move is designed to further the association of the radio and TV outlets. WMAQ-Radio has been one of the prestige call letters in Chicagoland for more than 42 years.

# Danny Davis: Armed With Smile, Warm Personality

• Continued from page 12

torship as a local promotion man. This soon led to the national promotion director's slot for the next two years with Hill & Range and Big Top Records. Nevins-Kirshner was next to recognize his talents and Danny took over sales and promotion for their Dimension Records prior to its being sold to Colpix. Don Kirshner, executive vice-president of Music and Record division, Columbia Pictures and Screen Gems TV, assigned Danny the position of national promotion director for Colpix and Dimension Records, a position he has held for the past 18 months.

The top promotion slot at Colpix takes on ramifications not associated with most other similar positions within the industry. As the diskery is a subsidiary of Columbia Pictures, a close liaison is maintained between Davis' forces and the executives in charge of Columbia Pictures' field staff.

Original soundtrack albums released by Colpix require this special promotion co-ordination. In conjunction with the release of a single or album from a forthcoming Columbia picture, Davis helps set up special screening with local fieldmen, distributors and film exploitation men. The cross-promotion has proved invaluable to both wings of the company. The company has 37 film fieldmen and 37 record distributors.

"One of the primary factors in the successful promotion of records is maintaining close liaison with our local men. A national man should only sup-

plement the effort of the local men," said Davis.

"Frequently the best way for me to promote is not to promote," he observed. "Constant pressure and coming on too strong with radio station programmers is bound to cause a hardening of the promotional arteries. It takes a long time to build up a relationship of mutual respect between yourself and the radio station programmer and deejays. It must be earned," emphasized Davis.

Davis charged that the promotional arm of the record industry is "still overrun with the \$65-a-week hippy who is completely devoid of finesse."

"Acceptance requires finesse and understanding of the problems of radio stations and their programming methods. Acceptance is most important, leading to professional respect," observed Davis.

Danny keeps on top of things during his daily three-hour two-way train ride from his home in Philadelphia where he lives with his wife and son. Most of the other time he's traveling the country. He jots down notes to his associates, Ed Kilroy, Southern promotion manager, and West Coast promotion manager Roger Gordon in following up on action previously taken.

"We found that a well-organized system of follow-up can do much to get a record off the ground," added Davis. "We are constantly mailing special color pieces to important radio stations which help tell the story in color and still shots of the record and/or album we're trying to promote."

## 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 September 7, 1959

1. The Three Bells, Browns, RCA Victor
2. Sleep Walk, Santo & Johnny, Canadian-American
3. Sea of Love, P. Phillips, Mercury
4. I'm Gonna Get Married, L. Price, ABC-Paramount
5. Red River Rock, Johnny & the Hurricanes, Warwick
6. (Til) I Kissed You, Everly Brothers, Cadence
7. Broken-Hearted Melody, S. Vaughan, Mercury
8. Lavender Blue, S. Turner, Big Top
9. What'd I Say, R. Charles, Atlantic
10. I Want to Walk You Home, F. Domino, Imperial

### POP—10 Years Ago September 4, 1954

1. Sh-Boom, Crew Cuts, Mercury
2. Hey, There, R. Clooney, Columbia
3. Little Shoemaker, Gaylords, Mercury
4. Little Things Mean a Lot, K. Kallen, Decca
5. In the Chapel in the Moonlight, K. Kallen, Decca
6. High and the Mighty, V. Young, Decca
7. Skokiaan, R. Marterie, Mercury
8. This Ole House, R. Clooney, Columbia
9. High and the Mighty, L. Baxter, Capitol
10. Goodnight, Sweetheart, Goodnight, McGuire Sisters, Coral

### RHYTHM & BLUES—Five Years Ago—September 7, 1959

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

- I Loves You Porgy, Nina Simone, Bethlehem  
Sleep Walk, Santo & Johnny, Canadian-American  
Red River Rock, Johnny & the Hurricanes, Warwick  
What a Difference a Day Makes, D. Washington, Mercury  
Sea of Love, P. Phillips, Mercury

## Erie Ship to Begin Sending

DUBLIN — Ireland's first pirate radio ship within a month will begin broadcasting 24 hours a day, seven days a week, from a position five miles from Dublin Bay. Radio Lambay, as it is to be known, will "exploit the Irish market mainly," but will also cover all parts of Britain via booster ships.

A Dublin spokesman for the new station told Billboard: "The

ship will give an even better service than Radio Caroline because it will broadcast around the clock. We have a team out around England currently making tests to ascertain which frequencies will suit our purpose best."

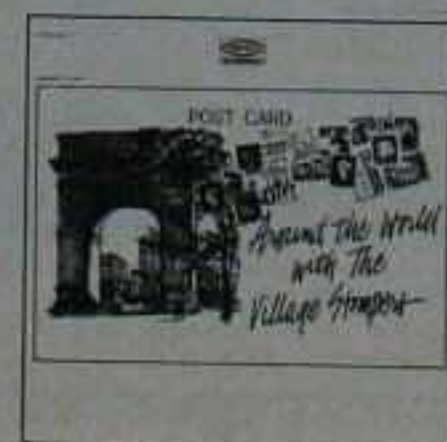
At present, Ireland's only station is Radio Eireann, which programs a minimum of pop music, except in its sponsored shows. Radio Lambay intends to broadcast mostly pops—a feature that could make it the country's best shop window for new disks.



# THE VILLAGE STOMPERS

'Oh! Marie' 5-9718

THE PUBLIC DEMANDS IT!  
RELEASED FROM THEIR LATEST Lp



LN 24109/BN 26109

MLP  
8000  
SLP  
18000



(106 weeks  
in the charts  
and still  
going strong.)

## IN ITS 3rd YEAR AS A BEST SELLER

MLP  
8024  
SLP  
18024



(Sure to  
go 106  
and then  
some.)

## IN ITS 3rd WEEK AS A BEST SELLER

### Oh, Pretty Woman!


(Destined to be Roy's greatest single!) 45-851



### In Dreams

(A ballad bonanza!)

MLP 8003  
SLP 18003

 monument is artistry

Exclusive Management  
ACUFF-ROSE ARTISTS CORP.  
Nashville 4, Tennessee  
CYpress 7-5366

Your distributor has catalog-wide Monument album discount plan.

TOP LP's

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

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

Main table listing Top LP's with columns for This Week, Last Week, Title, Artist, Label, and Wks. on Chart. Includes entries like 'THE BEATLES—A HARD DAY'S NIGHT' and 'THE LATIN ALBUM'.

# UNITED ARTISTS

The program that rocked the Eden Roc! Sixteen tremendous



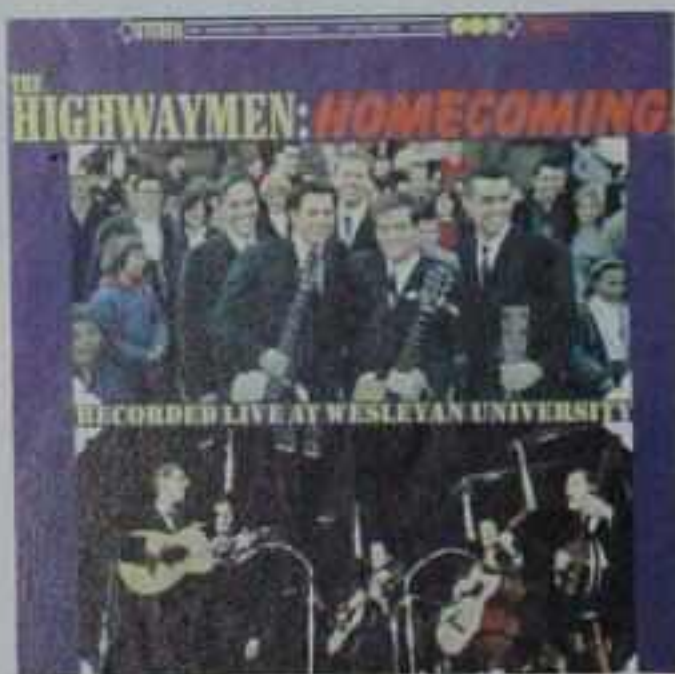
MY FAIR LADY—FERRANTE AND TEICHER  
Monaural: UAL 3361 Stereo: UAS 6361



ON THE TRAIL—AL CAIOLA  
Monaural: UAL 3362 Stereo: UAS 6362



THE SEVENTH DAWN—MUSIC COMPOSED AND CONDUCTED BY RIZ ORTOLANI  
Monaural: UAL 4115 Stereo: UAS 5115



HIGHWAYMEN HOMECOMING —THE HIGHWAYMEN AT WESLEYAN UNIVERSITY  
Monaural: UAL 3348 Stereo: UAS 6348



MY GREATEST HITS—FRANKIE AVALON  
Monaural: UAL 3382 Stereo: UAS 6382



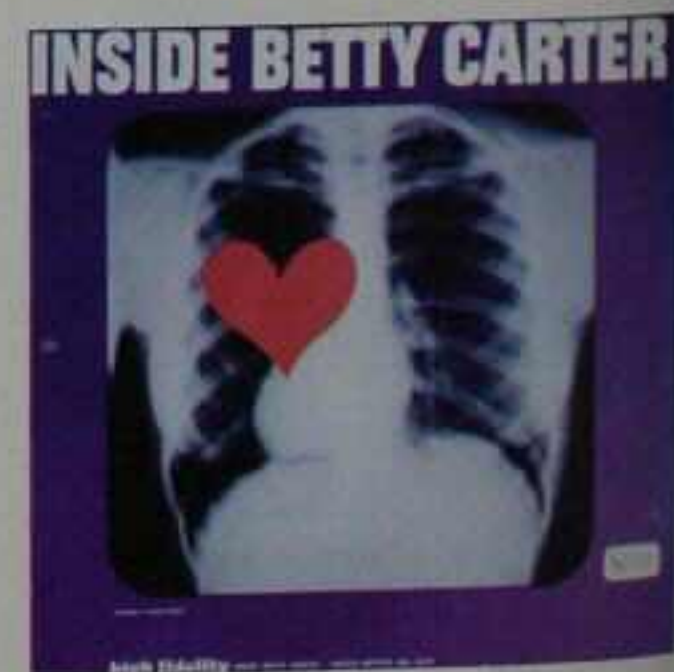
THE NEW LA PLAYA SOUND—THE LA PLAYA SEXTET  
Monaural: UAL 3357 Stereo: UAS 6357



FIFTY FABULOUS MARCH FAVORITES—THE WASHINGTON POST MARCHING BAND  
Monaural: UAL 3372 Stereo: UAS 6372



RUSSIA GOES JAZZ — TEDDY CHARLES AND THE ALL STARS  
Monaural: UAL 3365 Stereo: UAS 6365

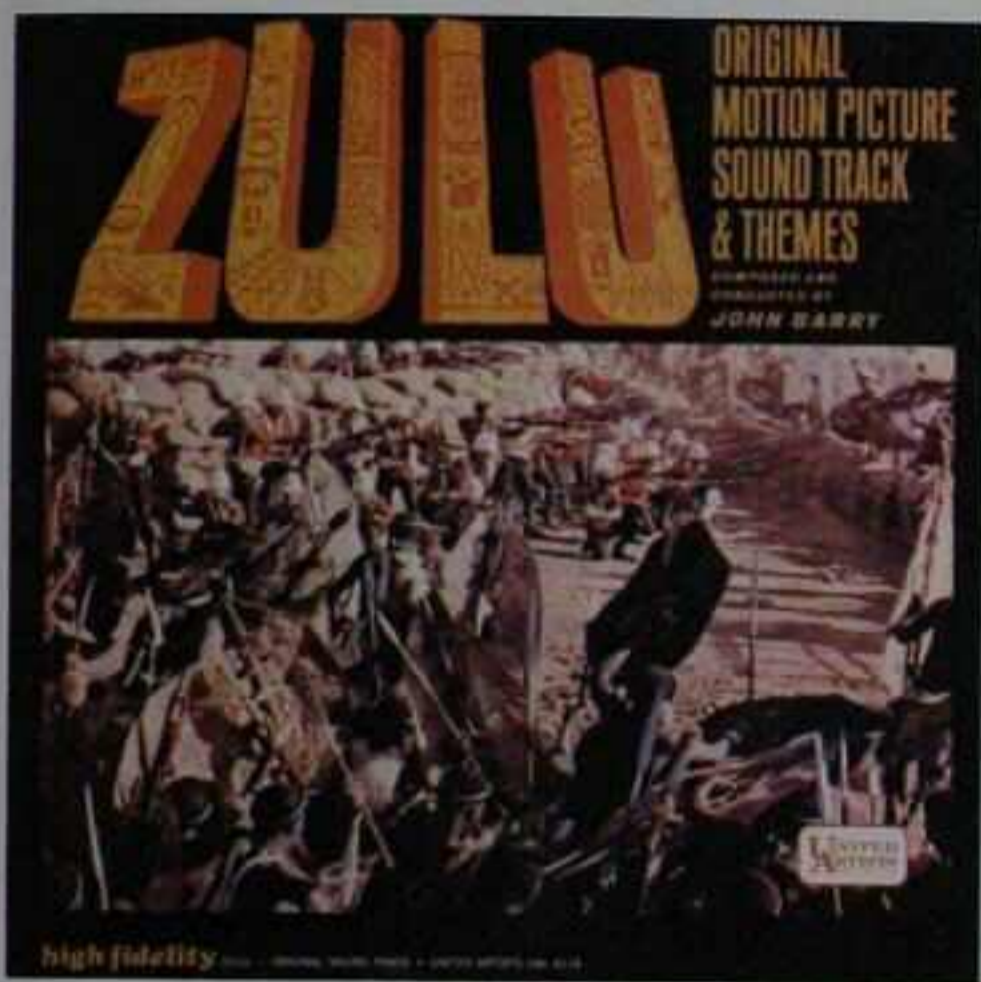


INSIDE BETTY CARTER—BETTY CARTER  
Monaural: UAL 3379 Stereo: UAS 6379



# GOLDEN ALBUM SHOWCASE

New albums carefully selected for sure-fire sales power!



ZULU — ORIGINAL MOTION PICTURE SOUND TRACK  
Monaural: UAL 4116 Stereo: UAS 5116



GOLDEN MOTION PICTURE THEMES AND ORIGINAL SOUND TRACKS  
Monaural: UAL 3376 Stereo: UAS 6376



OFF THE BEATLE TRACK—GEORGE MARTIN AND HIS ORCHESTRA  
Monaural: UAL 3377 Stereo: UAS 6377



FIFTY FABULOUS YEARS—THE LEROY HOLMES ORCHESTRA  
Monaural: UAL 3373 Stereo: UAS 6373



GEORGE JONES SINGS LIKE THE DICKENS  
Monaural: UAL 3364 Stereo: UAS 6364



DOWN HOME — MELBA MONTGOMERY  
Monaural: UAL 3369 Stereo: UAS 6369



A KING AND TWO QUEENS—GEORGE JONES, MELBA MONTGOMERY AND JUDY LYNN  
Monaural: UAL 3367 Stereo: UAS 6367

Plus five new Tale-Spinners added to the hottest kiddie line in the business!

...and they're all on



of course!



# THE KINKS

DJ's, PROGRAMMERS, RECORD BUYERS, SOCIOLOGISTS  
PLEASE NOTE:



**THE KINKS ARE HERE!**

**YOU REALLY GOT ME**

**B/W**

**IT'S ALL RIGHT #1306**

**THE KINKS** – their invasion of the Western Hemisphere has begun!

**THE KINKS** – England's newest, weirdest aggregation – already topping every British poll, and virtually every European chart!

**THE KINKS** – rated by informed English observers as the group most likely to neutralize, surpass, and expunge The Beatles!

**THE KINKS** – are on Reprise

*reprise*  
RECORDS



COMING  
NOV. 7 . . .

THE  
SECOND  
ANNUAL  
EDITION  
OF THE  
MOST  
TREASURED  
AND  
SUCCESSFUL  
SUPPLEMENT  
EDITION  
EVER  
PUBLISHED  
BY  
BILLBOARD

The "Award Winning"

WORLD OF  
COUNTRY  
MUSIC

Winner of a Jesse H. Neal  
Editorial Achievement  
Award for 1963

Advertising  
Deadline:  
September 28

Details in next  
week's Billboard



WEBB PIERCE (left), is shown with the cake made in the shape of a guitar presented to him by a fan. The action took place at the Lone Star Ranch, Reeds Ferry, N. H., where Webb played on his recent birthday.

### Dallas Vets Form New Masters Firm

MESQUITE, Tex. — A new company, Select Artists Recordings, was formed here recently for the producing and leasing of masters. Firm has set up quarters at 1511 Peachtree Road. Heading the new company are three Dallas music vets, Joe Bill D'Angelo, George McCoy and Charles Wright. The last-named is well known in the c&w music field as a writer and artist agent. D'Angelo and McCoy are handling the technical chores for Select Artists, with Wright heading the talent-material department. Sessions are being cut at the new Echo Sound Studio here.

### New CMA Members

NASHVILLE — Membership in the Country Music Association was granted last week to the following applicants: Jean Anderson, Newark, Ohio; Charles W. Johnson, Gouverneur, N. Y.; Johnny and Jonie Mosby, Ventura, Calif.; Dick Flood, Nashville; Gerald DuChene, John R. Howell, Robert Erickson and Douglas E. Evans (the Four Saints), Convent Station, N. J.; Roland Kluger, Brussels, Belgium; James Denton Jr., Raleigh, N. C.; Bob Preddy, Rayville, La.; William F. Swope Jr., Tacoma, Wash.; Quinn Gallaway, Geronimo, Okla., and Mal Ewing, Hollywood.

## WITH THE COUNTRY JOCKEYS

By BILL SACHS

"Like many others, we find our switch to country & western a listener zoom," writes Ross Stone, P.D. at WIII Radio, Miami. The switch to the new format was made without a change in the deejay saddles, Stone says. Added to the WIII staff were country music vets Harold (Happy Hal) Thaxton and Jim (Cracker Jim) Brooker. Others on the staff are Hank (Yard Eggs) Cutshall, John (Big Bad John) Triplett and Ross (Arthur Godfrey) Stone. . . . Ernie Farrar, whose "Hillbilly Hotel" platter show is a feature, 1-2 p.m. daily, on WWSR-Radio, St. Albans, Vt., is urgently in need of records. . . . Also putting in a plea for spinning material is Joe Gallant, who whirls the country wax at WPEP, Taunton, Mass., and Charley Brown, deejay at WBCO-Radio, Bucyrus, Ohio, which programs two hours of country music daily.

Pecos Pete Brown, general manager of K-TIX Radio, Pendleton, Ore., reports that since switching over to an all-country

HOT COUNTRY SINGLES				Billboard SPECIAL SURVEY for Week Ending 9/5/64			
This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	I GUESS I'M CRAZY Jim Reeves, RCA Victor 8383	9	26	39	SWEET ADORABLE YOU Eddy Arnold, RCA Victor 8363	8
2	2	DANG ME Roger Miller, Smash 1881	14	27	19	SORROW ON THE ROCKS Porter Wagoner, RCA Victor 8338	20
3	3	THE COWBOY IN THE CONTINENTAL SUIT Marty Robbins, Columbia 43049	12	28	21	WINE, WOMAN AND SONG Loretta Lynn, Decca 31608	19
4	4	I LOVE TO DANCE WITH ANNIE Ernest Ashworth, Hickory 1265	12	29	29	WORKIN' IT OUT Lester Flatt & Earl Scruggs & the Foggy Mountain Boys, Columbia 43080	4
5	6	I DON'T LOVE YOU ANYMORE Charlie Louvin, Capitol 5173	12	30	22	CIRCUMSTANCES Billy Walker, Columbia 43010	20
6	12	THE BALLAD OF IRA HAYES Johnny Cash, Columbia 43058	9	31	46	THE NESTER Lefty Frizzell, Columbia 43051	5
7	9	PASSWORD Kitty Wells, Decca 31622	15	32	45	FORT WORTH, DALLAS OR HOUSTON George Hamilton IV, RCA Victor 8392	2
8	5	SECOND FIDDLE (To an Old Guitar) Jean Shepard, Capitol 5169	15	33	—	PLEASE TALK TO MY HEART Ray Price, Columbia 43086	1
9	7	MEMORY #1 Webb Pierce, Decca 31617	15	34	26	BE BETTER TO YOUR BABY Ernest Tubbs, Decca 31614	12
10	10	WHERE DOES A LITTLE TEAR COME FROM George Jones, United Artists 724	12	35	36	BE QUIET MIND Ott Stephens, Reprise 0272	13
11	11	TOGETHER AGAIN Buck Owens, Capitol 5136	23	36	27	I STEPPED OVER THE LINE Hank Snow, RCA Victor 8334	10
12	13	ME Bill Anderson, Decca 31630	7	37	—	PLEASE BE MY LOVE George Jones & Melba Montgomery, United Artists 732	1
13	14	BAD NEWS Johnny Cash, Columbia 43058	7	38	38	PUT YOUR ARMS AROUND HER Norma Jean, RCA Victor 8328	12
14	16	ONE IF FOR HIM, TWO IF FOR ME David Houston, Epic 9690	9	39	25	RHINESTONES Faron Young, Mercury 72271	6
15	15	TAKE MY RING OFF YOUR FINGER Carl Smith, Columbia 43033	12	40	32	BLUE BIRD LET ME TAG ALONG Rose Maddox, Capitol 5186	6
16	8	MY HEART SKIPS A BEAT Buck Owens, Capitol 5136	24	41	—	DERN YA Ruby Wright, Ric 126-64	1
17	24	HERE COMES MY BABY Dottie West, RCA Victor 8374	3	42	50	STRONGER THAN DIRT Glenn Barber, Starday 676	2
18	18	MR. AND MRS. USED TO BE Ernest Tubbs & Loretta Lynn, Decca 31643	7	43	31	INVISIBLE TEARS Ned Miller, Fabor 128	20
19	34	SAM HILL Claude King, Columbia 43083	4	44	41	TALKING TO THE NIGHT LIGHTS Del Reeves, Columbia 43044	5
20	28	ASK MARIE Sonny James, Capitol 5197	5	45	48	IF ANYONE CAN SHOW CAUSE Glenn Barber, Starday 676	3
21	33	I DON'T CARE Buck Owens, Capitol 5240	2	46	37	BLUE GUITAR Sheb Wooley, MGM 13241	8
22	44	DON'T BE ANGRY Stonewall Jackson, Columbia 43076	3	47	40	MEET ME TONIGHT OUTSIDE OF TOWN Jim Howard, Del-Mar 1013	8
23	20	THEN I'LL STOP LOVING YOU Browns, RCA Victor 8348	17	48	—	GIVE ME 40 ACRES (To Turn This Rig Around) Willis Brothers, Starday 681	1
24	35	CHIT AKINS, MAKE ME A STAR Don Bowman, RCA Victor 8384	7	49	23	BURNING MEMORIES Ray Price, Columbia 42971	26
25	17	I'M HANGING UP THE PHONE Carl Butler & Pearl, Columbia 43030	14	50	43	BLUE SMOKE Warren Smith, Liberty 55699	6

HOT COUNTRY ALBUMS				HOT COUNTRY ALBUMS			
This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	I WALK THE LINE Johnny Cash, Columbia CL 2190 (M); CS 8990 (S)	9	12	13	THANKS A LOT Ernest Tubbs, Decca DL 4514 (M); DL 74514 (S)	5
2	2	MOONLIGHT AND ROSES Jim Reeves, RCA Victor LPM 2854 (M); LSP 2854 (S)	14	13	14	BEFORE I'M OVER YOU Loretta Lynn, Decca DL 4541 (M); DL 74541 (S)	3
3	3	MORE HANK SNOW SOUVENIRS RCA Victor LPM 2812 (M); LSP 2812 (S)	20	14	15	WEBB PIERCE STORY Decca DXB 181 (M); DXSB 7181 (S)	3
4	4	BEST OF BUCK OWENS Capitol T 2105 (M); ST 2105 (S)	9	15	11	ON THE BANDSTAND Buck Owens, Capitol T 1879 (M); ST 1879 (S)	35
5	6	ROGER AND OUT Roger Miller, Smash MGS 27049 (M); SR5 67049 (S)	5	16	—	TOGETHER AGAIN/MY HEART SKIPS A BEAT Buck Owens & His Buckeroos, Capitol T 2135 (M); ST 2135 (S)	1
6	9	THE BEST OF JIM REEVES RCA Victor LPM 2890 (M); LSP 2890 (S)	5	17	16	STORY SONGS FOR COUNTRY FOLKS Faron Young, Mercury MG 20896 (M); SR 60896 (S)	30
7	5	PORTER WAGONER—IN PERSON RCA Victor LPM 2840 (M); LSP 2840 (S)	12	18	—	LOVE LIFE Ray Price, Columbia CL 2189 (M); CS 8989 (S)	1
8	12	GOLDEN COUNTRY HITS Hank Thompson, Capitol T 2089 (M); ST 2089 (S)	5	19	17	FLATT & SCRUGGS RECORDED LIVE AT VANDERBILT UNIVERSITY Lester Flatt & Earl Scruggs, Columbia CL 2134 (M); CS 8934 (S)	23
9	10	THERE STANDS THE GLASS Carl Smith, Columbia CL 2173 (M); CS 8973 (S)	10	20	—	R. F. D. Marty Robbins, Columbia CL 2220 (M); CS 9020 (S)	1
10	7	LORETTA LYNN SINGS Decca DL 4457 (M); DL 74457 (S)	34				
11	8	GUITAR COUNTRY Chet Atkins, RCA Victor LPM 2783 (M); LSP 2783 (S)	31				

policy March 1, the station has rolled along successfully until today it's the only all-c&w station in Eastern Oregon and Southwestern Washington, going 24 hours a day. Pete needs spinning material from the artists and diskeries. . . . Bob Dunford, formerly of WGOV, Valdosta, Ga., recently made the shift to WLJ, Shelbyville, Tenn., as manager, and says he'd like to receive station breaks from country artists. Moving to Shelbyville with Bob was Sam Gal-

laway, formerly of WBNT, Oneida, Tenn. Also new on WLJ's full-time staff is Tommy Speelman of Shelbyville. Dunford has the country chair in the 5:30 to 7:30 a.m. slot, and the afternoon country show is woven by Gallaway. . . . Station WCUL, 50,000-watter in Fort Worth, is adding FM to its facilities, and Bill Mack, P.D. and deejay, advises that KCUL-AM and FM will make with nothing but pure country music around the clock,

beginning in early September. Present deejays on the KCUL staff, besides Mack, are Jerry Parks, Tommy Crone, Russ Johnston, Luke Butler and Morgan Choate. Mack is also hosting a new hour-long country music show, "Cowtown Jamboree," from Panther Hall Ballroom, Fort Worth, each Saturday night. The seg is televised from 6:30 to 7:30 p.m., featuring guest artists and bands plus top country acts in the Fort Worth-Dallas area.

# THERE NEVER WAS A BETTER OPPORTUNITY FOR RESULTFUL RECORD ADVERTISING



A GIANT

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which will dominate the  
OCTOBER 3rd issue of Billboard

*A first-time, full-scale analysis  
and probe of every phase of today's  
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*Serving*

every type of record retail outlet from the biggest chain or discount operation to the thousands of mamma-papa dealers throughout the country

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ADVERTISING DEADLINE: SEPTEMBER 20  
(Date of issue: October 3)

CONTACT YOUR NEAREST BILLBOARD OFFICE NOW  
New York      Hollywood      Chicago      Nashville

**BOSTON**

WMEX's deejay **Arnie Ginsburg** staged a smash hit repeat Fashion Hop in co-operation with a Boston department store, bringing the **Minets** from London and featuring **Johnny Cymbal**, the **Rockin' Ramrods**, folk singer **Ben Robertson** and a pageant of beauty queens. The Orpheum was packed with a 75-cent admission charge and the top from a Coca-Cola bottle. . . . More than 16,000 persons jammed the Public Gardens at the Boston Arts Festival's closing concert to hear **Joan Baez**. The festival has drawn nearly one million in its eight-week run. **Bob Dylan** joined Miss Baez to sing a couple of songs. . . . The big Framingham Monticello has had one of its biggest weeks of the season with the **Surreybeat Minets** on stage. . . . **Peter, Paul and Mary** broke the season's record at the Hampton Beach Casino in New Hampshire. The advance sale was the biggest the Casino ever had. . . . **Nat King Cole** will record "I Don't Want to See Tomorrow," by Boston's **Lee Morris**.

**Roy Mollomo**, Columbia Records New England flacker, just back from a trip to Las Vegas where he saw **Carroll Baker's** appendectomy scar. "It was easy," says Roy, "she was wearing her transparent dress for "The Carpetbaggers." . . . "Camelot" is the hit of the New England summer theater season. It played to standing room audiences in three theaters in Framingham, Beverly and Cohasset. . . . New producer **Frank Connelly** at the Carousel in Framingham has hit it lucky this year. He's had sold-out houses on three of his musicals, and "Oklahoma!" with **John Raitt** has a fantastic advance. He can seat nearly 3,000 in the big tent. . . . The Opera Group of Boston has signed **Joan Sutherland** to sing in **Rossini's "Semeramide"** to open the Boston season. **Mozart's "Abduction from the Seraglio"** will also be on the bill for the first time in 37 years here. . . . **Sidney Michaels**, Boston playwright, will have the pleasure of seeing his new musical "Ben Franklin in Paris" open here at the Shubert Sept. 16 for a three-week pre-Broadway try-out. **CAMERON DEWAR**

**MEMPHIS**

**Bill Black's Combo**, touring with the high riding **Beatles**, are pushing their new Hi Records single, "Little Queenie." . . . **Joe Reichman** and his orchestra, who were fixtures at the Shamrock in Houston and Hotel Adolphus in Dallas, are packing them in at the swank new Rivermont Club here. They're booked for an extended stay.

Reichman and his pretty wife, **Ann Reichman**, went to hear old friend **Paul Neighbors** and orchestra in Hotel Peabody's Skyway. Neighbors, who keeps 'em laughing, clowned it up on **Cole Porter's "C'est Magnifique."**

Friends here mourned the untimely death of singer, composer and recording artist **John Burnette**, 30, Memphis native, who drowned recently in a northern California lake. **ELTON WHISENHUNT**

**HOLLYWOOD**

**Jerry Wallace**, Challenge artist, appears on the Dick Clark TV show over ABC Sept. 5 with **Johnny Rivers**. Wallace's cover LP for his "In the Misty Moon Light" single will be released next week. He has just been

signed to sing an **Andre Previn** tune in the new film, "Goodbye Charlie," starring **Debbie Reynolds**.

The **Rhythm Masters** have added TV spots on the **Ed Sullivan** show of Oct. 4 and 11 to their nine appearances on the **Danny Kaye** weekly feature. They record for **Mobile Fidelity Records**.

Warner Bros. recorded folk singer **Walt Brown** with accompanist **Bill Collins** at the Ice House in Pasadena, Calif. The unusual folk club has become a favorite taping spot of West Coast a&r men.

Melrose Avenue record dealer **Stanley Cherubin** caused quite a stir recently when he lay down in front of equipment attempting to destroy a parking lot behind his store. The equipment stopped and the property's owner hassled with Cherubin over whether his five-year lease with a former owner was still valid. The new land owner wants to put up an apartment house. The courts will decide the issue. **ELIOT TIEGEL**

**SYDNEY**

**John Devlin**, a&r manager for RCA (Australia), has resigned and leaves at the end of August for a month's tour of New Zealand. **Claude Pickford**, manager of RCA, has announced the appointment of **Ron Wills** as their new a&r manager. Wills resigned at EMI to accept this position after 20 years' service with the company. During his years with EMI Wills has produced many recordings in all fields of music including the Australian stage version of "Sound of Music," successful **Lionel Long** folk albums, which have been released in America on Capitol and all EMI Country & Western sessions.

**Vikki Carr**, Liberty artist who appeared in Sydney last September and who proved a big hit on local TV, has been booked for a return engagement at the Chevron Hilton Hotel. . . . **Dave Barry**, American comic, concluded a successful stint at the Savoy Plaza Hotel, Melbourne. During his stay, he recorded an album titled "Dave Down Under" for W&G Records. . . . Sydney is being invaded by artists from New Zealand, most successful at the moment are the vocal duo of **Bill and Boyd**. **Ray Columbus** and his group, **The Invaders**, plan a return visit shortly to promote their latest waxing on the N. Z. Zodiac Label. . . . **Al Foster** and **Frank Dick** of U-A Pictures, have just completed the biggest campaign ever for the release of the **Beatles'** film, "Hard Day's Night." Before the end of this month the company will have 47 prints in circulation throughout Australia and New Zealand. EMI has released the soundtrack album on Parlophone and the demand has passed all expectations. Another number from the film "Ringo's Theme," by **George Martin** and orchestra, also looks as if it will crash the charts. Sydney deejay **Ward Austin** has left Station 2GB. Austin said he resigned because he couldn't "swing" on 2GB and play Top 40 pop tunes as much as he liked. 2GB started a new format and now plays middle-of-the-road music.

Philips Records are now importing 90 per cent of their releases from England, Germany and America instead of having records pressed locally. This includes material from Mercury, Riverside and their own label in England. **GEORGE HILDER**

...Well, that sounds great!  
But what's my life expectancy  
here at Chess??

\* Short! Look at me!  
I've been here two days...  
writing orders like mad  
on Argo 5479, Chess 1907-1908  
and Tuff 381. Ya better  
sharpen up in a hurry;  
and get rid of that pink hat.  
Ya won't need it here!

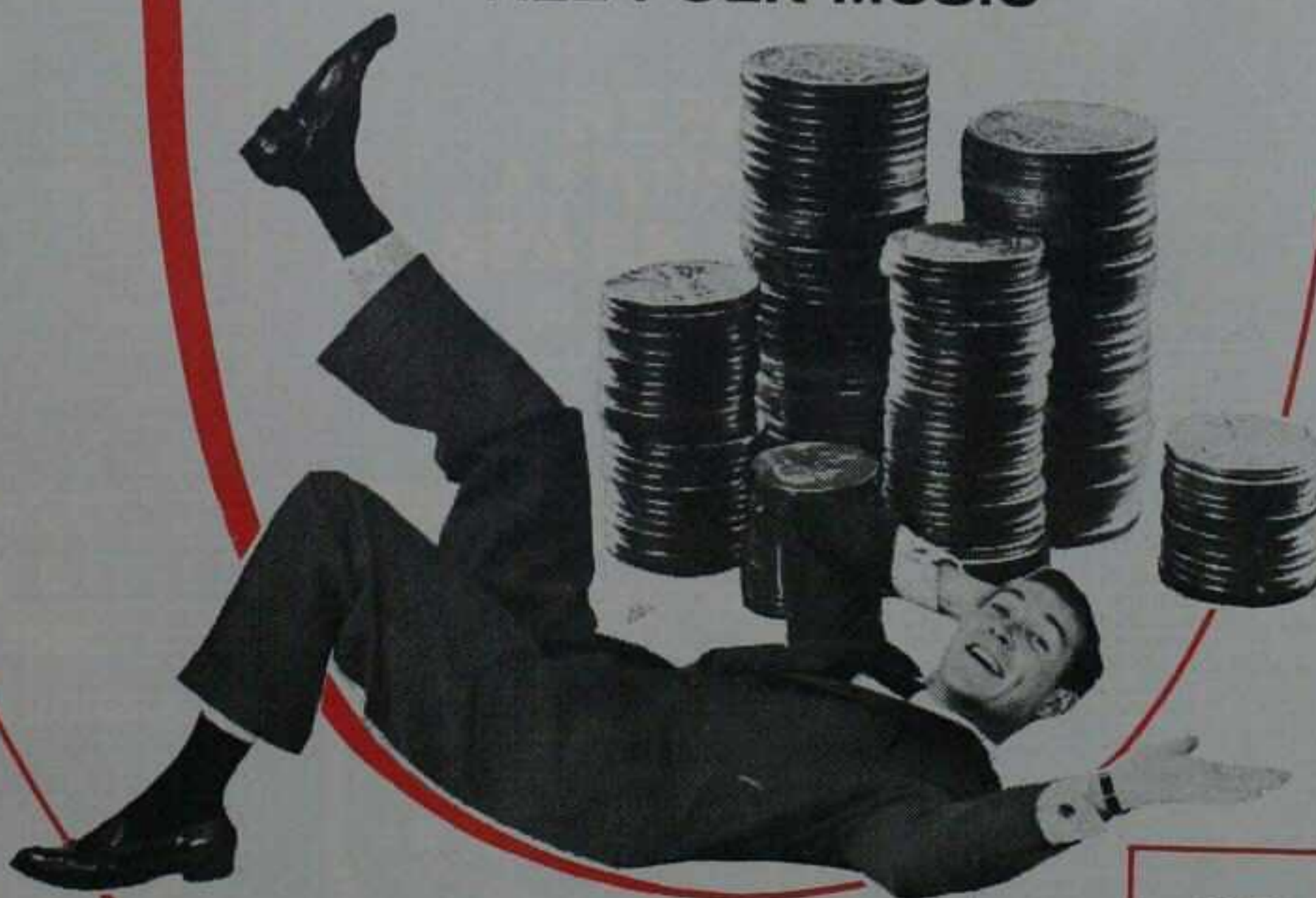
\* Argo, 5479 — "Then You Can Tell Me Goodbye"—Johnny Nash  
Chess, 1907 — "I Had A Talk With My Man"—Mitty Collier  
Chess, 1908 — "I Can't Help Myself"—The Gems  
Tuff, 381 — "Long Haired Daddy"—Vernell Hill

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ALL VANGUARD CLASSICAL  
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**30% DISCOUNT**  
**EVERYMAN CLASSICS**  
STEREO  
**DEMONSTRATION RECORDS**  
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RECORDS



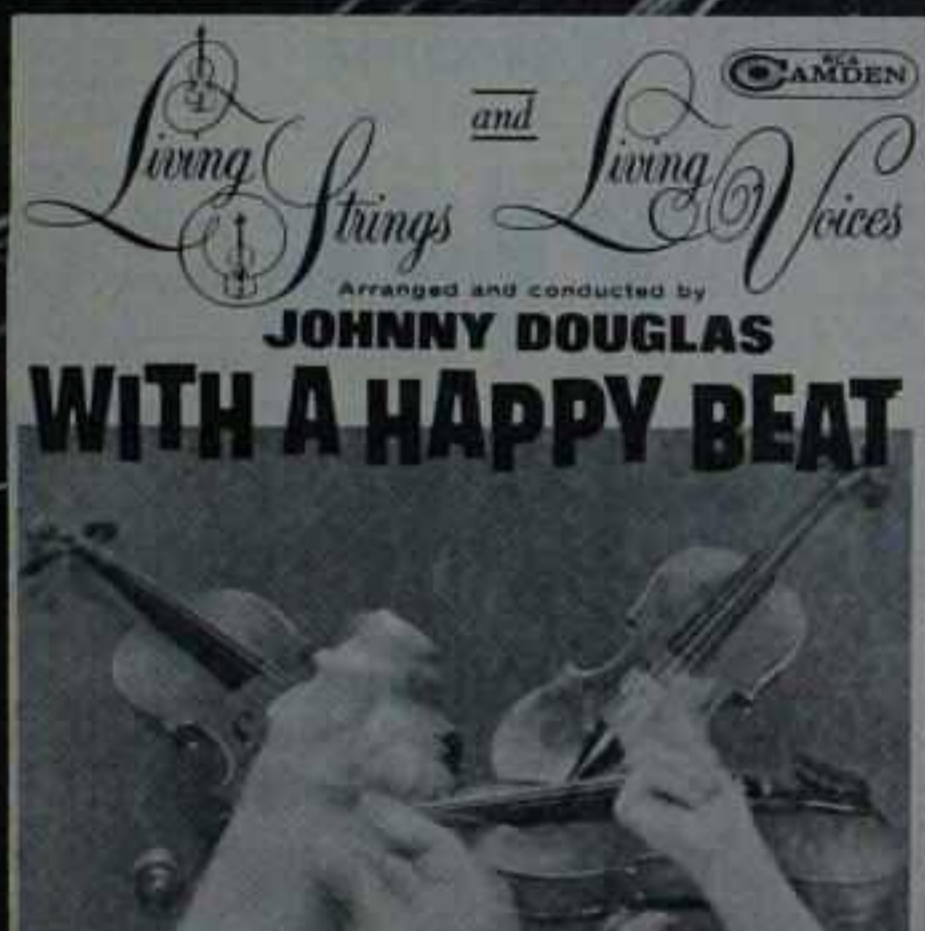
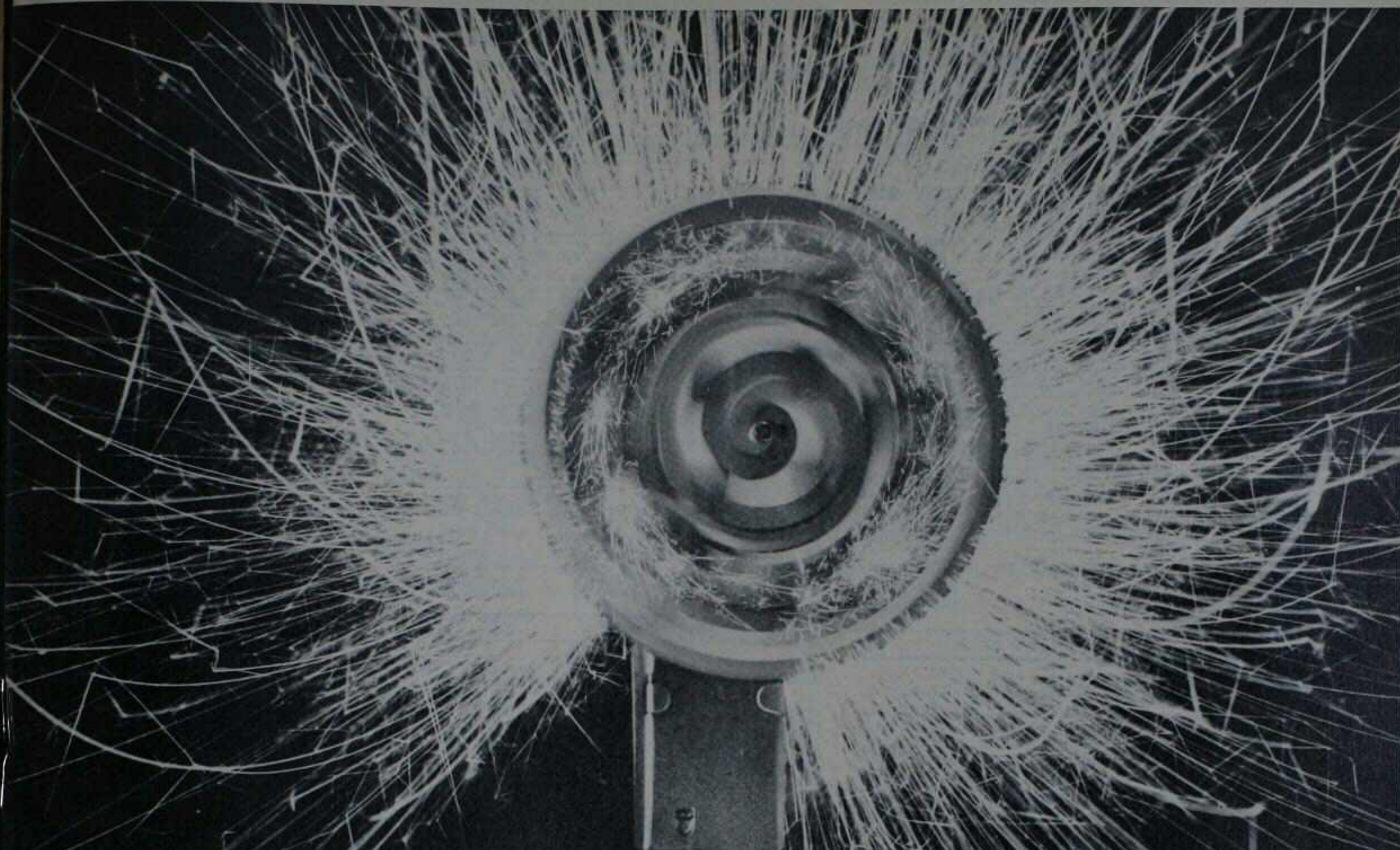
**The Bach Guild**

*For qualified dealers only*

*See your Vanguard distributor for full details*





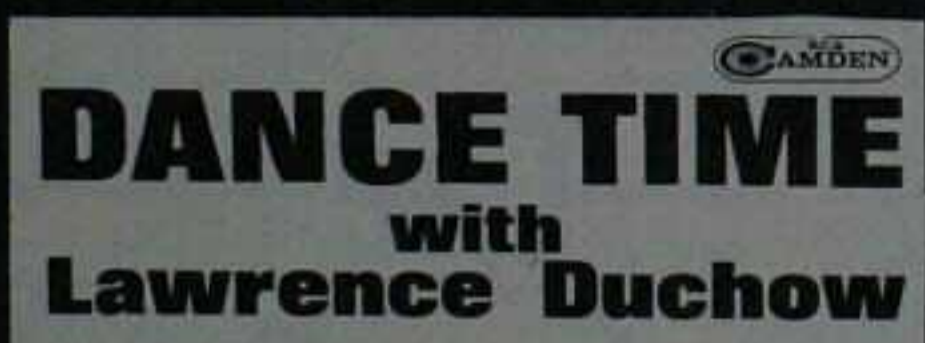


Exclusively on RCA Camden, talented arranger/conductor Johnny Douglas with such recent hits as "Don't Let the Rain Come Down," "Memories Are Made of This," "Wheel of Fortune," "Chanson d'Amour" and six others. CAL/CAS-837



The Living Strings' popularity combined with varied dance tempos. Adds up to sales. Songs include "Stockholm" (Bossa Nova), "Cotton Candy" (Twist), "The Very Thought of You" (Cha Cha Cha), 7 more. CAL/CAS-835

**NEW  
ALBUMS  
TO SPARK EXTRA  
SALES  
THIS FALL**



Lots of polkas, a waltz, a schottische and a landler, all programmed for dancing—and sales. Included are "Pepper Pot Polka," "Yes-Yes-Polka," "Ravino Waltz," "Humdinger Polka" and 6 other danceable, sellable tunes. CAL/CAS-839(e)



This album is sure to satisfy all those who asked for Hank's old Canadian hits and lots of others too. In it he does "My Blue River Rose," "Within This Broken Heart of Mine," "My Sweet Texas Blue Bonnet Queen" plus 9 others. CAL-836



Pete Fountain, great Dixie clarinetist, backed by George Girard, Jack Delaney and other names on "Original Dixieland One-Step," "Some of These Days," "Do You Know What It Means to Miss New Orleans," 7 more. CAL/CAS-838(e)

**RCA CAMDEN**

A. MER... S. 10... T... 171

# BREAKOUT SINGLES

## ★ NATIONAL BREAKOUTS

**DO WAH DIDDY DIDDY**  
Manfred Mann, Ascot 2157

**YOU MUST BELIEVE ME**  
Impressions, ABC-Paramount 10581

## ★ 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.

**SOMETHING'S GOT A HOLD OF ME . . .**  
Don & Alleyne Cole, Tallie 9015 (Figure, BMI) (Los Angeles, San Francisco)

**THE CLOCK . . .**  
Baby Washington, Sue 104 (Saturn-Bon-Ami, BMI) (Baltimore, Washington)

**CAR HOP . . .**  
Exports, King 5917 (Santo, BMI) (Chicago)

**ROBOT WALK . . .**  
Pat & Lolly Vegas, Apogee 101 (Novalene-Schips, BMI) (Los Angeles)

**NEW GIRL . . .**  
Accents, M-Pac 7216 (VaPac, BMI) (Detroit)

**YOU PULLED A FAST ONE . . .**  
V.I.P.'s, Big Top 518 (Aberbach, BMI) (Chicago)

**SINCE I'VE LOST YOU . . .**  
Jimmy Ruffin, Soul 35002 (Jobete, BMI) (Detroit)

**BABY, BABY ALL THE TIME . . .**  
Superbs, Dore 715 (Embassy, BMI) (Los Angeles)

**OPPORTUNITY . . .**  
Jewels, Dimension 1034 (Screen Gems-Columbia, BMI) (Baltimore)

**WHAT KINDA LOVE? . . .**  
Jimmy Gilmer, Dot 16642 (Dundee, BMI) (Houston)

**I'VE GOT A THING GOING ON . . .**  
Bobby Marchan, Dial 3022 (Tree, BMI) (New Orleans)

**LITTLE QUEENIE . . .**  
Bill Black's Combo, Hi 2079 (Arc, BMI) (Memphis, Nashville)

**MOZART: MASS IN C MINOR, K. 427**  
Various Artists, Angel S 36205 (S)

## JAZZ

**THE SIDEWINDER**  
Lee Morgan, Blue Note 4157 (M); 84157 (S)

## SPECIALITY

**FOR THE YOUNG AT HEART (From 4 to 40) MUSIC TO TELL A STORY BY**  
National Symphony Orchestra (Mitchell), RCA Victor LM 2766 (M); LSC 2766 (S)

**FOR THE YOUNG IN HEART (From 4 to 40), VOL. 1**  
National Symphony Orchestra (Mitchell), RCA Victor LM 2704 (M); LSC 2704 (S)

**PAT O'BRIEN**  
RIC M1003

## INTERNATIONAL

**HUNGARIAN FOLK SONGS AND CSARDASES**  
Istvan Balogh es Biganyzenekara, Fiesta FLP 1397

## POLKA

**POLSKIE POLKI, OBERKI**  
Boleslaw Novak, Fiesta FLP 1398

## SACRED

**HE IS WONDERFUL**  
Stamps-Baxter Quartet, Kapp KL 1408 (M); KS 3408 (S)

**MOTHER GOOSE**  
Sandpipers & the Golden Ork, Golden LP 109

**THE LITTLE MERMAID**  
Famous Theatre Company & Hollywood Studio Ork. United Artists UAC 11042

**THE STORY OF HANSEL AND GRETEL**  
Various Artists, Disneyland DQ 1253

**DANCE AND SING MOTHER GOOSE WITH A BEATLE BEAT**  
Wynken, Blinken & Nod; Golden Rock-A-Twisters, Golden LP 127

## LOW PRICE CLASSICAL

**GREIG: PIANO CONCERTO**  
Kjell Baekkelund; Oslo Philharmonic Orchestra (Gruner-Hegge), RCA Victor VIC 1067 (M); VICS 1067 (S)



## THREE-STAR ALBUMS

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

## POPULAR

**HAWAII FOR THE YOUNG AT HEART**  
Ted Auletta & His Ork. 20th Century-Fox TFM 3120 (M); TFS 4120 (S)

**OH, PLAY THAT THING!**  
Max Morath, Epic LN 24106 (M); BN 26106 (S)

## COMEDY

**SEGREGATION SATIRE FOR SOPHISTICATED CYNICS**  
One Man Banned, Direct DR 6641

## FOLK

**BEK-ONING**  
Bek Brothers, Cuca K 1120

## INTERNATIONAL

**RUDI SCHURICKE**  
Fiesta LP 1403

## LOW PRICE CHILDREN'S

**THE COUNT OF MONTE CRISTO**  
Famous Theatre Company & Hollywood Studio Ork. United Artists UAC 11044

## ALBUM REVIEWS

Continued from page 26

on hand. Here are more exercises to keep the body slim, special tips to wives on keeping husbands happy and a lot more helpful hints that should interest all the married gals.

found fame and favor in the U. S., turn in an outstanding performance on this album, which is distributed by Fiesta Records. Any dealer with Greek customers won't go wrong recommending this album, and radio stations with Greek programs will get plenty of mileage from the Trio Bel Canto, backed by George Stratis' orchestra.

INTERNATIONAL SPECIAL  
MERIT

MORE OF THE FABULOUS TRIO  
BEL CANTO  
Grecophon 302

These three boys from Greece, who have

CHILDREN'S LOW PRICE  
SPECIAL MERIT

THE STORY OF MOZART  
Denise Bryer, Famous Theatre Com-

pany & Hollywood Studio Ork. United Artists UAC 11022

This should do well with the children—and some adults, too—who want a fast run-down of Mozart's life. The story is told with simplicity and brevity, highlighting in dramatic form the main and important events. The composer's music blends well throughout. The last phase a bit too long, in an otherwise good record.



## 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

**THE HONEY DREAMERS OUT WEST!**  
Epic LN 24100 (M); BN 26100 (S)

**MY MAN**  
Spike Jones New Band, Liberty LRP 3370 (M); LST 7370 (S)

**HAWAII KAI**  
Walkikis, Kapp KL 1366 (M); KS 3366 (S)

**SEDUCTION**  
Bill Irwin & Group, Life L 1022 (M)

**MY MOTHER THE RAGTIME PIANO PLAYER MRS. MILLS**  
Liberty LRP 3359 (M); LST 7359 (S)

**ORIGINAL RHYTHM & BLUES HITS, VOL. 1**  
Various Artists, Liberty LRP 3381

**HELLO GALLAHADS!**  
Liberty LRP 3371 (M); LST 7371 (S)

**GO APE WITH THE KNOCKOUTS**  
Tribute LP 1202

**NO. 1 HITS OF THE 1960'S**  
Lennon Sisters, Dot DLP 3589 (M); DLP 25589 (S)

**THE GUITAR THAT CHANGED THE WORLD**  
Scotty Moore, Epic LN 24103 (M); BN 26103 (S)

## COUNTRY

**COUNTRY DANCE FAVORITES**  
Faron Young, Mercury MG 20931 (M); SR 60931 (S)

## FOLK

**INSIDE DAVE VAN RONK**  
Prestige/Folklore 10425

**STRAIGHT AHEAD!**  
Goldebrlars, Epic LN 24114 (M); BN 26114 (S)

**CLAUDE GAUTHIER SINGS THE SONGS OF CLAUDE GAUTHIER**  
Epic LN 24086 (M); BN 26086 (S)

**HOW MANY SEAS MUST A WHITE DOVE SAIL**  
Linda Mason, RIC M 1005

## CLASSICAL

**MUSIC IN SHAKESPEARE'S ENGLAND/AND THE KRAINIS CONSORT**  
Various Artists, Mercury MG 50397 (M); SR 90397 (S)

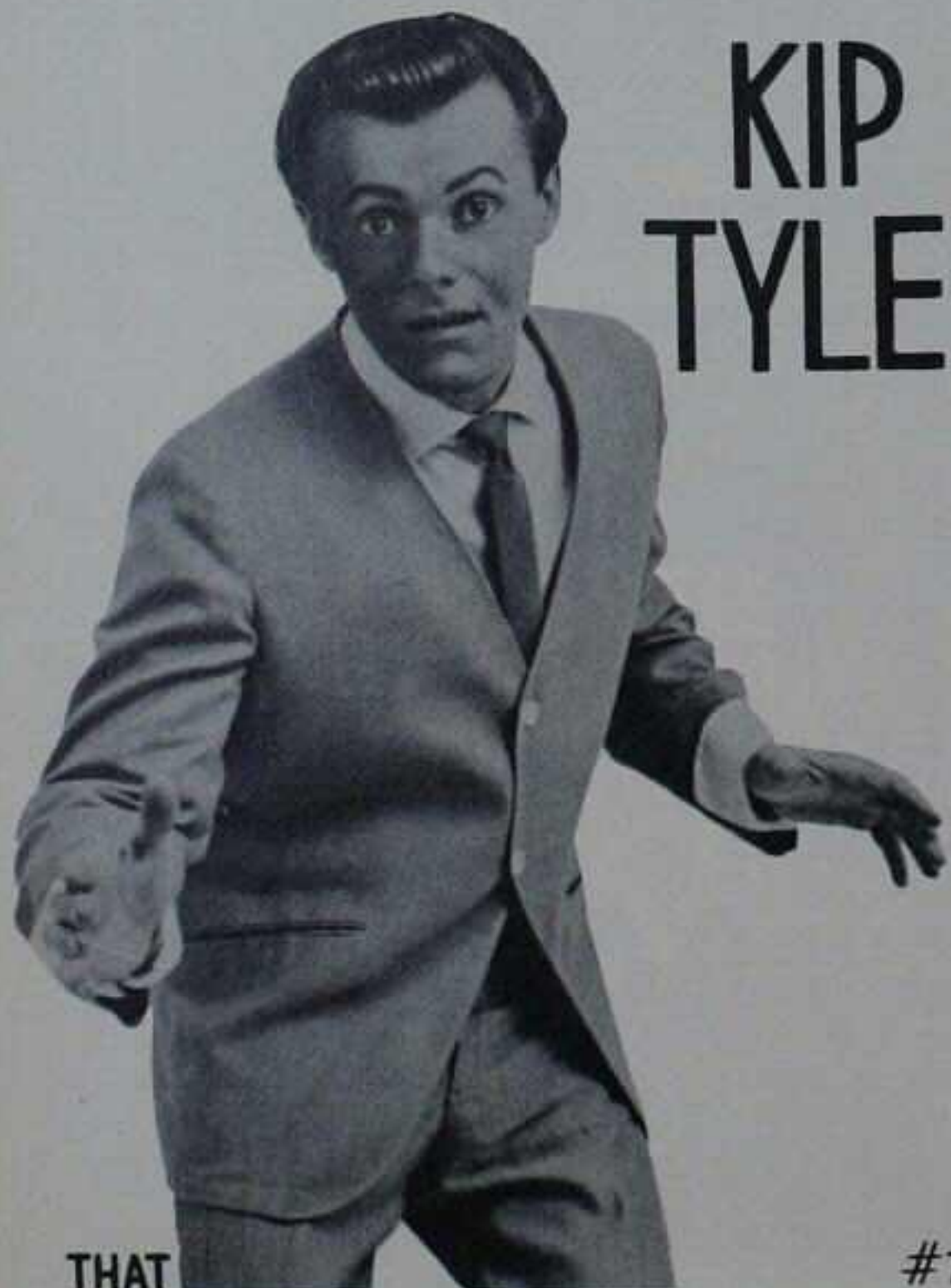
## LOW PRICE CHILDREN'S

**CHRISTOPHER COLUMBUS**  
Famous Theatre Company & Hollywood Studio Ork. United Artists UAC 11040

**THE STORIES OF THE GREAT COMPOSERS, VOL. II**  
Aminadav Aloni; Russell C. Potter; Camarata, Disneyland DQ 1254

# STOP!

# KIP TYLER



THAT #710  
**BELL of FREEDOM**

GYRO DISC RECORDS

6515 SUNSET BLVD.  
SUITE 202  
HOLLYWOOD, CALIF.

AD #11 (SEE #12!)

A DIVISION OF GYRO DISC INTERNATIONAL

Wardrobe - Beau Gentry

# Al Gallico & Keith Prowse

Welcome

# THE ANIMALS

to the U. S.

Our sincere appreciation  
and thanks for making

# "House of The Rising Sun"

the

Number 1 Smash Here  
and Abroad

**KEITH PROWSE**  
21 Denmark St.  
London, England

**GALICO MUSIC**  
101 W. 55th St.  
New York, N. Y.

# NEW ALBUM RELEASES

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

ABC-PARAMOUNT	M	S
THE TAMS—Hey Girl, Don't Bother Me: ABC 499	-	-
ANGEL		
FEODOR CHALIAPIN—Arias and Songs: COLH 141	-	-
CAEDMON		
ED BEGLEY—Whitman: Leaves of Grass, Vol. 2: TC 1154	-	-
CAPITOL		
SERGIO BRUNI—My Naples: T 10370	-	-
MAURICE CHEVALIER—The Young Chevalier: T 10360	-	-
GILBERTO & JOBIN—Gilberto & Jobin: T 2160, ST 2160	-	-
JIMMIE HASKELL & HIS ORCH.—Teen Love Themes: T 2151, ST 2151	-	-
PEGGY LEE—In the Name of Love: T 2096, ST 2096	-	-
THE REGENTS "Live" at the A.M.-P.M. Discotheque: KAO 2153, SKAO 2153	-	-
The Sensational JOHNNY RIVERS: T 2161, ST 2161	-	-
RICHARD TAUBER: T 10369	-	-
NANCY WILSON—How Glad I Am: T 2155, ST 2155	-	-
MRS. MILLS & RUSS CONWAY—Let's Have a Party: T 6082, ST 6082	-	-
Shindig With THE SHADOWS: T 6079	-	-
CLIFF RICHARD & THE SHADOWS—Wonderful Life: T 6081	-	-
THE HOLLYRIDGE STRINGS—The Beach Boys' Song Book: T 2156, ST 2156	-	-
The Big Sound of THE CO-KARTS: T 2147, ST 2147	-	-
The Big Sound of THE DRAGS, Vol. 2: T 2146, ST 2146	-	-
The History of Drag Racing: TAO 2145, STAO 2145	-	-
THE GLEN GRAY CASA LOMA ORCH.—Sounds of the Great Bands in Latin: T 2131, ST 2131	-	-
BENNY GOODMAN—Hello Benny!: T 2157, ST 2157	-	-
STAN KENTON—Artistry in Voices & Brass: T 2132, ST 2132	-	-
RUSS MORGAN—Music in the Country Manner: T 2158, ST 2158	-	-
VIC DANONE—On the Street Where You Live: T 2133, ST 2133	-	-
WAYNE NEWTON Sings Hit Songs: T 2130, ST 2130	-	-
THE CLIFFIE STONE SINGERS Present the Great Hank Williams Songs: T 2159, ST 2159	-	-
ROY CLARK—Happy to Be Unhappy: T 2031, ST 2031	-	-
WALTER HENSLEY—The 5-String Banjo Today: T 2149, ST 2149	-	-
CAPITOL OF THE WORLD		
Folk Music 'Round the World: T 10372	-	-
COLUMBIA		
DAVE BRUBECK QUARTET—Jazz Impressions of Japan: CL 2212, CS 9012	-	-
BUDDY DURHAM—Square Dance Hootenanny: CL 2217, CS 9017	-	-
PERCY FAITH & HIS ORCH.—Music From "My Fair Lady": CL 895, CS 9004	-	-
GEORGE MORGAN & MARION WORTH—Slippin' Around: CL 2197, CS 8997	-	-
VARIOUS ARTISTS—Jazz Odyssey Vol. 3.—The Sound of Harlem: C3L 33	-	-
FESTIVAL OF SPANISH OVERTURES—Madrid Symphony Orch. (Sorozal): EX 5123, ES 1823	-	-
DELMARK		
SLEEPY JOHN ESTES—Broke & Hungry: DL 608	-	-
ROOSEVELT SYKES—Hard Drivin' Blues: DL 607	-	-
YANK RACHELL'S TENNESSEE JUG BUSTERS—Mandolin Blues: DL 606	-	-
DEUTSCHE GRAMMOPHON		
BRAMMS—Piano Works (Kempff): LPM 18 902, SLP 138 902	-	-
BRAMMS—Piano Works; Wilhelm Kempff: LPM 18 902, SLP 133 902	-	-
HENZE—Elegy for Young Lovers (highlights): Berlin Symp. & Opera Orchs. (Henze): LPM 18 876, SLP 138 876	-	-
JANACEK—The Diary of One Who Vanished: Kubelik, piano: LPM 18 904, SLP 138 904	-	-
MOZART—String Quartets; Amadeus Quartet: LPM 18 909, SLP 138 909	-	-
MOZART—Piano Concertos; Camerata Academica Orch. (Salzburg): LPM 18 917, SLP 138 917	-	-
STRAVINSKY—The Rite of Spring; Berlin Philharmonic (von Karajan): LPM 18 920, SLP 138 920	-	-
THOMAS—Mignon (highlights); Lamoureux Orch. (Fournet): LPEM 19 279, SLP 136 279	-	-
ELEKTRA		
THE DILLARDS—The Dillard III Livell: EKL 265, EKS 7265	-	-
EPIC		
BACH—Four Orchestral Suites; Paillard & Paillard Chamber Orch. (Jean Francois): SC 6047, BSC 147	-	-
FAURE—Requiem/Cantique De Jean Racine; National Orch. of Monte Carlo Opera (Fremaux): LC 3885, BC 1225	-	-
FOSS—Time Cycle; Improvisation Chamber Ensemble: LC 3886, BC 1286	-	-
MENDELSSOHN—Quartets in A Minor & D Major; Julliard String Quartet: LC 3887, BC 1287	-	-
MOZART—Six Sonatas for Flute & Harpsichord: LC 3888, BC 1288	-	-
ANDY STEWART—Tunes of Glory: LF 18031	-	-
FAWN		
THE UNBEATABLES at Palisades Amusement Park: LP 5050	-	-
GNP CRESCENDO		
THE GOOD GUYS—Sidewalk Surfing: GNP 2001	-	-
VARIOUS ARTISTS—Dance With the Jet Set at the World's Greatest Discotheques: GNP 2002	-	-
VARIOUS ARTISTS—Hukilau Hulas Vol. 2: GNP 2003	-	-
BILLY STRANGE—The James Bond Theme: GNP 2004	-	-
JOE & EDDIE—Tear Down the Walls: GNP 2005	-	-
IMPULSE		
GLORIA COLEMAN QUARTET—Soul Sisters: A 47, AS 47	-	-
TERRY GIBBS QUARTET—Take It From Me: A 58, AS 58	-	-
FREDDIE HUBBARD—The Body & the Soul: A 38, AS 38	-	-
MILT JACKSON—"Jazz 'N' Samba": A 70, AS 70	-	-
ARCHIE SHEPP—Four for Trane: A 71, AS 71	-	-
SONNY STITT & PAUL GONSALVES—Salt & Pepper: A 52, AS 52	-	-

MERCURY	M	S
VARIOUS ARTISTS—Discotheque: MGW 12284, SRW 16284	-	-
BILLY LEE RILEY—Big Harmonica Special: MG 20965, SR 60965	-	-
BILLY LEE RILEY—Harmonica Beatlemania: MG 20974, SR 60974	-	-
VARIOUS ARTISTS—Dancing Discotheque: MG 20964, SR 60964	-	-
JOHNNY MATHIS—The Wonderful World of Make Believe: MG 20913, SR 60913	-	-
THE SEARCHERS—Hear! Hear! Hear!: MG 20914, SR 60914	-	-
LESLEY GORE Sings Songs of Mixed Up Hearts: MG 20848, SR 60848	-	-
SMOTHERS BROS.—Curb Your Tongue Knave: MG 20862, SR 60862	-	-
GEORGE JONES—Greatest Hits: MG 20621, SR 60621	-	-
GEORGE JONES—Blue & Lonesome: MG 20906, SR 60906	-	-
LESLEY GORE—Boys Boys Boys: MG 20901, SR 60901	-	-
DINAH WASHINGTON—Unforgettable: MG 20572, SR 60232	-	-
JOHNNY MATHIS—Tender Is the Night: MG 20890, SR 60890	-	-
DAVID CARROLL—Music Makes Me Want to Dance: MG 20926, SR 60926	-	-
SARAH VAUGHAN—Vaughan With Voices: MG 20882, SR 60882	-	-
SMOTHERS BROS.—It Must Have Been Something I Said: MG 20904, SR 60904	-	-
TOM & JERRY—Guitars Greatest Hits: MG 20626, SR 60626	-	-
BROOK BENTON—On the Country Side: MG 20918, SR 60918	-	-
PLATTERS—Encore of Golden Hits: MG 20472, SR 60243	-	-
CHAD MITCHELL TRIO—Singin' Our Mind: MG 20838, SR 60838	-	-
CHAD MITCHELL TRIO—Reflecting: MG 20891, SR 60891	-	-
MGM		
The Animals: E 4264, SE 4264	-	-
RCA CAMDEN		
LAWRENCE DUCHOW—Dance Time: CAL 839, CAS 839	-	-
LIVING STRINGS—Music for Dancing: CAL 835, CAS 835	-	-
HANK SNOW—The Old And Great Songs: CAL 836	-	-
LIVING STRINGS & LIVING VOICES with a Happy Beat: CAL 837, CAS 837	-	-
VARIOUS ARTISTS—Dixieland at Its Best: CAL 838, CAS 838(e)	-	-
RCA RED SEAL		
BRAMMS—Concerto No. 1 in D Minor; Boston Symp. (Leinsdorf): LM 2724, LSC 2724	-	-
AL HIRT—Pops Goes the Trumpet; Boston Pops (Fiedler): LM 2729, LSC 2729	-	-
PROKOFIEFF—Violin Concerto No. 1 in D; Boston Symp. Orch. (Leinsdorf): LM 2732, LSC 2732	-	-
WALTON—Concerto for Violin & Orch.; Los Angeles Philharmonic (Walton): LM 2740	-	-
JOHN McCORMACK—Songs of Sentiment: LM 2755	-	-
WAGNER—Siegfried; Rochester Philharmonic Orch. (Leinsdorf): LM 2761	-	-
MORTON GOULD—More Jungle Drums: LM 2768, LSC 2768	-	-
BEETHOVEN—Piano Trio No. 1 Op. 1; Heifetz: LM 2770, LSC 2770	-	-
JOHANN STRAUSS, JR.—Die Fiedermaus; Vienna State Opera (Danon): LM 7029, LSC 7029	-	-
RCA VICTOR		
ODETTA Sings of Many Things: LPM 2923, LSP 2923	-	-
NORMAN LUBOFF CHOIR—Go, Team, Go!: LPM 2924, LSP 2924	-	-
SONNY ROLLINS—Now's the Time: LPM 2927, LSP 2927	-	-
DAN BLOCKER & JOHN MITCHUM—Our Land-Our Heritage: LPM 2896, LSP 2896	-	-
The Mellow Guitar Moods of LOS INDIOS TABAJARAS: LPM 2959, LSP 2959	-	-
LORNE GREENE—Welcome to the Ponderosa: LPM 2843, LSP 2843	-	-
FRANKIE FANELLI—Something Wonderful Happens: LPM 2898, LSP 2898	-	-
DICK SHORY—The Happy Hits: LPM 2926, LSP 2926	-	-
ALLEN LUDDEN Sings His Favorite Songs: LPM 2934, LSP 2934	-	-
PETER NERO—Songs You Won't Forget: LPM 2935, LSP 2935	-	-
THE WAYFARERS at the World's Fair: LPM 2946, LPS 2946	-	-
HARRY BELAFONTE—Ballads, Blues and Boasters: LPM 2953, LSP 2953	-	-
PAUL ANKA—Excitement on Park Avenue: LPM 2966, LSP 2966	-	-
ROULETTE		
SAL SALVADOR QUARTET—Music to Stop Smoking By: R 25262, SR 25262	-	-
SCEPTER		
The Soul of BIG MABELLE: LP 522	-	-
The Many Faces of ART FARMER: LP 521	-	-
STARDAY		
THE LEWIS FAMILY—Singin' in My Soul: SLP 289	-	-
THE SUNSHINE BOYS—He's Got the Whole World in His Hands: SLP 290	-	-
VARIOUS ARTISTS—The Country Music Memorial Album: SLP 291	-	-
VEE JAY		
HOYT AXTON Explodes: VJLP 1098	-	-
The Soul of Alex Bradford: VJLP 5056	-	-
ORVILLE COUCH—Hello Trouble: VJLP 1087	-	-
BETTY EVERETT & JERRY BUTLER—Delicious Together: VJLP 1099	-	-
VICTOR FELDMAN—Love Me With All Your Heart: VJLP 1096	-	-
SAM FLETCHER Sings: VJLP 1094	-	-
More Golden Hits of the FOUR SEASONS: VJLP 1088	-	-
DICK GREGORY Running for President: VJLP 1093	-	-
THE HIGHWAY Q.C.'S—Gospel Songs Our Mother Taught Us: VJLP 5055	-	-
HARMONIZING FOUR—That Old Time Religion: VJLP 5054	-	-
JIMMY HUGHES—Steal Away: VJLP 1102	-	-
THE MERSEYBOYS—The 15 Greatest Songs of the Beatles: VJLP 1101	-	-
THE RICHBURG SINGERS—He'll Bless Your Soul: VJLP 5057	-	-
MASON WILLIAMS—Them Poems: VJLP 1103	-	-
VISTA		
ANNETTE at Bikini Beach: BV 3324	-	-

# NEWS OF THE WORLD

## PHILADELPHIA

Songbird Joan Proctor, holding forth across the river at Henry's, cut five initial sides for the Cameo-Parkway label... Shop talk along disk row here has it that Bobby Rydell will switch to Capitol Records from Cameo-Parkway... After an association that extended for many years, promotion man Harry Ascola and the Columbia Records branch here have parted company... Dave Brubeck Quartet will present an evening of "Jazz at the Academy" Dec. 3 at the Academy of Music for the benefit of the Philadelphia Orchestra Pension Foundation... WHAT-FM's Sid Mark penning the liner notes for the new Count Basie Reprise album, "Basieland." And the new month finds his "Mark of Jazz" show on the educational Channel 12 going "live" again.

MAURIE H. ORODENKER

## LONDON

Decca revealed that sales of Jim Reeves' "I Love You Because" single were fast approaching the million mark. This would be the first American disk to win a Gold Record for British sales since Elvis Presley's "It's Now or Never."... Dusty Springfield flies to Sweden Oct. 12 for a three-week promotional tour, taking in Norway, Denmark, Germany and France... Chart-topper Manfred Mann booked for six-week British tour with the Merseybeats from mid-September, with Little Eva, deputizing from Sept. 27-30... Ronettes confirmed for Billy J. Kramer-Nashville Teens one-

nigher tour, beginning Sept. 18... BBC Light Programme shake-up will give Sunday listeners eight hours of music... after rocketing to No. 2 in the Chart with "Have I the Right," the Honeycombs were booked for Grade Organization's "Cinderella" panto at Stockton Globe... Former Searcher Tony Jackson produced his own tracks with Pye recording manager Tony Hatch for manager Tito Burns' London Records. First single set for Sept. 18 release... This year's Royal Variety will be staged by Bernard Delfont at the London Palladium Nov. 2. The Queen will attend... Rolling Stones' recording manager Andrew Oldham has waxed Britain's first surfing disk—a revival of Tab Hunter's "Young Love" by Bo & Peep, American students, Abraham Dean and Oliver Stuart. Decca is rush-releasing the single... Dave Berry will join Freddie and the Dreamers' eight-day South African tour in November, and spend three weeks in Argentina in January... Gerry has written both tracks for his next single with the Pacemakers—"I'm Gonna Be All Right" b-w "It's Just Because"... Vox Records has applied for a petition to wind up Delta Records. It will be heard in the High Court Oct. 5.

## MUNICH

International movie star Elke Sommer will be guest star at the Canzonissima festival in Italy. She will sing "Liebeleli," a German-Italian tune by Austrian policeman and composer, Bauer. Elke Sommer will be the

(Continued on page 36)

# LOOK! KIP TYLER



# THAT #710 BELL of FREEDOM

GYRO DISC RECORDS 6515 SUNSET BLVD. SUITE 202 AD #12 (WATCH FOR #13!)  
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Wardrobe-Beau Gentry

## FM Plan Gets Tentative OK

• Continued from page 12

cheaper rates offered through group sales to a national advertiser gives him an advantage that makes it unlikely he will deal with separate stations who are not members of the group plan. National representatives for individual stations have complained that the Group Sales Plan could put some of the individual representatives out of business. They share Cox's worry that ultimately the plan could lead to a single dominant national representation for all FM sales to national advertisers. If this should happen, the dissenting commissioner believes that FM's who do not join might face competition not only from entrenched AM's in their market, but also from the discount-offering group of FM Sales participants. This could eventually be detrimental to the whole FM service, he believes.

## Straus Buys WALL

NEW YORK — The Straus Broadcasting Group, owners of WMCA radio, New York City, has acquired radio station WALL, Middletown, N. Y., from Community Broadcasting Corp. headed by Roger Clipp, Triangle Broadcasting vice-president, and Judge John Morgan Davis. The full-time Orange County station was purchased for a sum in excess of \$500,000.

Say You Saw It in Billboard

## Ampex Tests Disk Recorder

REDWOOD CITY, Calif.—The problem of playback quality in the transferring of electrical transcriptions and records to tape is being tackled by the Ampex Corporation.

Radio stations KYA in San Francisco, and KLIV in San Jose, are now field-testing a new magnetic disk recorder/reproducer developed by Ampex specifically for use in radio spot-announcement recording and playback. Similar tests were begun recently at the networks and recording studios in New York.

Engineering development to date indicates the new disk recorder promises improved reproduction quality combined with lower cost, simplified operation and maintenance in spot announcement use as well as other fields. The low-cost tape disks may be produced by master recording and duplicating studios and distributed to radio stations who can play them directly on the air without transfer from electrical transcriptions.

The new recorder is operated by inserting a magnetic disk in a slot in front of the recorder. It is automatically centered and cued for recording and playback.

## CBS to Have a Ball

NEW YORK — CBS Radio Network has pacted the talents of Lucille Ball for a 10-minute Monday through Friday show scheduled for debut September 7. "Let's Talk to Lucy" will feature informal chats with entertainment figures in Hollywood. The show will be produced by Gary Morton, Miss Ball's husband.

## FM Station In Memphis

MEMPHIS — Reeves Hughes Jr., president of newly formed East Memphis Broadcasting Company, announced plans last week for a new FM radio station at Germantown, a swank residential suburb on the east outskirts of Memphis.

Hughes said an FCC license had been applied for and he expected approval soon.

Hughes, operator of an insurance firm, said construction on the tower would begin within 90 days. He said tentative plans are to have the studio in the 2600 Poplar Building.

He said the station, which he hopes will be on the air in April 1965, would operate 24 hours on Channel 274, have 102.7 mc frequency, 73 kilowatts and have an antenna of 274 feet.

Total cost would be about \$50,000, he said. Memphis has two other FM stations, WMC-FM and WMPS-FM. Memphis has nine AM radio stations, three TV stations and one educational TV station.

## WXYZ Offers 12 Hrs. of News

DETROIT — A rare split of the usual tandem of broadcasting of AM and FM has been made by WXYZ, ABC-owned station, as the direct result of Detroit's newspaper strike. FM has been turned over to 12 hours of continuous news, 7 a.m. to 7 p.m., placing an unparalleled demand for continuous talking upon the 13-man news staff. The station, meanwhile, was seeking to recruit news-

## NEWS OF THE WORLD

• Continued from page 35

German guest star at the San Remo Song Festival. The music rights for all Sommer efforts are in hands of Music, music publisher and music producer **Karl Heinz Busse**. In Italy, Elke is contracted by the CGD label, for the rest of the world by the Philips label. U. S. bass player **Bob Carter** guest stars at the Stuttgart nightclub Chez Nous. He joined Roumanian pianist **Eugen Ciceu** and Munich drummer **Freddie Brocksieper** there. In this year's Festival of the Light Music, the South German Radio Network will feature the **Erwin Lehn** big band from Germany, the **Aladar Pege** trio from Hungary, **Janie Marden** from Great Britain, the **Swingle Singers** from France and **Coleman Hawkins** from the States, among others. There also will be a piano festival featuring **Bengt Hallberg**, **Borislav Rokovic**, **Martial Solal**, and **Horst Jankowski**. The festival is scheduled for Oct. 19 to 22. German jazz star **Albert Mangelsdorff** and his quintet will tour East Germany in autumn.

On Sept. 21 **Joe Viera** will start a "Jazz High School" in Munich. There will be lessons on jazz, and 10 talks and discussions on 10 jazz greats.

**Ludwig Schmedseder**, one of the top German tunesmiths, cel-

papermen temporarily unemployed because of the strike.

Earlier, the regular AM program had been revamped to include 35 special news reports during the day, in addition to the usual scheduled newscasts.

celebrated his 60th birthday this month. More than 50 of his songs are standard tunes now in Germany and Austria. He is also the author of many successful musicals. The Lili Marlene girl **Lale Andersen** will guest star in the Spanish TV network Oct. 3. The TV show is titled "Amigo Del Lunes."

## RIO DE JANEIRO

**Jorge Ben** and **Os Cariocas** were the most applauded artists in the show "E' Tempo De Musica Moderna" (It's Modern Music Time), held at O Globo Auditorium last week. Concert was recorded by Philips, and the LP is scheduled for November release. . . . Well-known saxman **Paul Winter** is in Rio recording modern samba LP's for CBS. He will play TV dates with his full sextet this month in Sao Paulo. . . . **Henrique Gandelman**, Plaza Records executive, is on his way to New York. . . . Young singer **Eliana** and his dad, **Booker Pittman**, were signed for a two-week stint in Caracas. . . . "Meus 18 Anos" by **Rita Pavone** is the best selling LP in Brazil. The disk is an RCA release. It is also doing good business with **Nico Fidenco**, **Sergio Endrigo** and **Gino Paoli**. . . . **Astrud Gilberto** and **Stan Getz** quartet will play two nights in Rio this month in their forthcoming South American tour. Dates also include Sao Paulo, Montevideo, Buenos Aires and Santiago. . . . **Roberto Quartin** is the owner of new label Discos Estilo. They have already signed arranger **Moacir Santos**, vocal quartet **Quarteto Em Cy**, pianist **Luis Carlos Vinhas** and arranger **Eumir**.

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## ADMIRAL EXPANDS TV LINE; ADDS 13-INCHER

### 13-Incher Adds New Model to Compact Line

CHICAGO — Admiral has added a 13-inch portable priced at \$109.95 to its lightweight TV line, which already includes several 11-inch models.

A step-up two-tone model (PD1310), with de luxe trim and knobs and provision for ear-phone jack with 15 feet of cord, has a suggested list price of \$119.95. Color combinations include black, sandalwood brown, red or white with silver-gold finish.

Previously introduced 11-inch portables list at \$99.95 and \$109.95, and have the same basic features as 13-inch models.

#### More Viewing Area

The 13-inch machine provides 79 square inches of viewing area compared to 60 square inches in the 11-inchers. It utilizes a steel-bond 110 degree aluminized picture tube with a built-in optic filter.

Like the 11-incher, the 13-inch Playmate is produced in two series, with a precision wired horizontal chassis engineered to take rough handling. The wire board is warranted for five years.

The chassis delivers 14,000 volts of picture power. Other features include two-stage high gain IF amplifier, gated automatic gain control, automatic sync separators, solid state silicon rectifier, and Admiral's patented "Circuit-Shield."

Four tuned circuits are in the Super Span VHF turret tuner. A two-speed UHF continuous tuner is also provided. Cabinet dimensions are 12 3/4 inches high, 13 3/8 inches wide and 10 1/2 inches deep.



ADMIRAL'S NEW PLAYMATE 13-INCH PORTABLE, priced at \$109.95, and the firm's new Alexandria color console with tilt-out tuning, priced at \$750, are demonstrated by a pair of lovely models.

### New Color, Black & White Models Added

By NICK BIRO

CHICAGO — Admiral added four new 21-inch color TV receivers and four 25-inch black and white TV models to its 1965 line last week. The firm also introduced a new 13-inch lightweight TV portable to supplement its 11-inch models (see separate story).

The four "drop-in" color sets are highlighted by the Imperial chassis with a new tilt-out control center and exclusive new color fidelity control with AMF (automatic magnetic-free circuit for degaussing the receiver).

The new 25-inch black-and-white models are in the same size cabinet as the 23-inchers but have 327 square inches of viewing area, 17 per cent more than the 23-inch screen models.

#### Adds Features

Admiral also announced that its Howland and Pendleton color television models are now being produced with custom color chassis which features automatic degaussing and color fidelity control.

The color fidelity feature enables the viewer to adjust the warmth of both color and black and white tones, while the AMF control "purifies" the color picture every time the set is turned on. This makes it possible to move the receiver from place to place without adjustments and also simplifies installation and set up of color receivers by servicemen.

The new color sets include the Norlake (LD2161) in Danish modern styling at \$675; the Kingsbury (LD2165) in Early American design at \$685; the two double-sided lowboy consoles; the Deauville (LD2179) in French Provincial, and Alex-  
*(Continued on page 39)*

## Japanese Hike Their Goal on Radio, Phono Export Product

By MILDRED HALL

WASHINGTON—Japan has set export targets for 1964 of \$19.3 million in radio phonographs, \$163.2 million in transistor radios, \$55 million in TV receivers, and \$76.8 million in tape recorders, Commerce Department reports. These amounts are all considerable lifts over 1963 exports of these Japanese products, of which U. S. is a substantial buyer. However, U. S. buys of the controversial Japanese transistor radios have dipped somewhat, says Commerce.

In 1963 the Japanese export totals in the home-entertainment products were: radio-phonographs, \$13.9 million, of which U. S. bought \$4.2 million, or 30 per cent; transistor radios, \$156.6 million, of which U. S. bought \$70.8 million, or 45 per cent, a drop from U. S. 1962 imports of \$71.1 million, then

50 per cent of Japanese transistor radio export.

Tape recording and reproducing equipment exports from Japan in 1963 were \$49.4 million, of which U. S. bought \$32.4 million, or 66 per cent. U. S. bought the same percentage, 66 per cent, of Japan's \$34.2 million tape recorder exports in 1962.

Commerce Department's Business & Defense Services Administration (BDSA) says Japanese electronic output has hit a decline in growth-rate due to saturated home market for consumer electronic products. In 1963 Japanese consumption of home-manufactured phonographs, radios, TV, et al., declined by \$39 million, while exports increased by \$55 million. Japanese electronics firms have had to concentrate on exports and also diversify their production—going more heavily into commercial and industrial elec-

tronics. Even so, BDSA reports, the consumer electronic products sector remains dominant, with 53 per cent of total output (including commercial, military and industrial electronic equipment), despite trend toward diversification. Total 1963 production of consumer products was \$885.1 million, an increase of only 1.5 per cent over 1962, with TV sets accounting for 57 per cent of consumer products sector.

Production of transistor radios having three or more transistors increased by less than 3 per cent in Japan in 1963, reaching \$209 million. Average unit value of Japanese radios dropped from \$14 in 1962 to \$12.25 in 1963, a decrease of more than 14 per cent, BDSA reports. Average unit value of transistor radio exports to the U. S. dropped to \$7.85 in 1963, from \$9.13 in 1962, a decrease of over 14 per cent.

## Packard Bell Bows Low-Priced Color TV



SCANDIA TV-STEREO

LOS ANGELES—Solid state circuitry and a new stereo Computer Control panel are featured in Packard Bell's 1965 Space Age line, introduced to distributors here last week.

Packard Bell also introduced what is termed "the industry's first color TV in wood cabinetry under \$400." The new Packard Bell Model 21CT-7 is a 21-inch portable unit in mahogany finish.



RPC-38 CONSOLE

with a suggested list price of \$399.95.

#### Hidden Sound Cabinets

Three new cabinet styles were also introduced. Espania, first introduced as a color model last spring, is now available as a stereo unit. The other new console styles are Mediterranean Walnut and Mediterranean White.

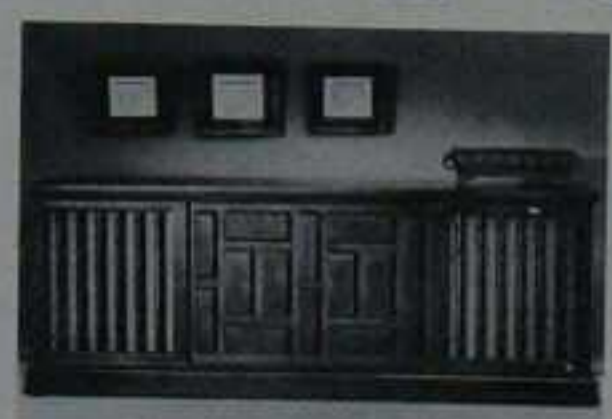
Three black and white and six new color TV combinations were also presented. These feature the



COMPUTER-CONTROL PANEL

firm's new "hidden sound cabinetry" and "instant color purity" degaussing system.

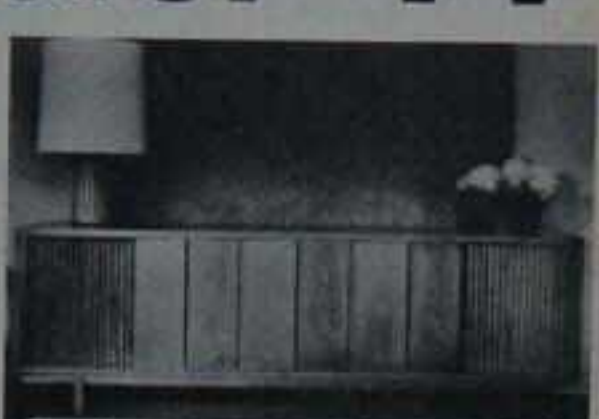
Packard Bell's new RPC-41 model is seven feet long, has solid state circuitry, AM/FM/



ESPANIA

FH tuning, hand-finished walnut cabinet, Garrard turntable, six speakers and carries a suggested list price of \$895.

Its Espania (RPC-39) model has AM/FM/FM stereo tuning, hand-wired solid state circuitry, eight speakers and a host of control features. Prices range from \$550 to \$575, depending on cabinet style. The unit measures 71 inches wide.



RPC-41 CONSOLE

The firm's Scandia Walnut (21CK-6) 21-inch color TV-stereo combination also has AM/FM/FM tuning. The unit has six speakers and a Garrard turntable. Retail price is \$895.

The RPC-38 has solid state stereo with AM/FM/FM tuning, solid state circuitry, Garrard turntable, eight speakers and 300 watts of peak power. It lists for \$475 to \$495.

# Rheem Bows Solid State Phono Line

LOS ANGELES — Rheem Califone's 1965 line of transistorized phonographs range in price from \$54.95 to \$86.50 and have such features as satin-finish bronze decks, canted speakers and turntable brake with pause control.

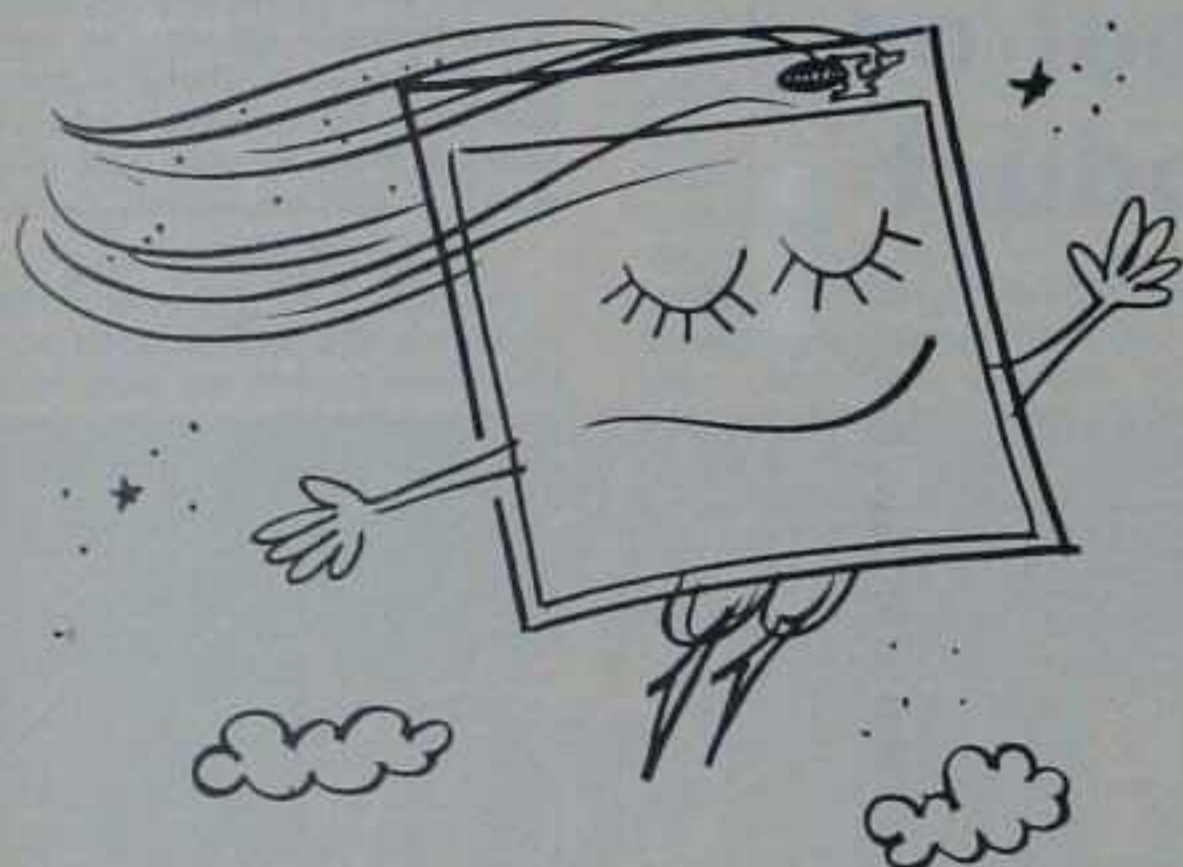
The Model 1450, priced at \$69.95, has a hand-wired transistorized amplifier, nine-inch oval speaker canted up and out for better distribution of sound, spring feet to prevent needle jumping, padded turntable, automatic idler disengager and turntable brake.

The de luxe version, Model (Continued on page 39)



RHEEM MODEL 1450

## A dream of a package for self-service sales!



Labels and Pressers agree that form fitting record overwraps are just the thing for self-service sales. And that's why the big move is to Cryovac Y-Film packaging. Strong, crystal clear Y-Film protects albums better (and longer); its high-gloss and sheen add 'impulse' sales appeal to the record albums... and yet this film is economical and easy to use. So, don't be handicapped with outdated packaging methods. Find out for yourself that Cryovac Y-Film is the surest way to wrap up self-service sales.



the impulse package for self-service sales.

W. R. GRACE & CO., CRYOVAC DIVISION, DUNCAN, S.C.

## EQUIPMENT NEWSLETTER

# 2 'Smart' Products Make Debut

By DAVID LACHENBRUCH  
Contributing Editor

How about a couple of non-revolutionary product innovations?

This year, for the first time in our memory, portions of the home electronics industry are beginning to think in terms of new products which are neither "major breakthroughs" nor "sensational scientific advances." They're just a couple of novel and unusual (and relatively low-priced) items which could be big sellers on this year's Christmas market and thereafter. We're referring to the General Electric Show 'N'-Tell Phono Viewer and the Westinghouse Electronic Message Center.



**MORE SIGNIFICANT** than their immediate sales possibilities is the fact that they exist at all. The dynamic electronics industry, from the standpoint of new products for the home, has grown stodgy. It specializes in such major innovations as the development of radio, TV, color TV, FM, the tape recorder, the electronic phonograph—and it has rested for seven years. It seems to be almost an unwritten rule that in this industry a new product has to cost at least \$150 to be worth bothering with.

It's not surprising that this year's two non-revolutionary home electronic product innovations come from companies which are also major factors in the electric housewares industry. That industry, of course, specializes in minor breakthroughs and non-revolutionary innovations.

Scarcely a year goes by which doesn't see a couple of new and unique products from the housewares industry. They're all products which the average household can do without—and yet, within a short time they become necessities. I'm talking about such non-revolutionary items as the electric can-opener (remember how we used to laugh at the very idea of this one?), the electric carving knife, the new-type electric hair-drier, and all the electric grilles, frypans, and other cooking implements (who needs these when she has a stove in the kitchen?), refrigerator defrosters, and the like. In the next few years, we'll probably wonder how we ever got along without the electric sandwich-wrapper, food-dicer, bed-maker, laundry-folder and dog-exerciser.

Despite the ingenuity and knowhow in the electronics industry, the home entertainment dealer rarely has had any such fast-moving gift-type items to sell. That's why these two new products may well be the beginning of a trend toward something new in electronic giftware every year.

Of the two, GE's Show 'N'-Tell appears to be the most promising. In case you missed the photo and story in last week's Billboard, here's a brief description: It looks like an 11-inch TV set with a four-speed monaural manual phonograph mounted on top. A slot to the right of the pickup accommodates a special 15-frame film strip. Inside the unit is a rear-screen projection unit

which shows color pictures in time with the sound on the record.

It's designed, according to GE, so that a three-year-old child can operate it. The child puts the record on the turntable, places the tone arm on the record, inserts the film and turns the switch. The unit is transistorized, and although the Show 'N'-Tell records are 7-inch 33 r.p.m. disks, it will also accommodate all standard speeds and sizes up to 12 inches.

**NOW IT'S TRUE** that disk-and-slide combos have been marketed before, without distinguished success. But have they ever been offered in the attractive format of GE's—and GE's list price of \$29.95?

GE isn't content with making only the razor. It's turning out blades, too. It will initially market 35 "Picturesound" albums, on subjects varying from fairy tales to outer space. Each one, bound in a hard-cover jacket with disk and slide strip, sells for 99 cents. Thus, GE has put itself in the record business—its Picturesound offerings produced in co-operation with the editors of Childcraft and World Book.

Because Show 'N'-Tell is largely an impulse-purchase item—and because it can tell a story and show pictures at the same time—GE isn't neglecting point-of-purchase displays. In fact, the gadget is expected to be its own salesman. A special demonstration disk and slide strip will give an illustrated sales talk while the Show 'N'-Tell is being demonstrated in the store.

The concept, design and approach of Show 'N'-Tell demonstrate ingenuity and imagination in a relatively low-priced electronic gift item.

**THE OTHER** example of an attempt to create a new low-cost electronic product is Westinghouse's development of the rather pretentiously named "Electronic Message Center." We'd prefer to call it an "electronic scratch pad."

This little gadget has all sorts of uses, but, like the Show 'N'-Tell, it involves no new principles or breakthroughs. It's a miniature continuous-loop tape recorder with built-in microphone and speaker, which can be left at home beside the telephone or in the front hall.

If son Johnny is going to play at Spike's house after school—and Mom isn't home—he just tells the Message Center. When Mom comes home, she sees that the light is lit on the unit, presses the "play" button and receives up to three minutes of oral messages. It can be used for telephone messages, too. It lists at \$39.95.

Nobody really needs this electronic scratch pad. A pencil and a piece of paper will do the same job. But who needs an electric can opener? An electric ice-crusher? An automatic headlight-dimmer?

**THESE TWO** new products may or may not succeed—but they deserve to, and can, if properly promoted. They're strictly non-revolutionary innovations which can help put the home entertainment dealer firmly in the business of impulse-purchase gifts. They demonstrate an exercise of product imagination which is shown too rarely in the consumer electronics business.

## RCA Promotes Sauter



JACK K. SAUTER (left) was named vice-president, product planning and development, by RCA Sales Corporation last week, succeeding Bryce S. Durant, who was upped to president. Sauter will be responsible for the product development and styling of RCA TV, radio, phonograph and tape recorder products. Richard Hanselman (right) succeeds Sauter as manager, consumer products merchandising.



## Ampex Gross Up Slightly

REDWOOD CITY, Calif. — Ampex Corporation reported first quarter sales of \$32,457,000, compared to \$31,869,000 in the same period last year. Earnings before taxes were \$2,345,000, compared with figures of \$2,285,000 last year. Net earnings after taxes were \$1,290,000 or 14 cents per share on 9,201,000 shares, compared with \$1,318,000 or 14 cents per share on 9,186,000 in the previous period.

William E. Roberts, president, said that planned start-up costs for several new products affected earnings in the period. He said these would make substantial contributions to sales and earnings in the months ahead. The products included two new lines of home recorders, the firm's entry into the consumer tape market, and a number of commercial products.

BILLBOARD, September 5, 1964

HOT . . . FROM HITSVILLE

# DANCING IN THE STREET

MARTHA & THE VANDELLAS

GORDY 7033

HITTING WITH A SPLASH!

# I WANNA SWIM WITH HIM

by

THE DAISIES

R 4571

ROULETTE RECORDS

## WANTED

MALE-FEMALE  
POP SINGERS & VOCAL  
INSTRUMENTAL GROUPS

Auditions

Being Held at

BROADWAY RECORDING STUDIOS

1697 Broadway  
Suite 1005

Wednesday, September 2, 11 a.m.

Sure Shot!

# LAST KISS

J. FRANK WILSON

Josie 923

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

# Streisand, Crosby and Sinatra Headline New 3M Tape Release

MINNEAPOLIS—Minnesota Mining has added 70 pre-recorded cartridges to its Revere Wollensak automatic tape recorder library, bringing to 200 the number of albums now available.

Included in the new releases are two albums by Barbra Streisand, the current hit, "America, I Hear You Singing," with Frank Sinatra and Bing Crosby, and original Broadway cast recordings of "High Spirits," "Fade Out-Fade In" and "What Makes Sammy Run?"

D. H. Boyd, general manager of 3M's Revere Wollensak division, noted the firm now has selections from 18 different labels covering such categories as classical, semi-classical, folk, pop and mood music.

### Expect More Tapes

Boyd said 3M would continue to negotiate for additional licensing agreements and expected to have an announcement to make on this subject in the near future.

The 70 new selections include albums from 11 labels: ABC Paramount, Columbia, Command, Crescendo, Discovery, Grand Award, Purist, Reprise, United Artists, Vanguard and Warner Brothers. The selections follow:

### ABC PARAMOUNT

"High Spirits" cast; "Fade Out-Fade In" cast; "Big 15," Steve Lawrence, Eydie Gorme; "Sweet and Sour Tears," Ray Charles; "The Country Sound With Soul," Roberta Sherwood; "Adventure in Paradise—Volume 4," Alfred Apaka and his Tahitians.

### COLUMBIA

"Time Changes," Dave Brubeck; "The Barbra Streisand Album"; "The Second Barbra Streisand Album"; "Ramblin'," New Christy Minstrels; "Themes for Young Lovers," Percy Faith; "Manhattan Tower," Robert Goulet; Three Favorite Ballets,

with Eugene Ormandy conducting the Philadelphia Orchestra; "What Makes Sammy Run?" cast; "Vienna, My City of Dreams," Richard Rucker; Vladimir Horowitz playing Beethoven, Debussy and Chopin; Eugene Ormandy conducting the Philadelphia Orchestra playing Prokofiev; "Wonderful World of Andy Williams."

### COMMAND

"Fabulous," Dick Hyman; "Rome 35/MM," "Enoch Light and His Orchestra at Carnegie Hall Play—Irving Berlin," "Dimension-3," "Stereo 35/MM," and "Stereo 35/MM Volume II," all by Enoch Light; "Dance Gal—Gimme the Banjo," Robert DeCormier Folk Singers, and "Something Special for Young Lovers," Ray Charles Singers.

### CRESCENDO

"Mr. Guitar," Billy Strange. "Musical Memories of Japan," Buck Ram.

### GRAND AWARD

"Hammond Organ Spectacular," the Spectaculars; "The Best of Knuckles O'Toole"; "Paul Whiteman's Cavalcade of Music."

### PURIST

"Marching Mood," "Spanish Mood," "Waltzing Mood," "Hit Song Mood," "Hawaiian Mood," "Nostalgic Swing Mood," "Hit Song Mood Volume II," "Theater Mood," "Nostalgic Swing Mood Volume II" and "Movie Mood," all by the Knightsbridge Singing Strings.

### REPRISE

"The Shelter of Your Arms," Sammy Davis, Jr.; "On the Move," Trini Lopez; "America, I Hear You Singing," Frank Sinatra and Bing Crosby; "More of Other Worlds, Other Sounds," Esquivel; "Greatest Hits From the Greatest Films—The Very Best of Hollywood."

### UNITED ARTIST

"50 Fabulous Guitar Favorites," Al Caiola; "50 Fabulous Piano Favorites," Ferrante and Teicher, and "50 Fabulous Latin Favorites," Tito Rodriguez.

### VANGUARD

Haydn's "Military" Symphony by Woldike and the Vienna State Opera Orchestra; Virgil Thompson's suite from "The River," played by Stokowski and Symphony of the Air; "Joan Baez in Concert," "Joan Baez, Vol. II,"

and "Joan Baez in Concert, Part 2"; "Bonbons aus Wien," with Willi Boskovsky, violinist; "Vivaldi: The Four Seasons," with Antonio Janigro conducting; Beethoven's "Eroica," "Pastoral," "Fifth" and "Seventh" symphonies, played by Boult and the London Philharmonic Promenade Orchestra; Bach's "Magnificat in D," by Vienna State Opera Orchestra and Choir under Prohaska, and "Touchdown U.S.A.," by the University of Michigan Band.

### WARNER BROS.

"Brassy Piano," Joe (Fingers) Carr; "A Classic Affair," "The World's 10 Greatest Popular Piano Concertos," and "Piano Italiano," by George Greeley; "The Dixieland Story—Volume I" and "The Dixieland Story—Volume II," by Matty Matlock and the Paducah Patrol, and "Powerhouse!" and "Hot and Cole," by Buddy Cole.

## Rheem Phono Line

• Continued from page 38

1470, is additionally equipped with Rheem Califone's variable speed feature and is priced at \$86.50. The Model 1430, priced at \$63.50, has all the features of the Model 1450, except spring feet and pause control.

Rheem Califone is a division of Rheem Manufacturing Company, and manufactures phonographs, tape recorders, transcription players, complete sound systems, AM-FM radios, language laboratory equipment and magnetic recording tape.

## Admiral TV's

• Continued from page 37

andria (LD2181) in Italian Provincial, both at \$750.

The new 25-inch, black-and-white models are produced in the Sovereign series. Included are the Maldon (LD5001), a contemporary lowboy console with walnut-grained finish at \$269.95; the Hallsberg (LD-5001), a Danish modern lowboy at \$299.95; the Belaire (LD5021), a Danish modern lowboy with walnut veneer finish, and Cauldwell (LD5025), an early American model, both at \$319.95.

## 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.

**VANGUARD**—Started Sept. 1. Expires Sept. 30.

Extra 10 per cent on entire catalog; Everyman classics and demonstration records (SRV series) monaural extra 10 per cent; Everyman classics and demonstration records stereo 30 per cent.

**STARDAY**—Expires Sept. 30, 1964.

Fifth Annual Country Music Spectacular Summer Sales and Fall Restocking Plan. A 20 per cent discount to dealers on all Starday regular-priced album lines.

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

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

**IMPULSE**—Expires Sept. 30, 1964. Started June 28, 1964.

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

**TANGERINE**—Expires Sept. 30, 1964. Started June 28, 1964.

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

**GNP CRESCENDO**—Expiration date indefinite. Started Jan. 1, 1964.

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

**GATEWAY**—Expiration indefinite. Started March 13, 1964.

Two free records for every 10 purchased in series 1100, 1200, 1400, 1600.

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

**DOOTO**—Expiration indefinite. Started May 23, 1964.

Buy five, get one free on all Comedy Records.

**FOLKWAYS**—Expiration indefinite. Started July 7, 1964.

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

**ARHOOLIE RECORDS**—Expiration date indefinite.

Started Sept. 1, 1964. Distributor receives two free with every 10 bought on new product; one free with 10 on catalog items.

Chubby's Biggest Splash!

# "SHE WANTS T'SWIM"

P 922

CHUBBY CHECKER

THE BIG ONES ARE ON CAMEO/PARKWAY

NO DOUBTS—

# JOE HINTON'S "FUNNY"

BACKBEAT 541

Is Headed Straight to the Top in All Charts

Appearing in  
NO. 1 SLOT IN 11 MAJOR MARKETS  
NO. 2 SLOT IN 6 MAJOR MARKETS  
NO. 3 SLOT IN 5 MAJOR MARKETS  
Programmed Actively on "83%" of All Radio Stations

Duke and Peacock Records, Inc.  
2809 ERASTUS STREET  
HOUSTON 26, TEXAS  
OR 3-2611

DON COVAY

# MERCY, MERCY

ROSEMART

801

DIST. NATIONALLY BY ATLANTIC

It's the Impressions . . .

Following up with another smash

# "YOU MUST BELIEVE ME"

c/w

"SEE THE REAL ME"

ABC 10581

ABC-PARAMOUNT  
FULL COLOR FIDELITY

## ONE-STOP RECORD SERVICE

Complete line of Spirituals, R & B and Catalog Merchandise. Write to be placed on our national mailing list.

We ship anywhere C.O.D.

## Barney's One-Stop

1144 S. Kedzie Av., Chicago 13, Ill.  
Phone: NE 8-9053

ANOTHER CHART BREAKER FROM

JIMMY HUGHES

# "I'M QUALIFIED"

JAMIE 1280

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

Two RCA DJ Hits!!

# "THE WIND IN THE WILLOWS"

By DELLA REESE

"AN 'OL' TIN CUP"

(And a Battered Old Coffee Pot)

By LORNE GREENE

(Star of Bonanza)

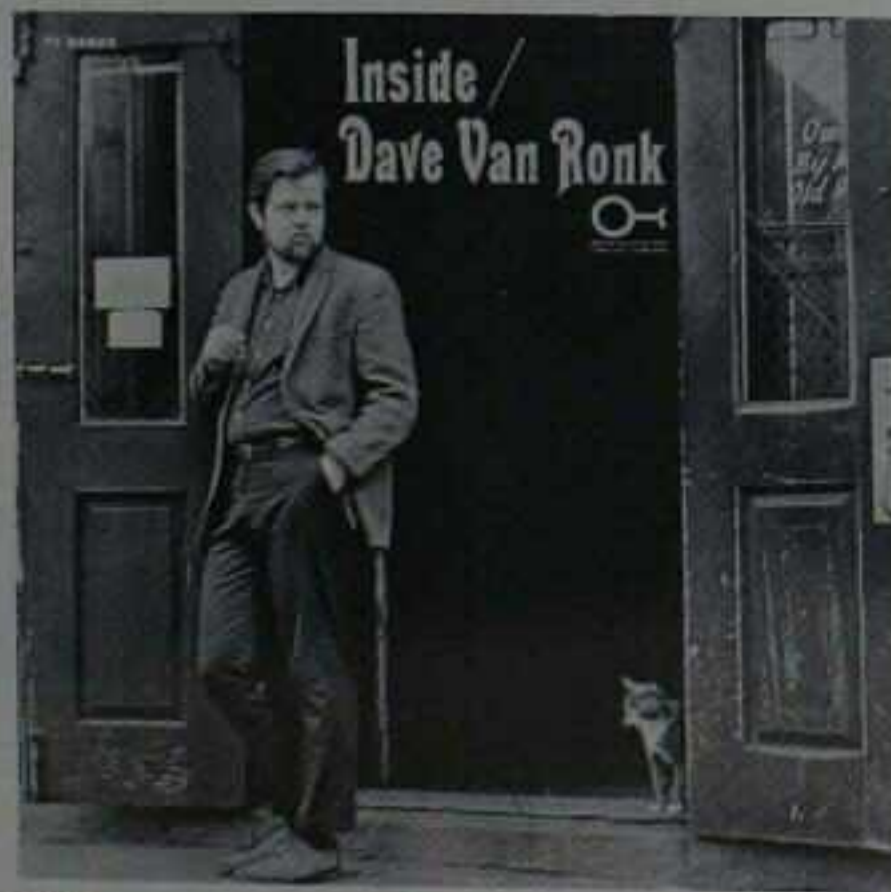
ALEXIS MUSIC INC.  
408 W. 57th St., N. Y. 19, N. Y.



203 So. Washington Ave.  
Bergenfield, New Jersey

PRESENTS

# DAVE VAN RONK



14025

14025 stereo

THE BEST FOLK BLUES SINGER IN AMERICA TODAY

# Sid Brandt New Pilot G-M



**SIDNEY BRANDT (RIGHT) SUCCEEDS ROLAND J. KALB (left)** as general manager of Pilot Radio Corporation. Kalb leaves to form his own management consultant firm to specialize in the consumer electronic field. Pilot will be among Kalb's clients. Brandt has more than 15 years experience in the home entertainment field, having been vice-president of sales and operations for MGM Records and regional manager for Magnavox.

## RCA Post to Delbert Mills

NEW YORK — Delbert L. Mills has been named vice-president of consumer products of Radio Corporation of America. He'll also assume the positions of board chairman of the RCA Sales Corporation and the RCA Victor Distributing Corporation and he will be responsible for the RCA Victor home instruments division and the RCA parts and accessories operation.

In another appointment, Raymond W. Saxon, formerly president of the RCA Sales Corporation, assumes Mills' previous post with the titles of division vice-president and general man-

## Sylvania Bows New TV Tubes

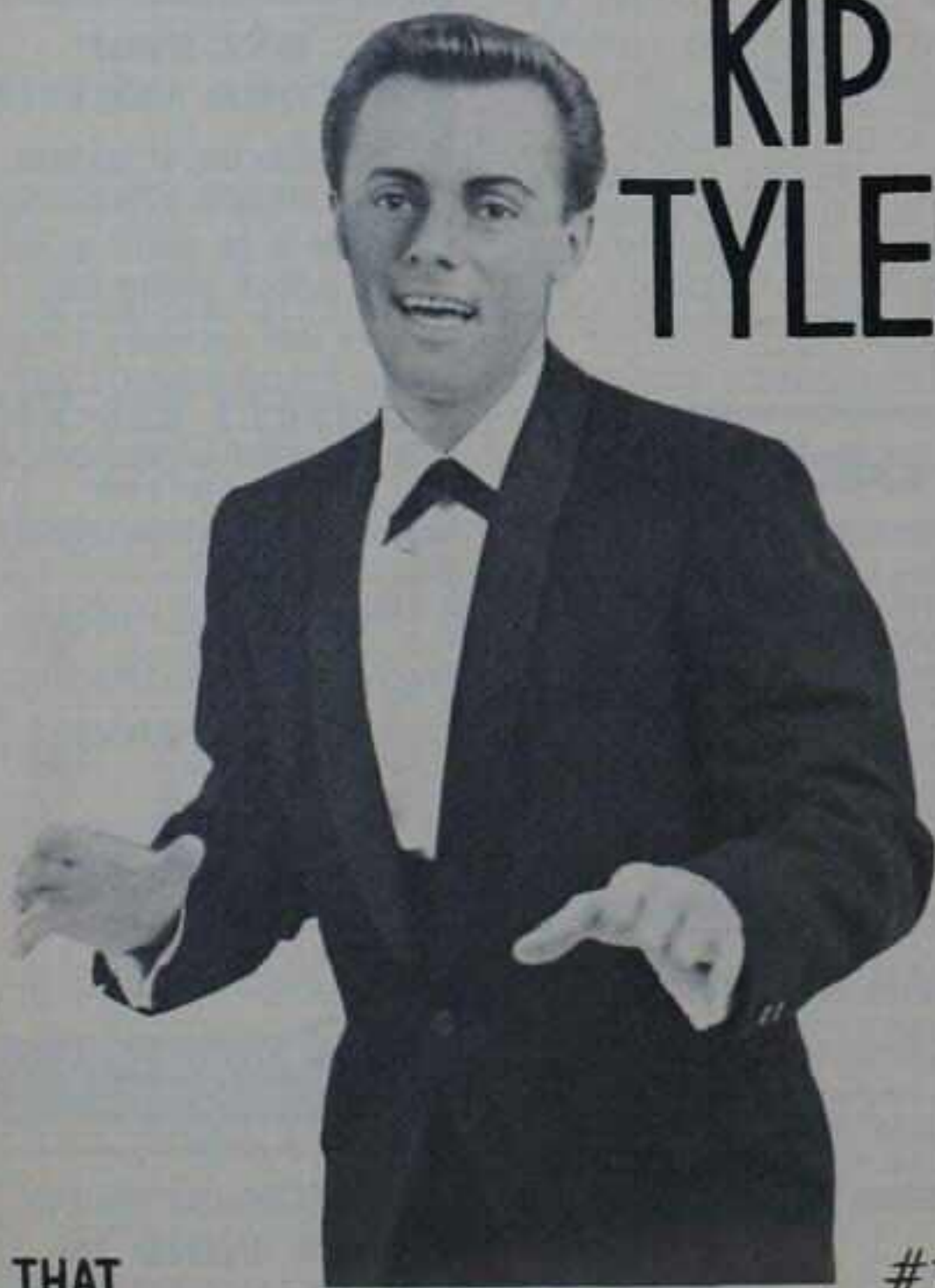
SENECA FALLS, N. Y. — Sylvania has developed a line of TV receiving tubes that enables color sets to be operated at 270 volts instead of 400.

Merle W. Kremer, a senior vice-president of the company, said the tubes will enable color set manufacturers to achieve greater economy, performance and reliability, and at the same time allow them more latitude in circuit design.

ager, RCA Victor home instruments division and vice chairman of the RCA sales corporation.

# LISTEN!

# KIP TYLER



# THAT BELL of FREEDOM #710

**GYRO DISC RECORDS** 6515 SUNSET BLVD. SUITE 202 HOLLYWOOD, CALIF. AD#13 (LOOK FOR #14!)  
A DIVISION OF GYRO DISC INTERNATIONAL Wardrobe - Beau Gentry

## Billboard Buyers & Sellers

# CLASSIFIED MART

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

### EMPLOYMENT SECTION

#### SITUATIONS WANTED

One of the best c/w writers in the business seeks publisher and label; willing to work to replace one that won't. Present contract expired. Proof available for sincere parties. Curt Parkerson, 110 West 7th St., Tifton, Ga. 31794.

#### ANNOUNCING a new low rate for SITUATIONS WANTED ADS

to help people in the allied fields of MUSIC, RECORD, COIN, PROMOTION, ENTERTAINMENT

to make the right, best paying connections. THIS IS THE PERFECT MEDIA FOR SELLING YOURSELF TO PROSPECTIVE EMPLOYERS.

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

MAIL COPY AND PAYMENT TO:  
Billboard Classified Mart  
165 W. 46th St.  
New York, N. Y., 10036

#### HELP WANTED

WANTED—ESTABLISHED MUSIC COMPOSER, willing to share expenses, with good connections to collaborate with a 14-year-old girl singer. Jewish, standards, rock & roll songs and writes lyrics in poetry form. Write: Box A-271, The Billboard Publishing Co., 1520 North Gower, Hollywood, Calif. 90028. se19

### DISTRIBUTING SERVICES

#### RECORD DISTRIBUTORS

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

Terr.: All of Texas except El Paso and Amarillo.

Order Your Supply of

### Record Preview

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

**B&K TEXAS**  
2512 IRVING BLVD.  
DALLAS, TEXAS  
(214) ME 7-1920

BILL BURTON

Listed, you will find the labels which we presently distribute: MGM, Verve (Record Preview, Billboard Consumer Magazine).

It's a can't miss sales and profit maker! Check your regular B&K salesman for special prices.

**BIG IN OHIO AND INDIANA—FRANK Darris** sings "Angel Face and Devil Mind," b/w "Ruby Ann." Roy Records #1030. Sound by Copper State Recording, 815 E. Broadway, Tucson, Ariz. National distribution, Brite Star Record Co., Newbury, Ohio. se12

#### WANTED

Any record company with active singles to be aware of a unique marketing service that is available to accurately reflect over-the-counter sales of your records in 24 top markets each week. Report on sales activity delivered on each Thursday Morning reflecting retail sales as of previous Saturday. Cost: Only \$20 per record per week. Contact

#### Record Market Research Agency

A Division of Billboard  
165 West 46th Street  
New York City 10036

### RAYMAR'S MEMORY LANE

We can supply you with 400 of the greatest oldies but goodies. List upon request! Wholesale only! "Largest selection of other hard-to-get records."

100 Assorted New 45 RPM's, \$9.00 per 100  
\$80.00 per 1000 (1 to 2 yrs. old)

WE SPECIALIZE IN CURRENT "TOP 100" 45's AND LONG PLAY WE ALSO BUY INVENTORIES OF THE ABOVE.

RAYMAR SALES CO.  
170-21 Jamaica Avenue  
Jamaica 32, New York  
Olympia 8-4012

### RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

#### RECORD PROMOTION & PUBLICITY

#### NATIONAL RECORD PROMOTION & PUBLICITY CONSULTATION

All questions answered about Recording, Distribution, Printing, Shipping, Music Publishing, etc.

PRESSING  
No job too small

#### DISTRIBUTION ARRANGED



**MORTY WAX PROMOTIONS**  
1650 Broadway  
N.Y., N.Y. 10019  
CI 7-2159

### RECORDING FACILITIES & SUPPLIES

#### LE-BO

#### YOUR #1 SOURCE

for the most complete line of—

- RECORD RACKS
- RECORD ACCESSORIES
- PEGBOARD POCKETS
- BROWSER DIVIDER CARDS

Write for complete details on this fast-selling, profit-making line.

LE-BO Products Co., Inc.  
33-59 Vernon Blvd.  
Long Island City 1, N. Y.

### 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, Alter, RCA)  
Large Sound Studios—Top Technicians, Piano or Organ & Vocal—1 Song, \$13.00; 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 3404, Sta. C Lincoln, Nebraska

### MISCELLANEOUS

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. ch-ny

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 50c per insertion.

#### USE THIS HANDY ORDER FORM

Please insert the following ad for \_\_\_\_\_ consecutive issues.

Heading: \_\_\_\_\_ Size: \_\_\_\_\_

Set regular classified style.  Set boxed classified style.

Amount enclosed \_\_\_\_\_

Copy: \_\_\_\_\_

Company Name \_\_\_\_\_ Authorized by \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State & Zip Code \_\_\_\_\_

PLEASE ENCLOSE YOUR PAYMENT. WE DO NOT BILL FOR CLASSIFIED ADS.

FOR ADDITIONAL INFORMATION AND/OR ASSISTANCE CONTACT: CLASSIFIED ADVERTISING MANAGER, Billboard, 165 West 46th St., New York City 10036.

ADVERTISING RATES INTERNATIONAL EXCHANGE  
Classified: Per line \$1. Minimum 4 lines per insertion.  
DISPLAY: Per inch \$14. Minimum 1 inch.

Above prices are for one insertion in one issue. Cash or check with order. Lower rates for 12, 26, 52 insertions in a one-year period.

FOR FURTHER INFORMATION CONTACT: Peter Heine, International Advertising Director, Billboard, 165 West 46th Street, New York City 10036 or Andre de Vekey, European Director, 15 Manover Square, W. 1, England.



# BULK VENDING news

Announcing  
the first and newest  
**NORTHWESTERN**



Now ready for immediate delivery. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM, the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption. Bulk loading. Other products soon available.

**PARKWAY MACHINE CORP.**

715 Ensor St.  
Baltimore 2, Md.  
EA 7-1021

## Bulk Trade Picks Up Powerful Support in Excise Tax Struggle

By NICK BIRO

CHICAGO—The bulk vending industry has received the support of Rep. Wilbur Mills (D., Ark.), powerful chairman of the House Ways & Means Committee, in its fight to have charms excluded from a 10 per cent federal excise tax.

Don Mitchell, National Vendors Association legal counsel, met with Mills last week and the House committee chairman termed the proposed charm tax "ridiculous."

"They are really scraping the bottom of the barrel," Mitchell quoted Mills with reference to the Internal Revenue Service extending its jewelry tax to cover bulk vending charms.

### No Intent

Mitchell said it was "clear (from his meeting with Mills) that Congress never intended to place an excise tax on trinkets or toys."

Mitchell said Mills told him he would do everything in his power to help the bulk industry obtain a ruling from IRS, ex-

empting charms from the 10 per cent jewelry excise levy.

Mitchell termed his meeting with Mills as "tremendously significant to the bulk vending industry." He said it would "herald eventual victory for NVA in its fight."

### New Legislation

Mitchell told Billboard that NVA was willing to go so far as to introduce new legislation in the next session of Congress to have charms specifically excluded from the jewelry provision.

"Application of the excise tax to charms would eliminate charms from the bulk business," Mitchell said flatly. "It's not even a tax the operators could pass on," he added.

Mitchell termed meetings between NVA and Bernard Fischgrund, chief of the excise tax department of IRS, as "productive."

### To File Brief

NVA will file a brief with IRS Sept. 13. The association hopes for a favorable IRS ruling soon afterward.

Mitchell said Mills had indicated he would communicate with IRS soon to let them know there was no legislative intent to include charms in the original excise tax bill.

NVA's meeting with Mills is a tremendous coup for the association. Mills has long been recognized as one of the leading tax authorities in the country. He is also one of the most respected and correspondingly influential men on Capitol Hill.

### Could Swing Tide

His backing could very easily  
(Continued on page 42)

## Sloop Named For Troll

NEW YORK—Bob Guggenheim, head of Karl Guggenheim, Inc., has named his new 19-foot sloop in honor of the firm's fastest-moving charm item, the Troll. The sloop is "Troll-La-La." The sloop is manned by Guggenheim, his wife, and their two daughters. The Guggenheims completed a Long Island Sound cruise this week.

## Western Vending Group Discusses License Fees

LOS ANGELES—The Western Vending Machine Operators Association met Tuesday night (25) at the Blarney Castle here to discuss levies and licenses.

Past President Leo Weiner conducted the dinner meeting in the absence of President Preston Coombs, who is in Europe on a vacation.

Eugene Zola, Beverly Hills attorney and the association's executive secretary, reported on licenses in Whittier and Buena Park. Whittier, he said, plans no changes this year from its assessment of \$2 per pedestal. Buena Park, he explained, plans to collect no licenses on its charge of \$6 for penny and \$9 for nickel machines this year.

Walter (Bud) Harris, International Vending Company, San Pedro, talked on the problem of poker chips being used in 5-cent machines. Weiner reported that action had been taken in the East and that he was watching the legal action pending.

Robert Stark continued his discussion of two months ago on the Los Angeles action to collect 20 per cent of the tax on gross moneys brought into the city but earned in outlying municipalities. The matter was referred to Zola for study with a report to be made at a meeting in the near future.

Maury Creamer, a new operator, was welcomed to the meeting.

### WAREHOUSE CLEARANCE BALL BUBBLE GUM

120 Count—250 Count  
Assorted Colors  
21c per pound  
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## Northwestern MODEL 60

Try one! You'll quickly agree. It's the outstanding Bulk Vender.

Model 60 dispenses all small products from Spanish peanuts to capsules and Jumbo ball gum.



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## Victor Headquarters for VICTOR L. C. TOPPER

with Chrome-top lid

**\$16**

F.O.B.  
Factory

1c  
Mechanism  
New Large  
capacity for  
1175  
BALLS of  
100-COUNT  
GUM



Call "HUTCH" Today for further information. No matter what your bulk vending requirements might be—he can help you!

A complete stock of machines, merchandise, parts and supplies is always available.

Write for complete list of prices.

**H. B. HUTCHINSON, JR.**

Southeast Warehouse for

Leaf Brand Gums

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Atlanta 7, Ga.

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THE NEW WHIZ BANG POPCORN MACHINE, made by Gold Medal Products, is available in counter and floor models. The 1965 models features increased vending capacity and storage space. It is capable of dispensing 240 servings an hour.

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## MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c ..... \$14.50  
Red  
N.W. Deluxe, 1c or 5c Comb. .... 12.00  
N.W. 10-Col. 1c Tab Gum Mech. .... 18.00  
N.W. Model 233, 1c Porc. Con-  
verted for 100 ct. B.G. .... 5.50  
Atlas 1c & 5c 100 Ct. Ball Gum. .... 12.00  
Mills 1c Tab Gum ..... 12.00  
Acorn 8 lb. Globe ..... 10.50

### MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, ..... \$ .73  
Red  
Pistachio Nuts, Jumbo Queen, ..... .66  
White  
Pistachio Nuts, Large Tulip ..... .71  
Pistachio Nuts, Vendor's Mix ..... .68  
Pistachio Nuts, Sheik, Red ..... .63  
Cashew, Whole ..... .82  
Cashew, Butts ..... .79  
Peanuts, Jumbo ..... .45  
Spanish ..... .32  
Mixed Nuts ..... .57  
Baby Chicks ..... .35  
Rainbow Peanuts ..... .32  
Bridge Mix ..... .34  
Boston Baked Beans ..... .32  
Jelly Beans ..... .32  
Licorice Gems ..... .32  
M & M, 500 ct. .... .48  
Hershey-ets ..... .47

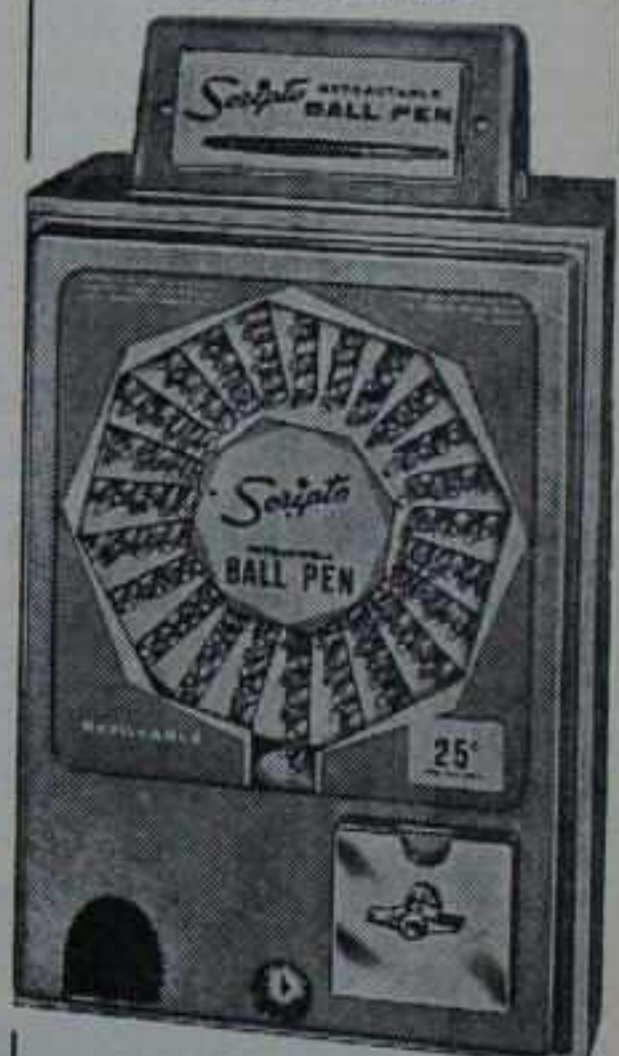
Rain-Bo Gum, 72 ct. .... \$ .32  
Malt-ette, 100 ct., per 100 ..... .35  
Rain-Bo Ball Gum, 140 ct., ..... .32  
170 ct., 210 ct. .... .34  
Rain-Bo Ball Gum, 100 ct. .... .34  
300 lb. minimum prepaid on all  
Rain-Bo Ball Gum  
Adams Gum, all flavors, 100 ct. .... .45  
Wrigley's Gum, all flavors, 100 ct. .... .45  
Beech-Nut, 100 ct. .... .45  
Hershey's Chocolate, 200 ct. .... 1.30  
Minimum order, 25 Boxes, assorted.

Complete line of Parts, Supplies,  
Stands, Globes, Brackets, Charms.  
Everything for the operator.

One-third Deposit, Balance C.O.D.

### IMMEDIATE DELIVERY

## VICTOR SCRIPTO PEN VENDORAMA



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Circular and Prices.

Stamp Folders, Lowest Prices, Write

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1c or 1c & 5c  
Combination

Weights \$10.00 in  
pennies, \$30.00 in  
nickels. Springs  
are precision cali-  
brated. Heavy  
metal base. Glass-  
covered dial pro-  
jects pointer when  
in use.

**\$22.00**

Complete With Sturdy  
Carrying Case  
**ORDER TODAY**

1/3 Dep., Bal. C.O.D., F.O.B. N. Y.  
Distributors, Write for Prices.

MEMBER NATIONAL VENDING  
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## J. SCHOENBACH

Factory Distributor of Bulk and Ball Gum  
Vendors, Merchandise, Parts, Globes,  
Stamp Vendors, Folders, Cigarette and  
Candy Machines, Sanitary Vendors and  
Sanitary Merchandise. EVERYTHING THE  
OPERATOR REQUIRES

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when answering ads . . .  
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Billboard

## Alabama Operators Seek License Fee Reductions

MONTGOMERY, Ala. — A bill to reduce bulk vending machine license fees has been introduced in the Legislature here. The measure (H218) would change the current \$1-per-machine annual levy to a percentage of gross figure.

Operators would be assessed up to 2 per cent of gross sales by the State. The amount to be levied by local governments would be limited to 1 per cent.

Maximum assessment under the proposed law would be 3 per cent of gross sales. Under current regulations, operators pay the annual \$1 per-machine levy plus a wide variety of municipal taxes.

### Help Bulk Ops

Don Mitchell, National Vendors Association legal counsel, said the amendment to the State vending machine ordinance would be a big help to bulk vending operators.

Mitchell credited Max Hurvitch, of Birmingham Vending Company, with work on behalf of the measure.

Mitchell noted that the percentage-of-gross arrangement would permit operators to pass the tax on to the location by having the assessment "taken off the top," before commissions.

### Annual Report

The new levy covers vending machines selling peanuts, food products and merchandise at a penny. Operators would also be required to give an annual report under oath to the State department of revenue.

Also required would be identification of each machine with name, address and/or telephone number of the owner. A series of penalties are provided for non-compliance.

The measure was introduced Aug. 11 and referred to the Ways and Means Committee.

## Oak Sales of Florida Bows New Charms

MIAMI — The Oak Sales Company of Florida this week bowed several new charm series, including World Famous Caricatures.

The WFC series features miniatures of the late President John F. Kennedy, President Lyndon Johnson, Gen. Charles De Gaulle and Premier Nikita Khrushchev, each one holding a symbol associated with his personality.

They may be vended as ball gum-charm mixes or with chains as capsule items.

Norman Allison, head of the firm, said that the Indian Troll series is now being shipped to distributors. Four figures in the series are Sitting Bull Sioux,

Geronimo Apache, Cochise Chircahua and Montezuma Aztec.

This series is available with or without colored feather head ornaments, and, like the WFC series, come with chain attachments for capsule vending.

Oak Sales of Florida's new Troll series features the creatures with either skirts or shorts, with rings for chains.

The Las Vegas mix, with dice, cards and a roulette table, also comes with chain attachments for capsule vending.

All items in the new releases are available with point-of-purchase merchandising material. All items come in assorted colors.

## Trade Gains Support in Tax Fight

• Continued from page 41

swing the jewelry tax battle in favor of the bulk industry.

The federal retail excise tax provision at issue provides: "A 10 per cent tax on the sale, at retail, on all items commonly or commercially known as jewelry whether real or imitation."

Recently the Treasury Department took the position that bulk charms and trinkets were "imitation jewelry" (and subject to the tax) since they could "be worn."

### Treasury Meeting

After meeting with the Treasury Department, Mitchell said he believed "the department sincerely does not desire to tax toys or trinkets."

The actual ruling that NVA would like from IRS is as follows:

"That metal and plastic rings, buttons, fobs and similar items vended in plastic capsules at a price of 26 cents and under, in machines which bear advertising material directed toward children, and which are not purchased for the purpose of beautifying or embellishing the user, are not commonly or commercially known as jewelry, and, therefore, are not jewelry but non-taxable toys for purposes of Federal Retailers Excise Tax."

## Abelson Makes Distributor Tour

NEW YORK—Meyer Abelson, sales representative for the Northwestern Corporation, visited Moe Mandell at Northwestern Sales and Service here last week to celebrate Mandell's sales of his 3,000th Bulk Pack machine.

The unit vends tab gum in bulk style. Capacity is 1,000 individually wrapped packs of Fleer's Double Bubble tab gum.

Abelson left New York this week for Philadelphia, Pittsburgh, Baltimore, Detroit and Chicago where he will visit other Northwestern distributors.

## Guggenheim Set On 1-Cent Items

JAMAICA, N. Y. — Karl Guggenheim, Inc., last week introduced two penny charm items—Dog in the Dog House and Rat in the Cheese.

The former comes in assorted breeds and kennel sizes. Both charms are of the action variety, with the animal able to poke its head in and out of the enclosure.

Free advertising labels come with each order.

## Sam Bergerman Joins Runyon

SPRINGFIELD, N. J.—Sam Bergerman, a graduate of New York University, has been hired as an assistant to Myron Sugerman, head of Runyon Sales' export division.

Sugerman leaves shortly for a two-week trip to the Caribbean, where he will try to develop the firm's business in Puerto Rico and the Bahamas.



NICK SCHIRO, right, of Schiro Vending, recently marked his 20th anniversary in bulk vending in New Orleans. The Titan machine show was an award from Oak Manufacturing Company, Los Angeles, with Herb Goldstein, left, firm's merchandising manager, on hand to present it to Sal Delao. About 50 were entertained on the occasion at a buffet luncheon.

## Schiro Marks 20th Yr. In Bulk Vending Trade

NEW ORLEANS — Nick Schiro marked his 20th year in bulk vending and the operation of his Schiro Vending Company with a buffet luncheon at an Airline Highway motel. More than 50 persons attended.

Door prizes included a Titan machine from Oak Manufac-

turing Company, 1,000 capsules from Sam Eppy, 1,000 capsules from Penny King, and 100 pounds of gum from Leaf.

Awards were made of the Titan to Paul Delao; Eppy, B. B. Amusement Company, Penny King, Louis Gibrant, and Leaf, R. Arbuckle.

## BULK BANTER

### Pacific Patter

Herb Goldstein, merchandising director for Oak Manufacturing Company left Los Angeles Sunday (16) for a two-week business trip through Canada. He will call on Oak distributors in the provinces. . . . Sam Weitzman, president of Oak Manufacturing and Operators Vending Machine Supply Company, and his 10-year-old grandson, Gary Weitzman, are on a fishing trip in Oregon. . . . The many friends of Bob Biro, who succeeded his father, Frank Biro, in the operation of Civic Vend before it was sold to Dave Slikoff, will be glad to learn that he is on his way to getting his real estate brokers license. While he is waiting for the returns from his examination, he is working as a bulk vending machine locater.

Preston Coombs and his wife left Los Angeles Monday (24) for Europe, where they will spend some time on the Riviera.

James Northern is expanding his route and worked during his vacation to build it up. . . . News from Sam Moriwaki is that he is now in Japan on the last lap of his trip around the world. He left Los Angeles several weeks ago for Europe. . . . Marvin Goldstein moved to Anaheim from Brooklyn and is starting a bulk vending route in that area. . . . Don Lawrence and his young daughter were in Los Angeles at Acme Vending from their home base in Fullerton.

West Coast Enterprises, headed by Leo Weiner and Al Crouth, had the misfortune to have one of its route trucks burglarized recently. Weiner, incidentally, is on a kick to quit smoking cigarets. . . . Tomas Garcia was at Acme for supplies for his operation in Tijuana, Baja California, Mexico.

Richard Dunn is a new oper-

ator in the San Gabriel Valley and stocked up with Acorns and merchandise at Operators Vending. . . . Eddie Rosen, manager of Operators Vending, is enjoying his vacation in the San Diego and LaJolla areas. . . . Melvin Sheftel was an Acme customer for his weekly supplies on Monday (24). . . . Lester Fishman was also at Acme, loading up for his operation in the San Fernando Valley. . . . The many friends of Rex Funke of Rex Enterprises will be glad to know that his wife is recuperating from recent surgery. . . . Bill Molezzo was at Acme buying for his new route that he is establishing in the San Joaquin Valley. . . . Ralph Golden is planning a trip to Las Vegas, Nev. . . . Al and Frances Rawls, South Coast Vending, San Diego, report that things are booming in that area in the bulk vending line. They have been too busy to leave the operation and have been ordering supplies by mail from Acme.

Lew E. and Robert Feldman, Acme Vending, took in the opening game of the Los Angeles Dodgers and the San Francisco Giants. They rooted for the Dodgers, who lost 4 to 2 with all the runs being made in the first inning. . . . Aug. 23 was a big day for the Feldmans at Acme. Lew E. and his granddaughter, Lori Elizabeth, observed their birthdays on the same day. Both have the same initials, too, "L. E." Lori was seven.

Wayne Evans was down from Santa Barbara to pick up merchandise at Operators. . . . Larry Goldstein, son of Herb Goldstein, has been working at Operators Vending during the summer vacation. He is leaving soon, however, to spend some time in Palm Springs before reporting for football practice with the Alhambra High varsity.

SAM ABBOTT

BILLBOARD, September 5, 1964

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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.  
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THE TITAN	THE OAK TREE—6
Capacity of 2 Cezes Century Gum (4000 Pieces)	Will Take All Size Acorn Machines
Separate Coin Box	No Need to Disassemble Upper Row of Machines to Service Bottom Machines
Built in Cast Iron Base No Other Stand Needed	Stand Takes Up Only 1 1/2 Square Feet of Floor Space
Coin Control Interchangeable 1c, 5c, 10c, 25c or Foreign Coins	Cast Iron Base Weighs 30 Pounds
Shipping Weight, 45 lbs.	Base Measures 13x16 inches
Height 40" Diameter 15"	Overall Height of Stand Including Machines is 50 inches
Packed One to a Carton	Wheels Mounted on Rear of Base for Easy Moving
\$59.50 F.O.B. Factory	Stand Can Be Assembled and Ready for Use Within 5 Minutes
	Assembly Instructions Packed in Each Carton
	Shipping Weight 45 Pounds

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**MEN WHO READ BUSINESSPAPERS MEAN BUSINESS**

# COIN MACHINE news

## Columbia Steps Up Drive To Boost Operator Sales

• Continued from page 1

cutting into regular album sales.

Columbia is also preparing a programming guide which will consist of stereo product released in both singles and Little LP's, plus the monaural Hall of Fame series.

These programming guides will be distributed exclusively through one-stops.

The label's move into the Little LP and stereo singles market took place a little more than a month ago. Prior to that time, Columbia had been making special product ordered by Seeburg for its distributors, but nothing for its normal distribution channels.

Shortly after Columbia's entry into stereo operator programming, RIC, Canadian-Ameri-

can, Sue and Kapp bowed Little LP's of their own.

The first-named three, like Columbia, distribute product through their own distributors, then to one-stops. Kapp's distribution is directly from the manufacturer to the one-stop.

Initial operator reports have been favorable. As one play for 25 cents of a Little LP is the equivalent of three single plays, the Little LP sections of juke boxes have been contributing a significant proportion of the total take.

One-stops will be the key to Columbia's juke box operator push. The label is preparing floor browsers to accommodate both stereo singles and Little LP's and these browsers will be made available through one-stops.

## Mississippi Operators Hit Hard By State Civil Rights Struggle

By ELTON WHISENHUNT

JACKSON, Miss.—Music and game operators in Mississippi hope things will return to normal on the civil rights front this month after suffering terrific business losses during the "Operation Freedom" movement this summer.

Operators all over the State reported tremendous losses.

John Haley, who has branch operations here, at Canton, population 15,000, and Durant, population 5,500, said it came about this way:

"The white college students who came down from the East and North had things pretty well stirred up. As a result, police in various Mississippi cities, to avoid violence, made location owners close at dark.

"That really cut down our business. It hurt." Operators at Clarksdale, Greenwood and Greenville reported similar curfew and collection losses.

All cities were centers of racial violence and disturbance.

### Unsolved Shooting

At Greenwood a young Negro civil rights worker was shot recently. The case hasn't been solved yet—but police set a curfew on both white and Negro sections.

Dominic Fratesi, partner in Dixie Amusement Company, Greenwood, said, "white people are staying in—they're afraid to walk down the sidewalk." He said some whites had formed a "Pistol and Rifle Club."

Perhaps the worst operator losses were suffered by Mrs. O. H. Rushing, Philadelphia Music Company, Philadelphia. Her husband died three years ago and she has been continuing the route. Philadelphia was the scene of the biggest racial headline story of the summer when two white and one Negro civil rights workers were killed.

## Licensing Required for Tucson Coin Operators

TUCSON, Ariz.—Under terms of a law passed by city council here last week, no person may operate amusement machines, vending machines or juke boxes without a city license.

The ordinance was passed in an attempt to check the battle for control of the coin machine business here. Police say this struggle has been responsible for five bombings during the last nine months.

The ordinance was passed

unanimously, despite a charge by Councilman James L. Kirk that it is "probably one of the most idiotic ordinances I've ever acted on."

All cigaret machines, amusement machines and juke boxes must be individually licensed under terms of the ordinance.

Applicants for operator's licenses must furnish the city with a statement of any and all criminal convictions, except traffic

(Continued on page 46)

## Foerster Feels Simple Games Will Appeal to U. S. Operators

By OMER ANDERSON

NUREMBERG, West Germany — European game producers fault American product on two counts: Too much sophistication for sophistication's sake, and too little variety.

European critics contend that U. S. game development has deadened with the pinball, and that new American games invariably tend to be merely another version of the pinball.

The critics claim that the

U. S. pinball tends to be too much electronical razzmatazz, and that simpler, less sophisticated games are better bets for the operator.

The manufacturer who typifies European complaints against the runaway complexity of U. S. games is Automatenbau Foerster of Fuerth, a Nuremberg suburb.

### Basic Games

Foerster is a prime producer of basic coin games. Foerster games are rugged, basic and geared to the player's competitive instincts. Basically, they pit player against player on the pattern of athletic competition.

Cerebral activity is minimized, and the emphasis is on lighting reflexes. At the same time, the player has far greater control over the outcome than in sophisticated electronic devices.

Foerster's concept has a long and solid following in Europe. Now, it is being tested in the U. S., where Foerster products are being distributed nationally by L. T. Patterson Distributors, a coin machine import-export

firm with Cincinnati headquarters.

### Ratajack Role

Foerster sales are being supervised by E. R. Ratajack, a 20-year veteran in the U. S. coin machine industry. Ratajack enjoys substantial prestige with the European trade as well as that in the U. S., and it is believed here that under his supervision Foerster games sales in the U. S. will constitute a definitive testing of European vs. U. S. theories of game design.

Foerster, which has top reputation in Europe, is offering a full line of basic games accenting the competitive challenge. The Foerster line includes Europa, a soccer game; German Champion-Grand Lux, a top soccer game; Golf Billiards-Grand Lux; Pocket Billiards-Valsonora; Ping Pong, a tennis game, and Europa Ice Hockey.

Foerster has an extensive line of soccer games tailored to the operator's purse and location area. Foerster games as noted, pit player against player with

(Continued on page 46)

## Coin Export Surge Continues

NEW YORK—U. S. exports of coin machines this year continue to run far ahead of 1963 figures. According to a report issued this week by the U. S. Department of Commerce, some 9,122 juke boxes and games valued at \$3,886,397 were shipped out of the country during May. This compares with 6,586 units valued at \$2,922,476 during May 1963.

The increase in juke box shipments was only moderate. The increase in games shipments was

substantial — from 4,206 units valued at \$1,599,978 to 6,475 units valued at \$2,367,294.

France was far and away the biggest buyer of U. S. machines with total purchases of \$817,274. And while French juke box purchases were insignificant (about \$43,000), its amusement machine purchases were staggering — nearly 2,000 units, valued at \$774,151.

West Germany was the major purchaser of new juke boxes—771 units, valued at \$510,539.

As usual, the top five purchasers — France, Belgium, West Germany, United Kingdom and Italy—are all Western European nations.

Used phonograph shipments have fallen off to the point where they are no longer a truly significant portion of the total market. Only 637 used boxes valued at \$181,035 were shipped out.

May's figures again confirm the trend of overseas buyers to concentrate on new U. S. juke equipment.

## Coin Machine Exports

May 1964

Country	New Phonographs		Used Phonographs		Amusement Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value
France	40	39,823	12	\$ 3,300	1,998	\$ 774,151	2,050	\$ 817,274
Belgium	468	342,811	115	32,430	522	253,549	1,105	628,790
W. Germany	771	510,539	7	5,345	244	85,822	1,022	601,706
U. Kingdom	89	75,703	66	20,229	980	416,382	1,135	512,314
Italy	124	66,884	20	18,350	791	260,769	935	346,003
Japan	73	53,045	109	35,573	379	126,730	561	215,348
Canada	103	87,731	—	—	418	63,478	512	151,209
Switzerland	78	71,288	—	—	346	70,905	424	142,193
Denmark	7	6,024	—	—	194	81,824	201	87,848
Venezuela	164	27,699	—	—	89	37,543	253	65,242
Sweden	5	5,064	4	2,856	102	35,875	111	43,795
Norway	—	—	—	—	50	36,948	50	36,948
Australia	11	6,741	10	2,800	48	17,077	69	26,618
Jamaica	13	7,419	57	11,045	—	—	70	18,464
Dom. Rep.	18	10,319	49	8,113	—	—	67	18,432
Other Countries	36	26,978	188	40,994	314	106,241	538	174,213
<b>TOTALS</b>	<b>2,000</b>	<b>\$1,338,068</b>	<b>637</b>	<b>\$181,035</b>	<b>6,475</b>	<b>\$2,367,294</b>	<b>9,122</b>	<b>\$3,886,397</b>

## United Bows Orbit as Companion to Polaris

CHICAGO — United's new shuffle alley, Orbit, is a companion piece to the firm's Polaris long-bowler. Orbit is a follow-up to United's Tiger, but with six ways to play instead of five.

New on Orbit is Advance Score, added on the shuffle alley because of popular demand, just as it was added to the long-bowler, Polaris.

With Advance Score are Flash Bonus, Bonus, Dual Flash, Flash and Regulation. Bill DeSelm, United sales manager, said that tests indicate the game has excellent potential.

Orbit has a redesigned back-glass, modernized cabinet, and the dark walnut-grained sides that made previous models so successful.



ORBIT

Shipments on Orbit were begun by United last week.

# EUROPEAN NEWS BRIEFS

## Emaphone for U.S.

PARIS — France's leading phonograph manufacturer, Marchant, is offering its new Emaphone Compact in the U. S.

Marchant will promote its Emaphone Compact in America as a machine incorporating

French elegance of styling with the French flair for precision production.

Emaphone is distributed in the U. S. by L. T. Patterson Distributors of Cincinnati.

## Scopitone Test

STOCKHOLM — Scopitone, the French cinema juke box, is being location tested in Sweden. Coin machine market experts predict that the film phonograph will succeed on the Swedish market if minimum supplies of high-quality films can be provided on a frequent basis.

## Rally Twist

NICE—France's major games producer, Etablissements Rally S.A., is entering into direct competition with U. S. pinball producers, who previously have had

the European market virtually to themselves.

Rally is producing a U. S.-format pinball, Twist, which the manufacturer claims matches U. S. equipment in technical sophistication and appeal.

Appropriately, Twist has a can-can theme, and the game is being promoted as a "flipper (pinball) with Parisian gaiety." Rally's venture into pinball production is at variance with the decision of most other European games manufacturers to stick to simple, rugged games emphasizing competitive rather than technological appeal.

## French Trade Fairs

LILLE, France—The proliferation of regional trade fairs throughout Europe is creating a new market for the display and sale of coin-operated equipment.

The annual trade fair in this Northern French steelmaking center is a case in point. Preparations are already under way for the 1965 Lille spring fair, which, according to present planning, will attract about 4,000 exhibitors from all over Europe representing four-score different industries.

European coin machine manufacturers have been exhibiting on a trial basis, and their success has been on a scale encouraging nearly all of them to expand their exhibits for the 1965 fair.

Phonograph and games manufacturers in particular have been surprised at the interest aroused by their products. They find that their products compete well for attention with variegated industrial products on display.

## Artist Royalties Out

ZURICH—The Swiss courts have thrown out efforts by the Organization of Swiss Performing Artists to collect royalties from phonograph operators.

The performing artists have been pressing a campaign to share in disk royalties paid the performing rights societies, and they have had the nominal support of the performing rights societies.

The Swiss courts have ruled, however, that royalties paid the performing rights societies constitute payment in full, and that it is up to the copyright societies to share their royalties with the artists.

## Losers in Election Bids

LITTLE ROCK — Veteran operator Robert Kirspel, president of Kirspel Music Company, lost in his bid to become mayor of North Little Rock in last week's election.

Kirspel, a city alderman and police commissioner, still has two more years on his present four-year term.

William S. Cheek, owner of Ace Music Company, West Memphis, Ark., a candidate for sheriff of Crittenden County, also lost. The county political organization's candidate, Marion Thomas, was elected.

But both Kirspel and Cheek said they were not too disappointed because they had their coin machine business to go back to.

## Arthur Silbert Weds

LOS ANGELES—Arthur F. Silbert, director and vice-president of the Standard Financial Corporation, and Roberta Lubell, ballerina with the New York City Ballet Company, were married Monday (17) aboard the S.S. Lurline en route for Hawaii. SFC specializes in financing coin machine distributors and operators.



GEORGE HINCKER, ROCK-OLA ADVERTISING MANAGER, "buys" a drink for Dan G. Pavis, manager of the plush O'Hare Inn, Chicago, and Frank Doyle, head of Rock-Ola's vending division. Occasion was the installation of the Rock-Ola can-drink machine in O'Hare by Maywood, Ill., operator Sam Guildo. Doyle noted that quite a few operators around the country are replacing cup and bottle machines with can machines, especially in such locations as pools, beaches and the like, where breakage or paper waste is a problem.

## Photography Pays Off For Denver Operator

DENVER — Photography is more than a hobby—it's part of everyday operations for Charles Cousins, Denver game and phonograph operator.

Cousins, who has been shooting pictures most of his life, carries Rolleiflex and Polaroid cameras with him on every location tour. As soon as he places a new game, he takes two or three photographs of it, until he gets one of professional quality. He makes up extra prints of each shot, giving some to the location owner and filing the original away with details about the spot.

Then, along with the goodwill which the gift picture brings, the 8-by-10 print on file is handy for many purposes. When a location owner calls and reports troubles with a game, a quick look at the picture helps Cousins, and guides him to the problem. A study of photographs will often show that a machine would do better relocated in the building at another point.

And, of course, whenever he must locate a machine, he makes a quick flip through the pictures.

Also, the photographs are excellent in location building. Cousins carries many photo-

graphs with him on all sales calls, and can usually come up with a picture, showing a location familiar to the prospective customer. Being able to recognize a bowler, for example, in a competitor's spot, helps to get down to brass tacks much more rapidly, Cousins has learned.

Not infrequently the veteran Denver operator has placed a game right off the location to a prospect merely by getting out the photograph and displaying it, saving him the trouble of going to the actual spot of the machine. Cousins has found that most of his prospects take his word on the operating condition of a machine and accept it from the photograph.

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## Two Philly Operators Die

PHILADELPHIA — Death claimed two veteran members of the coin machine industry here last week. Abraham Speier, 92, head of the old Speier Amusement Company, died Thursday (20) in Einstein Medical Center. Despite his retirement, he maintained membership in the Association of Amusement Dealers. A daughter, a sister, two grandchildren and six great-grandchildren survive. Burial was the next day in Adath Jeshruh Cemetery here.

Andrew Hemmert, 61, owner of Andy's Vending Machine Company, died Saturday (22) at Philadelphia General Hospital. He established his operation in 1956. Surviving are his wife, Mildred; three sons; two daughters; two brothers, and nine grandchildren. Burial was Wednesday (26) at Greenwood Cemetery here.

## ALL MACHINES READY FOR LOCATION

Bally Deluxe Jumbo ... \$ 95  
Bally Bank Ball ... 195  
Bally Spinner ... 55  
Gottlieb Gaucho ... 395  
Wms. Titan Gun ... 165  
Wms. Hercules Gun ... 125  
AMI H200 Hideaway ... 145  
Seeburg V200 ... 125  
Seeburg R ... 235  
Seeburg C ... 95  
Rock-Ola 1454 ... 195

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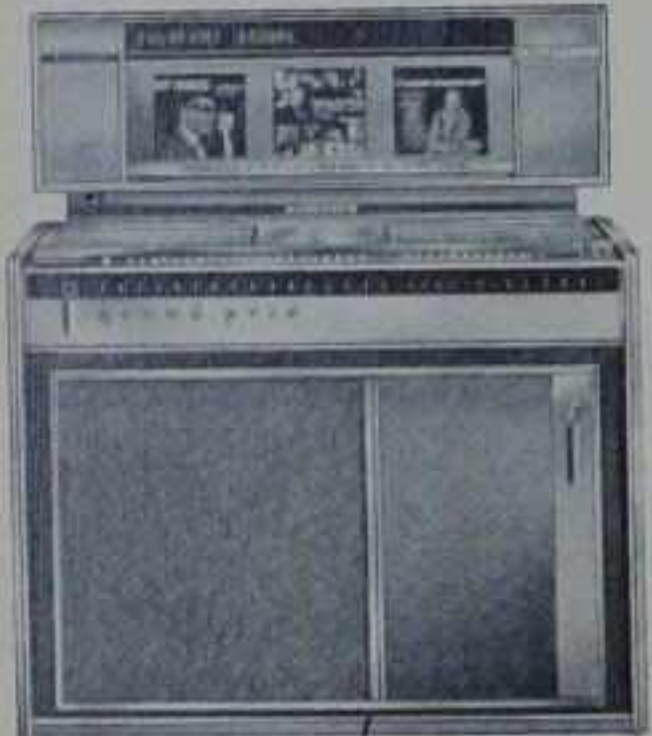
## FLIPPER PIN GAMES—SHOPPED

Arrowhead, new	\$395	Continental	\$125	Nags	\$150
Auto Race	95	Double Action	195	Oklahoma	325
Around the World	175	Eltora	375	Queen of Diamonds	150
Atlas	175	Flag Ship	125	Race Time	175
Brite Star	150	Fashion Show	350	Royal Flush	125
Bo-Bo	175	Flipper Clown	250	Rocket Ship	125
Coral	250	Flying Chariot	475	Rocket	125
Circus Wagon	150	Gauche	395	Seven Seas	225
Coquette	275	Gigi	295	Score Board	125
Colorama	325	Golden Gloves	150	Spot a Card	175
		Hay Burner	100	Space Ship	225
		Hi Diver	150	Star Jet	375
		Highway	145	Swing Time	325
		Kismet	195	Ten Spot	125
		Life a Card	225	Texan	250
		Lightning Ball	150	Tropic Isle	275
		Miss Annabelle	150	Universe	150
		Melody Lane	245	World Beauty	175
		Mademoiselle	225	Target Gallery	195



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TIP-TOP	425
CLASSIC	465
SABRE	620

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L-1010A, Ice	\$1195
L-1000	595
147 ALL PURPOSE	725
137 HOT FOOD	325
77 CANDY	195
20-700 CIG.	225
86 CIG., 14 Col.	150
04 CANDY, 8 Col.	125
145 SANDWICH	150

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Recent  
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for Music Operators

■ **SEEBURG LITTLE LP's**

**Pop Vocal (Female)**

NANCY WILSON—"Today, Tomorrow, Forever" .....Capitol  
Unchain My Heart—Go Away, Little Boy—Wives and Lovers—I Left My Heart in San Francisco—The Good Life—One Note Samba—What Kind of Fool Am I?—I Can't Stop Loving You—Call Me Irresponsible—Our Day Will Come—On Broadway—Tonight May Have To Last Me All My Life

**International (Italian)**

EDOARDO VIANELLO—"Io Sono Edoardo Vianello" .....RCA Italiana  
Abbronzatissima—Ti Amo Perche—Il Capello—Guardo Come Dondolo—Ti Ho Conosciuta—Il Cicerone

■ **SEEBURG ARTIST OF THE WEEK**

FRANK SINATRA—"Days of Wine and Roses, Moon River and Other Academy Award Winners" .....Reprise  
Days of Wine and Roses—Moon River—The Way You Look Tonight—Three Coins in the Fountain—In the Cool, Cool, Cool of the Evening—Secret Love—Swingin' on a Star—It Might as Well Be Spring—The Continental—All the Way

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. 46th Street, New York, N. Y. 10036.

## Portland Operator Asks State Pinball Regulation

PORTLAND, Ore. — Stanley Terry, local operator, this week said that Oregon should either begin taxing and regulating coin-operated gaming devices or get out of the gambling business altogether by banning pari-mutuel betting on horse racing and dog racing.

Pinball machines, either for amusement or payoffs, are illegal in Multnomah County. Under State law, they are illegal only when payoffs are made.

Terry's statement was in response to a charge by Multnomah County District Attorney George Van Hoomissen that illegally operated pinball machines are taking in \$1,000,000 a year in the county.

He added that Portland police had seized 571 gaming devices worth an estimated \$300,000 from Terry's warehouse.

Van Hoomissen rapped the Oregon Legislature for failing to pass a bill which would have outlawed all pinball machines in the State.

## Miss. Operator Has Fire Loss

BONNEVILLE, Miss.—Verno Vandervander, owner of Red's Music Company, lost three expensive pieces of equipment last week when a grease fire got out of control at Booneville Drive-In and burned the building to the ground.

Vandervander's total loss was about \$2,800. He did not have insurance to cover it because insurance on coin machines at most locations is so high as to be prohibitive.

Vandervander lost a \$1,500 LP phonograph, a \$500 cigaret machine and a \$500 pin game, all fairly new. In addition, there was about \$300 worth of cigarets (retail value) in the cigaret machine.

## RECOVER MACH. THE HARD WAY

CONCORD, N. H.—A police sergeant and three patrolmen have recovered a cigaret machine stolen from the Dairy Queen Bar a year ago, in the Merrimack River here. Police Chief Walter Carlson said it was not customary to assign four policemen to recover such an article in the river, but the blue-coats made their find when they entered the river to brush up on a skin-diving course.



NEW YORK WINDOW SHOPPERS were able to see the Scopitone at Stern's Department Store. The French-made cinema juke box was surrounded by manikins modeling the new Discotheque styles. The machines are operated here by Al Miniacci's Paramount Music.

## VERMONT OPERATORS GET CHANCE TO WIN PRIZES

MONTPELIER, Vt. — Coin machine operators in the area never had it so good! A chance to win prizes!

The Montpelier National Bank set up a special booth in front of the bank and offered a \$25 savings bond to the person turning in the most coins to relieve an acute shortage of pennies, nickels and dimes in this section.

There was a carnival atmosphere around the coin booth, with a music store across the street providing gay music. Children in the crowd were

given colored balloons, rain hats were distributed among the women, and there were plastic bottle caps for men.

Clifford Caswell, a regular member of the bank staff, manned the coin booth, where one collection of coins amounting to \$180 was turned in. There were other collections of more than \$100, it was reported.

The slogans which adorned the sidewalk counter booth read "Preserve Your Pickles, Not Your Nickels" and "Don't Be Hoarders, Give Your Quarters."

## Colorado Resort Offers Year-Round Locations

ASPEN, Colo. — What was formerly an exclusive winter market for phonographs, vending machines and amusement machines has suddenly become one of the best year-round markets in Colorado, according to Colorado's mountain operators.

The airline service from Denver now eliminates a 220-mile, six-hour drive. Aspen not only attracts more than 100,000 skiers during the winter, but

during the summer it offers a music festival which draws more than 20,000.

Operators who have topnotch locations in the Aspen area include Howard Hold, Buena Vista; Don Thorpe, and Bill Foster, Grand Junction, and Mike DeWitt, Montrose. Although the year-round population of Aspen is only 1,100 during the summer, it supports more than 75 juke box locations, some 250 vending locations and more than 150 cigaret machines.

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Superior 1-4600

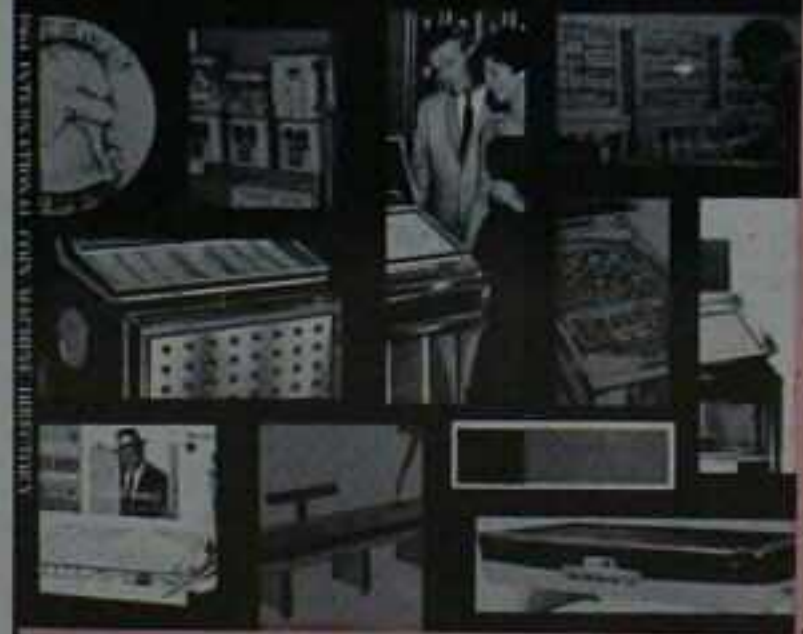


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## Kaye Cites Advance of Little LP Programming

NEW YORK—Little LP programming is solidly entrenched in the New York area, according to Murray Kaye, sales manager for the Atlantic-New York Corporation here.

Kaye said the Seeburg distributor is continuing with its LP trade-in policy established more than a year ago. He added that new boxes are going out with 40 Little LP sides in most cases, and the earlier console models average 20 LP sides.

With the increased availability of Little LP product in 33 stereo, Kaye feels the juke box operator can offer balanced programming and still lean heavily on stereo.

Kaye feels that the need for

two speeds in the music machine industry will become far less important in the next couple of years, and that eventually the industry will have one speed—33 r.p.m.

Meanwhile Kaye said that the increased emphasis on 33 stereo product on the part of the record companies is going a long way toward solving the operators' programming problems.

## MOA Signs First 1-Stop

CHICAGO—Music Operators of America's campaign to get one-stop support for its convention is off to a good start. Fred Granger, MOA managing director, announced last week that World Record Distributors here had agreed to exhibit, and MOA had received a number of encouraging replies from other one-stops.

Granger said he expected to have an "excellent representation" of one-stop owners by convention time. The big MOA conclave is slated for the Sherman House here Oct. 15-17. In addition to one-stops, MOA is having its strongest response in years from record companies, coin machine manufacturers and sundry suppliers. Granger also predicted that last year's attendance figure of 850 would be doubled.

## Licensing Required

• Continued from page 43

violations, and must submit fingerprints.

No firm shall be licensed if any partner, owner or local manager has been convicted of "any felony or offense against the decency and morals of the community within a five-year period immediately preceding the filing of an application."

Kirk held the law was "unenforceable and will be easily circumvented."

Councilman M. James Southard disagreed, expressing confidence that city police and the license division will strictly enforce the new ordinance.

Before the ordinance passed, S. Leonard Scheff, attorney representing Automatic Canteen Company, failed in a bid to have it amended so that the ordinance would expire in one year.

## G. F. Whaley To Wometco

MIAMI—Gerald F. Whaley, former manager of information services for the National Automatic Merchandising Association, has been named director of public affairs for Wometco Enterprises here.

Wometco, which operates full-line vending routes in the South, the Panama Canal Zone, the Republic of Panama and the Bahamas, also operates theaters, TV stations and Coca-Cola bottling works.

## Foerster Says Simple Games Have Appeal

• Continued from page 43

a minimum of machinery acting as a buffer between the contestants.

### New Ideas

The Foerster management long has felt as does Ratajack that European manufacturers can furnish new ideas in the game field, and that the failure heretofore of European equipment to penetrate the American market has little to do with U. S. preference for European product.

European manufacturers with wide knowledge of the U. S. market have criticized European selling methods rather than product for the dismal showing their products have had in the U. S.

Ratajack has promised Foerster to institute the American merchandising of the Nuremberg firm's product line, appointing distributors to handle this equipment around the U. S. All sales of Foerster equipment will be through the conventional manufacturer-to-distributor-to-operator channels.

## Ditchburn Forms Firm to Handle B'ground Music

LONDON — The Ditchburn Organization, a major music machine distributor and operator, has formed Ditchburn Clairtone to distribute the products of Toronto's Clairtone Sound Corporation in the United Kingdom and Europe.

Ditchburn is reportedly investing \$280,000 to develop the phonograph and background music market with Clairtone products.

## Little LP Product Direct to 1-Stops

NEW YORK—Kapp Records' distribution policy on little LP's will be directly to one-stops, according to Macey Lipman, sales executive.

Last week the label released its first series of little LP's, 10 seven-inch stereo disks.

## EXHIBIT SPACE TIGHT AT MOA

CHICAGO — All but nine booths at the annual Music Operators of America convention, to be held here October 14-16, have been sold out, according to Fred Granger, MOA managing director. Granger said that the original space had been sold out some time ago, but that MOA had increased its space allotment from the Sherman House a few weeks ago.

## COINMEN IN THE NEWS

### Boston Briefs

It's off to Europe for Haverhill, Mass., operator Tom Libbey and his wife. They'll take the S.S. Atlantic cruise for a month to Mediterranean ports and visit Spain, Portugal, North Africa and way stations. . . . Bill Schwartz, W. S. Distributing Company, has streamlined his showroom and has added some new lines. As well as having the New England franchise for Seeburg, he has added Williams games, the Williamsburg novelty vending line and Take-A-Pak. He has placed the latter line in 25 metropolitan area motels in the past month.

Martin Oliver, Portland, Me., was in town looking over new juke boxes. . . . Bob Jones, Redd Distributing Company, reports from Cape Cod that operators are doing badly because of the cold, rainy season. Redd salesman Bill Sweeney is off to spend his vacation in his home state of West Virginia. . . . Revere Beach operators say the cold and rain has made this one of the worst seasons on record. They depend on one-day trippers.

Fast-working thieves stole and looted a truck loaded with cigarettes and candy belonging to Ben Ross, Graben Vending Company, Mattapan, while the truck was parked in the seaside town of Hull. Two men were seen transferring 90 cartons of cigarettes, 10 cartons of candy and took \$200 in change. The truck was recovered within 20 minutes. . . . Dave Baker, Melotone Vending Company, Somerville, is taking advantage of the long evenings to enjoy his new home in Canton and indulge in schooling his horses, some of which he bred himself. . . . Dave Gropman, Needham operator, is doing well with his new Rack & Cue Billiard Lounge in Norwood. He bought one in Belmont which did so well he opened another in Norwood.

CAMERON DEWAR

### Los Angeles Angles

Clayton Ballard, manager of the Wurlitzer branch office, left Los Angeles Wednesday (26) for a trip east. . . . Ken Siler, Wurlitzer salesman working out of the Los Angeles branch, has returned from his annual vacation. . . . Carolyn Prescott and Carol Lince are the new secretaries at the Los Angeles R. F. Jones Company. . . . Bill Gray of vending sales at R. F. Jones in Los Angeles, and his wife, Benida, and son, B. J., have switched their travel plans and will spend their vacation in the Hawaiian Islands. . . . Reports from the R. F. Jones Company say that the Gottlieb Bowling Queen is selling well and the staff is awaiting the arrival of the new Sea Shore. . . . Johnny Hotz, service engineer for R. F. Jones, is back on the job in Los Angeles following his vacation, part of which was spent in Santa Barbara and the remainder at home. . . . Don Edwards, also of R. F. Jones, and his wife, Bert, have returned from her hometown, Provo, Utah.

Veteran music operator Bill Kelly, Kelly Music Company, Los Angeles, is reported planning to retire after more than 20 years. The business will be handled by Joe Yrita. . . . News from the San Francisco R. F. Jones Company office is that Billy Erskine, of the sales force, continues to improve from a recent illness. . . . Henrietta Godinez, assistant to Jack Rolling, vice-president and controller, is spending her vacation in Long

Beach. . . . Carl Lawson with his wife, Marie, are in Salt Lake City on vacation. . . . Mel Seimens and wife are spending their vacations in the Lake Tahoe region. He is in charge of background music in the San Francisco Jones office.

Norm West, vice-president and Jones general manager, is at the World's Fair. . . . Mrs. R. F. Jones and daughter, Sally, are in the East and will attend the New York World's Fair before returning to San Francisco. . . . Jack Harper, Rowe Manufacturing Company president, was in Los Angeles Tuesday (25) and visited with Chuck Klein, the branch manager. . . . John Malone, who heads background music in the Los Angeles office for the Jones Company, will soon return to his desk following his vacation.

Dennis Wilkes, son of Ed Wilkes, assistant manager of the Jones Los Angeles branch, is visiting in the family home in Long Beach during his 30-day leave from the Air Force. He is stationed at Andrews Air Force base in Washington.

Jack Leonard was busy last week making up a special parts bulletin for customers of Advance Automatic Sales. Leonard gets out a bulletin once a month and this one will be for September. . . . Sonny Lomborg, Advance Automatic sales force, is back from a business trip to the San Diego area. . . . Bob Portale, Advance, plans to move his family to Los Angeles from Stockton before school opens.

News at Advance is the Williams two-player minnie golf game is going strong as are Chicago Coin's new Majestic and De Ville. . . . Jim Wilkins Jr., 17-year-old son of Jimmy Wilkins at Paul A. Laymon, Inc., has been working for the firm during vacation. He will leave soon to return to school in La-Habra, where he is also a bass drummer with the school's Highlanders Bagpipe band.

SAM ABBOTT

## LIBERATORE HAS A GOOD EXCUSE

FREEMPORT, N. Y. — Don Liberatore, B&B Sales here, will miss the annual outing of the Music Operators of New York this year due to a previous engagement. He will marry Jean LaStella Sept. 27 the Sunday of the outing.

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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

#### IN THE NAME OF LOVE

Peggy Lee. Capitol T 2096 (M); ST 2096 (S)

Miss Lee is at her bewitching best in this album. The tunes take the bluesy and soft path and there's the up-tempo sets, too. The arrangements are first rate with the big band sound surrounding Peggy's velvety vocalizing. Great listening! Tunes included are "The Boy From Ipanema," "After You've Gone," "There'll Be Some Changes Made." Great listening! Oh, I said that already—but it's worth repeating.



### POP SPOTLIGHT

#### BEHOLD A PALE HORSE

Soundtrack. Colpix CP 519 (M); SCP 519 (S)

This motion picture will play to a healthy box office all across the country. Peck, Quinn and Sharif, plus a dramatic and off-times exciting story, will wow the moviegoer. The result... behold the original soundtrack LP sales.

### POP SPOTLIGHT

#### MAKE WAY FOR DIONNE WARWICK

Scepter LP 523 (M)

Miss Warwick's name is certainly no stranger to record buyers. "Walk On By" (represented herein) was a top seller and her rendition of "A House Is Not a Home" is currently climbing the singles chart. Dionne is certainly an appealing singer. Her whispery delivery adds a personal intimacy to all she sings. Not a better, Dionne still projects plenty of feeling on such pop favorites as "Wishin' and Hopin'" and "People," to name just a couple.



### POP SPOTLIGHT

#### TURNING IT ON!

The Gaslight Singers. Mercury MG 20923 (M); SR 60923 (S)

A very exciting and talented pop folk group. They approach the music with a genuine sincerity and warmth. A fine sensitivity is displayed on the message songs and a robustness with the rousers. Selections include "That Old-Time Religion," "When I First Came to This Land," "They Call the Wind Maria."

### POP SPOTLIGHT

#### MORE GOLDEN HITS OF THE FOUR SEASONS

Vee Jay VJLP 1088 (M)

Little can be said about the commercial appeal of this group which has not failed to have a single represented on the chart in quite some time. Their vast following should be delighted with this package of seasonal hits including "Stay," "Silhouettes," "Why Do Fools Fall in Love," "Alone."



### POP SPOTLIGHT

#### OKLAHOMA!

John Raitt & Florence Henderson. Columbia OL 8010 (M); OS 2610 (S)

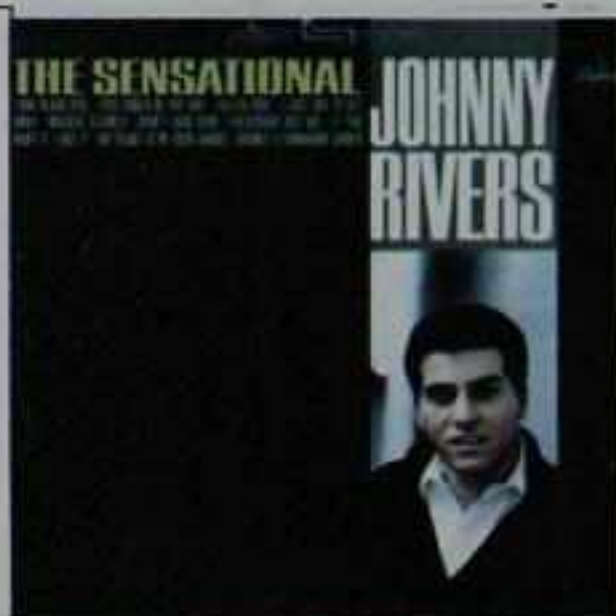
Oh what a beautiful recreation of a Broadway musical classic this is. The Rodgers & Hammerstein score is a wonder, and John Raitt, Florence Henderson prove all its points under the able direction of Franz Allers.

### POP SPOTLIGHT

#### THE SENSATIONAL JOHNNY RIVERS

Capitol T 2161 (M); ST 2161 (S)

The newest rage from this side of the Atlantic to hit the music world is Johnny Rivers. His hit single "Memphis" catapulted him to national fame. His style is permeated with country and blues which sets him apart from the rest of the rock singers from the States and the English sound. Johnny sings never-before-released tunes and performs them in a manner that should prove exciting to his rapidly growing number of fans.



### POP SPOTLIGHT

#### THE EXCITING VOICE OF SERGIO FRANCHI

RCA Victor LPM 2943 (M); LSP 2943 (S)

Already established as a Red Seal artist on RCA Victor, Sergio Franchi now wraps up the pop market with an enhancing roundup of songs that cover a wide romantic range. Occasionally, he inserts some of his native Italian into the lyrics and that's quite effective, too.

### POP SPOTLIGHT

#### MY FAIR LADY

Nat King Cole. Capitol W 2117 (M); SW 2117 (S)

The motion picture version of the hit play has given rebirth to several outstanding albums of "My Fair Lady Music." This may certainly be considered one. The commercial coupling of Nat King Cole with the Lerner & Lowe score couldn't hold more sales promise. Cole gives the well-known tunes a fresh and vibrant treatment that adds up to top listening enjoyment. Excellent in stereo.



### POP SPOTLIGHT

#### JOIN ROLF HARRIS SINGING THE COURT OF KING CARACTACUS AND OTHER FUN SONGS

Epic LN 24110 (M); BN 26110 (S)

Rolf Harris introduces Australian folk songs with irreverent comment and sings them in a slightly zany style. He handled the mildly bawdy "Gospert Nancy" and the classic "Waltzing Matilda" with style and taste. Most of the material is based on the Australian outback with a healthy sprinkling of English mariner songs.

### POP SPOTLIGHT

#### HOW GLAD I AM

Nancy Wilson. Capitol T 2155 (M); ST 2155 (S)

Nancy Wilson is just too much! She is currently represented on the singles chart with her hit "How Glad I Am." Perhaps one of the most talented up and coming vocalists on the music scene today, Nancy offers fresh and grabbing renditions of some mighty fine songs such as "People," "The Boy From Ipanema," "West Coast Blues," "Don't Rain on My Parade." She projects a blues-oriented on most of the performances that ably displays the gal's interpretative sensitivity and feeling.

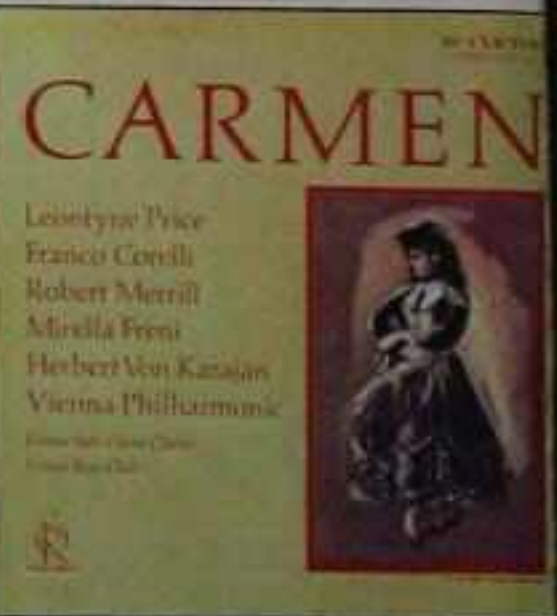


### POP SPOTLIGHT

#### NOTHING BUT THE BEST

Soundtrack. Colpix CP 477 (M); SCP 477 (S)

The critical raves of the motion picture will help this LP's sales. The songs have been carefully written and display avant-garde influence. "Rocking Rocker" and "John Peel" are wild and zingy.



### CLASSICAL SPOTLIGHT

#### BIZET: CARMEN (3-12")

Various Artists. RCA Victor LD 6164 (M); LDS 6164 (S)

This is from RCA Victor's Soria Series, a package that will prove a sheer delight for classical music collectors. The cast is outstanding with Leontyne Price, Franco Corelli, Robert Merrill and Mirella Freni. Von Karajan and the Vienna Philharmonic supported by the Vienna State Opera chorus and Vienna Boys Choir back the cast. Included is a 68-page Soria Series book containing the Libretto, colorful illustrations printed in Italy plus information on cast, etc.

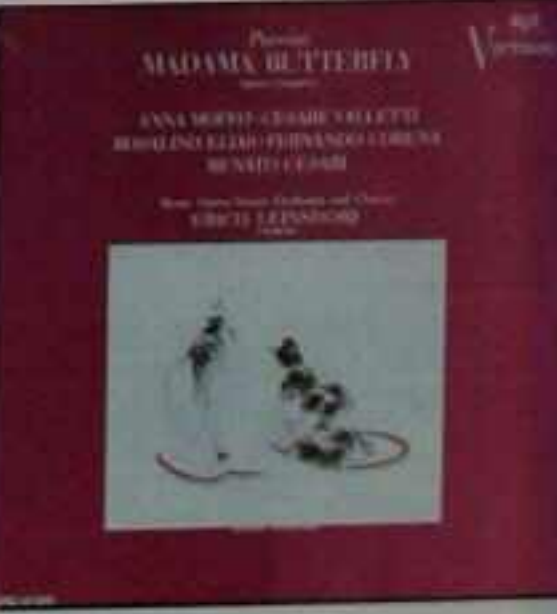


### CLASSICAL SPOTLIGHT

#### BEETHOVEN: "EMPEROR" CONCERTO

Artur Rubinstein; Boston Symphony Orchestra (Leinsdorf). RCA Victor LM 2733 (M); LSC 2733 (S)

Rubinstein, Leinsdorf and Beethoven—an unbeatable combination at the record counter. The "Emperor" has been frequently recorded by the greats of classical music. However, the combination of R & L and the Boston Symphony Orchestra should be enough to sell many more "Emperor" albums.



### LOW PRICE CLASSICAL SPOTLIGHT

#### PUCCINI: MADAMA BUTTERFLY (3-12")

Various Artists. RCA Victor VIC 6100 (M); VICS 6100 (S)

Plenty of commercial appeal in this package. The opera is complete (and its popularity still ranks as high as ever); the excellent cast is headed by the superb and highly noted Anna Moffo. Another important musical figure, Eric Leinsdorf, conducts the Rome Opera House Orchestra and Chorus.