

# Billboard

The International Music-Record Newsweekly

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

## 4-in-1 Single to Be Bowed by Capitol

By ELIOT TIEGEL

HOLLYWOOD—Capitol has developed a space age, super single concept which debuts later this month. Tagged the "4-By" series, the new product is four singles by one artist, principally in the teen-age field, which will be merchandised and sold as a single, not an EP.

The new product line will be launched with "4-By the Beach Boys," according to Brown Meggs, Capitol's merchandising-advertising vice-president. The new product will be "complimentary to singles and albums by the artists," explained Meggs, and will not be competitive with any of a performer's current hot single product.

The Beach Boys packet includes "Little Honda," "Wendy," "Hushabye" and "Don't Back Down," all culled from their current "All Summer Long" LP. "Honda," which is the emphasized lead track, has never been

released in 45-r.p.m. form before.

The series will be restricted to acts with immediate market success, with no set release pattern. The four singles will be offered in a soft paper color sleeve, to get away from the hard cardboard EP concept, which, generally speaking, has not been that successful for the industry. EP's will continue to be released when necessary and sold as albums. In fact, a recent EP package, "Four by the Beatles," which sold like a single, prompted Capitol to develop the "4-By" series, Meggs said.

Designed to look and sell like a single, the "4-By" package will be offered to dealers at the regular 38 per cent singles discount price of 80 cents. The suggested manufacturer's list price is \$1.29.

Meggs said stock would be ready by Sept. 21. He anticipated no airplay problems since promotion men will emphasize the packet's top track similar to the way they emphasize a single release.

## 6 Top Companies Slate Broadway Cast Albums

By MIKE GROSS

NEW YORK — Original cast albums of theater works will get its widest record company spread in many years during this coming season. Six topline companies are already set with projects during the 1964-1965 season, which is quite an enlargement of a pattern that was previously monopolized by two or three companies during one theater season.

In the battle for theater properties, Capitol Records, so far,

is pacing the field as far as financial backing goes. Capitol has already invested close to \$400,000 in two shows, "Golden Boy" and "Ben Franklin in Paris." Columbia has an estimated \$50,000 investment in "Kelly" and is reported to have some financial backing in "Bajour." MGM Records, through its parent company MGM Pictures, which put up a little more than \$200,000 in "Baker Street," will do the original cast album of the show, its first since "She Loves Me" of two seasons back.

Even Mercury Records is getting into the financing act with an estimated \$45,000 investment in the off-Broadway musical, "Gogo Loves You."

### "Fiddler" Album Set

RCA Victor, which will open the original Broadway cast al-

*(Continued on page 16)*

## Festival Inks Pacts With Four Companies

SYDNEY — Festival Records have signed long-term contracts for rights to manufacture and distribute Dot and King Records from the U. S. and Ember and Island Records from Britain.

Frederick C. Marks, Festi-

val's executive director, recently returned from a world tour. He visited the U. S. and attended the ARMADA Convention in Miami Beach, and stopped in England, Japan, Hong Kong and Manila. While in the U. S., contracts were signed with Dot's President, Randy Wood, and Jim Baley, vice-president.

The Dot Line will be released in Australia under the Dot logo. A general distributor convention is being held in Sydney later this month, and key personnel will be told of merchandising plans underway to launch Dot here officially Sept. 17.

The King contract will permit Australian release of product as soon as masters can be made available.

The English Ember label did well here with "Fool Britannia" and "Yesterday's Gone," with Festival, which led to the exclusive rights contract. Marks

*(Continued on page 16)*

## CBS Label to Buy Oriole

LONDON — Columbia Records International division will expand its overseas affiliations with the purchase of the Oriole Company in Great Britain. An announcement of the completion of the deal is expected to be made soon.

It's also understood that Morris Levy (no relation to the

*(Continued on page 16)*

## Seeburg Acquires United

By AARON STERNFIELD

CHICAGO—Seeburg's acquisition program, which was launched six years ago with the purchase of the Bert Mills coffee machine, reached a crescendo this week with the announcement that the firm had bought the amusement machine assets of the United Manufacturing Company, one of the nation's leading game producers.

Seeburg, already the most diversified firm in the coin machine field, this year has acquired two of the nation's top amusement machine manufacturers. The Williams Electronic Manufacturing Corporation, leading maker of pinball and novelty machines, was purchased earlier this year.

The United acquisition involves the company's game assets only. Included in the purchase are the United inventory of finished product, patents and patent applications, equipment, machinery, dies, tools, jigs and fixtures which relate to United's amusement machine business.

*(Continued on page 38)*



LESLEY GORE, Mercury Records' 18-year-old singing star, is already a veteran of Billboard's Top 100 Chart with her sixth successive hit single, "Maybe I Know." Lesley will combine college with her skyrocketing career when she enters Sarah Lawrence College this month as a freshman. (Advertisement)

## Col.-SG Ups Don Kirshner

NEW YORK—Don Kirshner has been given the new post of president of the music division of Columbia Pictures - Screen Gems. It's a new position at the company and is a move-up for Kirshner who had been executive vice-president in charge of the firm's music division. The division encompassed the music publishing as well as the recording divisions, for the past 15 months when Columbia Pictures acquired the assets of Aldon Music-Dimension Records in a multimillion-dollar deal with Kirshner and Al Nevins who were partners in the firms.

Kirshner came with the package in a five-year deal. Nevins, in the meantime, retired. The new contract as president of the music division will run for seven years. It's been known for the

*(Continued on page 16)*

## Mills Co. Sale a Forerunner

NEW YORK—Spinoffs and diversification may well become the new Tin Pan Alley phrase as a result of the purchase of Mills Music by Utilities & Industries Corporation. The deal, which was reported exclusively in Billboard Aug. 29 and was made official last week in a 12-page tract from U&I, marks a major step into the music publishing field by outside financial interests and has renewed trade speculation of further Wall Street acquisition of several other publishing firms.

In addition to Wall Street interests in music publishing, it is also known that such major show business operations such as Music Corporation of America and the Columbia Broadcasting Systems have entertained similar ideas. Negotia-

tions were on several months ago between MCA and E. B. Marks, but the deal subsequently fell through and trade talk has been persistent of CBS' interest in Chappell. "After all," cracked one industry wag, "Chappell is the New York Yankees of publishing and CBS now owns the Yankees."

### Listening to Offers

Although many firms are not actually on the block, it's known that they're listening to offers and may not be too reluctant to sell out if the right offer comes along. Utilities & Industries, incidentally, is paying \$5,000,000 for the Mills firm. Among the firms that "outsiders" have been talking to are E. H. Morris, Shapiro-Bernstein; Bourne, Burke & Van Heusen; Howie Richmond, George Pax-

ton, Redd Evans and Bobby Mellin. Although many of the aforementioned have turned down the offers, the trade feeling is that U&I has spearheaded a Wall Street invasion that may change the face of the music picture scene within the next few years.

The interests acquired by U&I, which has holdings in water, electric and telephone companies, among other enterprises, are subject to a major

*(Continued on page 16)*

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# America's Musical Best

NEW YORK — The musical boom in America continues on the upswing. According to "Concert Music U.S.A., 1964," just released by Broadcast Music, Inc., more than 56 per cent of the world's phonograph records are purchased in the U. S., and Americans support more than half of the world's symphony orchestras — 1,442 of them at the latest count.

BMI finds that these orchestras and America's 795 opera-producing organizations are playing more and more American music. This 11th annual edition of the report states that 18 Americans are among the top 50 composers of the 20th century, as far as current performances are concerned, and 28 of them are among the 50 most-performed composers active since 1936.

The concert music boom, it was noted, goes down to the grass roots. Thirty per cent of the nation's symphonic groups are in cities of less than 25,000 population, and fewer than a

dozen cities of 50,000 or more lack a symphonic ensemble of some kind.

Americans spent \$67,000,000 on concert music recordings in 1963 and 10 times that amount on instruments, sheet music and musical accessories; they attended 4,606 opera performances and more than 8,000 orchestral concerts, and 35,500,000 Americans — one in every 5.4 — played musical instruments.

The BMI study also reports that America's youth is growing up with music as no previous generation. More than 11,000,000 youngsters are now studying or playing musical instruments, a 340 per cent rise since 1947, and roughly 85 per cent of all band and orchestra instruments are purchased for their use. They play in more than 71,000 junior high and high school instrument music organizations. In addition to many formal and informal college groups, rhythm-band training programs are now offered

in kindergarten and primary grades by 80 per cent of the nation's schools.

The number of musical education degrees granted in 1961-1962 rose 6½ per cent over the preceding year, and more than 250 educational institutions in this country now offer degree courses in music and advanced-level musical training.

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HAL B. COOK, Billboard publisher; Tiny Markle, disk jockey on WNNH, New Haven, Conn.; Steve Capone, of Columbia Record Distributors in Hartford, Conn., and Bill Littleford, president of The Billboard Publishing Company, take a break away from the tees at Columbia Records' First Annual Golf Classic in Mamoroneck, N. Y., last week. Littleford later won a trophy for the longest drive—212 yards into the wind.

## Moe Gale, Key Music Leader, Is Dead at 65

NEW YORK—Moe Gale, a key music business figure in the talent and publishing fields for close to four decades, died in New York Sept. 1 at the age of 65.

Gale's name was virtually synonymous with the big band and swing era of the 1920's through the 1940's via his ownership (with Jay Faggen) of the Savoy Ballroom in Harlem. The ballroom, which he opened in 1926, became a Harlem landmark and nearly every name band played there at one time or another. The ballroom was

closed in 1956—Gale had previously sold his interests — to make way for a housing project.

In the talent area, Gale was credited with having launched the musical careers of such personalities as Count Basie, Cab Calloway, Ella Fitzgerald, the Ink Spots, Sister Rosetta Tharpe and the bands of Erskine Hawkins, Benny Carter, Coleman Hawkins, Tiny Bradshaw and Lucky Millinder.

In the music publishing area, Gale had interests in Sheldon Music and the Advance Music Company. Latter firm is part of the Music Publishers Holding Corporation combine, publishing wing of Warner Bros. Pictures.

Gale came to show business after a successful career as a luggage manufacturer. He started in his father's luggage manufacturing business, and at

## Fury, Manager Will Start Own Retail Record Chain

LONDON—Singer Billy Fury and his manager Larry Parnes are planning a nation-wide chain of Retail record shops in

the age of 21 took to it so well that he opened his own factory to manufacture popular priced luggage.

It was through his business success that he was able to come up with a \$50,000 loan to Jay Faggen to start the Savoy Ballroom.

Surviving are his wife, Gertrude Arnstein Gale; a son, Richard, who is a faculty member at the University of Pittsburgh, and a daughter, Mrs. Zeldia Gale Rose.

a new venture with Bennett Camera, Ltd.

They have a new company to promote the project, with Bennett's holding 50 per cent of the shares, and Larry and Billy each holding 25 per cent.

The first shop opens in Peckham, London, this month. Other stores will follow if the first proves successful. Fury, one of Britain's most firmly established artists, has had over 20 hit records in the past six years.

He is believed to be the first to attempt such a venture, though Brian Epstein's family firm Nems, Ltd. (not Nems Enterprises, Ltd.) has a growing chain of record shops in the Liverpool area.

## NEWS REVIEW

# Beatles' Net Shows Fans' Love

NEW YORK—It was game, set and match for the Beatles at the Forest Hills Tennis Stadium over the Aug. 28-29 weekend and the attendant racket from 15,000 fans each night brought in a smashing take of \$150,000 with the British blasters going away with \$90,000 or 60 per cent of the total gross.

The pandemonium that started in New York when the four singing Liverpoolians — Ringo Starr, John Lennon, Paul McCartney and George Harrison — pulled in at the Hotel Delmonico on Park Avenue and peaked at the tennis courts Friday and Saturday nights is being repeated all over the country on the group's current tour which winds up in mid-September. According to a spokesman for General Artists Corporation, booking the tour, the boys will pull in over \$1,000,000 for 24 dates and it's all tax free through a special arrangement with the United Kingdom that prohibits an Internal Revenue Service bite on work in the U. S. that runs less than a month. Some of the dates, like Forest Hills, are being booked at 60

per cent of gross, but some are even higher than that and the boys pull 'em in and break 'em up wherever they go.

An unparalleled show business phenomenon, the Beatles now have three entertainment areas locked up. They are virtually an unmatched draw in the in-person field, their total disk sales is around 80,000,000 records (and in less than a year's time), and their movie, "A Hard Day's Night," is setting new box office records for United Artists Pictures. To extend their scoring power even further, Beatle John Lennon has hit the best-seller book lists with his book "In My Own Write." If there are any more worlds to conquer the Beatles will surely conquer them, too.

Their score in the in-person field is all the more amazing in that they simply can't be heard. A bar or two of some of their record hits are sometimes recognizable, but for the most part nothing more can be heard than shrieks of adoration from the admiring young female contingent in the audience. It never lets up and at times reaches a decibel count that's ear-shattering. However, the

presence of the Beatles is enough to satisfy them.

The passion for the Beatles at Forest Hills reached such heights that nothing really satisfied them until their heroes appeared. That worked to the disadvantage of the Bill Black Combo, the Exciters, the Righteous Bros. and Jackie De Shannon who preceded the boys but had a hard time getting anyone to pay attention.

When the boys finally arrived on the tennis court, via helicopter, the 15,000 who paid a \$6.50 top moved into Shrieksville and stayed there through the Beatles bit that ran less than a half-hour. Some of the teen-age girls fainted, some cried, some tried to break through the barriers protecting the Beatles and almost all showered the tennis court with jelly beans.

To protect the Beatles, the audience and the stadium, there were 250 city policemen, 150 private guards, 10 nurses and one ambulance. And, a week after their appearance there, the groundkeepers are still picking up jelly beans from the courts. Anyone for tennis?

MIKE GROSS

## ACKERMAN ON THE MEND

NEW YORK — Paul Ackerman, Billboard music editor, is recuperating from a coronary thrombosis at his home in Neponit, N. Y. He had been in the Flower Fifth Avenue Hospital in New York for about a month and the doctors gave him an okay for the remainder of his recuperative period to be held on home grounds. He'll be back in action at his Billboard desk in several weeks.

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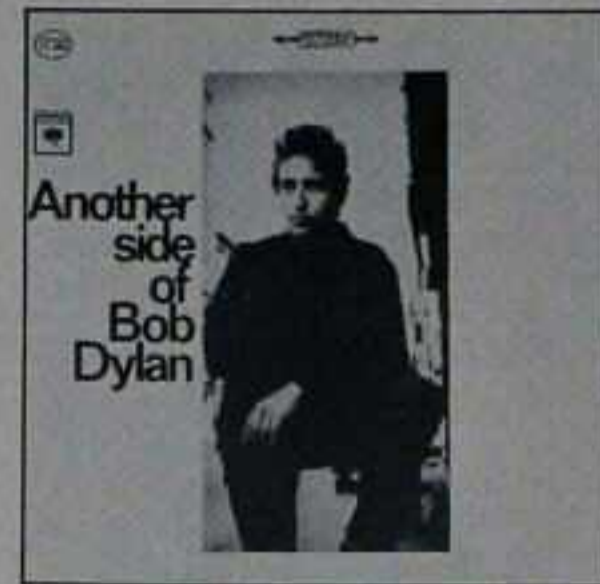
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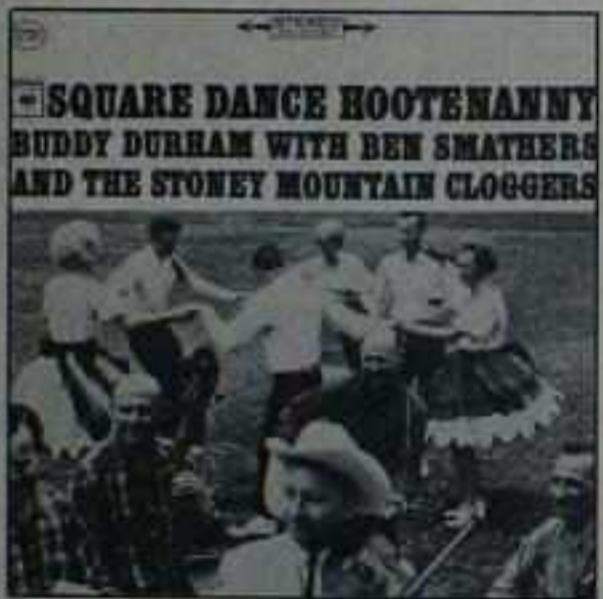
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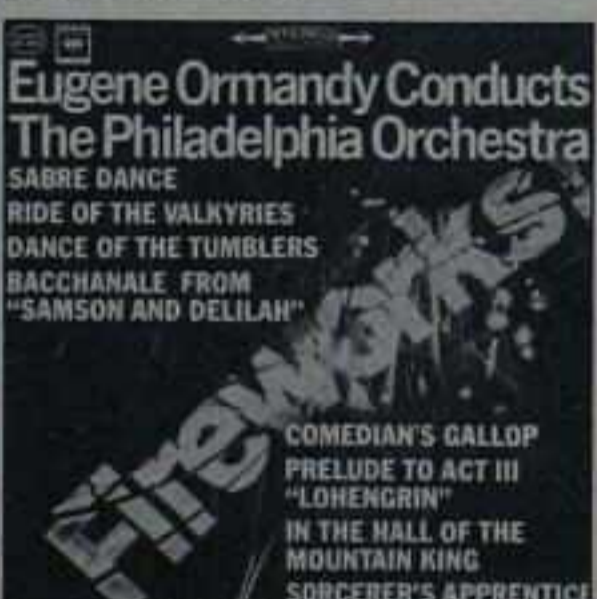
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HL 7321

# REASON—COLUMBIA RECORDS



\*Stereo †4-Track Stereo Tape

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# Mercury to Bow 29 Albums in Fall Plan

CHICAGO—Mercury Records is introducing 29 new albums in a fall release program titled "Out of This World With Mercury." The title is keyed to the RIAA October National Record Month theme of "Wonderful World of Records."

Kenneth S. Myers, Mercury vice-president, termed the release the strongest and most varied in the firm's history. The program includes a four-month sales plan that runs through the end of the year.

Two special packages highlight the release. "The Finest Hours" is a de luxe two-record documentary presenting the soundtrack of the Columbia motion picture on the life of Winston Churchill.

## War Horses Coupled

The second package couples two of Mercury's "war-horses," at a promotional price of \$1.98. These are "Wellington's Victory," and "1812 Overture."

Two of Mercury's newly signed artists, Timi Yuro and Oscar Peterson, make their debut this month. Also included are releases by such artists as Lesley Gore, Sarah Vaughan, Patti Page, George Jones, the Platters, David Carroll, Johnny Mathis, Brook Benton, Harry Simeon Chorale, Roland Kirk, the Mitchell Trio, Xavier Cugat and the newly signed De Pauw Chorus.

Albums by Frederick Fennell, Penzel and Paumgartner and V. Devitzim and the Moscow Chamber Orchestra comprise the classical portion of the release.

Four new albums are also included in the firm's Storyteller children's series.

## Sales Plan

The firm's new sales plan is divided into two parts. The first portion covers September product and offers a cash discount through October 15. The catalog program from the summer "Cool Aids" plan also remains effective through October 15. The second portion of the plan picks up from October 15 to the remainder of the year. Details of this will be announced later.

The new product and plan were introduced by Mercury at a series of distributor meetings around the country last week. The program is backed with extensive promotional material.

A new consumer catalog, depicting favorite album selections in full color, is now available complete with a convertible dispenser for wall or counter display.

## Artist Portraits

Also offered are charcoal portraits of 19 of Mercury's artists, each cut out and designed so that the artist holds one of his own album covers.

Part of the individual artist merchandising aids is a complete set of browser box divider cards with the artist names embossed in metallic colors.

A complete set of materials is available for the "Wellington's Victory-1812 Overture" album including a wall or counter album display unit topped by a colorful header; a two-panel multi-use display card; and banners in both horizontal and vertical shapes.

## Storyteller Series

Mercury's Storyteller series, which has grown from an initial introduction of eight albums to a total of 16, now is listed in a special catalog for use as a self-mailer or stuffer. The Storyteller floor merchandiser is again available.

Distributor salesmen and promotion men are being offered an incentive program in conjunction with the plan that includes such prizes as a European vacation, a home pool table, a TV set, a 1965 Ford Mustang, and even a trip around the world.

Conducting the sales meetings in cities around the country last week were: Myers, Dick Sherman, Mercury regional sales manager; Morris Diamond, national promotion mahoff; Bernard Braddon, classical sales manager, and the following regional men, Glenn Miller, Ernie Johnson, Tom Bonneti, Fred Katz and Frank Ryall.

# LABEL TO BOW 'GOGO' OCT. 6 AT DE LYS

NEW YORK — The latest musical show to be angeled by a record company, "Gogo Loves You," went into rehearsal last week with opening day scheduled for Oct. 6 at the De Lys Theater in New York's Greenwich Village.

The musical sponsored by Mercury-Philips Records is being produced by Fred Weintraub, owner of The Bitter End, a folk music night spot in the Village. Weintraub is also well known as the "discoverer" of the Serendipity Singers, Peter, Paul and Mary and other top names in the pop folk world.

Folk singer Judy Henske will co-star with Arnold Soboloff. Book is by Anita Luce, with lyrics by Gladys Shelley.

Mercury Records will be releasing the original cast album.

# Kadish to Disney-B-V

NEW YORK — Jimmy Johnson, president of the Disney record and music firms, last week named Marty Kadish as Eastern sales manager of the Disneyland-Buena Vista labels. The appointment is effective immediately.

Bob Larson will return this fall to the firm's headquarters where he will base his operations as national promotion manager. Larson has been headquartering here. Bob Elliot, the labels' national sales manager, will continue to operate out of the Coast office.

Kadish had been with Elektra Records in Los Angeles, and moved here last year to handle its Eastern promotion when Elektra closed its Coast office.

# Ava Chief In Europe

HOLLYWOOD — Glen Costin, president of Ava Records, has gone to Europe to negotiate new foreign licensees. The millionaire head of the label plans strengthening Ava's foreign distribution, an area he feels must be built up to meet today's market patterns.

The company will shortly sever its distribution affiliation with MGM which should free it to negotiate for a new network of foreign licensees.

Assisting Costin in planning domestic distributing is the company's new national promotion manager Jack Magraw, who just returned from Chicago.

Ava will launch an extensive promotion for its newly signed vocalist China Lee, a recent Playboy magazine playmate. Plans are to promote her first product in association with the Playboy Clubs.

# Shift at VJ

HOLLYWOOD — Vee Jay has shifted Pat Pipolo back to national promotion manager after a short stint in a similar post with the Tollie subsidiary. Handling national promotion for Tollie is Ray Harris, former Capitol Southern rep. Reason for the move is greater activity on the Vee Jay line, necessitating Pipolo's attention.

# Prager Leaves Capitol On Unit's Move to East

HOLLYWOOD—Jerry Prager, recently named import sales manager for Capitol's international division, has departed the label as a result of a decision to relocate the international import section's activities in New York.

Prager, a three-year veteran with Capitol in its Angel operation, choose not to move East to join Bob Reid, import a&r manager who is already working out of New York.

It is understood the decision to move international imports activities to New York was Lloyd Dunn's, president of the international operation. Dunn will remain, however, in Hollywood, along with William Mikels, recently promoted to director of the international division.

The new decision follows on the heels of division personnel

shifting around in mid-July, when Prager, among others, was moved into his new slot.

Capitol plans hiring an international general manager in New York to handle operations and is known to have begun actively looking for this candidate.

During his tenure with the label, Prager held the posts of Angel national sales manager, national merchandising manager and his most recent post.

While heading Angel sales, the classical line is reported to have attained its highest sales and market shares. One of Prager's key tools was his "Angel's Inner Circle" promotion, personal letters and limited edition records to 400 key retailers soft selling the line. He has not announced any immediate plans.

# British Disk Firm Goes Behind the Wax Curtain

LONDON — Transatlantic Records, an independent company, announced plans to import classical and operatic records from behind the Iron Curtain on the Russian label, M. K. Managing director Nathan Joseph said that initially two 12-inch LP's would be available at

a retail price of approximately \$2.30.

Artists featured would include Richter, Gilels, David and Igor Oistrakh, the Rostropovich Orchestra, the Moscow Radio Symphony Orchestra, the Leningrad Philharmonic, the Russian State Symphony Orchestra and the Bolshoi Theater Company.

"This is the most extensive and most ambitious program ever undertaken by an independent record company in Britain," said Joseph.

# Amy-Mala Doing Great

NEW YORK — Amy-Mala Records is hitting a hot sales stride. According to Larry Uttal, general manager of the record company combine, the company has reached an all-time peak and is shipping an average of 175,000 per week.

The company is currently hot with "G.T.O." by Ronny and the Daytonas on Mala, "Handy Man" by Del Shannon on Amy, "There's Always Something There to Remind Me" by Lou Johnson on Big Hill, "Lovers Always Forgive" by Gladys Knight and the Pips on Maxx, and "I'm Counting On You" by the Freeman Bros. on Mala. The new Del Shannon single has just been released and Uttal reports orders for over 50,000 copies in two days. The company plans to release a new Shannon LP, "Handy Man," within the next two weeks.


# Renee Records In Expansion

CHICAGO—Renee Records here is expanding its operation from producing and leasing masters to issuing material on its own and subsidiary labels.

Bill Mitchell, formerly with the Negro Heritage Library, New York, and before that with Columbia, Duke and Peacock, is joining Renee as a partner.

Leo Austel, Renee head, will handle a&r duties, while Mitchell handles sales and promotion. The firm's first release was "Paris in My Heart" by the Cascades.

To be issued shortly is "Say You'll Be Mine" by the Vows on Renee's subsidiary Star-Set. Mitchell says he's lined up national distribution for the firm.



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HENRY MANCINI, recipient of the Most Played Band Award in Billboard's 16th annual Record Artist Popularity Poll, discusses the accolades with Billboard's Eliot Tiegel in Mancini's Hollywood office.

New! Top 10 potential! A different single written and sung by

# BOBBY DARIN

**THE THINGS IN THIS HOUSE**

**b/w WAIT BY THE WATER**



5257



PA's FIRST EFFORT PAYS OFF

# Tight Airport Security Brings Animals' Promotion to a Crawl

NEW YORK—When the Animals arrived at Kennedy International Airport last week, they, fans and the press were greeted with elaborate new security measures which had been hurriedly finalized by the authorities and which put a damper on some of the elaborate promotion plans of MGM Records.

Newsmen going to the airport in special buses as part of a motorcade were switched from one bus to another before being taken to the airport and then were taken through areas not open to the general public. The motorcade was left miles from the airport.

The concern of Airport authorities is logical. The recent return of the Beatles, which turned out some 3,000 fans in the early morning, showed the Port of New York Authority that a similar turnout in the height of normal daytime activities would have been dangerous to the safety of artists, fans and the general public.

So, when the Animals arrived in mid-afternoon, they were moved about in cloak and dagger style to where they finally met the press. Later, when the Animals met up with the motorcade and traveled through the Times Square area, they got a

taste of what might have happened at the airport. Fans jumped into the cars and mobbed the quintet. The frenzy reached its peak when hundreds of fans, waiting at the Manhattan Hotel, practically crumpled the cars and started to grab luggage and anything in sight for souvenirs.

Airport authorities sought and got co-operation from MGM Records. They also asked radio station WMCA to make announcement that fans coming to the airport would not be able to see the Animals. Port Authority spokesmen lauded the co-operation of both the station and MGM but noted that many ignored the plea.

It will be the policy of the airport authorities to continue movement of celebrities through areas not available to the general public when arrivals are pre-publicized for "manufactured" promotional purposes.

The Port of New Authority was pleased with the trial run of their security measures. They plan to continue them, refining them as they go along. They are already alert to the Beatles' return here later this month, but this will not pose too great a problem. Passage through U. S. Customs, Immigration and Health will not be involved. According to the authorities, it is when visiting celebrities from abroad must pass through these clearances that their biggest problems occur, for it is difficult to conduct the necessary clear-



RANDEL WOOD, president of Vee-Jay Records, presents five gold platters earned on his label by the Beatles to John Lennon before the group's appearance at the Hollywood Bowl last week. The gold record winners are "Twist and Shout," "Love Me Do," "Tell Me Why," "Please Please Me," and "Do You Want to Know a Secret."

## Bleyer KO's Cadence

NEW YORK—Archie Bleyer is throwing in the towel on his Cadence Records operation. After almost 12 years of operation as a key indie label manufacturer, Bleyer says that he's become "disenchanted" with the business and is closing up shop. At the same time, he's putting up for sale the tapes of his pop and jazz line.

Several companies (Kapp and Liberty have been mentioned), have been bidding for the tapes. At press time no deal had been set, but it's reported the asking price for the tapes is \$300,000.

Bleyer halted shipment on the Cadence line Aug. 25 and

plans to close his offices Sept. 25.

He says that the recording business "no longer holds excitement for him" and right now his plans call for "retirement." If and when he comes back into show business, he doesn't expect it to be on the recording end.

Among the tapes available in the Cadence catalog are recordings by Andy Williams, the Everly Brothers, the Chordettes, Johnny Tillotson, Don Shirley and Lenny Welch. Cadence also owns the rights to Vaughn Meader's "First Family" LP, a reputed 4,000,000 seller, also in the Cadence package that is up for sales.

## Spoofs Don't Count: Bates

NASHVILLE — The Federal Communications Commission's equal time provision does not apply to political satire records, according to Buford Bates, head of Greenleaf Records. Greenleaf recently released a "Folk Songs to Bug Liberals" album by a folk-singing group which calls itself the Goldwaters.

Last week Bates wrote to several hundred radio program-

mers, urging them to "stick to the criteria of airing what the public wants to hear."

He added that albums would be mailed to radio stations only by request.

The political satire controversy was stirred up a few weeks ago when radio station WNEW, New York, announced that it would ban the album, "I'd Rather Be Far Right," a disk which twits the Republican Presidential nominee.

Greenleaf has also released a single, "The Ballad of Bobby Baker," backed with "I'm No Communist."

ances at places other than the International Arrival Building. This is where fans congregate  
*(Continued on page 16)*

# NOW MORE THAN EVER YOUR \$TAKE IN

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LESTER LANIN AND HIS ORCHESTRA  
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A great collection of new hits and popular standards played in the inimitable Lanin manner.



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PHM 200-146/PHS 600-146

The fresh, unique sound of today's singing act. Everybody loves 'em—everybody buys 'em!



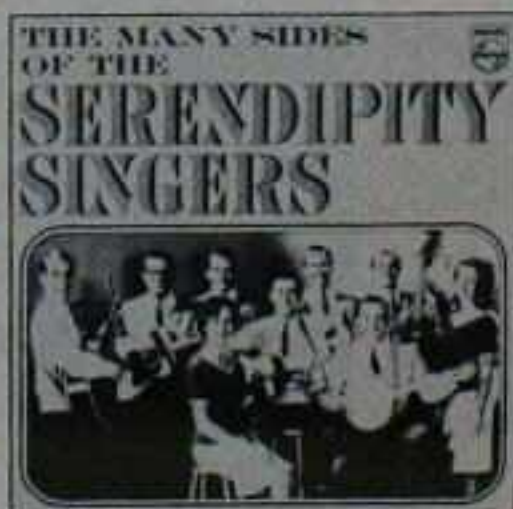
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DUSTY SPRINGFIELD  
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The red hot hit by the gorgeous English gail! An exciting, driving release!



THE DOUBLE SIX OF PARIS  
SING RAY CHARLES  
THE DOUBLE SIX  
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The world's top jazz vocal group going to town on the greatest Ray Charles hits.



THE MANY SIDES OF THE SERENDIPITY SINGERS  
THE SERENDIPITY SINGERS  
PHM 200-134/PHS 600-134

One of the hottest groups in the industry—with sales to back it up!



NINA SIMONE IN CONCERT  
NINA SIMONE  
PHM 200-135/PHS 600-135

The first Philips LP of this unique, high-sounding song stylist!



GOING BAROQUE  
THE SWINGLE SINGERS  
PHM 200-126/PHS 600-126

The successful follow-up to "Bach's Greatest Hits." Another jazz classic.

AND EXCITING NEW CHART-BOUND ALBUMS SUCH AS THESE



DIZZY GILLESPIE GOES HOLLYWOOD  
DIZZY GILLESPIE  
PHM 200-123/PHS 600-123

Famous movie themes played in the Gillespie manner. Both pop and jazz fans will flip!



# Tower Adds 5 Distributors

NEW YORK — Tower Records, the newly formed subsidiary of Capitol, is rounding up its distributor network with the appointment of five more distributors, bringing the total to 25.

The new additions are Florida Record Distributors, Miami; Best Distributors, Buffalo; B&K Distributing, Dallas; Mangold of Charlotte, N. C., and Fenway in Pittsburgh. The lineup has been set by Vito Samela, Tower's national sales and promotion manager.

# Johnson to RIC Label

NEW YORK—Jerry Johnson has joined the new RIC label as West Coast regional sales and promotion manager. Johnson will service RIC distributors in Los Angeles, San Francisco, Seattle, Phoenix, El Paso and Honolulu. He'll headquarter in Los Angeles and report directly to RIC's general manager for marketing and merchandising, George Novak.

Before joining RIC, Johnson was with such labels as Ava and Dot on the Coast in promotion and publicity capacities. Johnson represents the latest step in RIC's regional sales and promotion buildup. Earlier this summer Bert Loob joined RIC as Midwest regional sales promotion manager, headquarter-

# NATIONAL RECORD MONTH

October 1964



The Wonderful World of Records

**RECORD INDUSTRY Association of America members will use this logo on their advertising and printing during National Record Month in October. RIAA posters are also being printed for store windows. RIAA members and non-members may get copies of the logo without charge by writing to Henry Brief, RIAA, 1 E. 57th Street, New York 22.**

tering in Chicago; and John Talley was brought into RIC's Nashville offices as Southern regional sales promotion manager. RIC's Eastern distributors are serviced by national sales and promotion manager Bernie Lawrence.

Meantime, RIC has made its first deal to handle the distribution for another label. It will be the Monza disk by the Spidells of "Find Out What's Happening" and "That'll Make My Heart Break." Songwriter Jerry Crutchfield produced the disk and also penned the "Find Out What's Happening" side. Billy Lockridge is featured as lead vocalist on both sides.

# Roulette Wheels Turn Again

NEW YORK — Expansion moves continue at the Roulette Records offices here. Morris Levy, label president, has appointed Donald Singer to direct foreign operations for the company. Singer will handle all foreign licensing and also supervise album production scheduling.

Singer was one of the original members of Roulette when it began operating in 1957. He later joined Rank-International and when it ceased U. S. recording activity, he moved to Trans Global. He was TG's general manager, and placed independent masters and copyrights with foreign outlets.

# Philips Offers Discount Plan

CHICAGO—Philip's September program titled "A Stake in the Future with Philips Records" offers a 10 per cent discount on nine new pop and jazz LP's plus the entire catalog.

A 20 per cent discount is offered on four new classical albums plus the entire catalog. A complete kit of merchandising aids backs the program.

Artists in the new release include Dizzy Gillespie, Teresa Brewer, Jimmy Clanton, Michel LeGrand, the Georg Riedel orchestra, the Panics, the Dominican Nuns of Fichermont and Vienna Choir Boys.

Two of the new albums are from the Philips prestige Connoisseur Collection series.

With Singer back, the foreign responsibilities are removed from Albert Peckover, who now moves back to the firm's publishing operation. Peckover will be controller and secretary of the publishing firms. These are getting increased attention since the appointment a month ago of Charles Koppelman and Don Rubin as vice-presidents of the Planetary - Nom publishing firms.

Koppelman and Rubin have unified all the publishing operations under their control and given them a new name, Big Seven Music Corporation. It will include the BMI firms of Patricia, Nom, Frost, Hugo and Luigi and the ASCAP firms Planetary and Favorite. The seventh firm included Big Seven Music.

In the group of copyrights held by the Big Seven group are "Lullaby of Birdland," "Shout," "Yellow Rose of Texas," "Party Doll" and two top 10 copyrights added this year, "My Boy Lollipop" and "California Sun." Koppelman and Rubin have recently signed several writers to exclusive contracts: Gary Klein, who wrote "Bobby's Girl"; Jerry Robinson, who has been working in England the past year and scored with "Please Don't

Take My Heart" there and who co-authored with Neil Levenson (also working now for Big Seven) the current Roulette action single, "I Wanna Swim With Him" by the Daisies. Other new writers include Chip Taylor, who did "Worry," recorded by Johnny Tillotson, and Ted Darrell, who wrote "She Cried," waxed by Jay and the Americans.

### Diversification Continues

Koppelman and Rubin indicated diversification will continue and cited the signing of Barry Mack to the staff for c&w writing. They have also set the themes for the opening and closing of a new syndicated TV series and have negotiated for a title theme for an important film for 1965. They said that the Big Seven Music Corporation is also planning to enter the music aspects of advertising commercials.

# TYLOR TAKE TO GO TO RFE

HOLLYWOOD—Radio Free Europe will benefit from the donation of artists royalties by Kip Tyler from sales of his Gyro-Disc record of "That Bell of Freedom."

Bill Kennedy, label executive, told Billboard that considerable international interest has already been generated by the record. Tyler's manager, B. W. Garcin, had his legal counsel work out the arrangements with Radio Free Europe for the acceptance of the donation of artist royalties.

# Levine on Trek

NEW YORK—Harry Levine, ABC - Paramount vice-president who also heads the label's foreign operation, leaves here Sunday (20) for Tokyo, Honk Kong and Manila to discuss contractual details and distributing techniques with ABC - Paramount's Far Eastern distributors.

# THE FUTURE IS WITH PHILIPS RECORDS



**GOLDEN HITS OF 1964**  
**TERESA BREWER**

GOLDEN HITS OF 1964  
TERESA BREWER  
PHM 200-147/PHS 600-147  
Teresa's vivacious, saleable style lends sparkle to the big hits of 1964!

**DISCOTHEQUE DANCE PARTY**  
**THE PANICS**

DISCOTHEQUE DANCE PARTY  
THE PANICS  
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A jumping, real live group playing all the current dance crazes. Recorded live.

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JIMMY CLANTON  
PHM 200-154/PHS 600-154  
A collection of Jimmy's best and most famous songs. This one's a sure-fire hit!

**THE GREGORIAN CHANT**  
**DOMINICAN SISTERS OF FICHERMONT**

THE GREGORIAN CHANT  
DOMINICAN SISTERS OF FICHERMONT  
PCC 212/PCC 612  
A Connoisseur Collection album. Authentic performances by the Nuns of Fichermont. Original wood-cut illustrations and line-by-line translations.

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**ARIAS FROM BAROQUE OPERAS**  
**ENGLISH CHAMBER ORCHESTRA**

OPERATIC ARIAS FROM BAROQUE OPERAS  
GÉRARD SOUZAY  
PHM 500-051/PHS 900-051  
Famed French baritone singing eleven arias recorded for the very first time!

**ROSTROPOVICH RICHTER**  
**BEETHOVEN SONATAS FOR PIANO & CELLO**

BEETHOVEN 5 SONATAS FOR PIANO & CELLO  
SVIATOSLAV RICHTER AND MSTISLAV ROSTROPOVICH  
PHM 2-520/PHS 2-920  
Outstanding performance of Beethoven piano works. With illustrated brochure.

MICHEL LEGRAND PLAYS FOR DANCERS, MICHEL LEGRAND  
PHM 200-155/PHS 600-155

JAZZ BALLET, THE GEORGE RIEDEL ORCHESTRA  
PHM 200-140/PHS 600-140

TREASURE OF GERMAN STUDENT SONGS, VARIOUS ARTISTS  
PHM 200-152/PHS 600-152

SONGS & DANCES OF GREECE, VARIOUS ARTISTS  
PCC 213/PCC 613

DEBUSSY: IMAGES—MARTYRDOM OF ST. SEBASTIEN, CONDUCTED BY PIERRE MONTEUX WITH THE LONDON SYMPHONY ORCHESTRA  
PHM 500-058/PHS 900-058

WALTZES & POLKAS BY JOHANN STRAUSS SUNG BY THE VIENNA CHOIR BOYS WITH THE VIENNA SYMPHONY CONDUCTED BY FERDINAND GROSSMAN  
PHM 500-024/PHS 900-024

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**HERE'S HOW PHILIPS PUTS MONEY IN YOUR POCKETS NOW**

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**AND THERE'S ALWAYS MORE COMING... PROVING THE UNIQUE CONCEPT BEHIND PHILIPS RECORDS PAYS OFF FOR YOU. REMEMBER, ALL THE BEST CUTS ARE ON PHILIPS**

**PHILIPS RECORDS**  
THE WORLD OF MUSIC IN ONE GREAT LABEL  
Copyrighted material

BEAT CITY PROMOTION

# Club Showcases New Talent

LONDON — A new club in London's Oxford Street is rapidly becoming a shop window for local talent and a play date for already established artists and groups. Beat City Promotions, Ltd., run by Alex Herbage, who previously had many years in the record business, has only been in existence four months but its club has a membership of over 4,500, plus some 1,500 overseas members. For several years previously, the site of 9,500 square feet was the studios of the London Dance Institute. It has been renovated with stage, lighting, bars and other amenities. Beat City has already staged the Rolling Stones, Animals, Chuck Berry, and others, with attendances of up to 1,750. The club currently opens three nights a week at weekends but from September will open every night and run record sessions at lunch time.

This is only part of the enterprise. Herbage, a onetime a&r man with Argo before it became part of the Decca group and subsequently with the British end of Polydor until 1958, has already started to build a recording studio on the premises. He has formed his own

music publishing company, Beat City Publications, and plans his own Beat City record label which will have recordings ready for release this fall. These will be r&b titles cut by a new group, as yet unnamed. "My aim is to make Beat City a trend-setting center, give new artists and groups a chance to expose themselves to the public and then record those who appear to be successful," says Herbage. "As a young independent, I have to run an integrated business to stand any chance of success," he adds.

On new trends, Herbage feels that there is a sign of a move away from groups. Quoting some Mary Wells recordings, he feels the big band sound may return to give present-day youngsters a taste of the bite and volume of a brass section in a backing, and so get some sort of perspective, musically speaking, into pop records.



LAURENCE HARVEY, appearing in the London production of Lerner and Loewe's "Camelot," his first stage musical, cuts his first pop record of the title song at EMI's studios for the HMV label.



PEGGY MARCH, RCA Victor artist, receives a bouquet from Japanese singer Hiroshi Kubo, on her arrival in Tokyo for her first personal appearance of Japan. While there, she'll cut her first Japanese-language record.

## Calif. Jazz-Folk Hoot'nanny Brings Audience to Capacity

WOODLAND HILLS, Calif. — An adult jazz-folk hootenanny proved a sensational box office attraction at the new Valley Music Theater Monday (31). On display were the talents of the Stan Getz Quartet, Chad Mitchell Trio and Miriam Makeba.

The Western San Fernando Valley theater-in-the-round achieved a \$11,800 box office through a capacity house (2,685 seats). The early week presentation was the theater's debut in the concert field. For the past nine weeks it has been presenting musical comedies to capacity houses.

All told, the three acts performed for over two and one-half hours, with Miss Makeba joining the Mitchell Trio for a rousing "Wimoweh" and a serious "Where Have All the Flowers Gone?"

The capacity audience reacted with such verve and enthusiasm that theater officials were overwhelmed by both the turnout for a Monday night and the high artistic appreciation of the patrons.

The Getz aggregation went on first and set a happy, melodic mood as the leader's saxophone played with gentle tenderness, Gary Burton's vibes exploded with four mallet strength, Gene Cherico's bass filled the hall with round, full notes, drummer Joe Hunt's snares and tom toms produced original rudiments and singer Astrud Gilberto's soft, sensuous voice glided over her four bossa nova repertoire.

Miss Makeba, in her turn, proved that singing "yeahs" and "wahs" can be just as enjoyable as hearing English lyrics. She beautifully combined South African folklore with Anglo-Saxon material, using coy little steps and swaying motions to lend movement of the jungle to her act. Patrons applauded her African selections as heartily as her English language tunes, perhaps because of the uniqueness of her ability to create a clicking sound while singing.

Vocalizing appears to be the Mitchell Trio's gig, but in actuality they are contemporary sociologists, using rhyme as their means of lashing out at the

## PEOPLE AND PLACES

By MIKE GROSS

Carolyn Leigh has replaced Tom Jones as one of the speakers at the first session of the ASCAP Symposium which will take place Sept. 10 at New York's Judson Hall. . . . Peter Nero is scheduled to perform in England in mid-September. . . . Miriam Makeba opens at New York's Village Gate Sept. 9. . . . B. Atlas & Jody Records, firm based in Brooklyn, are scouting for new material and talent. . . . Singer Barbara Martin opens at the Steak Pit in Paramus, N. Y. Sept. 11. . . . Nadeen Peterson has joined Tatham-Laird's New York agency as a creative supervisor. . . . Dorothy Page Auerbach has been appointed sales manager of WLIR, FM stereo station in Long Island. . . . Ethel Gould, publicity gal formerly with United Artists, has come out of retirement to form her own company. . . . Maria Randall, 3-D Records artist, will be featured at the San Gennaro Festival in New York's Greenwich Village on Sept. 19.

Tobi Reynolds, Mitch Miller's new singing protege, in the Apartment in New York, Sept. 28. . . . Leslie Uggams inked for six Ed Sullivan shows on CBS-TV, the first on Sept. 27. . . . Disk jockey Stan Z. Burns will sing and dance as well as emcee the Vaughn Meader ABC-TV special Sept. 17. . . . Guitarist Dick DiMaggio, currently appearing with the strolling Trio Trasteverino at the Roman di Notte on New York's East Side, will soon release his third album for Audio Fidelity entitled "International Guitars." . . . Moppet star Leslye Hunter, back from Hollywood, is negotiating with a record company to do a series of children's stories. . . . Guy Lombardo and Anita Bryant premiere "The Lombardo Years" at the Americana Hotel Oct. 1, prior to a six-week tour with the package. . . . Bobby Vinton has signed to appear on Soupy Sales' upcoming TV show. . . . Johnny Tillotson tapes his third guest stint on ABC-TV's "Jimmy Dean Show" for a Dec. 13 airing.

Ray Brown of National Artists Attractions, has signed John Wilkins, who is Ronny of Ronny and the Daytonas, for personal appearances. . . . The Naples Song Festival will not come to New York's Carnegie Hall Sept. 19, as previously reported, but will be aired via shortwave radio to the San Gennaro fete held in New York's Greenwich Village Sept. 19. . . . The Barry Sisters will headline at the Barclay Hotel, Toronto, for two weeks beginning Sept. 21. . . . Gene Krupa and his quartet open at New York's Metropole Sept. 21 for a two-week engagement. . . . Ray Charles begins a string of one-nighters Sept. 18 at San Diego's Fox Theater. . . . Martin Walker, ABC-Paramount's Scottish singer, hosts a press and deejay party at the Park Sheraton's Mermaid Room in New York Sept. 9. . . . The Copacabana in New York picked up Sam Cooke's options. He'll make return appearances in 1965 and 1966. . . . The Four Seasons will be guests of honor at Newark's annual Columbus Day Parade. . . . Comedian George Kirby headlines at the Embers, Indianapolis, Sept. 14-19. . . . Tommy Roe, ABC-Paramount artist who recently completed a six-month hitch in the U. S. Army, goes on a personal appearance tour of the Midwest from Sept. 18 through 27. . . . A gold plaque, in commemoration of the 50th anniversary of ASCAP was presented last week to the Society's President Stanley Adams by Barrie Best, national executive director of the Society for the Preservation and Encouragement of Barber Shop Quartet Singing in America, at the New York World's Fair Pavilion.

## Proby Decides To Stay in U. K.

LONDON—On hearing that Decca would rush-release his "Together" single, American singer P. J. Proby said he would settle in Britain after all.

Last week, Proby—who made a click debut here on Jack Good's Beatles TV spectacular, and followed it with a smash single "Hold Me"—threatened to pack his bags and return to the U. S.

Trouble was that after Decca had released "Hold Me," Liberty claimed to have Proby under contract. Then, a second crisis developed with Proby saying he had sacked his manager Martin Davis of Dominion Music, and his agents, the Malcolm Nixon Agency.

Latest development is that Proby says he is now represented by NRB, with offices in New York and Beverly Hills. They are opening a London office shortly to represent him.

modern world. Topics interpreted were the radical right Senator Goldwater, expensive funerals, war and childhood school days.

The midnight closing found the audience eagerly asking for more, prompting the theater to consider other Monday evening concerts. **ELIOT TIEGEL**

## Signings

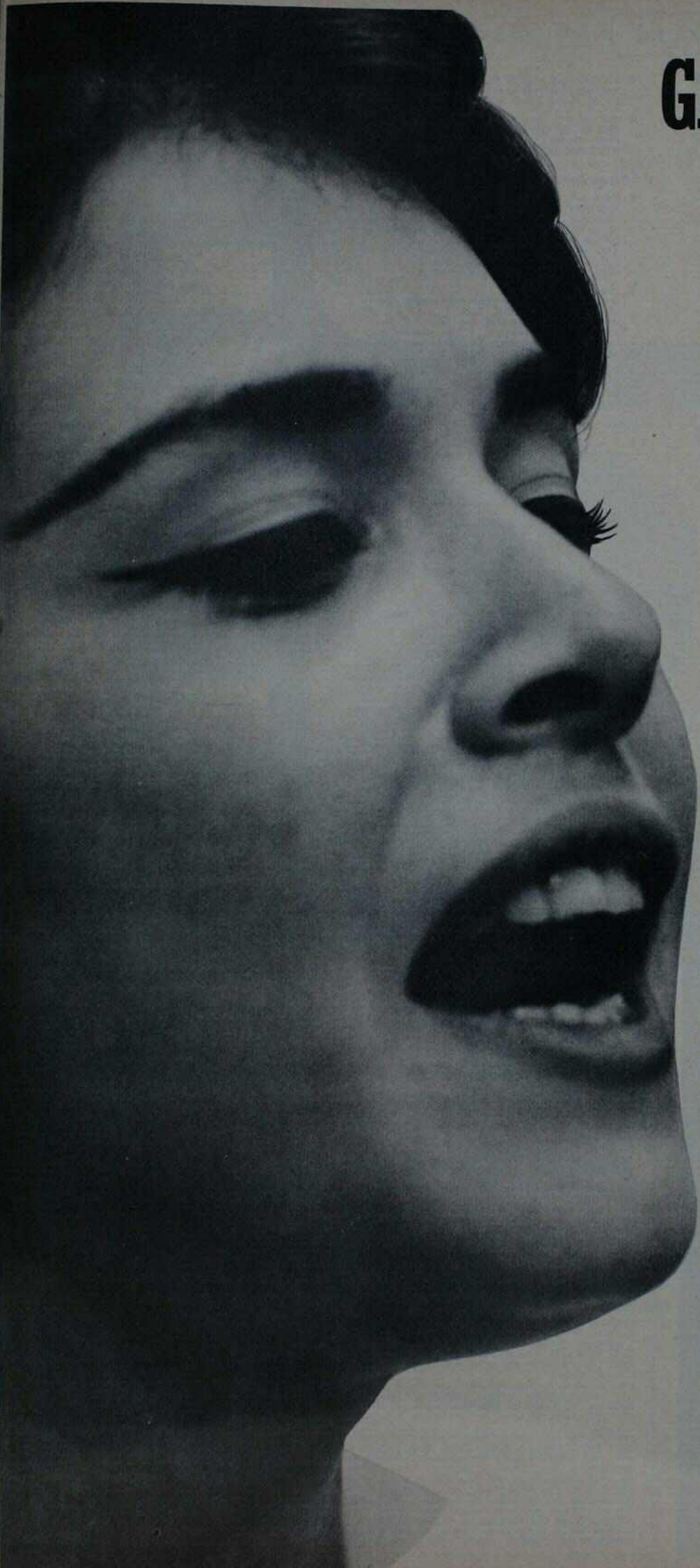
Johnnie Ray will now record under the Groove banner, an RCA Victor subsidiary. Ray, whose disk career began in 1952, has recorded for Okeh, Columbia, Cadence and Decca. His first Groove disk will be released later this month.

Joe Henderson has been signed to an exclusive contract to the recently formed RIC Records. Henderson, who had a click in 1962 with "Snap Your Fingers" on the Todd label, will record his first sides for RIC in Nashville in the near future. The label plans to showcase his talents in the r&b, jazz and folk as well as the pop fields. Lester Vanadore, RIC vice-president, was instrumental in the signing. . . . Okeh Records, a subsidiary of the Epic label, has signed the Vibrations. The group, which is made up of five men, was formed in Los Angeles during the summer of 1959. The boys in the group are Carl Fisher, James Johnson, David Govan, Ricky Owens and Donald Bradley. Their big hit was "The Watusi" on the Checker label. . . . Added to the new Heidi label, which will be distributed by Atlantic Records, in addition to the Willows, are Barbara & Brenda, and Gary & Gary. Heidi debuts with the Willows "It's Such a Shame."

**Rumplestiltskin**  
Children's play at the Martinique Theatre, 32nd & Broadway. Casting call for male character actors between 25-50 years of age for the parts of Rumplestiltskin, the King, the Miller and others. 11 A.M. at the Martinique Theatre Tuesday, September 8.

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Say You Saw It in Billboard



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**"WE'LL SING  
IN THE  
SUNSHINE"**

**c/w "Prism Song"**



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Gale Garnett's  
Album**



**LPM/LSP-2833  
RCA VICTOR**

 The most trusted name in sound 

R&B D.J. ROUNDUP

The information below is reported each week by leading R&B disk jockeys. The Contributing Editor is KAL RUDDMAN. NATIONAL BREAKOUTS are those records registering sales in a significant number of regions and can be classified as new hit records. REGIONAL BREAKOUTS are those records breaking in one or more regions of the U. S. but not in sufficient number of areas to-date to be considered national in scope. Individual disk jockey reports give those records that are making their first appearance in the local top 15, the local breakouts, records to watch based on initial action in each market and the Top LP's.

★ FLOYD BROWN—WYNNR, CHICAGO

- FIRST APPEARANCE IN LOCAL TOP 15  
CANDY TO ME—Eddie Holland, Motown  
CAN'T LIVE WITHOUT HER—Billy Butler, Okeh  
RHYTHM—Major Lance, Okeh  
DANCING IN THE STREET—Martha & Vandellas, Tamla
- BREAKOUT  
WHY YOU WANNA MAKE ME BLUE—Temptations, Gordy
- RECORDS TO WATCH  
YOU BETTER BELIEVE ME—Impressions, ABC  
MOTHER NATURE—Gerald Sims, Okeh
- TOP LP  
KEEP ON PUSHING—(Top band: "I've Been Trying")—Impressions, ABC

★ CHATTY HATTY—WGIV, CHARLOTTE

- FIRST APPEARANCE IN LOCAL TOP 15  
I WANT TO THANK YOU—Enchanters, W. B.  
RHYTHM—Major Lance, Okeh  
THE CLOCK—Baby Washington, Sue  
SOMETHING THERE TO REMIND ME—Lou Johnson, Big Hill  
YOU'LL NEVER GET TO HEAVEN—Dionne Warwick, Scepter  
DANCING IN THE STREET—Martha & Vandellas, Tamla
- BREAKOUTS  
LOVERS ALWAYS FORGIVE—Gladys Knight & Pips, Maxx  
RUNNIN' OUT OF FOOLS—Aretha Franklin, Columbia  
YOU MUST BELIEVE ME—Impressions, ABC  
LET IT BE ME—Everett & Butler, Vee Jay  
I'M QUALIFIED—Jimmy Hughes, Jamie  
I HAD A TALK WITH MY MAN—Mitty Collier, Chess
- RECORDS TO WATCH  
IT'S ALL OVER—Ben E. King, Atco  
OPPORTUNITY—Jewels, Dimension  
LONG HAIR DADDY—Vernell Hill, Tuff  
SOMEBODY NEW—Chuck Jackson, Wand  
LA DE LA I LOVE YOU—Inez Foxx, Symbol  
HEARTBREAK—Dee Clark, Constellation

★ MILTON (BUTTERBALL) SMITH—WMBM, MIAMI

- FIRST APPEARANCE IN LOCAL TOP 15  
LET ME LOVE YOU—B. B. King, Kent  
UNTIL YOU WERE GONE/IT HURTS TO BE IN LOVE—Betty Everett, Vee Jay  
TROUBLE IN MIND—Jimmy Ricks, Atlantic  
LAST NIGHT—Junior Parker, Duke

- RECORDS TO WATCH  
TOO MANY DRIVERS—Lowell Fulson, Kent  
LET IT BE ME—Everett & Butler, Vee Jay

- TOP GOSPEL (Rev. Ira McColl)  
LEAD ME TO CALVARY—Soul Stirrers, SAR  
PEACE BE STILL—James Cleveland, Savoy  
LITTLE WOODEN CHURCH—Dixie Hummingbirds, Peacock

★ NOVELLA SMITH—KYOK, HOUSTON

- FIRST APPEARANCE IN LOCAL TOP 15  
SOMETHING THERE TO REMIND ME—Lou Johnson, Big Hill  
ETERNALLY—Johnny Wynter, Atlantic  
YOU'LL NEVER GET TO HEAVEN—Dionne Warwick, Scepter  
LET ME LOVE YOU—B. B. King, Kent  
WEEP NO MORE—Nathan McKenney, Rayco  
YOU'VE GOT IT—Johnny Williams, Kent  
MAKE UP YOUR MIND—Anna King, Smash
- BREAKOUTS  
I HAD A TALK WITH MY MAN—Mitty Collier, Chess  
HE'S A LOVER—Tutti Hill, Arock  
WAIT TILL TOMORROW—Dells, Vee Jay  
BABY I NEED YOUR LOVING—4 Tops, Motown  
MERCY MERCY—Don Covay, Rosemart  
PASSION—Billy Patt Quintet, Sabre
- RECORDS TO WATCH  
SOMETHING YOU GOT—Ramsay Lewis, Argo  
MY LOVE—Buddy Ace, Duke

★ BURKE JOHNSON—WAOK, ATLANTA

- NUMBER ONE RECORD  
MY ADORABLE ONE—Joe Simon, Vee Jay
- FIRST APPEARANCE IN LOCAL TOP 15  
DANCING IN THE STREET—Martha & Vandellas, Tamla  
LOVER'S PRAYER—Wallace Brothers, Sims  
WEEP NO MORE—Nathan McKenney, Rayco  
BABY I NEED YOUR LOVING—4 Tops, Motown  
YOU MUST BELIEVE ME—Impressions, ABC
- BREAKOUTS  
TROUBLE CHILD—Barbara Mason, Crusader  
THE CLOCK—Baby Washington, Sue  
WHAT ARE YOU DOING TO ME—Big Maybelle, Scepter  
IT'S ALL OVER—Ben E. King, Atco  
MERCY MERCY—Don Covay, Rosemart  
OH MY HEARTACHE—Art Grayson, 4 Corners  
RUNNING OUT OF FOOLS—Aretha Franklin, Columbia  
LA DE LA I LOVE YOU—Inez Foxx, Symbol
- RECORDS TO WATCH  
SOMETHING YOU GOT—Ramsay Lewis, Argo  
WHY YOU WANNA MAKE ME BLUE—Temptations, Gordy  
I CAN'T BELIEVE WHAT YOU SAY—Ike & Tina Turner, Kent  
MR. HEARTACHE—Freddie Scott, Columbia  
LUCILLE—Clyde McPhatter, Mercury  
ARITHA—Corvets, NRC  
I KNEW YOU WHEN—Wade Flemmons, Vee Jay

★ GEORGIE WOODS & JIMMY BISHOP—WDAS, PHILADELPHIA

- FIRST APPEARANCE IN LOCAL TOP 15  
DANCING IN THE STREET—Martha & Vandellas, Tamla  
MERCY MERCY—Don Covay, Rosemart  
I WANNA THANK YOU—Enchanters, W.B.  
LET IT BE ME—Everett & Butler  
TROUBLE CHILD—Barbara Mason, Crusader  
RHYTHM—Major Lance, Okeh  
SOMETHING THERE TO REMIND ME—Lou Johnson, Big Hill  
I HAD A TALK WITH MY MAN—Mitty Collier, Chess
- BREAKOUTS  
LOOKING FOR THE RIGHT GUY—Kim Weston, Tamla  
CANDY TO ME—Eddie Holland, Motown  
WHY YOU WANNA MAKE ME BLUE—Temptations, Gordy  
DUST MY BLUES—Almo James, Kent  
YOU BETTER BELIEVE ME—Impressions, Gordy
- RECORDS TO WATCH  
SUCH A SHAME—Willows, Heidi  
FEVER—Alvin Robinson, Red Bird

★ PAUL (FAT DADDY) JOHNSON—WSID, BALTIMORE

- FIRST APPEARANCE IN LOCAL TOP 15  
DANCING IN THE STREET—Martha & Vandellas, Tamla  
OPPORTUNITY—Jewels, Dimension  
I'LL ALWAYS LOVE YOU—Brenda Holloway, Motown  
THE CLOCK—Baby Washington, Sue  
WEEP NO MORE—Terry & Tyrants, Kent  
I HAD A TALK WITH MY MAN—Mitty Collier, Chess  
RHYTHM—Major Lance, Okeh  
LA DE DA I LOVE YOU—Inez Foxx, Symbol

(Continued on page 16)

R&B NATIONAL BREAKOUTS

- DANCING IN THE STREET—Martha & the Vandellas, Tamla
- MERCY MERCY—Don Covay, Rosemart
- WHY YOU WANNA MAKE ME BLUE—Temptations, Gordy
- LET IT BE ME—Betty Everett & Jerry Butler, Vee Jay
- YOU MUST BELIEVE ME—Impressions, ABC
- RHYTHM—Major Lance, Okeh
- THERE'S ALWAYS SOMETHING THERE TO REMIND ME—Lou Johnson, Big Hill

R&B REGIONAL BREAKOUTS

(Not Listed In Rank Order)

- SOMEBODY NEW—Chuck Jackson, Wand (Chicago, Detroit, Atlanta)
- OH LORD WHAT ARE YOU DOING TO ME—Big Maybelle, Scepter (Baltimore, Washington, Chicago, New York, Atlanta)
- LA DE DA I LOVE YOU—Inez Foxx, Symbol (Washington, Atlanta, Baltimore)
- I HAD A TALK WITH MY MAN—Mitty Collier, Chess (Baltimore, Philadelphia, Charlotte, Miami, Houston)
- WEEP NO MORE—Terry & the Tyrants, Kent (Baltimore, Washington)
- WEEP NO MORE—Nathan McKenney, Rayco (Atlanta, Charlotte, Houston, New Orleans)
- GOTTA GET MY HANDS ON SOME LOVIN'—Artistics, Okeh (Chicago)
- THE CLOCK—Baby Washington, Sue (Washington, Baltimore, Philadelphia, Charlotte, Atlanta)
- CANDY TO ME—Eddie Holland, Motown (Chicago, Detroit)
- CAN'T LIVE WITHOUT HER—Billy Butler, Okeh (Chicago, Baltimore)
- WAIT TILL TOMORROW—Dells, Vee Jay (Houston, Detroit, Fort Worth, Dallas)
- OPPORTUNITY—Jewels, Dimension (Baltimore, Charlotte, Detroit)
- ALL THAT'S GOOD—Fiestas, Old Town (Chicago)
- TOO MANY DRIVERS—Lowell Fulson, Kent (Detroit, Miami)
- MY ADORABLE ONE—Joe Simon, Vee Jay (No. 1 Atlanta, San Francisco, New York, Houston, Dallas, Fort Worth, New Orleans)
- I WANNA THANK YOU—Enchanters, W. B. (Philadelphia, Charlotte, Baltimore)
- RUNNING OUT OF FOOLS—Aretha Franklin, Columbia (Baltimore, Charlotte, Atlanta)
- ETERNALLY—Johnny Wynter, Atlantic (Houston, Fort Worth, Dallas)

NEWS OF THE WORLD

MEMPHIS

Eugene Lucchesi and Paul Bomarito, Pen Records, are promoting Clarence Nelson, guitarist and singer they recently signed. His first single is "You Make Me Feel So Good" and "I Hurt." . . . Jerry Williams, 24, son of a vice-president of Holiday Inns of America, has formed a record label, and is out with his first single by Donnie Nix.

Members of Bill Black's Combo, in calls to Memphis friends and relatives, say they're having a hard time fighting through teen-age mobs. The combo is touring with the Beatles. . . . Ace Cannon, Hi Records' ace saxophonist, is on one nighters through the South, will appear on the WBAM show in Montgomery, Ala., Sept. 18 and the WBOK show in Birmingham Sept. 19.

MOC Records' Murry Kellum is on an extended tour of Texas. . . . Groove's Charlie Rich is playing club dates in Alabama. . . . Gene Simmons, who has a new single, "Haunted House," is playing shows in Louisiana, Alabama, Georgia and Florida and will tour the Midwest next month. . . . Smash Records' Jerry Lee Lewis is on a tour of the South and Southwest.

ELTON WHISENHUNT

DUBLIN

The Irish Federation of Musicians arranged for discussions with dance hall owners in London, following a report that Irish bands would not be booked in future. . . . Radio Eireann sent copies of Gael-Linn disks to Radio Albania which plans an international music series. . . . Pye's John Woods returned from the company's annual sales conference in London. . . . Millie left after a successful week's tour. . . . Fred Astaire flew in for a vacation at Lismore Castle. . . . Little Richard set to tour Ireland for four days from Oct. 9. . . . During their November visit to the U. S., the Bachelors will guest on the Danny Kaye Show. . . . Local singer Brendan O'Brien's version of "It's Only Make Believe" is outselling the Billy Fury disk. . . . Kenny Ball and His Jazzmen completed their annual Irish tour. . . . Paul Russell, Ltd., will present the Chants and Honeycombs later this month. . . . Royal Showband's first LP may be first album to hit charts here.

KEN STEWART

MUNICH

Munich dancer and singer Irene Mann has been contracted for a series of U. S. TV shows and for a guest appearance on a Perry Como TV show. . . . The Bulgarian show band of Eddy Kazassian, featuring jazz singer Lea Ivanova, started a tour of West Germany in Munich. . . . Elite Special singer Britta Martell guest starred at the Festival di Pesaro in Italy. . . . Robertino started a tour of Scandinavia in Copenhagen.

Based on the Jobim hit "The Girl From Ipanema," Munich songwriter Herbert Jarczyk composed the Bossa Nova "The Girl From Schwabing." Schwabing is Munich's Latin Quarter. . . . West German jazz star Albert Mangelsdorff will tour East Germany in autumn. . . . Freddy will get his eighth Golden Lion from Radio Luxembourg for his hit "Lass Mich Noch Einmal in die Ferne."

JIMMY JUNGERMANN

AN OPEN LETTER TO DISK JOCKEYS ALL OVER AMERICA

Dear Friends:

No place could this happen other than the Dear Ole U. S. A.

Only a few weeks ago my record "FUNNY," Backbeat 541, was released Nationally. Until that time, I had never completely realized success with a real big hit record.

Overnight, you've made it one of America's top records and it is getting bigger and bigger each day.

I know, and you know, this never could have been had it not been for your concentrated play.

THANKS!!! THANKS!!! I shall never forget you . . . and shall forever be grateful for your assistance in my having a "Top Record."

Gratefully yours,

  
Joe Hinton

BACKBEAT RECORDING ARTIST

BACKBEAT RECORDS


2809 ERASTUS STREET, HOUSTON 26, TEXAS



**ROBERT  
GOULET  
SINGS**

**"I'D RATHER BE RICH"**

(4-43131)

NEW COLUMBIA  SINGLE FROM THE MOTION PICTURE  
"I'D RATHER BE RICH" · A ROSS HUNTER PRODUCTION  
STARRING SANDRA DEE · ROBERT GOULET · ANDY WILLIAMS  
A UNIVERSAL PICTURE IN EASTMAN COLOR

# KGFJ Emphasizing Rhythm & Blues

LOS ANGELES—Local deejay picks and jazz are gone from KGFJ, which has begun emphasizing rhythm and blues records to provide a one-station sound, according to Arnie Schorr, newly installed general manager.

"Our station will be 100 per cent rhythm and blues," stated Schorr, whose father recently purchased the successful outlet for \$1.5 million.

While stating there would be "no major changes at the station," Schorr explained KGFJ would become an even stronger r&b outlet by eliminating all deejay picks and by changing the 9 to 1 p.m. jazz-tinged format of the Peter Tripp show. Tripp had replaced Johnny Magnus when the latter, who had built his following with jazz programming, switched several months ago to KMPC. Tripp was not heard during the second and third weeks of the format tightening, having gone on vacation. He was due back Monday (7).

Schorr revealed additional equipment has been ordered to

provide an additional studio plus newsroom with its own recording facilities. Promotions, advertisements and station identifications will be aired via cartridges, the executive added.

While aiming its programming entirely at the 800,000 Negro population of Los Angeles, the station is an integrated operation, with Schorr recently hiring Cal Milner, ex-KHJ, as merchandising-production manager and Shirley Fell, ex-KHJ, as business manager. Tom Hawkins continues as program director with Shirley Laiffer librarian and Linnie Williams her assistant.

Schorr, ex-KHJ p.d., has also hired Hunter Hancock as a staff disk jockey. He had been a freelance personality taping his show outside the station for broadcast in the afternoon. Schorr says Hancock will begin broadcasting live from the station within three weeks, eliminating the somewhat poor audio quality of past programs.

To maintain a continuing r&b sound, Schorr has eliminated

*(Continued on page 19.)*

## TOWN HONORS RADIO STATION

MANITOBA, Canada—CKY has finally done it! The station now claims that it is the first in history to have a town officially change its name in honor of a radio station. In a special election last month, La Riviere, Manitoba, voted to change the town's name to "Seekaywe." CKY and Seekaywe have a mutual promotion deal.

## Round and Round She Goes—



CINCINNATI—With competition for the listener ear becoming hotter and hotter, radio stations are intensifying their attention-getting promotions.

The outstanding stunts making the headlines as of late are the rise of the local Emperors (see separate story this section) and the marathons reminiscent of the Roaring '20's.

On the spectacular side was the recent go-around by WCPO deejay Morton Downey Jr. (a guy who is a natural for this bit), who reportedly broke all records and set a new one by riding 167 hours and 31 minutes on a Ferris Wheel.

"Doc" Downey spent a solid week going around and around at Cincinnati's Coney Island Amusement Park, cheered most of the way by admiring teenagers. The stunt was performed by Downey while clad in a tuxedo. As time whirled on, off came the black tie when Doc experienced breathing difficulties.

The WCPO morning man was none for the worst after the spin, experiencing only a combination of sunburn and exposure.

Saturday (5) WOLF deejay Bud Ballou jumped on the wheel at Suburban Park just outside of Dayton, Ohio. His run lasted only 12 hours. Undaunted, WOLY general manager Ev Wren threw Windy (The Weird Beard) Craig into the breach. Craig was in his 88th round at this writing (4 p.m., Wednesday, Sept. 2).

Craig, like fellow deejay Downey, is permitted only five minutes every five hours for a break. He is served meals while riding and "washes" with cleansing cream. The Ferris Wheel's bathing facilities are somewhat limited.

As an added attraction, WOLF cuts to "The Weird Beard" every 30 minutes for a live report.

"And now we go to Windy Craig on the Ferris Wheel at Suburban Park . . . are you there, Windy . . . come in, Windy . . ."

## VOX JOX

By GIL FAGGEN



WNBC's waker-upper, Big Wilson and yours truly toast it up with coffee, courtesy of American Red Cross. Both of us donated blood during a recent WNBC public service effort to obtain blood for the Red Cross Blood Bank. Not even Frank Deveau, Big's director, escaped with all of his blood. Big interviewed Joseph L. Carter, executive officer of the American Red Cross of Greater New York about the blood program; carried on a running description of the process; and chatted with nurse Virginia Horak, all while donating.

After much fanfare (not deserved), I made my grand entrance, was tested and told that my hemoglobin was too low to donate that day. After supplying me with several cups of coffee, two danish, and several sugar-coated doughnuts, the doctor finally permitted me to donate a half-pint of blood. As the whole bit was aired on Big's WNBC morning show, I wonder if I'm entitled to a residual.

Very sorry to hear of the KATZ program director and deejay Dave Dixon being hospitalized because of an auto collision in St. Louis Friday (28). Dave also holds down the presidency of NARA. . . . Delighted



to hear of John Krance's recent trip to Washington to attend the performance of his original composition, "Scenario, for Band," when it was performed at the Watergate by the U. S. Marine Band. Krance, music director for WPAT (Patterson), is a graduate of the Eastman School of Music.

Hear Don Weston, 10:30 p.m.-6 a.m. deejay on KDAL (Duluth) is on a cow-milking spree during the dawn hours in the capital of the dairy industry.

Ray Bye CHAB (Moose Jaw, Saskatchewan) prepares to submerge for an underwater dive



during a water safety extravaganza at a local beach. The show was produced with the help of local water safety officials.

Broadcast facilities and bleachers were set up on shore to help everyone keep in touch with what was going on. Bye and CHAB deejay Dick Bourne, with the help of the local scuba

*(Continued on page 36)*

## Radio-TV PROGRAMMING

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

# Emperor DJ's Set to Crown Each Other

By GIL FAGGEN

NEW YORK—Democracy is lost! The Presidency is in jeopardy! The nation gears for the rise to power of regional Emperors!

Initial support for the Emperors is coming from radio stations across the country and their listeners. Thirty Emperors are currently ruling the airwaves and are enlisting lieutenants and organizing militias.

The guy responsible for dreaming up the "Emperor Promotion" is KRLA air personality Bob Hudson. His successes in the Los Angeles market led to the acquisition of the idea by the Mark Century Corporation of New York, national syndicators of the "Festival Radio" and "Radio a la Carte" programming packages.

Mark Century has copyrighted the entire bit, which includes recorded promotional announcements, Emperor T-shirts, medals, buttons and albums.

How a few of the stations and deejays are making their listeners Emperor-conscious bears explanation.

Art Wander, WNDR, Syracuse, made a royal appearance at the premiere of the Beatles' movie in a chariot drawn by white horses. Four trumpeters signaled his arrival.

Bill Crisp, WKLO, Louisville, went on the air recently proclaiming himself "Emperor" and talking constantly for 29 hours, telling of his plans for "Crisp's Empire."

WHK's Emperor, Scott Burton, decided what Cleveland needed was a mountain. Mounds of dirt have been arriving every day. A Mark VIII Jaguar is being used as the Emperor's car

with a contest running to design flags for the fenders and a Coat of Arms for the door.

### Built-In Arrogance

The Emperor bit allows local deejay to be as pompous and arrogant as he likes and get away with it. The various Emperor getups this reporter has seen vary from old Roman Empire breast plate armor to opulent crowns and capes.

Charlie Brown of KDWB, the "Emperor of Minneapolis," sailed down Mississippi River in full regalia at the head of an armada of ships. He is currently rallying invasion forces to take over Minnesota. "Become a lieutenant in Brown's Commandos," command the promotional announcements on KDWB. "Emperor Brown will have New Orleans brought up the Mississippi, placed on a float and towed down University Avenue to celebrate Brown's Mardi Gras!"

### Good Sales Vehicle

Kempner reports that WING in Dayton has sold the bit to a large furniture store. Each piece of copy starts with "Emperor O'Farrel Says."

My "Vox Jox" column in a recent issue of Billboard has begun a rivalry that may lead to World War III. I mentioned that Clark Weber had been crowned "Emperor of Weberland" and has invited his WLS Chicagoland listeners to write for commissions as lieutenants in "Emperor Weber's Imperial Forces." The item evoked a barbed communication from my

*(Continued on page 31)*

## Washington Radio Rating on Page 36



RON ALLEN, WZIP air personality, is being soothed by Niagara Cyclo-Massage chair in more ways than one. The company bought all available spots on the FM station during its first week on the air in Cincinnati.

# SHE'S OUR GIRL DUSTY

ALREADY A STEADY CHART-TOPPER  
IN GREAT BRITAIN AND THE USA,  
AND A RECURRENT BEST-SELLER IN  
MORE THAN JUST A FEW CONTINENTAL COUNTRIES,  
THIS VOCAL MARVEL FROM ENGLAND  
IS NOW ALL SET TO CAPTURE  
STILL MORE EUROPEAN MARKETS.  
ESPECIALLY RECORDED VERSIONS OF  
HER HIT SONGS  
IN FRENCH, GERMAN, ITALIAN AND SPANISH  
WILL BE MAKING THEIR MARK ANY DAY NOW.



## DUSTY SPRINGFIELD

TOO, BELONGS TO  
THE INTERNATIONAL SET,  
THE CIRCLE WHOSE MEMBERSHIP  
CONTAINS ONLY THE BEST:  
THE PHILIPS' PHONOGRAPHIC INDUSTRIES  
GROUP OF COMPANIES, WHO RELEASE THEIR  
RECORDS THROUGHOUT THE WORLD.

### PHILIPS

MAKE RECORDS  
IN MORE WAYS  
THAN ONE!



# 6 Top Companies Slate Broadway Cast Albums

• [Continued from page 1](#)

bum season at the end of this month with "Fiddler on the Roof," picked up the rights without any financial stake and is said to have the inside track on the new still-unsettled Alan Jay Lerner-Burton Lane show, also without any investment. Victor's deal for "Fiddler," however, calls for a hefty shellout in advertising and promotion expenditure. The rights to the Lerner-Lane show is said to be coming to Victor through an earlier commitment Lerner made with Victor's affiliated company, NBC.

The other label in the original cast album running for the new season will be ABC-Paramount with "Something More." ABC-Paramount made its bow in the Broadway field this past season with "High Spirits" and "Fade Out—Fade In." It gets the original cast album rights through its parent company ABC - Paramount Theaters' tie with Lester Osterman and Julie Styne's On Stage Productions.

The Broadway scene was also extended this past season with RCA Victor reaching as far uptown as Lincoln Center to do original cast album versions of "The King and I" and "The Merry Widow." Victor has a deal with Lincoln Center to record

its new musical productions if it so wishes and it's likely there'll be more coming from this tie in its next season of operation.

In addition to the musical push, there also appears to be more activity in the spoken word field. Columbia has been leading the way with such disk productions as "Who's Afraid of Virginia Woolf," "Strange Interlude," "Hamlet" and "The Subject Was Roses." Now, Columbia has scheduled a recording of the Actors Studio production of "Three Sisters" for Sept. 13 and RCA Victor is coming out with the British production of "Othello" starring Laurence Olivier.

Another striking example of the long-range planning that goes into the acquisition of a Broadway musical property is Columbia's wrap-up of the original cast album rights to "The Skin of Our Teeth," which isn't scheduled to open on Broadway until September 1965. Columbia picked up the rights through its parent company, Columbia Broadcasting System, which will be the sole backer of the show. The production will be capitalized at \$400,000 with a 20 per

cent overall if more money is needed.

It's recalled that the CBS-Columbia Records parlay worked out similarly with "My Fair Lady" in 1956. The network put up a little more than \$400,000 to finance the Alan Jay Lerner - Frederick Loewe musical and Columbia's version of the original cast album has already sold over 5,000,000 copies. CBS also financed the follow-up Lerner-Loewe show, "Camelot" to the tune of about \$480,000 and Columbia's original cast album has sold more than 1,000,000 copies.

"The Skin of Our Teeth" is an adaptation of Thornton Wilder's Pulitzer Prize - winning play of 1943. The music is being composed by Leonard Bernstein and the lyrics and book are being written by Betty Comden and Adolph Green.

Although no production date has yet been announced, Columbia also appears to have the inside track on the new Richard Rodgers musical, "The Time of the Cookoo," on which the composer is collaborating with lyricist Stephen Sondheim. The musical is an adaptation of the popular Arthur Laurents play.

## Mills Sale a Forerunner

• [Continued from page 1](#)

participation in the annual proceeds resulting from performances, mechanical and other uses of the copyrights in the Mills catalogs. This participation will be offered for direct subscription by U&I shareholders. The closing is expected to take place around the end of the year.

According to Richard L. Rosenthal, U&I president, his firm "looks forward to an extended period of active participation in the music industry." He said, "Ours will not be a passive or investor-oriented role. Rather, we intend that our new subsidiary, to be called Mills Music, Inc., will continue extremely active to engage in all aspects of the music business which have heretofore been carried on by the predecessor company, its subsidiaries and affiliates.

"Thus, we shall welcome and indeed actively seek new writers, as well as the affiliation with Mills of proven established talents." Rosenthal also stated that all of the Mills' music activities would be continued, encompassing the publication of sheet music and folios and educational music, and also the publishing activities of Mills in Canada, England, France, Germany, Belgium, Holland, Mexico and Brazil.

Rosenthal noted, however,

### Festival Pacts

• [Continued from page 1](#)

set the Island Records arrangement with Chris Blackwell, who discovered and produced the hits of Millie Small.

Festival also releases the product of the U. S. Decca organization, including Decca, Coral and Brunswick; the ABC-Paramount group which includes ABC-Paramount, Command, Impulse Grand Award and Westminster; Atlantic and its associated labels; 20th Century-Fox, Vee Jay, Laurie, Jay Gee, A & M and King of Japan.

that U&I would be bringing to the Mills picture newer views on the distribution and sales of printed product and the utilization of catalog material than had characterized the extended period of family ownership of Mills Music by Jack Mills, the firm's president, and Irving Mills, vice-president. At present, there are no changes expected in the Mills personnel pattern, but it's known that some top-flight music men have been approached about the possibilities of eventually taking over the actual day-to-day running of the firm.

## Blue Star Label Formed

HOLLYWOOD — Blue Star Records has been formed by Thomas Morgan, talent manager, who plans developing new performers through records and then guiding their careers into other entertainment areas.

Already signed for the new label are Dan Truhitte, who plays the juvenile lead in the forthcoming film, "Sound of Music," Dick Tretter, actor turned vocalist; Charles (Lefty) Wright, rock 'n' roll vocalist, and the Hurricanes trio.

Singles already produced for release in the next few months will include "It Has to Be Always" by Truhitte; "The House of the Rising Sun" by the Hurricanes, and "Wishing Again" by Tretter.

Morgan is in partnership with Fred Horton in an ASCAP firm, Blue Star Music. The record executive explained LP's would be developed for these new performers, with Horton and Susan Quickel writing lyrics and Tretter, Wright and Morgan himself creating original music.

Blue Star's first LP is "A Treasury of American Railroad Songs and Ballads" by the Talisman Three, which is being offered via mail order. The company will shortly advertise the LP in Trains magazine and will place the product in hobby shops to hit this particular market. The LP carries a \$4.98 mono price.

## R&B D.J. ROUNDUP

• [Continued from page 12](#)

### BREAKOUTS

LOOKING FOR THE RIGHT GUY—Kim Weston, Tamla  
CAN'T LIVE WITHOUT HER—Billy Butler, Okeh  
RUNNIN' OUT OF FOOLS—Aretha Franklin, Columbia  
I WANNA THANK YOU—Enchanters, W. B.  
MY SMILE IS JUST A FROWN—Carolyn Crawford, Motown  
LET IT BE ME—Everett & Butler, Vee Jay  
WHY YOU WANNA MAKE ME BLUE—Temptations, Gordy  
OUR LOVE—Sylvia Robinson, Sue  
YOU MUST BELIEVE ME—Impressions, ABC

### RECORDS TO WATCH

SOMEBODY NEW—Chuck Jackson, Wand  
OH LORD—Big Maybelle, Scepter  
GOTTA GIVE HER LOVE—Volumes, American Artists  
DOWN HOME GIRL—Alvin Robinson, Red Bird  
BLESS OUR LOVE—Gene Chandler, Constellation

### ★ ERNIE DURHAM—WJLB, DETROIT

FIRST APPEARANCE IN LOCAL TOP 15  
SINCE I'VE LOST YOU—Jimmy Ruffin, Soul  
SOMEBODY NEW—Chuck Jackson, Wand  
NEW GIRL—Accents, Onedural  
20-75—Willie Mitchell, Hi  
CANDY TO ME—Eddie Holland, Motown

### BREAKOUTS

TOO MANY DRIVERS—Lowell Fulson, Kent  
GIRL WHY DO YOU MAKE ME BLUE—Temptations, Gordy  
I WANNA THANK YOU—Enchanters, W. B.  
IT'S ALL OVER—Ben E. King, Atco  
YOU MUST BELIEVE ME—Impressions, ABC  
OPPORTUNITY—Jewels, Dimension  
GOTTA GIVE HER LOVE—Volumes, American Artists

### ★ ED WRIGHT—WABO, CLEVELAND

FIRST APPEARANCE IN LOCAL TOP 15

I'LL ALWAYS LOVE YOU—Brenda Holloway, Motown  
RHYTHM—Major Lance, Okeh  
I HAD A TALK WITH MY MAN—Mitty Collier, Chess  
LOVER'S PRAYER—Wallace Brothers, Sims  
THEN YOU CAN TELL ME GOODBYE—Johnny Nash, Chess  
I'M COUNTING ON YOU—Freeman Brothers, Mala

### BREAKOUTS

RUNNING OUT OF FOOLS—Aretha Franklin, Columbia  
LET IT BE ME—Everett & Butler, Vee Jay  
IT'S ALL OVER—Ben E. King, Atco

### RECORDS TO WATCH

FEVER—Alvin Robinson, Red Bird  
SOMEBODY NEW—Chuck Jackson, Wand  
I CAN'T HELP MYSELF—Gems, Chess

### ★ JOHN HARDY—KDIA, SAN FRANCISCO-OAKLAND

RECORDS TO WATCH

IT'S ALL OVER—Ben E. King, Atco  
LOVE COMES AND GOES—Roscoe Sheldon, Sims  
LA DE DA I LOVE YOU—Inez Foxx, Symbol  
GOODNIGHT IRENE—Little Richard, Vee Jay  
SUCH A SHAME—Willows, Heidi  
TOO MANY DRIVERS—Lowell Fulson, Kent

## Tight Security on Animals

• [Continued from page 8](#)

and where it is least possible to move celebrities without the fans and general public seeing them. But co-operation between the agencies involved has been good at the airport and will result in continuing methods to protect everyone.

At the request of Billboard, and in view of its international readership's interest in the new measures, advance information about the new rules were provided.

The rules, to be issued to press, radio and TV, point out that it is "necessary to adopt new procedures for the handling of highly publicized celebrity arrivals and departures which characteristically attract

## Expansion at Melody Sales

NEW YORK—Melody Sales in San Francisco has taken over as the new distributor for the Elektra, Nonesuch and Crestview LP lines. The arrangements were made between Al Bramy and Tony Valerio of Melody and Mel Posner and Jac Holzman, sales manager and president of Elektra respectively.

Melody currently distributes Epic, Crescendo, Fantasy, Reprise, Caedmon and Okeh.

fered via mail order. The company will shortly advertise the LP in Trains magazine and will place the product in hobby shops to hit this particular market. The LP carries a \$4.98 mono price.

large groups of young people which sometimes number thousands and endangers the public.

"Beginning at once, at Kennedy International, LaGuardia and Newark Airports, such passengers will arrive at and depart from an area designated by the airport manager other than the public passenger terminal buildings.

"No members of the public may be present.

"When arrivals of this nature must be handled in the federal inspection areas of the international arrival building at Kennedy, special arrangements will be made in space not visible or accessible to the public.

"Authorized representatives of news media will assemble at the press interview room at Kennedy airport or at the police desks at LaGuardia and Newark for transportation to the designated area. Press conferences may be handled only in the area designated for arrival or departure."

The instructions were issued by Lee K. Jaffe, public relations director for the Port of New York Authority, which operates the airports.

### Oriole to CBS

• [Continued from page 1](#)

Roulette Records president of the same name), who currently heads the Oriole operation, will be in charge of the new CBS-Oriole combine. In addition to the ties with the Oriole disk operation, it's also reported that CRI will expand its publishing activities through this new tie.

Columbia's New York office is being quite hush-hush about the disk and publishing venture and it's expected that the venture will be announced by Peter De Rougemont, CBS vice-president of European operations.

## Col.-SG Ups Don Kirshner

• [Continued from page 1](#)



DON KIRSHNER

past several weeks that the parent company had such a move in mind and trade talk has been brisk as to who'll take over Kirshner's post as head of the recording operations that includes the Colpix and Dimension labels. It's known that the Columbia Pictures' executives have been auditioning a number of key record personnel but nobody has been chosen yet.

As president, Kirshner will be in charge of all motion picture and TV music for Columbia Pictures and Screen Gems. He will direct the activities of Gower Music, Screen Gems-Columbia Music, Inc. and Colgems Music Corporation. He'll now devote more time to working creatively with his writers (more than 70 writers are under contract to the firms) in music, films and TV. In addition, Kirshner will be developing new talent in all areas of commercial music and will also be more actively engaged in music for Broadway musicals.



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# SINGLES

# REVIEWS



## ACROSS-THE-BOARD SPOTLIGHTS



**NAT KING COLE—I DON'T WANT TO SEE TOMORROW** (Sweco, BMI) (2:30)—Another first-class ballad from Cole with that all-important commercial sound. Song is exceptionally well written with fine lyrics and captivating tune. Cole is nonchalantly elegant. Flip: "L-O-V-E" (Roosevelt, BMI) (1:50)  
Capitol 5261




### HOT POP SPOTLIGHTS

**DEL SHANNON—DO YOU WANT TO DANCE** (Clockus, BMI) (2:36)—Wild rockin' side featuring an equally wild and piercing organ. Shannon sings with calculated frenzy supported by World War II. Flip: "This Is All I Have to Give" (Vicki, BMI) (3:13).  
Amy 911

**MIRACLES—THAT'S WHAT LOVE IS MADE OF** (Jobete, BMI) (2:55)—Good lyric line, great hand clappin' beat and mighty good on-frantic performance by the group. Hit sound all the way! Flip: "Would I Love You" (Jobete, BMI) (2:54).  
Tamla 54102

**DUSTY SPRINGFIELD—ALL CRIED OUT** (Kingsley, ASCAP) (2:00)—It's got that potent sound. Dusty gives it a dramatic go 'round. Kids should love it! Flip: "I Wish I'd Never Loved You." (Michigan, BMI) (3:33).  
Philips 40229

**SWINGING BLUE JEANS—PROMISE YOU'LL TELL HER** (Morris, ASCAP) (2:08)—Successful group, successful sound. Flip: "Tuttie Frutti (Venice, BMI) (2:00).  
Imperial 66059

**RITA PAVONE—WAIT FOR ME** (Pincus, ASCAP) (2:27)—Cute ballad that tells the story of the gal who wants her beau to wait until she grows up. Effective performance by Rita singing in pixish tones. Flip: "It's Not Easy" (Laurell, ASCAP) (2:52).  
RCA Victor 8420

**MARVIN GAYE—BABY DON'T YOU DO IT** (Jobete, BMI) (2:33)—It's that powerhouse beat that can't be beat. Gaye chants to hand clappin' tempo. Socko instrumentation and arrangement. Flip: "Walk on the Wild Side" (Shapiro-Bernstein, ASCAP) (2:18).  
Tamla 54101

**ROUND ROBIN—THE ROUNDEST OF THEM ALL** (Cord-Hidle-Popcorn, BMI) (2:28)—Robin really shakes all over on this one. Great dance beat, punctuated by wild audience reactions. Flip: "8069 Vineland" (Sepe-Gig-Munrab, ASCAP) (1:51).  
Domain 1405

## PROGRAMMING SPECIALS

### HOT POP

**BROOK BENTON—Lumberjack** (Benday, BMI) (2:17)—Don't Do What I Did (Do What I Say) (Benjamin, ASCAP) (2:34).  
MERCURY 72333

**PAT BOONE—Beach Girl** (Blackwood-T.M., BMI) (2:32)—Little Honda (Sea of Tunes, BMI) (2:00).  
DOT 16658

**LARRY & MIKE—Little O' Love-Maker Me** (Pattern, ASCAP) (2:02)—So Long Little Buddy (Bamboo, BMI) (2:12).  
ERA 3135

**LARRY HENLEY—My Reasons for Living** (Acuff-Rose, BMI) (2:00)—Stickin' Up for My Baby (Rose, BMI) (2:03).  
HICKORY 1272

**LARRY LEE—Big Boss Man** (Parts I & II) (Symbol, BMI) (2:17 & 2:07).  
ENTREE 107

**JELLY BEANS—Baby Be Mine** (Trio, BMI) (2:47).  
RED BIRD 10-011

**BUCHANAN & GREENFIELD—The Invasion** (Novel, BMI) (2:49).  
NOVEL 711

**ROLF HARRIS—Ringo for President** (Jonathan, ASCAP) (2:35).  
EPIC 9721

**THE KINKS—You Really Got Me** (Kassner, ASCAP) (2:20).  
REPRISE 0306

**THE VICEROYS—Death of an Angel** (Limax, BMI) (3:14).  
IMPERIAL 66058

#### 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.

REVIEWED THIS WEEK, 122—LAST WEEK, 124

### GUEST PANELIST OF THE WEEK DICK SMITH

Program Director, DJ  
WORC, Worcester, Mass.

"I SEE YOU"  
CATHY AND JOE

Smash



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."

**FREDDIE GORMAN—IN A BAD WAY** (Myto, BMI) (2:29)—Socko reading matched with powerful beat and big brass instrumentation. Plenty of sales potential here. Flip: "There Can Be Too Much (Of Everything I Do)" (Myto, BMI) (2:25).  
Ric-Tic 101

**JAN & DEAN—RIDE THE WILD SURF** (Screen Gems-Columbia, BMI) (2:15)—Movie tune and first rate surfin' sound. Flip: "The Anaheim, Azusa & Cucamonga Sewing Circle, Book Review and Timing Association" (Screen Gems-Columbia, BMI) (2:24). West Coast inside joke featuring cute lyrics and surfin' sound.  
Liberty 55724

**DAISIES—I WANNA SWIM WITH HIM** (Frost, BMI) (2:14)—Everybody's gettin' in the commercial swim—the biggest dance since the Twist. Lyrics are groovy and group really moves. Flip: "You Just Said You Love Me" (Frost, BMI) (2:00).  
Roulette 4571

**ZOMBIES—She's Not There** (Gallico, BMI) (2:25).  
PARROT 9695

**NAT BROWN & THE SURFIN' SISTERS—Dream Lover** (Screen Gems, BMI) (1:45).  
AURORA 300

**JUNIOR AND THE CLASSICS—The Dog** (East, BMI) (2:06).  
GROOVE 0043

**THE JAY-HAWKS—Ain't It So** (Robin, BMI) (1:58).  
ASSOCIATED ARTISTS 1064

**THE DUPREES—I'm Yours** (Mellin, BMI) (2:25).  
COED 596

**CRAMPTON SISTERS—Always** (Berlin, ASCAP) (2:28).  
DCP 1107

**RITCHIE DEAN—Goodbye Girl** (Print, ASCAP) (2:05).  
TOWER 102

**H. B. BARNUM—Three Rooms With Running Water** (January, BMI) (2:24).  
IMPERIAL 66063

**UNDERBEATS—Sweet Words of Love** (Willong, BMI) (2:28).  
BANGAR 00632

### POP STANDARD

**MARIANNE FAITHFUL—Greensleeves** (Forward, ASCAP) (2:40).  
LONDON 9697

**POLISH-AMERICAN STRING BAND—Baby Face** (2:34).  
SURE 1024

**DAVE HILL—The Only Boy on the Beach** (Greene, ASCAP) (2:41).  
APOGEE 106

**GIGLIOLA CINQUETTI—Il Primo Bacio Che Daro** (Peter Maurice, ASCAP) (2:55).  
CGD 10907

**LIONEL HAMPTON & HIS OCTET—Twilight in the City** (Song Sellers, ASCAP) (2:15).  
GLAD HAMP 2020

### COUNTRY & WESTERN

**ROSE MADDOX—Silver Threads and Golden Needles** (Central Songs, BMI) (1:51).  
Tia Lisa Lynn (Central Songs, BMI) (2:07).  
CAPITOL 5263

**JIM & JESSE & THE VIRGINIA BOYS—The Old Country Church** (Public Domain) (2:25).  
EPIC 9716

**DON ADAMS—I Just Lost My Favorite Girl** (Glad, BMI) (2:35).  
D 1268

**DARNELL MILLER—The Hinges on the Door** (4-Star, BMI) (2:22).  
CHALLENGE 59256

**BOB JENNINGS—Leave a Little Play** (In the Chain of Love) (Four-Star, BMI) (2:11).  
SIMS 202

(Continued on page 31)



### POP STANDARD SPOTLIGHTS

**STAN WORTH—POOP-A-TINK** (Allworth, BMI) (2:06)—Unusual arrangement on this "23 Skidoo" swinger. Worth gets a jolly good sound out of the piano, not necessarily a chart entry, but excellent programming. Flip: "Love From a Heart of Gold" (Frank, ASCAP) (2:23).  
RCA Victor 8428

**VIC DANA—GARDEN IN THE RAIN** (Campbell Connelly, ASCAP) (2:06)—Easy listening rendition of former 4 Aces hit. Vic has youthful sound but highly professional approach. Top programming fare. Flip: "Stairway to the Stars" (Robbins, ASCAP) (2:12).  
Dolton 99

**JOE SHERMAN, HIS ORK AND CHORUS—THAT CERTAIN PARTY IN APT. 14 C** (United Artists, ASCAP) (2:14)—Lively change-of-pace programming material. Sherman and chorus give movie theme sprightly performance. Heavy air play may enter side into lower part of chat. Flip: "That Sunday That Summer" (Comet, ASCAP) (3:02).  
World Artists 1030

**MIKE CLIFFORD—ONE BY ONE THE ROSES DIED** (Miller, ASCAP) (2:40)—Mike is fine talent possessing a warm and tender voice. This is a romantic and sentimental ballad sincerely delivered. Moderate sales potential. Flip: "See You in September" (Vibar, ASCAP) (2:17).  
United Artists 763



### RHYTHM & BLUES SPOTLIGHTS

**DEON JACKSON—COME BACK HOME** (McLaughlin, BMI) (2:43)—Drivin' beat featuring raspy vocal by Jackson. Chorus offers close support. Flip: "Nursery Rhymes" (McLaughlin, BMI) (2:14).  
Atlantic 2252

**LITTLE ESTHER PHILLIPS—IT'S TOO SOON TO KNOW** (Morris, ASCAP) (2:53)—Strings, easy tempo and high register blusey treatment of standard. Classy item. Flip: "You're the Reason I'm Living" (T.M., BMI) (2:24).  
Atlantic 2251



### COUNTRY SPOTLIGHTS

**CARL SMITH—LONELY GIRL** (Cedarwood, BMI) (2:34) — Bouncy ballad, Carl rolls along in his usual great style. Flip: "When It's Over" (Four Star, BMI) (2:51).  
Columbia 43124

**MELBA MONTGOMERY—WHY DOES THE LADY CRY** (Glad, BMI) (2:05)—The weeper of all weepers is effectively delivered by a country queen. Flip: "Big, Big Heartaches" (Glad, BMI) (2:17).  
United Artists 768

**PATSY CLINE—BILL BAILEY WON'T YOU PLEASE COME HOME (P.D.)** (2:43) — HE CALLED ME BABY (Central Songs, BMI)—Side one is a novel rendition of the old swinger. Patsy takes it slow and easy, milking every word of the lyric. Swingin' begins halfway through. Great performance! Flip is also a fine reading by the late thrush. Powerful lyrics and arrangement. Patsy at her best!  
Decca 31671

**LITTLE JIMMY DICKENS—IS GOODBYE THAT EASY TO SAY** (Cedarwood, BMI) (2:44)—Fine performance on an equally fine weeper ballad. Chorus blends with tender vocal. Flip: "I'll Sit This One Out." (Cedarwood, BMI) (2:20).  
Columbia 43123

**JUDY LYNN—I'M MAKING PLANS** (Sure-Fire, BMI) (2:15)—Well-done heartbreaker. Smooth vocalizing to easygoing backing from country piano, guitar and bass. Flip: "Hello Operator" (Glad, BMI) (2:34).  
United Artists 767

# Top 40 Radio Getting Deep Six

By BILL GAVIN  
Contributing Editor

"TOP 40 RADIO," as we have known it for a decade, is fast becoming obsolete. "Top 40," as a term of reference relating to a music format based on singles sales, will undoubtedly continue in our vocabulary for some time to come. In practice, however, the number of stations actually using a full 40 best selling singles is rapidly decreasing. The majority of pop format stations today have reduced their applicable lists of hits to 25 or 30 titles.

The day of the playlist numbering 80 to 100 titles has passed. These days a list of 60 titles is considered long.

INTERESTINGLY enough, a good many stations decline to publicize the fact they have shortened their surveys. These stations continue to print and distribute a full top 40, or top 50, as they have done for years past. Their program directors will tell you privately that they are actually playing only a portion of the records on their charts. For some reason, not clearly understood, they are reluctant to publish a limited list of the hits they are playing, which omits some singles that are still selling better than some others that are being played. Other stations with attenuated surveys make no secret about it, they publish their top 30's with no attempt at concealment.

There are two slightly different approaches now being taken to the short survey. In one case, the top survey items are simply listed according to tabulations of sales reports. The other system deletes the older hits that are dropping down rapidly, so that the resulting list of 30 may actually be a blue-penciled 40.

A few stations, accepting the principle of a smaller number of records for airplay, still cling to the mystic magic of the number 10. They continue with a full-blown survey of 40 hits but hold down their "extras" to only 10 or 15. Such playlists obviously have less room for new releases than lists of "25 plus 25."

PEOPLE in the record business quite naturally regard these changes in radio program policies with some misgivings. The sale of single records, as everybody knows, is almost entirely controlled by airplay. Some record men express the fear that widespread curtailment of playlists will reduce the exposure of new product. A number of radio people consider such fears to be groundless.

"What's the good of 40 or 50 extras on a playlist?" asks one radio man. "Most of them never get played often enough to find out if they're hits or not. With only 20 extras, and 30 survey records,

all the new things on your list get played at least every three or four hours all day long."

Another program director puts it this way: "Every time we knock a tired old hit off our chart, it makes room for something new. With this new system we'll not only break more new hits but we'll also stir up lots more interest and excitement in new records, new artists and new sounds. The record people all ought to be cheering us, instead of finding fault."

SUCH A STATEMENT of the new policy should make good sense, but apparently it does not. Judging from comments and inquiries that have been coming in to me, a good many people seem to think that a playlist is shortened by chopping new tunes off the bottom. This is not so in the big majority of cases. The first chopping is done on the older hits that have dropped down below 20 or 25. Then the half hits, whose sales have been fair, but which have failed to show improvement for two weeks, are dropped. This makes room for the more dynamic newcomers, either with a number on the chart or as "hot comers" standing next in line for a number next week.

AT THIS POINT, the playlist would show about 10 titles in addition to the chart—a total of 35 to 40 selections. The final 10 or 15 on the list will be about equally divided among (a) previous picks that still could be hits, (b) regional hits that were passed by the first time around, and (c) brand-new releases.

If every pop format station in the nation played only five new records a week—many will continue to play more—it would be practically certain that every worthwhile new release would get fair exposure in a number of markets, large and small.

True enough, promoters will find it more difficult to get big station picks in some cities. In others, of course, this condition has existed for quite some time and will not be a new experience.

Let's get one point quite clear: The new trend is toward a shorter survey. It is not in the direction of drastic curtailing of airplay on newer material. The emphasis is on weeding out the weaker sides—either weak from the infirmities of old age, or weak from an inherent inability to build sales. This does not imply an impetuous haste to delete every item that has passed its sales peak. The occasional smashes, like a Dean Martin or a Louis Armstrong, continue selling in big volume for a long time after they have dropped out of the No. 1 position, and radio will keep its "umbrella" over them while they're moving out of the rack locations. On the other hand, fast-dropping items become candidates for oblivion.

What the change does imply is that radio programmers now rely less blindly on statistics. There is more evaluation of statistical data to interpret in terms of strongest possible airplay.

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## 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 14, 1959

1. The Three Bells, Browns, RCA Victor
2. Sleep Walk, Santo & Johnny, Canadian-American
3. I'm Gonna Get Married, L. Price, ABC-Paramount
4. Sea of Love, P. Phillips, Mercury
5. ('Til) I Kissed You, Everly Brothers, Cadence
6. Red River Rock, Johnny & the Hurricanes, Warwick
7. Broken-Hearted Melody, S. Vaughan, Mercury
8. I Want to Walk You Home, F. Domino, Imperial
9. Mack the Knife, B. Darin, Atco
10. Baby Talk, Jan and Dean, Dore

### POP—10 Years Ago September 11, 1954

1. Sh-Boom, Crew Cuts, Mercury
2. Hey, There, R. Clooney, Columbia
3. Little Shoemaker, Gaylords, Mercury
4. Skokiaan, R. Materie, Mercury
5. In the Chapel in the Moonlight, K. Kallen, Decca
6. This Die House, R. Clooney, Columbia
7. High and the Mighty, V. Young, RCA Victor
8. Little Things Mean a Lot, K. Kallen, Decca
9. High and the Mighty, L. Baxter, Capitol
10. Skokiaan, Four Lads, Columbia

### RHYTHM & BLUES—Five Years Ago—September 14, 1959

- I'm Gonna Get Married, L. Price, ABC-Paramount
- I Want to Walk You Home, F. Domino, Imperial
- Thank You Pretty Baby, B. Benton, Mercury
- What'd I Say, R. Charles, Atlantic
- Sleep Walk, Santo & Johnny, Canadian-American

- I Loves You Porgy, Nina Simone, Bethlehem
- Sea of Love, P. Phillips, Mercury
- There Goes My Baby, Drifters, Atlantic
- Red River Rock, Johnny & the Hurricanes, Warwick
- Poison Ivy, Coasters, Atco

## KGFJ Expands R&B Format

Continued from page 14

nated news on the hour which broke up shows and has slotted three minutes of rip and read at 15 and 45 minutes after the hour.

New management plans a series of heavy promotions to gain additional share of audience, which Schorr claims already reaches the majority of its intended audience. The only other ethnic station is KDAY, which Schorr feels does not offer any competition.

The station will work with a basic top 25 list which will require all deejays to play six of these hits per hour. Fifteen local stores will be surveyed to obtain sales figures and Schorr, his librarians and deejays will meet early in the week to decide on the entire playlist, which he says will not be restricted to any number. Promotion men may visit the station anytime, he noted.

The deejay line-up includes: Al Scott, midnight to 4 a.m.; Alex Martin 5-9 a.m.; Peter Tripp, 9-1 p.m.; Bill Mercer, 1-6 p.m.; Hunter Hancock, 6-9

p.m.; Herman Griffith, 9-midnight.

The news staff includes Hugh Williams, Gordon Graham, Jay Carmichael and Larry Fineg.

KGFJ has three mobile units which Schorr says will see heavier service as part of the program to increase coverage of community activities.

# NEW DANCE THE ROB

By TONY (Robot) ALA

DO YOU WANT TONY  
TO SAUCER TO YOUR  
**ROBOT**  
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**SENSATION!!!**

# **HOT WALK**

**MO on Little Mark Records #1935**

**AND HIS GIRL MACHINES  
AREA TO TEACH THE...**

**WALK?!?**

**Area Code 213**



HOT 100

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

Table with columns: THIS WEEK, 1 Wk. Ago, 2 Wks. Ago, 3 Wks. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Includes songs like 'THE HOUSE OF THE RISING SUN' and 'WHERE DID OUR LOVE GO'.

Table with columns: 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66. Includes songs like 'JUST BE TRUE', 'OUT OF SIGHT', 'I'LL CRY INSTEAD'.

Table with columns: 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100. Includes songs like 'SLOW DOWN', 'CANDY TO ME', 'KNOCK! KNOCK! (Who's There)'.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Table listing songs and their publisher-licensee information, including 'Ain't She Sweet', 'Always Together', 'And I Love Her'.

Table listing songs and their publisher-licensee information, including 'Rockin' Robin', 'Save It For Me', 'Say You (T. M. B.)'.

Table listing songs and their publisher-licensee information, including 'I'll Follow The Rainbow', 'Baby Let Me Take You Home', 'Dern Ya'.

# 3 BIG COUNTRY AND WESTERN HITS FROM MERCURY

**DAVE DUDLEY**

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**"MY FRIEND ON THE RIGHT"**

**72313**

**GEORGE JONES**

**"OH LONESOME ME"**

**B/W "LIFE TO GO"**

**72293**



*Foremost in Fine Recording*

# TOP LP's

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

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

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	<b>THE BEATLES—A HARD DAY'S NIGHT</b> Soundtrack, United Artists UAL 3266 (M); UAS 6366 (S)	9
2	2	<b>SOMETHING NEW</b> Beatles, Capitol T 2108 (M); ST 2108 (S)	6
3	3	<b>EVERYBODY LOVES SOMEBODY</b> Dean Martin, Reprise R 6120 (M); RS 6120 (S)	5
4	4	<b>ALL SUMMER LONG</b> Beach Boys, Capitol T 2110 (M); ST 2110 (S)	7
5	5	<b>GETZ/GILBERTO</b> Stan Getz & Joan Gilberto, Verve V 8545 (M); V6-8545 (S)	15
6	8	<b>PETER, PAUL &amp; MARY IN CONCERT</b> Warner Bros. 2W 1555 (M); 2WS 1555 (S)	5
7	7	<b>HELLO, DOLLY!</b> Louis Armstrong, Kapp KL 1264 (M); KS 3264 (S)	18
8	9	<b>RAG DOLL</b> 4 Seasons, Philips PHM 200-146 (M); PHS 600-146 (S)	6
9	6	<b>FUNNY GIRL</b> Original Cast, Capitol VAS 2059 (M); SVAS 2059 (S)	20
10	10	<b>HELLO, DOLLY!</b> Original Cast, RCA Victor LOC 1087 (M); LSD 1087 (S)	30
11	13	<b>THE UNSINKABLE MOLLY BROWN</b> Soundtrack, MGM E 4232 (M); SE 4232 (S)	9
12	11	<b>COTTON CANDY</b> Al Hirt, RCA Victor LPM 2917 (M); LSP 2917 (S)	17
13	14	<b>BARBRA STREISAND/THE THIRD ALBUM</b> Columbia CL 2134 (M); CS 8954 (S)	29
14	12	<b>THE PINK PANTHER</b> Henry Mancini & His Ork., RCA Victor LPM 2795 (M); LSP 2795 (S)	23
15	20	<b>THE CONCERT SOUND OF HENRY MANCINI</b> RCA Victor LPM 2897 (M); LSP 2897 (S)	7
16	15	<b>THE BEATLES' SONG BOOK</b> Hollywood Strinns, Capitol T 2116 (M); ST 2116 (S)	13
17	18	<b>HONEY IN THE HORN</b> Al Hirt, RCA Victor LPM 2723 (M); LSP 2723 (S)	52
18	16	<b>THE ROLLING STONES</b> London LL 3375 (M); PS 3375 (S)	12
19	38	<b>AMERICAN TOUR</b> Dave Clark Five, Epic LN 24117 (M); BN 26117 (S)	3
20	21	<b>TRINI LOPEZ AT P.J.'s</b> Reprise R 6092 (M); RS 6092 (S)	61
21	17	<b>THE DAVE CLARK FIVE RETURN!</b> Epic LN 24104 (M); BN 26104 (S)	13
22	22	<b>JOHNNY RIVERS AT THE WHISKEY A GO GO</b> Imperial LP 9264 (M); LP 12264 (S)	13
23	24	<b>TODAY, TOMORROW, FOREVER</b> Nancy Wilson, Capitol T 2082 (M); ST 2082 (S)	16
24	26	<b>THE BARBRA STREISAND ALBUM</b> Columbia CL 2007 (M); CS 8807 (S)	75
25	27	<b>CALL ME IRRESPONSIBLE AND OTHER HIT SONGS</b> Andy Williams, Columbia CL 2171 (M); CS 8971 (S)	19
26	25	<b>THE BEATLES' SECOND ALBUM</b> Capitol T 2080 (M); ST 2080 (S)	21
27	28	<b>TODAY</b> New Christy Minstrels, Columbia CL 2159 (M); CS 8959 (S)	22
28	35	<b>IN THE WIND</b> Peter, Paul & Mary, Warner Bros. W 1507 (M); WS 1507 (S)	47
29	23	<b>MARY WELLS GREATEST HITS</b> Motown 616 (M); (no Stereo)	16
30	30	<b>MOONLIGHT AND ROSES</b> Jim Reeves, RCA Victor LPM 2854 (M); LSP 2854 (S)	14
31	36	<b>SHUT DOWN, VOL. 2</b> Beach Boys, Capitol T 2027 (M); ST 2027 (S)	23
32	31	<b>TELL ME WHY</b> Bobby Vinton, Epic LN 24113 (M); BN 26113 (S)	8
33	33	<b>GLAD ALL OVER</b> Dave Clark Five, Epic LN 24092 (M); BN 26092 (S)	23
34	32	<b>THE FABULOUS VENTURES</b> Dolton MLP 2029 (M); DLT 2029 (S)	9
35	41	<b>THE IMPRESSIONS KEEP ON PUSHING</b> ABC-Paramount ABC 493 (M); ABCS 493 (S)	6
36	42	<b>IT MIGHT AS WELL BE SWING</b> Frank Sinatra, Count Basie & His Ork., Reprise R 1012 (M); RS 1012 (S)	4
37	29	<b>DON'T LET THE SUN CATCH YOU CRYING</b> Gerry & the Pacemakers, Laurie LLP 2024 (M); (no Stereo)	10
38	19	<b>I DON'T WANT TO BE HURT ANYMORE</b> Nat King Cole, Capitol T 2118 (M); ST 2118 (S)	7
39	39	<b>I LOVE YOU MORE AND MORE EVERY DAY/TEARS AND ROSES</b> Al Martino, Capitol T 2107 (M); ST 2107 (S)	12
40	37	<b>LOUIE LOUIE</b> Kingsmen, Wand 457 (M); (no Stereo)	35
41	40	<b>SOMETHING SPECIAL FOR YOUNG LOVERS</b> Ray Charles Singers, Command RS 866 (M); RS 866 SD (S)	24
42	34	<b>CHUCK BERRY'S GREATEST HITS</b> Chess 1485 (M); (no Stereo)	15
43	45	<b>READY OR NOT... HERE'S GODFREY CAMBRIDGE</b> Epic FLM 13101 (M); (no Stereo)	10
44	50	<b>THE LATIN ALBUM</b> Trini Lopez, Reprise R 6125 (M); RS 6125 (S)	4
45	47	<b>TRINI LOPEZ ON THE MOVE</b> Reprise R 6112 (M); RS 6112 (S)	23
46	52	<b>THE BEST OF BUCK OWENS</b> Capitol T 2105 (M); ST 2105 (S)	9
47	43	<b>WEST SIDE STORY</b> Soundtrack, Columbia DL 5670 (M); DS 2070 (S)	151
48	44	<b>THE SECOND BARBRA STREISAND ALBUM</b> Columbia CL 2034 (M); CS 8834 (S)	53
49	61	<b>HAVE A SMILE WITH ME</b> Ray Charles, ABC-Paramount ABC 495 (M); ABCS 495 (S)	3

This Week	Last Week	Title, Artist, Label	Wks. on Chart
50	56	<b>PETER, PAUL AND MARY</b> Warner Bros. W 1449 (M); WS 1449 (S)	125
51	51	<b>THE BEST OF MANCINI</b> Henry Mancini, RCA Victor LPM 2693 (M); LSP 2693 (S)	6
52	60	<b>HOW THE WEST WAS WON</b> Soundtrack, MGM 1E5 (M); 1E5S (S)	74
53	48	<b>LITTLE CHILDREN</b> Billy J. Kramer with the Dakotas, Imperial LP 9267 (M); LP 12267 (S)	13
54	57	<b>I WALK THE LINE</b> Johnny Cash, Columbia CL 2190 (M); CS 8990 (S)	8
55	59	<b>CATCH A RISING STAR</b> John Gary, RCA Victor LPM 2745 (M); LSP 2745 (S)	45
56	49	<b>MEET THE BEATLES</b> Capitol T 2047 (M); ST 2047 (S)	33
57	70	<b>RAMBLIN'</b> New Christy Minstrels, Columbia CL 2055 (M); CS 8855 (S)	56
58	80	<b>SUGAR LIPS</b> Al Hirt, RCA Victor LPM 2965 (M); LSP 2965 (S)	4
59	64	<b>I LEFT MY HEART IN SAN FRANCISCO</b> Tony Bennett, Columbia CL 1869 (M); CS 8669 (S)	115
60	79	<b>THE BEST OF JIM REEVES</b> RCA Victor LPM 2890 (M); LSP 2890 (S)	6
61	58	<b>MOVING</b> Peter, Paul & Mary, Warner Bros. W 1473 (M); WS 1473 (S)	87
62	74	<b>LAND OF GIANTS</b> New Christy Minstrels, Columbia CL 2187 (M); CS 8987 (S)	3
63	53	<b>YESTERDAY'S LOVE SONGS—TODAY'S BLUES</b> Nancy Wilson, Capitol T 2012 (M); ST 2012 (S)	34
64	76	<b>BACH'S GREATEST HITS</b> Creative Singing Singers, Philips PHM 200-097 (M); PHS 600-097 (S)	47
65	54	<b>DAYS OF WINE AND ROSES</b> Andy Williams, Columbia CL 2015 (M); CS 8815 (S)	74
66	55	<b>MOON RIVER &amp; OTHER GREAT MOVIE THEMES</b> Andy Williams, Columbia CL 1809 (M); CS 8609 (S)	123
67	62	<b>FROM RUSSIA WITH LOVE</b> Soundtrack, United Artists UAL 4114 (M); UAS 5114 (S)	20
68	46	<b>WHO'S AFRAID OF VIRGINIA WOLF?</b> Jimmy Smith, Verve V 8583 (M); VA-8583 (S)	22
69	67	<b>THE DUSTY SPRINGFIELD ALBUM</b> Philips PHM 200-133 (M); PHS 600-133 (S)	12
70	81	<b>LICORICE STICK</b> Pete Fountain, Coral CRL 57460 (M); CRL 757460 (S)	4
71	63	<b>BEWITCHED</b> Jack Jones, Kapp KL 1365 (M); KS 3365 (S)	13
72	73	<b>INTRODUCING THE BEATLES</b> Vee Jay LP 1062 (M); SR 1062 (S)	32
73	88	<b>WOODY ALLEN</b> Capix CP 518 (M); SCP 518 (S)	5
74	72	<b>RING OF FIRE—THE BEST OF JOHNNY CASH</b> Columbia CL 2052 (M); CS 8852 (S)	60
75	75	<b>SHANGRI-LA</b> Robert Maxwell, His Harp & Ork., Decca DL 4421 (M); DL 74421 (S)	22
76	78	<b>REFLECTING</b> Chad Mitchell Trio, Mercury MG 20991 (M); SR 60991 (S)	28
77	89	<b>MORE OF ROY ORBISON'S GREATEST HITS</b> Monument MLP 8024 (M); SLP 18024 (S)	4
78	110	<b>THE CHIPMUNKS SING THE BEATLES HITS</b> Liberty LRP 3388 (M); LST 7388 (S)	2
79	83	<b>JOHNNY'S GREATEST HITS</b> Johnny Mathis, Columbia CL 1123 (M); CS 8634 (S)	332
80	112	<b>HOW GLAD I AM</b> Nancy Wilson, Capitol T 2155 (M); ST 2155 (S)	2
81	66	<b>KISSIN' COUSINS</b> Ella Fitzgerald, RCA Victor LPM 2894 (M); LSP 2894 (S)	23
82	93	<b>BE MY LOVE</b> Jerry Vale, Columbia CL 2181 (M); CS 8981 (S)	3
83	84	<b>THE MANY SIDES OF THE SERENDIPITY SINGERS</b> Philips PHM 200-134 (M); PHS 600-134 (S)	12
84	91	<b>SO TENDERLY</b> John Gary, RCA Victor LPM 2922 (M); LSP 2922 (S)	5
85	90	<b>LITTLE DEUCE COUPE</b> Beach Boys, Capitol T 1998 (M); ST 1998 (S)	39
86	65	<b>ROY ORBISON'S GREATEST HITS</b> Monument MLP 8000 (M); SLP 18000 (S)	107
87	68	<b>RITA PAVONE</b> RCA Victor LPM 2900 (M); LSP 2900 (S)	13
88	86	<b>ENCORE</b> John Gary, RCA Victor LPM 2804 (M); LSP 2804 (S)	30
89	77	<b>ROBIN AND THE 7 HOODS</b> Soundtrack, Reprise F 2021 (M); FS 2021 (S)	9
90	102	<b>WHERE LOVE HAS GONE</b> Jack Jones, Kapp KL 1396 (M); KS 3396 (S)	3
91	92	<b>CAMELOT</b> Original Cast, Columbia KOL 5620 (M); KOS 2031 (S)	190
92	103	<b>DREAM WITH DEAN</b> Dean Martin, Reprise R 6123 (M); RS 6123 (S)	3
93	111	<b>UNDER THE BOARDWALK</b> Drifters, Atlantic 8099 (M); SD 8099 (S)	5
94	82	<b>IT MUST HAVE BEEN SOMETHING I SAID!</b> Smothers Brothers, Mercury MG 20904 (M); SR 60904 (S)	17
95	85	<b>JOAN BAEZ IN CONCERT</b> Vanguard VRS 9112 (M); VSD 2122 (S)	99
96	98	<b>DAYS OF WINE AND ROSES, MOON RIVER AND OTHER ACADEMY AWARD WINNERS</b> Frank Sinatra, Reprise F 1011 (M); FS 1011 (S)	23
97	99	<b>MONDO CANE</b> Soundtrack, United Artists UAL 4105 (M); UAS 5105 (S)	61
98	100	<b>BACK IN TOWN</b> Kingston Trio, Capitol T 2081 (M); ST 2081 (S)	16
99	96	<b>THE FIRST NINE MONTHS ARE THE HARDEST</b> Len Weinrib & Joyce Jameson, Capitol T 2034 (M); ST 2034 (S)	10
100	136	<b>NORTHERN JOURNEY</b> Ian & Sylvia, Vanguard VRS 9134 (M); VSD 79134 (S)	2

This Week	Last Week	Title, Artist, Label	Wks. on Chart
101	118	<b>SURFIN' U.S.A.</b> Beach Boys, Capitol T 1890 (M); ST 1890 (S)	61
102	119	<b>THIS IS US—THE SEARCHERS</b> Kapp KL 1409 (M); KS 3409 (S)	3
103	105	<b>PRAYER MEETIN'</b> Jimmy Smith, Blue Note 4164 (M); 84164 (S)	7
104	107	<b>SPEAK TO ME OF LOVE</b> Ray Conniff Singers, Columbia CL 2150 (M); CS 8950 (S)	16
105	87	<b>THE BEST OF MARIO LANZA</b> RCA Victor LM 2748 (M); LSC 2748 (S)	6
106	101	<b>GOLDEN HITS OF THE FOUR SEASONS</b> Vee Jay LP 1065 (M); SR 1065 (S)	50
107	133	<b>MORE GOLDEN HITS OF THE FOUR SEASONS</b> Vee Jay VJ 1088 (M); VJS 1088 (S)	2
108	109	<b>PRESENTING: THE BACHELORS</b> London LL 3353 (M); PS 3353 (S)	13
109	115	<b>LAWRENCE OF ARABIA</b> Soundtrack, Capix CP 514 (M); SCP 514 (S)	81
110	116	<b>MY FAIR LADY</b> Original Cast, Columbia DL 5090 (M); DS 2015 (S)	410
111	138	<b>AL-DI-LA AND OTHER EXTRA-SPECIAL SONGS FOR YOUNG LOVERS</b> Ray Charles Singers, Command RS 870 (M); RS 870 SD (S)	2
112	122	<b>SURFER GIRL</b> Beach Boys, Capitol T 1981 (M); ST 1981 (S)	30
113	125	<b>CHAPEL OF LOVE</b> Dixie Cups, Red Bird RB 20-100 (M); (no Stereo)	3
114	95	<b>HOLLYWOOD—MY WAY</b> Nancy Wilson, Capitol T 1934 (M); ST 1934 (S)	58
115	106	<b>REFLECTIONS</b> Peter Nero, RCA Victor LPM 2853 (M); LSP 2853 (S)	15
116	104	<b>PETE FOUNTAIN'S NEW ORLEANS AT MIDNIGHT</b> Coral CRL 57429 (M); CRL 757429 (S)	14
117	120	<b>ROGER AND OUT</b> Roger Miller, Smash MGS 27049 (M); SMS 67049 (S)	11
118	124	<b>WITH A TASTE OF HONEY</b> Margara King, Mainstream 56015 (M); S/6015 (S)	4
119	123	<b>AIN'T NOTHING YOU CAN DO</b> Bobby Bland, Duke DLP 78 (M); (no Stereo)	7
120	117	<b>HIGH SPIRITS</b> Original Cast, ABC-Paramount ABC-OC-1 (M); ABCS-OC-1 (S)	18
121	130	<b>OFF THE BEATLE TRACK</b> George Martin & His Ork., United Artists UAL 5377 (M); UAS 6377 (S)	2
122	114	<b>THE GREAT YEARS</b> Johnny Mathis, Columbia CL 34 (M); CS 834 (S)	7
123	—	<b>EVERYBODY KNOWS</b> Steve Lawrence, Columbia CL 2227 (M); CS 9027 (S)	1
124	135	<b>THE LAWRENCE WELK TELEVISION SHOW 10TH ANNIVERSARY</b> Dot DLP 3591 (M); DLP 2591 (S)	6
125	94	<b>CHARADE</b> Henry Mancini & His Ork., RCA Victor LPM 2755 (M); LSP 2755 (S)	38
126	127	<b>CONNIE FRANCIS SINGS SONGS FROM LOOKING FOR LOVE</b> MGM E 4229 (M); SE 4229 (S)	7
127	69	<b>A WORLD WITHOUT LOVE</b> Peter and Gordon, Capitol T 2115 (M); ST 2115 (S)	11
128	132	<b>SHAKESPEARE: HAMLET</b> Original Cast, Columbia DL 302 (M); DS 702 (S)	5
129	121	<b>THE BAJA MARIMBA BAND</b> ARM LP 104 (M); SP 104 (S)	12
130	128	<b>THE WONDERFUL WORLD OF MAKE BELIEVE</b> Johnny Mathis, Mercury MG 20913 (M); SR 60913 (S)	8
131	126	<b>MARY WELLS SINGS MY GUY</b> Motown M 617 (M); (no Stereo)	8
132	97	<b>MANHATTAN TOWER</b> Robert Goulet, Columbia DL 6050 (M); OS 2450 (S)	20
133	140	<b>TOGETHER AGAIN/MY HEART SKIPS A BEAT</b> Buck Owens & His Buckaroos, Capitol T 2125 (M); ST 2125 (S)	2
134	113	<b>CALL ME IRRESPONSIBLE AND THE JACK JONES HITS</b> Kapp KL 1328 (M); KS 3328 (S)	24
135	142	<b>JOAN BAEZ, VOL. I</b> Vanguard VRS 9078 (M); VSD 2077 (S)	133
136	145	<b>THE ANIMALS</b> MGM E 4264 (M); SE 4264 (S)	2
137	—	<b>AMDR</b> Epic Game & the Trio Los Panchos, Columbia CL 2203 (M); CS 9003 (S)	1
138	71	<b>JACK JONES' WIVES AND LOVERS</b> Kapp KL 1332 (M); KS 3332 (S)	38
139	149	<b>ROGER WILLIAMS ACADEMY AWARD WINNERS</b> Kapp KL 1406 (M); KS 3406 (S)	2
140	143	<b>MUSIC FROM THE MOTION PICTURE THE CARPETBAGGERS</b> Elmer Bernstein, A&A A-45 (M); A5-45 (S)	2
141	150	<b>I WISH YOU LOVE</b> Gloria Lynne, Everest BR 3226 (M); SDBR 1226 (S)	15
142	134	<b>MOMS</b> Moms Mabley, Chess 1486 (M); (no Stereo)	9
143	146	<b>THE SERENDIPITY SINGERS</b> Philips PHM 200-115 (M); PHS 600-115 (S)	28
144	—	<b>MAKE WAY FOR DIONNE WARWICK</b> Scepter LP 323 (M); (no Stereo)	1
145	147	<b>EVERLASTING SONGS FOR EVERLASTING LOVERS</b> Arthur Prysock, Old Town LP 3007 (M); LP 3007 (S)	5
146	131	<b>A LETTERMEN KIND OF LOVE</b> Capitol T 2013 (M); ST 2013 (S)	32
147	148	<b>FADE OUT—FADE IN</b> Original Cast, ABC-Paramount ABC-OC-3 (M); ABCS-OC-3 (S)	8
148	141	<b>ANOTHER HIT ALBUM</b> Billy Vaughn, Dot DLP 3592 (M); DLP 2592 (S)	3
149	108	<b>DAWN (Go Away) AND 11 OTHER GREAT HITS</b> 4 Seasons, Philips PHM 200-124 (M); PHS 600-124 (S)	25



# LET'S STOP THE BULL ONCE AND FOR ALL!

# THERE IS ONLY ONE RECORD THAT IS #1 IN ENGLAND

# THE HONEYCOMBS "HAVE I THE RIGHT"

VOL. 7 NO. 35 AUGUST 27th, 1964 Annual Subscription 65/-

the  
**record  
retailer**  
and music industry news

BRITAIN'S **T**

**NME TOP THIRTY**  
(Wednesday, August 26, 1964)

Last This Week	This Week	Artist	Label
2	1	I HAVE I THE RIGHT Honeycombs (Pye)	Pye
3	2	DO WAN DIDDY DIDDY Manfred Mann (HMV)	HMV
8	3	YOU REALLY GOT ME Kinks (Pye)	Pye
6	4	I WON'T FORGET YOU Jim Reeves (RCA)	RCA
3	5	A HARD DAY'S NIGHT Beatles (Parlophone)	Parlophone
5	6	TOBACCO ROAD Nashville Teens (Decca)	Decca
7	7	CALL UP THE GROUPS Knights (Columbia)	Columbia

**BEST SELLING POP RECORDS IN U.S.**  
by courtesy of "Billboard"  
(Tuesday, August 25, 1964)

Last This Week	This Week	Artist	Label
1	1	WHERE DID OUR LOVE GO Supremes	Supremes
5	2	HOUSE OF THE RISING SUN Animals	Animals
2	3	EVERYBODY LOVES SOME- BODY Dean Martin	Dean Martin
3	4	A HARD DAY'S NIGHT Beatles	Beatles
6	5	C'MON AND SWIM Bobby Freeman	Bobby Freeman
7	6	UNDER THE BOARDWALK Drifters	Drifters

*new*  
**MUSICAL  
EXPRESS**

WORLD'S LARGEST CIRCULATION OF ANY MUSIC PAPER  
—WEEKLY SALES EXCEED 275,000 (MEMBERS OF ABC)

- |   |      |  |    |      |   |
|---|------|--|----|------|---|
| 1 | (3)  | HAVE I THE RIGHT?<br>The Honeycombs<br>Pye 7N 1566 | 8  | (14) | I FOUND OUT<br>THE HARD W<br>The Four Pennies<br>Philips BF |
| 2 | (1)  | DO WAN DIDDY<br>Manfred Mann<br>HMV POP 1320       | 19 | (10) | FROM A WINDOW<br>Billy J. Kramer<br>Parlophon               |
| 3 | (4)  | I WON'T FORGET YOU<br>Jim Reeves<br>R.C.A. Victor  | 20 |      | SUCH A NIGHT<br>Elvis P-                                    |
| 4 | (15) | YOU'VE P<br>The Kinl                               |    |      | 35 (29)<br>THE GIRL FROM<br>Stan                            |

EXCLUSIVELY ON VEE-JAY'S BABY



# ALBUM REVIEWS (continued)



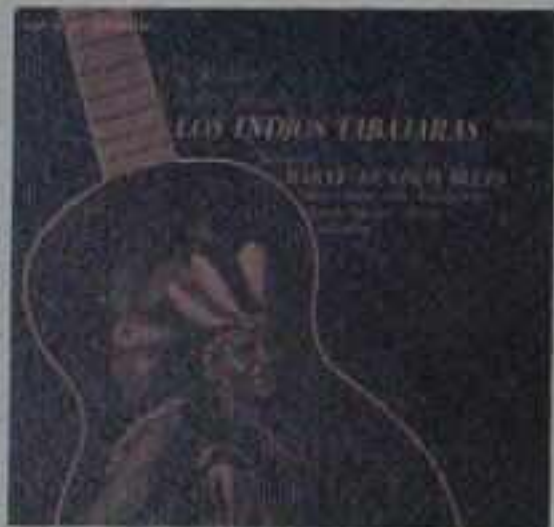
**POP SPOTLIGHT**  
**SWIM, SWIM, C'MON LET'S SWIM**  
 Ray Anthony. Capitol T 2188 (M); ST 2188 (S)

"The Swim" shows promise of becoming the latest dance craze for both young and old alike. Ray Anthony gives the exciting dance beat his big band stroke. The big-band rocks "Sh-Boom," "A Hard Day's Night," "Let's Do the Swim," and four other swim suites. The back cover has a series of photo illustrations of how to do the dance. The front cover speaks for itself.



**POP SPOTLIGHT**  
**GILBERTO & JOBIM**  
 Joao Gilberto/Antonio Carlos Jobim. Capitol T 2160 (M); ST 2160 (S)

The Bossa beat prevails throughout as Gilberto strums his guitar with expertise and softly in almost monastic tones vocalizes on jazz-flavored Brazilian songs. Jobim and his orchestra offer cool and clear support. Both gentlemen are now famous here through their introduction of the jazz samba.



**POP SPOTLIGHT**  
**THE MELLOW GUITAR MOODS OF LOS INDIOS TABAJARAS**  
 RCA Victor LPM 2959 (M); LSP 2959 (S)

This is a soft and enchanting set that will get Los Indios even wider play. The guitars create a relaxing atmosphere and such standards as "Marta," "Sunrise Serenade," "Please" and "Amor" come through in top-flight style.



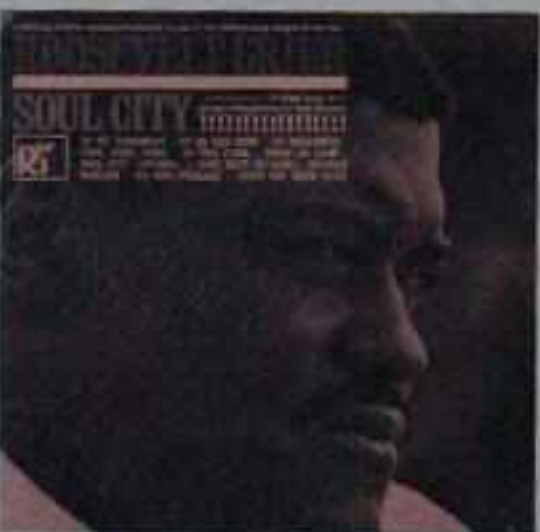
**POP SPOTLIGHT**  
**MUSIC FROM "MY FAIR LADY"**  
 Percy Faith & His Ork. Columbia CL 895 (M); CS 9004 (S)

The motion picture version of the hit play will renew interest in the everlasting Lerner-Lowe score. Percy Faith places the accent on the instrumental portion of "My Fair Lady." Lush strings, soft brass and relaxing arrangements coupled with magnificent tunes makes this a highly desirable album.



**POP SPOTLIGHT**  
**THE MANY FACES OF LYN ROMAN**  
 Columbia CL 2219 (M); CS 9019 (S)

This is the gal's first album. She is an exciting new talent. She projects an excitement and professionalism coupled with a voice with savoir faire. Her approach is somewhat bluesy and somewhat reminiscent of both Lena Horne and Damita Jo (not a bad combination at that). Tunes included are: "Moon River," "You Came a Long Way From St. Louis," "Fly Me to the Moon."



**POP SPOTLIGHT**  
**SOUL CITY**  
 Roosevelt Grier. Ric M 1008 (M)

Grier has reached a stride in this album of soul-stirrers. He carries the emotional ball with penetrating believability. His powerful voice is matched with fine projection. Tunes include: "In My Tent," "On Broadway," "Uptown."



**POP SPOTLIGHT**  
**THE YOUNG CHEVALIER**  
 Maurice Chevalier. Capitol T 10360 (M)

This Chevalier LP is simply magnifique. It compiles recordings of the great entertainer when he sang in the '30's. Although Chevalier sings in his native tongue, interpretation is not necessary. When the Frenchman sings, his language is universal.



**POP SPOTLIGHT**  
**TEEN LOVES THEMES**  
 Jimmie Haskell & His Ork. Capitol T 2151 (M); ST 2151 (S)

Excellent Haskell arrangements of teen standards backed up with a strong promotional tie-in with Teen Magazine combine to give this package top sales appeal.

## BREAKOUT ALBUMS

### ★ NATIONAL BREAKOUTS

**EVERYBODY KNOWS**  
 Steve Lawrence, Columbia CL 2227 (M); CS 9027 (S)

### ★ NEW ACTION LP's

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

**LOVE LIFE . . .**  
 Ray Price, Columbia CL 2189 (M); CS 8989 (S)

**BIZET . . . CARMEN . . .**  
 Various Artists, RCA Victor LD 6164 (M); LDS 6164 (S)

**ANOTHER SIDE OF BOB DYLAN . . .**  
 Columbia CL 2193 (M); CS 8993 (S)

**I'D RATHER BE FAR RIGHT THAN PRESIDENT . . .**  
 Len Maxwell, Divine Right 50 (M); (No Stereo)

**MY FAIR LADY . . .**  
 Ferrante & Teicher, United Artists UAL 3361 (M); UAS 6361 (S)

**NAT KING COLE SINGS MY FAIR LADY . . .**  
 Capitol W 2117 (M); SW 2117 (S)

**FARMER JOHN LIVE . . .**  
 Premiers, Warner Bros. W. 1565 (M); WS 1565 (S)

**AROUND THE WORLD WITH THE VILLAGE STOMPERS . . .**  
 Epic LN 24109 (M); BN 26109 (S)

**ELLINGTON 65 . . .**  
 Duke Ellington, Reprise R 6122 (M); RS 6122 (S)



**CLASSICAL SPOTLIGHT**  
**BARTOK: CONCERTO FOR ORCHESTRA**  
 Philadelphia Ork. (Ormandy). Columbia ML 6026 (M); MS 6626 (S)

Little more than 11 years old, this symphony by Bartok (although Bartok named it a concerto, it was actually his only symphony) has become a classical standard. The celebrated Philadelphia Orchestra under the baton of Eugene Ormandy turn in a memorable reading in their first performance on record of the work. It will certainly make a most valuable addition to the already fine catalogue of recordings of the composition.



**JAZZ SPOTLIGHT**  
**THE MANY FACES OF ART FARMER**  
 Scepter LP 521 (M)

Art Farmer is one of the stalwarts of jazz and has long been considered among its brightest stars. With Flugelhorn showing the way, Farmer and quartet move actively and smoothly through mood after mood. Sobriety, jubilation and sensitivity are well represented. So is talent.



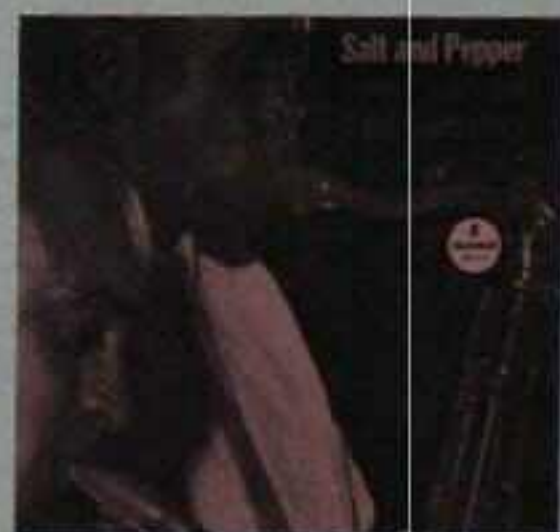
**SACRED SPOTLIGHT**  
**THIS LAND**  
 Columbia CL 2214 (M); CS 9014 (S)

The gifted quartet gives a wonderful thorough performance. Their harmony is perfect and they capture the mood of the land. They get some excellent backing from four guitarists and the bass player. Among the hits: "This Land Is Your Land," "Michael," "You Better Run" and "Gee Home."



**CLASSICAL SPOTLIGHT**  
**MOZART: SINFONIA CONCERTANTE IN E-FLAT MAJOR FOR VIOLIN, VIOLA AND ORCHESTRA**  
 Cleveland Orchestra (Szell) Columbia ML 6025 (M); MS 6625 (S)

Another fine addition to the repertoire of recordings of two fine Mozart works. Although there are other excellent recordings of K 364, the performances of Druian and Skernick may hold their own with the best—as may Soprano Raskin and her superb singing. The highly respected and revered names of Szell and the Cleveland Orchestra will certainly garner much of the initial response for this album.



**JAZZ SPOTLIGHT**  
**SALT AND PEPPER**  
 Sonny Stitt and Paul Gonsalves Impulse A-52 (M); AS-52 (S)

Exciting jazz all the way with Stitt and Gonsalves, two great names in jazz, in stimulating rapport. The duel between the two does, however, produce a winner. The listener! Selections include: "Perdido," "Stardust," "S'Posin'," "Salt and Pepper," and "Theme From Lord of the Flies."



**JAZZ SPOTLIGHT**  
**THE BODY AND THE SOUL**  
 Freddie Hubbard. Impulse A-38 (M); AS-38 (S)

Fine commercial jazz bound to please the multitudes. Hubbard plays a mighty fine horn and his interpretations are sensitive and direct to the point. The over-all sound is big with Freddie's trumpet virtuosity displayed amid a large musical organization. A few of the selections are: "Body and Soul," "Skylark," "I Got It Bad and That Ain't Good."

## SPECIAL MERIT PICKS

Special Merit Picks are new releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.

### POP SPECIAL MERIT

**HERE I GO AGAIN**  
 The Hollies. Imperial LP 9265 (M); LP 12265 (S)

The invasion continues; indeed, the Colonies have been lost to the musical forces of Elizabeth Regina. The Hollies, a smash English group, waits in expected form and sound on some good old Americana like "Memphis," "Stay," "It's Only Make Believe." Association and sound is a commercial asset to say the least.

## ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all other LP's are listed under their respective categories.

## SEE ALBUM REVIEWS ON BACK COVER

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

**POP SPECIAL MERIT**  
**THE ELECTRIC TWELVE-STRING GUITAR**  
 Tom Tedesco, Imperial LP 9263 (M); LP 12263 (S)

The 12-string guitar has become the instrument of this period. The instrument is providing the exciting backing and accompaniment for so many of our current pop and country hits. This album, which showcases it so well, is perhaps pop-oriented, but will certainly be accepted by lovers of country music. The guitar basically belongs to country music as do many of the songs herein.

**COUNTRY SPECIAL MERIT**  
**THE OIL FIELDS**

Alex Zanetis, Ric M1001 (M)  
 Actually this approach here is more Western than anything else with our oil fields lying in the West and Southwest primarily. The Jordanaires, banjos, and guitar support the talented vocalizing of Zanetis, who is also to be commended for nine fine tunes he's written out of the 12 represented here. The performance is excellent and the listening is most pleasant as Alex and the Jordanaires dig deep into an earthy resource.

**RHYTHM & BLUES SPECIAL MERIT**  
**STEAL AWAY**

Jimmy Hughes, Vee Jay VJLP 1102 (M)  
 Jimmy's penetrating blues singing has placed him on the pop music chart in the past. One of his former hits, "Steal Away," is represented in the album. Jimmy sticks to the r&b idiom with both soulful ballads and up-tempo swingers.

**RHYTHM & BLUES SPECIAL MERIT**  
**THE GREATEST SING THEIR SOUL FAVORITES**

Various Artists, Wand LP 660 (M); SLP 660 (S)  
 Six big names in the world of r&b and pop music sing their hearts out on some of the more popular tunes of the day. Dionne Warwick sings "Wishin' and Hopin'"; "Big Maybelle," "Don't Let the Sun Catch You Cryin'," to name a few examples.

**SACRED SPECIAL MERIT**  
**SINGIN' IN MY SOUL**

The Lewis Family, Starday SLP 289 (M)  
 Well performed country gospel. The group has its roots in the rural South with each member of the Family a first-rate performer. Guitar, five-string banjo, fiddle, bass accompany the lively toe-tapping messages put down by the group. Selections include: "Look Away," "Climbing Jacob's Ladder," "The Ship to Glory," "Singin' in My Soul."

**SPIRITUAL SPECIAL MERIT**  
**HE'LL BLESS YOUR SOUL**

The Richburg Singers, Vee Jay VJLP 5057 (M)  
 A fine collection of gospel songs, beautifully and meaningfully delivered by The Richburg Singers. Selections include: "I Must Tell Jesus," "Rock of Ages," "I Will Follow." VJ has attractively packaged the album.

**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 15 GREATEST SONGS OF THE BEATLES**  
 The Merseyboys, Vee Jay VJLP 1101 (M)  
**ANNETTE AT BIKINI BEACH**  
 Vista BV 3324 (M)  
**SOULFUL OLDIES**  
 Various Artist, Oldies 33 OL 8005 (M)  
**TUNES OF GLORY**  
 Andy Stewart, Epic LF 18031 (M)  
**THE REGENTS "LIVE" AT THE A.M.-P.M. DISCOTHEQUE**  
 Capitol KAO 2153 (M); SKAO 2153 (S)  
**THE SOUL OF BIG MAYBELLE**  
 Scepter LP 522 (M)  
**FESTIVAL OF SPANISH OVERTURES**  
 Madrid Symphony Orchestra (Soroza-bal), Columbia EX 5123 (M); ES 1823 (S)

**BACH: FOUR ORCHESTRAL SUITES**  
 Jean-Francois/Paillard & Paillard Chamber Orchestra, Epic SC 6047 (M); BSC 147 (S)

**CLASSICAL**  
**BACH: THE TWO AND THREE PART INVENTIONS**  
 Glenn Gould, Columbia ML 6022 (M); MS 6622 (S)

**JAZZ**  
**BEATLEJAZZ!**  
 Bob Hammer Band, ABC-Paramount ABC 497 (M); ABSC 497 (S)

**SOUL SISTERS**  
 Gloria Coleman Quartet, Impulse A-47 (M); AS-47 (S)

**COMEDY**  
**THEM POEMS**  
 Mason Williams, Vee Jay VJLP 1103 (M)

**SPIRITUAL**  
**GOSPEL SONGS OUR MOTHER TAUGHT US**  
 The Highway Q.C.'S, Vee Jay VJLP 5055 (M)

**THAT OLD TIME RELIGION**  
 Harmonizing Four, Vee Jay VJLP 5054 (M)

**INTERNATIONAL**  
**RICHARD TAUBER**  
 Capitol T 10369 (M)

**MY NAPLES**  
 Sergio Bruni, Capitol T 10370 (M)

**FOLK**  
**HOYT AXTON EXPLODES**  
 Vee Jay VJLP 1098 (M)

**SACRED**  
**HE'S GOT THE WHOLE WORLD IN HIS HANDS**  
 The Sunshine Boys, Starday SLP 290 (M)

**LOW PRICE SACRED**  
**FOR DANCING SAMMY KAYE SWINGS & SWAYS "MY FAIR LADY"**  
 Harmony HL 7321 (M)  
**DISCOTHEQUE**  
 Various Artists, Mercury Wing MGW 12284 (M); SRW 16284 (S)

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

**POPULAR**  
**THE SOUL OF ALEX BRADFORD**  
 Vee Jay VJLP 5056 (M)  
**MUSIC TO STOP SMOKING BY**  
 Sal Salvador Quartet, Roulette R 25262 (M); SR 25262 (S)

**TV'S "PENNY"**  
 Rosemary Prinz, Pharos MN 10001 (M); SN 30001 (S)

**SAM FLETCHER SINGS**  
 Vee Jay VJLP 1094 (M)

**GIANT INSTRUMENTAL RHYTHM & BLUES HITS**  
 Various Artists, Imperial LP 9271 (M)

**LOVE ME WITH ALL YOUR HEART**  
 Victor Feldman, Vee Jay VJLP 1096 (M)

**HELLO TROUBLE**  
 Orville Couch, Vee Jay VJLP 1087 (M)

**SPECIALTY**  
**NI KANTU EN ESPERANTO**  
 Various Artists, Esperanto Disk 1001 (M)

**PETER AND PENELOPE POOF HAVE A PARTY**  
 Ric M 1004 (M)

**SPOKEN WORD**  
**WHITMAN: LEAVES OF GRASS, VOLUME TWO**  
 Ed Begley, Caedmon TC 1154 (M)

**Hi Records Sets Parley**

MEMPHIS—Hi Records, a label distributed by London Records, will hold a two-day meeting here Sept. 23-24 to introduce fall product. London is working with Hi in making the arrangements.  
 Hi artists set include Bill Black, Ace Cannon, Gene Simmons and Willie Mitchell.  
 Hi president Joe Cuoghi will preside at an all-day barbecue, and, together with London executives, will play host to the distributors on a Mississippi River boat ride.

**Ad Agency Ups Nasatir**

NEW YORK—Mort L. Nasatir has been promoted at the West, Weir & Bartel advertising agency to the post of director of the sales promotion department. He will, however, continue as vice-president in charge of the record division which encompasses the activities of MGM, Verve and Deutsche Grammophon.  
 Succeeding Nasatir as account supervisor for the record division is Lloyd G. Seidman, a vice-president formerly in charge of theater advertising. Acey Lehman has been named creative supervisor for the record division, and Jack Maher has assumed the added duties as account executive on Verve and MGM. Gail Kanner becomes an assistant account executive.

**BEATLES TO PLAY BENEFIT**

NEW YORK — The Beatles will do a benefit date for United Cerebral Palsy of N. Y. and Retarded Infants Service at the New York Paramount Theater Sept. 20. The performance will be the last of the British group's current personal appearance tours in the U. S. They are scheduled to return to England the following day.  
 Mrs. William C. Langley is chairman of the event, and Mrs. George G. Milliken is co-chairman. The top ticket is scaled at \$100.

**HOW SWEET IT IS!**

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- Argo 5479 — "Then You Can Tell Me Goodbye"—Johnny Nash
- Tuff 381 — "Long Haired Daddy"—Vernell Hill
- Argo LP 723 — "Barefoot Sunday Blues"—Ramsey Lewis
- Argo LP 732 — "Bach To The Blues"—Ramsey Lewis
- Checker LP2991 — "Two Great Guitars"—Bo Diddley/Chuck Berry

DATE **9-4-64**

Quantity	Record No.	Quantity	Record No.	Quantity
2600	1907	50	723	
1300	1908	25	723S	
1300	5479	75	732	
1300	381	25	732S	
		100	2991	

## NASHVILLE SCENE

By DON LIGHT

Hase Jones, head of Hal Smith Artist Production, flew to New York last week to watch Ernest Tubbs and His Texas Troubadours tape a Jimmy Dean show to be shown in October. . . . Bobby Bare recorded for RCA Victor early, then had his tonsils removed. He left the hospital Sept. 1. . . . Bobby Lewis is scheduled to begin a 10-day tour of California next week.

Kitty Wells recorded a new album last week under the direction of Decca's Owen Bradley. . . . Hank Lockland just returned from a successful tour of Ireland and Germany and is getting a new session together for RCA. . . . Grant Turner, well-known WSM

### Jim McCoy Show Sets Fair Mark

AMBOY, Ill.—The Jim McCoy Show, with Zeb Lewis and Kitty Hawkins, Capa Records artists, as special guests, appeared at the Lee County Fair here recently and, according to the sponsors, set a new attendance record for a grandstand attraction at the event.

Other features were Jim McCoy, the Melody Playboys, Andy and Kevin McCoy, and Tex Barr and Company, sharpshooting act.

SPREADING FROM MARKET TO MARKET!

# "SOCIETY GIRL"

P 921

## RAG DOLLS

THE BIG ONES ARE ON CAMEO/PARKWAY

Jay & The Americans

## COME A LITTLE BIT CLOSER

UA 759

On the One to Watch



announcer, has a new record release on the Chart label. . . . Don Bowman, WKDA disk jockey and RCA recording artist, cut new singles for RCA Victor last week.

Roy Orbison leaves next week for tour of Canada, set by Jim McConnell, of Acuff-Rose Artists Corporation. . . . Bob Luman recorded new singles for Hickory last week under direction of Wesley Rose. . . . Dave Dudley's busy September schedule takes him to Arizona, Canada, Minnesota and Texas. . . . Hickory artist Ernest Ashworth and wife have a new boy born Sept. 30. . . . Monument Records' Jack Kirby and John Sippel leave this week for trips to the East and West Coast.

Billy Walker, recent signee of Key Talent, is set for a September tour of Florida, Ohio, Arizona, Texas and Louisiana. . . . Decca artist Jimmy Newman just returned from a week's stint in Toronto. . . . Ray Price and His Cherokee Cowboys just returned from Texas where they broke four out of five house records. New house records were set at Abilene's Cow Palace, Grand Prairie's Hi Ho Club, Helotes Floore Country Store, and Odessa's Tumbleweed Club.

### Collins Kids To Far East

HOLLYWOOD—The Collins Kids, Larry and Lorrie, jet out of here for the Far East Monday (7) on an eight-week tour that will take them to Hong Kong, Southeast Asia, Taiwan, Japan, Okinawa, Guam and the Philippines.

The Kids recently taped a shot on "The Hollywood Palace" TV-er, which will be aired as the first "Palace" show of the season Oct. 3.

The Far East trek was arranged for the Collinses by Stew Carnall, of Universal Talent, Inc., here. Carnall reports that another of his acts, Bobby Bare, was released from the hospital in Nashville Sept. 1 and resumes work in Albuquerque, N. M., Sept. 10.

### Jimmy Driftwood At N. Y. Fair

NEW YORK—Country singer Jimmy Driftwood made an appearance Friday morning (4) at the Pavilion of the States in the Kennedy Plaza.

Accompanying him here for the World's Fair appearance were his son James and Miss America and Miss Arkansas. They spent a day in Nashville en route here.

## Neal, Stacy Unit Hit at Du Quoin Fair

DU QUOIN, Ill.—The Du Quoin State Fair here, in its first booking of a c&w talent, played to a grandstand crowd of well over 10,000 on the opening night of the event Aug. 30 despite late afternoon thunderstorms and severe weather warnings.

The show, packaged and produced by Bob Neal, of the Bob Neal Agency, Nashville, in cooperation with E. O. Stacy, vice-president of GAC in Chicago, included Hank Snow and His Rainbow Ranch Boys, Ferlin Husky and His Hush Puppies, Wade Ray, Ray Price and His Cherokees, Skeeter Davis, Bill Anderson and the Poor Boys, Little Jimmie Dickens, the Collins Kids, Stringbean, Melba Montgomery, the Carolina Cloggers, Jimmy Gately, and the Kinsmen Trio.

D. M. Hayes, president of the Du Quoin Fair Association, said the fair will continue to offer a country music show as its opening night grandstand feature in the future and has commissioned Neal and Stacy to produce a similar package for the 1965 event.

### Music Festival Set in Rome

ROME — The Eternal City which has stayed out of the festival picture until now is getting into the act. It will present a Festival of Roses with 16 singers in 24 songs. Winners will be chosen by spectators and foreign tourist office representatives in late October.

With the leading musical house, the Teatro Sistina, already named as the locale and RAI agreeable to televising the final night, the festival will present eight established singers, each with two songs. One song will be entered in the final. And eight new singers with one song each, half of whom will reach the finals will be presented. There will be awards for the first four places.

Organized by OMA, a musical sponsoring organization, the festival will feature two orchestras and will be limited to Italian participants and Italian songs.



KITTY WELLS, Decca recording artist and star of the "Grand Ole Opry," is currently in the top of the country charts with "PASSWORD" (Decca "31622"). Kitty, long known as the Queen of Country Music, is booked by the Denny-Moeller Agency of Nashville. (Advertisement)

## Steve Stebbins In Busy Season On West Coast

WOODLAND HILLS, Calif.—Country music has enjoyed a considerable boom on the West Coast the past year, according to Steve Stebbins, of Americana Corporation, country talent bookers with offices here. "Our artists have had an unusually busy season," Stebbins stated. "and our office introduced country music successfully to numerous fairs and rodeos in the area for the first time."

Eddie Dean, recently returned from eight weeks in the Far East, Aug. 28 began a 25-day trek through Alaska, Stebbins reports. On Oct. 1, Jonie and Johnny Mosby (Columbia), Freddie Hart and Ray Sanders begin a 27-day tour of the Western States for the Americana firm, opening in Concord, Calif. On Sept. 13, Americana starts an auditorium package through the San Fernando Valley. The show will be headed by Hank Snow and his unit plus a number of other "Grand Ole Opry" features. The Mosbys will be the only area artists on the show. Bob Luman, on his second tour for Americana, kicks off a 17-day tour of the Western States Sept. 21, opening in Phoenix, Ariz. On Oct. 2, Georgie Riddle (United Artists) launches a 15-day tour in National City, Calif.

## 'Opry' Stars In 140 Mkts.

CINCINNATI — Officials of Station WSM, Nashville, report that stars from its "Grand Ole Opry" will be seen in some 140 radio markets scattered around the country this fall.

The "Grand Ole Opry" show, with Flatt and Scruggs and sponsored by Martha White Mills and Pet Milk, will be seen in 55 markets. The Wilburn Brothers, Teddy and Doyle, will be spotted in 20 markets, sponsored by the Garrett Snuff Company, and the Porter Wagoner show, with the Chattanooga Medicine Company picking up the tab, will be seen in 68 markets. The Wagoner seg started four years ago with showings in only 17 markets.

The "Grand Ole Opry" syndicated network show is now seen on more than 400 radio stations in the United States and Canada.

### Leighter to Move

NEW YORK—Jackson Leighter, president of Realm Enterprises, Sir Enterprises and Rolls Music, is switching operations from New York to Hollywood. The move will be made in mid-September. Jacqueline Boyd, promotion manager for both Sir and Real records, will work from a New York base under the supervision of Real Vice-President Buffy Karr.

### WISZ BOWS C&W FORMAT

BALTIMORE, MD.—WISZ, 500-watt indie, has inaugurated a new policy of country and western music programming daily 6 p.m. to 6 a.m. The station, which had been programming mostly pop albums and non-rock singles in that time period has added deejays Wally Hortonwill for the 6 p.m. to midnight stint and "Butterball" Page for the all-night portion.

The market's only country music station prior to the WISZ change had been WBMD, a 1,000 watt that operates during daylight only.

"We are going to keep our standard-pop music format from sign-on to 6 p.m.," said WISZ' new general manager, Charlie Doll, "and, in addition, we hope to pick up the many country music fans in the area who have no country music programming to listen to after sun-down."

Other WISZ deejays are Woody Wooden, 6-9 a.m.; Norm Cannon, 9-noon and 3-6 p.m., and Matt Edwards, noon-3 p.m.

## COUNTRY DJ OF THE WEEK



WSM Radio's Mr. D.J. U.S.A. Sept. 11 will be Gus Thomas, of Station WTID, Newport News, Va. Gus joined the WTID staff when the station switched to an all-country format last year. He brought with him a wide knowledge of country music from his experience as a disk jockey and entertainer.

# 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

MEN WHO READ BUSINESSPAPERS MEAN BUSINESS

## HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 9/12/64

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	10	26	26	SWEET ADORABLE YOU Eddy Arnold, RCA Victor 8363	9
2	2	DANG ME Roger Miller, Smash 1881	15	27	32	FORT WORTH, DALLAS OR HOUSTON George Hamilton IV, RCA Victor 8392	3
3	3	THE COWBOY IN THE CONTINENTAL SUIT Marty Robbins, Columbia 43049	13	28	41	DERN YA Ruby Wright, Ric 126-64	2
4	5	I DON'T LOVE YOU ANYMORE Charlie Louvin, Capitol 5173	13	29	31	THE NESTER Lefty Frizzell, Columbia 43051	6
5	6	THE BALLAD OF IRA HAYES Johnny Cash, Columbia 43058	10	30	48	GIVE ME 40 ACRES (To Turn This Rig Around) Willis Brothers, Starday 681	2
6	4	I LOVE TO DANCE WITH ANNIE Ernest Ashworth, Hickory 1265	13	31	37	PLEASE BE MY LOVE George Jones & Melba Montgomery, United Artists 732	2
7	7	PASSWORD Kitty Wells, Decca 31622	16	32	30	CIRCUMSTANCES Billy Walker, Columbia 43010	21
8	12	ME Bill Anderson, Decca 31630	8	33	36	I STEPPED OVER THE LINE Hank Snow, RCA Victor 8334	11
9	8	SECOND FIDDLE (To An Old Guitar) Jean Shepard, Capitol 5169	16	34	29	WORKIN' IT OUT Lester Flatt & Earl Scruggs & the Foggy Mountain Boys, Columbia 43080	5
10	9	MEMORY #1 Webb Pierce, Decca 31617	16	35	35	BE QUIET MIND Ott Stephens, Reprise 0272	14
11	14	ONE IF FOR HIM, TWO IF FOR ME David Houston, Epic 9690	10	36	27	SORROW ON THE ROCKS Porter Wagoner, RCA Victor 8338	21
12	11	TOGETHER AGAIN Buck Owens, Capitol 5136	24	37	42	STRONGER THAN DIRT Glenn Barber, Starday 676	3
13	13	BAD NEWS Johnny Cash, Columbia 43058	8	38	28	WINE, WOMAN AND SONG Loretta Lynn, Decca 31603	20
14	19	SAM HILL Claude King, Columbia 43083	5	39	38	PUT YOUR ARMS AROUND HER Norma Jean, RCA Victor 8328	13
15	17	HERE COMES MY BABY Dottie West, RCA Victor 8374	4	40	25	I'M HANGING UP THE PHONE Carl Butler & Pearl, Columbia 43030	15
16	21	I DON'T CARE Buck Owens, Capitol 5240	3	41	34	BE BETTER TO YOUR BABY Ernest Tubbs, Decca 31614	13
17	18	MR. AND MRS. USED TO BE Ernest Tubbs & Loretta Lynn, Decca 31643	8	42	44	TALKING TO THE NIGHT LIGHTS Del Reeves, Columbia 43044	6
18	22	DON'T BE ANGRY Stonewall Jackson, Columbia 43076	4	43	46	BLUE GUITAR Sheb Wooley, MGM 13241	9
19	20	ASK MARIE Sonny James, Capitol 5197	6	44	—	JUST BETWEEN THE TWO OF US Merle Haggard & Bonnie Owens, Tally 181	1
20	10	WHERE DOES A LITTLE TEAR COME FROM George Jones, United Artists 724	13	45	43	INVISIBLE TEARS Ned Miller, Fabor 128	21
21	24	CHIT AKINS, MAKE ME A STAR Don Bowman, RCA Victor 8384	8	46	45	IF ANYONE CAN SHOW CAUSE Glenn Barber, Starday 676	4
22	15	TAKE MY RING OFF YOUR FINGER Carl Smith, Columbia 43033	13	47	40	BLUE BIRD LET ME TAG ALONG Rose Maddox, Capitol 5186	7
23	23	THEN I'LL STOP LOVING YOU Browns, RCA Victor 8348	18	48	49	BURNING MEMORIES Ray Price, Columbia 42971	27
24	16	MY HEART SKIPS A BEAT Buck Owens, Capitol 5136	25	49	47	MEET ME TONIGHT OUTSIDE OF TOWN Jim Howard, Del-Mar 1013	9
25	33	PLEASE TALK TO MY HEART Ray Price, Columbia 43086	2	50	50	BLUE SMOKE Warren Smith, Liberty 55699	7

## 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)	10	11	16	TOGETHER AGAIN/MY HEART SKIPS A BEAT Buck Owens & His Buckeroos, Capitol T 2135 (M); ST 2135 (S)	2
2	4	BEST OF BUCK OWENS Capitol T 2105 (M); ST 2105 (S)	10	12	13	BEFORE I'M OVER YOU Loretta Lynn, Decca DL 4541 (M); DL 74541 (S)	4
3	6	THE BEST OF JIM REEVES RCA Victor LPM 2890 (M); LSP 2890 (S)	6	13	11	GUITAR COUNTRY Chet Atkins, RCA Victor LPM 2783 (M); LSP 2783 (S)	32
4	2	MOONLIGHT AND ROSES Jim Reeves, RCA Victor LPM 2854 (M); LSP 2854 (S)	15	14	15	ON THE BANDSTAND Buck Owens, Capitol T 1879 (M); ST 1879 (S)	36
5	5	ROGER AND OUT Roger Miller, Smash MGS 27049 (M); SR5 67049 (S)	6	15	10	LORETTA LYNN SINGS Decca DL 4457 (M); DL 74457 (S)	35
6	3	MORE HANK SNOW SOUVENIRS RCA Victor LPM 2812 (M); LSP 2812 (S)	21	16	14	WEBB PIERCE STORY Decca DXB 181 (M); DXSB 7181 (S)	4
7	8	GOLDEN COUNTRY HITS Hank Thompson, Capitol T 2089 (M); ST 2089 (S)	6	17	17	STORY SONGS FOR COUNTRY FOLKS Faron Young, Mercury MG 20896 (M); SR 60896 (S)	31
8	12	THANKS A LOT Ernest Tubbs, Decca DL 4514 (M); DL 74514 (S)	6	18	18	LOVE LIFE Ray Price, Columbia CL 2189 (M); CS 8989 (S)	2
9	7	PORTER WAGONER—IN PERSON RCA Victor LPM 2840 (M); LSP 2840 (S)	13	19	—	TRAVELIN' WITH DAVE DUDLEY Mercury MG 20927 (M); SR 60927 (S)	1
10	9	THERE STANDS THE GLASS Carl Smith, Columbia CL 2173 (M); CS 8973 (S)	11	20	20	R. F. D. Marty Robbins, Columbia CL 2220 (M); CS 9020 (S)	2

ANOTHER CHART BREAKER FROM  
**JIMMY HUGHES**  
"I'M QUALIFIED"  
JAMIE 1280

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ATCO  
6315

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## COUNTRY MUSIC CORNER

By BILL SACHS

Buddy Meredith, following an engagement at the Mayflower Cafe, Cheyenne, Wyo., flew into Nashville last week to cut a session for the Rice label. Following the session, he hustled on to Colorado Springs, Colo., for a week's stand at the Navajo Hogan Club. . . . Jimmy Newman opens Sunday (6) at the Shiloh Dude Ranch in Dickerson, Md. . . . Clyde Beavers and the Eager Beavers, Faron Young, Dottie West, Justin Tubbs, Darrell McCall and Stonewall Jackson appeared in Columbus, Ga., Aug. 25, on a political rally for Garland Byrd, former Lieutenant Governor of Georgia and now a candidate for Congress. . . . Just 15 years ago, Kenny Roberts, yodeling cowboy, had one of the biggest country records of the year with his "I'll Never See Maggie Alone." Roberts has the same song out again, with original arrangements, this time on the King label. Deejays may obtain a copy by writing to Quentin W. Welty, B-W Music, Box 337, Wooster, Ohio.

Charlotte Harden, country music

recording artist and deejay, flew to Greenland recently for a month of personal appearances with a USO unit. . . . George Jones and the Jones Boys began a Canadian trek at Fort William, Ont., Aug. 24. The Canadian dates were set by Bob Neal in co-operation with W. E. (Lucky) Moeller, of the Denny-Moeller Talent Agency, Nashville. . . . Sonny James did stuff at the Missouri State Fair, Sedalia, Sunday (30). . . . Johnny Sea, who has been in California for a string of one-nighters, heads back east this week. . . . W. R. Watt, president manager of the Southwestern Exposition and Fat Stock Show, Fort Worth, has announced the signing of Judy Lynn and her eight-piece string band as an added attraction for the 1965 event. Watt recently made a special trip to Las Vegas to catch Miss Lynn's show at the Golden Nugget and made the signing on the spot. Dates for the 1965 Fort Worth event are Jan. 29 through Feb. 7. Miss Lynn was in Nashville last week to cut another album for United Artists.

## WITH THE COUNTRY JOCKEYS

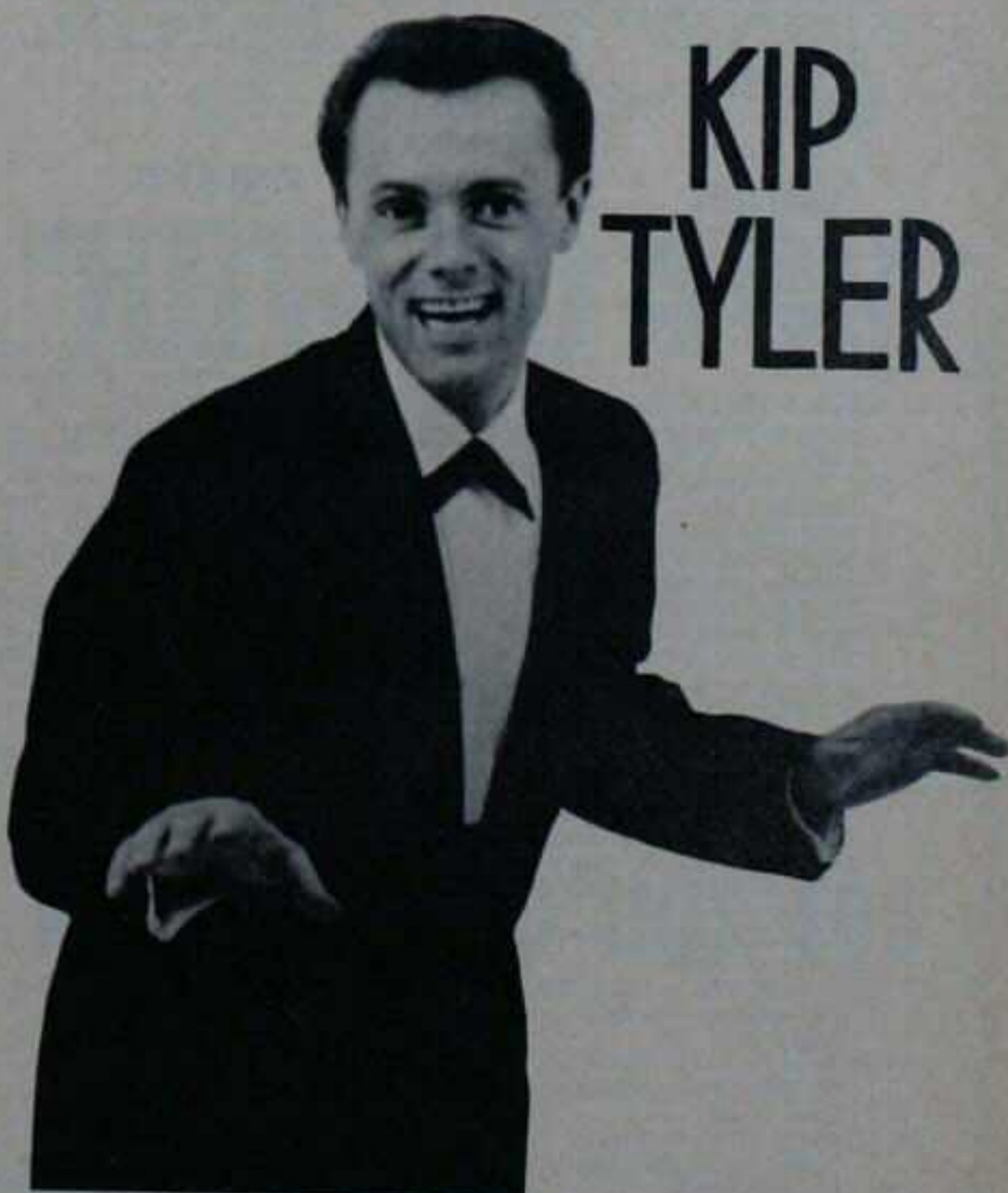
By BILL SACHS

Murray Kash, formerly of Canada, has just entered his 10th year as one of Europe's leading c&w deejays. His programs have been heard throughout the British Isles and the Continent via Radio Luxembourg and the British Broadcasting Corporation. The latest to be added to his list is the British Forces Broadcasting Service, which tapes one of Kash's c&w programs weekly for transmission to British Army bases around the world. . . . Station WMGS, Bowling Green, Ohio, is now operating all-

country, with the exception of two hours a day devoted to a gospel program and news. . . . A. H. Foltin, a&r man and publicity man at Kingston Records, 415 Schuylkill Avenue, Reading, Pa., has available deejay copies of Kenny Roberts' first single on the label, "Jingle Yodeling Song" b.w. "You're Thinking Right." Write him on your station letterhead. In the same mail, Foltin will shoot you a copy of Dick Tacker's new one on Kingston, "Heartaches Waiting Round the Bend" b.w. "A Girl Like You."

# VOICE!

# KIP TYLER



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HOLLYWOOD, CALIF.  
A DIVISION OF GYRO DISC INTERNATIONAL

## AUSTRALIA

(Courtesy Music Maker, Sydney)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	THE WORLD I USED TO KNOW	Jimmie Rodgers (London)-Alberts
2	11	THE FRENCH SONG	Lucille Starr (Festival)-Alberts
3	3	CONSTANTLY	Cliff Richard (Columbia)-D. Davis
4	2	HARD DAY'S NIGHT	Beatles (Parlophone)-Leeds
5	4	ONLY YOU	Wayne Newton (Capitol)-Chappells
6	-	WHEN YOU'RE NOT NEAR	*Rob E. G. (Festival)-Rob E. G.
7	-	DO WAH DIDDY DIDDY	Manfred Mann (HMV)-Belinda
8	5	THE SPARTANS	Sounds Incorporated (Columbia)
9	8	HELLO, DOLLY!	Louis Armstrong (Kapp)-Chappells
10	10	A MILLION DRUMS	Tony Shevett (W. & G.)
11	-	SUCH A NIGHT	Elvis Presley (RCA)-Chappells
12	-	IT'S FOR YOU	Cilla Black (Parlophone)
13	6	MASHED POTATOES	*Billy Thorpe & Aztecs (Linda Lee)-Chappells
14	7	WISHIN' AND HOPIN'	Dusty Springfield (Philips)-Belinda
15	9	HOLD ME	P. J. Proby (Decca)-Allans

## BAVARIA

This Week	Last Week	Title	Artist
1	1	KEIN GOLD IM BLUE RIVER	Ronny (Telefunken)
2	2	DETROIT CITY	Bobby Bare (RCA)
3	5	GUTE REISE	Christa (CBS)
4	6	A HARD DAY'S NIGHT	The Beatles (Odeon)
5	4	WUNDERSCHOENES FREMDES MAEDCHEN	Hans Juergen Baemler (CBS)
6	10	ZWEI MAEDCHEN AUS GERMANY	Paul Anka (RCA)
7	3	LIEBESKUMMER LOHNT SICH NICHT	Siv Malmkvist (Metronome)
8	12	JEDER WEG, DEN ICH GEHE	Vittorio (Columbia)
9	8	SCHWIMMEN LERNT MAN	Manuela (Telefunken)
10	9	TEEN PARTY	Terry Mark (RCA)

## BRITAIN

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

This Week	Last Week	Title	Artist
1	2	HAVE I THE RIGHT	*Honeycombs (Pye)-Ivy Music
2	1	DO WAH DIDDY DIDDY	*Manfred Mann (HMV)-West One Music
3	3	A HARD DAY'S NIGHT	*Beatles (Parlophone)-Northern Songs, Ltd.
4	5	I WON'T FORGET YOU	Jim Reeves (RCA)-Burlington Music
5	12	YOU REALLY GOT ME	*Kinks (Pye)-Kassner Music
6	4	CALL UP THE GROUPS	Barron Knights (Columbia)-Metric/Feldman/Northern Songs/Ardmore & Beechwood/Koith Prowse/Sherwin
7	6	TOBACCO ROAD	*Nashville Teens (Decca)-Southern Music
8	8	IT'S FOR YOU	*Cilla Black (Parlophone)-Northern Songs, Ltd.
9	7	IT'S ALL OVER NOW	*Rolling Stones (Decca)-Kags Music
10	21	THE CRYING GAME	*Dave Berry (Decca)-Southern Music
11	15	I WOULDN'T TRADE YOU FOR THE WORLD	*Bachelors (Decca)-Lebill/142 Music
12	14	FIVE BY FIVE (EP)	*Rolling Stones (Decca)-Travis/Leeds/Jewel Nanker-Phelge
13	10	I GET AROUND	Beach Boys (Capitol)-Sea of Tunes
14	26	SUCH A NIGHT	Elvis Presley (RCA)-Chappell
15	13	IT'S ONLY MAKE BELIEVE	*Billy Fury (Decca)-Francis, Day & Hunter

This Week	Last Week	Title	Artist
16	11	ON THE BEACH	*Cliff Richard (Columbia)-Elstree/Shadows
17	20	I LOVE YOU BECAUSE	Jim Reeves (RCA)-Bourne Music
18	24	SHE'S NOT THERE	*Zombies (Decca)-Marquis Music
19	16	FROM A WINDOW	*Billy J. Kramer (Parlophone)-Northern Songs, Ltd.
19	17	I FOUND OUT THE HARD WAY	*Four Pennies (Philips)-Flamingo Music
21	9	I JUST DON'T KNOW WHAT TO DO WITH MYSELF	*Dusty Springfield (Philips)-December Music
22	-	RAG DOLL	4 Seasons (Philips)-Ardmore & Beechwood
23	29	AS TEARS GO BY	*Marianne Faithful (Decca)-Forward Music
24	-	I'M INTO SOMETHING GOOD	*Herman's Hermits (Columbia)-Aldon Music
25	-	THE WEDDING	*Julie Rogers (Mercury)-Peter Maurice
26	25	YOU'LL NEVER GET TO HEAVEN	Dionne Warwick (Pye Int.)-Belinda Music
27	18	SOMEDAY WE'RE GONNA LOVE AGAIN	*Searchers (Pye)-Toby Music
28	-	EVERYBODY LOVES SOMEBODY	Dean Martin (Reprise)
29	-	A HARD DAY'S NIGHT (LP)	*Beatles (Parlophone)-Northern Songs, Ltd.
30	-	TWELVE STEPS TO LOVE	*Brian Poole and the Tremeloes (Decca)-Southern Music

## CENTRAL AMERICA & PANAMA

(Courtesy Indica)

This Week	Last Week	Title	Artist
1	3	COMO TE ESTRANO MI AMOR	Leo Dan (CBS)
2	5	FANNY	Leo Dan (CBS)
3	1	MARISA	Leo Dan (CBS)
4	2	CUMBIA DEL SOL	Carmen Rivero (CBS)
5	6	EL DFA	Angelica Marfa (Musart)
6	8	LA POLLERA AMARILLA	Tulio Leon (DiscoModa)
7	7	PARA QUE RECORDAR	Felipe Pirela (Disco Modas)
8	4	LA POLLERA COLORADA	Hnos. Mondragon (Indica)
9	9	DESESPERADAMENTE	Roberto Yanes (CBS)
10	10	ANGELITO	Rene y Rene (CBS)

## FINLAND

(Courtesy Iita-Sanomet, Helsinki)

This Week	Last Week	Title	Artist
1	1	PUHELINLANGAT LAULAA	Katri Helena (Parlophone)
2	2	ALL MY LOVING	The Beatles (Parlophone)
3	-	A HARD DAY'S NIGHT	The Beatles (Parlophone)
4	3	LONG TALL SALLY	The Beatles (Parlophone)
5	6	CAN'T BUY ME LOVE	The Beatles (Parlophone)
6	7	VAARALLISET HUULET	Reijo Taipale (Scandia)
7	4	FARMER JOHN	Antti Einio (Scandia)
8	-	ALL MY LOVING	Eero & Jussi (RCA)
9	8	NON HO L'ETA	Anneli Sari (Philips)
10	9	TANGO ANJALLE	Eino Gron (Scandia)

## FLEMISH BELGIUM

(Courtesy Juke Box Magazine)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	5	MA VIE	Alain Barriere (RCA)-Tutti/Primavera
2	2	SI JAMAIS	*Adamo (Pathe)-Ardmore & Beechwood
3	7	LA FERME DU BONHEUR	Claude Francois (Fontana)-Southern
4	1	HEY BOBBA NEEDLE	Chubby Checker (Cameo-Parkway)-Belindamusik
5	-	A HARD DAY'S NIGHT	The Beatles
6	10	BYE BYE BLONDIE	Trini Lopez (Reprise)
7	4	IT'S OVER	Roy Orbison (London)-Acuff-Rose
8	9	LIEBESKUMMER LOHNT SICH NICHT	Siv Malmkvist (Metronome)-Intervox

This Week	Last Week	Title	Artist
9	3	QUAND LES ROSES	*Adamo (Pathe)-Ardmore & Beechwood
10	-	ON THE BEACH	Cliff Richard

Alternates with French Walloon chart.

## GERMANY

This Week	Last Week	Title	Artist
1	1	LIEBESKUMMER LOHNT SICH NICHT	Siv Malmkvist (Metronome)-Intro
2	3	KEIN GOLD IM BLUE RIVER	Ronny (Telefunken)-Marbot
3	2	ZWEI MAEDCHEN AUS GERMANY	Paul Anka (RCA)-Melodie der Welt
4	5	SCHWIMMEN LERNT MAN IM SEE	Manuela (Telefunken)-Budde
5	11	MY BOY LOLLIPOP	Millie (Fontana)-Chappell
6	6	JUNGER MANN MIT ROTEN ROSEN	Dorthe (Metronome)-Arnie
7	10	TRAENEN UND ROSEN	Gerhard Wendland (Philips)-Seith
8	7	BRAVO BAMBINO	Rex Gildo (Electrola)-Gerig
9	8	SAG NO ZU IHM	Cliff Richard (Columbia)-Aberbach
9	8	SAG NO ZU IHM	Cliff Richard (Columbia)-Aberbach
10	4	WENN DER SILBERMOND	Peggy March (RCA)-Oktave
11	9	DIE ROSE VON MEXICO	Peter Hinnen (Ariola)-Nero
12	12	HONEYMOON IN ST. TROPEZ	Marika Kilius & Hans Juergen Baemler (CBS)-Melodie der Welt
13	14	JETZT DREHT DIE WELT SICH NUR UM DICH	Gitte & Rex (Columbia)-Gerig
14	16	SEIN BESTES PFERD	Martin Lauer (Polydor)-Gerig
15	18	IN THE WIDE WILDE WEST	Freddy (Polydor)-Esplanade
16	13	LONG TALL SALLY	The Beatles (Odeon)-Venise
17	-	NAPOLI	Connie Francis (MGM)
18	-	GUTE REISE	Christa (CBS)
19	-	A HARD DAY'S NIGHT	The Beatles (Odeon)
20	-	AN EINEM FERNEN UFER	Nana Mouskouri (Fontana)-Capriccio

## HOLLAND

This Week	Last Week	Title	Artist
1	5	A HARD DAY'S NIGHT	Beatles (Parlophone)-Lee Ed. Int. Basart L.C./Amsterdam
2	8	IT'S ALL OVER NOW	The Rolling Stones (Decca)
3	-	ON THE BEACH	Cliff Richard (Columbia)
4	4	IT'S OVER	Roy Orbison (London)
5	2	HELLO DOLLY	Louis Armstrong (Kapp)-Chappell & Co./Amsterdam
6	1	LONG TALL SALLY	Beatles (Parlophone)
7	7	ONLY FRIENDS	Francoise Hardy (Vogue)-Les Ed. Int. Basart L.C./Amsterdam
8	10	QUAND LES ROSES	Adamo (His Master's Voice)-Anagon Music/Heemstede
9	-	ALL MY LOVING	Beatles (Parlophone)-Les Ed. Int. Basart L.C./Amsterdam
10	6	MY BOY LOLLIPOP	Millie (Fontana)-Holland Music/Amsterdam

## HONG KONG

This Week	Last Week	Title	Artist
1	4	SOMEONE, SOMEONE	Brian Poole (Decca)
2	1	A HARD DAY'S NIGHT	The Beatles (Parlophone)-Northern Sounds, Inc.
3	10	WALK DON'T RUN '64	The Ventures (Liberty)
4	7	SUCH A NIGHT	Elvis Presley (RCA Victor)
5	3	NON HO L'ETA	Gigliola Cinquetti (Diamond)
6	2	LONG TALL SALLY	The Beatles (Parlophone)-Northern Sounds, Inc.
7	5	CAN'T YOU SEE THAT SHE'S MINE	The Dave Clark Five (Columbia)
8	8	ON THE BEACH	Cliff Richard and the Shadows (Columbia)-Elstree Music/Shadows Music
9	-	IT'S ALL OVER NOW	The Rolling Stones (Decca)
10	-	THE RISE AND FALL OF FLINGEL BUNT	The Shadows (Columbia)

## ITALY

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

This Week	Last Week	Title	Artist
1	1	IN GINOCCHIO DA TE	*Gianni Morandi (RCA)
2	2	AMORE SCUSAMI	*John Foster (Style)
3	3	IL PROBLEMA PIU' IMPORTANTE	*Adriano Celentano (Clan)
4	9	TI RINGRAZIO PERCHE'	*Michele (RCA)
5	6	SEI DIVENTATA NERA	*Marcellos Ferial (Durium)
6	8	CON TE SULLA SPIAGGIA	*Nico Fidenco (RCA)
7	4	QUELLI CHE HANNO UN CUORE	Petula Clark (Vogue)
8	10	LA VOGLIA DELL'ESTATE	*Paolo Mosca (Lord)
9	-	TREMARELLA	*Edoardo Vianello (RCA)
10	5	SOLO DUE RIGHE	*Peppino Di Capri (Carisch)
11	11	CIN CIN	Richard Anthony (Columbia)
12	12	SCRIVI	*Rita Pavone (RCA)
13	-	AMORE RITORNA A CASA	*Nicola Di Bari (Jolly)
14	15	E' L'UOMO PER ME	*Mina (Ri Fi)
15	14	CREDI A ME	*Bobby Solo (Ricordi)

## JAPAN

(Courtesy Utamatic, Tokyo)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	MOVIN'	The Astronauts (Victor)-Folster
2	2	TOKYO BLUES	*Nishida Sachiko (Polydor)-JASRAC
3	3	ORE WA OMAE NI YOWAINDA	*Ishihara Yujiro (Teichiku)-JASRAC
4	4	SASURAI	*Katsumi Shigeru (Toshiba)-JASRAC
5	5	SURF PARTY	The Astronauts (Victor)-Victor
6	6	SAVE THE LAST DANCE FOR ME	Koshiji Fubuki (Toshiba)-Aberbach
7	7	SHIWAASENARA TEO TATAKOU	*Sakamoto Kyu (Toshiba)-JASRAC
8	10	UNA SERA DI TOKIO	*Mashina Stars (Victor); The Peanuts (King); C. Valente (London); Milva (Seven Seas)-JASRAC
9	8	KIMIDAKE O	*Saigo Teruhiko (Crown)-JASRAC
10	-	OTOKO BUNE	*Izawa Hachiro (Toshiba)-JASRAC

## MALAYSIA

(Courtesy Radio Malaysia)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	YOSHIKO	*J's With Jamie
2	-	MY DREAM	Brenda Lee (Life)
3	4	CONSTANTLY	Cliff Richard (Columbia)
4	5	ON THE BEACH	Cliff Richard (Columbia)
5	8	I WONDER	Rick Nelson (Life)
6	-	MAKE UP YOUR MIND	The Days Brothers (CBS)
7	3	KONICHI WA AKACHON	Michiko Azusa (Decca)
8	2	I FELL IN LOVE WITH TWINS	Irving Twins (CBS)

## MEXICO

(Courtesy Audiomusica)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	TIJUANA	The Persuaders (Gamma)-Grever
2	2	I WANT TO HOLD YOUR HAND	The Beatles (Musart)-Pending
3	3	ANGELITO	*The Seven Days (Peerless)-Emmi
4	9	BARBA AZUL (Let's Do)	*Apsion (Peerless)-Brambila
5	4	ORANGUTAN	*Sonora Santanera (CBS)-Brambila
6	5	PERDONAME MI VIDA	*Alberto Vazquez (Musart)-Pham
7	7	HERMOSISIMO LUCERO	*Alegres de Teran (CBS)-Emmi
8	8	LA CORRIENTE	*Javier Solis (CBS)-Mus-Mex
9	6	MUEVANSE TODOS	*Vianey Valdez (Peerless)-Grever
10	10	INVIERNO TRISTE	(Blue (Winter)-Connie Francis (MGM)-Grever

## NORWAY

(Courtesy Verdens Gang)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	I WON'T FORGET YOU	Jim Reeves (RCA Victor)-Palace Music/Stig Anderson
2	2	A HARD DAY'S NIGHT	Beatles (Parlophone)-Edition Lyche
3	3	I LOVE YOU BECAUSE	Jim Reeves (RCA Victor)-Moerk
4	4	ON THE BEACH	Cliff Richard (Columbia)-Musikk-Huset
5	5	IT'S ALL OVER NOW	Rolling Stones (Decca)-No publisher
6	-	DO WAH DIDDY DIDDY	Manfred Mann (HMV)-Belinda
7	9	NEI JEG SKAL ALDRI ALDRI MER SI ALDRI	*Toril Stoa (Troll)-A. Schroeder/Stig Anderson
8	7	SOMEONE, SOMEONE	Brian Poole & Tremeloes (Decca)-A. Schroeder/Stig Anderson
9	6	HELLO DOLLY	Louis Armstrong (Kapp)-Musikk-Huset
10	9	RAMONA	Bachelors (Decca)-Presto/Reuter & Reuter

## SINGAPORE

(Courtesy Radio Singapore)

This Week	Last Week	Title	Artist
1	2	IT'S BEEN A HARD DAY'S NIGHT	The Beatles (Parlophone)
2	4	ON THE BEACH	Cliff Richard (Columbia)
3	1	BEANS IN MY EARS	The Serendipity Singers (Philips)
4	6	SWEET WILLIAM	Millie Small (Fontana)
5	8	NOBODY I KNOW	Peter & Gordon (Columbia)
6	5	WISHIN' AND HOPIN'	The Merseybeats (Fontana)
7	9	I FELL IN LOVE WITH TWINS	The Irving Twins (CBS)
8	-	HOW GLAD I AM	Nancy Wilson (Capitol)
9	-	I FOUND OUT THE HARD WAY	The Four Pennies (Philips)
10	7	IT'S ALL OVER NOW	The Rolling Stones (Decca)

## SOUTH AFRICA

This Week	Last Week	Title	Artist
1	3	CONSTANTLY	Cliff Richard (Columbia)
2	1	CAN'T YOU SEE THAT SHE'S MINE	The Dave Clark Five (Columbia)
3	5	SOMEONE, SOMEONE	Brian Poole and the Tremeloes (Decca)
4	7	MEMPHIS	Johnny Rivers (Renown)
5	2	HELLO DOLLY	Louis Armstrong (London)
6	4	THE RISE AND FALL OF FLINGEL BUNT	The Shadows (Columbia)
7	8	DON'T LET THE RAIN COME DOWN	Serendipity Singers (Philips)
8	-	CHAPEL OF LOVE	The Dixie Cups (Teal)

## SPAIN

(Courtesy Discomania)

This Week	Last Week	Title	Artist
1	6	SI JE CHANTE	Sylvie Vartan (RCA)-Canciones Mundo
2	1	MORE	Enrique Guzman (CBS)-ARMONICO
3	-	IT'S A LONELY TOWN	Mina (Belter)-Aberbach (Madrid)
4	7	BE MY BABY	Les Surfs (Hispanvox)-Aberbach (Madrid)
5	4	LO NUESTRO TERMINO	Duo Dinamico (Voz)-Musica Sur
6	10	OGNI VOLTA	Paul Anka (RCA)-Musica Sur
7	-	LO ESPANOL	Duo Dinamico (Voz)-Musica Sur
8	-	LES VENDANGES DE L'AMOUR	Marie Laforet (Hispanvox)
9	8	CAN'T GET USED TO LOSING YOU	Duo Dinamico (Voz)-Aberbach (Madrid)
10	3	FANNY	Luis Aguile (Voz)-Hispanvox

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## BREAKOUT SINGLES

### ★ NATIONAL BREAKOUTS

#### WHY YOU WANNA MAKE ME BLUE

Temptations, Gordy 7035

#### ON THE STREET WHERE YOU LIVE

Andy Williams, Columbia 43128

### ★ 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.

#### I DON'T KNOW . . .

Steve Alaimo, ABC-Paramount 10580 (Benders, BMI) (Miami)

#### DEATH OF AN ANGEL . . .

Viceroy's, Imperial 66058 (Limax, BMI) (Seattle)

#### HEARTBREAK . . .

Dee Clark, Constellation 132 (Pamco, BMI) (St. Louis)

## Emperor DJ's Set to Crown Each Other

• *Continued from page 14*

friend the "Emperor of Pittsburgh" Hal Murray, who says:

"My imperial secretary of war and chief of staff of joints have had numerous councils regarding this threat to my crown and in my imperial wisdom I wish to release the following statement to all concerned subjects.

"In the interest of royal unity, it is my hope that we close ranks and not sever the bonds that my would-be pretender to the throne would cast upon us. If Rockefeller can join Goldwater, if Johnson can unite with Wallace, then certainly, our own two royal forces can

settle this dispute peaceable and without spears."

"Murray the Magnificent" is a shrewd politician—KQV and WLS are both ABC-owned.

Another edict was delivered by toga-clad messenger from "Emperor Brown" stating: Since I am the only Emperor, I have installed you as a lieutenant in my Royal Commandos, and, as Emperor, I might even make a wild proclamation that a special branch of my services will be formed called "Gil's Gladiators." (Little does he know that I already hold a captaincy in Murray's royal militia.)

"If other disk jockeys insist on thinking they are emperors,

## PROGRAMMING SPECIALS

• *Continued from page 18*

### RHYTHM & BLUES

DEL VIKINGS—We Three (2:35)—I've Got to Know (Waygate, ASCAP) (1:55). GATEWAY 743

BOBBY BYRD—I'm Lonely (Try Me, BMI) (2:38). SMASH 1928

JIMMY HUGHES—Try Me (Lois, BMI) (2:30). FAME 6403

RANDY HOBBS—Waiting and Watching (Kirjon, BMI) (2:34).

EMBER 1109

LITTLE BRENDA STARR—Mix It Up (Melodylane, BMI) (2:30).

VEGAS 600

### SPIRITUALS

SISTER MARIE TRIMBLE—Go Ahead (Lil Etta, BMI) (2:36)—

I Have a Right (Lil Etta, BMI) (2:05). GOSPEL CORNER 100

A. WALLACE—Without God (Lil Etta, BMI) (3:15). PROVERB 1009

### SPECIALITY

VARIOUS LANGUAGES—It's a Small World (Parts I & II) DISNEYLAND 775

## Beach Boys In-Person Trek

NEW YORK — For the first time since they were organized, the Beach Boys, Capitol Recording artists, are hitting the personal appearance trail in the East. They began a 30-day tour, which will also include the

South and Midwest territories Aug. 22, and will wind up with an appearance on Ed Sullivan's CBS-TV show Sept. 27.

The group will be performing through September in Buffalo, Syracuse, Boston, Hartford, Salt Lake City, Boise, Miami, Montgomery, Birmingham, Atlanta, Knoxville, Nashville, Alexandria, Providence and Oklahoma City.

Following the Sullivan shot, the group will return to California to map recording plans for singles and albums.

## DEAN BREAKS RODEO RECORD

SIDNEY, Iowa—TV singing star Jimmy Dean broke all gross receipt records at the rodeo held here recently, according to Jim Sutton, event chairman.

Ten performances were held during the six-day run of the 41st annual Iowa Championship Rodeo, owned and operated by the Williams-Jobe-Gibson Post, American Legion.

## FAN MAIL GLOSSY PHOTOS

All sizes — quantities — color or black and white. Post cards, mounted blow-ups. It will pay you to see our free samples and complete price list before ordering anywhere. Write today for new low prices, samples, etc.

MULSON STUDIO  
Box 1941 Bridgeport Conn.

## 4-Corners' Singles Drive

NEW YORK — Norman Weiser, managing director of 4-Corners Records, said the label has been moving strongly in the singles field the last few weeks by buying masters in the pop, r&b and country fields and completing arrangements for release for singles product from Italy, France and Germany.

Domestic acquisitions include "Oh My Heartache," with Art Grayson and produced by Hoss Allen; "She Was You Again," with Gary Bryant, and originally released on the Jerden label in the Northwest, and "Tip," with the Clingman Clan, produced by Lou Clingman.

The label plans to enter the LP field late this month with both foreign and domestic product.

The label recently signed the Ramblettes, Conny Froebes, German artist, and Bou-Lou, French instrumentalist.

Say You Saw It in  
**Billboard**

## MITCH MURRAY

wishes to thank

## LAURIE RECORDS

for their confidence in his song

## "HOW DO YOU DO IT"

which reached No. 9  
IN BILLBOARD HOT 100

May all your hits be records  
and vice versa

Mitch Murray, Hampstead, London.

# audio / video retailer

PHONOGRAPHS • RADIO • TELEVISION • TAPE • HI-FI COMPONENTS • ACCESSORIES

## RCA Expands Line; Plans Giant Campaign

### Plan Giant Ad Campaign For September

By NICK BIRO



MARK VII



GYPSY



WARBLER

### Bows 16-Inch Portable & Color Console

INDIANAPOLIS—RCA Victor last week re-entered the small-screen TV market with a special "World Series" color console priced to sell at \$522.50.

Among the TV receivers is a special "World Series" color console priced to sell at \$522.50.

Bryce S. Durant, RCA Sales Corp. president, said, "Though we have always recognized an undefined demand for smaller screen receivers, we feel the profit atmosphere is healthier for all levels of distribution in the 16-inch area."

#### Two 16-Inchers

The Funster (AF-020) is an all-channel 16-inch portable with an optional retail price of \$124.50. Step-up model is the Gypsy (AF-021), with three combination finishes, at an open list price.

The "World Series Special" is the Alexander (GF-661), a 21-inch color TV contemporary console with two 6-inch by 4-inch duo cone speakers. It is available in mahogany, walnut, or oak laminated finishes with an optional retail price of \$522.50.

Two low-priced solid state Victrola phonographs were also introduced, The Monaural Cake-walk (VFP-09), with Studiomatic changer, has an optional retail price of \$49.95.

#### Two Victrolas

The stereo Warbler (VFP-19) has a detachable lid-speaker providing eight feet of stereo separation. Optional retail price is \$69.95.

New in the Victrola console line is the Mark VII (VFT-94), a solid state stereo phonograph with storage space for up to 325 LPs and 120 (60 EIA) peak power.

The Mark VII has an eight speaker system, sliding door panels and carries an optional retail price of \$695.

#### Color TV

A new 21-inch color TV receiver is the Mandarin, oriental-styled, ebony-finished unit with an optional retail price of \$795. The unit has optional remote control and automatic color (degaussing) purifier.

A redesigned solid state version of the Mark I portable is the Berkshire (VFP-60). It has a new oxford gray vinyl-covered metal cabinet with "float-down" Studiomatic changer, swing-out speakers and "feather action" tone arm at an optional retail price of \$149.95.

Also introduced was a 19-inch black and white TV, the Socialite Ensemble (AF-142), featuring vinyl walnut-grained cabinet and matching "rollabout" base, 18,000 volts of picture power and an open list price.

## W. Germany Plans Giant Radio-TV Show for 1965

By OMER ANDERSON

STUTT GART—West German radio and TV manufacturers are preparing to participate in two mammoth trade exhibitions in 1965.

The Funkaustellung 1965, showcase of the German electronics industry, will be held at Stuttgart from Aug. 27 to Sept. 5. The biennial industry fair is sponsored by Fachverband Rundfunk und Fernsehen im Zentralverband der Elektrotechnischen Industrie e.V., the German electronics industry group.

The Stuttgart fair will attract exhibitors from all over Europe, the United Kingdom, the United

States and Japan. It is expected that Japanese manufacturers will appear in force at Stuttgart for the first time at a Continental trade fair.

#### Irish Sony

Sony in particular is now well established in a plant in Ireland, and the Sakura Maru, Japan's trade ship, has just visited Hamburg with a large exhibit of Japanese electronic products, mainly radio and TV sets, tape recorders and record players.

The Stuttgart fair—to be called "Deutsche Rundfunk—Fernseh und Phono—Austellung 1965 Stuttgart," will overlap with the 100-day transportation spectacular at Munich, the "In-

ternationalen Verkehrs-Austellung (IVA), which will be held in the fun-and-foam city from June 25 to Oct. 3.

Munich's International Transportation Exhibition includes a large radio and TV section. Major exhibitors will be West Germany's two TV networks, ARD and ZDF, the First and Second Programs respectively.

Finally, the first industry talks are being held to organize planning for the "Grosse Deutsche Rundfunk—Fernseh, und Phono-Austellung"—the Grand German Radio, TV, and Phonograph Exhibition—to be held in Berlin in 1967.

## Admiral & Philco Ad Campaigns Foretell Tough Fall Competition

CHICAGO — Massive advertising campaigns announced last week by two of the nation's largest manufacturers of home entertainment equipment point to a tough competitive battle in all corners of the industry this fall.

Admiral Corporation announced to its distributors that it will have a schedule of 49 national magazine ads appearing during the peak selling season in the last four months of 1964.

At the same time, Philco announced that it will take some

3,500,000 lines of advertising in newspapers in 242 cities with major emphasis on the top 104 markets. The Philco campaign will concentrate on the September-December period.

The Philco campaign will cover the firm's full line of home entertainment equipment but will emphasize the "excitement" of color TV.

Philco said it is investing the bulk of its money in newspaper ads because it wishes to help strengthen its dealers "where they need it the most."

Concurrently with the adver-

tising campaign, Philco will sponsor a competition among newspaper promotion managers to reward creativity and effectiveness of the newspapers' merchandising support for the program.

The campaign will be kicked off in September. A total of 4,586 ads will be placed, most about 1,200 lines and many in two colors.

Admiral's campaign will be geared to a gross circulation of 300,000,000. The fall schedule includes three insertions in Holiday, four in American Home, three in Ladies' Home Journal, 15 in Saturday Evening Post and 22 in Life.

Admiral will also be represented in Ebony and Playboy magazines for the first time in several years.

A heavy schedule of network TV participations is also included in the fall campaign. Products to be promoted include lightweight portable TV's, solid-state phonographs, radios, color TV's and appliances.

Admiral said it will schedule approximately one color TV ad per week until Dec. 15, for a total of 14. The company's recently introduced tilt-out control center will be highlighted.

## Viking Recorders Versatile

MINNEAPOLIS — Viking's recently introduced line of recorders offer versatility with both component and portable models. The "77" Stereo Compact is a two-speed quarter-track stereo tape recorder, usable in a component hook-up. The "770" is enclosed in a portable case with stereo power amp and speakers. The "77" lists for \$239.95, the "770" for \$325. Both operate in vertical or horizontal positions, have record interlock, hyperbolic heads and stainless steel front panels.



## Ampex Slates Ad Campaign

REDWOOD CITY, Calif.—Ampex is going to use six national magazine and two magazine annuals to advertise its new line of home stereo tapes. The firm is scheduling advertising through the remainder of 1964 in Saturday Review, Sunset, Esquire, three regional editions of Time, High Fidelity, and Hi Fi/Stereo Review. The annuals are those published by High Fidelity and Hi Fi/Stereo Review.



# If 23=19, Then What Is 19?

By DAVID LACHENBRUCH  
Contributing Editor

The Federal Trade Commission has been worried for 13 years about the strange way TV screen sizes are being measured. It has decided once again to try to do something about it.

**THE PROBLEM** which is bugging the FTC is no stranger. It occupied four years of hearings beginning in 1951, and finally resulted with a set of Trade Practice Rules, which were only partly successful, from FTC's standpoint. Now the Commission is proposing a set of Trade Regulation Rules, which it hopes will have the force of law.



The gist of the whole matter is that FTC can't quite see why screen sizes should be measured diagonally, and why advertised screen size should be larger than actual picture size. H. Paul Butz, chief of FTC's Division of Trade Regulation Rules, explained his own view to me this way: "The automobile industry doesn't measure wheel-base diagonally; bedsheets aren't measured diagonally. No other product measures its dimension diagonally. Why should the TV industry?"

I must admit he has a point, although I can't agree with the FTC that this practice tends 'to mislead and deceive' or is "an unfair method of competition."

Actually, screen-size measurement practices in the television industry date back to the early days when all picture tubes were round. A 12-inch picture tube was a 12-inch picture tube, whether you measured it horizontally or diagonally, because it was actually the diameter of the circular screen which was being measured. This, in turn, was a holdover from the old way of measuring oscilloscope tubes, from which the TV picture tube was descended.

When the rectangular tube came along, diagonal measurement was selected as being the most compatible method of comparison, and, by common usage, this method of measurement has continued to this day.

**THE FTC's** old Trade Practice Rules, adopted in 1955, discouraged the use of diagonal measurement. The Commission made it clear it would rather see advertising in terms of square inches or by width and height. Thus, a 21-inch set would be described as "262-square-inch picture" or "19x15-inch picture."

The industry never went all the way with the FTC. It did adopt the use of the words "diagonal measurement" following screen-size designations (usually in an asterisked footnote). Only one manufacturer, to my knowledge, dropped diagonal measurement entirely. That was Magnavox, which, for several years, described its tubes only in terms of square-inch measurements. This year, however, Magnavox seems to have reverted to the industry-wide practice of giving "over-all diagonal" measurement.

In its proposed new rules, the FTC seems disposed finally to accept diagonal measurement—reluctantly—but it points out that something is amiss in the industry's diagonal measurement system. The so-called "over-all diagonal" is not the measurement of the picture but the face of the tube. In most black-and-white tubes, the picture is about an inch smaller than the tube face itself.

Thus, a 23-inch tube has a 22-inch picture, a 19-inch tube an 18-inch picture, and so on. Color tubes, because of the shadow-mask, have an even bigger no-picture area on their face. The upcoming 25-inch color tube will give a 23-inch picture.

The FTC cites these examples of "proper size designation" for what we now call a 21-inch tube: "262 square inch picture," or "20-inch picture measured diagonally" or "19-inch by 15-inch" or just plain "19-inch."

**PUBLIC HEARINGS** will be held by the FTC in Washington, Oct. 20, and written comments from the public and trade have been invited, with a Nov. 10 deadline.

The industry obviously views the FTC proposals with alarm. However, there may be hidden benefits in store if the industry should change over to the FTC's favorite proposal measuring picture screens horizontally.

The current 23-inch tube (which measures 15 1/4 inches by 19 1/2 inches) would become the "19-inch." Before anyone cries with pain, just consider the advantage of changing the name of the 23-inch to the 19-inch.

The 19-inch set is by far the industry's biggest selling size. Let's say we changed the name of the 23-inch to the 19-inch. Think what this would do for sales of the current 23-inch (old 19-inch) sets. The public, which overwhelmingly prefers 19-inch sets, would now buy the more expensive new 19-inch sets (formerly called 23-inch), thinking they were the old 19-inch (now 15-inch) sets; building bigger sales and more profits.

**WHAT WOULD** happen to the former 19-inch size? Well, that would be called "15-inch." Now, everybody knows that the former 16-inch set (which now becomes a 13-inch) was not a best seller. With the 19-inch becoming a 15-inch, nobody will want to buy that size, and more people will gravitate toward the new 19-inch (formerly the 23-inch).

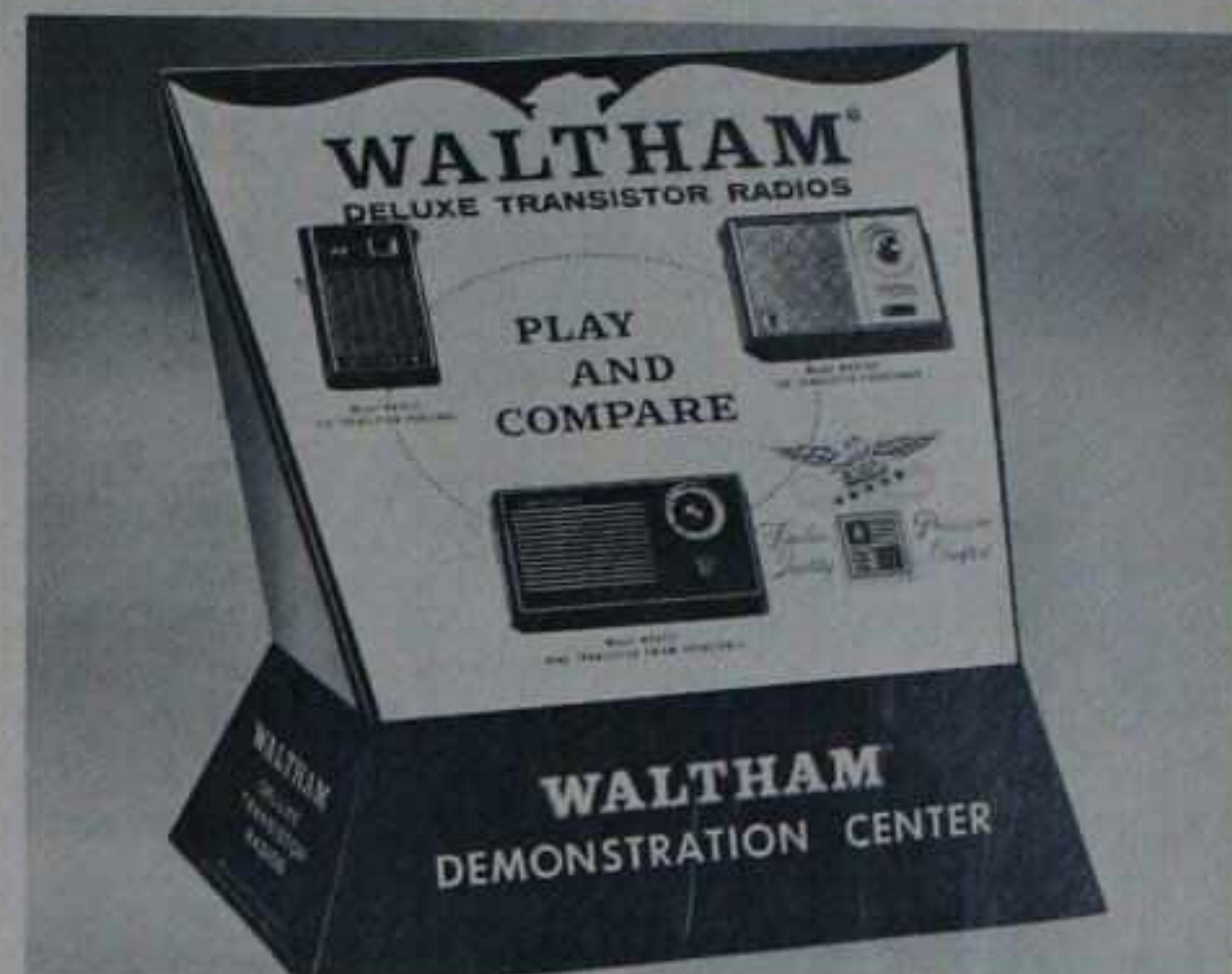
The whole change in nomenclature may well give a new lease on life to the old 16-inch set. By becoming a 13-inch set, it enters the newly popular area of tinyvision, which should increase its sales. Of course, the old 13-inch will be an 11-inch, reducing the former 11-inch set to about 9 inches.

If our plan is adopted, we propose an interim period—say, 15 years or so—during which both measurement methods are used. A typical ad during this interim period might be headed, for example: "America's best 19-inch\* (old 23-inch\*\*) TV Value!" To further clarify the situation, of course, the footnotes—in four-point type—will give this explanation: "\*Over-all diagonal measurement; \*\*horizontal picture measurement."

The real beauty of going to this new method of measurement (in addition to increasing sales of 23-inch—correction, new 19-inch—sets) is that it should completely eliminate consumer confusion and prevent all vestiges of misrepresentation with regard to screen sizes.

If this measurement system doesn't meet industry approval, we still have a trump card up our sleeves: Why not identify screen sizes by the square root of the hypotenuse? It's neat and clean, and any consumer with high school geometry, a slide rule and a couple of spare hypotenuses (or is it hypoteni?) can figure it out in his spare time.

## Play & Compare Showcase



**CUSTOMERS ARE INVITED** to "Play and Compare" three different radio models in this new counter-top demonstrator put out by the Sampson Company, Chicago, for its Waltham radio line. The pilferproof royal purple, gold and white display contains a six, nine and 10 transistor radio (the nine is an AM-FM set). It measures 18 inches wide by 10 inches deep.

## Winston Plans Home TV Recorder in '66

**LOS ANGELES** — Winston Research Corporation expects to hit the retail market with a home video tape recorder in about 18 months. The unit is expected to be in the \$350 to \$500 category.

The Winston recorder will tape TV programs off the air—even when the viewer is not at

home. Winston also plans to make available a mobile camera for "home TV movie" use.

Winston recently showed an up-dated version of its home video recorder at the Western Electronic Show and Convention here. Tape cost for the unit is currently in the \$25 area, but

*(Continued on page 35)*

# PERSONALITY!

## KIP TYLER



THAT #710  
**BELL of FREEDOM**

GYRO DISC RECORDS 6515 SUNSET BLVD. SUITE 202 AD #15 (TRY TO FIND #16)  
HOLLYWOOD, CALIF.  
A DIVISION OF GYRO DISC INTERNATIONAL



**A powerful theme for a powerhouse giant "Dealer Section" which will dominate the October 3 issue of Billboard**

An unmatched opportunity to reach the thousands of record retailers throughout the nation—from the neighborhood record shop to the giant chain—in a major section devoted exclusively to their problems, potentials and profits.

**ADVERTISING DEADLINE: SEPTEMBER 20**

**Contact Your Nearest Billboard Office Now**

# Hi-Ho, Christmas Club Gifts to Go

ALLENTOWN, Pa. — Home entertainment equipment dealers who are chagrined by too few customers having money for big-ticket Christmas gifts will be interested in a highly effective Christmas club plan developed here by Hess' Department Store.

Disappointed in a low level of lay-away sales, Roy Hertz, Hess executive, worked out a plan whereby customers pay toward a gift for 46 weeks with the store adding another four week's payment free.

The result is a customer credit of a certain amount of money—46 weeks of which was paid by the customer, four weeks by the store.

## Pay \$1 to \$5

Customers pay anywhere from \$1 to \$5 per week. A customer in the \$5 per week category would put in \$230, the store

would add \$20 for a total credit of \$250.

Hertz says it's a way for the customers to not only build up money for Christmas shopping but earn an attractive 8 per cent rate of interest as well.

The amount of extra business gained by the store more than makes up for the extra expense involved.

Hertz notes that last year, Christmas sales were up sharply and the Christmas Club was credited for a substantial part of the increase.

The Christmas club is aimed specifically at charge-account customers but is available to anyone who wants to join. Hess' has more than 2,500 accounts on the books and a substantial number of these have joined the Christmas club plan.

# FTC Slates TV Hearings In October

WASHINGTON — A trade conference to set rules prohibiting deception in the advertising of TV picture tube sizes is being scheduled by the Federal Trade Commission here, October 20.

Arguments may be filed with the chief of the division of Trade Regulation Rules. The proposed rules would prohibit manufacturers from advertising the picture tube size by other than the actual size of the viewing area.

The commission said that its findings indicate that "the practice which would be prohibited by the proposed rule is widespread in the industry." The commission said the rules would assure equitable treatment in the compliance of the law.

## BEST SELLING

### PHONOGRAPHS, RADIOS & TAPE RECORDERS

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

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

#### PHONOS LISTING BETWEEN \$61 and \$80

POSITION			BRAND	% OF TOTAL POINTS
This Issue	5/16/64 Issue	2/8/64 Issue		
1	2	2	Decca	19.9
2	1	3	Magnavox	18.1
3	3	1	Masterwork	16.0
4	5	4	RCA Victor	8.9
5	6	—	Voice of Music (V-M)	6.5
6	6	5	General Electric	4.4
7	—	6	Zenith	4.0
8	10	—	Phonola	3.6
			Others	18.6

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

5/16/64 Issue: Symphonic (4); Sylvania (8); Webcor (8).

2/8/64 Issue: Capitol (6); Motorola (8); Symphonic (9).

#### PHONOS LISTING BETWEEN \$81 and \$100

POSITION			BRAND	% OF TOTAL POINTS
Issue This	Issue 5/23/64	Issue 2/15/64		
1	1	1	Magnavox	25.2
2	2	3	Masterwork	15.0
3	3	5	Voice of Music (V-M)	11.5
4	6	7	Decca	10.2
5	8	2	General Electric	6.2
6	4	4	RCA Victor	5.8
7	—	6	Zenith	5.7
8	5	—	Symphonic	4.6
			Others	15.8

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

5/23/64 Issue: Webcor (7).

2/15/64 Issue: Webcor (8); Motorola (9).

## STOP THE MUSIC

# Norelco Toots Auto Store Horn

BOULDER, Colo. — You don't usually find tape recorders, phonographs and hi-fi equipment in an automotive supply store, but then again, you don't usually see the creative selling technique employed by White's here either.

This large automotive supply house has an attractive Norelco recorder exhibit just inside the front door. It's not only used to show off the recorders, but it

pipes background music throughout the store by way of a half-dozen hi-fi speakers.

Particularly interesting is the fact that all the music was recorded by White's own personnel. The store has a patchcord rigged up to an expensive FM radio and music is taken off the air at 1 7/8 i.p.s.

### Speed Impressive

Archie Pierce, White's manager, notes that people are espe-

cially impressed by the slow speed of the recording. He points out that use of the patchcord eliminates the use of microphones and complicated mixers.

Playback quality, with this recording rig, is comparable to conventional recording at 7 1/2 i.p.s., Pierce says.

The demonstration of the slow-speed recording with the patchcord equipment has clinched many a tape recorder sale, Pierce says.

White's concentrates on quality equipment and stays away from the extremely low-priced flash-light battery-operated transistor machines.

Pierce feels such machines tend to give customers a "junk" image of the tape recorder field and they're a service headache besides. Competing stores in the large shopping center where White's is located offer recorders as low as \$16.98, but Pierce dismisses these as "toys."

"We prefer to emphasize the versatile features of a quality recorder, not the price," Pierce says.

## Olympic Tabs Two Distribs

NEW YORK—Olympic Radio and Television Sales Corporation last week named two new distributors: Spicola Appliances, Inc., Tampa, Fla.; and Robinson TV Distributors, Las Vegas. Spicola, a TV and appliance distributor for 12 years, will handle Olympic products in Southwest and Central Florida. Robinson will cover several counties in Nevada and Utah.

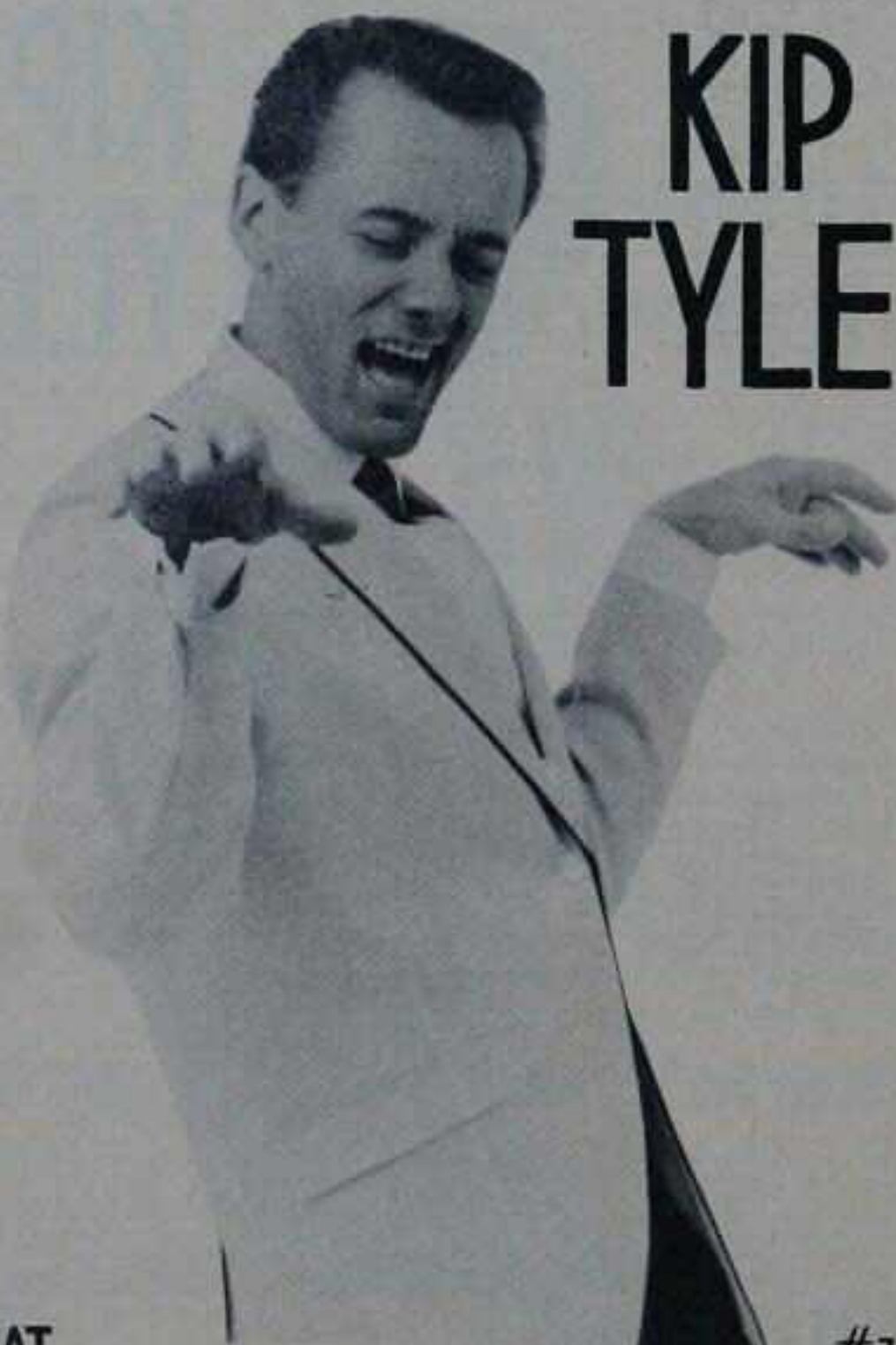
## Vega Elect. Sold

LOS ANGELES—Controlling interest in Vega Electronics, manufacturer of the wireless microphone, has been acquired by Computer Equipment Corporation through a stock transaction.

James Stultz, Vega general manager, has been upped to vice-president. President of the company is Phillip Gundy.

# TALENT!

## KIP TYLER



# THAT BELL of FREEDOM #710

GYRO DISC RECORDS 6515 SUNSET BLVD. SUITE 202 HOLLYWOOD, CALIF. A DIVISION OF GYRO DISC INTERNATIONAL AD #17 (NEXT IS #18) DID YOU FIND #16?

## Admiral Bows 25-Incher



PART OF ADMIRAL'S new 25-inch, black-and-white line is this Early American lowboy model called the Cauldwell (LD5025). It features the firm's new tilt-out control (see inset) and is priced at \$319.95.

# BUCK OWENS, 'LITTLE AL' SWING HIGH

CHICAGO — Buck Owens was slated for a Windy City promotion visit last Saturday (29), and at Billboard press time the biggest bubbler about it all was "Little Al" Terner, ebullient owner of Little Al's record store chain and Profit Vendors, a one-stop. Highlight of Owens' weekend visit was a stint at Big Gurnee Discount Center in suburban Gurnee. The record department is a concession owned by—who else—Little Al, and serviced by Profit Vendors. Al was plugging the visit with newspaper ads, point-of-sale literature and sundry other promotion. Owens was slated to do a remote broadcast from the store on Station WKRS. The remainder of the time was to be spent in the usual visits and autographing.

# Silvers Joins A-B Music

NEW YORK—Ed Silvers has joined April-Blackwood Music as associate professional manager. In this spot, Silvers will be working with Jerry Teiffer, firm's professional manager, in a tandem effort co-ordinating all activities relating to the April-Blackwood writing staff as well as acquiring material from freelance writers.

Before joining April-Blackwood, publishing wing of Columbia Records, Silvers was professional manager for the eastern division of Metric-Travis - Post Music Publishing companies. Prior to that he was an artists and repertoire producer for Liberty Records.

# Leblanc Unveils Plastic Clarinet

KENOSHA, Wis. — G. Leblanc Corporation here has developed an Ivory plastic clarinet made of Vi-Plex.

The instruments consist of a B-flat soprano, an E-flat alto and a B-flat bass and are part of the company's Vito line designed especially for the student market. The soprano lists for \$164.50, the alto for \$410 and the bass for \$465.

# Philco Boosts John P. Pfann

PHILADELPHIA — John P. Pfann was named assistant controller of the Philco Corporation last week. Warden H. Hartman succeeds Pfann as Philco's assistant general marketing manager, administration.

Pfann came to Philco as controller of the consumer products division when the company was acquired by Ford in 1961.

# Winston Plans

Continued from page 33

the firm hopes to bring the price down to \$15 with mass production.

A reel of tape will allow up to two hours of recording time and each tape can be used up to 500 times with no loss in quality.

Winston is also talking about a color unit for the future. Cost would be about one-third above that of the black and white.

# 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

ATTENTION, NEW YORK CITY Recording firms. If you can use a former disc jockey, R.C.A. graduate, first phone license, with over two years of radio combo and electronic experience as a recording technician, Phone 201-EL 6-0691.

WANTED—CHALLENGING POSITION in public relations, promotion or news. College grad, 38, family, sober, no problems. Presently employed S.W. Excellent health, will travel overseas. Radio, TV and sales success for 15 years. Available immediately. Write Box 130, c/o Billboard, 165 W. 46 St., New York, N. Y.

### 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

### ATTENTION!

Record Companies  
and  
Recording Artists

Be the first to record a  
Great New Ballad called

### "SELFISH HEART"

A sure-fire hit written by Robert Bowden, a "BMI" writer. This song is ready to record. For those interested, please write to:

ROBERT BOWDEN  
434 Garfield Court  
Long Branch, New Jersey

Published by  
Clover Music "BMI"

REPRESENTATIVES WANTED TO sell new and complete line of budget-priced albums. Wide selection of popular and classics. Eye-catching covers and excellent recordings assure volume sales. Many valuable territories still open. Give all particulars in first letter. Confidential. Box 120, Billboard, 165 W. 46 St., New York, N. Y.

RETAIL RECORD SALESMAN, MINIMUM 2 years' experience required. Excellent opportunity for advancement. Salary open. Contact S. Turk, Colony Records, 1671 Broadway, N. Y. C. 19, N. Y. (212) CO 5-1260.

SALES MANAGER  
RECORD RACK & ACCESSORIES MANUFACTURER seeks Nat'l Sales Manager. Experience in record field helpful. Good salary plus extras! Write full details of background, experience, etc. Write:  
BOX 118  
c/o Billboard  
165 W. 46 St. N. Y. C. 30, N. Y.

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. se18

### DISTRIBUTING SERVICES

### RECORD DISTRIBUTORS

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

### ATTENTION

Manufacturers of Jazz, Folk and Specialty LP Product.

If you are not getting the proper exposure and sales from your present distributor, please consider the following:

Manufacturers' Representative, with over 12 years of Record Wholesaling experience, will represent your product in New Jersey and Lower New York State. Would also consider representing Record Accessory Manufacturers.

I handle no singles product and therefore can better devote my efforts to you. I work on a straight commission deal.

If you have a problem or no representation in this area and are willing to discuss a possible remedy, please contact

BOX #555, c/o Billboard  
165 West 46 Street, N.Y.C.

### DEALERS . . . ONE-STOP . . . RACK JOBBERS

Terr.: Tennessee and Kentucky.  
Order Your Supply of

### Record Preview

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

Music City Record Dist.

127 LAFAYETTE ST.  
NASHVILLE, TENN.  
(615) AL 5-7315

HUTCH CARLOCK

Listed, you will find the labels which we presently distribute:

ABC-Paramount, Aco, Atlantic, Cameo, Circle, Cortland, Dade, Dial, Disneyland, Era, Excello, Fabor, Fantasy, Feisted, Fraternity, Galaxy, Garpac, Gaylord, Glenn, Hall-Way, Hi, Hi Fi, Hob, Instant, Jubilee, Jumbo, Kapp, Kent, Laurie, Lawn, Le Cam, Legrand, Lemo, Lupine, Mercury, Minaret, MOC, Monument, One-Derful, Original Sound, Parkway, Petal, Phillies, Philips, Rust, Star, Scepter, Sims, Smash, Spokane, Specialty, SPQR, Starday, Stax, Sun, Swan, Vanguard, Vault, Vista, Volt, Wand.

It's a can't miss sales and profit market! Check your regular Music City salesman for special prices.

### RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

### PRESSING & PLATING

### PRESSING No job too small CONSULTATION

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

NATIONAL RECORD PROMOTION & PUBLICITY National disc jockey coverage . . . Trade paper publicity . . . etc.

DISTRIBUTION ARRANGED

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

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

### RECORDING FACILITIES & SUPPLIES

### PROFESSIONAL DEMO RECORDS

Finest Quality—Low Prices—  
Top Notch Talent.

8 Singers (male-female), 10 Instruments—Vocal Groups.

Best, Modern Tape and Disc Equip. (Ampex, Altec, RCA)

Large Sound Studios—Top Technicians. Piano or Organ & Vocal—1 Song, \$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

### REC. ACCESS. & DEALERS FIXTURES

### RECORD MFRS. & JOBBERS

Get the most varied selection of attractive, quality

BROWSER  
DIVIDER  
CARDS

from LE-BO

In any title of your choice. Available hot stamped, embossed or silk screened. Black fibre board or black or white washable plastic.

Contact

LE-BO PRODUCTS CO., INC.  
33-59 Vernon Blvd.  
Long Island City 6, N. Y.

### BUSINESS OPPORTUNITIES

INDIVIDUAL SEEKS BUSINESS IN record sales, distribution in Suffolk County. Will invest and be active full time. Partnership or new venture considered. Write: Box 119, c/o Billboard, 165 W. 46 St., N. Y. C. 36, N. Y.

### CLASSIFIED RATES Per Insertion

Manufacturer Advertisers	1/2"	1"	2"	Each Additional Inch
	\$9	\$15	\$25	
Distributors (Regional) & Employment Advertisers	\$5	\$9	\$15	\$5
	Distributors (National)	\$9	\$15	\$25
Situations Wanted for Individuals		\$2	\$9	\$15

• Minimum size sold is 1/2", approximately 35 words; 1" 70 words.  
• All rates are for EACH insertion, PAYMENT MUST BE IN ADVANCE!  
• Advertisements 2" or larger are set in boxed style.  
• If Box Number is used, follow 10 words for number and address.  
• Box number service charge is 50¢ per insertion.

### USE THIS HANDY ORDER FORM

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

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

Set regular classified style.  Set boxed classified style.

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

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

\_\_\_\_\_

\_\_\_\_\_

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

Address \_\_\_\_\_

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

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

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

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

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

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

## MISCELLANEOUS

RADIO STATIONS—CASH BY RETURN Air Mail for your surplus LP's and 45's. New or old! Send them and we will Air Mail your check within 24 hours, including freight. If not happy with our offer we will return records at our expense. Carol Grey, 1020 Market St., Philadelphia 7, Pa.

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service tool. Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. chnp

## PUBLICATIONS & SERVICES

MOVE UP TO BIG MONEY! DEVELOP modern, network announcing technique! Authoritative news style! Personalized taped home study. Immediate results. Elementary, professional coaching. Consultation invited. Brochure free. Hal Fisher, Broadcasting Consultant, 678 Medford Bldg., Patchogue, N. Y. 11772. np-se25

## INTERNATIONAL EXCHANGE

### ENGLAND

Experienced  
ENGLISH DISC JOCKEY  
who will shortly be  
VISITING USA/CANADA  
for twelve months

seeks engagements with Radio/TV Networks as D.J. or Compere. Has appeared at London Venues with Top British Artists. Recording and Studio Experience.

Replies to  
BOX NO. 125, Billboard  
15 Hanover Square  
London, W1, England

### UNITED STATES

RECORDS  
FOR EXPORT  
All American brands combined in one shipment.  
ELTRON EXPORT COMPANY  
122 Broad St., New York 4, N. Y.

# RADIO RESPONSE RATING

WASHINGTON, D. C.

## TOP STATIONS

Call Rank Letters % of Total Points

### ★ POP Singles

1. WPGC	39%
2. WWDC	37%
3. WEAM (Arlington, Va.)	20%
Others	4%
(WYRE—Annapolis, Md.)	
WEEL—Fairfax, Va.)	

### ★ POP LP's

1. WRC	36%
2. WMAL (Tie)	23%
2. WTOP (Tie)	23%
4. WWDC	15%
5. WOL	3%

### ★ R&B

1. WOOK	60%
2. WUST	40%

### ★ C&W

1. WDON	89%
Others	11%
(WKCW—Warrington, Va.)	
WEEL—Fairfax, Va.)	

### ★ CONSERVATIVE

1. WGMS-AM-FM	60%
Others	40%
(WRC-AM-FM)	
WPIK-AM—Alexandria, Va.	
WGAY-FM—Silver Springs, Md.	
WQMR-AM-FM	

### ★ CLASSICAL

1. WGMS-AM-FM	78%
Others	22%
(WJMD-FM)	
WASH-FM	

## THE RADIO RESPONSE RATINGS

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

## STATIONS BY FORMAT

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

### WASHINGTON, D. C. AREA:

Ninth largest radio market. 15 AM; 13 FM. 3 Standard-Pop; 1 C&W; 3 Contemporary; 1 Classical; 2 R&B; 3 Standard.

**WAVA AM-FM:** 1,000 watts day. Independent. Music format: Standard-Pop. Editorials aired regularly. 7-9 a.m., M-F, all news; 9 a.m.-noon, M-F, news every 8 min. interspersed with music; noon-

## TOP DISK JOCKEYS

Rank Disk Jockey Call Letters % of Total Points

### ★ POP Singles

1. Dean Griffith	WPGC	39%
2. Fred Fiske	WWDC	33%
3. J.E.B. Stuart	WEAM	14%
Others		14%
(Carroll James—WWDC)		
Harv Moore—WPGC		
Jack Alex—WEEL		

### BY TIME SLOT

Morning	Harv Moore, WPGC
Mid Morning	Fred Fiske, WWDC
Early Afternoon	Fred Fiske, WWDC
Traffic Man	Dean Griffith, WPGC
Early Morning	Earl Robbin, WWDC
Late Evening	J. E. B. Stuart, WEAM

### ★ PROGRAM DIRECTOR, MUSIC DIRECTOR OR LIBRARIAN

(Most Co-Operative in Exposing New Records)

- Dean Griffith, WPGC—Program Director

### ★ TOP TV BANDSTAND SHOW

(Exposing Artists & Records)

Bob King—WOOK-TV

Monday thru Friday (5-6:30 p.m.)  
Saturday (4-6:00 p.m.)

### ★ POP LP's

1. Eddie Gallaher	WTOP	35%
2. Al Ross	WRC	22%
3. Fred Fiske	WWDC	15%
4. Bob Kelly	WRC	10%
5. John Wilcox	WMAL	7%
Others		11%
(Bill Mayhugh—WMAL)		
Mac McGarry—WRC		
Art Brown—WWDC		
Milton Q. Ford—WOL		

### BY TIME SLOT

Morning	Eddie Gallaher, WTOP
Mid Morning	Bob Kelly, WRC
Early Afternoon	Bob Kelly, WRC
Late Afternoon	Mac McGarry, WRC
Early Evening	Milton Q. Ford, WOL (Tie)
	Carroll James, WWDC (Tie)
	Gregg Oliver, WTOP (Tie)
Late Evening	Felix Grant, WMAL
All Night	Bill Mayhugh, WMAL (Tie)
	Stan Karas, WRC (Tie)

### ★ R&B

1. Bob King	WOOK	37%
2. Bill Johnson (Tie)	WUST	20%
2. Cliff Holland (Tie)	WOOK	20%
4. Al Bell	WUST	15%
Others		8%
(Al Clarke—WOOK)		
Sammy Jay—WOOK		

### ★ JAZZ

1. Felix Grant	WMAL	51%
2. Al Clarke	WOOK	24%
3. Bill Mayhugh	WMAL	16%
4. Stan Karas	WRC	9%

### ★ C&W

1. Tom Reeder	WDON	50%
2. Jack Rodgers	WDON	33%
Others		17%
(Eddie Matherly—WKCW)		
Don Dillard—WDON,		
station mgr.		
Tom Daniels, WDON)		

### ★ FOLK

1. Milt Grant	WAVA-AM-FM	50%
Others		50%
(Dick Serri—WOL)		
Jim Lewis—WAVA-AM-FM		
Richard Guest—WAVA-AM-FM)		

standard potential. Hosted by Milt Grant. Alex Cabot, news director. President, Arthur W. Arundel. Prog. dir., Frank Pipes. All records should be directed to the attention of Frank Pipes, music director, 5232 Lee Hwy., Arlington, Va.

**WDON:** 1,000 watts days. Independent. Music format: Country & Western. Highly identifiable air personalities. Station mgr. Don Dillard. Records should be directed to Mrs. Irvin E. Faunce and Mrs. Margaret Colburn, record librarians. 11216 Georgin Ave., Silver Springs, Md.

**WEAM:** 5,000 watts. Music format: Contemporary. Special programs: "Drag Dust," 8-830 p.m., Sun. Arlington Police Dept. safety program. VP & gen'l mgr., Harry H. Averill. Prog. dir., J.E.B. Stuart. All records should be directed to J.E.B. Stuart, Arlington Trust Building, 1515 N. Courthouse Rd., Arlington 1, Va.

**WGMS AM-FM:** 5,000 watts days 1,000 watts nights. RKO General owned. Music format: Classical. FM multiplex and stereo 80 per cent of programming. Duplicates AM. Special programming: "Guest Artist," with Paul Hume, 8:05-9 p.m., M-F, different classical music artist discussed each day. "Opera House," 8:05 p.m., Sat., complete opera broadcast. Live programming: "Library of Congress Series," Juilliard String Quartet, Fri., 8:30 p.m., 39 weeks. Sun., 2:05 p.m., "live on tape" Boston Symphony Concerts from Boston, Mon., 9:05 p.m., National Symphony Concerts "live on tape." Sun., 8 p.m., National Gallery of Arts Concerts, Richard Bales conducting. Poetry series, 13 yearly aired from Library of Congress. "Safe At Home," music, news, sports, community events, 6-7 p.m., M-F. "Folk World," 3:30-4 p.m., M-F. "Theater Royal," Sun., 6:30 p.m., syndicated drama shows. Gen'l mgr. Perry S. Ury. Prog. opns. dir., Victor Hirsh. All records should be directed to attention of Perry Ury, Hotel Harrington, Washington 4.

**WMAL:** 5,000 watts. Owned by Evening Star. ABC Radio affiliate. Music format: Standard-Pop-Jazz. Well established air personalities. Editorials aired 4 times daily. Washington Red Skins, football; Georgetown University, U. of Md., Geo. Wash U., American U., basketball carried. Special programming: "Closeup the Capitol," news and public affairs show once per month only, Thurs., 7:30-8 p.m. "Perspective," discussion of community problems, Mon., 7:30-8 p.m. "Broadway Showtime," Sun., 8-9 p.m. 10 min. newscasts 7:55 a.m., noon. News, sports, information block, 6-7:25 p.m., M-F. Combo 32-man news and public affairs department headed by Ted McDowell. Six radio-equipped mobile units. Helicopter used for traffic reports. Gen'l mgr., Fred S. Houwink. Prog. dir., Harold Green. All records should be directed to music department 4461 Connecticut Ave., N.W. WMAL FM: Separately programmed with classical and conservative music. Prog. & sales dir., Stan Hamilton.

**WOL AM-FM:** 1,000 watts days; 250 watts nights. Independent. Mutual affiliate. Music format: Standard-Pop. Editorials aired regularly. Geo. Wash., Air Force football; Balt. Bullets basketball, horse racing from all area tracks carried. Special programming: "GW Metroplex" 7:30-8 p.m., Mon. dis. "World Today," 8:05-8:30 p.m. M-F, news commentary. Foreign language programs aired Sat. night and Sun. Fishing report, 7:15-8 p.m., M-F. Mgr., M. A. Campbell Jr. All records should be directed to Malcolm Campbell, 200 "P" St., N.W., Washington, D. C.

**WOOK:** 1,000 watts; 250 nights. Independent. Negro-oriented programming. Music format: Rhythm & Blues-Gospel-Jazz. Highly identifiable air personalities. Jazz aired midnight to 6 a.m. with Al Clark. News commentary with Richard Eaton, 6-6:15, M-F. Exec. VP, John Panagos. Prog. dir., Cliff Holland (also does daily air show). Records should be directed to Cliff Holland, 5321 First Place, N. E., Washington 11.

**WPGC:** 10,000 watts day. Independent. Music format: Contemporary. Highly identifiable air per-

## VOX JOX

• Continued from page 14

club, took the deep six in a swath of air bubbles from their air hoses with a sound reminiscent of a Lawrence Welk performance.

John Cigna, the 10 p.m. to

sonalities. Special programming: "Sound-Off," 2 min. letters-from-the-people comments on current local events. Gen'l mgr., Robert Howard. Prog. dir., Dean Griffith (also does daily air show). Records should be directed to Dean Griffith, 4421 Southern Avenue, S. E. Washington.

**WRC AM-FM:** 5,000 watts. NBC-owned. NBC affiliate. Music format: Standard. Highly identifiable air personalities. Navy football carried beginning Sept. 4. University of Maryland, Atlantic Coast Conference basketball carried. Special programming: "Capital By-Lines," interviews with Betty Groebli, 12:15-1 p.m., M-F. "Ludlam's Lodge," conservation, hunting and fishing information, 12:30-12:45 p.m., Sat. "Dental I.Q.," Sun., 9:30 p.m. Barbershop Quartet singing, hosted by Al Ross, Thurs., 7:05-7:30 p.m., repeated Sat., 6:30-7 p.m. "Grandad's Record Shop," old-time records played, Tues., 7:05-7:30 p.m. News director, David Dary. 15 min. newscasts 7 a.m., 6:15 p.m., M-F. Station mgr., Harry A. Karr Jr. Records should be directed to Lou Bonelli, music librarian, 4001 Nebraska Ave., Washington 16.

**WTOP AM-FM:** 50,000 watts. Owned by Post-Newsweek-Washington Post. CBS affiliate. Music format: Standard. Editorials aired regularly. Highly identifiable air personalities. Washington Senators baseball; University of Maryland football carried. Special programming: "Opinion Please," listeners have an opportunity of commenting on a particular subject chosen each day, 9:10-9:55 a.m., M-F. "For Your Information," 1:30-4 p.m., M-F, includes editorial of day with comment from listeners by phone; guest expert answers listener's questions. Combo 12-man news department headed by Frank Wilson. "The World Tonight," extended news, 6-6:30 p.m., 11-11:30 p.m., M-F. VP & gen'l mgr., Lloyd W. Dennis Jr. Prog. dir., William L. Hedgepeth. Records should be directed to W. L. Hedgepeth, Broadcast House, 40th & Brandywine Sts., N. W., Washington 16.

**WUST:** 250 watts days. Independent. Music format: Rhythm & Blues - Gospel - Jazz. Negro-oriented programming. Editorial aired periodically. Special programming: "Ed Brown Spirituals," 10 a.m.-noon, M-F; "Joeko and the Rocket Ship," 4 p.m.-sign off; "Club 1120," 3 p.m.-sign-off, Jazz. Gen'l mgr., Daniel Diener. Prog. dir., Bill Johnson (also does daily air show). Records should be directed to Bill Johnson, Radio Music Hall, 815 Vee St., N. W. Washington 1.

**WWDC:** 5,000 watts. Independent. Highly identifiable air personalities. Editorials aired six times daily. Baltimore Colts football and other special sporting events carried. Special programming: "Steve Allison Show," interviews, comment, controversy, 10 p.m.-12:30 a.m., M-Sun., remote from Maury's Hideaway Restaurant. 10 min. newscasts 7:30 & 8:30 a.m.; 5:30 p.m., 5 min. newscasts aired half past the hour and 3 min. newscasts on the hour. Bob Robinson heads 16-man news staff equipped with Radio Press International, 2-way radio-equipped Ampicar and 2 mobile remote studios. Pres. Ben Strouse. VP-programming, Irv Lichenstein. Records should be directed to Cal Hackett, music director, 1627 "K" St., N.W., Washington 6. WWDC-FM programs light classics and pop-standard music.

**WQMR - WGAY - FM** 1,000 watts day. Independent. Music format: Standard. VP & Station mgr., Ted Dorf. Wisconsin Bldg., Washington.

1 a.m. DJ on WOWO (Fort Wayne), has added a novel feature to his rollicking nighttime show. Through the co-operation of local, county and State police in 59 counties in Indiana, Ohio and Michigan he salutes by name one of the men on highway patrol duty somewhere in the three States each night he is on the air.

Good friend Doc Berger reports mounting air play on his latest record release on Columbia entitled "Good Time Charley," by the Banjo Barons. It's fine programming material.

## SEGUE

Buddy Deane, radio-TV personality in Baltimore for more than 13 years, leaves WITH



morning show to devote full time to his radio properties, KOTN (Pine Bluff, Ark.); KWEL (Midland, Tex.) Deane served for six

years as host of a highly successful teen dance party on WJZ-TV prior to returning to WITH radio as wake-up deejay.

Bobby Dale, formerly with KEWB (San Francisco) and KFWB (Los Angeles) joins KRLA (Los Angeles) for midnight-6 a.m. show. ... Charlie O'Donnell, ex-Philadelphia deejay, moves into 9-noon slot at KRLA. The duo replace Ted Quillin and Arlen Sanders who recently exited the LA outlet.

... Bob McLaughlin and his "Clubtime" show return to KMLA-FM (Los Angeles) in stereo 4-6 p.m., M-F. ... Rock Robinson moves into morning show at WHOO (Orlando, Fla.). ... Ed Ripley, WMBR (Jacksonville, Fla.) deejay, to air staff of WDG (Minneapolis) in 3-7 p.m. segment.

### V I P APPOINTMENTS:

Chuck Dunnaway, Houston, Tex., named operations manager for KACY (Beaumont). ... Robert E. Henabery, formerly production manager for WWJ (Detroit), named WCBS general program executive. ... Jack Underwood, of WOWO (Fort Wayne) air personality, promoted to public affairs director and assistant program manager of the Group W outlet succeeding Bob Chase, upped to promotion advertising manager. ... Buddy Baker, formerly with KFIV (Modesto, Calif.), joins staff of WBOK (New Orleans) as program director. ... Frank Gunn, formerly with KAKE (Wichita), appointed general manager of KMNS (Sioux City, Iowa). ... Mitch Litman, director of publicity for WWDC (Washington, D. C.), named to newly created position of director of publicity and sales service. ... Frank Scott, news director of KBON (Des Moines), upped to program director. Bryce Brasel, staff announcer, moves into KBON news director slot. ... Steve Shepard exits post as vice-president and station manager of KOIL (Des Moines), to head sister Star station, KISN (Portland, Ore.). ... A. E. (Bud) Donegan, sales manager of WIFE (Indianapolis), moves in to succeed Shephard. ... Ray Willes, promoted to program director KOIL.

# BULK VENDING news

## BULK BANTER

a bar mitzvah and talked to some of the operators. . . James Hipster did his shopping for bulk supplies at Acme Monday (31). . . Ray Newman was in town from his home base in Riverside. . . Joe Arguelles, of

(Continued on page 40)

### Pacific Patter

The Feldmans, Acme Vending, took off on a long Labor Day weekend, closing on Friday. They remained open, however, until 8 p.m. Thursday, to take care of the operators wanting extra merchandise so their machines would not empty over the holidays. . . Morey Creamer, formerly of Chicago and who recently went into bulk vending in the Los Angeles area, was among the many operators who stocked up at Operators Vending during last week. . . Arnold Provisor, general counsel for Operators Vending, is back from Las Vegas, Nev., where he attended

## Antivending Bill Defeated

NEW YORK — A concerted effort by members of the New York Automatic Vending Association killed an attempt to ban all vending machines, except milk dispensers and automatic laundries, from New York apartment houses.

The proposal, sponsored by the New York City Planning Commission, received its public hearing before the New York City Board of Estimate here Tuesday (1).

Speaking against the measure was Harold Folz, president of the NYAVA and one of the heads of Folz Vending, Ocean-side, N. Y., bulk vending operation.

Largely as a result of Folz's testimony, the Board of Estimate voted against the proposed ban.

## LYNN VENDING IS EPPY OUTLET

SALT LAKE CITY—Lynn's Vending Supply Company is the new Eppy Charms distributor for the Intermountain West. A previous report in Billboard incorrectly had Lynn's Distributing Company as the Eppy outlet. Lynn's Vending is headed by Lynn Carlson.

## Service Stations To Test Vending

NEW YORK—Gasoline service stations have often proved good bulk vending stops. Now two major oil companies—Mobil Oil and Texaco—are using vending machines as incentives to get motorists to stop at their stations.

Mobile plans to buy its own machines and place them in more than 100 East Coast stations as part of a test program. Station owners will lease the machines from Mobil.

According to Don Angus, Mobil vending manager, dealers can increase their income by as much as 10 per cent with the addition of vending machines.

The Texaco program calls for the use of local operators. Texaco operates some 40,000 stations in 50 States.

### Form St. Louis Assn.

ST. LOUIS — Some 17 St. Louis vending machine operators have formed the Metropolitan Automatic Merchandising Council.

You count more with OAK!



MANUFACTURING COMPANY, INC.  
11811 Knightsbridge Ave., Culver City, California



### Direct Low Factory Prices

Bubble Ball Gum, 140, 170 & 210 ct. & Giant Size. . . 30 1/2 lb.  
Chicle Ball Gum, 130 ct. . . 38 1/2 lb.  
Clor-o-Vend Ball Gum. . . 43 1/2 lb.  
Clor-o-Vend Chicks, 320 & 520 ct. 43 1/2 lb.  
Chicle Chicks, 320 & 520 ct. 39 lb.  
Bubble Chicks, 320 & 520 ct. . . 31 1/2 lb.  
Tab (short stick), 100 ct. 40c box  
5-stick Gum, 100 packs . . . \$2.00  
F.O.B. Factory 150 lb. lots

### AMERICAN CHEWING PRODUCTS

40 years of manufacturing experience  
4th & Mt. Pleasant  
Newark, N. J. 07104

## 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.

### BIRMINGHAM VENDING COMPANY

520 Second Ave., North Birmingham, Alabama  
Phone: FAirfax 4-7526

**BUILT FOR BUSINESS!**  
MARK-BEAVER Bulk Vendors serve you best—  
• greater profits  
• economy  
• eye appeal.  
Many models and combination units available. Send for full-line illustrated catalog, today.  
MARK 1-4  
**VENDOR MFRS., INC.**  
1319 LEWIS ST. • NASHVILLE, TENN.  
PHONE: 615-256-4148  
Distributor areas available throughout the world!

Electric Money Maker  
Famous ACME  
**ELECTRIC MACHINE**  
Time proven favorite for health and amusement. Electric vibratory current increased at will by player. One dry cell battery good for 1,500 to 3,000 plays.  
Sample . . . . . \$28.13  
2 and up . . . . . 23.50  
Floor Stand . . . . . 5.00  
**ORDER TODAY**  
1/3 Dep., Bal. C.O.D., F.O.B. N. Y.  
Distributors, Write for Prices.  
MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.  
**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.  
715 Lincoln Place, BROOKLYN 16, N. Y.  
President 2-2900

Vending Headquarters for VICTOR  
The Most Complete and Finest Line of Bulk Vendors  
**NEW SELECTORAMA®**  
BEAUTIFUL STORE WINDOW DISPLAY  
Available in 1¢, 5¢, 10¢, 25¢ or 50¢ coin mechanisms. Unit can vend 100-count gum, V, V-1 and V-2 capsules. Use as single unit or can be mounted on multiple stands. New, attractive and durable space-saver stand available for six or eight units.  
Double or triple your sales with this great vendor. Write for further details, color circular and prices.  
Large Stock of Vendors—Parts and Merchandise.  
Write for Prices.  
**GRAFF VENDING SUPPLY CO., INC.**  
2817 W. DAVIS ST. DALLAS, TEXAS

Vending Headquarters for VICTOR  
The Most Complete and Finest Line of Bulk Vendors  
**NEW SELECTORAMA®**  
BEAUTIFUL STORE WINDOW DISPLAY  
Available in 1¢, 5¢, 10¢, 25¢ or 50¢ coin mechanisms. Unit can vend 100-count gum, V, V-1 and V-2 capsules. Use as single unit or can be mounted on multiple stands. New, attractive and durable space-saver stand available for six or eight units.  
Double or triple your sales with this great vendor. Write for further details, color circular and prices.  
Large Stock of Vendors—Parts and Merchandise.  
Write for Prices.  
**BITTERMAN & SON**  
Member National Vending Machine Distributors, Inc.  
4711 E. 37TH ST. KANSAS CITY 27, MO.  
Phone: WA 3-3900

HEADQUARTERS FOR  
**Northwestern**  
**SUPER 60**  
Capsule Vendor  
• No Breaking  
• No Crushing  
• No Missing  
The ultimate in quality Capsule Merchandising.  
Vends any item which can be placed in a capsule.  
5c, 10c and 25c.  
Call "HUTCH" Today for further information. No matter what your bulk vending requirements might be—we 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  
1784 N. Decatur Rd., N.E. Atlanta 7, Ga.  
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Cashew, Whole	82
Cashew, Butts	79
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Spanish	45
Mixed Nuts	37
Baby Chicks	35
Rainbow Peanuts	32
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Boston Baked Beans	32
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# COIN MACHINE news

## SEEBURG BUYS UNITED GAME ASSETS

### Sam Stern to Head Games Subsidiary

• Continued from page 1



SAM STERN



WILLIAM F. ADAIR

United's corporate entity remains intact. As far as could be learned at presstime, the firm will continue with its manufacture of U. S. government contract products.

Sam Stern, president of Seeburg's Williams subsidiary, will head the United operation and retain his duties with Williams. No other personnel shifts were announced.

Stern, a coin machine manufacturing veteran, acquired an interest in Williams (founded in 1944 by Harry Williams) shortly after the firm was established. He became executive vice-president in 1948, and three years later assumed full control of the stock and became president.

When Seeburg bought out Williams earlier this year, Stern remained in charge of the division.

The Seeburg acquisition of United assets does not include  
[\(Continued on page 42\)](#)

### C. C. Keesling, W. Va. Op, Dies



CARL KEESLING

WELCH, W. Va.—Carl Keesling, 64, former owner of West Virginia Amusement Company with offices here and Bluefield, W. Va., died recently in a Roanoke, Va. hospital. Besides being well known in coin machine circles, Keesling was active in numerous civic and philanthropic organizations.

He was a member of the American Legion, a 32d degree Mason, and active in several Masonic temples. Survivors include his wife, Mrs. Hazel Keesling, three daughters, two brothers and two sisters. Funeral

services were at Locust Grove Methodist Church in Salem, W. Va., burial in Sherwood Burial Park, Salem.

## N.J. Coinmen Seek Solutions To Property Tax Problems

NEW BRUNSWICK, N. J.—Members of the New Jersey Council of Coin Machine Operators—a group composed of officers of the four major local New Jersey coin machine associations and all the distributors in the State—meet at the Brunswick Inn here Wednesday (23) to face a knotty tax problem.

A recent act of the New Jersey Legislature requires all municipalities to collect property taxes on business equipment. Included are juke boxes, amusement devices and vending machines.

The rate is set at 65 per cent the prevailing real estate tax rate. Thus, if a juke box has a retail value of \$1,000, and the local real estate tax is 10 per cent, the machine would be taxed at \$65.

Each year, of course, the tax on any piece of equipment would drop as it depreciated and as the market value declined. But, according to the law, the depreciation can never go below 20 per cent of the original cost of the equipment.

Therefore, a juke box which sold for \$1,000 a dozen years ago would be taxed as a \$200 piece of property, although the market value might be nil.

The tax bite is bad enough, but according to Bill Cannon, NJCCMO president, the bookkeeping headaches are even worse.

#### Separate Calculations

Cannon, who operates from Haddonfield in

By OMER ANDERSON  
ZURICH—Switzerland continues to be the coin machine capital of Europe despite activity in the European Common Market.

More big international firms operate from Switzerland than from any other spot on the continent, and more international trade gatherings are held in Zurich and Geneva than in any other cities in Europe.

It is a paradox that while major world firms scramble after a base in the Common Market, all of them instinctively regard Switzerland as the real business headquarters of Europe—now and in the future.

#### Seeburg Meeting

Late last autumn, to illustrate, Seeburg invited over 200 of its European representatives to Zurich. Here, as one observer noted, "in an atmosphere reminiscent of an international diplomatic conference," the Seeburg brass unfolded the company's plans for 1964 and demonstrated new equipment.

Present were President J. Cameron Gordon; George L. H. Gilbert, European vice-president, and Bill Adair, vice-president in charge of sales. Languages involved were French, German, Italian and Flemish, in addition to English.

None of the Seeburg executives have pretensions to being linguists, but they functioned smoothly, nevertheless, in the polyglot setting at Zurich. This was thanks to Swiss expertise at staging international gatherings, for the Swiss are as adept and eager to cater to a business conclave as to green-baize diplomatic parleys.

#### Commercial Facilities

Coin machine firms are attracted to Switzerland for the same reasons that around 550 U. S. firms in all lines of endeavor make their European headquarters in this country. For all the mystique of the European Common Market, Switzerland is still the hub of international commerce, the country situated in the heart of the Continent

with unsurpassed commercial facilities.

It is significant, in this respect, that two U. S. coin machine manufacturers with the biggest stakes in the Common Market, prefer, nonetheless, to maintain their international headquarters in Switzerland. The companies are AMI at Geneva, and Wurliizer at Zurich.

Automatic Canteen plunged early and heavily into the Common Market with the purchase of a West German phonograph manufacturer, Tonomat, of Neu Isenberg, near Frankfurt. Wurliizer built a factory in North Germany several years ago and there began production of a phonograph—the Lyric—designed expressly for the European market.

When any of the major U. S. coin machine companies set up a major sales conference on the Continent, the locale is automatically Switzerland.

Paradoxically, too, the impor-

[\(Continued on page 39\)](#)

## MOA Conclave Bids Fair to Be Top Convention in Recent Years

CHICAGO—Music Operators of America will have its most successful convention in years when members convene at the Sherman House here for their annual conclave Oct. 14-16.

A total of 102 exhibits booths have been sold, compared to last year's figure of 82, and only five empty booths remain on the entire floor.

The actual count of exhibitors

has already reached 44 compared to last year's total of 42. The number of record company exhibitors now stands at nine, compared to last year's total of four.

#### Predicts 12

Fred Granger, MOA managing director, predicts the record company total will be about 12 when the convention starts. Granger said, "I may be going out on a limb, but I think I'm safe in making this prediction."

Among record company exhibitors signed to date are the four majors: Capitol, Columbia, Decca and RCA Victor.

All four juke box manufacturers have signed to exhibit as have virtually all amusement manufacturers in the country. A number of vending manufacturers and miscellaneous suppliers are also slated to show.

#### Latest Signed

Dale Engineering Company, Long Beach, Calif., and National Shuffleboard and Billiard Company, East Orange, N. J., are among the latest firms signed to exhibit their products.

Record One Stop Association (ROSA) and the National Coin Machine Distributors Association (NCMDA) will also have booths. ROSA represents one-stop owners around the country while NCMDA, headed by O. L. (Bob) Slifer, is the national coin machine distributors' group.

Presence of the one-stop and coin machine distributor groups indicates the degree of harmony  
[\(Continued on page 42\)](#)

# NEW ALBUM RELEASES

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

ALEGRE		MGM	
ORLANDO MARIN & HIS ORCH.—Que Chevere Vol. 2: LPA 831	M S	ROY HAMILTON—Sentimental—Lonely & Blue: E 4233, SE 4233	M S
CAPITOL		THE OSMOND BROTHERS Sing All Time Hymn Favorites: E 4235, SE 4235	
On Stage With THE DAVE CLARK FIVE: T 6083		MOTOWN	
Ebony in Rhythm (Musical Revue): T 6090, ST 6090		SUPREMES—Where Did Our Love Go: MT 621, S621	
COLPIX		NONSUCH	
SOUNDTRACK—Lilith: CP 520, SCP 520		BEETHOVEN—Trio in C Major Op. 87; Sextet in E Flat Major Op. 71; Various Artists: H 1025, H 71025	
COLUMBIA		HAYDEN—Concerto for Organ & Orch. in C Major; Chamber Orch. (Ristenpart) H 1024, H 71024	
ORIGINAL CAST—The Subject Was Roses: DOL 308, D05 708		MONTEVERDI—Madrigals; Nuovo Madrigaletto Italiano (Giani): H 2021, H 71021	
SHAKESPEARE—Hamlet (Original cast): OL 8020, OS 2620		RAMEAU—La Guirlande; Various Artists: H 1023, H 71023	
MENDELSSOHN: A Midsummer Night's Dream/Italian Symphony—Philadelphia Drch. (Ormandy) ML 6028, MS 6628		VIVALDI—Concertos; Chamber Orch. (Ristenpart): H 1022, H 71022	
COMMAND		NOUVELLES	
BEETHOVEN—Symphony No. 1 in D Major, Op. 21; Symphony No. 2 in D Major Op. 36; Pittsburgh Symphony Ork (Steinberg) CC 33-11024, CC 11024 SD		DANIELLE DARRIEUX—Hier C'est Toujours Aujourd'hui: PAM 67 135	
CONCERT-DISC		LUIS MARIANO—Chansons Espagnoles: PAM 67 137	
BACH—Unaccompanied Suites Nos. 3 & 4, Milton Thomas: 1247, CS 247		JOEL HOLMES: PAM 67 139	
BACH—UNACCOMPANIED SUITES NOS. 5 & 6; Milton Thomas: 1248, CS 248		MICHEL DENS—Chants Patriotiques Et Cocardiers: PAM 67 141	
BACH—The Art of the Fugue, Contrapuncti XII through XIX Inclusive; Fine Arts Quartet/N. Y. Woodwind Quartet M 1250, CS 250		OLDIES	
BACH—Unaccompanied Suites Nos. 1 & 2; Milton Thomas: 1246, CS 246		VARIOUS ARTISTS—Soulful Oldies: 33, OL 8005	
BEETHOVEN—Quartet in B Flat, Op. 135/Grosse Fugue, Op. 133; Fine Arts Quartet: M 1249, CS 249		PHAROS	
DVOŘAK—Quintet in A—Opus 81; Fine Arts Quartet/Frank Glazer: M 1251 CS 251		ROSEMARY PRINZ—TV's Penny: MN 10001, SN 30001	
CONSTELLATION		PIEDMONT	
GENE CHANDLER—Just Be True: LP 1423		JOLLY JOE & His Jug Band: PLP 13160	
DOT		REV. ROBERT WILKINS: PLP 13162	
STEVE ALLEN TV SHOW: DLP 3587, 25587		RCA VICTOR	
PAT BOONE—Boss Beat: DLP 3594, 25594		THE MERRY WIDOW: Franz Allers: LOC 1094, LSO 1094	
LIBERACE at the Americana Vol. 1: DLP 3595, 25595		REGENT	
LIBERACE at the Americana Vol. 2: DLP 3596, 25596		CHRISTIAN TEMPLE CHOIR: 6118	
DICK CONTINO on Stage: DLP 3602, 25602		REPEAT	
ARTHUR SMITH—Original Guitar Boogie: DLP 3600, 25600		NORMAN WHISTLER & THE RURAL RHYTHM MASTERS—Rural Rhythm: 300-4	
THE SIX FAT DUTCHMEN—Old Time Waltzes: DLP 3599, 25599		SAVOY	
EPIC		PAUL BLEY: 12182	
RAY BUDZILCK—Mr. B's Polka Party: LN 24108, BN 26108		BILL DIXON & ARCHIE SHEPP: 121F4	
BESSIE GRIFFIN—O Glory Hallelujah: LN 24101, BN 26101		THE ST. JOHN'S INSPIRATIONAL CHOIR: 14088	
JIM & JESSE—The Old Country Church: LN 24107, BN 26107		REV. & MRS. LAWRENCE ROBERTS: 14089	
GEORGE MAHARIS—Tonight You Belong to Me: LN 24111, BN 26111		SWINDELL BROS. & REV. JOHNNIE WILKERSON: 14090	
BOBBY VINTON'S Greatest Hits: LN 24098, BN 26098		BIG JOHN & GOLDEN ECHOES: 14091	
FINK		THE BLENDWRIGHTS: 14092	
TIM MORGAN Sings Maria: 1005		DOROTHY NORWOOD SINGERS: 14093	
GOSPEL		DOLORES BARRETT & BARRET SISTERS: 14094	
THE VICTORY CHOIR: 3026		THE BRADLEY SINGERS: 14095	
THE SENSATIONAL SIX: 3027		JAMES CLEVELAND & ANGELIC CHOIR VOL. 4: 14096	
THE MEDITATION SINGERS: 3028		ROBERTA MARTIN SINGERS: 14097	
ST. LUKES YOUNG ADULT CHOIR: 3029		THE GOSPEL CHIMES: 14098	
GREENLEAF		SOUTHEAST MICHIGAN STATE CHOIR: 14099	
THE GOLDWATERS Sing Folk Songs to Bug the Liberals: M 101-63A		SING	
HICKORY		Little JIMMY DEMPSEY: MFLP 8055	
THE NEWBEATS—Bread & Butter: LPM 120		SURE	
IMPULSE		THE CHAMPION POLISH-AMERICAN STRING BAND: 55 18	
JOHN COLTRANE QUARTET—Crescent: A 66		VERVE	
SHIRLEY SCOTT TRIO—Great Scott!!!		COUNT BASIE—Basie Land: V 8597, V6-8597	
The Happy Horns of CLARK TERRY: A 64		The Individualism of GIL EVANS: V 8555, V6-8588	
JAY JAY		ELLA FITZGERALD Sings The Jerome Kern Song Book: V 4060, V6-4060	
AGGIE'S Telephone Gems: 1074		WYNTON KELLY TRIO—It's All Right!: V 8538, V6-8588	
MARISHA DATA—Polish Favorites: 1076		JIMMY SMITH—The Cat: V 8587, V6-8587	
LAURIE		CAL TJADER—Warm Wave: V 8585, V6-8585	
STAN ZABKA—Zabka's Themes From Television: LLP 2025		WAND	
LONDON		VARIOUS ARTISTS—The Greatest Sing Their Soul Favorites: LP 660, SLP 660	
Jumpin' GENE SIMMONS: HL 12018, SHL 32018		WESTINDY	
		BILL LAMOTTA, HIS PIANO & ORCH.—Come Back to the Virgin Isles: ML 1001	
		WORD	
		NYACK MISSIONARY COLLEGE CHOIRS, QUARTET & BAND—Yesterday, Today Forever!: W 3323	
		The Remarkable Trombone of BILL PEARCE: W 3312	
		WORLD ARTISTS	
		THE AZTECS—Live at the Ad-Lib Club of London: WAM 2001	

## Switzerland Assumes Role

Continued from page 38  
tance of Antwerp is declining fast as the coin machine crossroads on this side of the Atlantic primarily because of the decline in shipments of reconditioned phonographs to Europe. The export-import traffic is moving away from Antwerp to other European ports.

Finally, there is a certain symbolism to Seeburg's appearance in Zurich. For Seeburg, in contrast to other major U. S. firms, remains unconvinced that the Common Market will work a revolution in coin machine distribution and sales.

Seeburg is staying aloof from European production facilities, confident that, for the foresee-

able future, the liabilities of European production will outweigh the blandishments. Seeburg has established a number of distribution subsidiaries, but Seeburg equipment is still shipped from the U. S. to the Continent.

To Seeburg executives, the Common Market is a matter of selling rather than manufacturing, and selling can be organized better in Switzerland than anywhere else on the Continent.

Recent

## STEREO RELEASES

for Music Operators

### SEEBURG LITTLE LP's

#### Pop Instrumental

DISCOTHEQUE ORCHESTRA—Dance Discotheque (Twin Pack) . . . . . Decca  
Make Someone Happy—Yesterdays—Desafinado—Fly Me to the Moon—Mi Guantanamo—Compadre Pedro Juan—El Leoncito—Roll Over Beethoven—If I Had a Hammer—Hot Pastrami With Mashed Potatoes—Hello, Dolly!—Mack the Knife

#### Country & Western

JIMMY MARTIN—Jimmy Martin Sings Widow Maker . . . . . Decca  
Widow Maker—Six Days on the Road—There's More Pretty Girls Than One—Truck Driving Man—The Old Man's Drunk Again—Truck Driver's Queen

#### International (Instrumental)

VARIOUS ARTISTS—Treffpunkt Hamburg (Potpourri) . . . . . Telefunken  
Stadt Hamburg an der Elbe Auen—Hamburg ist ein schönes Stadtchen—In Hamburg sind die Nächte lang—Mondnacht auf der Alster—Auf der Reeperbahn nachts um halb eins—Das schiesst doch einen Seemann nicht gleich um—Das ist die Liebe der Matrosen—Das kann doch einen Seemann nicht erschüttern—Schon ist die Liebe im Hafen—Wir lagen vor Madagaskar—Hein spielt abends so schön auf dem Schifferklavier—Wo die Nordseewellen

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.

## Granger to Address Ohio Operator Assn.

TOLEDO, Ohio—Fred Granger, Music Operators of America managing director, will be the featured speaker when the Northwestern Ohio Music Operators, Inc. holds its meeting here Monday (14).

Maynard C. Hopkins, president of the Ohio operator association, said the meeting is being called to help MOA in its membership efforts. The Ohio association is hoping to add a substantial number of operators to the MOA roles.

The meeting is being held at Lido Lanes in Toledo.

Granger credited State and local associations for much of the success MOA has achieved to date. He noted there was "no way of measuring the help—both tangible and otherwise—that the State and local group support has meant to the national association."

Granger said that MOA was in the best position it has been in for many years—both in terms of membership and exhibitors at its forthcoming convention. He said that the cooperation from State and local associations was largely responsible.

## EUROPEAN NEWS BRIEFS

### Still Popular

KARLSRUHE, W. Germany—It was two years ago that Seeburg discontinued its models AY-160 and EY-160, but the renown of both machines has spread far through the developing countries, where operators refuse to believe that any new models can be better than the old Seeburg machines.

Phoenix-Apparate GmbH of Karlsruhe reports that it has a large export order for the two discontinued Seeburg models from operators in the developing countries. The firm is circularizing German operators with the offer of an advantageous trade-in of the old models on a new Seeburg console.

### French Op Shift

PARIS—A survey of French coin machine operators shows an operator exodus from the larger cities to the small cities and towns.

Paris, for example, now has 500 operators, a loss of 15 per cent in the last two years, and Marseilles 225 operators, a loss of 10 per cent. On the other hand, the over-all number of operators has increased in the same period by nearly 10 per cent, to around 3,000.

The reason, according to the survey, is France's extraordinary copyright royalty arrangements, which penalize big-city operators in relation to those in small towns. The royalty is based on size of the city, the price of a glass of peritif on the location and the number of seats in the room.

### Castle Meetings

BINGEN, W. Germany—Operators in the Rhineland-Palatinate have decided to upgrade their public image by holding their regular meetings in a castle. For example, the annual meeting of the Rhineland-Palatinate

(Continued on page 42)

# Ill. Court Rules In-Line Games Legal Unless Used for Gaming

CHICAGO — A significant ruling strengthening the position of the State's in-line pinball operators was handed down last week by the Illinois Appellate Court.

In effect, the court held that in-line machines are not gambling devices per se. That is, they are legal unless actually used for gambling purposes.

The decision came after a raid last June by Cook County Sheriff Richard Ogilvie, in which 76 machines were con-

fiscated. The operators were joined by location owners in a suit to have the games returned.

A temporary injunction was issued returning the machines

to their owners. The injunction was later made permanent. On appeal to the Appellate Court, the State was denied its motion.

James Brown, counsel for the operators and location owners, noted that in-line machines were covered under an "exclusionary clause" in a State law against gambling.

In-line games are of course still subject to federal regulations.

## Cinebox to Get 100 Films For U.S. Trade

HICKSVILLE, N. Y.—Image Films, New York, will produce 100 musical films in the next 12 months for use in Cinebox machines.

Harry A. Schwartz, vice-president of the Cinevision Corporation of America, U. S. distributor of the Italian-made cinema juke box, said the first five films are in production, with release set for next week. The schedule, worked out between Schwartz and Joseph Albanese, Image vice-president, calls for eight new films a month.

All films will be in full color and geared to the adult market. Schwartz said established recording artists and new talent will be used in the film series.

## IRS Agents Seize Games In Me., N. H.

CONCORD, N. H.—U. S. Internal Revenue Service agents swooped down on several New Hampshire and Maine amusement and recreational establishments last week and seized gaming machines for alleged non-payment of federal taxes on gambling devices.

Two machines were reportedly seized at the Hooper Country Club in Walpole, N. H., where agents claimed the \$250 annual tax on each machine had not been paid.

Evidence in this case was turned over to U. S. Atty. Louis M. Janelle of Concord for consideration of possible prosecution.

Revenue agents also confiscated 12 alleged gaming machines at three establishments in Southern Maine.

Kenneth Dorr, IRS intelligence chief in Maine, said the raids by nine agents climaxed an undercover investigation that had been conducted for some time. Evidence was turned over to U. S. District Atty. Alton Lessard, who was to determine whether the owners of the establishments had committed any violations.

Similar raids were reported to have taken place at the same time elsewhere in New England.

## Bulk Banter

• Continued from page 37

Joe's Vending Service, Seal Beach, was in town.

Preston Coombs and Mrs. Coombs are enjoying a vacation on the Mediterranean. They will be gone for several weeks. Sam Moriwaki leaves Japan soon on the last round of his around the world trip that took him first to Europe. . . . George Ruby, La-Mirada, was at Acme for merchandise.

Max Jones is back on the job following a well-earned vacation. . . . Bud Harris, International Vending Service, San Pedro, completed two weeks' training with the Air Force. He spent the time with other reserves at March Air Force Base near Riverside. . . . James Northern is planning a weekend trip to Tijuana. He worked on his route during his vacation. . . . Frank Winker is a new operator in Montebello. . . . Robert Davidson was in Operators for merchandise for his route in the Phoenix area. . . . Tom Loadbine, Los Angeles operator, is trying out 100 new capsule machines, all selling trolls.

SAM ABBOTT

## W. Va. Assn. Convention Looms as a Big One

OAK HILL, W. Va.—The West Virginia Music and Vending Association's annual convention to be held in Huntington, Sept. 17-19, promises to be one of the most successful in the association's history.

John Wallace, convention chairman, indicated that reservations point to possibly the highest attendance ever. Virtually all of the nation's juke box and amusement game manufacturers will be represented with exhibits by their distributors.

A number of vending firms are also slated to exhibit.

Business forums along with general membership meetings

## Carlos Hilburn, Dixie Amusem't Executive, Dies

DOTHAN, Ala.—Tragedy struck again at Dixie Amusement Company here with the death of Carlos Hilburn. He had been general manager of the South Alabama juke box firm since the death a few months before of Joe Joseph, founder.

Hilburn, who died in a Veteran's Administration Hospital here, had more than 30 years of experience in game and juke box operation.

Following the two deaths, the company has been administered by Mrs. Joseph. The operation has more than 150 stops over a 150-mile radius.

are being scheduled. Fred Granger, Music Operators of America managing director, is among the guests scheduled to speak.

A number of State and local dignitaries are also expected to be on hand for the big wind-up banquet Saturday evening (19).

The West Virginia group is also sending a major contingent to the MOA convention in Chicago Oct. 15-17.



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Savoy ..... 395  
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Five Star ..... 450  
Royal Crown ..... 695  
Cameo ..... 650  
Fury ..... 895  
Challenger ..... 275  
Queen ..... 250  
Continental ..... 495

**VENDORS . . . SHOPPED**  
**CIGARETTE**  
Seeburg E-1 ..... \$150  
Corsair 30 ..... 145  
DuGrenier 20 ..... 225  
Rowe 14-Col. Ambassador ..... 125  
Smoke Shop V-27 ..... 195  
Smoke Shop V-36 ..... 245  
National 9 M ..... 95  
National 11M L ..... 145  
National 111 ..... 175

**CANDY**  
DuGrenier KYM, 8 col. .... \$145  
Stoner, 8 col. .... 160  
Stoner, 11 col. .... 245  
Stoner 414-11 ..... 250  
Stoner, 6 col. .... 95

**COFFEE**  
Bally 661D, single cup ..... \$850  
Bally 662, single cup ..... 695  
Bally 664, single cup ..... 950  
Avenco Model 250 ..... 125  
Stoner 500D ..... 175  
Hebel 3400 ..... 125  
Five Ball ..... 145

**Miscellaneous**  
Vendo 210, Milk Pre 5. .... \$295  
Vendo 210 Milk, Post 5. .... 425  
Vendo 210 Ice Cream, P.S. .... 285  
Hebel 3-Sel. Ice Cream 150 ..... 1095  
Seeburg 4 SCD Ice Maker ..... 1350  
Seeburg 4 SCD2 Ice Maker ..... 495  
Rowe L1000, 7 oz. .... 1050  
Rowe 1010-A, 9 oz. .... 195  
Cole 3-Sel. TM ..... 325  
Apco 4-Sel. .... 175  
Rowe 5-Col. Pastry ..... 250  
Rowe 7-Sel. Hot Food ..... 175  
Vendo 4-Sel. Hot Food ..... 695  
Rowe Cold All Purpose ..... 475  
Wittgenborg Refrig., 12 sel. .... 530  
Rowe 5-Sel. Refrig. .... 395  
Keeney Popcorn ..... 195  
Gold Medal Popcorn ..... 195

2 Bally Sky Divers	\$235.00
1 Gottlieb Preview	250.00
2 Southland Little Pro	375.00
5 Wms. San Francisco	
Closeout Price	
1 Gottlieb Gigi	250.00
5 Duncan Arizona Guns	
Make Offer	
1 United Bowl-Arama, A-1 condition	595.00
2 Bally Bowlers	595.00
1 Wms. Grand Slam	Close Out
1 Wms. 10th Inning	Close Out
5 Joker Ball, Ea.	125.00
5 Joker Wild, Ea.	125.00

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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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M. S. GISSER  
Sales Manager  
2029 PROSPECT AVE. CLEVELAND 15, OHIO  
All Phones, Tower 1 6715



# Announcing **Billboard's Special** **M.O.A.** MUSIC OPERATORS OF AMERICA **CONVENTION** **ISSUE**

**Dated: SATURDAY, OCTOBER 17**  
**Distributed: MONDAY, OCTOBER 12**  
**Ad Deadline: WEDNESDAY, OCTOBER 7**

**CONVENTION DATES**  
**OCTOBER 14-16**  
SHERMAN HOUSE, CHICAGO

This fact-packed issue (see editorial highlight below) offers advertisers a once-a-year opportunity to display their products at a time when the FALL BUYING SEASON is just beginning for the nation's operators.

*Billboard's M.O.A. Convention is an excellent, low cost message vehicle for*

MANUFACTURERS and DISTRIBUTORS of phonographs, amusement games, pool tables cigarette and other vending machines, background music equipment, kiddie rides, coin handling or moving equipment, as well as SUPPLIERS of coin machine parts.

## EDITORIAL HIGHLIGHTS

A Recap of Facts and Figures taken from Billboard's 1963 Analysis of the U. S. Music Machine Business. Prepared by the company's MARKET RESEARCH DIVISION.

### Analysis contains:

- Where juke boxes are located, how many in operation.
- How locations are paid.
- Monaural and stereo phono facts.
- Average weekly take per machine before commission.
- Record purchases — where records were bought.
- Diversification Information — Tells how many phono operators operate amusement games, cigarette machines, food and drink machines and kiddie rides.
- Regional Reports on economic conditions of coin machine industry.
- Special programming tips.
- Special taxation article.
- M.O.A. progress report during past year.
- List of M.O.A. exhibitors agenda.
- M.O.A. slate of officers.
- General convention news roundup.

### Plus all the regular news coverage

The 1964 Billboard M.O.A. Convention Issue will be PACKED with NEWS YOU WON'T WANT TO MISS!

Free Distribution of this M.O.A. Issue from Billboard's Servicer where messages are taken, phone service is available, and your many questions are cheerfully answered. **All N.A.M.A. guests visiting the M.O.A. Convention will also receive a complimentary copy of this issue.**

## ADVERTISING HIGHLIGHTS

- Standard Billboard page size.
- Regular Billboard advertising rates apply.
- Offset printed — no plates required.
- Excellent reproduction.
- An opportunity to reach those operators attending the convention, as well as those unable to attend for one reason or another.
- Special free distribution of this important issue from Billboard's Servicer — located at a high traffic location during the entire convention — Sherman House, Chicago . . . October 14-16.

### START PLANNING NOW!!!

Have your advertising sales message ready to appear in the pre-convention issue (October 10), convention issue (October 17), and post-convention (October 24) issue of Billboard.

**REMEMBER . . . Advertising Deadline for the M.O.A. Convention Issue is Wednesday, October 7.**

Have your agency prepare copy now, or if you don't have an agency, give your Billboard salesman the assignment.

## MAKE YOUR RESERVATION FOR ADVERTISING SPACE TODAY.

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165 W. 46th  
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Denis Hyland

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1520 N. Gower  
HOLLYWOOD 9-5831  
Bill Wardlow

# MONEY Warning System Acts As Deterrent to Fraud Artists

NEW YORK — While music machine and game operators here are still fair game for sharpshooters, the Music Operators of New York is helping to cut down on the number of bull's-eyes.

A common practice among some fast-buck artists involves opening a store, milking advance commission loans from music, game and vending operators,

then closing shop soon after the opening.

In some cases, the location doesn't even bother to open. The owner merely rents a store front, puts a sign up announcing his intention to open, collects what he can from eager coin machine operators, then skips the premises.

## Information Service

MONEY is attempting to cut

down on this kind of fraud by informing its members who the guilty parties are. Thus, when a fly-by-night location owner resumes his trade, the operator at least has a warning.

Al Denver, MONY president, said there is little the association can do to help the first victim, but its warning system can prevent other operators from getting stuck.

Aside from actual fraud, local operators are harried by loan and bonus demands by location owners.

Once a location owner has tasted blood in the form of an advance commission, he generally insists on the same arrangement when his contract comes up for renewal.

## Advance Commissions

Operators here have long accepted the advance commission system as a fact of life and make provision for it in their budgeting. If the location is a sound one, the operator is out only the interest charges on the loan.

Bonuses are another story. Once an operator parts with \$500 to get a location contract, he not only loses the half-century note, but also the interest it would have accrued.

## EVERYTHING IN COIN MACHINES

Arcades Our Specialty  
Write for your needs.

MIKE MUNVES CORP.  
577 Tenth Ave., New York, N. Y.

## WURLITZER 2800

Makes the Swing to Higher Earnings

## MOA Conclave

Continued from page 38

that has developed between these segments of the industry.

### State Meetings

Three State associations are also going to hold their fall meetings in Chicago concurrently with the MOA show. These include the Illinois association, headed by Les Montooth; the Nebraska group, headed by Dick Taylor, and the South Dakota group under John Trucano.

The State groups will hold their meetings on the opening day of the convention, Wednesday, Oct. 14. A general membership meeting is being held Thursday (15) and forum programs will be held both Thursday and Friday (16).

The big banquet and floorshow will be held Friday evening. Hirsch de La Viez is producing the show. No details have been released, but the show has all the advance earmarks of past MOA "spectaculars."

A ladies' luncheon is being held Thursday (15) with a tour of the Merchandise Mart following.

**SLUGGER...**  
Counter Game  
1c, 5c or 10c play. Size: 18" x 12" x 8". Weight, 25 lbs. Natural wood cabinet. Polished chrome fittings.  
**\$54.50** f.o.b. Chicago



**ELECTRIC SCOREBOARDS**  
Coin operated for shuffleboards. 15, 21 and/or 50 points. (Horse-collar). Overhead double-faced model on chrome stands complete with coin box.  
**\$169.50** f.o.b. Chicago

**SPECIALS!**  
**BILLIARD SUPPLIES**  
5-Oz. Bumper Pool Balls (10) \$ 9.00  
2 1/2" Balls, 1-15 w/Cue Ball.. 12.50  
2 1/4" Balls, 1-15 w/Cue Ball.. 14.00  
48" Cues ..... \$ 1.50 ea.  
52" Cues ..... \$1.95 ea.; 25 1.50 ea.  
57" Cues ..... \$2.95 ea.; 33.00 dz.  
Plastic Triangles, 2 1/4".... 1.00  
8-Hole Cue Rack ..... 4.00  
Billiard Chalk, Gr. .... 3.50  
We carry complete line of Pool Supplies—Write for list.  
1/3 deposit, bal. C.O.D. or S.D.  
**MARVEL Manufacturing Co.**  
2545 W. Fullerton Ave.  
Chicago 47, Ill.  
Phone: Dickens 2-2424

**Williams STOP** players STOP for greater fun operators GO for bigger profits!

**NEW 2 PLAYER ADJUSTABLE 3-or-5 BALL** with **BONUS feature**



**Williams Electronic Manufacturing Corp.**  
4242 W. Fillmore St. Chicago 24

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You're in business to make money. Billboard is in business to help you.

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Get tomorrow's news today.  
Get it fast.  
Get it often. Get Billboard.

## Stern Heads Games Subsidiary

Continued from page 38

the patents, tools and dies on the United juke box. United went into production on a music machine in the late 1950's with limited success. The machine is not currently in production.

The purchase does include United's main plant on Chicago's California Avenue, but it does not include United's other factories in the Chicago area.

Seeburg began its acquisition program in 1958 with the purchase of the Bert Mills Coffee machine. Later purchases included the Lyons cold drink machine, the Bally hot drink machine, the Pic-a-Pack utility vender, the Kinsman Organ Company, the Choice Vend and Cavalier bottle and can drink machines, the Du Grenier cigaret machine and the Williams game line.

### Founded 1902

The Seeburg Corporation is the successor to the J. P. Seeburg Corporation, founded in 1902 by Justus P. Seeburg. It entered the juke box field in 1927. The firm is the world's largest juke box manufacturer, and is also a leader in the vending machine manufacturing field. Seeburg recently has become active in the home entertainment field. Last year, the corporation grossed about \$54,000,000.

William F. Adair, Seeburg executive vice-president in charge of sales, said that the United acquisition now allows Seeburg distributors to provide operators with a complete game line as well as complete lines in music and vending.

While United has made many types of amusement machines, its bowling games and shuffle alleys have been primarily responsible for its reputation. Williams is strongest in the pinball and baseball machine lines.

United was founded in 1942 by Lynn Durant. Principal officers are Durant, president and treasurer; Herb Oettinger, vice-president and secretary, and Ray Riehl and Billy DeSelm, vice-presidents.

## Gottlieb Bows Sea Shore Two-Player Flipper Game

CHICAGO—Action on Sea Shore, Gottlieb's latest two-player pinball game, centers around a pair of red targets and a pair of rotating targets in the center of the playfield.

The rotating targets carry values from one to five. Hitting the red target multiplies the value of the rotating targets by 10. Two hits on the red targets multiplies the rotating targets by 100.

Hitting a center target in the middle of the playfield returns the rotating targets to their original value.

### Roto Targets Spin

Four top rollovers and kick-out holes spin the roto-targets and light corresponding colored pop bumpers. The pop bumpers are worth one point—10 points when hit.

Four bottom rollovers are worth 10 points—100 when hit.



SEA SHORE

Sea Shore is adjustable to three or five-ball play. It also has a match feature.

The cabinet is decorated in a colorful red, white and blue motif. The backglass has a traditional "sea shore" scene.

## MOA Poll to Decide Top Artists, Disks

CHICAGO—Juke box operators throughout the nation are being polled by the Music Operators of America in an effort to determine the coinmen's best-selling artist and record for 1964 and the record company which has done most for the music machine industry by supplying good records.

Each operator is asked to rank the top three in each category. Results will be announced at the annual MOA banquet at the Sherman House Chicago, Oct. 16. Completed ballots and banquet reservations must be in MOA's Chicago office by Thursday (15).

## European News

Continued from page 39

Operators' Association has just been held in the Burg Klopp, near Bingen. The Klopp Castle, a Rhine River fortress dating back to the Crusades, is not far from the castle where Britain's King Richard the Lion Hearted was held prisoner in Germany.

By meeting in historic castles which have been turned into restaurants and hotels, German operators hope to gild themselves with a romantic image.

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS



## BUY! METAL TYPERS

VENDING ALUMINUM IDENTIFICATION DISC

### WHY!

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# most **Sensational** money-making feature ever introduced in the history of the coin-phonograph industry!

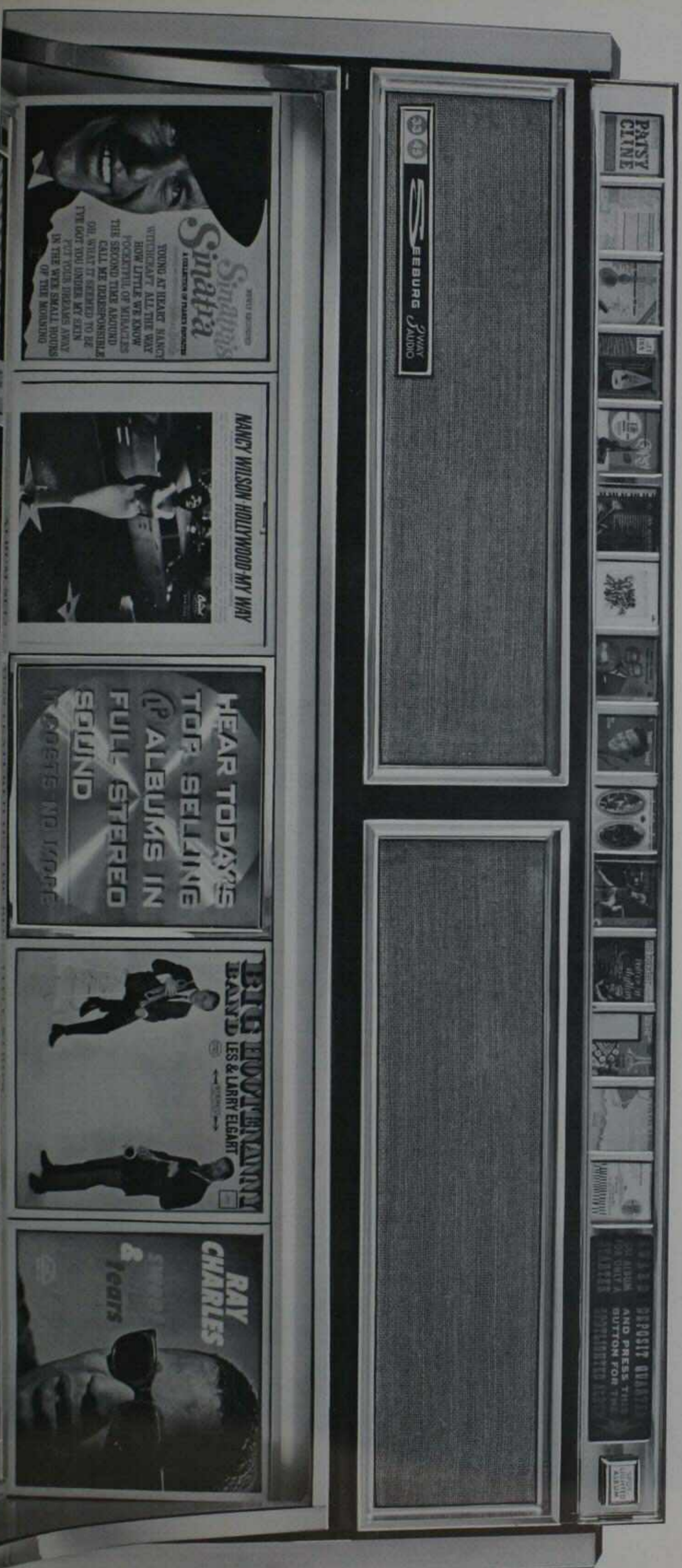
The Spotlighted Album Award feature on the new LP Console/480 is an entirely new concept in selling music to the public. It's so new that we wanted to have it tried and proved on locations from coast to coast before we made such a statement. After only 8 weeks on location, the new Seeburg with the Spotlitged Album Award fea-

ture has proved to earn more money for operators and locations than any other phonograph ever manufactured in the history of the coin-operated phonograph industry. Go to your Seeburg Distributor today and have him explain this great new feature. If he doesn't convince you, just ask any operator who has one on location.



**SPOTLIGHTED ALBUM AWARD\***

\*Patent Pending



# ALBUM REVIEWS



## BILLBOARD SPOTLIGHT PICK

Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

## ALBUM REVIEW POLICY

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

### POP SPOTLIGHT

#### THE ANIMALS

MGM E 4264 (M); SE 4264 (S)

With their single hit "House of the Rising Sun" as big attraction in this package, The Animals are now in a strong position to crack through the LP market, as well. The British boys give the rest of the repertoire a tuneful zest that will further endear them to their new U. S. fans.

## THE ANIMALS

Includes their hit single "House Of The Rising Sun"



### POP SPOTLIGHT

#### THE BIG HITS FROM ENGLAND & U. S. A.

Various Artists. Capitol T 2125 (M); DT 2125 (S)

A commercial collection of songs and artists if there ever was one. The Beach Boys, Nat King Cole and Al Martino are representing the top American record sellers with their hits. The Beatles, Peter & Gordon and Cilla Black vie for honors under the Union Jack with their hits. Album has all the ingredients needed to be a fast chart climber.

## THE BIG HITS FROM ENGLAND & U.S.A.

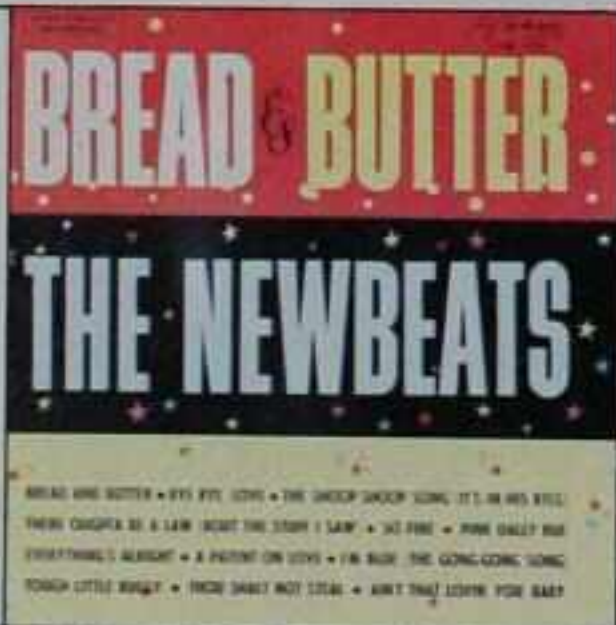


### POP SPOTLIGHT

#### BREAD AND BUTTER

The Newbeats. Hickory LPM 120 (M)

Now here's an exciting new group. Currently enjoying a big hit single, "Bread & Butter" the group sings us a storm backed with an unbeatable beat. The tunes are all performed up-tempo, which should make the album a great one for dance parties, hops and contemporary radio station play. A few of the songs are: "So Fine," "Bye Bye, Love," and "There Oughta Be a Law."



### POP SPOTLIGHT

#### MORE BIG FOLK HITS

The Brothers Four. Columbia CL 2213 (M); CS 9013 (S)

The group, which has had its share of hit albums and singles, have garnered a flock of pop-folk hits made famous by other recording artists. The tunes are all great favorites and the quartet give them a personally fresh reading. Selections include: "Don't Let The Rain Come Down," "San Francisco Blues," "Puff (The Magic Dragon)."



### POP SPOTLIGHT

#### DELICIOUS TOGETHER

Betty Everett & Jerry Butler  
Vee Jay VJLP 1099 (M)

Both Betty and Jerry have a long line of single hits to their respective credit. This is their first vocal matching and a good match it is indeed. The duo compliment each other, offering smooth and well-done performances of such tunes as "Let It Be Me," "Let The Good Times Roll," "Fever," "It's All Right."

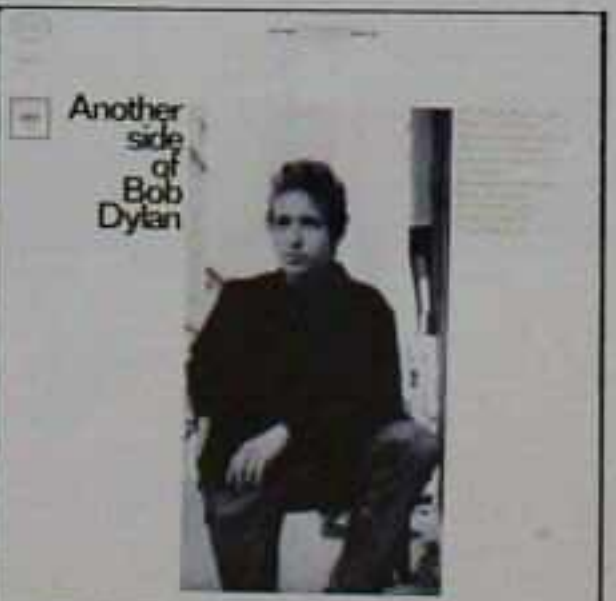


### FOLK SPOTLIGHT

#### ANOTHER SIDE OF BOB DYLAN

Columbia CL 2193 (M); CS 8993 (S)

Harmonica, rinky-tink piano and guitar support the earthy folkizing of Bob Dylan—the still undisputed leader of the folkknicks. His past albums have been smashing successes and he packs 'em in wherever he performs. No songs of social protest here, just pure 1964 folk.



## DICK GREGORY RUNNING FOR PRESIDENT



### COMEDY SPOTLIGHT

#### DICK GREGORY RUNNING FOR PRESIDENT

Vee Jay SJLP 1093 (M)

Gregory's fame as a comedian is perhaps even exceeded these days by his fame as a "Freedom Fighter." Although his fight for Negro rights has actually cost him much money, the association has made him among the most sought after comedians by night club owners and show bookers. Gregory, as expected, delivers his barbs against the Southern racists in highly entertaining fashion while poking good-natured fun at his own race. It's all in good taste and above all, in good fun.



### JAZZ SPOTLIGHT

#### JAZZ IMPRESSIONS OF JAPAN

Dave Brubeck Quartet. Columbia CL 2212 (M); CS 9012 (S)

A hard to beat jazz package. Brubeck, with Paul Desmond on alto sax; Eugene Wright on bass and Joe Morello on drums offer their creative and imaginative interpretations of Japan, its wild traffic; its scenery; the gals; its music; its traditions. There's much for the jazz lover to grab hold of, dream about and enjoy.

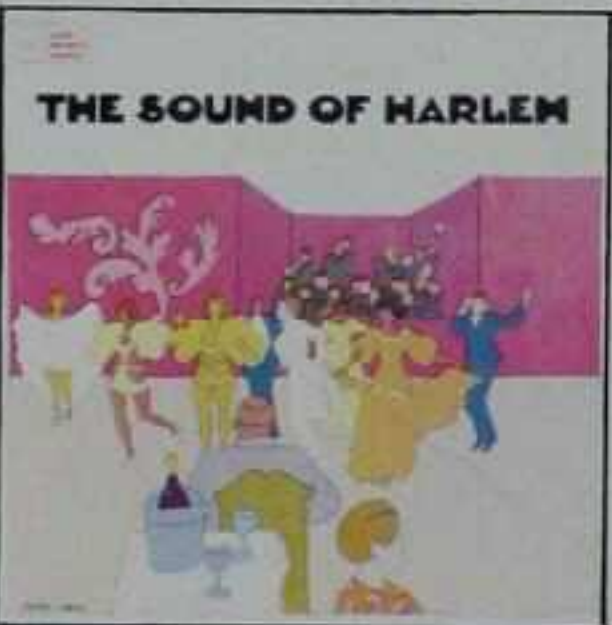


### JAZZ SPOTLIGHT

#### TAKE IT FROM ME

Terry Gibbs Quartet. Impulse A-58 (M); AS-58 (S)

Swingin', ring-a-ding-ding' jazz excitingly served up by Vibist Terry Gibbs in collaboration with Kenny Burrell on guitar; Sam Jones on bass; and Louis Hayes on drums. The sound and tempo are bright and creative and a listening delight. The name of Gibbs and Burrell are enough to carry this LP saleswise. The songs included will also do much along this line. They include: "Honey-suckle Rose," "Take It From Me," "All The Things You Are."



### JAZZ SPOTLIGHT

#### JAZZ ODYSSEY, VOL. III—THE SOUND OF HARLEM (3-12")

Various Artists. Columbia C3L 33 (M)

Another outstanding package from Columbia's Jazz Archive Series. In three 12-inch LPs the music, bands and night clubs of the once regal Harlem are expertly traced in the sound of actual recordings. A 36-page booklet of photos and information accompanies the package. Collectors will find this irresistible.



### JAZZ SPOTLIGHT

#### A JAZZ PORTRAIT OF JACK LA FORGE

Regina R 314 (M)

Jack's inventive presentation is bound to please even more pop music buyers than jazz album buyers. Backed by vibes, guitar, bass, drums and organ, Jack masterfully and uncomplicatedly interprets "Like Young," "Do Nothing Till You Hear From Me," "But Not for Me." Fine commercial offering.



### CLASSICAL SPOTLIGHT

#### MUSSORGSKY: BORIS GODUNOV (4-12")

George London/Bolshoi Theatre Production (Melik-Pachayev)  
Columbia M4L 296 (M); M4S 696 (S)

An outstanding addition to recorded opera literature with George London in a memorable performance of "Boris" which nears the heights of Chaliapin, Bolshoi Theater Production, as recorded in Moscow, is outstanding and should prove to be a strong seller.



### CLASSICAL SPOTLIGHT

#### STRAVINSKY CONDUCTS THE FIREBIRD, PETRUSHKA, THE RITE OF SPRING (3-12")

Columbia Symphony Orchestra (Stravinsky. Columbia M3L 305 (M); M3S 705 (S))

A highly seable collection of Stravinsky by Stravinsky. "Petrushka" and "Rite of Spring" have been recorded by the composer previously, but this is the first such package containing his three most popular works.



### COUNTRY SPOTLIGHT

#### SLIPPIN' AROUND

George Morgan and Marian Worth. Columbia CL 2197 (M); CS 8997 (S)

Two top country recording artists team up for 12 first-rate country songs. The combination is an excellent one producing highly enjoyable renditions of such country favorites as "Please Help Me I'm Falling," "Slowly," "I Love You So Much It Hurts," "Slippin' Around."



### COUNTRY SPOTLIGHT

#### THE COUNTRY MUSIC MEMORIAL ALBUM

Various Artists. Starday SLP 291 (M)

Country artists have perhaps the most loyal following of any recording group. This Memorial Album will be warmly accepted by the thousands of country music fans who followed the music and careers of the famous departed country artists represented in this album. Cowboy Copas, Johnny Horton, Hawshaw Hawkins, Patsy Cline, Texas Ruby and The Delmore Bros. are the featured artists.