

# Billboard

The International Music-Record Newsweekly

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

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# COCA-COLA UNCORKS TEEN RADIO DRIVE

## Price Cuts Fall in Line

By AARON STERNFIELD

NEW YORK—The trend toward lower suggested list prices for records, which began to develop last week with the removal of the Federal excise tax, has crystalized into a fairly rigid pattern.

With few exceptions, the \$3.98 and \$4.98 lists on monaural and stereo albums have been pared by 20 cents, and the 98-cent list on singles dropped to 94 cents.

And also, with few exceptions, the reductions are being passed down the line, with distributor, dealer and consumer all getting product with a few cents shaved off.

Two weeks ago, RCA Victor announced the price cuts. Last week, most of the other large labels followed suit, with a handful reserving decision. Now most of the decisions are in—and they invariably follow the Victor formula.

This week, United Artists, ABC-Paramount, Mercury, Atlantic, Liberty, London, Roulette and Canadian-American Vanguard were added to the swelling roster of companies cutting prices. At press time, no statement from Tamla-Motown was available.

Several major retail outlets have said they will do business only with record distributors who pass on the reduced prices. The pressure, of course, is on the manufacturers to cut the price to distributors, thereby enabling the wholesaler to pass on the saving to the retailer, who in turn will pass it on to the consumers.

One major department store, Stern's of New York, flatly announced that it would buy records only from those distributors who are passing on the saving. (See Letters to the Editor, this issue.)

## Disk Dealers Look To NAMM for Voice

CHICAGO—Record dealers have long been on the short end of things as far as having a strong and effective trade association to represent their cause. But this may be changed if the National Association of Music Merchants moves to fill the breach.

While the association is still far from being a loud dealer voice, events which went largely unnoticed amid the general hullabaloo of the big music show here last week could quickly change that.

Most significant was the meeting of NAMM's phonograph record committee under the chairmanship of Los Angeles dealer Howard Judkins. Judkins, a former president of the now-defunct Society of Record Dealers (SORD), is a long-time champion of dealer causes who needs no introduction.

The phonograph record committee which he now heads has been in existence in NAMM for some 10-15 years, but often in paper form only. Even this year, the committee had no part on the business program. Next year, this may be changed.

(Continued on page 41)



THE BYRDS, Columbia Records' sensational new folk-pop singing group, are soaring high on the charts with "Mr. Tambourine Man" and "All I Really Want to Do." Both single hits are selections from their latest Columbia album, Mr. Tambourine Man. (Advertisement)



EDDIE FISHER TODAY is back where he belongs: Star of a hit album for Dot titled, appropriately enough, "Eddie Fisher Today." Making even sweeter sounds is his zooming single, "Sunrise, Sunset." Response to both is so fantastic that Dot is rushing out a second FISHER LP titled "When I Was Young." (Advertisement)

## Use Disk Talent As Showcase

By LEE ZHITO

NEW YORK—The Coca-Cola Co. is launching the biggest radio spot campaign in its history, featuring top-selling disk artists in an all-out drive for the teen market. Each attraction will be spotlighted in a different version of the sponsor's jingle, "Things Go Better With Coke."

Coke, seventh largest radio time buyer in 1964, will pole-vault into the No. 1 radio position this year as a result of the teen-age splurge. McCann-Erickson, Coca-Cola's ad agency who created the teen-age appeal campaign, is placing the singing commercials in saturation proportions on the nation's leading "top 40 format" stations. The campaign, which will soon blanket the country, is being spread to 62 key market areas, using several hundred radio stations. The number is expected to grow.

While neither the sponsor nor its agency was

(Continued on page 10)

## Scopitone Puts Out Pics by Disk Artists

NEW YORK—The cinema juke box is shaping up as an exposure medium for pop recording artists. Traditionally, the sight-and-sound machine has been a vehicle for lavish production numbers, generally European in origin. Appeal to American audiences has often been as a novelty.

Tel-A-Sign/Scopitone, the U. S. firm which makes the cinema juke box originally produced by Scopitone of Italy, this week announced the release of some 13 films featuring prominent recording artists.

They include Jody Miller, Capitol; Bobby Vee, Liberty; Barbara McNair, Warner Bros.; Greenwood County Singers, Kapp; Della Reese, ABC-Paramount; Jane Morgan, Epic; Kay Starr, Capitol; Debbie Reynolds, Dot, and Mary Kaye, Decca.

One of the releases is a current hit, Jody Miller's "Queen of the House." Others are standards such as Barbara McNair's "The Best Is Yet to Come," Della Reese's "Won't You Come Home Bill Bailey," Kay Starr's "Wheel of Fortune" and Bobbie Vee's "The Night Has a Thousand Eyes."

From the artist's viewpoint, the rewards are only moderate. Royalties are 40 cents a print, which comes to \$800 a number based on the 1,000 machines which Scopitone says are in operation. However, if the Scopitone plans materialize (see separate story) and a proliferation of sight-and-sound machines is the case, the royalties could be considerable.

Indirectly, both the artists and record companies have much to gain if the Scopitone programming concept takes hold. All prints are in technicolor, and the artist generally performs before an attractive background. Production numbers further enhance the films.

(Continued on page 46)

Great new albums by great artists



FARON <b>YOUNG</b> PEN & PAPER MG 21007 SR 61007	DAVE <b>DUDLEY</b> TRUCK DRIVIN' SON-OF-A-GUN MG 21028 SR 61028	GEORGE <b>JONES</b> SINGING THE BLUES MG 21029 SR 61029	ROY <b>DRUSKY &amp; MITCHELL</b> LOVE'S ETERNAL TRIANGLE MG 21035/SR 61035	PRISCILLA
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GREAT NEW SINGLE!**  
**"OOWEE, OOWEE"**  
c/w **"SUMMER WIND"**  
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# ABC-Para. Trims Prices

NEW YORK—Suggested list prices on all ABC-Paramount, Impulse and Dunhill product have been cut in accordance with the recent removal of the federal excise tax.

The new schedule calls for a 94-cent list on singles and \$3.79, \$4.79, \$5.79 and \$6.79 lists on albums.

The previously announced 15 per cent discount on all LP's has been canceled and replaced with a 12½ per cent discount for all catalog and new albums.

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Editorial Office

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Editors Paul Ackerman,  
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Brazilian Office . . . . . Sylvio Cardoso  
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## EDITORIAL

# Up to Manufacturer

Record manufacturers are following the intent of President Johnson and passing the excise tax savings on to the consumer. The pressure to follow through on this matter is growing. The May Company's Herman Platt has appealed to manufacturers and distributors to heed President Johnson's suggestion; and Stern's department stores have notified their suppliers that they will not handle the product of labels which do not pass on the savings. (See Letters to the Editor.)

The mood and climate is quite clear. There is no question as to the proper course of action. We therefore view with distress the fact that some manufacturers seem intent on pocketing a goodly portion of the savings—leaving the distributor, rack jobber and dealer in the untenable position of trying to implement the intent of President Johnson and the law.

We urge those few who are loath to follow the industry pattern to re-examine their mode of operation and conform to the President's suggestion.

The chief obligation is at the manufacturer level.

## LETTERS TO THE EDITOR

Dear Sir:

I believe our record industry faces the possibility of a tarnished image before the public at this very moment.

Some of our record manufacturers have not as yet made a decision to lower prices to the dealer and therefore the ultimate consumer to reflect the excise tax removal on records.

If this decision is not made immediately, it will force the dealer to try to explain an unexplainable position to the public. Customers will believe the dealer is trying to take advantage of the tax for personal gain in opposition to the request of President Johnson to pass the excise tax savings on to the public. This will cause a loss of good will as an industry that in my opinion is untenable.

We, at May Company, will reduce all our retail record prices by the amount of the excise tax in order to retain our customers' good will.

We urge the record manufacturer and the distributor, as important parts of the record industry, not to hold back one more moment. Please pass the excise tax to your dealers so they can subscribe to the intent of the President by passing it on to the customer.

Very truly yours,

PLATT MUSIC Corporation  
May Co. Stores  
Los Angeles and San Diego  
Herman Platt  
President

Dear Sir:

I was very disturbed to learn that some record companies will not reduce their cost prices by the amount of the Federal Excise Tax. As you know, President Johnson said "This excise tax bill will make its maximum contribution to our economic health only if businesses pass along to consumers the full amount of the

reduction in the tax. And today I urge every manufacturer and every retailer in this country to do just that." We agree with the President of the United States! We think that the decision of any manufacturer to use this tax reduction as an opportunity to raise his prices is not keeping faith with the intention of the tax bill and is not in the best tradition of progressive American business.

Consequently, we have decided not to purchase merchandise from any manufacturer who has not reduced his prices by the amount of the excise tax. Do not ship us any such merchandise. Should our customers ask for this merchandise we will tell them which manufacturers have decided not to pass the savings along to the consumer and explain our decision not to be a part of a breach of good faith with the President, the Congress and the public.

Sincerely,  
Allan Bloostein  
President  
Stern's

## 2 Firms Sue Teddy Powell

NEW YORK — Chappell & Co. and Southern Music Publishing Co. have filed suit against Teddy Powell in Federal Court here. The plaintiffs charge Powell with copyright infringements on the songs "I Could Write a Book" and "You're Nobody Until Somebody Loves You."

Chappell and Southern seek damages of not less than \$250 for each alleged infringement and an injunction prohibiting the defendant from performing the songs publicly without a license.

Powell operates a concert package, Jazz at the Mosque.

## LATEST ON WHAT LABELS ARE DOING ON THE PRICES

NEW YORK—At press time, the following record labels have announced price cuts in keeping with the removal of the Federal excise tax:

ABC-Paramount, Amy-Mala, Argo, Atlantic, Canadian-America Capitol, Checker, Chess, Columbia, Decca, Dot, DGG, Epic, Hickory, Kapp, Laurie, Liberty, London, Mercury, MGM, RCA Victor, Roulette, 20th Century-Fox, United Artists, Warner Bros. and Vanguard.

Planning to hold the price line, at least for the present, are: Constellation, Monument, Moonglow, Pickwick International, Red Bird, Scepter-Wand, Starday and World Artists.

Still on the fence are: Autumn, Diamond, Era, Musicor, Tamla-Motown and Vee Jay.

## Billboard TOP 40

# EASY LISTENING

These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

THIS WEEK	Wks. Ago			TITLE	Artist, Label & Number	Weeks On Chart
	1	2	3			
1	2	3	4	<b>A WALK IN THE BLACK FOREST</b>	Horst Jankowski, Mercury 72425	6
2	1	1	1	<b>CRYING IN THE CHAPEL</b>	Elvis Presley, RCA Victor 0643	6
3	3	6	12	<b>A WORLD OF OUR OWN</b>	Seekers, Capitol 5430	6
4	7	—	—	<b>(Such An) EASY QUESTION</b>	Elvis Presley, RCA Victor 8585	2
5	5	7	14	<b>A LITTLE BIT OF HEAVEN</b>	Ronnie Dove, Diamond 184	5
6	8	11	19	<b>TOO MANY RIVERS</b>	Brenda Lee, Decca 31792	6
7	6	2	3	<b>HUSH, HUSH, SWEET CHARLOTTE</b>	Patti Page, Columbia 42351	6
8	9	10	16	<b>THIS LITTLE BIRD</b>	Marianne Faithfull, London 9759	6
9	11	13	23	<b>MARIE</b>	Bachelors, London 9762	6
10	12	19	27	<b>SEEIN' THE RIGHT LOVE GO WRONG</b>	Jack Jones, Kapp 672	6
11	13	21	36	<b>THEME FROM "A SUMMER PLACE"</b>	Leftarmen, Capitol 5437	4
12	15	24	38	<b>HOLD ME, THRILL ME, KISS ME</b>	Mel Carter, Imperial 6613	4
13	4	4	5	<b>BEFORE AND AFTER</b>	Chad & Jeremy, Columbia 42377	6
14	17	22	25	<b>SUMMER SOUNDS</b>	Robert Goulet, Columbia 43301	6
15	—	—	—	<b>TRAINS AND BOATS AND PLANES</b>	Billy J. Kramer & the Dakotas, Imperial 66115	1
16	20	23	24	<b>I LOVE YOU SO</b>	Bobby Martin, Coral 62452	6
17	19	32	—	<b>MY MAN</b>	Barbra Streisand, Columbia 43323	3
18	18	18	26	<b>WHAT'S HE DOING IN MY WORLD</b>	Eddy Arnold, RCA Victor 8516	6
19	23	29	32	<b>THE FIRST THING EV'RY MORNING</b>	Jimmy Dean, Columbia 43263	6
20	25	31	—	<b>FORGET DOMANI</b>	Frank Sinatra, Reprise 0380	3
21	24	30	—	<b>FORGET DOMANI</b>	Connie Francis, MGM 13363	3
22	26	—	—	<b>HERE I AM</b>	Dionne Warwick, Scepter 12104	2
23	27	40	—	<b>DARLING TAKE ME BACK</b>	Lenny Welch, Kapp 662	3
24	29	37	40	<b>SUNRISE, SUNSET</b>	Eddie Fisher, Dot 16732	4
25	31	—	—	<b>MOON OVER NAPLES</b>	Bert Kaempfert & His Drk, Decca 31812	2
26	28	35	—	<b>MAE</b>	Herb Alpert's Tijuana Brass, A&M 767	3
27	30	39	—	<b>MAE</b>	Pete Fountain, Coral 62454	3
28	—	—	—	<b>YOU'D BETTER COME HOME</b>	Petula Clark, Warner Bros. 5643	1
29	—	—	—	<b>ONE DYIN' AND A BURYIN'</b>	Roger Miller, Smash 1994	1
30	—	—	—	<b>THEME FROM "HARLOW" (Lonely Girl)</b>	Bobby Vinton, Epic 9814	1
31	39	—	—	<b>YOU WERE ON MY MIND</b>	We Five, A&M 770	2
32	—	—	—	<b>IT'S GONNA BE FINE</b>	Glenn Yarbrough, RCA Victor 8619	1
33	—	—	—	<b>AFTER LOVING YOU</b>	DeLa Reese, ABC-Paramount 10691	1
34	—	—	—	<b>FLY ME TO THE MOON</b>	Tony Bennett, Columbia 43331	1
35	—	—	—	<b>WHY DON'T YOU BELIEVE ME</b>	Viv Damone, Warner Bros. 5644	1
36	—	—	—	<b>THE LEGEND OF SHENANDOAH</b>	James Stewart, Decca 31795	1
37	38	—	—	<b>LOVE ME NOW</b>	Brook Benton, Mercury 72446	2
38	22	27	34	<b>CAST YOUR FATE TO THE WIND</b>	Steve Laime, ABC-Paramount 10680	6
39	16	8	7	<b>(Remember Me) I'M THE ONE WHO LOVES YOU</b>	Dean Martin, Reprise 0369	6
40	21	28	29	<b>SOUL SAUCE</b>	Cal Tjader, Verve 10345	6



PHOTO: W. EUGENE SMITH




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# 1-Stoppers Face 1-Way Street As Tax Repeal Pipeline Breaks

NEW YORK — The nation's one-stop operators may be caught in a squeeze as a result of the new pricing policies and discount structure which has resulted as a consequence of the Federal excise tax removal.

Briefly, the situation is this: The suggested list price on singles has been cut by 4 cents, but the price one-stopper pays has not been reduced proportionately.

The Record One-Stop Association last week issued a statement calling upon each one-stop owner to "look to his own conscience" in the matter of determining his prices to his accounts.

At a membership meeting here, ROSA stated that one-stops now face a loss of two-tenths of a cent per record. "While the suggested list has been cut 4 cents, from 98 to 94 cents, when the appropriate mark-up percentages are figured, the price to a one-stop from his supplier has been reduced only 1.8/10 cents.

Since the manufacturers who have announced this suggested list price reduction have also announced a suggested dealer price reduction to 58 cents, the difference between the 4-cent suggested list reduction and the 2-cent suggested dealer price has opened the gates to a new wave of price shopping, transshipping and all the other onerous practices that have plagued this industry since the suggested list price became a matter of fiction.

### No Margin Left

"To attempt to make the same dollar and cents reduction in wholesale prices that has been announced in the suggested list reductions is plain folly. Manufacturers have not done this and anyone who sets his prices based on this expectation will have reduced his operating margin to the peril point."

The exact manner in which inventory owners will receive tax rebates is still to be set forth by the Government, according to ROSA. "Until such time as

these regulations and procedures become public knowledge, ROSA members will be unable to furnish their accounts with any additional information."

ROSA feels that the manufacturers who changed prices felt an obligation to support the President's plea that the consumer receive the benefit of the tax removal. However, the manner in which the consumer has paid excise tax on phonograph records has not for years been an issue because no consumer has known what the amount of tax was.

### A New Illness

Therefore, the price reductions that have in effect placed further economic pressure on the wholesale distributor merely because a new illness that tends to weaken the lines of distribution. This pressure in the distribution pipeline will effect everyone but the consumer, who in most parts of the country has not been paying suggested list for records over the past several years.



PHIL LANDWEHR, left, president of Premier Albums, and J. R. Griffith, president of Cameo Parkway, discuss plans for label.

## Cameo Parkway Taken Over By Premier

PHILADELPHIA — As reported in Billboard last week, Premier Albums, Inc., New York, will take over the operation of Cameo Parkway Records. The official announcement came from J. R. Griffith, newly named Cameo president, and Phil Landwehr, Premier president.

Control of Cameo was acquired last week by William B. Bowen, Texas financier. He acquired 59.6 per cent of the stock from Bernie Lowe.

Landwehr said Cameo plans to expand in the budget album field. Premier is a budget line specialist.

The deal also involves Silver Plastics, Cameo's manufacturing subsidiary; Chips Distributing Corp. and music publishing firms.

Jerry Shifrin remains as sales manager with New York headquarters.

Premier was organized in 1959 and its stock went public two years later. It has manufacturing facilities in Clifton, N. J., and offices in New York.

## Vienneau to MGM Office

NASHVILLE—Jim Vienneau has been named by MGM Records to head the label's new Nashville office. He will be operating out of his home until permanent headquarters are set up.

Vienneau has been with MGM Records since its inception in 1947, has handled hundreds of c&w recording sessions, and was involved in the recent negotiations for Roy Orbison.

## Musicor Distribbs See Fall Line

NEW YORK—Musicor Records distributors were introduced to the label's fall line last week in meetings here, Atlanta, Chicago and Los Angeles.

The 18-album program includes releases by Gene Pitney and George Jones, a Spanish album by Los Hispanos Quartet and Lou Stein, honky-tonk pianist.

Also in the program are LP's by Brendon O'Dowda, the Gus Vali orchestra, Tito Rodriguez and Jose Melis, the Concert Masters String Orchestra, the Orquestra Broadway, the soundtrack from "Go. Go. Go World," George Stone (organist), and Latin and Hawaiian releases.

## Kapp Unveils Program to Distributors

NEW YORK—Kapp Records bowed a "Buy 100, Get 16 Free" program to its distributors at a Hotel Plaza meeting here last week. The plan, covering the entire catalog as well as the 15 new releases to be bowed this month, is effective immediately and runs through the end of the year.

Payments by distributors will be a third on Sept. 10, a third on Oct. 10 and a third on Nov. 10. Heavy advertising will back up the program.

Distributor base prices for monaural albums has been cut from \$1.96 to \$1.86, with similar reductions of stereo product. The singles base drops from 46 cents to 44 cents.

A special merchandising division has been set up to work with distributors in setting up special local point-of-sale promotions reflecting the new prices.

Al Cahn, vice-president in charge of sales, outlined to the distributors a promotion man's incentive program for new talent on singles.

## Add Laurie To Cap. Club

HOLLYWOOD—The Capitol Record Club has acquired distribution rights for Laurie Records, which has such artists as Gerry and the Pacemakers and Dion and the Belmonts. It's the seventh such acquisition in less than a year.

Alan W. Livingston, president of Capitol Records and the Capitol Record Club, said that a dozen major consumer publications have been added to the club's advertising schedule for 1966 and that the advertising budget will be increased substantially.

He added that facilities and personnel will be increased and a wider variety of product will be sought.

## Vox Files Suit

NEW YORK — Vox Productions, in a suit filed in Federal Court here, is seeking to enjoin CBS and Columbia Records from using "Hispa Vox" or any other copy or imitation of the plaintiff's "Vox" trade-mark. Vox charges that Columbia's use of the Vox name has caused confusion in the public's mind and constitutes unfair competition.

## AFTRA SLATES BOSTON PARLEY

BOSTON—The 27th annual convention of American Federation of TV and Radio Artists will be held July 15-18 at Sheraton-Boston Hotel here. More than 200 delegates from across the nation will attend. AFTRA negotiates national codes and contracts involving radio and TV and phonograph records. Local committee in charge of the parley includes Dave Rodman of WNAC, Jack Chase of WBZ-TV, Fred B. Cole of WHDH, Dick Kilbridge, Claire Devaney, Roy Leonard of WNAC, Carl DeSuzo of WBZ, and Bob Segal, New England counsel of AFTRA.

## Merc. Cuts—'Regretfully'

CHICAGO—Mercury Records "regretfully" boarded the excise tax discount bandwagon last week after competition left it standing "naked in the marketplace," according to Irwin Steinberg, executive vice-president.

Mercury is staying close to the general industry line, dropping \$3.98 albums to \$3.79, budget Wing albums from \$1.98 to \$1.89 and singles from 98 cents to 94 cents.

Mercury was reluctant to make the move because, as Steinberg said, the industry had already met the spirit of the excise tax repeal prior to the actual signing of the bill.

### Correction

NEW YORK—The suggested list price of Columbia Records' popular singles has been cut to 94 cents as a result of the excise tax repeal law. In last week's Billboard, it was inadvertently reported popular singles had been cut 9 cents.

Steinberg said this was evidenced by the "general lack of profit" at all levels of the record industry.

He pointed out that Mercury felt the tax cut would have provided additional funds for such necessary items as product development, artist promotion, proper return on investment (which Steinberg termed much too low), and general expansion.

Mercury's complete new price schedule is as follows:

Albums listing at \$5.98 are dropped to \$5.79 recommended list; \$3.64 to dealers and \$2.90 to distributors. Albums listing at \$4.98 are dropped to a \$4.79 recommended list; \$3.01 to dealers and \$2.42 to distributors.

Albums listing at \$3.98 are dropped to \$3.79 recommended list; \$2.38 to dealers and \$1.91 to distributors. Budget Wing albums are dropped from \$1.98 list to \$1.89; \$1.19 to dealers and 94 cents to distributors. Singles are dropped from 98 cents to 94 cents list; 58 cents to dealers and 44 cents to distributors. The label is also maintaining its regular merchandising discounts.

## MAXIN TO GO TO W. COAST

NEW YORK—Arnold Maxin, executive vice-president of the Big 3 Music Corp., leaves for the West Coast Tuesday (6) to discuss music on upcoming films. He will meet with Lionel Newman, music head of 20th Century-Fox Studios and with various MGM producers. He will also meet with the Big 3's Hollywood staff to discuss exploitation for music on new film product.

## MGM Lists New Lines

NEW YORK—MGM Records, which last week announced distributor price cuts in line with the repeal of the federal excise tax, this week set new suggested list prices.

All \$5.98 product, including the DGG and Archive series, will list for \$5.79, with \$4.98 albums listing for \$4.79 and \$3.98 albums listing for \$3.79.

The \$1.98 Metro line will list for \$1.89, and singles drop from 98 cents to 94 cents.

## Clark 5 in U. S.

NEW YORK — The Dave Clark Five, Epic Records artists, launch another U.S. tour Monday (5). They were here in June on one-nighters, but flew to London for the premiere of their movie, "Having a Wild Weekend." The July tour will start in Calgary, Can., and include TV appearances on the "Dean Martin Show" and "Shindig."

## Col. Taps Taylor

NEW YORK—Columbia Records has named Larry Taylor manager of publisher relations. He will report to vice-president of a&r Kenneth Glancy. Taylor's duties will include maintaining liaison with music publishing companies and serving as adviser to a&r producers and the Columbia Record Club on song material.



ROY ORBISON signs his MGM recording contract as Wesley Rose, left, his manager, and Mort Nasatir, MGM president, look on. Billboard reported the signing exclusively last week.

# Atlantic & Atco Blast off with 11 on the Billboard **HOT 100**

## ★ STAR PERFORMERS

83

IN THE  
MIDNIGHT HOUR  
Wilson Pickett  
Atlantic 2289

85

CANDY  
Astors  
Stax 170  
Distributed by Atlantic

88

I GOT YOU BABE  
Sonny & Cher  
Atco 6359

21 I'VE BEEN LOVING YOU TOO LONG  
Otis Redding Volt 126  
Distributed by Atco

29 TONIGHT'S THE NIGHT  
Solomon Burke Atlantic 2288

53 BABY I'M YOURS  
Barbara Lewis Atlantic 2283

64 BOOT-LEG  
Booker T. & MG's Stax 169  
Distributed by Atlantic

65 ONE MONKEY DON'T STOP NO SHOW  
Joe Tex Dial 4011  
Distributed by Atlantic

87 JUSTINE  
Righteous Brothers Moonglow 242  
Distributed by Atco

94 STOP! LOOK WHAT YOU'RE DOING/Carla Thomas/Stax 172 Distributed by Atlantic

96 FOLLOW ME/Drifters/Atlantic 2292 Distributed by Atlantic

**ATLANTIC**  **& ATCO** 

# AFM Charges Revision Gives Short Shrift to the Musicians

By MILDRED HALL

WASHINGTON—The American Federation of Musicians last week attacked failure of the proposed copyright revision to extend performance royalty to recording talent. At House Copyrights Subcommittee hearings, AFM took authors, publishers and licensing groups and broadcasters to task for opposing the record-performer royalty, and claiming that clearance problems would be insurmountable for performance fee on record play. Record companies were hit for claiming the role of "custodians" over any record-performance rights.

Stanley Ballard, secretary-treasurer of AFM, told committee members that the proposed 1965 copyright law gives broadcasters, record companies, juke box operators, and all who play records for profit a "free" ride, as far as any royalties to musicians who contribute creative talent to records are concerned.

(AFM President Herman Kenin could not attend the hearing.)

Backed by AFM counsels Henry Kaiser and Jerry Adler, the AFM secretary criticized music composers and publishers and licensors for "condemning the juke box exemption while excluding anyone but themselves" from performance royalties to be collected on juke box play of records.

## Limits Right

The proposed 1965 law would give records a limited copyright against duplication (or "dubbing") but denies the owners of the record copyright the right to collect performance money when the record is played. AFM spokesmen said this protects record manufacturers, but adds no continuing record performance royalty to the musicians. Also, AFM said record manufacturers "rush weekly free records to broadcasters, with whom many are affiliated by corporate relationship." AFM protested failure by record people to collect rec-

ord performance fees in countries where that right exists (Great Britain, West Germany, Scandinavian and some South American countries).

AFM spokesmen also opposed the proposed elimination of the old "common law copyright" from the 1965 law. The new law would place every creative work automatically under statute. This would deny musicians access to courts for performance royalty, since new record copyright explicitly exempts performance of records from further fee.

Subcommittee's acting chairman Rep. Robert Kastenmeier (D., Wis.) asked if musicians could get performers and arrangers additional interest in records via collective bargaining. AFM spokesmen said they had some leverage in bargaining with record companies, but this does not cover performance in use of records by broadcasters, juke boxes and other profit-users.

Biggest users are broadcasters, (Continued on page 53)

# Children's Label Gets Clean Bill

HOLLYWOOD—The Young Peoples Record Co., which releases music for children, this week was given a vote of confidence by the Torrance, Calif., Unified School District and cleared of all alleged subversive activity charges.

The record company came under verbal attack by some school officials and parents of children attending school in the Torrance district because "the company was Communist dominated." The Torrance Unified School District trustees, however, voted 3-1 to keep records produced by Young Peoples Records, Inc., in the Torrance schools, and to continue purchasing records from the company. The record company is a New York-based firm and had no representatives at the school board meetings.

The school board's action permits a ban to be lifted on the

playing of the records in the classrooms and allows the city to continue purchasing products from the company. School board trustee Bert Lynn said, "The evidence presented to us against the company is inconclusive. It is time we cleared the name of the company we have marred for the past weeks."

Assistant U. S. Atty. Gen. Robert Brosio said the Southern District of California has no outstanding federal charges concerning Young Peoples Records, Inc., and its subsidiary, Children's Record Guild.

The "questionable records" also had been evaluated by a music consultant of the Los Angeles County Schools and had been found to be neither Communist, subversive nor harmful to children. Max Rafferty, the California superintendent of public instruction, said he had no knowledge of the company being subversive.

# Col., Atl. Families Staging a Hot Battle for Top Honors on Chart

NEW YORK—An analysis of the Hot 100 this week indicates a keen competitive battle, with both majors and indies fighting for top honors. The Columbia and Atlantic families are fighting it out neck and neck. Columbia with its sister labels racks up a total of 12 sides, eight of these being Columbia's, with three and one credited to Epic and Okeh respectively. Atlantic and the labels it distributes racks up a total of 11 sides. The score: At-

lantic, four; Stax, three, and one each for Atco, Dial and Moon-glow. It is worth noting that Bang Records, in which Atlantic has a substantial interest, also has one on the Hot 100, and if this were counted it would raise the Atlantic group tally to 12.

## Capitol Next

Capitol ranks strongly, with five on the chart, and the Capitol-Tower family adds up to seven. Ditto Liberty-Imperial, with Liberty credited with two

as against five for Imperial. The London group has six, three of which are credited to London and three to Parrot, and Mercury has six, two of these credited to Mercury, two to Fontana, and one each for Smash and Philips. RCA Victor has five, as has Motown. The latter group includes two for Motown, two for Tamla and one for Soul.

MGM is hot with four. Ditto United Artists (three for UA and one for DCP), Decca (two for Decca and one each for Coral and Brunswick) and Warner Bros. (one for Warner's and three for Reprise). The Scepter-Wand combine racks up three, with two credited to the former, and Chess-Checker score three, with the latter grabbing two. Kapp, ABC-Paramount, Laurie have two each, as have Amy Mala (with Aurora) and 20th-Fox (with TCF-Hall).

Labels having one on the Hot 100 include Arctic, Red Bird, Hickory, Vee Jay, Monument, Musicor, Diamond and World Records.

# Capitol to Open a Pressing Plant in Illinois; Label's 3d

JACKSONVILLE, Ill.—Capitol Records opens its pressing plant here Monday (12). This is the third plant. The other two are in Los Angeles and Scranton, Pa.

The \$2,500,000 facility will employ more than 100, and occupy more than 100,000 square feet of floor space. According to George R. Jones, Capitol's vice-president of manufacturing and engineering, its capacity will be from 5 million to 6 million records a year.

Jones said that many of the manufacturing innovations were designed by Capitol engineers. Among these innovations, he added, is an automatic "airveying system" which insures that the first time the record is touched by human hand is on the inspection table.

The new plant, geared to service the label's Midwest distributors, is 80 miles from St. Louis and less than a day by truck from Chicago.

Next weekend, the Jacksonville Chamber of Commerce plans a festival to celebrate the plant's opening with a Saturday street dance. The Lettermen will put on two shows during the dance.

Two local radio stations—WJIL and WLDS—have been plugging the event and will air special broadcasts during the weekend. Television Station WGEM, Quincy, Ill., will have a special broadcast Friday night (9).

Capitol executives to be on hand for a Saturday (10) luncheon include Glenn E. Wallich, chairman of the board; Alan W. Livingston, president, and Jones. Gov. Otto Kerner and Mayor Byron Holkenbrink of Jacksonville are expected to be among the guests.

Sunday (11) the plant holds an open house from 1 p.m. to 4 p.m., with a special souvenir disk presented to all visitors.

# ABC-Paramount Is Sued by Stuyvesant

NEW YORK — In an action brought under the Sherman Antitrust Act, Stuyvesant Productions, Inc., whose president is George Goldner, asked \$7,500,000 in damages from a group of defendants including American Broadcasting - Paramount Theaters, Inc., and ABC-Paramount Records, Inc. The suit, handled by Eastman and Da Silva for plaintiff, also lists as defendants Larry Newton, ABC Films, Inc., Ampco Music Inc., West-Par Music Corp., Rosa Lee Hawkins, Barbara Anne Hackins and Joan Marie Johnson, known as the Dixie Cups, and their manager, Joe Jones.

Suit charges that the defendants conspired to induce the Dixie Cups to breach their contract with Stuyvesant Productions and record for ABC-Paramount; that records by the Dixie Cups have sold in excess

of one million; that the trade name is very valuable; that this value was created by Stuyvesant and its use by ABC-Paramount is illegal; that plaintiff, since its release of the Dixie Cups' hit, "Chapel of Love," has depended upon the continuity of "The Dixie Cups" to maintain plaintiff's reputation for stability and reliability of product.

Suit notes that plaintiff secured consent from American Can Co. to use the word Dixie (American Can is owner of the trade-mark, Dixie). The suit also charges unfair competition and monopoly.

Suit also asks that defendants be required to deliver up for impounding during the action all disks marketed and produced under the name, The Dixie Cups; and that defendants be required to account for all profits.

# Ian & Sylvia Give Strong Performances at N. Y. Cafe

NEW YORK—Relying heavily on their own songs, the folk-singing Ian and Sylvia created a rousing impact Thursday (1) night at the Cafe A Go Go. They are appearing through July 10.

Their most impressive song of the night, of course, was "Four Strong Winds," written by Ian Tyson, one of their most successful Vanguard records. "Early Morning Rain," a song about a man trying to "bum" a plane ride, was sort of a Canadian version of the tradition of train songs in the country music field. "Four Rode By," was about four Canadian "dropouts" who could be compared to Western badmen. Other songs included "Red Velvet," "Song for Canada," and "Maud's Blues" (written by Sylvia). All were rendered with affection, sincerity, and emotion-stinging guitar playing by Ian. Rick Turner backed up ably. The audience was treated not only to the haunting voices of Ian and Sylvia, but some of the

fanciest guitar picking outside of Nashville.

Fred Neil, Elektra Records artist, also appearing at the Village night club, revealed an excellent country-sounding voice in "Just a Little Bit of Rain" and "City Blues." Louis Enrique was also an audience pleaser.

CLAUDE HALL

# Handleman Has A Record Year

DETROIT — The Handleman Co., record rack jobber and distributor, reported record sales of \$34,932,453 for the fiscal year ended April 30. This compares with \$28,259,240 for the previous fiscal year.

Earnings for the period, too, were at a new high, \$1,516,528 after taxes as compared with \$1,088,487 after taxes for fiscal 1964.

BILLBOARD, July 10, 1965

# NARAS in L. A. Elects Officers

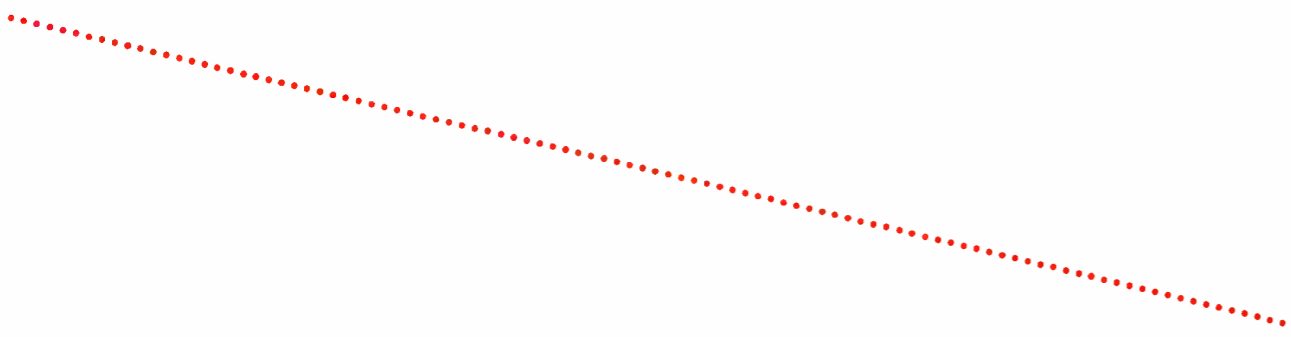
HOLLYWOOD — Pete King, president, Los Angeles chapter of the National Academy of Recording Arts & Sciences, announced the election of 12 governors, and the re-election of nine others, to two-year terms on the board of governors.

New governors are Laurindo Almeida, Perry Botkin Jr., Bill Brown, Lou Busch, Bobby Darin, Barry DeVorzon, Robert Florence, John Green, Mickey Katz, Stan Kenton, George Osaki and Ralph Valenin.

Re-elected were Clark Burroughs, Red Callender, Stan Cornyn, Hugh Davies, June Foray, Jimmie Haskell, Bronislaw Kaper, Dave Pell and Neely Plumb.

King said the governors-elect will hold their first meeting July 13 to elect chapter officers.





**DESTINED  
TO  
BE  
NUMBER  
ONE**

**“TAKE ME  
FOR A  
LITTLE  
WHILE”**

**JACKIE  
ROSS**

**CHESS 1938**



**CHESS  
RECORDS**

# Coke Uncorks Teen Mart Drive

• Continued from page 1

willing to divulge the extent of Coke's investment in this drive, informed estimates place the teen-artist radio campaign at near the \$10 million level.

Artists signed by McCann-Erickson for showcasing include Petula Clark, the Coasters, the Four Seasons, Freddie and the Dreamers, Wayne Fontana and the Mind Benders, Jan and Dean, Tom Jones, Roy Orbison, the Shirelles with John Bubbles, the Supremes, and Sue Thompson. Other artists will be signed as the campaign continues.

## Broad Exposure

This marks the first time in the history of the record industry that its artists have been afforded air exposure on such a broad scale. Numerous artists and managers see in the Coke drive a means of further promoting disk talent's popularity and stature.

Coke's full-scale drive comes at the heels of a highly successful test carried on earlier this year. At that time, the "Go Better" jingle was recorded by the Shirelles with John Bubbles, and placed on a handful of stations to determine the effectiveness of using teen-age talent. The results were so rewarding that the test was expanded.

When stations reported that listeners were including the jingle among their requests—and in one case, it hit a station's "Top 40" list—the sponsor decided to go all-out.

## Written by Backer

The jingle was written by William Backer, associate creative director of McCann-Erickson's Professional Advisory Council. This is a group within the agency comprised of professionals in various fields whose services are available to McCann's clients for special projects. Backer is responsible for the selection of artists with top teen appeal, and supervises production of the jingles.

Backer said he strives to retain the artist's individuality in the recording of each version of the jingle. In that way, he said, the artist's unique

singing style and basis for his appeal is harnessed to capture the listener's attention.

This is achieved, he said, by adhering to the same conditions and procedures under which the artist's hit recordings were made. The artists' arrangers, favored sidemen, and a&r men are used. In many instances, the jingles are recorded in the same studios—whether these be in Nashville or England—where the artists' hit recordings were born. No effort or expense is spared in presenting the artist in his best light, Backer said.

## "Two Stars" Offered

"We feel we are offering 'two stars' to the consumer—one is Coca-Cola, and the other is the performer—and we want each heard under the best possible conditions," Backer said.

The purchase of radio time represents a joint effort on the part of Coca-Cola and its franchised bottlers. Coke provides the completed spot announcements. The budget for purchasing air time in the various markets is split between Coca-Cola's Atlanta headquarters and the bottlers.

To facilitate this program at the grass-roots level, Coke has dispatched a team of representatives to work on the scene with the bottlers in purchasing time for local stations.

The harnessing of music's appeal to capture a loyal following is not a new concept for Coca-Cola. During the '40's, Coke was the major buyer of big bands, sponsoring weekly live band originations from the leading college campuses and service camps. The announcement that "the Coca-Cola spotlight points with pride to"—and then inserting the name of the band being featured—became a familiar radio slogan.

During "the golden era of the big bands," a "Coke airshot" was a highly coveted booking, not so much for the revenue derived by the band leader, but for the extremely valuable promotion that resulted from the exposure. Indications are that Coke's latest—and biggest—use of disk talent may well equal if not surpass in importance yesteryear's "Spotlight" series as a prime talent showcase.

# TRACKS PUT AFM-ERS IN \$200 MILLION GROUP

WASHINGTON—Filmed background music made in this country, records and advertising jingles have helped AFM musicians to reach annual earnings of \$200 million, AFM president Herman Kenin told the 68th AFM convention in Minneapolis recently. Nearly 97 per cent of U. S. film background music was being made abroad in the summer of 1964, but is now made "almost entirely" in this country, Kenin told the more than 1,100 delegates from 609 locals of the musicians union. AFM has waged a long hard fight against film makers' use of cheap foreign track in feature and TV film programming.

While the added film track work has boosted AFM instrumentalists' payrolls by about \$1.3 million, the new contracts in record making and advertising jingles have pushed wage gains up nearly \$3.3 million, "with many more millions in sight," said Kenin.

The AFM president said "canned" music is still taking its toll of live music jobs, and that \$70 million has been paid out of Music Performance Trust funds in relief to union members who play for free admission performances given for worthy causes.

John K. Edward, president of the American Symphony Orchestra League, presented Kenin with the League's "Gold Baton" award for service to music through the union's Congress of Strings Scholarships.

Re-elected with Kenin at the convention were vice-president William J. Harris and AFM secretary Stanley Ballard.

# Workshop Set in Chicago on Using Country Music in Ads

NASHVILLE—A creative advertising workshop will be staged in Chicago, July 13-16, sponsored by Advertising Age magazine to show creative people in the ad industry how they can effectively use country music in advertising.

The Country Music Association is co-operating in the conference, which is expected to draw about 600 copy writers and production executives in print and broadcast advertising. Headquarters is the Edgewater Beach Hotel.

Country music artist Leroy Van Dyke, his five musicians and three female chorale singers will be a key part of the program. Van Dyke will lecture as well as perform. More than 30 other top professional people from advertising and other fields will lecture and lead panel discussions on various facets of advertising and how country music can be related in a way to reach the millions of consumers who listen to country music.

The workshop is the result of a show produced recently in Chicago by the County Music Association for advertisers. S. R. Bernstein, publisher of Advertising Age, who attended, was so impressed he wanted this workshop for the men and women who produce written and broadcast advertising. He asked the help of Hal B. Cook, Billboard publisher, who was chairman of special events for the earlier program for advertisers, to help stage it. Cook is also a director

of the Country Music Association.

Bernstein said the workshop will:

- Give delegates the new ideas and techniques of experts.
- Permit review and analysis of outstanding print and broadcast advertising of the past year.
- Opportunity for ad executives to get the thinking of leaders in the mainstream of advertising activity.

Bernstein said delegates from all over the U. S., Canada and Mexico will attend. Dr. Stuart Henderson Britt, professor of marketing at Northwestern University and editor of Journal of Marketing, will assist Bernstein as director of the workshop.

Jo Walker, executive director of CMA, said: "The basic easy pattern of fitting a commercial or jingle to a country-type melody using country-style instrumentation makes it the most popular for today's market. The guitar, you know, is the largest selling instrument in the world today!" She said there are 1,800 radio stations which program from two to 24 hours per day of country music. There is one national TV show and nine syndicated TV shows.

# Red Nichols Dead at 60

LAS VEGAS—Ernest Loring Nichols, 60, jazz cornet player and leader of the jazz group Red Nichols and His Five Pennies, died of a heart attack here Monday (28). A resident of Llano, Calif., Nichols had been performing at the Top of the Mint Lounge since May 27.

The son of a professional musician, Nichols was playing cornet solos with a boys' band when he was six years old; he was a regular member of his father's dance orchestra when 12. His first records were made with the Syncopating Five in 1922 for Gennett Records. Band leader Johnny Johnson helped Nichols organize his own band about 1923. When it broke up he played with Sam Lanin's band, who helped Nichols form his first recording group in 1925—Sam Lanin's Redheads. This

group recorded under many names, including the Five Pennies, the Arkansas Travelers, Louisiana Rhythm Kings, the Wabash Dance Orchestra, Midnight Airedales and the Six Hot-tentots. In this period—1926 to 1932—Nichols also organized and conducted pit bands for several Broadway musicals, including Earl Carroll's "Vanities," "Rain or Shine" and "Girl Crazy." In the early '30's he was a staff musician for the Columbia Broadcasting System.

He broke up the Five Pennies when small groups lost their popularity and formed a big band that played on two national radio series. He left music in 1941 and worked as a shipwelder, but picked up his cornet again in 1944 to play with Glen Gray's orchestra. A new Five

# Daryll to A-B

NEW YORK — Ted Daryll has joined April-Blackwood Music, Inc., as a staff writer. Daryll, a co-author of the new Peggy Lee single "Sneakin' Up on You," will maintain liaison with a&r producers as well as writers.

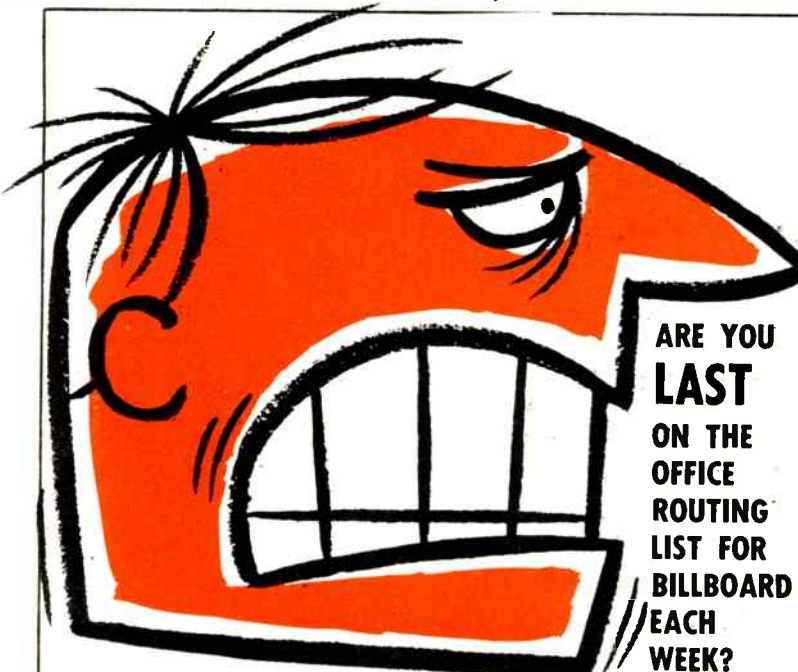
# Pickwick Sales Up

NEW YORK — Sales for Pickwick International, Inc., for the fiscal year ended April 30 were \$7,052,682 — up 16 per cent, according to president Cy Leslie. Profits increased 40 per cent to \$304,976.

Pennies group was formed a year later.

A movie based on his life was released in 1959 starring Danny Kaye.

Survivors include his widow and a daughter.



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 Type of Business \_\_\_\_\_ Title \_\_\_\_\_

# Thornhill, 56, Dies in N. J.

CALDWELL, N.J. — Claude Thornhill, 56, one of the giants of the swing band era, died here Thursday (1) as a result of a heart attack.

He joined the Austin Wiley orchestra in the '20's, along with Artie Shaw. In 1931 he and Shaw joined the Benny Goodman band. A few years later, Thornhill wrote the arrangements for Judy Garland film musicals.

He formed his own band in 1939, and with time out for World War II Navy service, had been leading a band until his death. In 1946 and 1947 Billboard named him No. 1 in the swing band classification.

Thornhill was also an arranger and was composer of "Snowfall." During the last few years he had been playing dance halls and college dates. This week he was scheduled to open at Atlantic City's Steel Pier.

He leaves his widow, the former Ruth Cameron.

# Harrison on Panel

NEW YORK — Jay S. Harrison, director of editorial services for Columbia Records, will participate July 19-21 in a panel discussion dedicated to investigate the feasibility of a national assessment of the progress of fine arts education. The panel will be held at the Educational Testing Service headquarters, Princeton.

# Aid Rogers Drive

NEW YORK—Arnold Maxin, executive vice-president of the Big Three Music Corp., and John Burns, vice-president in charge of sales for MGM-TV, were named Monday (28) co-chairmen in the annual fund drive of Will Rogers Hospital.

Just released!  
a new single from  
Jim Reeves  
"IS IT REALLY OVER?"  
c/w "Rosa Rio" #8625

"Rosa Rio" is from Jim's best-selling album  
"Moonlight & Roses" LPM/LSP-2854

**RCA VICTOR**  
The most trusted name in sound

*JIM REEVES*

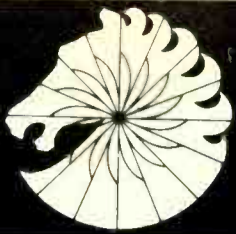
45 RPM

RCA VICTOR  
47-8625



IS IT REALLY OVER?





Little Milton

## WHO'S CHEATING WHO

CHECKER 1113

Billy Stewart

## SITTING IN THE PARK

CHESS 1932

Tommy Tucker

# ALIMONY

CHECKER 1112

Knight Bros.

## TEMPTATION 'BOUT TO GET ME

CHECKER 1107

Tony Clarke

# POOR BOY

CHESS 1935

# CHESS

RECORDS

## THE JAZZ BEAT

By DEL SHIELDS

The straw hat circuit is presenting opportunities for alert jazz promotional people to increase their sales of jazz records. Throughout the country, the

circuit, through their Music Fairs and Music Tents, are booking more and more jazz artists who are playing before a new type of audience.

With the summer season allowing persons to stretch out in the air and under the star-filled skies, the jazz musicians play for those who possibly have lost contact with them and may not be aware of all their jazz releases.

The record promotion man interested in increased sales may very well find it advantageous to push his product to this audience.

The experimental stage of booking jazz artists has passed. A review of the musicians booked to play the tents include such powerful names as Louis Armstrong, Stan Getz, Dukes of Dixieland, Jimmy Smith, Errol Garner, Dave Brubeck and others.

If the Music Tent operators are willing to go all-out to secure the best jazz talent, then the promotional people should be willing to cash in and help themselves as well in promoting records and the artist's appearance.

The promotional people could use the available record shows that program their artists' records. They could arrange interviews in person or via tape. Promotional material could be set up in an advantageous place on the grounds and records made available for sale. Tie-ins with record stores could be set up. Blowups of pictures and albums could grace the windows and counters of the stores.

At St. John's Terrell Music Circus in Lambertville, N. J.,

Stan Getz, Dave Brubeck, and Maynard Ferguson were presented. Count Basie is due in this weekend, with Louis Armstrong, Duke Ellington, Ahmad Jamal, Stan Kenton, Woody Herman, Dukes of Dixieland and Nina Simone to follow.

At the Barn Arts Center, in Riverside, N. J., Cannonball Adderley, Les McCann, Errol Garner, Jack McDuff, Ramsey Lewis, Maynard Ferguson, Herbie Manne, Astrud Gilberto and Jimmy Smith are booked.

**SOME RANDOM NOTES...**

The Showboat Theater is scheduling special matinees for teenagers. The Philadelphia club is responding to the large number of requests from college students under 21 and other teen-agers who want to see the jazz artists.

Jimmy McGriff is in this week. . . . Barry Miles, the young drummer who made his debut four years ago, is being presented at the Cadillac Club with Joe Carroll while Pep's is playing host to Roland Kirk and his group. . . . While in England, Jimmy Smith played live on the pirate ship Caroline. . . . Jimmy De Priest, making a serious bid to become a conductor in the classical music circles, is remembered by Philadelphians as the conductor of the first young peoples teen-age jazz band. He conducted the Robin Hood Dell Orchestra for his aunt, Marian Anderson, for her farewell Philadelphia appearance. . . . The monthly listening premiere of the Jazz at Home Club was given in honor of arranger-composer Oliver Nelson. More than 300 heard the JAHC's big band under the direction of trumpeter Charlie Chisholm. . . . Three record companies have offered contracts to Refus Harley, jazz bag pipist. His appearance on CBS show "To Tell the Truth" will be repeated on Aug. 9.

## 2 New Labels Bow in Cincy

**CINCINNATI** — Two new record labels made their bow here in recent weeks. The first, Fountain Records, headed by Bill Walters and Maurie Rose, has set up quarters in the King Records Building at 1640 Brewster Avenue, and last week issued its initial release, "Believe Me," written by Jack Crowder, a member of the Cliff Lash Orchestra on the Ruth Lyons TV show. The firm's first album, "They Say," a 12-tune package highlighting one of Miss Lyons' songs of the same name, will be released in two weeks. The album was waxed recently in Chicago, with band leader Ralph Marterie as producer, and Dick Noel's Singers backing Walters' voice on the lyrics.

Walters, who sings and plays with the Lash band, was formerly with the Marterie ork and has had his own bands in this area for many years. He will do the a&r-ing for the new Fountain label, with Rose, formerly for 12 years with Columbia Records in the Midwest and East, handling and promotion. The Fountain product is being distributed by the A.&I. Record Distributing Co. here, headed by Joe Nathan. Fountain is readying an album of original Ruth Lyons Christmas tunes, to be cut in Chicago early in August.

The second new record firm to bow here is Flo-Roe Records, headed by Vern Hawk, boss man of Ambat Records, Inc., one-stop firm with offices here and in Dayton, Ohio. Hawk made his first release last week, "It's a Bit of Alright" b.w. "I Can't Lose," by Tony and the Bandits of Oxford, Ohio. Deejay reaction has been exceptionally good in the area, Hawk reports. The Bandits, comprising Tony Brazis, guitar and vocals; The Dude, bass guitar; Bill Bartlett, lead guitar and vocals, and Bill Albaugh, drums, plugged their new release on the Bob Braun TV show over WLW-T here Sunday (27).

## Roger Miller Hailed by Okla.

**OKLAHOMA CITY**—Smash Records' Roger Miller became Oklahoma's "Ambassador - at-Large" in a ceremony recently before the State Capitol presided over by Governor Bellmon.

The recognition came during Miller's recent tour of his home State.

Said the governor: "All Oklahomans can be very proud of the success of Roger Miller and of the favorable impression he creates for our State wherever he goes."

## WB Signs Previn

**HOLLYWOOD** — Andre Previn, who won an Academy Award this year for his scoring of "My Fair Lady," returns to Warner Bros. to compose the background score for "The Moving Target," a Paul Newman starrer.

## Johnny Paycheck "THE GIRL THEY TALK ABOUT"

HILLTOP #3006



## BREAKING BIG!

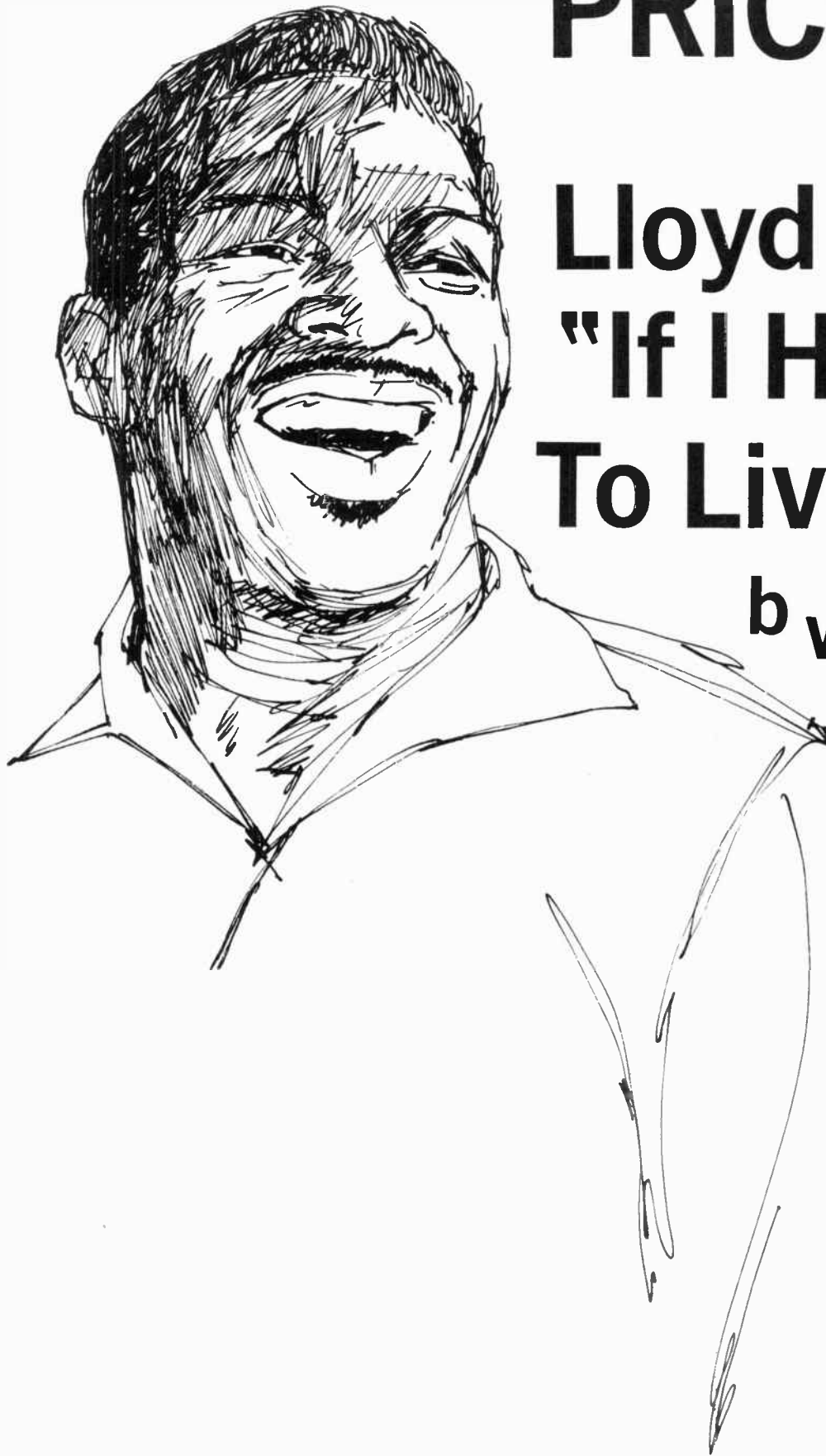
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# Merc's Jones on 'Pawnbroker'

By RAY BRACK

CHICAGO — Mercury Records artists and repertoire vice-president Quincy Jones picked a dramatic vehicle for his first domestic movie soundtrack effort.

Backgrounding European cinema product since 1961, Jones contracted for the Landau Co.'s "The Pawnbroker," reviews of which indicate solid first-run and rerun box office with certain renewed attention at Oscar award time. The Rod Steiger performance as Sol Nazerman, the pawnbroker, will surely be singled out.

All of which means sizable sales of Jones' exquisite jazz track, already released by Mercury. Jones' treatment is light-handed and diverse. He is capable of interpreting pre-blitz Polish pastoral or milling Harlem scenes with restrained accuracy.

Ten numbers were extracted from the track for the album, the least satisfying being a lyric-added (written by Jack Lawrence) version of the theme sung

by Marc Allen. The vocal is not a part of the movie.

Although only 15 of the 90 minutes of the film's music is really jazz, moviegoers will carry away a strong jazz impression.

### Mancini Credited

Jones remarked that: "The fact I was able to incorporate jazz, and that jazz musicians are involved in the recording of all segments of the score, can be credited to a trend started by one man: Hank Mancini. It was his initiative, on TV and in movies, that singlehandedly freed the orchestras from the trap of having to imitate the European type of music approach. He was the first com-

poser in this field to make full use of really American elements, of saxophones and vibes, of a steady, swinging beat; and because of his success, the producers are no longer afraid to hire music writers who have a jazz identification or background."

"The Pawnbroker" has cleared away any jazz reservations by producers as far as Quincy Jones is concerned. He has just been commissioned to background a Paramount picture co-starring Sidney Poitier and Anne Bancroft, "Slender Threads," and is negotiating for two additional cinema chores scheduled for completion before the year is out.



Little DELLA RAE is on RCA (VICTOR, that is) with another big Ronnie Self song, "RAIN ON YOU." DELLA RAE! . . . RCA! . . . "RAIN ON YOU!" (Record #47-8627) 'NUF SAID!  
(Advertisement)

# Agency Set Up By Acuff-Rose

NASHVILLE — A-R Artists, Inc., has been set up by the expanding Acuff-Rose organization to handle all TV booking for all artists in the Acuff-Rose Artists stable. Acuff-Rose Artists is franchised by the American Federation of Musicians. Howard Forrester heads both firms.

The new firm launched action last week with the booking of Donovan, who has "Catch the Wind" on Acuff-Rose's Hickory label on the "Shindig" TV show. Donovan is due in the U. S. from England Monday (5). While he's here, he'll also appear three days at the Hollywood Palladium. Donovan's new single "Josie" will be released in the U. S.

The new firm has also completed arrangement for the appearance of George Hamilton IV on the Jimmy Dean TV show in September.

# Films Boost R'n'R Artists

By BRUCE WEBER

HOLLYWOOD—Motion picture studios here are tailoring a large portion of their future productions specifically for the teenage market. As a result, the recording industry in general and rock 'n' roll artists in particular will benefit.

Major studios, which once scoffed at the adolescent films, have joined the small independent companies in a drive to capture the brisk teen-age business and have entered into a strange relationship with rock 'n' roll groups.

Recording artists—rock 'n' roll variety—discovered the answer to longevity by being available for singing roles in the new teen film fad that studio executives say will fade—eventually. But until the craze is over, the Beach Boys, the Dave Clark Five, the Animals and Freddie and the Dreamers, and other rock groups, are being hungrily sought out by studio casting directors.

The impact of the teen films is apparent in Hollywood, and the recording industry, along with the clamorous sound set, also foresees brisk business coming its way since the films are seasoned with rock 'n' roll tunes.

For example, American-International Pictures, riding the box-office crest of teen-age musical films, has purchased two pictures which feature the singing voices of Cliff Richard and the Shadows and the Animals.

Other releasers getting into

teen-age film bracket include Embassy with Freddie and the Dreamers; Paramount with "Girls on the Beach" with the Beach Boys, Lesley Gore and the Crickets; and Warner Bros. with "Having a Wild Weekend" starring the Dave Clark Five.

And if that's not enough, El Dorado plans "Go Go Big Beat" with the Animals and Lulu and the Luvvers; Empire with "Living Between Two Worlds" also

starring the Animals; the Righteous Brothers will star in "Fingerpopper" to be filmed for Columbia; the Hondells will be in "Winter a Go Go" for Columbia; and Herman's Hermits, English singers, make their debut in MGM's "Girl Crazy."

Teen-age music may be exerting a tyranny over the motion picture studios, but the artists are not complaining. Neither is the record industry.

## PEOPLE AND PLACES

United Artists' Jimmy Roselli has taped a half-hour "Stars for Defense" radio show for the Government's saving bonds campaign to be aired on 2,800 radio stations this month. . . . "The Steve Lawrence Show" debuts on CBS-TV Sept. 13, an hour show. . . . Jerry Vale slated for his fifth engagement at New York's Copacabana Aug. 19-Sept. 8.

The Rascals are appearing at the Barge discotheque, the Hampsons, L. I., N. Y. . . . The Club Ponytail, Harbor Springs, Mich., will feature Bobby Goldsboro, the Reflections and the Grooves July 9; the Kingtones July 13, and the Kingsmen July 20. Goldsboro and the Reflections tour the Midwest and East in July.

Mary Wells will perform at Carl's Beach, Washington, July 10 and at El Patio, Atlantic Beach, July 12. . . . Jimmy Reed, T Bone Walker, John Lee Hooker, Muddy Waters, Dee Dee Warwick and Jackie Ross at New York's Apollo Theater one week beginning July 2. . . . The Four Tops headline show at Chicago's Regal Theater with Jackie Wilson July 9-18. . . . Temptations slated for Brooklyn's Fox Theater July 14-20.

The Losers, who've been appearing at the Ondine in New York, have their first Atlantic Records release due out soon. . . . Nick Bartell, Bart Records artists, appeared with Johnny Leighton and orchestra Friday (25) at the Continental Hotel, Fort Lauderdale, Fla. . . . Don Costa is the musical arranger for Merna and Claire Barry's new night club act; Bob Crewe and Charles Calello will produce and arrange four singles for the Barrys on ABC-Paramount.

Neil Sadaka, making fair dates, has a new RCA Victor single, "The World Through a Tear," due out about July 15. . . . Johnny Rivers and Nancy Wilson open Monday (5) at the Riviera Hotel, Las Vegas. . . . The Deep River Boys have their first Michelle Records "Clouds Before the Storm" just out. . . . Woody Allen will appear at the Concord Hotel Aug. 14.

Xavier Cugat and his orchestra open July 7 for four weeks at New York's Latin Quarter. . . . Soupy Sales, currently at work on his third comedy album for ABC-Paramount, starred Saturday (3) at the Ice Palace, Brick Township, N. J. . . . The Highwaymen will appear July 8 on the Al Hirt CBS-TV show, then to the Shadows Club, Virginia Beach, Va., July 12 for two weeks. . . . Memphis Slim and the Sonny Rollins Quartet are booked for a week beginning July 6 at New York's Village Vanguard. . . . The Shirelles appear July 8 at Delano Hotel, Monticello, N. Y.

The Talismen, Prestige artists, have joined the Puma Management Enterprises management stable under Marty Thau; the group has an album slated for September release. . . . Capitol Records has released a soundtrack of "The Art of Love" movie and a Cy Coleman single of the title song. . . . Emilio Pericoli making his American debut at the Three Rivers Inn, Syracuse, N. Y., through July 11. . . . RCA Victor's Glenn Yarbrough has a new single, "It's Gonna Be Fine."

The Supremes, Motown artists, appear at New York's Copacabana July 29-Aug. 18. . . . Ian Whitcomb, now making personal appearances and TV shows, starts a Dick Clark Show tour July 12, before returning to England in early August. . . . United Artists Records' Jay and the Americans will appear in the movie "Snowball." . . . Herman's Hermits are featured in the August issue of Seventeen magazine; the Beatles are covered, too, along with an article by Burl Ives.

CLAUDE HALL

# Vinton, Christys Set

VENICE — Bobby Vinton, Epic artist, and the New Christy Minstrels, Columbia folk group, will perform at the Venice International Song Festival to be held here Thursday through Sunday (1-3).



FRANK SINATRA received both the "Man of the Year" and "Entertainer of the Year" awards of the Conference of Personal Managers, West. He was presented the awards at the group's annual banquet at the Beverly Hills Hotel, Beverly Hills, Calif., by Richard O. Linke, president of the organization.

# Lesley Gore to Basin Street East

NEW YORK—Mercury Records' Lesley Gore launches a summer policy at Basin Street East here Thursday (8). Instead of changing to a discotheque, the club will aim for the youth market via the lure of hot recording artists. Miss Gore is currently starring in a movie, "Ski Party," and has a single, "Sunshine, Lollipops and Rainbows" ranking No. 41 on Billboard's Hot 100 chart this week. Also appearing at the club will be Mitch Ryder and his Detroit Wheels and the Distant Cousins.

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# B'way May Get R'n'R 'Othello'

MEMPHIS — Jack Good, former "Shindig" producer, may produce a rock 'n' roll version of "Othello" on Broadway starring Jerry Lee Lewis. Ray Brown of National Artists Attractions, booking agent for Lewis, said, "It's in the talking stage. I recall Jerry Lee told me some time ago he'd try anything once."

Word of the venture got out when George Klein, star of WHBQ-TV's local "Talent Party" show, called Jimmy O'Neill, emcee of "Shindig." Klein said O'Neill told him Good was leaving the TV show and was thinking of the "Othello" show with Lewis.

Brown said: "Jerry Lee told me Good has been talking to him about it. He has never done him."

## Signings

Stan Kenton has been signed to write the musical score for the "Mister Roberts" NBC-TV series by Warner Bros. studios. He will also prepare a theme song for the show. . . . Tim Gayle has signed Arizona singer-songwriter Frank Darris to a recording and personal management contract. First release on the reactivated Advance label is "Angel Face and Devil Mind."

Andy Williams has been signed for the Ohio State Fair at Columbus Aug. 30, 31, and Sept. 1. . . . Appearing on the Jimmy Dean show over ABC-TV next season will be the Four Seasons and Bobby Rydell. . . . Jimmy Darren shifts over from Colpix to Warner Bros. . . . The Paris Sisters swing from Mercury to Philips. . . . Vic Dana will appear on the Dean Martin Show next fall.

Vic Damone has been signed to a personal management pact with Norman Rosemont. . . . Capitol Records artist Dick Dale has been signed by Dan Marc Productions to sing the title song of "The General and the Coed" movie.

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# SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 184—Last Week, 175

\*This record is predicted to reach the TOP 40 EASY LISTENING Chart.

## POP SPOTLIGHTS

### TOP 20 Spotlights—Predicted to reach the top 20 of the HOT 100 Chart

**RIGHTEOUS BROTHERS—HUNG ON YOU** (Screen Gems-Columbia, BMI) **UNCHAINED MELODY** (Frank, ASCAP) — Two powerhouse sides. Top deck is a dramatic, emotional performance of a strong new ballad from the winning pen of Carol King, Jerry Goffin and Phil Spector. The dynamic revival of "Unchained Melody" is released by popular demand from their LP "Just Once In My Life." **PHILLES 129**

**MIRACLES—THE TRACK OF MY TEARS** (Jobete, BMI)—First rate teen ballad with pulsating dance beat serves as a hot follow up to their smash "Ooo Baby Baby." Flip: "A Fork in the Road" (Jobete, BMI). **TAMLA 54118**

### TOP 60 Spotlights—Predicted to reach the top 60 of the HOT 100 Chart

**PERRY COMO—OOWEE, OOWEE** (Leeds, ASCAP) — Calypso flavored rhythm number will prove even more successful than his comeback hit "Dream On Little Dreamer." Catchy and clever summertime tune is well performed by Como and the Anita Kerr Singers. Flip: "Summer Wind" (Witmark, ASCAP). **RCA VICTOR 8636**

**SOUNDS ORCHESTRAL — CANADIAN SUNSET** (Vogue, BMI)—The tasty jazz oriented British group have here a hot revival and follow up to their initial hit "Cast Your Fate to the Wind." A winning arrangement for all types of programming. Flip: "Have Faith In Your Love" (Leeds, ASCAP). **PARKWAY 958**

**ESTHER PHILLIPS — MOONGLOW & THEME FROM PICNIC** (Mills-Scarsdale, BMI)—Following up her most successful single "And I Love Him," the stylist has a bigger, smoother hit sound in this straight, lush string revival theme from the film "Picnic." Flip: "Makin' Whoopee" (Bregman, Vocco & Conn, ASCAP). **ATLANTIC 2294**

**JERRY VALE — WHERE WERE YOU WHEN I NEEDED YOU** (Marks, BMI)—A summertime, rousing sing-a-long rhythm ballad with all the ingredients of a fast chart rider. Flip: "I Don't Wanna Go Home" (United Artists, ASCAP). **COLUMBIA 43337**

**JERRY LEE LEWIS—ROCKING PNEUMONIA & BOOGIE WOOGIE FLU** (Ace, BMI)—Exciting hard rock dance beat revival of the pulsating Huey Smith number. Top Lewis vocal and piano work. Flip: "This Must Be the Place" (Daysel & Fling, BMI). **SMASH 1992**

**ROOFTOP SINGERS—RAINY RIVER** (Egypt Valley, BMI)—The originators of the folk-rock sound with their "Walk Right In," the group has a smash in this catchy rhythm number aimed at all programming. Flip: "Buddy Won't You Roll Down the Line" (Egypt Valley, BMI). **VANGUARD 35029**

**HENRY MANCINI ORK AND CHORUS — THE SWEETHEART TREE** (East Hill, ASCAP)—With much of the beauty and warmth of their hit "Moon River," the combination of Johnny Mercer and Henry Mancini wins again with a charming ballad from the film "The Great Race." Flip: "Pie-in-the-Face Polka" (East Hill, ASCAP). **RCA VICTOR 8624**

**P. J. PROBY—LET THE WATER RUN DOWN** (Mellin, BMI)—A driving Bo Diddley dance beat backs up an exciting vocal on raucous material. Arrangement of the Beatles' George Martin in strong support. Flip: "That Means a Lot" (MacLen, BMI). **LIBERTY 55806**

**BUDDY GRECO—I CAN'T BEGIN TO TELL YOU** (Bregman, Vocco & Conn, ASCAP)—The Mack Gordon standard gets a fresh pop chorus sing-a-long revival with Greco in top form. Same potential as the Dean Martin hits. Flip: "When the Subject Was Roses" (Harvard, BMI). **EPIC 9817**

**DON RANDI—BABY, YOU DON'T UNDERSTAND NOTHIN'** (Englewood, BMI)—A pulsating, intriguing original piece of instrumental material with all the potential of the hit "Cast Your Fate to the Wind." Left fielder combining today's dance beat, with piano and strings. Powerful production. Flip: "Mexican Sunset" (Englewood, BMI). **PALOMER 2210**

### CHART Spotlights—Predicted to reach the HOT 100 Chart

**TOMMY LEONETTI—On the Beach** (Miniature Musicals, BMI). **RCA VICTOR 8626**  
**FRANKIE AVALON—I'll Take Sweden** (Unart, BMI). **UNITED ARTISTS 895**  
**THE BATS—Nothing at All** (Anihanbar, BMI). **HBR 445**  
**THE ASTRONAUTS—The La La La Song** (Screen Gems-Columbia, BMI). **RCA VICTOR 8628**  
**JIMMIE RODGERS—Little School Girl** (Modern, BMI). **DOT 16749**  
**THE WHAT FOUR—Gemini 4** (Barstow, BMI). **REPRISE D387**  
**BENT FABRIC—Alley Cat Dance** (Metorion, BMI). **ATCO 6363**  
**RON WINTERS—Big Black Bike** (Grand Canyon, BMI). **SMASH 1987**

**BEAU BRUMMELS—YOU TELL ME WHY** (Taracrest, BMI)—Hot on the heels of their recent winner, "Just a Little," this production ballad with driving beat featuring guitar and harmonica will serve as their 3rd straight hit! Flip: "I Want You" (Taracrest, BMI). **AUTUMN 16**

**THE SPINNERS—I'LL ALWAYS LOVE YOU** (Jobete, BMI)—New group makes a solid debut on Motown featuring the Detroit dance beat and sound with hit written all over it! Flip: "Tomorrow May Never Come" (Jobete, BMI). **MOTOWN 1078**

**ROBIN KINGSLEY—IN AND OUT** — The 21-year-old brother of the successful Britisher Ian Whitcomb has a tremendous hit sound in this driving rhythm number. Watch this one go! Exciting teen debut. Flip: "Dreamin' of You" **TOWER 149**

**ANNETTE—THE MONKEY'S UNCLE** (Wonderland, BMI)—Title tune of the Walt Disney film is a driving teen dance beat featuring a Beach Boys type hit sound backing a strong dual-track vocal by Annette. Flip: "How Will I Know My Love" (Walt Disney, ASCAP). **VISTA 440**

**KAREN CHANDLER—LOST AND FOUND** (Trilogy, BMI)—A rockin' teen number with a strong vocal performance from the gal who originated "Hold Me, Thrill Me, Kiss Me." Pop hit sound throughout. Flip: "Hold Me, Thrill Me, Kiss Me" (Mills, ASCAP). **TIVOLI 1720**

**JOHNNY THUNDER—DEAR JOHN I'M GOING TO LEAVE YOU** (Tobi-Ann, BMI)—The guy of "Loop de Loop" fame a few years back has an exciting, pulsating teen dance number which should catch on fast! Flip: "Susie-Q" (Tobi-Ann, BMI). **DIAMOND 185**

**CHARLIE RICH—MOHAIR SAM** (Acclaim, BMI)—Debuting on Smash, Rich comes up with a strong hard beat blues number. Tremendous support from the piano, drums, bass and honking sax background. Flip: "I Washed My Hands in Muddy Water" (Maricana, BMI). **SMASH 1993**

**JIMMY BAILEY—HAPPY TRAIN** (Extra, BMI)—A country-blues rhythm number with the hit sounds reminiscent of the late Sam Cooke. Solid dance rhythm in support. Flip: "I Miss Her" (Duchess, BMI). **COLUMBIA 43340**

**DAVID JONES—WHAT ARE WE GOING TO DO** (Screen Gems-Columbia, BMI)—The young Britisher featured in the forthcoming B'way musical "Pickwick" has the hit ingredient sounds here much in the vein of a "Mrs. Brown You've Got a Lovely Daughter." Flip: "This Bouquet" (Screen Gems-Columbia, BMI). **COLPIX 784**

**KIP AND KEN — TROUBLE WITH A WOMAN** (Breezy Willow-de Lory, ASCAP)—Pulsating dance rhythm backs up an exciting Righteous Brothers type vocal and results in a hit sound for a fast chart riser. Flip: "It's Nice to be Alive" (Ironmarch, BMI). **CRUSADER 119**

**PAM DICKINSON—SAY CHEESE** (Vintage, BMI)—Clever Ray Stevens teen rhythm ballad is given a strong dual-track vocal backed by a Detroit beat. Powerful production. Flip: "Now That You're My Baby" (Screen Gems-Columbia, BMI). **MONUMENT 889**

**JIMMY LONDON — CHAIN OF LOVE** (Der-mi, ASCAP) — The British group sounds, harmonica and all, prevails throughout this rocker with an exciting vocal performance backed by a solid dance beat. Flip: "Get Ready" (Der-mi, ASCAP). **KARATE 510**

In the July 3 issue this Top 60 Pop Spotlight had typographical error. Following is the corrected version.  
**DWAIN STORY — A LITTLE LOVIN'** (Palomino, BMI)—Impressive debut for the label is this driving dance beat number with a strong vocal performance bearing a touch of the Buddy Holly sound. Flip: "Love of a Clown" (Third Story, BMI). **STALLION 1001**

**THE REFLECTIONS—Out of the Picture** (Screen Gems-Columbia, BMI). **GOLDEN WORLD 24**  
**EARL GRANT—Stand By Me** (Trio & Progressive, BMI). **DECCA 25674**  
**JACK LA FORGE—I'll Take Sweden** (Unart, BMI). **REGINA 133D**  
**NEAL HEFTI CHORUS AND ORCHESTRA—Lonely Girl** (Consul, ASCAP). **COLUMBIA 43325**  
**PATTY LEMANN—I Could Have Loved You So** (Screen Gems-Columbia, BMI). **WARNER BROS. 5642**  
**SCEPTERS—Little Girls Were Made To Love** (Jec, BMI). **M.O.C. 661**  
**JIMMY CASTOR—It's O.K.** (Jimpire, BMI). **JET SET 1001**

## COUNTRY SPOTLIGHTS

### TOP 10 Spotlights—Predicted to reach the top 10 of the HOT COUNTRY SINGLES Chart

**BUCK OWENS — ONLY YOU** (Bluebook, BMI) — **GONNA HAVE LOVE** (Central Songs, BMI)—Chalk up another #1 smash to follow up his current first place hit "Before I Go." Top side is a powerful original ballad while the flip is a rhythm number with pop potential. **CAPITOL 5465**

**GEORGE JONES & MELBA MONTGOMERY — I LET YOU GO** (Glad, BMI) — From composer Montgomery comes a warm plaintive ballad performed sensitively by the winning duo. Flip: "Don't Go" (Glad, BMI). **UNITED ARTISTS 899**

**JIM REEVES—IS IT REALLY OVER?** (Tuckahoe, BMI)—With his "This Is It" still #15 in the BB chart, the late composer-singer offers a beautiful ballad in his never to be forgotten style. Flip: "Rosa Rio" (Acclaim, BMI). **RCA VICTOR 8625**

**DEL REEVES — THE BELLES OF SOUTHERN BELL** (Tree, BMI)—Hot on the heels of his "Girl on the Billboard" hit comes another clever and catchy rhythm novelty number, headed for the top of the country chart. Flip: "Nothing to Write Home About" (Moss Rose, BMI). **UNITED ARTISTS 890**

**KITTY WELLS—LEAVIN' TOWN TONIGHT** (Wells, BMI)—A fine rhythm ballad follows her "Burning Memories" hit, currently #10 in the BB chart. Flip: "Meanwhile, Down at Joe's" (Wilderness, BMI). **DECCA 31817**

**PATSY CLINE — SAN ANTONIO ROSE** (Bourne, ASCAP)—The Bob Wills classic gets a happy revival via this top performance by the late and great vocalist. Flip: "South of the Border" (Shapiro-Bernstein, ASCAP). **DECCA 25673**

### CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

**RUBY WRIGHT—Adios Aloha** (Wilderness, BMI). **RIC 166**  
**JOYCE PAUL—I'm the Girl On the Billboard** (Moss Rose, BMI). **UNITED ARTISTS 902**  
**RED SOVINE—Salt On My Eggs** (4 Star, BMI). **RIC 168**  
**WANDA FAYE—Lying Lips and Cheating Heart** (Yonah, BMI). **COLUMBIA 43322**  
**EDDIE BOND WITH THE JORDANAIREs—Someday I Will Sober Up** (Sure-Fire, BMI). **K-ARK 643**  
**TOM TALL—Gravy Train** (Yonah, BMI). **CHART 1225**  
**VIC NORWIN—Cabin in the Cotton** (Yonah & Painted Desert, BMI). **GREAT 102D**  
**KENNY MASON—Person to Person** (Rhotan, BMI). **CANARY 2004**  
**WES STUART—I'll Have to Go On Living** (Just the Same) (Kenral, BMI). **ACCENT 1175**  
**TINY HARRIS & THE TALKABOUTS—10 Feet Tall** (Mar-Glo, BMI). **CATHAY 1145**

## R&B SPOTLIGHTS

### TOP 10 Spotlights—Predicted to reach the TOP SELLING RHYTHM & BLUES SINGLES Chart

**TONY CLARKE—POOR BOY** (Chevis, BMI)—A hot follow up to "The Entertainer" is this soulful rhythm blues number, headed for the top of the chart. Flip: "The Fugitive Kind" (Chevis, BMI). **CHESS 1935**

**JOE TEX—SAY THANK YOU** (Tree, BMI)—Currently riding the BB chart on Dial Records with a "One Monkey Don't Stop No Show," Tex has a wailing, soulful ballad with pop possibilities as well. Flip: "Looking for My Pig" (Tree, BMI). **PARROT 45012**

**EDWIN STARR—AGENT OO-SOUL** (Myto, BMI)—James Bond invades the r&b field via this hard driving dance beat number featuring a top vocal performance. Smash hit sound! Flip: "Agent OO-Soul" (Instrumental) (Myto, BMI). **RIC-TIC 103**

### CHART Spotlights—Predicted to reach the R&B SINGLES Chart

**CONTOURS—First I Look at the Purse** (Jobete, BMI). **GORDY 7044**  
**BIG MAYBELLE—Let Me Go** (Streetcar, BMI). **PORT 3002**  
**THE BELIEVERS—So Fine** (Eldorado-Wildcar, BMI). **APT 25083**  
**DOUG ROBERTSON AND THE GOOD GUYS—Desiree** (Everlast-Pollard, BMI). **UPTOWN 703**  
**THE SHARPEES—Do the 45** (Vapac & Angie, BMI). **ONE-DERFUL 4835**  
**SAM BOWIE & THE BLUE FEELINGS—(Think of) The Times We had Together** (Rocking Chair, BMI). **WINGATE 002**  
**OTIS WILLIAMS & THE CHARMS—Baby, You Turn Me On** (Blackwood, BMI). **OKEH 7225**  
**JOE SIMON—The Whoo Pee** (Costoma, BMI). **VEE JAY 694**  
**LILLIAN DUPREE—Hide & Seek** (Mah's, BMI). **D-TOWN 1051**  
**THE BOB KUBAN BAND—Jerkin' Time** (Missouri, BMI). **NORMAN 558**  
**ROSCOE SHELTON—I Have Some Crying To Do** (English, BMI). **SIMS 245**  
**JIMMY WASHINGTON—You Oughta See My Baby** (Mellin-Batley, BMI). **BACK BEAT 549**  
**CARL UNDERWOOD—The Hurt Is On** (DJJ, BMI). **CEE-JAM 2**  
**JIMMY HANNA—Leavin' Here** (Jobete, BMI). **BOLO 752**  
**RICK & RON—You Are My Sunshine** (Peer, BMI). **IBIS 370**  
**B.J. AND THE PROFITS—It's Gonna Rain Outside** (Five West & Laughter, BMI). **UPTOWN 705**



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**SEVENTH SON  
b/w MEETING OVER YONDER**

Big band versions of two current pop-rock chart hits. With brasses and electric guitars doing the "vocals," these sides are naturals for big, big pop play and purchase.

**5468**

**PEGGY LEE**

**LOVE THEME FROM  
"SANDPIPER"**

**b/w MAYBE THIS SUMMER**

Top side, subtitled "The Shadow of Your Smile," coincides with the release of the new Elizabeth Taylor/Richard Burton MGM film — flip side is a recent #1 hit in Italy! What could be stronger?

**5469**

**GEORGE CHAKIRIS**

**BLUE SUMMER  
b/w SHIP OF FOOLS**

Film star and Oscar-winner George Chakiris has his most commercial record yet with a tune that could be the season's biggest. Flip is the theme from an upcoming blockbuster film.

**5458**



## Unknown, Ballad Top Strong Finalists in French Songfest

By MIKE HENNESSEY

PARIS — A song presented by a relatively unknown singer, Erik Montry, won the 1965 French Song Festival—the Antibes Rose d'Or—despite strong competition from more established artists.

The winning song, a dreamy ballad in traditional French style, "D'ombre et de Soleil" (Sunshine and Shadow), was composed by Hubert Giraud with words by Pierre Delanoe and Franck Gerald.

It is published by Semi-Meridian and Montry is recording it this week for Barclay.

Montry made his first disk about three years ago. Since then he has enjoyed only modest success and has made only two appearances on French TV.

Giraud is the composer of such successes as "Sous le Ciel de Paris" and "Les Gitans."

Gerald has done many of the French adaptations for Richard Anthony. Pierre Delanoe is one of the most celebrated lyric writers in France. He has written many hits for Gilbert Beaud including "Et Maintenant," on which he collaborated with Louis Amade.

As well as the Rose d'Or trophy, the composers also collected 10,000 francs (\$2,000).

Second prize (\$600) went to "Le Bar du Dernier Verre" by Francis Lemarque and Francis Carco which is published by Editions Francis Lemarque.

The third prize of \$400 was shared by Jean-Jacques Debout (who won last year's Rose d'Or with "Nos doigts se sont croises") for his song "Les Cloches d'Ecosse" (Editions Raoul Breton) and "Il y a Cent Mille Raisons," sung by Michel Mallory and written by Mallory and Roger Berthier (Editions Ray Ventura).

Although the standard of the 32 songs submitted this year was not generally regarded as sensational, the participation and interest were certainly greater than for the first Rose d'Or last year.

More than 50 foreign publishers attended over the three days of the Festival at the Theater de Verdure to hear 32 singers offering the new musical works of more than 60 composers.

### Celebrities

Celebrities present included Charles Aznavour, Charles Trenet, Henri Salvador and Maurice Chevalier. The Festival was presided over by Tino Rossi.

The special Charles Trenet prize, the Prix de la Qualite, was awarded to the Julien Bouquet song, "Juin," published by Editions Drejac.

The Prix de la Qualite Jeunesse went to the song "Tout s'arrange quand on s'Aime" by Andre Pascale and Christian Farel (Editions Beuscher) sung by Romuald.

The prize awarded by journalists for the best interpretation went to Francis Lemarque.

The songs were judged by a jury on the spot in Antibes and

juries constituted in 10 other French cities—Lyon, Nancy, Strasbourg, Reims, Lille, Versailles, Limoges, Toulon, Bordeaux and Marseilles.

All the singers were backed by the 40-piece orchestra of Raymond Lefevre and were introduced by Festival organizer Claude Tabet.

Fifteen million saw the direct TV transmissions of the ORTF.

The twelve songs to reach the final are listed below, the first five in order of voting, the remainder at random.

## Jazz Festival Set in Paris

PARIS—The sixth Antibes-Juan-les-Pins Jazz Festival will take place this year from July 24 to 29.

In addition to the participation of the Woody Herman band and the John Coltrane Quartet, one of the highlights will be a trio of top-line violinists—France's Stephane Grappelly, Denmark's Svend Asmussen and America's Stuff Smith—playing together for the first time.

Other names lined up for the Festival include Nina Simone, the Jimmy McGriff Trio, the Staples Singers, the Bruce Turner Jump Band (Britain), the Boy Edgar Big Band (Holland), the G. Brom Orchestra (Czechoslovakia), the J-M Troisfontaines Trio (Belgium), and Les Haricots Rouges, and the Jef Gilson Sextet (France).

Festival organizer Jacques Souplet is also hoping to feature a jazz mass, spoken by the Abbe Guy de Fatto, formerly of the Claude Luter band.

## Pye to Give WB A Big Splash

LONDON—TV and film advertising will be used by Pye next month to push the Warner Bros. label which it took over British distribution of from Decca on July 2. Pye managing director Louis Benjamin is arranging a launching party for next month which he hopes will be attended by many of the label's artists.

This month's Warner releases by Pye are all reissues. They include three albums by Peter, Paul and Mary, three by Allan Sherman, three by Bob Newhart and one by the Everly Brothers.

Pye is also reissuing the Everly Brothers' big hit of last month, "The Price of Love," which is still selling strongly.

Pye is currently busy on its first major push of the Italian Durium label which Benjamin clinched at the same time as WB. Durium was also handled previously by Decca. The first Pye-Durium releases include six albums, three EP's and a single, a major Italian hit, "Il Silenzio" by Nini Rosso.



CBS RECORDS vice-president of Latin-American operations, Manuel Villarreal, was honored with a party at the Brazilian company of Discos CBS S.A. on a recent trip. From left are a host; Jerry Adriani, CBS Italian artist; Evandro Ribeiro, general manager of Discos CBS S.A. in Brazil; Wanderlea, CBS artist; Villarreal; Roberto Carlos, CBS artist; J. Ribamar, and Antonio Palma Costa, commercial manager of CBS Brazil.

## 5 Hits Spring From U.K. Fest

LONDON — Britain's first song contest held in May has turned out to be far from unsuccessful after all. Five of the 16 songs considered by the judges have become hits. Biggest of these looks like Lulu's "Leave a Little Love," published by Skidmore, and written by Les Reed and Robin Conrad.

The Manfred Mann group used its self-penned entry "One in the Middle" as the title song of an EP which has soared into the Top 10 singles chart. This is published by Cooper Music.

The self-penned entries of the Ivy League "Tossin' and Turnin'," published by Southern Music; the Moody Blues "From the Bottom of My Heart," published by Sparta Music, and Kenny Lynch "I'll Stay by You," published by Sparta Music, are also hits.

Decca (Lulu and Moody Blues) and EMI (Manfred Mann and Kenny Lynch) have two of the hits each and Pye has the Ivy League.

# MUSIC CAPITALS OF THE WORLD

### AMSTERDAM

Young Norwegian songstress Wencke Myhre, who finished second at the Baden-Baden Festival, will be guest singer at the Dutch Grand Gala Du Disque Oct. 2. Wencke records for Polydor. . . . Artone's United Artists line released "Girl on the Billboard" by Del Reeves, "Voodoo Woman" by Bobby Goldsboro, "Cara Mia" by Jay & the Americans. . . . Belgian group, the Twenties, is due to appear on a Dutch KRO-TV-program Aug. 28. . . . HMV reports that from Toon Herman's One Man Show a German version has entered the market. . . . Dutch radio pioneer Willem Vogt, in his 70's, opened "Fonopticum '65" in Amsterdam, organized by Philips as a tribute to the Holland Festival. Fonopticum is an exhibition dedicated to the invention and development of the gramophone. . . . Artone's John Vis reports strong sales action on the "Goldfinger" and other James Bond motion picture soundtracks. . . . KRO-TV again aired the Andy Williams Show, featuring the songster and Joey Bishop. . . . Bovema is the first on the Continent to release the Seekers' initial album "World of Our Own." . . . Dutch vocalist-comedienne Ria Valk recently recorded the original "Santo Domingo" in German.

Tamla-Motown recording artists the Marvelettes arrived in Holland June 21 for a NCRV-TV appearance. Program, tele-recorded for a future airing, included the vocal trio's last chart-entry "I'll Keep Holding On." . . . On June 23, George Szell and the Cleveland Orchestra arrived at Amsterdam Airport and were welcomed by CBS sales manager Hemmy J. S. Wap- peron. They have given concerts in Amsterdam and The Hague, all part of the Holland Festival. . . . Dennis Preston and George Stevens, top execs of Records Supervision Ltd., which has popular artists such as the Barron Knights and Acker Bilk under its wings, visited Bovema's plant last week. . . . Bovema's Cees Pompe said there have been discussions concerning a first appearance of Marian and David Delmour, Columbia's new folk singing couple. . . . After having toured the British pop circuit for a full month, Artone's ZZ & The Masks returned to Holland June 30. The success of the masked Dutch

combo has materialized in a return visit. The group has been pacted for a three-month fall tour through the United Kingdom, and has also been booked for appearances in South Africa and Japan in 1966.

From July 1 on, Bovema at Heemstede will handle the Parlophone and Odeon labels, instead of Fa Stibbe at Amsterdam. Roel Kruijse will be new Parlophone label manager in the Gram-singer Donovan, whose record "Catch the Wind" was a big success in Holland, will come to the TV studios at Hilversum July 13. At the same time Negram-Delta Records will start a big publicity campaign for the successful folk singer. RAYMOND DOBBE

### BRUSSELS

New additions to CBS' EP recordings catalog are Maurice Fanon, "La Petite Juive"; "Major Dundee," by Mitch Miller and Marion Williams accompanied by the Stars of Faith "Negro Spirituals." . . . In the popular album field, CBS released an album by folk singer Bob Dylan, "Bringing It All Back Home," featuring "Subterranean Homesick Blues," "Mr. Tambourine Man" and "She Belongs to Me." . . . Further, CBS released an album, "Who Can I Turn To," by Tony Bennett, and an album by Percy Faith, "Latin Themes for Young Lovers." . . . Famous French singer Joe Dassin (CBS) visited here to make his Belgian TV debut. It was aired on June 18. He was escorted by CBS' public relations Mimi Smith. She

ARTIST	TITLE	LABEL	COMPOSERS	PUBLISHERS
Erik Montry	"D'Ombre et de Soleil"	Barclay	(Franck Gerald, Hubert Giraud)	Semi Meridian
Francis Lemarque	"Le Bar du Dernier Verre"	Philips	(Pierre Delanoe, Francis)	F. Lemarque
Jean-Jacques Debout	"Les cloches d'Ecosse"	Vogue	(Francis Carco, J-J Debout)	Raoul Breton
Michel Mallory	"Il y a Cent Mille Raisons"	Barclay	(Roger Berthier, Michel Mallory)	Ray Ventura
Frank Fernandel	"Une Marionette"	Philips	(Jean Pierre Calvet, Eddie Marnay)	Sandra Music
Frida Boccaro	"Aujourd'hui"	Festival	(Jean-Pierre Calvet, Eddie Marnay)	Sandra Music
Alice Dona	"Un Chagrin a Oublier"	Pathe-Marconi	(M. Vendome, Alice Dona)	Pathe-Marconi
Dario Moreno	"La Nuit, l'Ete l'Amour"	Barclay	(Jean-Max Riviere, Pierre Saka, Andre Kerr, Gerard Bourgeois)	Chappell
Charles Level	"C'est bon, c'est bon l'ete"	Decca	(Charles Level, Marc Fontenoy)	Continental
Jean-Paul Mauric	"Ecrit comme une Symphonie"	—*	(M. Masmoudy, Armand Gomez)	Sorama
Jean-Loup Chauby	"Reviens moi"	Bel Air	(Jean-Loup Chauby, Bob du Pac)	Derby
Jean-Claude Massoulier	"Les creatures de la Mer"	Barclay	(Jean-Claude Massoulier, Andre Popp)	Carrousel

\*Not as yet contracted to a disk company

Belgium's New Label  
**RANCH RECORDS**  
stars  
**MICHEL CARAVIN**  
"C'qu'on est Heureux"  
Ranch Records, branch of  
Edition Bens, Brussels

also met French rhythm singer Thierry Vincent (CBS). . . . Artone has opened a radio drive to promote "Think of the Good Times," Jay and the Americans' latest hit. . . . Los Tenientes, the popular Latin American trio, present a great vocal-instrumental reading of "Que Bueno" (Spain's contribution to this year's Eurovision Song Fest- (Continued on page 20)

**Portrait of a group of gentlemen  
whose latest record is a huge smash  
in the United Kingdom  
and is likely to experience the  
same success in the United States.**



# **THE HOLLIES • "I'M ALIVE"**

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**IMPERIAL** *on the go for '65!*



# Music House and International To Set Up N. Y.-Based Concern

NEW YORK—Music-House and International Records, the West German publishing and record company combination which operates throughout Western Europe, will set up an American company this fall.

The firm, Cantagallo International, Inc., will be based in New York and headed by Hans W. Schemke, international director for the Munich company.

Schemke has been headquartered in the Great Northern Hotel here and will remain in New York for two more weeks. He will report his findings when he returns to Germany, then come back to New York this fall to organize the company.

## Seeks Distributors

During his current trip, Schemke is attempting to set up U. S. distributors for the firm's four labels—International, Italia, Cantagallo and Top Hit. The last-named is a budget line. He is also trying to sell masters of



HANS SCHEMKE

records by Elka Sommer, Roy Etzel and the Boys.

Discussions with MGM, United Artists and Columbia Records have already been held, and Schemke expects to talk

with several other representatives of U. S. labels in the next two weeks.

Schemke also will try to deal with U. S. publishers and record companies for European rights to their products. The firm already owns the Peggy March copyrights for Germany.

## European Subsidiaries

The German firm has set up subsidiaries in Paris, Madrid, Milan, Zurich, Copenhagen and Vienna. Recently it signed up Gigliola Cinquetti, winner of the San Remo Music Festival. In addition to its activity in the record and publishing fields, it produces film musicals.

Schemke has been in the record business for five years, split between Teldec and International Records. He was instrumental in introducing country music to Germany and now is attempting to pick up distribution rights for U. S. c&w labels in Germany as well as publishing rights for c&w music.

# MUSIC CAPITALS OF THE WORLD

(Continued on page 18)

tival) coupled with "Que Saber." . . . Funckler's *Margie Ball* has already hit the local Top Twenty in Holland. Over here her debut recording "Goodbye to Love" b.w. "Now That Love Has Come My Way" has just been released.

Locally, is the release of a new single on the Palette label by *Will Tura*. It is "Het Meisje in Blauw" b.w. "Het Verleden Is Weer Dichtbij." . . . The release of the week is *Bobby Vinton's* current U. S. chart rider "Lonely" from the Epic catalog. . . . In the Chess international field, Artone released the latest *Chuck Berry LP*, "Chuck Berry in London," recorded in London during his recent visit to England. . . . During the coming weeks, the *Animals* will appear three times in Belgium: July 11 they play at Ciney during the Festival of the Golden Guitar, in August they top the bill of the Gold Microphon Contest final and Sept. 12 they are among the artists who play during the fourth International Festival of Chatelet.

July 31 and Aug. 1 the annual Jazz Festival will be held at Comblain-la-Tour. Among the many performers set are: *Woody Herman and His Big Band*, *Nina Simone Trio*, *Jimmy McGriff Quartet*, *Donald (Baby) Douglas*, *Bill Smith and His Quartet* and *Lillian Terry*.

## LONDON

At the request of Reprise, *Rolling Stones*, *Mick Jagger* and *Keith Richard* are writing an answer lyric to the group's current U.S. hit "(I Can't Get No) Satisfaction" for one of the label's artists to record. A single produced and manufactured by the small but fast-growing *Brit Records* has been placed with Philips for re-release on the Fontana label because *Brit* claims that there were numerous complaints from people who could not get the record which was being distributed by EMI and other wholesalers. . . . Promoter *Arthur Howes* returned from America, having signed *Gene Pitney* for a four-week schedule of one-nighters starting in October and *Roy Orbison* for a tour next spring. Howes also clinched *James Brown* for his first-ever visit to Britain; the star will be here in October for a week of TV and radio appearances and two concerts. . . . Television advertising planned for *Delyse Records'* second volume of its best-selling album "A Nation Sings" was stopped the night before the first ad was due to go out because the Independent Television Authority claimed that the songs on the albums were hymns, and religious advertising is not permitted in this country. . . . *Tom Jones'* next single on both sides of the Atlantic revives "With These Hands." . . . Publisher *Al Kasha* was here with producer *Charlie Callelo*, recorded the score for the film "Who Killed Teddy Bear," a Magna production for United Artists. In with them was



THE PEANUTS, Japanese duo, are shown arriving in Paris to record for Pathe-Marconi and make a series of TV appearances.

*Frankie Valli* of the *Four Seasons* who disclosed that his group would be here shortly to record an album of British hits.

*Harold Davison* in America on publishing business has also had discussions with Paramount and Warner Bros., both of whom are bidding to make the next *Dave Clark Five* film in America this fall. . . . *Victor Borge* undertakes his first-ever British concert tour in September. . . . Only a year after setting up its own office, *Bourne Music* (managed by *Len Taylor*) is making its mark. The firm, which had a million-seller with *Jim Reeves'* "I Love You Because," has the current *Peter and Gordon* hit "To Know You Is to Love You" and a new recording of "Unforgettable" by *Sammy Davis*. The *Rolling Stones* waxed *Bourne's* "That's How Strong My Love Is" for subsequent release and *Taylor* arranged a cover of the American hit, "Darling Take Me Back," by *Mike Redway* on CBS. . . . After a long lapse *Decca* is reintroducing its Rex label for two Irish releases in England and five other records for the Southern Irish market only. . . . Following *Decca's* lead the previous week *EMI* restarted its recommended discount by dealers to education authorities. The discount was stopped earlier this year when legal advisers warned manufacturers that any discounts may weaken the industry's claim for exemption from the Government's ban on price fixing. . . . Promoter *Mervyn Coun*, who has booked *Nancy Wilson*, *Chubby Checker* and *Bo Diddley* for the fall has also signed the *Byrds* for a British tour commencing July 17. The group has a hit with its CBS single "Mr. Tambourine Man." . . . *Decca* has reissued *Ben E. King's* original version of "Let the Water Run Down" to compete with *P. J. Proby's* new Liberty release.

CHRIS HUTCHINS

## OSLO

Norwegian songstress *Wencke Myhre* won the second prize at the German song festival in Baden-Baden, but it has not been decided whether the recording of "Sprich nicht darueber" will be issued in Norway and by which disk firm. Her contract with *Arne Bendiksen* has not been re-signed. *Polydor* sent her to Baden-Baden. *Arne Bendiksen* is undecided on whether to issue the platter. . . . Managing

(Continued on page 22)

# British Decca Warns 'Cutters'

LONDON—New threats of legal action against dealers selling *Decca* records below the fixed prices have been made by the company, pointing out that it has several actions currently in progress against dealers who have ignored previous warnings. But *Decca* has reinstated its allowance of a dealer discount to local educational authorities provided it is not more than 10 per cent.

Both *EMI* and *Decca* instructed dealers not to give a discount to these authorities earlier this year when the firms' legal advisers said that any kind of discount might weaken the British record industry's application for exemption from the Government ban on resale price maintenance.

The application is still awaiting a hearing. Until then fixed prices remain legal and *Decca's* latest statement to dealers is a reminder that the major record companies are determined not to allow cut-price selling.

BILLBOARD, July 10, 1965

# Poles Decry Marxist 'Culture'; Say It Has Too Many Left Feet

By OMER ANDERSON

BONN—Iron Curtain radio and TV audiences are becoming increasingly audacious in their demands for lighter program fare—more music, above all.

So strong are the protests that Communist cultural chieftans no longer make any serious effort to defend the programming. Rather, in all of the countries, radio-TV programming officials appear to be at loggerheads with the Red party bosses over the perversion of programming for propaganda.

Radio Washaw has just broadcast a unique interview with the Polish radio-TV director *Wlodzimierz Sokorski*. Never before has a Communist programming chief unburdened himself so sourly.

He said Poles are demanding more music and less political double-talk. He said too many

political programs and not enough music and entertainment had made Polish radio and TV dull, wordy and tiresome.

## Agrees on Programs

"After investigating, I am forced to agree with many complaints from listeners and viewers that our programs are too verbose, tiring and sometimes completely lacking in entertainment and light music."

In the past, Communist cultural officials have tried to straddle the issue, but now *Sokorski* played it straight. "The fact is," he continued, "I am unable to change the situation because of the number of State campaigns and miscellaneous political campaigns which the radio and TV have to serve.

There is no time for deejays, lamented *Sokorski*, ticking off the various official functions for which time is demanded: the 20th anniversary of Communist rule in Poland; the 20th anniversary of the acquisition of the Western Territories; the 20th anniversary of the Polish (Communist) Army and the Polish election campaign.

"As a result," concluded *Sokorski*, "the proportion of musical and entertainment programs on Radio Warsaw has dropped to 45 per cent, which is an intolerably low ratio not tolerated by any other radio."

## "Impossibly Archaic"

In Czechoslovakia the complaint is that music broadcast by radio stations is "impossibly archaic." Radio Bratislava elaborated:

"There was a time in our socialist (Communist) development when it was no doubt inspiring and necessary to stress music about lady tractor drivers and heroes of socialist production—the man who could drive more rivets than any other worker on his bench.

"But that period is past, and our listeners now demand pleasant music—light music and above all, foreign music. We are selling our music to Western countries and it is quite proper that we should play their music."

Radio Bratislava even foresees

the time when Communist radio will adopt the West's news and music broadcasting format. "Our listeners want more news," the station acknowledged, "and it might be that the answer to these complaints will be the 'socialist disk jockey.'"

But Radio Bratislava added that if Communist radio creates its own version of the deejay he will be "dedicated to the advancement of socialism (Communism)." Radio Bratislava thought that while spinning platters and reading news bulletins a Communist deejay might be expected to find time for plugging Marxism.

# LP Market Firms in Can.

TORONTO—Dominion Bureau of Statistics figures on the production and sales of records in Canada during April and for the first four months of the year, just released, show the singles slump continuing, with the LP market firming up, thanks to an upswing in stereo sales.

In April, total sales were up 22.8 per cent in dollars, 10.6 per cent in volume. Over the four-month period, however, dollar sales increased only 3.6 per cent over last year's tally, with only a 7 per cent increase in the number of records sold in the first third of the year.

Sales of stereo LP's rose 27.6 per cent in volume in April, 39 per cent over the four-month period, while mono albums jumped 21.9 per cent in April but are only up .7 per cent over the January-to-April period.

In the singles field, April production was up 18.8 per cent but sales were down 9 per cent from last year's figures for the month. Over the four months, both production and the number of 45's sold were down, 8.7 per cent and 8.6 per cent, respectively.

# Vinton Is Hit By Retaliation

LONDON—Bobby Vinton has been refused a British work permit. The singer arrived (21) for TV and radio dates to promote his British-made single, "Don't Go Away Mad."

When the work permit had not come through by the time he arrived in London Vinton's broadcast dates had to be called off. His manager contacted the Variety Artists Federation and was told that the American Federation of Radio and Television Artists had not replied to recent V.A.F. letters on British artists being prevented from working in the U. S.

So Vinton concentrated on interviews for the pirate radio stations, and although the British record industry is backing efforts to get the pirates banned, several of their disk jockeys were at an EMI reception to welcome Vinton (25).



## ~ HANK THOMPSON ~ **BREAKIN' IN ANOTHER WINNER**

That seems to be the story of Hank's life. For one thing, he and the great Brazos Valley Boys are topping their previous box-office records at rodeos, fairs, auditoriums, clubs and ballrooms all across the country. For another thing, Hank's fabulous Capitol albums are selling at an all-time pace, especially his newest, **BREAKIN' IN ANOTHER HEART**.

Then there's Hank's great new Capitol single, **THEN I'LL START BELIEVING IN YOU** c/w **IN THE BACK OF YOUR MIND** (# 5422). Say you want to see Hank break in still another winner, namely you. Okay. First, call your nearest Capitol representative and place your order. Then, call Jim Halsey for Hank's available dates!



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"GAME OF LOVE," by Wayne Fontana and the Mindbenders, hit the No. 1 spot on the Hot 100 chart April 24, but catching the group—who were making personal appearance tours—to give them the award was tough going. Then Billboard's Andre de Vekey met them at a Philips (Fontana) party in London. Mindbenders are on left: on right are de Vekey, DJ David Gell; Cyril Shane (Shapiro-Bernstein), publisher of the song, and the group's recording manager, Jack Baverstock.

# MUSIC CAPITALS OF THE WORLD

• Continued from page 20

director of the Swedish label Cupol, **Helge Rundquist**, visited here. Two records on the Olga label have reached the Norwegian Top 10. Cupol distributes the Olga label in Sweden, and representing both labels in Norway are RCA Victor's representative, **Olga records** are produced by **Ake Gerhard**, and their winning artist is the **Hep Stars**. . . . Talks on whether it pays to record Norwegian records in Norwegian or whether local singers should sing in English or Swedish to attract a larger buying public.

ESPEN ERICKSEN

## PARIS

**Sandie Shaw** has recorded her No. 1 British hit "Long Live Love" for Vogue in French (Pourvu Que Ca Dure). . . . Top Japanese recording stars the **Peanuts** arrived

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## ROME

Fulfilling his pre-election promise when he ran for the community council of the Roman suburb of Ariccia, singer-impresario **Teddy Reno** has announced "the world's longest summer festival" for his community. It includes a series of musical events which will run from July 15 to Aug. 15 with concerts, parades and public parties. . . . Ariston is giving France's **Audrey**, daughter of Italian parents, a major push in Italian circles. She will appear on a TV special and as a guest on the **Giorgio Gaber** TV show. Having been one of San Marino's "10 Singers for 10 Songs" and appearing at Venice's three-day summer event, she will go to Pesaro's International Song Festival this month. . . . The **Theodorakis** recording of the "Sirtaki" under the title of "Zorba's Dance," as presented by **Anthony Quinn** in the film, is being pushed by 20th-Fox disks here as an answer to the newly popular "Letkiss." . . . **Jean Valentine**, Carisch entry in the Cantagiorgio, picked his name because his first public appearance came on St. Valentine's Day. . . . MRC, which went along slowly for two years with only one singer, is now emerging with its own catalog and three new names, **Luisa Ghini**, **Piero Cotto** (formerly Phonogram) and **I Nobili**.

First song in Italian by **Frank Sinatra**, "Forget Domani," is getting a big push from CGD, Reprise distributor. . . . Soviet records, never a big factor here, will be marketed here under their original MK label by the distributing house of **Celentano** and **Curci**. . . . A series of "operetta themes" is being presented under the **Altri Tempi** label by **Ri-Fi**. . . . RAI-TV's latest pop music show is "Souvenir of Naples Against Everybody." It began its summer series July 8. . . . RCA's **Rita Pavone** receives her fourth golden disk July 31. . . . Only 152 songs, the lowest number in years, were entered in Naples Song Festival which has been advanced to July 15-17. All three evenings will be televised. . . . **Hylda Barbier Corazza**, top aide to **Giuseppe Giannini** at CGD Internazionale has exited in favor of housekeeping. Her duties have been taken over by **Johnny Porta**, press chief. . . . The pre-San Remo event, "Limelight for San Remo," first held at Venice a year ago, will take place this year at San Remo July 22, 23. . . . **Caterina Valente** is the first singer tapped for RAI's year-end music show. The event is tied in with the national lottery involving prizes of more than \$300,000.

American recording group of **George, Teddy and the Condors** has been booked for the summer on the Versilian Riviera (area between Viareggio and La Spezia). . . . Cantagiorgio canceled the Zagreb booking but made a hop to Moscow. Promoter **Ezio Radaelli** estimates that this year's event will be seen by greatest audience ever to view a song event. Exposure on German, Austria, Russian and Italian TV networks has been added to the long tour.

SAM'L STEINMAN

## RIO DE JANEIRO

"The Explosive Side of Sarah Vaughan" is the first Roulette LP to be released by **Discos Chantecler**. . . . Singers **Luciene Franco** and **Dinah Goncalves** and vocal quintet **Demonios da Garoa** were signed by RCA Victor. . . . "Estamos Ai" (Here We Are) is the new show at Theatro de Arena. The musical has singer **Leny Andrade**, guitar-man **Durval Ferreira** and **Mario Castro Neves** combo as top attractions.

**Aloysio de Oliveira** was signed by Warner Bros.-Reprise to produce eight albums of modern Brazilian music. **Aloysio** flew to Hollywood last week. . . . **Alfredo Lentino** is new royalties collector for SADAIC (Argentine Society of Artists and Composers in Brazil). . . . Singers **Nora Ney** and **Jorge Goulart** and guitar-man **Rildo Hora** are touring Europe, Soviet Union, Japan and Communist China. . . . Samba-man **Wilson Simonal**, dancer **Lennie Dale** and **Bossa Tres** combo returned from a three-week tour in Europe.

Young singer **Sylvio Cesar** was

signed by **Discos Odeon**. . . . Vocal combo **Los Cariocas** left for a two-week stint in Puerto Rico. . . . Brazilian guitarist **Turibio Santos** won the International Guitar Contest held in Paris. Turbio's prize was a scholarship in London. . . . **Oscar Peterson Trio** and **Ray Anthony's** band are the new international attractions announced by famous impresario **Abraham Medina**.

New lyricist **Jean Maria Bittercourt** is writing words for several of maestro **Moacyr Santos'** songs. . . . U.S. bound is **Sebastiao Bastos**, head of new label, **Discos Sommaior**. **Bastos** is taking with him the tapes of **Trio Sambalanco** and **Sansa Trio**, which will probably be released by **Audio Fidelity**.

SYLVIO TULLIO CARDOSO

## SYDNEY

The **Barbra Streisand** TV spectacular "My Name is Barbra," screened in all major cities in Australia last week, is still the "hottest" conversation piece throughout TV and radio circles today. **Barbra** was an immediate hit with the Australian public and the critics here acclaimed her as the greatest talent in the entertainment world today. **Australian Record Co. Ltd.**, distributor of all **Barbra Streisand** recordings on the CBS label in this country, was quick to move with its own line of advertising, also window and internal displays in record stores throughout. . . . **Castle Music** has the new **Herman's Hermits** single "Wonderful World." The group is extremely popular on the Australian scene. **EMI** launched two new talents on the **HMV** label. "I Couldn't Keep Your Heart," written by **Joe Halford** and **Jean Bacon** and "Once I Had Love" by **Peter Wright**. The other is **Jade Hnrley** who recently released "How to Love Me" b-w "How I Lied" which is just beginning to break on the local scene. The four titles are **Castle Music**.

**Roy Farr** has been appointed copyright and royalties manager at **EMI** headquarters here. Previously, **Farr** was manager of **Essex Music**. . . . **English Decca** issued an album by **Stanley Holloway** titled "Stanley, I Presume," which is creating heavy sales in all states. . . . Newly formed company, **Continental Promotions Pty., Ltd.**, has scheduled concerts by English singer **Julie Rodgers** during late July. . . . **Jack Neary**, executive of the promoters **Aztec Services Ltd.**, flew out of Sydney this week to organize a long-term tour of England for RCA artist **Johnny Devlin**. . . . **ARC** rushed out another album by the **Clancy Brothers** to tie in with their forthcoming tour of the capital cities. The album, "In Person at Carnegie Hall," by the **Clancy Brothers** on

CBS, is already chalking up big sales and should be well established by the time the group arrives in Australia. **GEORGE HILDER**

## NEW YORK

**Bob Rolontz**, head of publicity and manager of foreign operations for **Atlantic Records**, became the father of a boy, **Robert Morgan Rolontz**, Tuesday (15). . . . **Pat Cohen**, president of **Pat's One Stop**, Richmond, Va., has just returned to the States from a six-week tour of Europe visiting record manufacturers and publishers. . . . **Eddie Rissien** has been elevated to vice-president in charge of programming and literary development with **Bing Crosby Productions**.

**Steve Blaine**, president of **Jay-Gee Records**, has a new son, **David Alan Blaine**, as of Wednesday (30). . . . **Jack Clement**, producer of the hit "Laurie" by **Dickie Lee**, has moved his offices to Nashville under the banner of **Jack Music, Inc.** . . . **Teddy Randazzo** will record **Tony Orlando** on **Atlantic Records**, the **Orchids** and **Derek Martin** for **Roulette Records**, and **John Andre** for **MGM Records**. . . . **Julie Steddom** has joined **Premier Talent Associates**.

**Jorge Renan and his Trio**, a mariachi group, opens July 6 at the **Stamper** night club to alternate with a country music act. . . . **Steve Lawrence** takes over the "Arthur Godfrey Time" **CBS** Radio show for a month beginning July 19 while **Godfrey** does summer stock and takes a vacation. . . . **Eddie Lambert** has joined **South Mountain Music** as assistant to **Stan Cantor**. . . . **Arif Mardin**, manager of **Atlantic Records**, is the father of a daughter, **Julideh**, his second child. . . . **Daffodil Music** and **DFC Records** have suspended operations, according to **Lester Sims**, general manager of **Daffodil** and **DFC** managing director.

## HOLLYWOOD

**Count Basie** to record special music for a segment of "Run for Your Life," **Universal TV** series starring **Ben Gazzara**. **Roy Huggins**, **Universal** executive producer, also said vocalist **Irma Curry**, pianist **Don Abney**, bassist **Joe Comfort** and drummer **Shelly Manne** will work with **Basie**. . . . **Molly Bee's** first album for **MGM Records** will be a combination pop and country package to be released in late July. . . . **Billy Vaughn**, already a "Kentucky Colonel," honored by **Kentucky Gov. Ned Breathitt** for the singer's part in a State-sponsored movie short-subject, "Wonders of Kentucky." **Randy Wood**, **Dot Records'** president, and **Jimmy Rodgers**, **Dot** artist, dubbed honorary "Kentucky Colonels" by **Governor Breathitt**. **BRUCE WEBER**



A THREE-STAGE ROCKET was presented to **Salvatore Adamo** (center) recently by **Pathe-Marconi** to celebrate one million sales of his record "La Nuit." The Italian stage of the rocket, representing the country where **Adamo** was born, was presented by **Roberto Serrer**, left. The Belgian stage, representing the country where **Adamo** was reared, was presented by **J. M. Mailet**. The French stage of the rocket, for the country where **Adamo** recorded "La Nuit," was presented by **Evelyne Wolfmann**. **Serrer** and **Mailet** won their presentation rights in contests; **Miss Wolfmann** bought the millionth copy of "La Nuit." Looking on at the ceremonies held in the **Eiffel Tower** restaurant, Paris, is **G. E. Cross**, right, president director general of **EMI-Pathe Marconi**.

# THE BEAU BRUMMELS



ARE GRATEFUL TO THE DEALERS  
—MORE GRATEFUL THAN ANYONE!

I'm Terribly  
Grateful for—  
"LAUGH LAUGH"

Autumn #8

I'm Awfully  
Grateful for—  
"JUST A LITTLE"

Autumn #10

I'm  
Excessively Grate-  
ful for Our Album—  
"INTRODUCING THE  
BEAU BRUMMELS"

Autumn #103

I'm  
Anticipatively  
Grateful for Our  
New Release—  
"YOU TELL ME WHY"

Autumn #16



AND WE'RE GRATEFUL TO ABC-TV FOR LETTING US SING THEM ALL ON "SHINDIG" JULY 14!



AUTUMN RECORDS, INC., 70 DORMAN AVENUE, SAN FRANCISCO, CALIFORNIA (415) AT 2 7162

autumn

Representation: Premier Talent Associates, 200 W. 57th Street, New York, New York

ARGENTINA

\*Denotes local origin

Table with 3 columns: This Week, Last Week, Song Title and Artist. Includes songs like 'AMOR, PERDONAME', 'LOS DOMINGOS', 'SE PIANGI SE RIDI'.

AUSTRALIA

\*Denotes local origin

Table with 3 columns: This Week, Last Week, Song Title and Artist. Includes songs like 'CRYING IN THE CHAPEL', 'I TOLD THE BROOK', 'MR. TAMBOURINE MAN'.

BRITAIN

\*Denotes local origin

Table with 3 columns: This Week, Last Week, Song Title and Artist. Includes songs like 'CRYING IN THE CHAPEL', 'I'M ALIVE', 'THE PRICE OF LOVE'.

Table with 3 columns: This Week, Last Week, Song Title and Artist. Includes songs like 'A WORLD OF OUR OWN', 'MARIE', 'ONE IN THE MIDDLE', 'ON MY WORD'.

CANADA

Table with 3 columns: This Week, Last Week, Song Title and Artist. Includes songs like 'WONDERFUL WORLD', 'MR. TAMBOURINE MAN', 'HELP ME RHONDA'.

CANADIAN RECORDS

Table with 3 columns: This Week, Last Week, Song Title and Artist. Includes songs like 'TOSSIN' AND TURNIN'', 'MY GIRL SLOOPY', 'LITTLE LIAR'.

FRENCH-CANADIAN RECORDS

Table with 3 columns: This Week, Last Week, Song Title and Artist. Includes songs like 'TU DIS DES BETISES', 'DES OUILLETS BLANCS', 'A LA FIN DE LA SOIREE'.

EIRE

Table with 3 columns: This Week, Last Week, Song Title and Artist. Includes songs like 'CRYING IN THE CHAPEL', 'LONG LIVE LOVE'.

Table with 3 columns: This Week, Last Week, Song Title and Artist. Includes songs like 'EVERY STEP OF THE WAY', 'I GUESS I'M CRAZY', 'A WORLD OF OUR OWN'.

FLEMISH BELGIUM

\*Denotes local origin

Table with 3 columns: This Week, Last Week, Song Title and Artist. Includes songs like 'DE DANS VAN ZORBA', 'J'AI PLEURE', 'KATY'.

FRANCE

Table with 3 columns: This Week, Last Week, Song Title and Artist. Includes songs like 'ZORBA LE GREC', 'LA DANSE DE ZORBA', 'LA NUIT'.

HOLLAND

Table with 3 columns: This Week, Last Week, Song Title and Artist. Includes songs like 'TICKET TO RIDE', 'HELLO JOSEPHINE', 'THE BIRDS AND THE BEES'.

Table with 3 columns: This Week, Last Week, Song Title and Artist. Includes songs like 'THE LAST TIME', 'PRICE OF LOVE', 'GOODBYE TO LOVE'.

HONG KONG

Table with 3 columns: This Week, Last Week, Song Title and Artist. Includes songs like 'TO BE MY LOVE', 'COUNT ME IN', 'SE PIANGI SE RIDI'.

ITALY

\*Denotes local origin

Table with 3 columns: This Week, Last Week, Song Title and Artist. Includes songs like 'IL SILENZIO', 'UN ANNO D'AMORE', 'IL MONDO'.

JAPAN

\*Denotes local origin

Table with 3 columns: This Week, Last Week, Song Title and Artist. Includes songs like 'ONNA GOKORO NO UTA', 'ABASHIRI BANGAICHI', 'SLAUGHTER ON 10th AVENUE'.

MALAYSIA

\*Denotes local origin

Table with 3 columns: This Week, Last Week, Song Title and Artist. Includes songs like 'THE BABY BAREFOOT WALK', 'THE MINUTE YOU'RE GONE', 'DO THE CLAM'.

Table with 3 columns: This Week, Last Week, Song Title and Artist. Includes songs like 'TELL HER JOHNNY SAID GOODBYE', 'TICKET TO RIDE', 'YOU'LL BE GONE'.

MEXICO

\*Denotes local origin

Table with 3 columns: This Week, Last Week, Song Title and Artist. Includes songs like 'SOMBRAS', 'WHIPPED CREAM', 'CUANDO CALIENTA EL SOL'.

PERU

Table with 3 columns: This Week, Last Week, Song Title and Artist. Includes songs like 'POEMA', 'TORERO', 'LA POLLERA AMARILLA', 'CHICA MALA'.

PHILIPPINES

\*Denotes local origin

Table with 3 columns: This Week, Last Week, Song Title and Artist. Includes songs like 'LOLLIPOPS & ROSES', 'THE GIRL FROM IPANEMA', 'OH, PRETTY WOMAN'.

RIO DE JANEIRO

\*Denotes local origin

Table with 3 columns: This Week, Last Week, Song Title and Artist. Includes songs like 'AMORE SCUSAMI', 'O TROVADOR', 'THE HOUSE OF RISING SUN'.

(Continued on page 31)



THANKS DEALERS  
DEAN MARTIN



NEW ALBUM

*Current Single*  
**(Remember Me)**  
**I'm the One Who Loves You**  
R-0369

Recording:  
reprise 



**DEAN MARTIN HITS AGAIN**  
R-6146

**The Dean Martin Show**  
**Debuts: Sept. 16, 1965**  
**(NBC-TV)**

HOT 100

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

Record Industry Association of America seal of certification as million selling single.

Table with columns: THIS WEEK, WK. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 32 songs including 'I Can't Get No Satisfaction' and 'I Can't Help Myself'.

Table with columns: Rank, WK. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 33-65 including 'I Want Candy', 'Girl Come Running', and 'This Little Bird'.

Table with columns: Rank, WK. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 66-100 including 'Watermelon Man', 'Silver Threads and Golden Needles', and 'To Know You Is to Love You'.

HOT 100—A TO Z—(Publisher-Licensee)

Table listing songs A-Z with publisher/licensee information.

Table listing songs A-Z with publisher/licensee information.

Table listing songs A-Z with publisher/licensee information.

BUBBLING UNDER THE HOT 100

Table listing songs bubbling under the Hot 100 with publisher/licensee information.

**GUARANTEED TO BE THE NO. 1 RECORD OF 1965  
FROM TAMLA/MOTOWN/GORDY**



**PRETTY  
LITTLE BABY**

by

**MARVIN  
GAYE**

**Tamla 54117**

**HITS THE CHART AT #66 THIS WEEK**

**... AND ANOTHER TOP TEN CANDIDATE  
FROM HITSVILLE, U.S.A.**

**I'LL ALWAYS  
LOVE YOU**

by

**THE  
SPINNERS**

**Motown 1078**



**TAMLA/MOTOWN/GORDY RECORDS**

**2648 W. Grand Blvd., Detroit, Mich.**

TOP LP'S

★ STAR performer—LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.

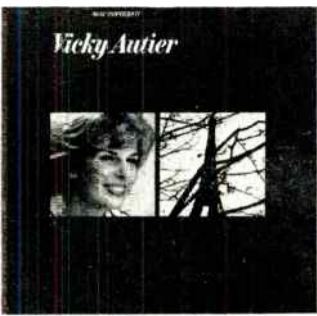
Record Industry Association of America seal of certification as million dollar LP's.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains 52 entries including 'BEATLES VI', 'HERMAN'S HERMITS ON TOUR', 'MARY POPPINS', etc.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains 101 entries including 'THE EARLY BEATLES', 'SOUL SAUCE', 'YOU'VE LOST THAT LOVIN' FEELIN'', etc.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains 150 entries including 'EVERYBODY LOVES SOMEBODY', 'NAT KING COLE SINGS SONGS FROM "CAT BALLOU" AND OTHER MOTION PICTURES', etc.





**INTERNATIONAL SPOTLIGHT**

**VICKY AUSIER IN PARIS**  
Capitol T 10387 (M); ST 10387 (S)

The French song stylist, equally well known in the U. S., presents a well programmed variety of musical compositions. In this, her third LP, Miss Ausier floats gracefully through the classic "Symphonie," in which her distinctive piano styling is an added asset. A driving production number, "Amour d'Espagne," is moving and dramatic, while "Elle Etait Si Jolie" is a plaintive, light ballad, treated with warmth and tenderness.



**POP SPOTLIGHT**

**AND NOW . . .**  
Rudy Valentyne. Roulette R 25299 (M); SR 25299 (S)

Impressive album debut of a new and unique vocal stylist who puts most of his talents behind the lyric phrasing of standard material. With full support of the Richard Hayman string arrangements, Valentyne, with much dramatic and emotional feeling, weaves his way through such greats as "Try a Little Tenderness" and "When I Fall in Love." The discovery of producers Hugo and Luigi, he has an unusual and interesting sound.



**SOUNDTRACK SPOTLIGHT**

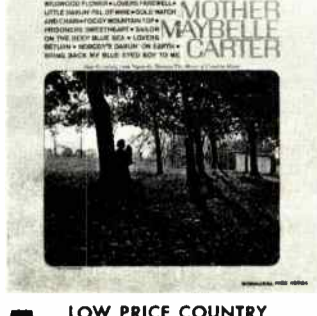
**I'LL TAKE SWEDEN**  
Soundtrack. United Artists UAS 5121 (S)

Frankie Avalon does some effective work in the soundtrack of the soon-to-be-released film, particularly with "There'll Be Rainbows Again." "Watusi Jo" has some fine guitar sounds, and Bob Hope comes through with "Nothing Can Compare With You." "The Bells Keep Ringing," both as an instrumental and as a vocal by Avalon has a good solid beat.

**SEE ALBUM REVIEWS ON BACK COVER**

**ALBUM REVIEW POLICY**

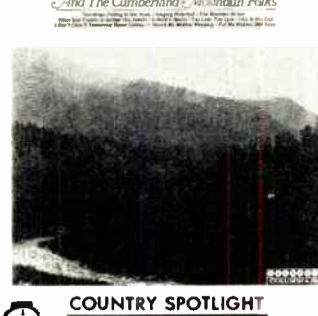
Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all other LP's are listed under their respective categories.



**LOW PRICE COUNTRY SPOTLIGHT**

**MOTHER MAYBELLE CARTER SINGS FAVORITE SONGS OF THE CARTER FAMILY**  
Columbia MGC 29524 (M)

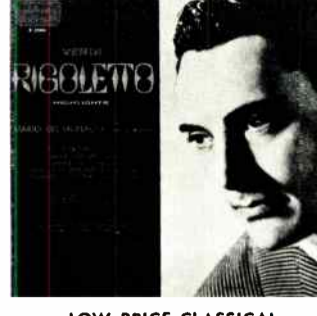
Folk, country and western buffs will get a kick out of Mother Maybelle's unaffected performances. Her sound, accompanied by the autoharp, is unique. The songs include "Wildwood Flower," "Foggy Mountaintop," "Sailor of the Deep Blue Sea."



**COUNTRY SPOTLIGHT**

**THE UNFORGETTABLE MOLLY O'DAY AND THE CUMBERLAND MOUNTAIN FOLKS**  
Columbia HL 7299 (M)

Lovers of the traditional country style will appreciate this set of songs by Molly O'Day. To some, Molly at the height of her popularity was the greatest of the girl country vocalists. These performances indicate why this was so, for they are outstanding examples of the "weeper." Deejays looking for examples of the true traditional style have it here.



**LOW PRICE CLASSICAL SPOTLIGHT**

**VERDI: RIGOLETTO**  
Various Artists. Richmond R 23044 (M)

Featuring the voice of Mario Del Monaco, here is a tasty record in the low-priced range that is sure to please. Miss Gueden, Siepi, Protti Simonato and Corena give great support. Conducted by Erede, the orchestra blends in perfectly with the performers.

## BREAKOUT ALBUMS

**★ NATIONAL BREAKOUTS**

**THE KING FAMILY SHOW**  
Warner Bros. W 1601 (M); WS 1601 (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.

**HOW TO BE A JEWISH MOTHER . . .**  
Gertrude Berg, Amy 8007 (M); (No Stereo)

**I MUST BE SEEING THINGS . . .**  
Gene Pitney, Musicor MM 2056 (M); MS 3056 (S)

**HUSTLIN' . . .**  
Stanley Turrentine, Blue Note 4162 (M); 84162 (S)

**DOUBLE HEADER . . .**  
Arthur Prysock, Old Town 2009 (M); 2009 (S)

**THE GOLDEN HITS OF LESLEY GORE . . .**  
Mercury MG 21024 (M); SR 61024 (S)

**ONE KISS FOR OLD TIMES' SAKE . . .**  
Ronnie Dove, Diamond D 5003 (M); SD 5003 (S)

**THE SERENDIPITY SINGERS . . .**  
Philips PHM 200-180 (M); PHS 600-180 (S)

**DIG THESE BLUES . . .**  
Hank Crawford, Atlantic LP 1436 (M); SD 1436 (S)

**BIG CITY . . .**  
Marvin Jenkins, Palomar G 24001 (M); GS 34001 (S)

**IT'S DANCE TIME . . .**  
Willie Mitchell, Hi HL 12026 (M); SHL 32026 (S)

**IT'S ALL OVER . . .**  
Walter Jackson, Okeh OKM 12107 (M); OKS 14107 (S)

**EDDIE RAMBEAU SINGS CONCRETE AND CLAY . . .**  
DynoVoice 9001 (M); S 9001 (S)

**★ ★ ★ ★**

**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.

**SPECIAL MERIT PICK**

**R&B SPECIAL MERIT**

**GROUPS OF GOODIES, VOLUME 2**  
Various Artists. Chess 1491 (M)

"Smoky Places" by the Corsairs and "Blue Velvet" by the Moonglows are two especially good numbers on this album by various artists. Some of the other r&b names that will help sales of this package include the Sohnic, Etta James and the Vibrations.

**SPECIAL MERIT PICK**

**R&B SPECIAL MERIT**

**THE BLUES, VOLUME 2**  
Various Artists. Argo LP 4027 (M)

Some of the greatest names in the r&b field highlights this package, including the fabulous Chuck Berry singing "Thirty Days," Howlin' Wolf singing "Evil," Bo Diddley turning out "I'm a Man," and Muddy Waters with "Got My Mojo Working."

**SPECIAL MERIT PICK**

**SPOKEN WORD SPECIAL MERIT**

**ROSTAND: CYRANO DE BERGERAC (2-12" LP's)**  
Various Artists. Caedmon TRS 306-S (S)

This esteemed play is given an excellent reading by a distinguished cast headed by Sir Ralph Richardson, Anna Massey, John Fraser, and in lesser roles Peter Wyngard and Ronald Fraser. Richardson stands out. He is witty, tragic and comical as the situation demands. The production is extremely well paced. All in all, a very effective, dramatic package.

**SPECIAL MERIT PICK**

**SPOKEN WORD SPECIAL MERIT**

**SIX NONLECTURES: 1**  
E. E. Cummings. Caedmon TC 1186 (M)

This is one of a series of six "nonlectures" the late poet delivered at Harvard and each one is a gem. His tempo and charm comes through perfectly. It is interesting to note his phrasing and the emphasis he draws on certain lines. And the bits that describe his life are filled with humor and insight.

**ETHEL MERMAN SINGS COLE PORTER**  
JJC M 3804 (M); ST 3804 (S)

**THE HARMONICA HITS OF THE THREE REEDS**  
Arc A 642 (M)

**LOW PRICE POPULAR**

**RED ROSES FOR A BLUE LADY**  
Bob Ralston. Camden CAL 896 (M); CAS 896 (S)

**GOLDFINGER AND OTHER MUSIC FROM JAMES BOND THRILLERS**  
Ray Martin & His Orch. Camden CAL 913 (M); CAS 913 (S)

**COUNTRY**

**A COUNTRY SALUTE TO HANK WILLIAMS**  
Various Artists. Columbia HL 7265 (M)

**THE BEST OF DON GIBSON**  
RCA Victor LPM 3376 (M); LSP 3376 (S)

**GREAT COUNTRY & WESTERN HITS**  
Arthur Smith. Dot DLP 25636 (S); DLP 3636 (M)

**CLASSICAL**

**THE WORLD'S GREAT OPERETTAS**  
Various Artists. Bruno BR 50208L (M)

**LOW PRICE CLASSICAL**

**LISZT: FOUR HUNGARIAN RHAPSODIES FOR ORCHESTRA**  
Vienna State Opera Orch. (Fistoulari). Vanguard Everyman SRV 164 (M); SRV 164 SD (S)

**FOLK**

**MY LIFE IN THE BLUES (2-12" LP)**  
Lightnin' Hopkins. Prestige PR 7370 (M)

**RHYTHM & BLUES**

**SHADES OF A GENIUS**  
Mitty Collier. Chess LP 1492 (M)

**THE BLUES VOLUME 4**  
Various Artists. Argo LP 4042 (M)

**GROUPS OF GOODIES, VOL. 2**  
Various Artists. Chess LP 1491 (M)

**EVERY NIGHT, EVERY DAY**  
Jimmy McCracklin. Imperial LP 9285 (M); LP 12285 (S)

**IT'S NOT UNUSUAL**  
Delis. Vee Jay VJ 1141 (M)

**CHILDREN'S**

**KID'S BIBLE CLUB/SONGS 'N' STORIES**  
Uncle Earl & Members of the Kid's Bible Club. Sword S 1410 LP (M)

**GOSPEL**

**MY GOD IS REAL**  
Willia Dorsey. Gold G 507 (S)

**RELIGIOUS**

**HAPPY JUBILEE**  
Revivaltime Choir. Word W 3332 LP (M)

**IN MY HEART . . . A MELODY**  
Camp of the Woods Band and Chorus (Stanley). Sword S 1414 LP (M); SS 2414 LP (S)

**HYMNTIME SING-ALONG**  
Jerry Barnes and the Kurt Kaiser Singers. Sword S 1412 LP (M); SS 2412 LP (S)

**THE HOLY CITY**  
Ingrid Fistell. Arc A 646 (M)

**INTERNATIONAL**

**PEPPINO'S ITALIAN HITS**  
Peppino Di Capri. Everest 5236 (M); 1236 (S)

**REITER FREUDEN FOLGE 2**  
Various Artists. Polydor 46 434 (M); 237 434 (S)

**TAUSENDMAL DENK'ICH ZURICH**  
Willy Schneider. Polydor 46 796 (M); 237 796 (S)

**CARNAVAL A RIO**  
Various Artists. Bruno BR 50036L (M)

(Continued on page 31)

## NEW ALBUM RELEASES

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

**ARC**  
INGRID FISTELL—The Holy City; A 646  
The Harmonica Hits of **THE THREE REEDS**;  
A 642

**ARTIA**  
BORKOVEC: CONCERTO NO. 2—Czech Phil-  
harmonic Orch. (Ancerl); ALP 705, ALPS  
705  
KIM BORG Recital; ALP 704, ALPS 704

**AUDIO FIDELITY**  
VARIOUS ARTISTS—Latin Discotheque; DFM  
7044, DFS 7044

**BACKBEAT**  
O.V. WRIGHT—(If It Is) Only For Tonight;  
BLP 61

**CAPITOL**  
4—By **BUCK OWENS**; R 5446  
**PETER & GORDON**—True Love Ways; T 2368,  
ST 2368

**CARNEY**  
**GEORGE BARNES & CARL KRESS**—Guitars  
Anyone?; LPM 202

**DISNEYLAND**  
STERLING HOLLOWAY—Just So Stories Vol.  
11; DQ 1275  
**PROFESSOR JULIUS SUMNER MILLER**; DQ  
1271  
VARIOUS ARTISTS—All The Songs From  
Winnie the Pooh and The Honey Tree;  
DQ 1277  
VARIOUS ARTISTS—Children's Riddles and  
Game Songs; DQ 1272  
VARIOUS ARTISTS—Further Adventures of  
Cinderella's Mice; DQ 1274  
DICK WHITTINGHILL—These United States;  
DQ 1270

**GREGOPHON**  
MANOLIS HIOSIS & MARY LINDA—The In-  
comparable Hiosis & Linda; GR 305,  
GRS 305

**LONDON**  
VARIOUS ARTISTS—England's Greatest Hit-  
makers; LL 3430, PS 430

**NONESUCH**  
Soul of Flamenco; H 2002, HS 72002  
The Music of India; H 2003, HS 72003  
Bouzouk—The Music of Greece; H 2004,  
HS 72004  
The Koto Music of Japan; H 2005, HS 72005  
Caledonia! The MacPherson Singers &  
Dancers of Scotland; H 2006, HS 72006  
BAROQUE MUSIC FOR RECORDERS: WID-  
MANN, DEMANTIUS, LOEILLET, HANDEL,  
FASCH—Concentus musicus of Denmark  
(Mathiesen); H 1064, H 71064  
RAMUEAU: PIECES DE CLAVECIN EN  
CONCERT—Various Artists; H 1063, H  
71063  
SCHUTZ: MOTETS FROM "CANTIONES  
SACRAE"—Niedersächsischer Singkreis,  
Hanover (Trader); H 1062, H 71062

## BREAKOUT SINGLES

### ★ NATIONAL BREAKOUTS

**PRETTY LITTLE BABY**  
Marvin Gaye, Tamla 54117

**TO KNOW YOU IS TO LOVE YOU**  
Peter & Gordon, Capitol 5461

### ★ 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.

**UNCHAINED MELODY** . . . .  
Righteous Brothers, Phillies 129 (Frank, ASCAP)  
(San Francisco, Seattle)

**I'M THE ONE THAT LOVE FORGOT** . . . .  
Manhattans, Carnival 509 (Sanavon, BMI)  
(New York, Pittsburgh)

**YAKETY AXE** . . . .  
Chet Atkins, RCA Victor 8590 (Tree, BMI)  
(Nashville, Atlanta)

**IF YOU REALLY WANT ME TO,  
I'LL GO** . . . .  
Ron-Dells, Smash 1986 (Billie Fran, BMI)  
(Chicago, Nashville)

**HAPPY FEET TIME** . . . .  
Montclairs, Sunburst 106 (Lucianna, ASCAP)  
(Detroit, Pittsburgh)

**ONLY THOSE IN LOVE** . . . .  
Baby Washington, Sue 129 (Brown, BMI)  
(Baltimore, Miami)

**SUNRISE, SUNSET** . . . .  
Eddie Fisher, Dot 16732 (Sunbeam, ASCAP) (New York)

**CHANTILLY LACE** . . . .  
Rene & Rene, ABC-Paramount 10699 (Glad, BMI)  
(Chicago)

**YOU WERE ON MY MIND** . . . .  
We Five, A&M 770 (Witmark, ASCAP) (San Francisco)

**STREETS OF LAREDO** . . . .  
Johnny Cash, Columbia 43313 (Southwind, BMI)  
(Atlanta)

**STORM WARNING** . . . .  
Volcanos, Arctic 106 (Stilran-Dandelion, BMI)  
(Philadelphia)

**IT'S TOO LATE BABY, TOO LATE** . . . .  
Arthur Prysock, Old Town 1183 (Pry-Weiss, BMI)  
(Baltimore)

**SAY THANK YOU** . . . .  
Joe Tex, Parrot 45012 (Tree, BMI) (New Orleans)

**I'LL ALWAYS LOVE YOU** . . . .  
Spinners, Motown 1078 (Jobete, BMI) (Detroit)

**TIGER WOMAN** . . . .  
Claude King, Columbia 43298 (Gallico, BMI) (Houston)

**BUSTER BROWNE** . . . .  
Willie Mitchell, Hi 2091 (Jec, BMI) (New Orleans)

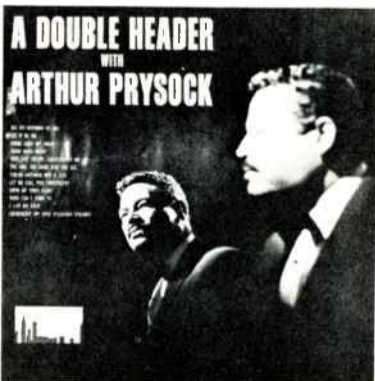
**THE LOSER** . . . .  
Skyliners, Jubilee 5506 (Wemar, BMI) (Detroit)

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**Art Lassiter's**  
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**IN THE LIFE**  
**OF A FOOL**  
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**IT'S TOO LATE, BABY**  
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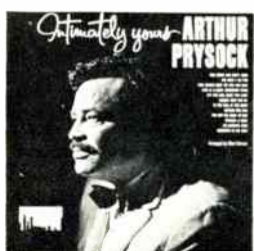


and the album that gave you  
IT'S TOO LATE BABY (TOO LATE)

**INTIMATELY YOURS**  
OLD TOWN LP 2008 M, 2008 S

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WITH  
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PRYSOCK**

OLD TOWN LP 2009 M, 2009 S



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71061

TELEMANN: CHAMBER MUSIC WITH RE-  
CORDER—Concentus Musicus of Denmark;  
H 1065, H 71065

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MARTINU: CONCERTO FOR OBOE & ORCH.  
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(Turnovsky); PLP 606, PLPS 606  
RAMEAU: FIRST CONCERT OF PIERCES DE  
CLAVECIN EN CONCERT—Ars Rediviva  
Ensemble; PLP 605, PLPS 605

#### POLYDOR

WILLY SCHNEIDER—Tausendmal Denk'ich  
Zurich; 46 796, 237 796  
VARIOUS ARTISTS—Reiter Freuden Folge 2;  
46 434, 237 434  
VARIOUS ARTISTS—Zwischen Tag Und  
Traum Folge 3; 237 379  
VARIOUS ARTISTS—Lobe Den Herren; 237  
234  
FRITZ WUNDERLICH—Welterfolge Grosse  
Tenore; 238 101

#### PRESTIGE

MILES DAVIS Plays For Lovers; PR 7352  
ERIC DOLPHY in Europe Vol. 2; PR 7350  
BARRY KORNFELD, DANNY KALB, ARTIE  
ROSE—The Folk Stringers; PR 7371

#### PROTONE

FRANCK: SONATA A MAJOR—Adolphe  
Frezin/Jane Courtland; 131 LPS

#### RCA VICTOR

ORIGINAL CAST—Music Theater of Lincoln  
Center "Kismet"; LOC 1112, LSO 1112



GOLD RECORDS for \$2 million in sales of the United Artists Records "Goldfinger" album were presented to Leslie Bricusse and Anthony Newley, who wrote the lyrics. John Barry wrote the music. From left, are: David Picker, United Artists Records president; Bricusse, Newley, and Mike Stewart, United Artists Records executive vice-president.

ELVIS PRESLEY—"Tickle Me"; EPA 4383

#### REPEAT

MOKULANI—Twilight In Tahiti; RS 170-9

#### RIVERSIDE

J.F.K. QUINTET—Young Ideas; 9424

#### SMASH

ROGER MILLER—The 3rd Time Around; MGS  
27068, SRS 67068

#### VANGUARD

VARIOUS ARTISTS—The Blues at Newport,  
1964, Part 2; VRS 9181, VCD 79181  
VARIOUS ARTISTS—The Blues at Newport,  
1964, Part 2; VRS 9181, VSD 97 181  
VARIOUS ARTISTS—Traditional Music at  
Newport, 1964, Vol. 1; VRS 9184, VSD  
79182

VARIOUS ARTISTS—Traditional Music at  
Newport, 1964, Vol. 2; VRS 9185, VSD  
79183

VARIOUS ARTISTS—Evening Concerts at  
Newport, 1964, Vol. 1; VRS 9184, VSD  
79184

VARIOUS ARTISTS—Evening Concerts at  
Newport, 1964, Vol. 2; VRS 9185, VSD  
79185

VARIOUS ARTISTS—Evening Concerts at  
Newport, 1964, Vol. 3; VRS 9186, VSD  
79186

THE WEAVERS Reunion at Carnegie Hall,  
Part 2; VRS 9161, VSD 79161

#### VEE JAY

LEONARD FEATHER'S Encyclopedia of Jazz/  
Jazz of the 60's/Vol. 2 Blues Bag; 2506

## Computer Predicts Chances Of Record Being Sales Hit

BEVERLY HILLS, Calif.—A computer programmed to predict—with 98 per cent accuracy—the probability of a new record being a sales hit has been developed.

It is a specially developed electronic computer called Single Record Unit Projector (SIRUP) armed with previous sales performances of more than 10,000 records released during the past two years.

The computer's memory is constantly refreshed with a continuous flow of pertinent infor-

mation regarding each new record release.

The analysis is broken down into three categories to project the probability of the record hitting the top 50, top 10, No. 1.

Allen D. Allen, creator of Computer Assessed Record Data (COMPASS), said it has been fashioned to offer a nationwide service for radio stations, record manufacturers and distributors. COMPASS, he said, will project the "hit probability percentage" of all new recordings immediately following their national release and in follow-up.



MIAMI RECORDS' new outlet in New York, which doubles as both a retail and distributor operation, is actually a branch of the Miami firm. The outlet stocks only Latin-American music. Racks like these contain an estimated 30,000 albums.

**45's DO BETTER IN P.R.**

## 78's in Spanish Still Good Market, Says Miami Records

NEW YORK — Miami Records, a Florida record firm that operates a distributor and retail outlet here, finds there is still a good market for 78 r.p.m. records in the Spanish field. The three top sales areas, according to Carlos Diaz-Granados Jr., are New York, Philadelphia and Chicago. Conversely, "45 r.p.m. records sell better in Puerto Rico."

A recent meeting of major South American labels to discuss discontinuing the manufacture of 78 r.p.m. records was futile, Granados Jr. said.

Miami Records, Miami, Fla., is owned and operated by Carlos Diaz-Granados Sr. The 15-year-old business specializes in Latin American music. Granados, who previously operated a record business in Barranquilla, Colombia, S. A., handles about 20-25 major South American labels. Some he presses at the Miami factory from imported masters. Others, he just has distribution rights.

The New York retail-distributor outlet is managed by Antonio Bustillo, aided by Granados Jr. Albums are the best sellers, according to Bustillo, who said he had about 30,000 in stock. The latest dance craze in Colombia, S. A., is the Cumbia, and these records sell extremely well in New York. Some of the top artists are Trio Los

Panchos on Columbia Records, Los Diplomaticos on Fuentes Records, Javier Solis on Columbia and Daniel Santos on Fuentes.

All mono albums retail for \$3; stereo for \$3.50 at the New York store. Miami Records distributes in Puerto Rico, most of the major cities of the United States, and in Utah and Texas. "Texas is a good market," Granados Jr. said. Granados Jr., a recording artist, has had a couple of singles and an album released on his father's label, Miami Records.

## HITS OF THE WORLD

• Continued from page 24

- |    |   |  |
|----|---|--|
| 4  | 5 | CARCARA—*Nara Leao (Philips)                       |
| 5  | 4 | MA VIE—Alain Barriere (RCA)                        |
| 6  | — | SENTIMENTAL DEMAIS—*Altemar Dutra (Odeon)          |
| 7  | 7 | RED ROSES FOR A BLUE LADY—Bert Kaempfert (Polydor) |
| 8  | — | GAROTA MODERNA—*Doris Monteiro (Philips)           |
| 9  | 6 | HISTORIA DE UM HOMEM MAU—Roberto Carlos (CBS)      |
| 10 | 8 | LA MIA FESTA—Richard Anthony (Odeon)               |

### SINGAPORE

\*Denotes local origin

- | This Week | Last Week | Title                           | Artist                   | Label          |
|-----------|-----------|---------------------------------|--------------------------|----------------|
| 1         | 1         | DO THE CLAM                     | Elvis Presley            | (RCA)          |
| 2         | 3         | THE MINUTE YOU'RE GONE          | Cliff Richard            | (Columbia)     |
| 3         | 4         | CONCRETE AND CLAY—Unit 4 Plus 2 | (Decca)                  |                |
| 4         | 5         | LITTLE MISS STUCK-UP            | Del Ashley               | (Dot)          |
| 5         | 6         | OH NO, NOT MY BABY              | Manfred Mann             | (HMV)          |
| 6         | 9         | BE MY GIRL                      | Keith Locke & the Quests | (Columbia)     |
| 7         | 8         | THAT WILL BE THE DAY            | —Everly Bros.            | (Warner Bros.) |
| 8         | —         | THE LAST TIME                   | Rolling Stones           | (Decca)        |
| 9         | —         | I'LL NEVER FIND ANOTHER YOU     | Seekers                  | (Columbia)     |
| 10        | 7         | THE GAME OF LOVE                | Wayne Fontana            | (Fontana)      |

## Jerry Weiner a V.P.

CINCINNATI — John W. Holzman, president of Ohio Appliances, Inc., here, distributor of RCA equipment, last week announced the appointment of Jerry Weiner as a vice-president of the firm. Weiner joined the company in 1950 and served as a sales representative until September, 1959, when he was appointed general manager of the firm's record division, which handles both the RCA Victor and Disneyland disk lines. Prior to joining Ohio Appliances, Weiner was associated with King Records here.

## • ALBUM REVIEWS

• Continued from page 29



### THREE-STAR ALBUMS

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

#### COMEDY

MR. FUNNY MAN

July 10, 1965, BILLBOARD

**LOW PRICE CLASSICAL**  
BACH: CONCERTO FOR 3 VIOLINS & Pigeat Markham. Chess LP 1493 (M)  
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Chamber Orch. of the Sarre (Ristenpart). Nonesuch H 1057 (M); HL 71057 (S)

#### RELIGIOUS

THUNDERTONES OF PRAISE  
Ronnie Avalone. Sword S 1411 LP (M); SS 2411 LP (S)

#### INTERNATIONAL

DANCE ALONG WITH HOT HORO FROM BULGARIA  
Bulgarian Dance & Song Ensembles of Sofia. Bruno BR 50207L (M)

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## LP's

Any label

**\$2.35**

\$3.79 list

**\$2.97**

\$4.79 list

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\$5.99 list

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45's

Save time and money! Orders filled and shipped same day received — anywhere in the U.S.A.

## 12 Ronette Astatic

# Replacement Needles

The most popular sapphire needle. Packaged 12 per display card.  
1 or 2 cards **\$5** per card 3 or more cards **\$4** per card

Retails at \$2.50 per needle. Fits most popular models of brand-name phonographs.

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**\$1.75**

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Available in bulk at \$5 per thousand

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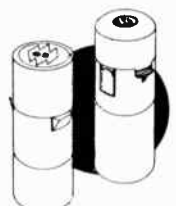


Steady profit-maker! Every record purchaser will want one. Good quality. Individually "peg-packaged". Retail price \$1 each. Your cost . . .

**\$1.75**

per dozen

### VM & BSR SPINDLES



Tremendous profit item. Retail price \$2.95. You can order one or one hundred at this same low price.

**95¢**

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# WCMS Files a Suit Against Roger Miller

NORFOLK, Va. — WCMS Radio, Norfolk, which operates country radio station WCMS here, has filed suit with the United States District Court for the District of Columbia against Roger Miller, Smash Records artist, charging breach of contract. The radio station seeks \$1 million.

According to the charges, Miller was scheduled to appear in two concerts at the Allen Shepherd Convention Dome in nearby Virginia Beach last Sunday (20) and failed to show for either performance.

George A. Crump, WCMS president, said that the station was unable to locate Miller the day of the performances, which were finally cancelled with full refunds to about 3,000.

Crump added that Miller's luggage did arrive in the Nor-

folk airport, but the airline received a request that it be forwarded to Washington.

WCMS charges it received a report to the effect that Miller was in a Washington nightclub during the hours of his scheduled Sunday performance.



LORETTA LYNN and ERNEST TUBB have teamed together on a great new Decca single (#31793), "Our Hearts Are Holding Hands." The song, which is getting heavy air play, was written by Moss-Rose staffer Bill Anderson. (Advertisement)

## Frank Darris on Tim Gayle Label

HOLLYWOOD—Frank Darris, the Tucson, Ariz. c&w chanter and songwriter, has his coupling of "Angel Face and Devil Mind" and Marty Robbins' song, "Ruby Ann," latter published by Starday, on Tim Gayle's newly reactivated Advance Records.

Gayle, back in action after a siege of illness, has settled in Hollywood with his family. The veteran songwriter-agent, indie producer and publicist, has also formed a new promotion service called Songwriter Publicists, with headquarters at 6376 Yucca Street here.



STONEWALL JACKSON, a consistent chart-making artist, has another hit with "Trouble and Me" (Columbia 4-43304). The new single was pulled from the album by same title because of strong air play around the country. (Advertisement)

## Live Shows a Boon to KSOP

SALT LAKE CITY—KSOP, all c&w station here, continues to enjoy success with its sponsored live shows in the area, according to M. H. Hilton, general manager, and Jay Gardner, program director. Hilton and Gardner, who have sponsored live shows in this sector over a long period, are firm believers in the idea of sponsored shows by radio stations, especially for those outlets that play as much as six hours of c&w each day.

The most recent show to play here (June 25-26) under KSOP sponsorship featured the Marty Robbins show plus Mary Taylor, Buck Owens and His Buckeroos will be the attraction at the Lagoon show site July 16-17, with Johnny Cash, June Carter, the Statly Brothers and the Tennessee Three coming in under KSOP sponsorship Aug. 27-28. Negotiations are now on to bring in Hank Snow, Bonnie Owens, Leon McAuliffe, Dolores Smiley, Bill Anderson, Wanda Jackson, Ned Miller, Freddie Hart, Lonzo and Oscar, Dave Dudley and Willie Nelson before the season's end.

## YESTERYEAR'S COUNTRY HITS

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the Country field 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's chart at that time.

### COUNTRY SINGLES— 5 Years Ago July 11, 1960

1. Please Help Me, I'm Falling, Hank Locklin, RCA Victor
2. One More Time, Ray Price, Columbia
3. Above and Beyond, Buck Owens, Capitol
4. Each Moment (Spent With You), Ernest Ashworth, Decca
5. Softly and Tenderly (I'll Hold You in My Arms), Lewis Pruitt, Decca
6. That's My Kind of Love, Marion Worth, Guyden
7. Your Old Used to Be, Faron Young, Capitol
8. A Lovely Work of Art, Jimmy Newman, MGM
9. Left to Right, Kitty Wells, Decca
10. Just One Time, Don Gibson, RCA Victor

### COUNTRY SINGLES— 10 Years Ago July 9, 1955

1. In the Jailhouse Now, Webb Pierce, Decca
2. Making Believe, Kitty Wells, Decca
3. I Don't Care, Webb Pierce, Decca
4. Yellow Roses, Hank Snow, RCA Victor
5. Satisfied Mind, Porter Wagoner, RCA Victor
6. Cattle Call, Eddy Arnold & H. Winterhalter, RCA Victor
7. Live Fast, Love Hard and Die Young, Faron Young, Capitol
8. Satisfied Mind, Red & Betty Foley, Decca
9. There She Goes, Carl Smith, Columbia
10. Ballad of Davy Crockett, Tennessee Ernie Ford, Capitol

## HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 7/10/65

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	BEFORE YOU GO Buck Owens, Capitol 5410 (Bluebook, BMI)	9	27	19	SEE THE BIG MAN CRY Charlie Louvin, Capitol 5369 (Tuneville & Lyn-Lou, BMI)	16
2	3	ENGINE, ENGINE #9 Roger Miller, Smash 1983 (Tree, BMI)	8	28	28	MY OLD FADED ROSE Johnny Sea, Phillips 40267 (Southwind, BMI)	14
3	6	THE OTHER WOMAN Ray Price, Columbia 43264 (Pamper, BMI)	10	29	29	TOO MANY TIGERS Tex Williams, Boone 1028 (Screen Gems-Columbia, BMI)	7
4	2	WHAT'S HE DOING IN MY WORLD Eddy Arnold, RCA Victor 8516 (4 Star, BMI)	16	30	31	GETTIN' MARRIED HAS MADE US STRANGERS Dottie West, RCA Victor 8525 (Geld-Udell, ASCAP)	8
5	9	THE BRIDGE WASHED OUT Warner Mack, Decca 31774 (Peach, SESAC)	7	31	37	YAKETY AXE Chet Atkins, RCA Victor 8590 (Tree, BMI)	3
6	4	RIBBON OF DARKNESS Marty Robbins, Columbia 43258 (Witmark, ASCAP)	13	32	48	THAT AIN'T ALL John D. Loudermilk, RCA Victor 8579 (Acuff-Rose, BMI)	2
7	11	THE FIRST THING EV'RY MORNING (And the Last Thing Ev'ry Night) Jimmy Dean, Columbia 43263 (Plainview, BMI)	6	33	33	BLAME IT ON THE MOONLIGHT Johnny Wright, Decca 31740 (Acuff-Rose, BMI)	10
8	8	BLUE KENTUCKY GIRL Loretta Lynn, Decca 31769 (Sure-Fire, BMI)	8	34	32	SOMEONE'S GOTTA CRY Jean Sheppard, Capitol 5392 (Wilderness, BMI)	6
9	10	YES, MR. PETERS Roy Drusky & Priscilla Mitchell, Mercury 72416 (Screen Gems-Columbia, BMI)	7	35	25	CERTAIN Bill Anderson, Decca 31743 (Moss Rose, BMI)	15
10	7	I'LL KEEP HOLDING ON Sonny James, Capitol 5375 (Marson, BMI)	15	36	36	STILL ALIVE IN '65 Jim Nesbitt, Chart 1200 (Peach, SESAC)	3
11	12	I CAN'T REMEMBER Connie Smith, RCA Victor 8551 (Moss Rose, BMI)	6	37	50	WINE Mel Tillis, RIC 158 (Cedarwood, BMI)	2
12	5	QUEEN OF THE HOUSE Jody Miller, Capitol 5402 (Tree, BMI)	7	38	40	COUNTRY GUITAR Phil Baugh, Longhorn 559 (Deep Cross, BMI)	5
13	13	SHE'S GONE GONE GONE Lefly Frizzell, Columbia 43256 (Wilderness, BMI)	11	39	44	LOUISIANA MAN George & Gene, Musicor 1097 (Acuff-Rose, BMI)	2
14	20	BACK IN CIRCULATION Jimmy Newman, Decca 31745 (New Keys, BMI)	12	40	35	I HAD ONE TOO MANY Wilburn Brothers, Decca 31764 (Sure-Fire, BMI)	7
15	15	THIS IS IT Jim Reeves, RCA Victor 8508 (Acclaim, BMI)	19	41	41	BE GOOD TO HER Carl Smith, Columbia 43266 (Cedarwood-Spook, BMI)	3
16	14	THINGS HAVE GONE TO PIECES George Jones, Musicor 1067 (Glad, BMI)	18	42	42	ENOUGH FOR YOU Ott Stephens, Chart 1205 (Peach, SESAC)	5
17	17	YOU DON'T HEAR Kitty Wells, Decca 31749 (Cash, BMI)	13	43	43	HICKTOWN Tennessee Ernie Ford, Capitol 5425 (Central Songs, BMI)	3
18	21	BECAUSE I CARED Ernest Ashworth, Hickory 1304 (Acuff-Rose, BMI)	9	44	47	AGAIN Don Gibson, RCA Victor 8589 (Acuff-Rose, BMI)	2
19	16	GIRL ON THE BILLBOARD Del Reeves, United Artists 824 (Moss Rose, BMI)	18	45	46	A SIX FOOT TWO BY FOUR Willis Brothers, Starday 713 (Starday, BMI)	5
20	24	SIX TIMES A DAY (The Trains Came Down) Dick Curless, Tower 135 (Aroostook, BMI)	4	46	—	MISTER GARFIELD Johnny Cash, Columbia 43313 (Southwind, BMI)	1
21	26	IT'S ALRIGHT Bobby Bare, RCA Victor 8571 (Wormwood, BMI)	6	47	34	FORTY NINE, FIFTY ONE Hank Locklin, RCA Victor 8560 (Ringneck-Coldwater, BMI)	9
22	22	WRONG NUMBER George Jones, United Artists 858 (Glad, BMI)	6	48	—	TRUCK DRIVIN' SON-OF-A-GUN Dave Dudley, Mercury 72442 (Raleigh, BMI)	1
23	27	TIGER WOMAN Claude King, Columbia 43298 (Gallico, BMI)	3	49	—	WALKING THE FLOOR OVER YOU George Hamilton IV, RCA Victor 8608 (Noma, BMI)	1
24	30	WILD AS A WILDCAT Charlie Walker, Epic 9799 (Tree, BMI)	6	50	—	I HEARD FROM A MEMORY LAST NIGHT Jim Edward Brown, RCA Victor 8566 (Randy-Smith, ASCAP)	1
25	23	HE STANDS REAL TALL "Little" Jimmy Dickens, Columbia 43243 (Yonah-Champion, BMI)	14				
26	18	MATAMOROS Billy Walker, Columbia 43223 (Doss-Matamoros, BMI)	14				

## 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	2	CONNIE SMITH RCA Victor LPM 3341 (M); LSP 3341 (S)	11	12	20	HANK WILLIAMS, SR., & HANK WILLIAMS, JR., FATHER & SON MGM E 4276 (M); SE 4276 (S)	2
2	1	I'VE GOT A TIGER BY THE TAIL Buck Owens, Capitol T 2283 (M); ST 2283 (S)	18	13	17	HERE COMES THE NIGHT Dottie West, RCA Victor LPM 3368 (M); LSP 3368 (S)	2
3	5	I'LL KEEP HOLDING ON (Just to Your Love) Sonny James, Capitol T 2317 (M); ST 2317 (S)	6	14	10	HITS FROM THE COUNTRY HALL OF FAME Floyd Cramer, RCA Victor LPM 3318 (M); LSP 3318 (S)	12
4	4	THE RETURN OF ROGER MILLER Smash MGS 27061 (M); SRS 67061 (S)	20	15	16	CROSS THE BRAZOS AT WACO Billy Walker, Columbia CL 2331 (M); CS 9131 (S)	3
5	3	THE RACE IS ON George Jones, United Artists UAL 3422 (M); UAS 6422 (S)	8	16	8	SONGS FROM MY HEART Loretta Lynn, Decca DL 4620 (M); DL 74620 (S)	11
6	9	THE WORLD OF COUNTRY MUSIC Various Artists, Capitol NPB 5 (M); SNPB 5 (S)	4	17	13	MR. COUNTRY AND WESTERN MUSIC George Jones, Musicor MM 2046 (M); MS 3046 (S)	4
7	6	THE JIM REEVES WAY RCA Victor LPM 2968 (M); LSP 2968 (S)	19	18	—	BLUE KENTUCKY GIRL Loretta Lynn, Decca DL 4665 (M); DL 74665 (S)	1
8	7	GEORGE JONES & GENE PITNEY Musicor MM 2044 (M); MS 3044 (S)	15	19	19	MISTER SINCERITY—A TRIBUTE TO ERNEST TUBB George Hamilton IV, RCA Victor LPM 3371 (M); LSP 3371 (S)	2
9	12	RED ROSES FOR A BLUE LADY George Morgan, Columbia CL 2333 (M); CS 9133 (S)	3	20	—	TOMBSTONE EVERY MILE Dick Curless, Tower T 5005 (M); DT 5005 (S)	1
10	11	BURNING MEMORIES Kitty Wells, Decca DL 4612 (M); DL 74612 (S)	13				
11	14	THE EASY WAY Eddy Arnold, RCA Victor LPM 3361 (M); LSP 3361 (S)	4				



RIDING THE TIDE

# WARNER MACK

\*\*\*\*\*

## "THE BRIDGE WASHED OUT"

b/w "BIGGEST PART OF ME" DECCA 31774



*Thanks D. J. S  
for making "Bridge" a Hit  
Sincerely Warner*



PUBLISHED BY  
PEACH MUSIC  
806—17th AVE., SO.  
NASHVILLE, TENNESSEE

BOOKINGS:  
THE BOB NEAL AGENCY  
812—16th AVE., SO.  
NASHVILLE, TENNESSEE



JOHNNY PAYCHECK is considered the most important new artist in Country Music today. "The Girl They Talk About," Hilltop #3006, is his current big record. Represented by Aubrey Mayhew. (Advertisement)

## Selman Manager Of Reeves Firm

MADISON, Tenn. — Mary Reeves, president of Jim Reeves Enterprises, has announced the appointment of Clarence Selman to succeed Ray Baker as general manager of Jim Reeves Enterprises, which include Open Road, Tuckahoe, Acclaim Music, Mary Reeves, Inc., publishing firms, and the Blue Boys, the group used by the late Jim Reeves on his personal appearances and who are now touring and recording on their own.

Selman's duties will be varied, Mrs. Reeves says, but basically will be the operation of the publishing firms.



PHIL BAUGH's Longhorn Record #559 of "Country Guitar" is riding at the top of most country charts, and sales are great. Longhorn has just leased this record to Spartan Records of London, Ont., for distribution throughout Canada. (Advertisement)



SPOTTED BACKSTAGE in Niagara Falls, N. Y., recently during Ramblin' Lou's promotion with Hank Snow were, left to right: Snow; Dennis Baker, of Cavage Record Stores, Buffalo; Ramblin' Lou, promoter and c&w program director at WWOL, Buffalo; Val Fenton, of RCA Victor Records, and Juanita Rose, of RCA Victor. The show, says Ramblin' Lou, drew capacity business at three performances.

## Chart to Handle Own Distribution

NASHVILLE — Chart Records will begin handling its own distribution July 1, Ott Stephens, Chart president, announced last week.

The relatively new record company, which has had considerable success in the c&w area, has previously been associated with Sound of Nashville, Inc., in a distribution arrangement.

Stephens said that growth of the label and its subsidiary, Great Records, coupled with industry acceptance of the product necessitated the distribution change.

He said the new arrangement will present the label an opportunity to work first hand with distributors in helping to merchandise its line.

Product will continue to be handled by Arc Sound, Ltd., of Canada, in that country.

In an expansion move, Stephens announced the appointment of Gary Walker, well-known Nashville producer, to head the Nashville office. Walker will produce all Chart sessions, and Stephens will be in charge of a&r.

Slim Williamson will serve as general manager and will work mainly in promotion, Stephens said.

The firm plans two single releases monthly on each label. New artists for the Great label are Gene Hood and Wayne Cagle, with early releases planned.

The label is now servicing more than 2,000 DJ's, Stephens reported.

## Whitman Returns To S. A. in '66

NASHVILLE—A. G. T. McGrath, of Teal Records of South Africa, was here recently for a meeting with Herb Shucher, Slim Whitman's manager, relative to future recordings and personal appearances in South Africa for the Imperial recording artist. Whitman, who has just returned from a six-week tour of South Africa, is due in Nashville soon for recording sessions.

October, 1966, has tentatively been set for Whitman's return to South Africa. In the meantime, he will record an album in the Afrikaan language. McGrath reported that Whitman's duet recording with Virginia Lee, South African artist, was enjoying much success in that country. Negotiations have begun between Teal, Imperial and Shucher to bring Miss Lee to the United States for recording sessions and a personal-appearance tour.

## Minnie Pearl Set

NASHVILLE — Minnie Pearl's guest appearance on ABC's Al Hirt show, "Fanfare," has been set for viewing at 6:30 p.m., CST, Saturday, July 31. Taping of the show has been scheduled for July 26-28.

## McCall TV Debut

JACKSON, Mich. — "The Cash McCall Show," a new weekly half-hour country & western presentation, made its debut Saturday (3) on WILX-TV here. Show will feature Cash McCall and His Greenbacks and special guests. McCall's first record, "My Friend Johnny,"



**SOLID SUCCES\$:** Look again. That's no average guy making a routine phone call. It's country music artist Webb Pierce chatting on his brand-new, \$olid gold-plated phone piece. The phone was an "appreciation gift" from Pierce's friend and fellow artist, Merle Kilgore. Kilgore, incidentally, has one too.

## Barbara Allen Kicks Off Tour

RICHMOND, Va.—Country singer Barbara Allen, following an engagement at the Golden Nugget, Las Vegas, Saturday (3) kicked off a series of fair and celebration dates that will carry her through Aug. 7. The opening stand was Beach Haven, Pa.

Miss Allen follows with Richmond, Va., July 10; Fairplay, Md., 13; Spring Grove, Pa., 16; Wheeling, W. Va., 17; Hagerstown, Md., 22; Richmond, Va., 24; Dunkirk, N. Y., 29; Newmans town, Pa., 31; Mason, Mich., Aug. 3, and Suffolk, Va., 7. Miss Allen works under the personal management of Jim Gemmill, Richmond booker.

was released last week on Sheb Wooley's Topic Records label.



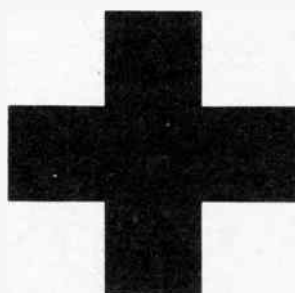
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## BEST SELLING GOSPEL LP's BY LABEL

These listings are the current best selling Gospel LP's as reported to Billboard by the leading manufacturers in this field.

### RCA VICTOR

1. THE BEST OF THE BLACKWOOD BROTHERS, LPM 2931 (M); LSP 2931 (S)
2. THE BEST OF THE STATESMEN QUARTET, LPM 2933 (M); LSP 2933 (S)
3. THE BLACKWOOD BROTHERS PRESENT THEIR EXCITING TENOR BILL SHAW, Blackwood Brothers & Bill Show, LPM 2938 (M); LSP 2938 (S)
4. THE STATESMEN QUARTET WITH Hovie Lister Spotlights Dooy Ott, LPM 2864 (M); LSP 2864 (S)
5. JACK HOLCOMB (MR. GOSPEL MUSIC) SINGS YOUR FAVORITES, LPM 2729 (M); LSP 2729 (S)

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...from RCA Victor!



**WAYLON  
JENNINGS**

**"THAT'S THE CHANCE  
I'LL HAVE TO TAKE"**

(45-8572)

**#3—WJJD—CHICAGO**

**#12—KCKN—KANSAS CITY**

**#20—WTUF—MOBILE**



**DON  
BOWMAN**

**"WRONG HOUSE"**

(47-8588)

*Latest Album*

**"FRESH FROM THE  
FUNNY FARM"**

(LPM-LSP-3345)



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## DGG Makes Cut in Prices

NEW YORK — Deutsche Grammophon Gesellschaft, distributed in the U.S. by MGM, this week announced that the suggested list on its albums will drop from \$5.98 to \$5.79 immediately. The reduction is a direct result of the removal of the excise tax, with savings to be passed on to distributors and dealers.

Jerry Schoenbaum, MGM classical division general manager, said that DGG is in the process of completing its fall release schedule. The schedule will be announced at distributor meetings in San Francisco July 20 and in New York July 2.

Included in the fall schedule are new releases of Mozart's "Magic Flute" and Schoenberg's "Gurre-Lieder."

## 3d RCA Album By Peter Serkin

NEW YORK — Peter Serkin, 17-year-old pianist, has recorded his third RCA Victor album, the Bartok Concerto for Piano No. 3. He performs with the Chicago Symphony Orchestra, directed by Swiji Ozawa. It's the Japanese conductor's first recording for Victor.

## Young Clarinetist At Spoleto Fest

SPOLETO, Italy — Paul Green, 16-year-old classical clarinetist, is the youngest musician ever to perform at the Festival of Two Worlds here. The three-week festival ends July 18.

Charles Wadsworth, artistic director of the festival, heard Green play at a Carnegie Hall recital several months ago. He was so impressed with the youngster's technical mastery of the instrument, he arranged for Gian Carlo Menotti, composer and founder of the Spoleto festival, to hear the youngster. Menotti was as impressed as Wadsworth and they both decided to invite Green to perform in the chamber music program of the festival.

Green has several credits thus far, having performed solo works on radio, and has played with the New York Philharmonic under Leonard Bernstein.

## BRITTEN WORK FOR MUSICALE

PERUGIA, Italy — A new work by Benjamin Britten, "Cerulean River," will be a highlight of the Sagra Musicale Umbra Sept. 23 to Oct. 3. Also on the program will be "Verdi's Requiem," conducted by Herbert von Karajan, the choruses of the Moscow Academy and the Moravian Academy of Prague, the Boys Chorus of Brno and themes of religious presence in music under the direction of Francesco Siciliani.

## New Volume Is Issued on Classical Music

NEW YORK—David Ewen's "Complete Book of Classical Music" (Prentice-Hall, \$14.95) should be a valuable tool to classical record programmers and disk jockeys. The 946-page book contains biographies of 118 classical composers from Guillaume de Machaut (1300-1377) to Richard Strauss (1864-1949), with critical evaluations of their works.

With many long-forgotten classical pieces now programmed in records, the book can also serve as a valuable guide for the amateur. Plots of ballets and operas are discussed in detail.

The author discusses the development of classical music from the Ars Nova of the 14th Century to impressionism in a lucid and articulate style.

"The Complete Book of Classical Music" is just what the title says. AARON STERNFIELD

## Van Cliburn to Perform at Camp

INTERLOCHEN, Mich. — Van Cliburn will give a July 15 performance at the National Music Camp here, with the proceeds going for the scholarship fund. This marks the fifth straight year that the RCA Victor artist has played at Interlochen.

Some 350 concerts, dance programs, operettas, plays and art displays are scheduled for the two-month session.

## Nonesuch Adds An Intl. Series

NEW YORK — Nonesuch Records, the moderate-price classical subsidiary of Elektra Records, is adding a Nonesuch International series.

According to Jac Holzman, Elektra president, the series will concentrate on folk music throughout the world and will consist of original recordings, not re-packaging of previously released material.

The first five releases, which will be in the hands of distributors next week, consist of Greek, Indian, Japanese, Scottish and Spanish (flamenco) albums.

Pricing policy will be the same as the regular Nonesuch line, with a suggested \$2.50 list.

## Verona Arena Program Is Set

VERONA, Italy — Three operas, "Norma," "Carmen," "La Traviata," and a ballet program by Luisillo and the Spanish Dance Theatre will constitute the July 21-Aug. 15 program of the 43d opera season at the famed Verona Arena, a perfectly preserved relic of Roman days in the center of the city.

Among the vocalists who will participate are Leyla Gencer, Fiorenza Cossotto, Bruno Prevedi, Ivo Vinco, Giulietta Somonionato, Mario Del Monaco, Gastone Limarilli, Giangiacomo Guelfi, Mirella Freni, Renata Scotta, Renato Cioni and Mario Sereni. Conductors will be Giandrea Gavazzeni, Nino Sanzogno and Francesco Molinari Pradelli. Sandro Bolchi will be stage director.

## Guerrini Dead

ROME—One of Italy's foremost composers and teachers of music, Prof. Guido Guerrini, president of the Santa Cecilia Academy, died here at 75. Born in Faenza and a student of Ferruccio Busoni in Bologna, Guerrini composed five operas, last of which was presented in Rome a decade ago, numerous symphonic and choral works, as well as books on music. He was appointed to the Santa Cecilia post in 1952.



MONTSERRAT CABALLE, the Spanish soprano who made her American debut this spring in the title role of an American Opera Society production of Donizetti's "Lucrezia Borgia," has signed a long-term contract with RCA Victor.

## BEST SELLING CLASSICAL LP'S

Below is a list of best selling Classical LP's in top Classical Retail Outlets.

This Week

1. **AN HISTORIC RETURN—HOROWITZ AT CARNEGIE HALL:** Columbia (2-12") M2S-728 (S), M2L-328 (M).
2. **HOROWITZ PLAYS SCARLATTI:** Columbia MS 6658 (S), ML 6058 (M).
3. **RIMSKY-KORSAKOV—Scheherazade;** London Symphony Orch. (Stokowski): London SPC 21005 (S), PM 55002 (M).
4. **PUCCINI—Tosca;** Callas, Bergonzi, Ercolani, Trama, Paris Conser. Orch., The Nat'l Op. Cho. (Pretre): Angel (3-12") S 3655 (S), 3655 (M).
5. **MY FAVORITE CHOPIN:** Cliburn: RCA Victor LSC 2576 (S), LM 2576 (M).
6. **WAGNER—Gotterdammerung;** Nilsson, Windgassen, Frick, Fischer-Dieskau, Ludwig, Watson, Neidlinger, Watts, Hoffman, Vaeikki, Popp, Jones, Guy, Vienna State Opera Cho., Vienna Philharmonic Orch. (Solti): London (6-12") OSA 1604 (S), A 4604 (M).
7. **TCHAIKOVSKY—Concerto No. 1 in B flat for Piano and Orch.;** Cliburn, Sym. Orch. (Kondrashin): RCA Victor LSC 2252 (S), LM 2252 (M).
8. **BERNSTEIN—Symphony No. 3 (Kaddish);** Tourel, Montealegre, N.Y. Phil., Camerata Singers, Columbus Boychoir (Bernstein): Columbia KS 6605 (S), KL 6005 (M).
9. **BEETHOVEN—Symphony No. 9;** RCA Victor (2-12") LM 6009 (M), (No Stereo).
10. **BRUCKNER—Symphony No. 4 in E flat "Romantic";** Phil. Orch. (Klemperer): Angel S 36245 (S), 36245 (M).
11. **GERSHWIN—Rhapsody in Blue;** Columbia Sym. (Bernstein): Columbia MS 6091 (S), ML 5413 (M).
12. **VERDI—La Forza Del Destino;** Price, Tucker, Merrill, Tozzi, RCA Victor Ital. Op. Orch. & Cho. (Schippers): RCA Victor (4-12") LSC 6413 (S), LM 6413 (M).
13. **OPERATIC ARIAS:** Price, Basile, Rome Opera House Orch. (de Fabritiis): RCA Victor LSC 2506 (S), LM 2506 (M).
14. **BIZET—Carmen;** Callas, Gedda, Massard, Guiot, Paris Opera Orch. (Pretre): Angel (3-12") SCLX 3650 (S), CLX 3650 (M).
15. **MAHLER—Symphony No. 3;** N.Y. Phil. (Bernstein): Columbia (2-12") M2S 675 (S), M2L 275 (M).
16. **MOZART—Dances (25) and Marches (9);** Vienna Phil. (Boskovsky): London 6428 (S), 9428 (M).
17. **RACHMANINOFF—Concerto No. 2 in C for Piano;** Graffman, N.Y. Phil. (Bernstein): Columbia MS 6634 (S), ML 6034 (M).
18. **RODRIGO—Concierto de Aranjuez for Guitar and Orch.;** Bream, Melos Cho. Orch. (Davis): RCA Victor LSC 2730 (S), LM 2730 (M).
19. **FLOTOW—Martha (Selections);** Rothenberger, Wunderlich, Frick, Berlin Mun. Op. (Klobucar): Angel S 36236 (S), 36236 (M).
20. **GRIEG—Concerto in A for Piano;** Rubinstein: RCA Victor LSC 2566 (S), LM 2566 (M).

## Casals Opens Marlboro Event

MARLBORO—Pablo Casals opened the Marlboro Music Festival here Friday (2) in a performance of the Bach Suite No. 1 in C Major. The noted cellist and conductor was also heard in Beethoven's Octet for Winds, directed by Marcel Moyse, woodwind authority and one of the founders of the music center.

Casals was scheduled to conduct the three remaining Bach Orchestra Suites Saturday (3) and Sunday (4) and next weekend. He will also hold two cello master classes, concluding his visit Monday (12).

Pianist Rudolf Serkin has been artistic director of the festival since 1960.

## Hinton Is Named By Col.'s Block

HOLLYWOOD—Gene Block, regional sales manager for Columbia Records, has appointed Bruce Hinton to promotion manager. Hinton replaces Rudy Butterfield, who has resigned.

Hinton will be responsible for the promotion and merchandising of single records in the Southern California, Arizona and Las Vegas markets. In addition, he will work with Jeff Clark, promotion manager, in campaigns for selected LP product.

Hinton also will function in the area of artist relations, coordinating Columbia Records' activities with the label's artists and their representatives in the Los Angeles area. He will report to Ted Rosenberg, branch manager.

## PEERCE MOBBED AFTER LUCIA

VIENNA—Hundreds of fans tried to storm the stage door of the Volksopera here last week to congratulate Metropolitan Opera Co. tenor Jan Peerce for his performance as Edgardo in "Lucia di Lammermoor" at the Festival of Vienna. Traffic was disrupted for 25 minutes because teen-agers wanted Peerce's autograph on his pictures and records.



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## KOL Making Pop Bid

By CLAUDE HALL

SEATTLE — KOL Radio wanted to go into a pop format, but the market was already crowded. The station had been involved in various formats the past two years, but general manager Bob Cooper was merely biding his time. "I've had this idea for some while, but needed the right timing and the right format to pull it off."

KJR Radio has been the king of the pop-formatted stations for the past several years. About a year ago, another station went Top 40, but gave up less than two months ago.

KJR was doing "very well in the market," Cooper said, "and I knew if we were going to buck them we'd have to come up with something better." So, June 1 radio station KOL launched its attack on the market. But not quietly. And not without help.

The major assist came from

local distributors. Cooper said distributors chipped in with about 10,000 single records. A few days before school let out for the summer, KOL disk jockeys climbed aboard a station wagon fondly labeled "Woodie Wagon" for its potential surfboard-carrying possibilities. The DJs visited all 22 high schools, according to Cooper, passing out the free singles — letting the kids know with a flourish that a new pop station would be rocking the air waves.

Next, the station initiated a hit-list sheet, almost a standard item with pop and country stations. About 15,000 of the sheets are passed out each week. Each sheet contains a number. Some of the numbers are announced over the air and if a listener shows up with that sheet he wins 10 Top 40 records.

Another promotion involved the "Woodie Wagon." After it had served its use as a record

carrier, it was given away with a surfboard and a family weekend at an area resort to a lucky listener.

One of the changes to make KOL into a pop-formatted station were in the staff. The "British Sound" was so popular, KOL acquired a British disk jockey—Tommy Vance. Others added to the air personality roster were Don January, Danny Oliday and Rhett Hamilton Walker I. In addition, Sandy Siler, promotion man for West Coast Record Distributors, joined the station as record librarian.

The station is now strictly Top 40. The only albums played are those of Top 40 artists, Cooper said. While it was still too early to tell much about how the station is doing, "we've heard nothing but good from our advertising accounts, down to the kids," he said.



TO KICK OFF KOL Radio's Top 40 format, four new KOL disk jockeys toured every high school in the Seattle area giving away free records furnished by local distributors—about 10,000 of them. The deejays toured in the KOL "Woodie Wagon," complete with surfboard. Listeners were asked to collect as many signatures as possible on petitions, with the longest list winning the "Woodie Wagon," surfboard and a family weekend at the ocean. Left to right are DJ's Tommy Vance, Don January, Rhett Hamilton Walker I and Danny Holiday.

## STORY BEHIND THE SONG

By JACK BURTON

Once upon a time—and this has all the ingredients of a fairy tale—Hoagy Carmichael read a poem in a newspaper. He liked it so well he copied it on the back of an envelope and, putting it in a desk drawer, forgot all about it until several years later when he needed a lyric for a melody he'd just composed. Then he recalled the poem but when he found the envelope he discovered he had neglected to note the name of the author. He needed the author's permission if he was to use the verse.

His subsequent hunt got him nowhere until he solicited the

aid of Walter Winchell, who read the opening lines of the poem on his Sunday night broadcast and asked the author to communicate with him.

After three weekly SOS calls to "Mr. and Mrs. America and all the ships at sea," Winchell received a phone call from a Mrs. Thompson of Philadelphia, who identified herself as the author.

But for an O. Henry ending, Mrs. Thompson never lived to hear her poem immortalized by a Hoagy Carmichael tune. She died the day before Dick Powell sang "I Get Along Without You Very Well" on the air.

## Murray the K Points To Ratings, People

NEW YORK — Murray (the K) Kaufman said he felt his 90-minute Monday (28) CBS-TV special, "It's What's Happening, Baby!" was a "real good show." The program, which featured 24 recording acts, started with a 24 A. C. Nielsen rating for the N. Y. area, Kaufman said, and climbed to 28, and remained for the entire show—"one of the highest ratings of any show during the season."

New York newspaper critics panned the show, but Kaufman brushed the criticism aside. "Nobody liked the show but the people." He said the show's purpose was to sell an idea: That we care about them. "We weren't talking to the intellect . . . we were talking to people around 16 years old. We had to reach them. It was an emotional sell."

He said the show featured the most popular music in the U. S. and the show was up to the standards of the CBS network. "I selected the music," he said,

"but it had to go through CBS clearance. The show was shown to Government officials in Washington and CBS officials before it was ever aired. And it was approved."

The show met many technical problems; it was all taped, but Kaufman and a camera crew had to go shoot the film on location—10 locations in five different cities he said. Shooting took more than two weeks.

He felt that the show had made a tremendous impact with teen-agers. "It was most important that they weren't preached at or had flags waved at them. The show was a soft sell. We've opened the doors now to further contact with them." The show was aimed at out-of-school teen-agers and performed in conjunction with the U. S. Office of Economic Opportunity.

Kaufman said he would like to do more shows of a similar nature—"I'm ready and willing." He feels that doing the spectacular actually cost him money for the loss of personal appearance fees and about \$4,000 to \$5,000 in out-of-pocket expenses.

Among the artists featured on the show were the Dave Clark Five, Bill Cosby, the Drifters, the Four Tops, Cannibal and the Headhunters, Ray Charles, Herman's Hermits, Jan and Dean, Chuck Jackson, Tom Jones, Gary Lewis and the Playboys, Little Anthony and the Imperi-

## KHJ-TV Plans Aloha A Go Go

HOLLYWOOD — Rock 'n' roll is going Hawaiian. "Aloha A Go Go," an hour-long KHJ-TV special to be hosted by Sam Riddle and filmed in various locales throughout the Hawaiian Islands, will draw talent from the rock 'n' roll set. The program will air July 14.

Flying to Hawaii for the show are Gene Pitney, Ray Peterson, Jackie and Gayle, Jerry Naylor and the Crickets, the Challengers, the Wellingtons and the Gazzarri Dancers. Several Hawaiian acts also will be featured.

"Aloha A Go Go" is a special program in the same vein as the recent "Cheerio A Go Go" show, filmed in London by KHJ-TV. Both programs are produced by the West Coast RKO General Station. Al Burton is producing, with Wally Sherwin as executive producer. Donalie Fitzgerald is assistant producer and Joe Agnello is director.

## Artists Fill in At WKDA

NASHVILLE—Country music artists took over the microphone chores at WKDA Radio here for a week while disk jockey Dick Buckley took a vacation. The stars who filled in during Buckley's three-hour slot included Decca Records' Brenda Lee, RCA Victor's Eddy Arnold, Capitol's Sonny James, Mercury's Ray Stevens, and RCA Victor's Skeeter Davis.

When Skeeter Davis volunteered to answer questions about herself, the station's five-line switchboard was swamped with calls. Brenda Lee handled the ad libs, the intros, commercials and phone calls like a seasoned disk jockey.

The unusual thing about the whole event is that WKDA is a pop-formatted station.

als, Patti and the Bluebells, Johnny Rivers, the Ronettes, Dionne Warwick, Mary Wells, Marvin Gaye, Johnny Mathis, the Miracles, the Righteous Brothers, the Supremes, the Temptations, and Martha and the Vandellas.

## KFWB Publishing A Weekly Tabloid

By CLAUDE HALL

LOS ANGELES—The newest radio station to issue its own weekly newspaper is KFWB, which brought out Vol. 1, No. 1 on June 14. The eight-page newspaper takes the place of the station's KFWB Fab Forty, a weekly sheet listing the top hits in the area. Circulation is 25,000 copies a week, according to Mike Segalman of KFWB, "and we could triple it if we wanted to."

The first issue featured a banner across the top in blue ink proclaiming "Now eight pages big—and free!" The major headline on the front page, also in blue, said, "KFWB paper free to all." There was a picture on the front page of KFWB deejay Reb Foster strapping into a sports car at a recent drag festival event.

Besides a listing of the station's fabulous 40 survey, the tabloid newspaper contains columns by KFWB disk jockeys, including Gene Weed and Reb Foster. Primarily, the content of

the first two issues hinged upon fan-type stories about record personalities such as the Byrds, Jody Miller, Dean Martin, Sonny and Cher, the Everly Brothers, the Rolling Stones, a full-page picture of P. J. Proby, and a picture feature of Tom Jones. The newspaper also carries station news and promotions.

Segalman said the newspaper really had no editor at present, "we all make contributions . . . sort of like group therapy." Don French, KFWB program director, is in charge of the therapy. Deadline for copy is Tuesday and the newspaper is in the record stores by Thursday. "By Friday, they're all gone," Segalman said.

Costs More

Biggest problem encountered with the newspaper is that it costs more than a hit list, Segalman said. Since many hit lists issued by radio stations across the country carry an advertisement to offset cost, Segalman said he is planning to offset the

(Continued on page 39)

## WSB-FM Series

ATLANTA—Broadway plays are the element of a new series launched June 28 on WSB-FM here each 9:05 p.m. weeknight. "Welcome to Broadway" spotlights cast albums in stereo. The first week featured "Hello, Dolly!" "The King and I," "The Merry Widow," "Peter Pan," and "Fiddler on the Roof."



MERCURY RECORDS artist Roy Drusky, right, presents a copy of his latest album to disk jockey Curley Smith of WIXX Radio, Fort Lauderdale, Fla., while on tour promoting his "Yes, Mr. Peters," already on the top 10 of the Hot Country Singles list.

VOX JOX

George Cooper has been named program director of KALL Radio, Salt Lake City. . . . Robert Blake Harper, WSAI disk jockey, has exited the Cincinnati station. . . . Michael R. Sigelman is new director of promotion at KFWB Radio, Hollywood. . . . KHIP Radio, Albuquerque, N. M., is celebrating its first birthday and would like to have taped greetings from everyone — DJ's, publishers and artists. The country music station's address is 215 San Pedro Drive, N. E., Albuquerque. Care of Al Lynch.

Don McLeod has joined WERB Radio, Livonia, Mich., to fill in a morning slot and weekend afternoons. . . . The Kilgore

Brothers invite DJ's to write for a copy of their latest Del-Ray Records release, "Love Flame." Write Don Kilgore, R. D. 1, Worthington, Pa. . . . Jim Hanlon is morning man now for WKBO, Harrisburg, Pa. . . . Harold Searls joins WPTX, Albany-Troy-Schenectady, N.Y., under the guise of B. Zachary Steele.

"Detour" by Jimmy Walker can be obtained by DJ's from Jimmy Walker, 160 Second St., Nashville, Tenn. Write on your station's stationery. . . . WPAT Radio, New York, produced a special musical version of a trip to outer space June 14. Programming included classical music, popular, and even children's songs about space. . . .

WHAM Radio, Rochester, N.Y., now boasts the talents of Kerm Gregory, who uses his nine-year-old son's given name of Scott for his DJ work.

A letter from two 16-year-old boys in England addressed to "Any Radio Station, New York, U.S.A." was delivered to John A. Gambling, WOR Radio, New York. The Britishers said they wanted to correspond with American girls. Reading the letter over the air resulted in the two youths receiving more than 150 letters from American girls. Now isn't this carrying this hands-across-the-sea thing a little too far?

Mike Ambrose has joined KFWB DJ line-up in Hollywood. . . . KTLW, Texas City, Texas, has opened new studios in Houston. Moon Mulligan, King Records artist, handles the morning show. . . . KRSA, Salinas, Calif.,

is looking for a PD. . . . Jay Roberts will host a "Music 'Til Dawn" show as of July 1 over WJR, Detroit, Mich. . . . DJ Harvey Allen, KYUM, Yuma, has been promoted to music director. . . . Jack DeWaard has joined WIRA Radio, Fort Pierce, Fla., as disk jockey. . . . Mike Shapiro, general manager of WFAA-TV, Dallas, has been re-elected chairman of the TV board of directors of the National Association of Broadcasters; the Radio board of directors elected Jack W. Lee as chairman. He's general manager of WSAZ, Huntington, W. Va.

Buddy Van Cleave is now 9-12 noon man for KISN, Portland. . . . George Wilson has been named program director of WITH, Baltimore. . . . Richard King is now with WLW Radio, Cincinnati, handling his own

(Continued on page 39)

Speaking of  
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RADIO RESPONSE RATINGS  
and Stations by Format



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JULY 10, 1965

TOP STATIONS

Call Rank Letters % of Total Points

★ POP Singles

1. KDWB 52%
2. WDGY 48%

★ POP LP's

1. WCCO 51%
2. WLOL 26%
3. KSTP 17%
- Others (WMIN, KRSI) 6%

★ R&B

1. KUXL 100%

★ COUNTRY

1. KTCR 69%
2. WMIN 31%

★ CONSERVATIVE

1. WPBC (Tie) 33%
1. WWTC (Tie) 33%
- Others (WTCW, WCCO, KRSI) 34%

★ CLASSICAL

1. KQRS-AM-FM 26%
2. KWFM-FM 22%
- Others (WLOL-FM, WAYL-FM, KUOM-FM, WPBC-AM-FM) 52%

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.

TOP DISK JOCKEYS

Call Rank Disk Jockey Letters % of Total Points

★ POP Singles

1. Johnny Dollar WDGY 23%
2. Paul Bunyan (Tie) WDGY 21%
2. Randy Cook (Tie) KDWB 21%
2. Bill Diehl (Tie) WDGY 21%
- Others (On air weekends only) 14%

BY TIME SLOT

- Morning . . . . . Charlee Brown, KDWB  
Mid-Morning . . . . . Charlee Brown, KDWB  
Early Afternoon . . . . . Johnny Dollar, WDGY  
Traffic Man . . . . . James F. P. O'Neil, KDWB  
Early Evening . . . . . Paul Bunyan, WDGY  
Late Evening . . . . . Paul Bunyan, WDGY

★ PROGRAM DIRECTOR, MUSIC DIRECTOR OR LIBRARIAN

- (Most Co-Operative in Exposing New Records)
1. Sam Sherwood, KDWB . . . . . Program Director
  2. Johnny Dollar, WDGY . . . . . Music Director
  3. John Pete, WLOL . . . . . Librarian

★ TOP TV BANDSTAND SHOW

(Exposing Artists & Records)  
NOTE: NO LOCAL TV BANDSTAND SHOW IN MINNEAPOLIS/ST. PAUL AREA.

★ POP LP's

1. Howard Viken WCCO 42%
2. Charlie Boone WCCO 19%
3. Franklin Hobbs WCCO 13%
4. John Pete (Tie) WLLOL 8%
4. Paul Jay (Tie) KSTP 8%
- Others (Steve Cannon, KSTP, Rog Erickson, WCCO, Jergen Nash, WCCO) 10%

BY TIME SLOT

- Early A.M. . . . . Howard Viken, WCCO  
Late A.M. . . . . John Pete, WLLOL  
Early Afternoon . . . . . John Pete, WLLOL  
Late Afternoon . . . . . Charlie Boone, WCCO  
Early Evening . . . . . Ray Christensen, WCCO  
Late Evening . . . . . Franklin Hobbs, WCCO

★ R&B

1. Paul Anthony KUXL 86%
- Others (Billy "G," KUXL, Herb Schuenbohm, KQRS) 14%

★ JAZZ

1. Leigh Kammen KQRS 75%
2. Herb Schoenbohm KQRS 25%

★ COUNTRY

1. "Texas" Bill Strength KTCR 78%
2. Others (Art Blaske, KTCR, Vern Arthur, KTCR, Johnny West, WMIN) 22%

★ FOLK

NOTE: NO FOLK SHOW IN MINNEAPOLIS/ST. PAUL AREA.

STATIONS BY FORMAT

MINNEAPOLIS-ST. PAUL: Country's 14th Radio Market (12 AM; 5 FM). 2 Contemporary, 1 Contemporary-Pop Standard, 3 Pop-Standard, 1 Standard, 2 Standard-Jazz, 1 Conservative-Classical, 1 Conservative-Classical-Jazz, 2 Country, 1 Rhythm & Blues-Foreign Language, 2 Classical.

KDWB: 5,000 watts. A Crowell-Collier, MacMillan, Inc. Station. Music format: Contemporary. Does not editorialize. Highly identifiable air-personalities. Special programming: "Viewpoint," audience participation show, 2:15-4 a.m. M-F. "Hotline," audience participation show, 11-12 midnight, Sun. "Morning Report," combining news and music featuring Charlee Brown, Jack Douglas and Stan Turner, 6 a.m.-12 noon, M-Sat. Jack Douglas is in charge of 5-man news dept. Mobile units. Regular 5-min. newscasts. Gen'l mgr. Warren Earl. Prog. dir. Sam Sherwood. Send 3 copies of 45's and 2 copies of LP's to music directors Randy Cook or Don Martin, P.O. Box 630, Foshay Towers, Minneapolis, Minn.

KQRS: 5,000 watts. A Poole Radio Prop. & James A. McKinna station. Music format: Conservative-Classical-Jazz. Special programming: "Everyday Gourmet," 11:55-12 noon, M-F. "The Gallery," live jazz remote, 6-8 p.m. M-Sat. "Frederick Fennell's Conductor Choice," 8-9 p.m. M-F. Fred King is in charge of news dept. Regular 5-min. newscasts. "QRS News," 8 a.m. M-F. Gen'l mgr. James Uglam. Prog. dir. Fred King. Send 1 stereo copy of LP's to music dir. Herb Schoenbohm, 917 Lilac Dr. N., Minneapolis, Minn.

KQRS-FM: Simulcast with KQRS.

KRSI: 1,000 watts. A Radio Suburbia, Inc. station. ABC affiliate. Music format: Standard. Does not editorialize. Special programming: Minneapolis Gophers football and local high school basketball in season. "Kitchen Corner" and "Flair Reports" at 25 past the hour, M-Sat. "Auto Race Reports," 10:30 a.m. Sat. Regular newscasts. Three 2-way equipped vehicles. Gen'l mgr. Warren Burke. Send 2 copies each of 45's and LP's to prog. dir. Tom Wynn, 45000 Excelsior Blvd., Minneapolis 16, Minn.

KRSI-FM: ERP 15,100 watts. Music format: Standard-Jazz. Same address and personnel as KRSI.

KSTP: 50,000 watts. A Hubbard Broadcasting, Inc. station. NBC affiliate. Music format: Contemporary-Pop-Standard. Does not editorialize. Special programming: Univ. of Minn. football and basketball in season. "John Miska's Farm Forum," 5:30-6 a.m. M-Sat. Don Buehler is in charge of 42-man combination radio and TV news dept. Helicopter for local news stories. 26 radio equipped news cars. 1 "Duck" jeep. 2 planes. NBC news on the hour followed by 5-min. local news. 15-min. news at 7 & 8 a.m., noon, 4:45 and 10 p.m. Gen'l mgr. Garfield Clark. Send 2 copies each of 45's and LP's to prog. dir. Paul Jay, 3415 University Ave., Minneapolis-St. Paul, Minn.

KTCR: 500 watts. Independent. Music format: Country. Does not editorialize. Special programming: "Frontier Club," 3:30-4:30, Sun. Jerry Cunning is in charge of news dept. 2 mobile units. Regular 5-min. newscasts. Gen'l mgr. Robert J. Rock. Send 2 copies of 45's and 3 copies of LP's to prog. dir. Jerry Cunning, 3701 Winnetka Ave. N., Minneapolis, Minn. 55427.

KUXL: 1,000 watts. Universal Broadcasting. Music format: Rhythm & Blues-Foreign Language. Does not editorialize. Ronald Samuels is in charge of news dept. Regular 5-min newscasts. Gen'l

mgr. Roger W. Smith. Send 5 copies of 45's and 3 copies of LP's to prog. dir. Arthur A. Hoehn, 4820 Olson Hgwy., Minneapolis, Minn. 55422.

KWFM-FM: ERP 22,000 watts. Independent. Music format: Classical. Does not editorialize. No newscasts. Send 1 copy of LP's to gen'l mgr. and prog. dir. Merle L. Carlson, 3800 Minnehaha Ave., Minneapolis 6, Minn.

WAYL-FM: 53,000 watts. Independent. Music format: Standard-Jazz. Does not editorialize. Don Eide is in charge of news dept. 5-min. news on the hour, time and temperature on the half hour. Pres. and gen'l mgr. Jack I. Moore. Send 2 copies of LP's to prog. dir. Don Eide, 3470 Highway 8, St. Paul, Minn.

WCCO: 50,000 watts. CBS affiliate. Music format: Pop-Standard. Editorializes occasionally. Special programming: Minn. Twins baseball, Univ. of Minn. basketball and football and Vikings football in season. "Party Line," guest interviews, 2:15-2:55 p.m. M-F. "Jergen Nash Presents," features classics and foreign folk music, 9:30-10, Sun-F. "Open Mike," discussion of controversial subjects, 1 hour, twice a month. "Festival of Music," classical music show, 7:30-9:30 p.m. Sun. "Honest to Goodness," telephone quiz, 9-9:30 p.m. M-F. Jim Bormann is in charge of 7-man news dept. Helicopter news for traffic occasionally. Mobile units, short wave portable tape recorders. Regular 5-min. newscasts: "6 p.m. Newsports," 12:30 p.m. and "Big Ten News" 10 p.m. daily. Gen'l mgr. Larry Haeg. Prog. dir. V. A. Linder. Send 3 copies each of 45's and LP's to music dir. Ernie Garven, 625 Second Ave., Minneapolis, Minn.

WDGY: 50,000 watts. A Storz Broadcasting station. Music format: Contemporary. Highly identifiable air-personalities. Does not editorialize. Special programming: "WDGY Farm Hour," 5-5:30 a.m. M-Sat. "Your Opinion Please," 9:30-10:30 a.m. Sun. "Top of the Pops," music from the BBC, London, 8-9 p.m. Sun. Ed Ripley is in charge of 4-man news dept. 2 mobile units. Cessna plane available when needed. Regular 5-min. newscasts. Gen'l mgr. Phillip Trammell. Prog. dir. Ed Ripley. Send 2 copies each of 45's and LP's to music dir. Johnny Dollar, P.O. Box 6606, Minneapolis, Minn. 55420.

WLOL: 5,000 watts. A BFR Broadcasting Corp. station. Mutual affiliate. Music format: Pop-Standard. Editorializes occasionally. Special programming: Univ. of Minn. football and basketball and "High Schol Game of the Week" football in season. "From the Colleges" 8:30 p.m. Sun. "This Is Your Business" 9 p.m. Sun. "Fishing Report" & "Hunting Report" in season, all day and evening 7 days a week. Rod Trongard is in charge of news dept. Airplane news for traffic. 3 Marty units. Regular 5-min. newscasts: "6 p.m. Newsports," M-F. Gen'l mgr. Wayne (Red) Williams. Send 2 copies each of 45's and LP's to prog. dir. Larry Fischer, 1021 La Salle Ave., Minneapolis, Minn. 55403.

WMIN: 1,000 watts. A Cream City Broadcasting station. Music format: Country. Editorializes occasionally. Special programming: St. Paul High School football and St. Paul Ranger hockey in season. Also included are shows featuring polkas, waltzes, schottisches, leanders and other "old time" music. Regular 5-min. newscasts on the hour. Station mgr. M. O. Simundson. Send 3 copies of 45's and 1 copy of LP's

(Continued on page 39)

# WBAP Deejay Puts Memories to Work

By O. R. ALLEN

FORT WORTH — Elston Brooks, a disk jockey at WBAP Radio here, has found that nostalgia is still one of the biggest drawing cards in radio. From 10-11:30 p.m. Saturdays, Brooks plays records intended to bring back memories. His audience is mostly those often-ignored people old enough to remember when.

But, just to prove that good music attracts all ages, Brooks said that he gets lots of mail from younger listeners. "Some of these suffer a mild shock when they find that such songs as 'Red Roses for a Blue Lady' were popular back in the dark ages."

Brooks, who doubles as amusements editor for the Fort Worth Star Telegram, programs his show from his hobby—a collection of top 10 hits. Always a popular music buff, Brooks has found records of each week's top 10 hits featured on the old "Hit Parade" show from the time it started in 1940 until its demise. Since that time, he has kept a weekly hit list up to date with the aid of Billboard. On a trip to New York, he researched up the top 10 hits back to 1930.

Many of the records he spins are originals. However, some of the old ones are no longer available. Brooks usually makes up the deficiency from his own record collection. These 78-rpm records have to be taped for station play.

Listeners choose the hit list to be programmed via letters. For example, the first half of a

## KPEN-FM Guide

SAN FRANCISCO—Beginning with the August issue, KPEN-FM's program guide will appear in the magazine FM and the Arts, according to co-general manager Gary M. Gielow. The publication is a consumer-type magazine that appears on the newstands in the area. Subscriptions to the station's program guide are being transferred to the magazine.

## KFWB Tabloid

• Continued from page 37

printing costs of the newspaper with advertising.

He is also considering keeping most of the content limited to events occurring in the area. He feels the newspaper is an excellent promotion piece.

KEWB, San Francisco (Oakland), a sister station in the Crowell-Collier Broadcasting setup, has had a similar newspaper medium for its hit list the past couple of months. It was so successful, it led KFWB to try the same method, Segalman said. KRLA, Los Angeles, KFWB's major competition in the pop singles market in the area, has also had a newspaper like this out for about the past two months, Segalman said.

"The response to ours by the kids has been great," he said.

## VOX JOX

• Continued from page 38

Monday through Friday show 1:30-6 p.m. . . . Bill Grabau, program director of WAAF Radio, Chicago, has been with the station 20 years, a possible record. CLAUDE HALL

July 10, 1965, BILLBOARD

recent show featured the 10 most popular numbers on the Saturday night nearest the bombing of Pearl Harbor; the second half featured the top tunes at the end of World War II. Operating on the theory that the more mature the listener, the more mature the income, a Fort Worth furniture store which sells top quality products sponsors the show. The first show several weeks ago resulted in a flood of telephone calls of congratulation. Brooks, incidentally, is not just a newspaperman filling in as a DJ. His first radio program was when he was 17

## 'TEEN' 'N' TEA' SHOW ROLLING

NEW YORK—Radio stations—and their disk jockeys—play a heavy part in the new "Teen 'n' Tea" Caravan now touring the South, Midwest and East in a series of shows starring record artists such as Chips & Co. and Tony Lawrence. The show will play 26 cities through Aug. 15 and will include about 300 appearances on radio and TV stations with interviews and about 200 live appearances. Leading disk jockeys in each city will emcee the stageshows.

years old and he was billed as a singer on the show, "Ballads by Brooks."

## STATIONS BY FORMAT

• Continued from page 38

to prog. dir. Joyce Bosak, 611 Frontenac Pl., St. Paul, Minn. 55104.

WPBC: 5,000 watts. Independent. Music format: Conservative-Classical. Editorialize occasionally. Special programming: "Becky Ann's Musical Hint Parade," 11-11:30 a.m. M-F. "Dr. George Crane Show," 6-6:05 p.m. M-Sat. "Our Changing World," with Earl Nightingale, 5-5:05 p.m. M-Sat. Phil Brown is in charge of 4-man news dept. "Comprehensive News," 11-11:15 p.m. M-Sun. 5-min. news, weather and sports at 6:30, 7:30, 8:30 a.m., 12:30, 3:30, 4:30 and 5:30 p.m. daily. Gen'l mgr. William V Stewart. Send 1 stereo LP to prog.

dir. Mrs. Becky Ann Stewart, 6425 Nicollet Ave., Minneapolis, Minn. 55423.

WPBC-FM: ERP 100,000 watts. Simulcast with WPBC.

WWTC: 5,000 watts. A Buckley-Jaeger Broadcasting Corp. station. Music format: Pop-Standard. Does not editorialize. Special programming: "Reaction," discussion of news with leading community figures and "Contact," a news review show. William Wylder is in charge of news dept. 12 mobile news units. Regular 5-min. newscasts. Gen'l mgr. Robert V. Whitney. Send new 45 and LP releases to prog. dir. Robert Oakes, 609 Second Ave. So., Minneapolis, Minn. 55402.

## WCPO Radio Plays Host



WCPO RADIO, CINCINNATI, IS VERY BIG ON ARTIST PROMOTIONS and, as a result, artists are very big on visiting WCPO. Above, Lesley Gore, who appeared at a WCPO Radio hop held at Moonlight Gardens, Coney Island, Cincinnati, chats with air personalities Mike Gavin and Bob Keith. In the background is local Mercury promotion man Rick Blackburn. Below, a local duo, the Wood Sisters, visited WCPO to promote their latest release, "That Particular Little Shake," and met personalities Mike Gavin, Ron Beach, and Bob Keith. Philips promotion man Larry Douglas is at right.



## Paul (Fat Daddy) Johnson Comes Aboard WITH Radio

BALTIMORE — Paul (Fat Daddy) Johnson, one of the nation's top r&b disk jockeys, joined WITH-Radio here Monday (5), giving the station two very important properties in the influencing of record sales—Johnson in the r&b field and Bob Foster in the pop singles market.

The station programs Top 40 until 7 p.m., when Johnson takes over and holds down the mike until midnight. Bill Taylor, production director, said the station has used r&b type disk jockeys in the night slot before, but this marks a definite attempt to cap-

ture the field. The 1,000-watt station is limited to 250 watts as of sunset, Taylor said. "Sixty per cent of our nighttime coverage area is populated by Negroes so it's natural we program r&b." The station will allow Johnson a free hand in what he does Taylor said.

Johnson was with WSID-Radio Baltimore. In an Aug. 29, 1964, Billboard Radio Response Rating, he was listed as the top r&b DJ in the area in influencing the sale of r&b records; WITH's Foster was ranked second in influencing the sale of pop singles.

## YESTERYEAR'S HITS

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's chart at that time:

### POP SINGLES—5 Years Ago July 11, 1960

1. Alley-Oop, Hollywood Argyles, Lute
2. I'm Sorry, Brenda Lee, Decca
3. Everybody's Somebody's Fool, Connie Francis, MGM
4. Because They're Young, Duane Eddy, Jamie
5. Mule Skinner Blues, Fendermen, Soma
6. Only the Lonely, Roy Orbison, Monument
7. That's All You Gotta Do, Brenda Lee, Decca
8. My Home Town, Paul Anka, ABC-Paramount
9. A Rockin' Good Way, Dinah Washington, Brook Benton, Mercury
10. When Will I Be Loved, Evert Brothers, Cadence

### POP SINGLES—10 Years Ago July 9, 1955

1. Rock Around the Clock, Bill Haley, Decca
2. Cherry Pink and Apple Blossom White, Perez Prado, RCA Victor
3. Blossom Fell, Nat King Cole, Capitol
4. Unchained Melody, Les Baxter, Capitol
5. Learnin' the Blues, Frank Sinatra, Capitol
6. Honey Babe, Art Mooney, MGM
7. Something's Gotta Give, McGuire Sisters, Coral
8. Hard to Get, Giselle MacKenzie, "X"
9. Unchained Melody, Al Hibbler, Decca
10. Something's Gotta Give, Sammy Davis Jr., Decca

### R&B SINGLES—5 Years Ago July 11, 1960

1. There's Something on Your Mind, Bobby Marchan, Fire
2. A Rockin' Good Way, Dinah Washington & Brook Benton, Mercury
3. Alley-Oop, Hollywood Argyles, Lute
4. All I Could Do Was Cry, Etta James, Argo
5. Sticks and Stones, Ray Charles, ABC-Paramount
6. Wonderful World, Sam Cooke, Kent
7. Everybody's Somebody's Fool, Connie Francis, MGM
8. This Bitter Earth, Dinah Washington, Mercury
9. Doggin' Around, Jackie Wilson, Brunswick
10. I'm Sorry, Brenda Lee, Decca

### POP LP's—5 Years Ago July 11, 1960

1. Sold Out, Kingston Trio, Capitol
2. Button-Down Mind of Bob Newhart, Warner Bros.
3. Elvis Is Back, Elvis Presley, RCA Victor
4. The Sound of Music, Original Cast, Columbia
5. Lanza Sings Caruso—Caruso Favorites, Mario Lanza-Enrico Caruso, RCA Victor
6. Mr. Lucky, Henry Mancini, RCA Victor
7. Can Can, Soundtrack, Capitol
8. Encores of Golden Hits, Platters, Warner Bros.
9. It's Every Time, Evert Brothers, Warner Bros.
10. Italian Favorites, Connie Francis, MGM

## Promo Men Please Copy: Four Stations Need Records

NEW YORK—It's an axiom, you can't sell a record unless you get it exposed. Some record promotion men are missing good bets with WODI, WKVA, WHOF and WBZB asking for records and who would be more than glad to give them air play.

WODI, Brookneal, Va., a new radio station, will be going on the air Aug. 15. Programming will be 60 per cent pop-r&b; 40 per cent country music. Graham Jones, general manager of the 6 a.m.-10 p.m. 1,000 watt station, would like to receive records and albums for anyone who would like to receive "lots of on-air free publicity."

WKVA, Lewistown, Pa., Post Office Box 432, covers more than 250,000 listeners in the central Pennsylvania area, says William H. Berry Jr., who has an evening Top 40 rock shift. "Since I've been here, I've writ-

ten almost a hundred personal letters to record companies and distributors trying to get on mailing lists for new releases. Naturally, things have improved a great deal, but we are still being ignored by a few labels. What with summer splash-parties and the usual record hop gigs, we can easily use two copies of singles and one copy of albums." WHOF, 4601 Hills & Dales Road N.W., Canton, Ohio, is a 5,000 watt daytime station that relies on country music. Ron Kitson says, "We are very short on country albums and singles."

WBZB, Box 1, Selma, N.C., is a Top 40 station and program director Bob Jenkins says, "Radio stations without records oftentimes like car without gas . . . can't go no more! We are go-go Top 40, whatever that is, and we sell records locally. Any records, oldies or newies, will be greatly appreciated."

**TOP SELLING RHYTHM & BLUES SINGLES**

Billboard SPECIAL SURVEY for Week Ending 7/10/65

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 CAN'T HELP MYSELF Four Tops, Motown 1076 (Jobete, BMI)	9	21	26	AIN'T IT A SHAME Major Lance, Okeh 7223 (Curton-Jalynne, BMI)	4
2	2	TONIGHT'S THE NIGHT Solomon Burke, Atlantic 2288 (Cotillion, BMI)	7	22	24	PLEASE DO SOMETHING Don Covay, Atlantic 2286 (Cotillion-Vonglo, BMI)	5
3	4	YES, I'M READY Barbara Mason, Arctic 105 (Stillran-Dandelion, BMI)	10	23	12	BACK IN MY ARMS AGAIN Supremes, Motown 1075 (Jobete, BMI)	11
4	6	WHO'S CHEATING WHO? Little Milton, Checker 1113 (Chevis, BMI)	5	24	20	TEMPTATION 'BOUT TO GET ME Knight Brothers, Checker 1107 (Chevis-Herco, BMI)	8
5	5	OO WEE BABY, I LOVE YOU Fred Hughes, Vee Jay 684 (Customa, BMI)	8	25	13	BOOT-LEG Booker T & the MG's, Stax 169 (East, BMI)	8
6	9	SITTING IN THE PARK Billy Stewart, Chess 1932 (Chevis, BMI)	4	26	—	ONLY THOSE IN LOVE Baby Washington, Sue 129 (Brown, BMI)	1
7	10	I CAN'T WORK NO LONGER Billy Butler, Okeh 7221 (Curton, BMI)	5	27	27	YOU'LL MISS ME (When I'm Gone) Fontella Bass & Bobby McClure, Checker 1111 (Chevis, BMI)	4
8	3	I'VE BEEN LOVING YOU TOO LONG Otis Redding, Volt 126 (East-Time, BMI)	9	28	30	I PUT A SPELL ON YOU Nina Simone, Philips 40286 (Travis, BMI)	2
9	14	WATERMELON MAN Gloria Lynne, Fontana 1511 (Hancock, BMI)	5	29	29	BLUE SHADOWS B. B. King, Kent 426 (Arc, BMI)	5
10	11	HOLD ON BABY Sam Hawkins, Blue Cat 112 (Trio, BMI)	7	30	33	SOUTHERN COUNTRY BOY Carter Brothers, Jewel 745 (Dublin, BMI)	2
11	17	I'LL KEEP HOLDING ON Marvelettes, Tamla 54116 (Jobete, BMI)	4	31	31	WOOLY BULLY Sam the Sham & the Pharaohs, MGM 13322 (Beckie, BMI)	4
12	19	IN THE MIDNIGHT HOUR Wilson Pickett, Atlantic 2289 (Cotillion-East, BMI)	3	32	37	BABY I'M YOURS Barbara Lewis, Atlantic 2283 (Blackwood, BMI)	3
13	7	I DO Marvelows, ABC-Paramount 10629 (Pamco-Yvonne, BMI)	9	33	34	ONE MONKEY DON'T STOP NO SHOW Joe Tex, Dial 4011 (Tree, BMI)	2
14	18	DO THE BOOMERANG Jr. Walker & the All Stars, Soul 35012 (Jobete, BMI)	4	34	—	IT'S A MAN DOWN THERE G. L. Crockett, 4 Brothers 445 (Fairshake, BMI)	1
15	15	WELCOME HOME Walter Jackson, Okeh 7219 (Blackwood, BMI)	7	35	35	NO PITY (In the Naked City) Jackie Wilson, Brunswick 55280 (Merrimac, BMI)	2
16	16	MEETING OVER YONDER Impressions, ABC-Paramount 10670 (Ch-Sound, BMI)	5	36	—	I'LL ALWAYS LOVE YOU Spinners, Motown 1078 (Jobete, BMI)	1
17	8	NOTHING CAN STOP ME Gene Chandler, Constellation 149 (Camad, BMI)	14	37	—	IT'S TOO LATE BABY, TOO LATE Arthur Prysock, Old Town 1183 (Pry-Weiss, BMI)	1
18	22	RIDE YOUR PONY Lee Dorsey, Amy 927 (Jarb, BMI)	4	38	—	THE TRACKS OF MY TEARS Miracles, Tamla 54118 (Jobete, BMI)	1
19	21	SOMETHING YOU GOT Chuck Jackson & Maxine Brown, Wand 181 (Tune-Kel, BMI)	10	39	—	THE LOSER Skyliners, Jubilee 5506 (Wemar, BMI)	1
20	39	CANDY Astors, Stax 170 (East, BMI)	2	40	40	BUSTER BROWNE Willie Mitchell, Hi 2091 (Jec, BMI)	2

**NEW ACTION R&B SINGLES**

Other records registering solid sales in certain markets and appearing to be a week away from meriting a listing on the national Hot R&B Singles chart above. All records on the chart are not eligible for a listing here.

<b>DARLING TAKE ME BACK</b> Lenny Welch, Kapp 662	<b>PAPA GOT A BRAND NEW BAG</b> James Brown & the Famous Flames, King 5999
<b>DOWN TO EARTH</b> Billy Eckstine, Motown 1007	<b>PRETTY LITTLE BABY</b> Marvin Gaye, Tamla 54117
<b>HAPPY FEET TIME</b> Montclairs, Sunburst 106	<b>TUNE UP</b> Jr. Walker & the All Stars, Soul 35012

**TOP R&B JOCKEYS' PICK-OF-THE-WEEK**

<b>CHUCK CUNNINGHAM, WLOU, Louisville</b> One Step at a Time, Maxine Brown, Wand 185 Keep on Searchin', Candy & the Kisses, Scepter 12106 You Got the Best of Me, Eddie Hill, Thelma The Word Game, Benny Spellman, Atlantic 2291 Think About the Good Times, Soul Sisters, Sue 130	<b>ZILLA MAYS, WAOK, Atlanta</b> You're Gonna Make Me Cry, O. V. Wright, Back Beat 548 It's a Man Down There, G. L. Crockett, 4 Brothers 445 Step by Step, Calvin and Clarence, Atco LP—Aretha Franklin/Yeah, Columbia CL 2351 (M); CS 9151 (S)
<b>JERRY THOMAS, KNOK, Dallas-Fort Worth</b> I'll Always Love You, Spinners, Motown 1078 Willy Nilly, Rufus Thomas, Stax Keep on Searchin', Candy & the Kisses, Scepter 12106 You're Gonna Make Me Cry, O. V. Wright, Back Beat 548 Just Because, Jo Ann & Troy, Atlantic 2293 I Can't Stand to See You Cry, Jerry Butler, Vee Jay 696 LP—King Curtis Plays the Hits Made Famous by Sam Cooke, Capitol T 2341 (M); ST 2341 (S)	<b>JOHNNY BEE, WBOK, New Orleans</b> Willy Nilly, Rufus Thomas, Stax Just Because, Jo Ann & Troy, Atlantic 2293 LP—I Do Love You, Billy Stewart, Chess LP 1496 (M); (No Stereo)
<b>AL BELL, WUST, Washington, D. C.</b> Willy Nilly, Rufus Thomas, Stax Everybody Makes a Mistake, Roy Arlington, Safice LP—Shades of a Genius, Mitty Collier, Chess LP 1492 (M)	<b>MILTON (BUTTERBALL) SMITH, WMBM, Miami</b> After Loving You, Della Reese, ABC-Paramount 10691 Tell Me What I've Done, Howlin' Wolf, Chess 1928 You Better Go, Derek Martin, Roulette 4631 LP—Intimately Yours, Arthur Prysock, Old Town LP 2008 (M)
<b>RUBY (LADY COOL BREEZE) LEWIS, KBYE, Oklahoma City</b> Agent Double O Soul, Edwin Star, Ric Tic Pretty Little Baby, Marvin Gaye, Tamla 54117 You Got the Best of Me, Eddie Hill, Thelma LP—L. C. Cooke Sings the Great Years of Sam Cooke, Blue Rock MGB 24001 (M); SRB 64001 (S)	<b>WILLIE MCKINSTRY, WJLD, Birmingham, Ala.</b> The Same Thing All Over, Billy Young, Jotis After Loving You, Della Reese, ABC-Paramount 10691
<b>HERMAN GRIFFITH, KGFI, Los Angeles</b> What Can It Be, Betty Swann, Money 113 We're Doing Fine, Dee Dee Warwick, Blue Rock 4027 It's That Love of Mine, Invincibles, Warner Bros. 5636 LP—Aretha Franklin/YEAH, Columbia CL 2351 (M); CS 9151 (S)	<b>BILL WILLIAMS, WCHB, Detroit</b> You Better Go, Derek Martin, Roulette 4631 Do the 45, Sharpees, One-derful 4835 LP—Aretha Franklin/Yeah, Columbia CL 2351 (M); CS 9151 (S)
<b>LARRY DEAN, WWIN, Baltimore</b> Just Tell It Like It Is, Dolores Lynn, Junior You Better Go, Derek Martin, Roulette 4631 LP—Every Night, Every Day, Jimmy McCracklin, Imperial LP 9285 (M); LP 12285 (S)	<b>DANNY STILES, WNJR, Newark, N. J.</b> Rooster, Knees and Rice, Clarence and Calvin, Atco Happy Feet Time, Montclairs, Sunburst 106 I've Been Loving You Too Long, Otis Redding, Volt 126 Justine, Righteous Brothers, Moonglow 242 I'm a Happy Man, Jive Five, United Artists 853 LP—The Great Otis Redding Sings Soul Ballads, Volt 411 (M)
<b>GEORGE (HOUND DOG) LORENZ, WBLK-FM, Buffalo</b> 99 Plus 1, J. Gardner, Blue Rock 4026 I'll Never Be Free, Marsha Gee, Uptown LP—We're Gonna Make It, Little Milton, Checker LP 2995 (M); LP 2995 (S)	<b>AVERY DAVIS, KYOK, Houston</b> Papa's Got a Brand New Bag, Part I & II, James Brown & the Famous Flames, King 5999 You're Gonna Make Me Cry, O. V. Wright, Back Beat 548
	<b>TOMMY SMALL, WLIB, New York</b> The Tracks of My Tears, Miracles, Tamla 54118 It's My Turn Now, Carol Fran, Port

**TOP SELLING R&B LP'S**

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	THE FOUR TOPS, Motown 622 (M); S 622 (S)	7
2	3	TODAY—MY WAY, Nancy Wilson, Capitol T 2321 (M); ST 2321 (S)	4
3	2	TEMPTATIONS SING SMOKEY, Gordy G 912 (M); GS 912 (S)	16
4	9	I DO LOVE YOU, Billy Stewart, Chess LP 1496 (M); (No Stereo)	2
5	8	JR. WALKER & THE ALL STARS PLAY SHOTGUN, Soul 701 (M); S 701 (S)	2
6	5	MIRACLES GREATEST HITS FROM THE-BEGINNING, Tamla T 254 (M); ST 254 (S)	13
7	6	THE GREAT OTIS REDDING SINGS SOUL-BALLADS, Volt 411 (M); (No Stereo)	14
8	7	WE'RE GONNA MAKE IT, Little Milton, Checker LP 2995 (M); LP 2995 (S)	7
9	10	THE MOST EXCITING ORGAN EVER, Billy Preston, Vee Jay VJ 1123 (M); VJS 1123 (S)	3
10	—	THE BEST OF SOLOMAN BURKE, Atlantic LP 8109 (M); SD 8109 (S)	1

**TOP SELLING SPIRITUAL SINGLES**

1. PEACE BE STILL ..... James Cleveland, Savoy 4217
2. TWO WINGS ..... James Cleveland, Savoy 4230
3. WAITING FOR MY CHILD ..... Consolers, Nashboro 800
4. WALK AROUND HEAVEN ALL DAY ..... Caravans, Vee Jay 945
5. AROUND GOD'S THRONE ..... Consolers, Nashboro 833

**TOP SELLING SPIRITUAL LP'S**

1. ON THE BANKS OF JORDAN, VOL. 4 ..... James Cleveland, Savoy MG 14096
2. PEACE BE STILL, VOL. 3 ..... James Cleveland, Savoy MG 14076
3. HEAVEN, THAT WILL BE GOOD ENOUGH FOR ME ..... James Cleveland, Savoy MG 14102
4. LET'S BREAK BREAD TOGETHER ..... Caravans, Vee Jay VJ 5070
5. AMEN ..... Staple Singers, Epic LN 24132

**DJ SPOTLIGHT**

**CHUCK CUNNINGHAM, Ass't PD**  
WLOU, Louisville



A native of Chicago, Chuck Cunningham has been in radio five years. He formerly worked at WHAT-Radio, Philadelphia; joined WLOU-Radio in June 1964. A graduate of Midwestern Broadcasting and Mullers School of Importing and Exporting, Chuck emcees many big shows in Louisville, plus record hops. He is a ham radio operator, is married and has three sons.





# audio / video retailer

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

## Record Dealers Warm to NAMM

• Continued from page 1

The record committee succeeded in passing a program of five resolutions—some of a rather non-controversial business nature, others aimed at having NAMM take an active role in correcting what Judkins termed "severe record industry ills."

Does Judkins think NAMM can become the voice of the dealer?

### Can Become Voice

"I have hesitated to say this up to now, but of late, the association has shown renewed interest in our plight. I believe it can and will become our spokesman," Judkins said.

If this is so, dealers will have an organization of some 1,700 members and one that last week finished the most successful convention in its history.

A big drawback with SORD, and a subsequent dealer group of another name, was its lack of funds, lack of members and lack of interest. As an association, NAMM has none of these problems, and in William Gard, its executive secretary, the association has a vigorous and capable executive the likes of which dealers never before could afford.

### Hot Potatoes

The enthusiasm with which NAMM will grasp the dealer cause can be gauged by the action its directors take on the Judkins phonograph record committee recommendations. In this package are some of the hottest potatoes in the record industry.

(The committee recommendations were to be presented to NAMM directors late last week following Billboard press time.)

A resolution on pricing asks the NAMM board to contact RIAA and ARMADA regarding "discrimination" practiced by "all manufacturers and distributors except Capitol."

The committee's complaint is with the functional discount being given so-called "retailing rack jobbers and one-stops." Dealers feel simply that such discounts are not based on volume and as such are contrary to the Trade Practice Rules issued by the Federal Trade Commission for the record industry last October.

### Ask FTC Ruling

Failing to get corrective action from RIAA or ARMADA, the dealers urge NAMM to ask the Federal Trade Commission for a ruling. Specifically mentioned by the dealers is alleged "price discrimination created by dual and vertical distribution practices employed by manufacturers, distributors, retailing rack jobbers and one-stops and large discount department stores such as Sears who have their own separate corporate entity for purchasing records."

The dealers feel that "multiple corporations creating dual distribution practices are in direct violation with the law and the FTC rules which interpret it."

Another resolution asks NAMM to contact RIAA regarding what dealers feel is inadequate passing-on of the excise tax reduction.

Dealers claim record manu-



HOME VIDEO TAPE RECORDERS AND CAMERAS were among the glamour exhibits at last week's giant music show in Chicago's Conrad Hilton Hotel. While the \$1,000-plus price tag prevented many dealers from buying, it didn't prevent the models from being enthusiastically examined.

## Chicago Music Show Best Ever

CHICAGO—By virtually every criterion available, last week's gala music show stands as the biggest and best in industry history.

Attendance went over the 18,000 mark, surpassing the most optimistic pre-convention estimates, and topping last year's total by more than 30 per cent.

Exhibitors numbered 368 and products shown over 7,000 both up over 1964.

### Foreign Firms

The show attracted a sizable number of foreign exhibitors, and dealers, distributors and jobbers were on hand from such diverse countries as Austria, Belgium, Denmark, New Foundland, Norway, South Africa, Japan, Italy, Mexico, England, France and Germany.

From the exhibit point of view, the most dramatic items were the home video tape recorders and the stereo tape players for automobiles.

From the business point of view, the often spectacular predictions for growth attracted widespread attention.

Manufacturers are saving 19 cents but are only passing on half of that, reducing dealer price from \$2.47 to \$2.28, and pocketing the difference.

"Here's the real meat of the thing," Judkins later told Billboard. "I would agree that if records had been priced too low, the manufacturer might want to keep half of the 20-cent reduction."

"But how on earth can they say records are priced too low when they're selling them every day to other retailers—and I mean retailers, that is rack jobbers with retail concessions—for substantially less than they charge us."

### No Fault

Judkins said he could find no fault with manufacturers keeping a portion of their 19-cent reduction.

"If they needed it, I'd say take it. But why should they take it when they already are taking

(Continued on page 42)

The National Association of Music Merchants predicted that with the 10 per cent excise tax eliminated, the music business would reach an all-time high in sales volume exceeding by 10 to 14 per cent the \$744,000,000 spent for 2,900,000 units in 1964.

Color TV is expected to set the pace for the home entertainment industry, with produc-

tion already up 75 per cent for the first quarter of 1965 over the previous year.

Guitars lead in unit sales in music instruments and may top 1,300,000 units in 1965. Piano sales represent the highest dollar volume in musical instruments, last year hitting \$170,500,000 for 220,000 units, the highest sales total since the '20's.

Phonograph sales were ex-

pected to hit between \$5,600,000 and \$6,000,000, the former a prediction by Jack Wayman, director of the consumer products division of the Electronic Industries Association, the latter a bullish forecast by a spokesman for RCA Victor.

Talk at business forums indicated that portable phonographs with AM/FM tuners were expected to enjoy the greatest percentage of sales increase and were already cutting into low-end console sales.

Styling continued to receive emphasis with variety being the key point. Tilt-down changers were the big thing with portables. Manufacturers were also staying on the solid-state bandwagon with many eliminating tube model phonographs from their line altogether.

## Merc. Expands Home Line; Bows 4 Phonos, Recorder

CHICAGO—Mercury is expanding its home entertainment equipment line into high-end merchandise with the introduction of four new phonographs and a tape recorder.

At the top of the line is a Danish Modern component-type unit with a list price of \$229.95. Mercury's previous high-end model was the 9125 listing at \$139.95.

Perry Winokur, sales manager of Mercury's home entertainment equipment division, noted it was the firm's fourth year in the equipment field and that sales have increased substantially each year.

Winokur said Mercury would start manufacturing and assembling phonographs in the U. S. Previous merchandise has all been imported.

Winokur said that "hefty sav-

ings can be obtained by producing domestically." He cited as an example Mercury's model RP5000 which previously listed for \$59.95, but would carry a price of \$49.95 when produced in the U. S.

The new phonographs and tape recorder are augmenting four other phonographs and two tape recorders which are already part of Mercury's line.

At the bottom of Mercury's new line is the RP6000, listing at \$49.95. The unit is a one-piece monaural phonograph, capable however of playing stereo disks.

Next is the AP7000 at \$79.95, a four-watt portable with fold-down cabinet and a pair of side-mounted five-inch oval speakers. Model AP7025 is a fold-down portable with detachable speakers listing at \$99.95. Each speaker enclosure contains one six-inch woofer and a four-inch tweeter. The unit has solid state circuitry.

Model AP7050 is a deluxe portable with detachable speaker enclosures, six speakers and 20-watt output listing at \$129.95.

The Danish Modern component-type unit (AG4230) at \$229.95 has a Philips four-speed changer, diamond stylus, separate treble, bass and volume controls, rumble and filter switches, input and output jacks and produces 25 watts of power.



MODEL AP7000



## SHIPMENT

OUR GUARANTEE . . . orders for diamond and sapphire needles, Power Points®, cartridges, spindles, tape and accessories are shipped from our central Mid-West location (near Chicago) the same day order is received . . . and at direct-to-you low prices.

Save delay—write for Pfanstiehl's self-mailer order forms now.



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# 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

#### 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

**INTERNATIONAL PROFITS—INTERNATIONAL KNOWHOW**  
Veteran resident abroad — have worked many years in all phases of global record distribution, licensing of catalogs, subpublishing of copyrights, supervising recording sessions, obtaining masters from foreign sources, signing new foreign talent—and is recognized as top foreign record/music authority. Is now considering top-level executive position with respect to foreign record and music publishing executive placement.

If you want the best in the foreign field, I am your man. Will supervise the entire foreign business of your company—residing in Europe, S. A. and the Orient and co-ordinating all global music activities in behalf of your company.

Available for your company with the highest level recommendations. All replies in confidence. Please write: **WORLDWIDE**, Box 188  
c/o Billboard, 165 W. 46th, N.Y.C.

#### Looking for an Aggressive New York Promotion Man?

I'm your man . . . young, aggressive, single. Willing to work hard to break your hit.

Prefer Metropolitan New York area. If you are a record manufacturer or an independent distributor, I may be the man you are seeking. Let's talk.

Contact:  
BOX 195, Billboard  
165 West 46th St.  
New York, New York 10036

**TOP-NOTCH ROCK N' ROLL BAND** needs connections with booking agent and record company. Write: Bob Zavor, 721 W. Marion St., Mishawaka, Ind.

## DISTRIBUTING SERVICES

### RECORD DISTRIBUTORS

**RECORD RIOT 45'S — BRAND NEW**, some late hits. \$6.80 per hundred; \$65 per thousand. Send check with order for prepaid postage. No overseas orders. Reliable Record Co., Box 136, Glen Oaks Post Office, Glen Oaks, N. Y. Phone: Area Code 212-343-5881. jy24

## RECORDS

We purchased the entire Cadence stock of 33 1/3 long-playing records and 45 R.P.M. records.

We also carry a fine selection of top hit 45 R.P.M. cut-out records, as well as package fillers.

We also package records for you to sell or give away.

For information, write or call:

**COAST TO COAST HIT RECORD CO.**  
Main Office: 5545-5547 Baltimore Ave., Philadelphia 43, Pa.  
Phone: GRanite 6-7065 or 6-7066.  
Cincinnati, Ohio, Office:  
1919 Central Ave., Phone 241-8242.

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

Order Your Supply of

## Record Preview

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

### STONE

495 S.E. TENTH CT.  
HIALEAH, FLORIDA  
(305) 887-7546

Henry Stone, President

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

ABC-Paramount, Argo, Atco, Atlantic, Big Top, Blue Note, Canadian American, Carmen, Chancellor, Checker, Chess, Del-Fi, Dooto, Duke, Imperial, Jamie, Laurie, Mo-Town, Monument, Nashboro, Old Town, Original Sound, Parkway, Phillies, Roulette, Sar, Savoy, Scepter, Strand, Sue, Sun, Swan, Time, United Artists, Vee Jay, Wand.

## MISCELLANEOUS

**ATTENTION, NEW WRITERS: ADAMS-Ethridge Publishing Co.** is seeking new material for its expanding music publishing company. If you have songs in today's commercial trend, send demo discs or tapes only and a self-addressed envelope if you wish it returned. The writer will be given a standard songwriter's contract on any song accepted. Send demos to: P. O. Box 434, Galveston, Texas. jy17

**30,000 PROFESSIONAL COMEDY LINES!** Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. ch-my7-66

## RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

### RECORD PROMOTION & PUBLICITY

#### NATIONAL RECORD PROMOTION & PUBLICITY CONSULTATION

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

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No job too small

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PROMOTIONS**  
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N.Y., N.Y. 10019  
CI 7-2159

## USED COIN MACH. EQUIP., PARTS & SUPPLIES

### WANTED TO BUY

**WANTED: COIN-OPERATED BULK** venders in working condition. 1¢-5¢-10¢. Located or not. Contact: George M. Johnson, 2006 Miller St., Indianapolis, Ind. ME 1-2898. jy17

## INTERNATIONAL EXCHANGE

### ENGLAND

**ALL ENGLISH RECORDS RUSHED BY** airmail. "Beates for Sale," 14-track album, \$6.15 airmail. Pretty Things, Wayne Fontana, albums \$6.25; 4 singles \$4.70 airmail. Catalog \$1. John Lever, Gold St., Northampton, England. ja15-66

when answering ads . . .

### Say You Saw It in Billboard

### CLASSIFIED RATES

Per Insertion

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

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words.
- All rates are for EACH insertion. PAYMENT MUST BE IN ADVANCE!
- Advertisements 2" or larger are set in boxed style.
- If Box Number is used, allow 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.

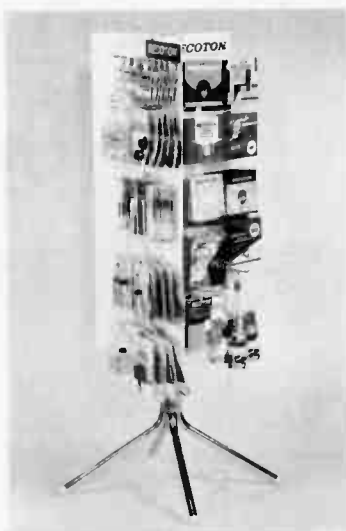
Above prices are for one insertion in one issue. Cash or check with order. Lower rates for 12, 26, 52 insertions in a one-year period.

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 Manover Square, W. 1, England.

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

# NEW PRODUCTS

## Display Rack



RECOTON'S new floor-display rack is designed for the firm's line of phonograph accessories, recording tape and tape accessories. Unit stands 54 inches high and has space for 36 individual hooks. Display is free with dealer's purchase of either

## New Minstrel



ZENITH'S MINSTREL portable has solid-state circuitry and operates on its own self-contained set of 6 "D" batteries or on standard household current. Four-speed changer holds up to six 12-inch records. Other features: 6-inch by 4-inch Alnico speaker, automatic shut-off, loudness, tone and record size selection switches, power switch, molded cabinet with band shell design, multiple color combinations. Suggested list: \$69.95.

## Columbia Shows in Missouri



TAKING PART IN SHOWINGS of the new Columbia line in St. Louis and Kansas City last week were Bob Van Metre, St. Louis branch manager; Ron Earle, phonograph sales manager; Bud Rieland, regional sales manager; and Joe Gonzales, Carl Denman and Neil Spenser, salesmen.

## Disk Dealers Warm to NAMM

• Continued from page 41

away money from the average record dealer by giving it to the racks and one-stops who do retailing."

#### Thoughtful Approach

One point worth noting is the thoughtful approach being urged by dealers on NAMM as opposed to what Judkins termed the "brickbat" approach used by SORD.

"You'll note the emphasis is now on arbitration—rather than force."

In other less controversial resolutions, dealers asked NAMM: To urge standardization of speeds, types of recordings and methods of cataloging; to seek a dealer voice in the National Academy of Recording Arts and Sciences "Grammy" awards; and to help institute a coupon system for telegraphing records similar to that used by florists with flowers.

#### Eliminate Mono

Dealers feel all records should be at one speed and that monaural disks should be eliminated. They also want uniform marking and numbering of all LP jackets. They feel marking should be in the upper right hand corner of the jacket in numerals at least one-fourth inch high.

Regarding the NARAS awards, the dealers would like to have public ballots in their

stores. Idea is to build store traffic and promote interest in the Grammy award. Winners should also be posted in the stores and the dealers envision such things as local prizes for the customer whose ballot most closely approximates the winning tally.

## Granz Catalog To Major Mgt.

BEVERLY HILLS, Calif. — The Major Management Corp. has acquired the catalog of Norman Granz, including all assets of the "Jazz at the Philharmonic" series and the Vivid and Lynnstorm companies.

The 700 copyrights include the works of Count Basie, Gerry Mulligan, Oscar Peterson, Anita O'Day, Yusef Lateef, Ben Webster, Ernie Wilkins, Bud Powell, Coleman Hawkins, Bill Harris, Junior Mance, Stan Getz, Bill Holman, Buddy DeFranco, John Lewis, Harry (Sweets) Edison and Gene Krupa.

HOLLYWOOD — Esquivel, Mexico's foremost arranger-composer-conductor, has signed a record contract with RCA Victor Mexicana. Production of Esquivel sessions will be handled by a&r producer Mariano Rivera Conde.

# BULK VENDING news

## Excise Repeal Frees Trade From Jewelry Tax Fears

By RAY BRACK

CHICAGO — Enactment of the Excise Tax Reduction Act of 1965 gives the industry free rein in merchandising jewelry-type items, according to counsel for the National Vendors Assn.

Declared NVA attorney Don Mitchell: "Excise tax repeal means complete freedom for the operator to vend such items as cuff links, tie clasps, earrings and other types of costume jewelry."

Pre-repeal Internal Revenue Service interpretations—strongly contested by NVA—classified low-cost, bulk-vended jewelry items as subject to the 10 per cent retail jewelry excise tax.

This potential tax threat greatly inhibited use of the term "jewelry" on display cards in

general merchandising matter and, indeed, restricted sale of jewelry-type product. This pinch was felt particularly in the area of 25- and 50-cent capsule vending.

"I think we'll see a lot more 25- and 50-cent capsule vending now," Mitchell remarked.

### New Freedom

Literature issued last week by a major charm manufacturer reflected the new freedom, declaring: "Yes, now that the excise tax on jewelry has been repealed, we can proclaim proudly that this mix has many beautiful jewelry pieces comparable to \$5 retail items."

Declared an executive of another prominent charm supplier:

"The excise tax repeal will permit the operator to play up jewelry on his displays, offering 'jewelry like your mother wears'."

The president of a third giant charm firm said, "This opens up a brand-new field in the 10 through 50-cent capsule range. I am sure that all manufacturers will be creating a great variety of new jewelry merchandise."

He recalled that his firm developed a line of jewelry for the 25-cent capsule category but set the project aside when tax inhibition struck the industry.

"We are now in the midst of reviving this 25-cent jewelry capsule line," he announced, "and we intend to expand it."

## Henal Firm Now Selling to the Trade

BROOKLYN — Long-time trade jobber, Henal Novelties & Premiums here, has entered the bulk vending charm market with 10 items.

According to firm partner Henry Schore, Henal will soon increase its catalog to some 30 items, including exclusively franchised Addams Family items.

Henal began making its own line of products available to distributors and large operators about a month ago, Schore said. The company has no plans to appoint its own distributors at this time, he declared.

### Display at NVA

The firm's products will be displayed at the National Vendors Association board of directors convention in Miami October 16-19, Schore said.

The Henal plant occupies 12,000 square feet at 97 North 10th Street here and is capable, at full capacity, of producing 1.5 capsules per week. The company will remain a jobber for major charm suppliers.

"In introducing our line to the industry," Schore said, "we have two goals: a low price and exclusivity at that low price."

In addition to the 10th Street plant, Henal owns 40 per cent in a molding firm. Utilizing the company's metalizing equipment, Schore said, Henal would probably introduce jewelry-type items

now that excise tax pressure is off.

"But our bread and butter items are rings and capsules," Schore said.

And he added: "In six to eight weeks we plan to electrify the industry by bringing out the sequel to the 'rat fink.'"

## STANDARDS FOR VENDING ADS

In connection with the Blue Sky case study which appeared in Billboard last week, we reprint the adjoining "minimum advertising standards." Issued last year by the National Better Business Bureau in league with the National Automatic Merchandising Association, the standards were fully endorsed by officials of the National Vendors Association. Operators throughout the country have been applying the seven criteria to advertisements appearing in their local newspapers. In many cases, the mailing of a copy of the standards to the local paper has resulted in the disappearance or revision of questionable ads. Copies of these standards may be obtained by writing Billboard, Bulk Vending Editor, 188 W. Randolph Street, Chicago, Ill. 60601.

## NEW PRODUCTS

This form is designed for the convenience of bulk operators

### EPHY

PENNY CHARM SERIES. Series No. 10, 100 different items. Series No. 90, nine gimmick-size items. Series No. 57, detailed jewelry.

MISC. MIXES—PENNY. Variety Mix, 400 items; Competition Mix, 21 gimmicks; Gimmick Mix, 25 items; All-Star

Gimmick Mix, Eppy's greatest variety; Imports Charm Mix, 20 different charms; Hong Kong Mix, 50 assorted items.

PENNY FEATURE CHARMS. Spinning Tops with strings. Harmonicas that play, and Three Wise Monkeys hand-painted in ivory. All with four free displays in every bag.

### HENAL NOVELTIES

METAL TIKI HEAD IDOLS. Eight different figures. Mix contains 20 per cent necklaces, with increase up to 50 per cent at no extra cost. Available in capsules or in bulk.

METAL ORIENTAL CHARMS. Ten different figures available in capsule or bulk with four display cards included in deal.

GOLDFINGER—AGENT 007. A belt-ring mix with magnetic Gold Finger, Gold-Finger Tie Clip and Belt Ring mixed in equal proportions (or obtainable individually). Four display cards with each M.

ADDAMS FAMILY. Four copyrighted characters.

RINGS. Birthstone Ring (stone for each month), a 10-cent vending item. Gold-Finger Ring, a penny-nickel item. Agent 007 Ring (plastic), a penny item. Alphabet Ring (plated), a penny item. Funny Face Ring (plated), a penny item, and Zodiac Ring (plated), a penny item. Separate displays with each ring series.

### PENNY KING

NO. 119 CAPSULE MIX. For 10-cent vending. Features Monster Skull with tongue and eyes which pop out when jaw is moved. Also includes such items as the Magnetic Dog Trick and the Metal Knife. Mix 119 will vend only in the new three-hole capsule wheels. Free display front.

OTHER DIME MIXES. All packed 250 per bag. All Pin-Ons, Magnetic Dogs, Boys and Girls, and a variety mix called simply New, New, New!

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



## NEW MODEL 60 BULK-PAK

The BULK-PAK will not skip or jam because of a specially designed wheel and housing.

Model 60 BULK-PAK delivers the dependability, high quality and low cost that you've grown to expect from all Northwestern vendors. BULK-PAK holds one box (1,000 pieces of individually wrapped gum.) BULK-PAK priced at \$18.95 ea.

Wire, Write or Phone for Complete Details.

**Northwestern**

CORPORATION  
2752 Armstrong St., Morris, Ill.  
Phone: WHitney 2-1300

## MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. Deluxe, 1¢ or 5¢ Comb.	12.00
N.W. 10-Col. 1¢ Tab Gum Mach.	18.00
N.W. Model #33, 1¢ Porc. Con-	
verted for 10¢ B.G.	6.50
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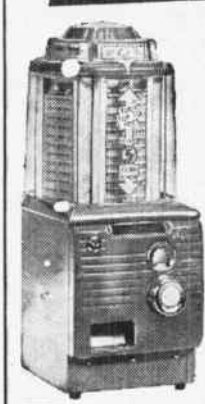
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**VENDERS HUM**

**At the Fair**

NEW YORK—A former apartment building super in Weehawken, N. J., sought a second income by bulk vending foreign coins at the World's Fair last year and is now doing a six-figure volume. "I lost my job as a super when we moved into a house," recalls Klaus Dohrn, whose wife and two children comprise his capsule-filling staff. "I needed a new sideline."

Dohrn, who worked as an assistant manager for a foreign money exchange, was struck with the idea of vending foreign monies at the Fair, utilizing capsule machines. Approaching the World's Fair Corp. with the idea, Dohrn met with indifference. Undaunted, he pitched individual exhibitors. He first sold the International Plaza, with the Philippine, Hawaiian, Transportation and Travel, Japan, Germany, Burmese, Indian, Monte Carlo, Belgian, British, Kiddieland, Alaska and Polynesian pavilions following in short order.

Even with a late June start (the exposition opened in April) Dohrn was able to place 120 Victor 77 quarter machines by the end of the season, with sales running over a million items: bank notes, Alaska and Hawaii souvenir coins and assorted foreign coin capsules.

His price per capsule is a quarter for six coins. The Statehood souvenir coins vend at a dollar, special machine gear ratios permitting four-quarter insertion.

Dohrn's "staff" works in the basement of their home, filling capsules by hand.

"We impress all house guests into service," Dohrn says.

Dohrn services his machines between midnight and 8 a.m., the only hours motor vehicles are permitted on the grounds.

"I believe in vending items of intrinsic value," Dohrn insists. "I could never vend typical bulk novelty items."

With a full second season of operation, Klaus Dohrn and his Victor 77 machines could emerge as one of the few success stories of the financially disappointing Fair.



KLAUS DOHRN and a bank of the Victor 77 units which he has placed in quantity at the New York World's Fair with excellent results.



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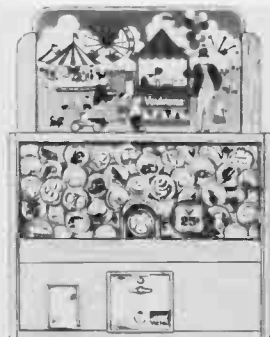
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# COIN MACHINE **news**

A SPECIAL BILLBOARD REPORT

## Cinema Juke Box: Just a Novelty?



RESTYLED SCOPITONE unit is viewed by patrons in cocktail lounge at the Sheraton Blackstone Hotel in Chicago. The firm has located the machines in most of the country's big hotels.

## Audio-Vidio Equipment An Industry Assessment

Key industry officials were asked last week to assess the present and potential impact of musicfilm devices on the coin-operated equipment business. Their comments follow.

PHILADELPHIA — "The blend of audio and visual which has been such a tremendous boom to other branches of the amusement industry promises to create a new vista of profitable business for the coin machine industry," declared David Rosen, president of the major coin equipment distributorship that bears his name.

Rosen has been distributing and operating the Cinebox unit since February of 1963.

"Unfortunately, too many operators look at the movie-music machine as competition to the music machine when in fact it is merely an adjunct to provide new and exciting coin-operated entertainment for the location

and its customers," Rosen observed.

"The growth of Cinebox and

### HILTON HIGH ON SCOPITONE

CHICAGO — Scopitone machines have been installed in 30 Hilton Hotel lounges around the country with "very good success," according to Hilton food and beverage executive Carl Mottek. Wherever there is a Scopitone distributor, Mottek explained, the machines have been added. "Bar business increases significantly when the machines go in," he said. Some of the units have been operating satisfactorily for six months, Mottek reported. Scopitone has been exhibiting its unit at scores of food, beverage and hostelry conventions.

other movie-music machines was curtailed by the lack of film product. However, this is fast being overcome.

"Many revolutionary changes are now in the planning and manufacturing stages for the movie-music machines," Rosen said. "By fall, such equipment will begin to take its rightful place as a major profit coin machine."

#### Louisville

Bernard S. Berman, president of the Automatic Amusement Association here and a 34-year veteran in the business, went to Europe several years ago representing a group seeking distributing rights for one of the music firm machines.

"I decided it was out of the range of the average location," he said.

"One shortcoming of such equipment," Berman observed, "is that patrons seated out of the

(Continued on page 46)

By RAY BRACK

CHICAGO — Lumberjacks, off-shore oil well drilling crews in the Gulf of Mexico and guests at most of America's finest hotels now have a pastime in common: watching lively and frequently spicy musical sound-films on coin-operated machines.

In the three-years-plus since the magazine-musicfilm machines made their U. S. entry (several models have had unspectacular success on the Continent) some 1,200 of the devices have been placed on location in the States.

In policy and in practice, the importers have avoided clashing with the juke box industry by dealing with large, downtown hotels, cocktail lounges and restaurants. Typical: the Eden Roc Hotel in Miami Beach, the Fairmount Hotel in San Francisco and the Conrad Hilton Hotel in Chicago.

#### Widening Distribution

Distribution of the machines has been widening, however, to the consternation of many coin-music operators. A recent meeting of the South Dakota trade association, for example, was devoted to discussion of the impact of musicfilm equipment on their business. Scores of similar discussions have been held elsewhere.

Speculation about the entry of one or more of the major juke box manufacturers into the production of coin-op musicfilm equipment has arisen—to be categorically denied by all four firms.

"We will never enter the field," Seeburg president J. Cameron Gordon assured Billboard recently.

The president of Rowe AC Manufacturing, Jack Harper, recently disclosed that his firm conducted a musicfilm machine market analysis, from which it was concluded that:

1) The magazine projectors go great guns while a novelty in a location but collections soon begin to sag.

2) Much of the equipment is full of mechanical bugs.

3) Film product for the machines is not available in satisfactory quality or sufficient quantity.

#### Timing Not Right

Harper did not write the concept off, however, observing: "This form of entertainment will become a part of the business eventually. The timing and type of machine are not right now."

The talk of the trade associations is a machine called Scopitone, with about three times as many units on location as the second-running machine heretofore called Cinebox but recently renamed Colorama.

Sundry other musicfilm machine brands are to be found on scattered locations but in quantity too minute to be deemed a factor.

For the purposes of this analysis, then, we will look closely at Scopitone and Colorama.

## Scopitone

A. A. Steiger, president of Tel-A-Sign, Inc., a Chicago firm which acquired 80 per cent of the stock in Scopitone in July of last year, says that 1,000 of the machines are on location in the U. S.

(Steiger's claim may be slightly puffed—but not much. An excellent industry source also close to Scopitone told Billboard that slightly over 800 Scopitone units are on location—400 of them on the West Coast.)

#### French Idea

The original Scopitone machine was the development of Cameca S.A., a subsidiary of the giant Paris electronics firm, the C.S.F. Corp. Importation of the French machine to the U. S. was begun with the organization of Scopitone, Inc. in Miami by the late Barney Sugarman, Abe Green of Runyon Sales and Irving Kaye, Brooklyn billiard equipment manufacturer, and Miami attorney Alvin I. Malnik. Malnik is today—following its acquisition by Tel-A-Sign—president of the Scopitone division.

Early this year Tel-A-Sign began manufacturing the Scopitone machine at its Chicago factory.

"Scopitone has its own separate management, engineering and design, production and marketing personnel teams," Steiger declared at the time.

#### Restyled

The U. S. model was restyled "in classic design to appeal more to American taste," Steiger said. "With all components made in this country, it will be easier to service than the French machine."

Steiger set production goals of 5,000 machines for this year; (Continued on page 48)

## DO YOU RECALL THE PANARAM?

CHICAGO — Emergence of the new musicfilm products has stirred scattered recollection of the ill-fated Mills Panaram, the Chicago-manufactured cinema juke box introduced late in 1940. Some industry observers have been quick to predict a demise of the new products parallel to that of the Panaram. The problems which beset the Mills product are not likely to be duplicated today, however. A little more than 2,000 of the Panaram units had been produced when the Japanese bombed Pearl Harbor. Production of the machine and its film were curtailed. This occurrence combined with the machine's high price (double that of the juke box), dime play for 3-minute films (most machines played at a nickel) and no selectivity (the customer got whichever film was next in line), sounded the product's death knell.

## ACCENT ON BIG HOTELS

# Chicago Scopitone Operation Not Competing With Juke Box Trade

CHICAGO—The "operator" of Scopitone projectors here is Edward Young, a vice-president for the Scopitone division of Tel-A-Sign, Inc.

"We're our own distributor-operators here in the juke box capital," Young said. "We're moving slowly, learning a lot, moving into locations where juke boxes have not been placed."

Young said he has himself been dealing with locations, and has placed Scopitone projectors in most of the city's major loop hotels, a number of fine restaurants and even one or two country clubs.

### 25 Machines Out

"We have about 25 machines out now," he reported. He estimates that some 500 locations in Chicago should prove ideal for Scopitone.

This compares to the 5,000 to 10,000 locations in Chicago suitable for juke boxes.

Among the hotels now featuring the sight-sound unit, Young said, are the Sheraton Blackstone, Sheraton Chicago, Conrad Hilton, Palmer House, and Sherman House. Units have been placed in such restaurants as Diamond Jim's, the Marina City Lounge and Maxims. And the Beverly Country Club recently requested and received a Scopitone projector, Young said.

In a private club like the Beverly Country Club, Young explained, Scopitone asks for a \$300 per month guarantee because of limited traffic. This is the case with any location where traffic is a question mark, Young said.

"In chain hotels," he declared, "we automatically offer a 20 per cent commission. Other distributor-operators are not held to this policy, however."

Young said that in its negotiation with locations, Scopitone has been holding firm, never offering more than a 20 per cent commission.

"We are learning a lot about contracts and service," Young admitted. "For example," he said "we'll flub our dub if we don't provide good films. The location wants entertainment that will build bar business."

### Monthly Film Change

The machine on location receives four or more changes of film per month. Scopitone distributor-operators are guaranteed new movies at this rate. The D-O does not buy the sound-films, but leases them at \$15 each. The first load of film for each unit leases at \$20 per title.

Young guarantees service to the location up to midnight, and occasionally beyond. Service personnel, most of them with TV repair backgrounds, are trained at the Scopitone plant in Chicago.

Young was loath to divulge exact figures about machine income, but readily spoke in generalities.

### Big Average

"We are quite satisfied with a \$50-per-day average in a good traffic location," he disclosed. "In a spot where the machine competes with a piano player, we are content with \$125 to \$150 per week."

Young said he doesn't think of himself as competing with Chicago juke box operators.

"We'll never go into the neighborhood-type bars," he declared. "We may test some of the upper-class bars, but we're in no hurry."

## Scopitone Issues 13 Films Featuring Record Artists

• Continued from page 1

Hence, the exposure is bound to help the artist sell records.

The films are produced for Scopitone by Harman Enter-

prises, Beverly Hills, Calif. Harman is headed by Debbie Reynolds. Irving Briskin, formerly executive vice-president of Columbia Pictures, holds the same post with Harman.

Briskin says that film contracts with James Darren, Colpix; Vikki Carr, Liberty; Frankie Avalon, United Artists; Leslie Uggams, Columbia, and Ella Fitzgerald, Verve, have been signed, with the first two named doing one number each and the others doing two numbers.

Most of the artists signed by Harman are performers with established track records and most of the repertoire is standard.

Programming is based on the theory that the machines will be placed in adult locations and that grown-ups want to hear familiar artists singing familiar songs.

If Scopitone becomes estab-

## MONEY Confers On Sales Tax

NEW YORK — The Music Operators of New York, under President Al Denver of Lincoln Vending Corp., held a conference of association officials and major operators Tuesday (29) to review developments in the State sales tax situation.

Results of the meeting were not immediately disclosed, but it was apparent that most of the city's major juke box and game operators would defer filing of returns for the new 2 per cent sales tax until a firm determination has been made as to whether or not a juke box or game play constitutes sale of personal property.

"I personally am of the opinion that we are not subject to the tax," Denver declared.



ON LOCATION IN LAS VEGAS, Freddie Bell dances with chorus girls, while Roberta Linn (right) awaits cue during recent filming of a new number for Scopitone.

## OTHER AUDIO-VISUAL

In addition to Scopitone and Colorama machines (see story elsewhere), several other musicfilm units have appeared on the domestic scene recently.

A machine of French manufacture called Cinematic was introduced to the U. S. in 1964, with Defiance Industries handling distribution. Movietone International, based in Miami, announced last year the availability of a "juke box-joined film unit" for installation on standard coin-operated phonographs. The unit, with a 24-inch screen, offered a film for a dime.

Urban Industries of Louisville began development of a film-sound unit utilizing 8mm film for introduction this year but abandoned the project when market research indicated minimum demand.

lished in teen-age locations, the programming will have to be supplemented with films made by some of the newer pop artists. In that case, the film producer would have to gamble. The current material is primarily library

stuff. It's not calculated to die quickly. And as making a film entails a lot more expense than cutting a single, its unlikely that the emphasis will shift too much from bread-and-butter artists to new chart entries.

# An Industry Assessment

• Continued from page 45

line of sight do not get the benefit of the entertainment. This can be remedied with a juke box using special speakers."

"Frankly though," Berman admitted, "I have not had enough experience with the equipment to judge whether or not it has a future in our business."

According to Berman, there are no musicfilm machines in Louisville at the present time.

### Milwaukee

Sam Hastings, president of the local trade association, reported that sight-sound equipment has not made a big splash in the beer town yet.

"There are few of the units in town," he said. "I've had only one call about the equipment, and that party lost interest after hearing details. Our association has discussed the trend briefly, and many feel that the machines are a passing novelty and would be very expensive to operate."

### New York

"I wouldn't want to be quoted

as giving an opinion on the merits or demerits of the cinema juke box," said Al Denver of Lincoln Vending Corp., president of the Music Operators of New York, "because it is somebody's product. I don't want to be in the position of affecting sales."

Denver said some MONY members are operating musicfilm equipment, but none on a large scale. He suggested that it is yet too early to offer an accurate judgment of the new concept on the industry.

### Chicago

"Our members are a bit fearful about this new equipment," reported Charles Sacco of Lee-Nordic Music and president of the Associated Buyers Club here.

"Then, of course, none of our members have had first-hand experience with the cinema-juke box. We have discussed the equipment at great lengths in our meetings."

Sacco reported that several Chicago operators have given the

go-ahead for location of musicfilm machines in their locations.

### Pierre, S. D.

"Looks to me like a sixty-day wonder," observed Darlow Maxwell, president of the Music and Vending Association of South Dakota during a recent association meeting.

Maxwell referred to the musicfilm units now being placed in relatively large numbers across State by newly appointed Scopitone distributor-operator Earl Buckingham, a Rapid City trucker. Buckingham's initial equipment consignment is reportedly 500 machines.

According to a Bay Area operator who prefers anonymity, "Few West Coast operators are considering routing Scopitone or Cinebox equipment. Many coin machine businessmen have a parochial attitude toward new equipment in general."

He also offered: "Like all other new innovations, audio-visual coin machines will have to be merchandised aggressively in order to be successful."

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Un. Yankee Slugger.....125	C.C. Champion Rifle.....495
Un. Yankee Baseball.....210	Ex. Space Gun.....95
Wms. Four Banger.....125	Ex. Gun Patrol.....110
Wms. King of Swat.....110	Ex. Pop Gun Circus.....225
Wms. Official Baseball.....235	Ex. Six Shooter.....110
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	Genco Oavy Crocket.....195
	Genco State Fair.....150
	Genco Rifle Gallery.....\$135
	Genco Sig Top.....175
	Genco Jet Gun.....125
	Keeney Sportsman.....150
	Keeney Air Raider.....150
	Mid. Trophy Gun.....450
	Mid. Shooting Gallery.....195
	Mid. Bazooka.....195
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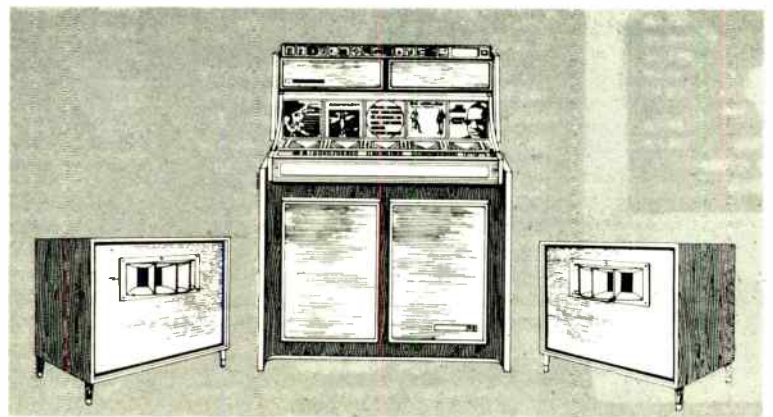
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# Cinema Juke Box: Just a Novelty?

• Continued from page 45

10,000 units in 1966. He estimated the U. S. market for the device at about 100,000 locations. (This compares with some 450,000 juke box locations.)

To date, sales, film production and programming for Scopitone have been handled out of Miami. As of July 1, however, sales offices would be opened in New York, Chicago and Los Angeles, Steiger said.

## Price

Price of the machine to distributors—although it varies slightly with quantity ordered—is basically \$3,500. (See adjoining box for additional data about Scopitone and other equipment.)

This high price has moved many industry observers to write Scopitone and other musicfilm machines off as a passing fad. Such is one of two major trade criticisms of Scopitone and similar equipment.

The other big criticism is directed toward the film product. Early Scopitone films were French-made. Cinebox (Colorama) films were Italian-made, in the main.

## American Artists

"Unless they get American recording stars they're doomed," has been an oft-heard operator prediction.

Scopitone is now releasing four new sound-films per month featuring such American artists as Barbara McNair, Della Reese,

Jane Morgan, Debbie Reynolds, Kay Starr, Frankie Avalon and others. The movies are produced for Scopitone by Harmon Productions in Hollywood under the direction of Irving Briskin, ex-Columbia Pictures executive.

"We intend to continue importing some Scopitone films from Paris," Steiger said, "but by the end of this year the balance of musical films in the projector magazines will shift from French to English."

## Revenue Increase

Steiger added: "Distributors throughout the country report a marked increase in revenue since American films appeared on the machines."

The manufacturer also reported last week that collections have spurred of late because of a device newly incorporated on Scopitone machines. This device, called a "stimulator," consists of a timer which automatically switches on the machine to play the preceding film after the machine stands silent for a prescribed number of minutes. The stimulator device is being made available on all the U. S.-made units and will be offered as an attachment for units in the field.

A top official in the Scopitone division candidly discussed with Billboard the "slump" pattern frequently reported with the musicfilm units once the novelty wears off.

"Our research shows that the machines pass through three stages on location," he said. "First comes the spurt, with high revenue and many locations seeking the novelty. This may lead to saturation. Familiarization leads to a leveling off. The second stage. Frequently machines are pulled out in this stage. But now, with the availability of a variety of American films, we are seeing a third stage—a steady income stage."

## Good Films

Said the executive: "We'll flub only if we fail to provide a variety of good films."

Scopitone to date has avoided selling its machines to the traditional coin machine operator. Indeed, few operators have sought to purchase the equipment. The Scopitone placement policy, as stated by Steiger: "Scopitone is not a competitor of the juke box. It is most effective in prime locations such as luxury spots, diners, bowling alleys, restaurants . . ."

## New Medium

"Although Scopitone has been



A. A. STEIGER (right), president of Tel-A-Sign, Inc., manufacturer of the Scopitone unit, views a film-sound selection on a previous Scopitone model with Alvin I. Malnik, president of Scopitone, Inc., national distributor.

tested right beside juke boxes in some locations," declared Malnik, "it is not a competitor of the juke box. It is a new entertainment medium in its own right."

## Distribution policy?

According to Malnik, "Scopitone intends to recruit its own force of distributor-operators, although some distributors of other coin-operated devices may be welcome. We want people who are primarily interested in selling Scopitone and will not permit Scopitone to be subordinated to any other entertainment medium or coin machine."

Scopitone currently has 20 distributor-operators who have been granted exclusive territorial contracts for five years with renewal options. Each receives a quota of machines based on population and economic indexes. None of these distributors are major coin machine line dealers.

## Location Requests

This policy has prevailed, but may soon be revised. A top Scopitone executive told Billboard that a major Chicago coin machine distributor has indicated interest in the line. The name of the distributor was not disclosed.

Several Scopitone units have

been ordered and located by well-known Chicago coin machine operators. Such orders result as a rule from location requests.

## Colorama

Of Italian origin this machine has had considerably less acceptance in the U. S. than has Scopitone. The lag has been attributed to the lack of good U. S. films and a delay in beginning domestic production of the unit.

Manufactured in Milan, the Cinebox unit was imported by the Cinevision Corp. of America, a subsidiary of the Estey Organ Co. According to Cinevision vice-president Henry A. Schwartz, manufacture of Cinebox in the U. S. was to have begun in 1965.

These plans were set askew by the bankruptcy of the Estey Co. last year. When this happened Cinevision Corp. reorganized as Intersphere Development Corp. and changed the name of its imported product to Colorama.

## 470 Units

Intersphere continues to import the Italian product and makes minor changes on the product at its Hicksville, N. Y., plant.

Company officials say that some 470 of the \$3,700 units are on location in the U. S.

Intersphere plans to begin manufacturing a completely re-engineered and redesigned version of its Colorama unit in this country before the year is out. Among the changes contemplated for the unit is a switch from 16 to 8 millimeter film. The Fairchild Camera Co. is reportedly working on the project.

Painfully aware of its film-supply problem, Intersphere plans to produce six domestic films per month. Unlike Scopitone, Intersphere will not use name talent. Filming began in Chicago last week of such subjects as the Go-Go Girls at the Whiskey A-Go-Go here. Colorama Films of New York is also under contract to produce for Intersphere. Plans also call for Nashville production.

## 80-20 Commission

Colorama is distributed by independent agents such as Specialty Sales Corp. of America, here in Chicago. Specialty Sales executive Lawrence Kaghan told

## BB'S REPORT AVAILABLE IN REPRINTS

"Cinema Juke Box: Just a Novelty?" was a Billboard staff report prepared during the course of several weeks under the direction of Billboard's assistant coin machine editor Ray Brack. For the report, Billboard interviewed several dozen persons connected in one way, shape or form with the cinema juke box business. Reactions were also obtained from coin machine industry members. The result is an impartial and comprehensive survey of just what the cinema juke box means to the coin machine industry. Reprints of this entire series of articles can be obtained by writing: **Coin Machine Editor, Billboard, 188 West Randolph Street, Chicago, Ill. 60601.**

Billboard that he has placed some 20 units in Chicago locations on an 80-20 commission basis.

According to Kaghan, Intersphere has just appointed the Apache Corp. of Minneapolis as upper-Midwest distributor for Minnesota, South Dakota, North Dakota and upper Wisconsin. Apache has an initial order for 200 Colorama units, Kaghan said.

Colorama distributors, much as with Scopitone, are awarded exclusive territorial contracts, with equipment quotas based on population and economic levels.

## Not Particular

Kaghan said that he follows no rigid pattern in locating Colorama units. "We are not particular," he said. "We'll place a unit in any location that will make money."

What do these musicfilm machine developments mean to the industry? (See adjoining story.)

Opinions are legion. Few coin businessmen want to put down musicfilm projectors too outspokenly, but, on the other hand, few experts will say the new concept has a definite place in the coin-entertainment industry.

An exceptional appraisal came from a West Coast operator noted for progressive business practices. Declining direct attribution, he said that after close acquaintance with the musicfilm trend he has become convinced that the audio-visual concept is here to stay—but not in its present form.

## Manufacturer Move

"The current equipment is not the answer," he said, "for three reasons: 1) the cost of the film, 2) the cost of the equipment and 3) the single-purpose concept behind the equipment."

"I think we'll see one of our major phonograph manufacturers move into the field," he predicted, adding: "One day audio-visual machines will have spread to even the neighborhood-type bars."

Against this background, Billboard learned last week that a major Eastern coin machine distributor is negotiating for rights to an imported musicfilm unit with the idea of introducing a combination juke-film machine, playable either as a juke box or as a record-film combination.

An announcement growing out of the negotiations is expected soon.

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Gottlieb Flipper	180.00
AMI Continental I	325.00
Seeburg B	75.00
Seeburg DS 160	725.00
Seeburg Q 160	595.00
Seeburg R	195.00
Seeburg V200	95.00
Seeburg KD	265.00
Wurlitzer 2410	395.00
Wurlitzer 2510	495.00
AMI 200 Sel. Wall Box. Ea.	35.00
Seeburg 3W1 Wall Box. Ea.	12.95
Seeburg 20 Sel. Wall Box Ea.	35.00
Wurlitzer 5210 Wall Box	39.50

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# 30



ALFRED ADICKES

## YEARS of HAPPINESS and SUCCESS THROUGH MUTUAL COOPERATION!



**GRAND PRIX II**  
Model 426 160-selections  
Stereo-monaural 45-33 rpm

**PLUS . . .**  
Rock-Ola's famous WALLPHONO for  
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**and**  
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It has been approximately 30 years since Rock-Ola began producing phonographs at the famous address in Chicago—800 North Kedzie Avenue—an international landmark today. It is more than 30 years ago since the mutually successful and very pleasant relationship started between NOVA APPARATE and ROCK-OLA MANUFACTURING CORPORATION.

We are happy to congratulate Mr. David C. Rockola and the entire Rock-Ola organization on 30 wonderful years in business.

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**STARLET**  
Model 429 Compact 100-  
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45-33 rpm

We shall continue to provide the trade with surprises and innovations in coin-operated equipment through the years with Rock-Ola products now on the drawing boards. Rock-Ola phonographs excel in full dimensional tone reproduction, technical perfection, and beautiful styling.

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**PRINCESS ROYAL**  
Model 424 High fashion 100-  
selections Stereo-monaural  
45-33 rpm

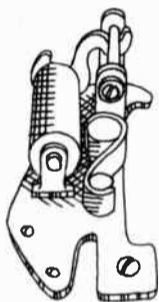
# NOVA APPARATE

24, Semperstrasse Hamburg 39 Germany

Number One of a series



# David and the doodad



So, what's a doodad? Why, it's a thingumabob, naturally! Or a whatsit, gizmo or gadget . . . Now, what's a rockola? Well, 1924 was a good year for doodads, rockolas, gizmos and people in general. Washington took the World Series from New York, Harold Lloyd and Mary Pickford were glorifying the silver screen and in Chicago young, eager David C. Rockola was cutting his teeth in the coin machine business.

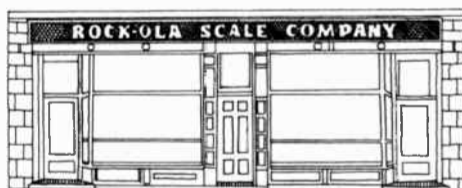
Now, for an ordinary man, operating 5,000 penny weighing machines in Philadelphia, Pittsburgh, St. Louis and Chicago, is a pretty impressive start, but our David was a very singular type of guy, as you shall soon see.

By 1925, with Connie Mack still working wonders with his scorecard, our hero was getting a good foothold in the coin machine business with the acquisition of 1,000 ABT pistol target machines, and now operated under the name of Target Skill Machine Company.

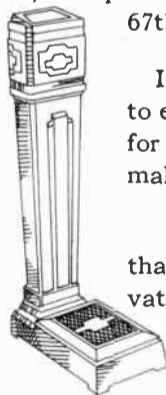
Things were humming along pretty good now, but the perils associated with the life of an operator can make even an old pro come unglued at times . . . to say nothing of its impact on a man of lesser experience. (Ask anyone who has traveled 40 miles on an icy night to repair a doodad if you need further proof.)

As 1926 came to a close, Dave decided to put some of his hard earned experience to more

practical use and do something to improve the lot of the operator (himself in particular). Thus,



Rock-Ola Scale Company was born in a 1,800 square foot storefront at South Park and 67th Street in Chicago.



In this small plant in 1927 began to emerge the design skill and genius for simplicity that was destined to make him the talk of the industry.

The Featuristic and LoBoy scales that were produced here carried innovations of simplicity and dependability that have withstood the test of time.

Before the year was out, David moved to 619 West Jackson Boulevard and added five new employees and increased his space to 3,000 square feet. Even so, his experience and concern for the operator was evidenced in all designs. For example, his LoBoy scale was regarded as a mechanically perfect mechanism which gave accurate weight without adjustment or service of any kind.



In 1928, the company broke into the pinball business with the introduction of Juggle Ball,

an all-skill player controlled game which immediately became popular with the public and profitable for operators. In fact, so successful that it carried a three day pay-for-itself money back guarantee.

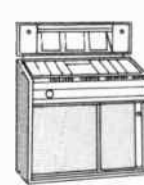
By 1929, the demand for Rock-Ola products had become so great that additional quarters were essential. So, the small company of a few years back increased its space to 18,000 square feet. In 1930 to 24,000 square feet and in 1931 to 34,000 square feet.

Through 30 years, innovations in design and engineering excellence have resulted in Rock-Ola phonographs of outstanding performance with features that satisfy the demands of locations and operators alike. Now, with the introduction of the new Grand Prix II and Starlet models for 1965 comes the ultimate in automatic phonographs . . . the result of 30 years experience in the field.

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STARLET  
Model 429



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Model 426



PRINCESS ROYAL  
Model 424

ROCK-OLA



music products for profit for 30 years

**NEW EQUIPMENT**

# Latest 2-Player From Williams Has Captive Ball in Light Box

CHICAGO — Williams Electronic Manufacturing Corp. last week introduced a two-player dubbed Pot O' Gold, which hurls an extra ball in the light box for bonus points with the

exit of every ball from the playfield.

The new feature awards the player either 100, 300 or 500 bonus points, or 500 points and an extra ball.

Adjustable for three or five-ball play, the new unit also incorporates a "W" light-up special scoring feature. Illumination of one leg of the bold playfield-"W" awards the player one of three alternatives: an extra ball for achieving the "500" lane in the light-box; 300 points from the "bottom-out" lanes or 100-point scoring by means of the two "jet bumpers."

Additional features are a "number match," automatic ball lift and standard three-way multiple chute.



WILLIAMS' 'POT O'GOLD'

## N.S.M. Expands

VIENNA—N.S.M. of Bingen, West Germany, one of Europe's largest coin machine producers, is expanding distribution in Austria.

Service parts warehouse and showrooms are being operated by Helmut Haller & Co. at Mariahilferstrasse 105, and Loewen-Automaten, the N.S.M.

sales organization, is delivering its phonographs direct from the customs warehouse through the firm of Carl Ohly, Tiefer Graben 21.

N.S.M. produces a family of phonographs consisting of the Serenade, a best selling compact; a console version of the Serenade, and a combination wall-floor box with the Serenade mechanism.

*Recent*

## STEREO RELEASES

*for Music Operators*

## SEEBURG LITTLE LP'S

### Pop-Vocal

**Rick Nelson—Best Always** . . . . . Decca  
I'm Not Ready for You Yet . . . Lonely Corner . . . Mean Old World . . . I Know a Place . . . It's Beginning to Hurt . . . When the Chips Are Down

**Jackie Wilson—Soul Time** . . . . . Brunswick  
No Pity (In the Naked City) . . . Mama of My Song . . . Soul Time . . . Danny Boy . . . She's All Right . . . No Time Out

### Pop-Instrumental

**Peter Duchin—The Duchin Touch** . . . . . Decca  
I've Grown Accustomed to Her Face . . . Call Me Irresponsible . . . You'd Be So Nice to Come Home To . . . The Best Is Yet To Come . . . Sophisticated Lady . . . If I Were a Bell

### Country & Western

**Various Artists—1964 Country & Western Award Winners** . . . . . Decca  
Memory #1 (W. Pierce) . . . Before I'm Over You (L. Lynn) . . . This White Circle (K. Wells) . . . Be Better to Your Baby (E. Tubb) . . . D.J. for a Day (J. Newman) . . . Tell Her So (Wilburn Brothers.)

Thanks a Lot (E. Tubb) . . . Password (Kitty Wells) . . . Those Wonderful Years (W. Pierce) . . . Wine, Women & Song (L. Lynn) . . . If the Back Door Could Talk (W. Pierce) . . . Widow Maker (J. Martin)

July 10, 1965, BILLBOARD

## UJA Flips Seymour's Wig

NEW YORK — Seymour Pollak won a wig and Max Klein a trip to Las Vegas at last week's United Jewish Appeal coin machine dinner-dance at the Statler Hilton Hotel here.

They were two of 19 winners for raffle prizes drawn during the evening. A Wurlitzer stereo unit was won by Mrs. S. Spielman and a Seeburg organ went to Stan Nankof.

William Cahn won some Scotch and Pearl Salvani some Samsonite luggage. A Polaroid camera went to Mrs. Joan Kaufman and some official coins to Pat Calarino.

Prizes of 25 albums went to: Frank Miniaci, Al Hirschberg, Louis Edelman, Mrs. Al Miniaci, Joseph Calarino, Mitchell

Ziplow, Paul Jacobs, Larry Galante, Jean Felice and Don Liberatore.



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# MOA Plans Novel Business Program for Fall Convention

CHICAGO—Music Operators of America is heading toward its September convention with some fresh, new ideas that could make this one of the best conclaves in the association's history.

Most impressive is the approach toward the educational portion of the program—an area that in past years has often left much to be desired.

MOA is labeling this its "1965 Industry Seminar." The beginning portion will consist of prepared talks on such subjects as record programming and public relations—the latter divided into relations with customers, employees, government officials and the general public.

## Carnival of Ideas

The second half will be tabbed "Carnival of Ideas," and will have specialists on a variety of subjects sitting at separate tables to hold discussions and answer operators' questions.

The tables will be spaced throughout a large hall, and operators will be able to go from one to the other. Among subjects covered will be insurance, finance, operating problems and record buying and programming.

The record programming segment during the first half of the program was specifically suggested by record companies, most of whom felt they were losing touch with their operator customers because of the latter's

practice of buying from one-stops.

## Exhibitors

Other portions of the convention appear to be well ahead of last year's timetable. Although the Sept. 11-13 date is still two and one half months away, some 22 exhibitors, including the four juke box manufacturers, have already signed to show their lines.

Fred Granger, executive vice-president, said that he was certain MOA would at least equal last year's total of 48 firms. Attendance is also expected to top last year's figure of 1,000 to 1,200 operators and guests.

## New Operators



Charles Gelatini and Jim Coffey, a couple of new operators doing business as A & B Music, Valejo, Calif., are greeted by Gary Sinclair (left), Wurlitzer regional manager.

The traditional banquet and floorshow will wind up the festivities on Monday (Sept. 13) evening. This will be held in the Pick-Congress' Grand Hall.

## Chairmen

Co-chairmen for this year's convention are Howard N. Ellis, Omaha, and William B. Cannon, Haddonfield, N. J. The forum committee is headed by John R. Trucano, Deadwood, S. D., and his committee includes Mrs. Millie McCarthy, Hurleyville, N. Y., and Norman Gefke, Sioux Falls, S. D.

Exhibitors signed to date include: Phonograph manufacturers—Rock-Ola, Rowe AC Manufacturing, Seeburg and Wurlitzer. Amusement game manufacturers and suppliers—Fischer, Dynaball, Wico, Midway, Valley, Williams, American Shuffleboard, Bally, Irving Kaye, National Shuffleboard, D & R Industries, Urban Industries, Automatic Products, Orbit Engineering, Tape Athon and Sterling Title Strip. Record firms—Epic and Jay Jay.

The exhibitors will be on two floors in the Pick-Congress. Granger said that the first floor of the show has already been sold out. Many firms are taking multiple booths. Williams has the largest area to date with 10 booths.

The juke box manufacturers and record companies will be in adjacent areas on the second floor.

# YOUR OPINION

Question: Do you think the name juke box should be abandoned in favor of something more dignified? And if so—what?



Amos Heilicher  
Minneapolis Operator

"With the introduction of LP Consoles, we're getting away from the juke box name. A machine that plays albums is no longer just a juke box. I think the name should be upgraded. What you have now is an expensive music system. It should be called a coin-operated music system or simply LP Console."



Bob Bear  
Wurlitzer sales manager  
North Tonawanda, N. Y.

"The juke box name is almost legendary. I used to call it an automatic phonograph, but somehow the term doesn't sound nearly as joyful as juke box. I think as we get older we try for more sophistication. Hot dogs, for example, become frankfurters. But the more I think about it, I prefer to stay with the young people. My vote is for hot dogs—and juke box."



Mort Levinson  
National Coin Machine  
Exchange  
Chicago

"The public knows it as a juke box and probably always will. But in our sales pitch we use the word phonograph and frankly I prefer it to juke box. Newspaper publicity in past years has given the juke box name a questionable connotation. If we can upgrade the juke box term, we should."



Fred Pollak  
Rowe AC vice-president  
Whippany, N. J.

"There's nothing wrong with juke box—I love the term. My kids call it juke box and if you ask 100 kids, you'll get 99 that say it's a juke box. It's not a bad name at all. People should just stop being defensive about it."

YOUR OPINION is a new Billboard feature for coin machine operators. If you have a question you would like answered, write: Coin Machine Editor, Billboard, 188 West Randolph Street, Chicago, Ill., 60601.

## Seeburg Names Martin and Snyder as Cleveland Outlet

CHICAGO—Martin & Snyder of Ohio has been appointed distributor for the Seeburg Corp. in the Cleveland area, it was announced last week.

"The appointment is effective immediately," said Seeburg executive vice-president William F. Adair.

Noting that Martin & Snyder has, since 1960, handled the Seeburg line through a distributor branch office in Dearborn, Mich., Adair declared: "The Martin & Snyder organization has the ability and capability of serving the additional area. For that reason, they were selected for the new distributorship."

The distributing firm is headed by Frank J. Martin and

Gerald A. Snyder, both active in the coin machine business in the Cleveland area for many years.

General manager of their firm is Jack Knowles. James Jankowski is service manager; music sales are the responsibility of Tom Proffitt; Bernard Shapiro handles vending sales.

Martin & Snyder will also distribute Seeburg background music equipment and the products of Williams Electronic Manufacturing Corp., a Seeburg subsidiary.

The distributorship's recently enlarged headquarters is at 5091 West 164th Street in Cleveland.

"We're open for business and we'll be having an official open house soon," Martin said.

BILLBOARD, July 10, 1965

**Williams® NEW 2 PLAYER**

## POT O' GOLD

**ADJUSTABLE 3 or 5 BALL PLAY**

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LIGHT THE COMPLETE LETTER "W"  
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LIGHT ONE-LEG OF THE LETTER  
"W" FOR

1. 500 LANE IN LIGHT BOX SCORES 500 AND EXTRA BALL
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3. 2 JET BUMPERS SCORE 100 POINTS

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# 'Pocket Veto' Ends Threat of Puerto Rican Game Prohibition

SAN JUAN, Puerto Rico—Governor Sanchez let the July 1 deadline pass last week without affixing his signature to a bill that would have outlawed a variety of amusement games on the island.

Eliminated with the governor's "pocket veto" was a measure passed by the Puerto Rican Senate on May 17 and the House on May 26 effecting a Jan. 1, 1966, ban on pinball, arcade movie and target amusement equipment operated by means of a coin aperture.

The amusement game issue was reportedly to be brought again before island lawmakers in their next session for possible regulatory legislative action.

## Strong Opposition

Sponsored by popular Democratic Party Senators Rene Munoz Padin, Carlos Garcia Portela and Salvador Acevedo Colon, the measure encountered strong opposition from industry and political leaders who insisted that at most the amusement machine industry should be regulated by new laws.

During debate on the measure, island newspapers took strong editorial stands in favor of banning the equipment. In *El Mundo*, Puerto Rico's most influential daily, a lead editorial appeared headed: "Que se Erradiquen" ("They Should Be Eradicated") which spoke fearfully of the effect of amusement games on the island's youth.

Proponents of the ban, claiming the support of citizen's groups such as the Parent-Teachers Association, said the bill was necessary because of the bad influence of the games on youth.

## Influence Harmful

Declared Padin: "The influence of these machines on the minds of the young is harmful. I favor the banning of these machines, at least in the proximity of schools where their presence adversely affects the aura that should surround a school building."

Out of this sentiment emerged a bill to: "Prohibit the introduction, manufacture, possession, use or operation of pinball machines."

Statehood Republican Party Rep. Luis Camacho led the minority who questioned the wisdom of sweeping the equipment from the island in order to preserve the "aura" around school buildings.

Local operator Horacio Garcia, who entered the business in 1955, called the ban bill "cruel."

## Machines Are Good

"The machines are good," he

said. "They're relaxing and they only cost a nickel to play. Even with operating costs up 40 per cent, we still charge only a nickel."

"I challenge the government, the sponsors and the men who voted for the bills to show me proof the games are bad. I am willing to give the government as many machines as they want right now if they will put them in asylums, hospitals, schools, jails and churches. They will be shown to be good," Garcia said.

Commenting on the common assertion that pinball games contributed to delinquency, columnist Juan Manuel Ocasio of the *San Juan Star* wrote on May 29: "How about the kids? Where do they go for their fun? How much is being done to really keep youngsters out of mischief? Perhaps it is true that the machines contribute to juvenile delinquency, but there are so many other angles of the problem still neglected."

During Senate debate on the issue strong industry testimony came, among others, from Rufus King, prominent Washington, D. C., attorney.

# Seek End of Juke Box Exemption

• Continued from page 8

who base 80 per cent of programming on record play, alternating with commercials, said AFM counsel Adler. All attempts to negotiate with record companies or users for performer-royalty on records have failed "in the past 30 years of effort."

Musicians attacked the opposition to performance rights "by corporate music publishers who syndicate interests in their multi-million-dollar catalogs on Wall Street . . . while they assault the salutary compulsory license provision of the present law. AFM has no fault to find with the proposed law other than the lack of record royalty and the end of common law copyright."

Clearances for record performer fees would not be insurmountable, said musicians. AFM would take into account the record manufacturers' expenses in advertising and promotion, and would be amenable to a point system in the distribution and clearance of record royalty. AFM reminded the congressmen that performance rights societies

have successfully solved administrative questions in multiple royalty distribution.

Performers' long-delayed recognition in the \$6 billion copyright industry presents a sharp moral question that AFM hopes the Copyrights Subcommittee will answer in its final recommendations on the 1965 law. The old law could not envision the takeover of live performance by electronic recording "which can be used endlessly," said Ballard.

At the start of the hearing, Rep. James Corman (D., Calif.) member of the full Judiciary Committee, urged the subcommittee to end the juke box exemption from performance royalty. Representative Corman is author of one of the anti-juke box exemption bills introduced in January. The 1965 over-all revision bill would end the exemption, but subcommittee members have closely questioned proponents of the bill on other possible ways to collect juke box royalty—such as extra mechanical fees on records used in juke boxes.

## Growing Group In Louisville

LOUISVILLE — The Automatic Amusement Assn. here now represents 100 per cent of the local operators and is getting increased support from around the State, President Bernard S. Berman reported last week.

The association met for its regular monthly business meeting last Tuesday (29), with such topics as State and local legislation, operating methods and public relations on the discussion agenda, Berman said.

"We have the customary problems here," Berman commented.

Leo Weinberger, proprietor of Southern Automatic Music, is secretary of the association. Counsels are Frank A. Haddad Jr. and Leon J. Shaikun.

## LEO THE LION



Something different and the kids all like the friendly lion. Mfr. of the following other rides: Donny Duck • Ben Hur Chariot • Mustang • Pony Cart • Sam The Clown (Seesaw) • All rides carry a one year warranty.

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July 10, 1965, BILLBOARD

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**A Gottlieb FLIPPER SKILL GAME**

Ask your distributor for a feature demonstration!

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**Ways To Score • Profits**

Light box animation at its funniest!  
Everybody will get a "kick" out of it...  
Every 100 points scored makes the Horse give the Cowboy a big kick!

**SPECIAL SCORING FEATURES:**

- Making A B C D rollovers lights top center rollover for special. Hitting roto targets to light any 4 adjacent numbers in front of targets scores specials.
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## Coming Soon:

July 14—Coin Operators Society of St. Joseph Valley meeting; site to be announced.

July 25—Illinois Coin Machine Operators Association summer meeting, Downtowner Motel, Springfield, Ill.

Aug. 3—Missouri Coin Machine Council meeting, Brookfield, Mo.

Aug. 15-16—Quarterly meeting of the Music and Vending Association of South Dakota; Deadwood, S. D.

Sept. 11-13—Music Operators of America national convention and trade show, Pick-Congress Hotel, Chicago.

Sept. 17-19—Joint outing of the New York State Operators Guild, the Music Operators of New York and the Westchester Operators Guild, Newville, N. Y.

Sept. 18-19—Quarterly meeting of the Coin Operated Industries of Nebraska; Norfolk, Neb.

# COINMEN in the news

## OMAHA

These were there. That is, at the recent Rock-Ola product showing sponsored by H. Z. Vending and Sales Co. The list: **Ted Dutton**, Lincoln, Neb.; **Mr. and Mrs. Ken Ries**, Ames, Iowa; **Mr. and Mrs. Ralph Reeves**, Norfolk, Neb.; **Mr. and Mrs. Ed Hatfield**, Omaha; **E. E. Cleveland**, Albion, Neb.; **Solly Rose**, Minneapolis; **Mr. and Mrs. Al Veys**, Omaha; **Mr. and Mrs. Roy Foster**, Sioux Falls, S. D.; **Mr. and Mrs. Bob Cunningham**, Omaha; **John Ziegler**, Minneapolis; **Mr. and Mrs. John Trucano**, Deadwood, S. D.; **Norman Gefke**, Sioux Falls, S. D.; **Tony Ratchford**, Huron, S. D.; **Dean Schroeder**, Aberdeen, S. D.; **Mr. and Mrs. Lloyd Vanderloo**, Omaha, and **Mr. and Mrs. Darlow Maxwell**, Pierre, S. D.

**Mr. and Mrs. Wayne Meier**, Grand Island, Neb.; **Mr. and Mrs. George Ferguson**, Grand Island, Neb.; **Mr. and Mrs. Roy Kopel**, Omaha; **Mr. and Mrs. Ted Lencowski**, Omaha; **Mr. and Mrs. Don Ries**, Denison, Iowa;



**Mr. and Mrs. W. Gabriel**, Omaha; **Mr. and Mrs. Dave Johnson**, Sioux City, Iowa; **Jack Nixon**, Tarkio, Mo.; **Mr. and Mrs. Leonard Alberding**, O'Neill, Neb.; **Mr. and Mrs. Don Cleveland**, O'Neill, Neb.; **Lynn Carey**, Omaha; **Bernie Herzoff**, Sioux City, Iowa; **Mr. and Mrs. Elmer Cummings**, Brookings, S. D.; **Mr. and Mrs. Herman Warn**, Salem, S. D.; **Mr. and Mrs. Joe Roth**, Omaha; **Bill Seacrest**, Lincoln, Neb.; **Ed Doris**, Chicago; **Les Rieck**, Chicago; **Mr. and Mrs. Abe Slusky**, Omaha; **Mr. and Mrs. Ed Steck**, Sioux City, Iowa; **Larry Radtke**, Rapid City, S. D.; **Cliff Brown**, Rapid City, S. D.; **Mr. and Mrs. C. J. Cemore**, Omaha; **Mr. and Mrs. Clarence Jackson**, Omaha.

**Mr. and Mrs. Jerry Witt**, Omaha; **Noel and Elaine Anderson**, North Platte, Neb.; **Mr. and Mrs. Mac Hasvold**, Sioux Falls, S. D.; **Richard Jones**, Rapid City, S. D.; **Lloyd Morgan**, Rapid City, S. D.; **Mr. and Mrs. Harry Abramson**, Omaha; **Mr. and Mrs. Doug Johnson**, Sioux City, Iowa; **Mr. and Mrs. Howard Ball**, Omaha; **Mr. and Mrs. Howard Barry**, Shenandoah, Iowa; **Larry Ruegmer**, Minneapolis; **Mr. and Mrs. C. B. Casey**, Laurel, Neb.; **Mr. and Mrs. Ted Nichols**, Fremont, Neb.; **Mr. and Mrs. Harold Klein**, Omaha, Neb.; **Howard Ellis**, Omaha; **Earl Porter**, Mitchell, S. D.; **Vince Jorgenson**, Mason City, Iowa; **Sd Kort**, North Bend, Neb.; **Mr. and Mrs. Bud Green**, Columbus, Neb.; **Mr. and Mrs. Frank Holys**, Columbus, Neb.; **Paul Rogers**, Omaha.

## MISSOURI

The Vendo Co. in Kansas City last week announced the appointment of **Thomas M. Macey** as director of industrial relations; **J. M. Bradley** as personnel manager and **Carl R. Hottelet** as financial manager of the international division.

The many friends of **Ed Randolph** over at Musical Sales in St. Louis are pulling for his successful recovery from a recent illness. A happier Musical Sales note, **Joe McCormick's** coin-gal Friday has a new name—**Mrs. Anne Large**, following the recent nuptial event. . . . **Norwood Veatch** at Central Dist., Midway and Williams outlet in St. Louis, has launched a new program reminiscent of the old "wagon jobbing" days; a large van, from which his sales personnel make coin machine deliveries and at the same time pick up trade-ins.

Discotheque continues as the big item at L&R

Distributing Co., where Seeburg salesman, **Pete Entringer**, reports that Festus, Mo., operator **Bill (Dutch) Meese** has just made his fourth 'theque installation. **Howard Baker** in Southern Illinois, and **Murel Wright** and **Bill Brown** over in Columbia, Mo., are reporting good discotheque action as is **J. S. Morris & Sons Novelty** here in town.

At Sutherland Distributing Co. in Kansas City, where salesman **Russ McGuire** just landed fifth place in the national Seeburg discotheque sales contest prior to his moving to Joplin to head a new Sutherland branch there, the gang is talking about a new discotheque stunt. **B&G Music Co.** has a girl doing discotheque dances in the window of their Goldfingers Go Go Room location, "and creating quite a stir," **Dave Sutherland** reports.

Over at Kansas City's W. B. Music Co. there is a new sales staffer, **Jim Jackson**. **John Balk** is back home at Midwest Distributors in Kansas City following a trip up to Chicago for the Wurlitzer Discotheque unveiling.

Also back from a trip is Bird Music Distributors' **Al Ptacek**, who journeyed from the Rock-Ola branch out Manhattan, Kan., way to testify in Washington at the copyright hearings.

EARL PAIGE

## PHILADELPHIA

Although November 14 is some months away, the wheels have already been set in motion to make that night one of the most eventful in the history of the coin machine industry. On that night the members of the Amusement Machines Association of Philadelphia, Inc., will mark the association's 36th anniversary—and the 30th anniversary for **Joseph Silverman** as executive director of the association.

Silverman, a pioneer in the industry, came to the association when it was floundering, and over the years has not only knitted together a strong and cohesive organization, but has also been in the forefront in building a positive public image for the industry. . . . For the double celebration, the Latin Casino at nearby Cherry Hill, N. J., was selected as the site for the gala. Heading up the committee to make it the biggest night in the history of the industry are **Sam Stern**, who heads the firm bearing his name, president of the association, and **Joseph Levin**, of Blue Ribbon Vending Co., who is chairman of the board. . . . A star-studded show will highlight the evening's entertainment. Already booked into the Latin Casino for that date are **Ted Lewis**, **Sophie Tucker** and **Georgie Jessel**. The guest list that evening is expected to be national in scope. . . . **Albert M. Rodstein**, president of Macke Variety Vending Co., was host recently to the national Board of Directors of the Macke Vending Co., of which the local firm is a wholly owned subsidiary. **Aaron Goldman**, Macke president, conducted the meeting.

**Mrs. Oscar Bregman**, wife of **Oscar Bregman**, onetime head of the Keystone Vending Co. and presently counsel for the Pennsylvania Automatic Merchandisers Association, received her Master's Degree from the Annenberg School of Communications at the University of Pennsylvania. Bregman attended a second graduation exercise the same week—his son, **Eric Bregman**, graduating from Harvard University. . . . **Jay Scott**, vending machine operator, was another who served as a "newsboy" on Old Newsboys' Day—selling a souvenir edition in center-city to help the handicapped children served by the local Variety Club.

MAURIE H. ORODENKER

# COIN COLLECTOR?

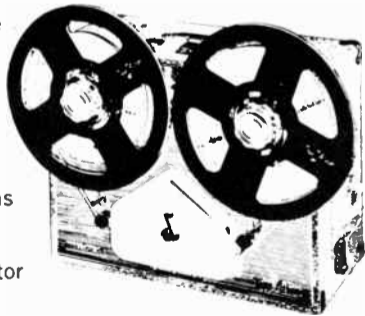
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# BUSINESSMAN?

**Guaranteed Profits!**

Sure, you can go on emptying coin boxes for years and eventually it might add up to a significant total. Or—you could just sell every customer on your list Tape-Athon Customized Background Music and have your monthly checks mailed right to the club house door.

Tape-Athon Background is simple to install, requires minimum service and returns a whopping 120% on investment. For details, see your local juke box distributor or return the completed coupon below.



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## Southern Holiday . . .



ROCK-OLA FIELD ENGINEER **Frank Schultz** conducts a servicing seminar on the new line for Southern's customers.



OPERATORS WATCH the unveiling of the new Rock-Ola Grand Prix II in Southern Distributing Company showrooms, Albany, Ga., recently. A buffet including "Southern" fried chicken topped off the evening.

# WURLITZER PROMO-PAK

Creates the mood and  
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# Disothèque MUSIC

The fantastic Wurlitzer PROMO-PAK turns any location into a Disothèque. More than that — it creates the atmosphere that “turns on” the crowd. The more they dance, the higher the earnings for you!

Feature of the PROMO-PAK are eight foot high fluorescent-activated wall posters depicting such modern dances as the Frug, Fish, Bird, Hully Gully, Monkey, etc. With these “way out” fabric posters come napkins, table tents, window signs and fluorescent speaker grilles, all designed to promote bigger crowd response to the big sound of Wurlitzer's Arthur Murray Disothèque Music.

See the PROMO-PAK at your Wurlitzer Distributor. He has it at a price that makes its use a real money-maker for any Wurlitzer Operator.

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# POP SPOTLIGHT REVIEWS

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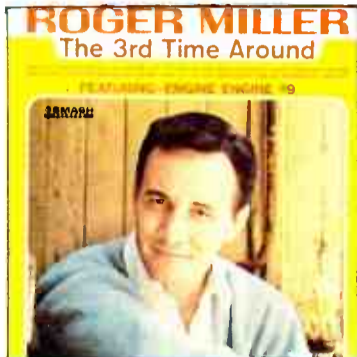


Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

## POP SPOTLIGHT

**THE 3RD TIME AROUND**  
Roger Miller. Smash MGS 27068 (M); SRS 67068 (S)

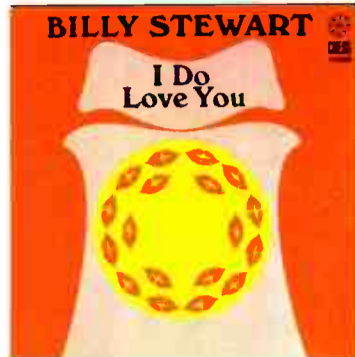
The multi-talented Miller comes up with another hot contender full of clever original compositions. Featured is his recent success "Engine Engine =9," plus both sides of his new recent hit single. A rhythm number, "This Town," is another example of Miller's brilliance. "Water Dog" has a clever lyric and features the guitar work of Miller, backed by a driving dance beat.



## POP SPOTLIGHT

**I DO LOVE YOU**  
Billy Stewart. Chess LP 1496 (M)

The dynamic composer-performer bases his album debut on the title tune, his recent singles smash and his current hit "Sitting in the Park," which are all featured here. His unique vocal styling weaves its way around his original compositions, "Reap What You Sow" and "Strange Feeling," in fine form. A hot chart contender LP.



## POP SPOTLIGHT

**THE NEARNESS OF YOU**  
John Gary. RCA Victor LPM 3349 (M); LSP 3349 (S)

Backed by the sensuous string arrangements of Gordon Jenkins, the warm, rich Gary voice breathes new life into such greats as "Nearness of You" and "You Stepped Out of a Dream." These, along with the popular ballads, "Softly as I Leave You" and "Dear Heart," result in a beautiful and romantically programmed package, his finest LP to date.



## POP SPOTLIGHT

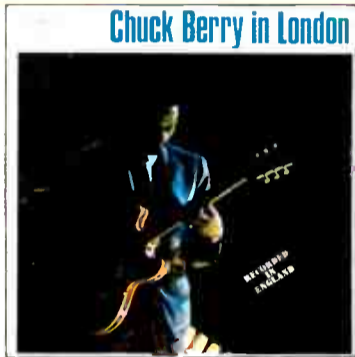
**FOR YOUR LOVE**  
Yardbirds. Epic LN 24167 (M); BN 26167 (S)

This marks the LP debut for the five who have run up the pop charts in both their home, England, and the U. S. with their single hit "For Your Love." They rock from start to finish with original numbers. Keith Reff, oldest in the group at 22, composed an instrumental rocker "I Ain't Done Wrong" while "I Wish You Would" sounds like a singles possibility.



**POP SPOTLIGHT**  
**THE BEST OF SAM COOKE, VOLUME 2**  
RCA Victor LPM 3373 (M); LSP 3373 (S)

A collector's item is this package containing more of the familiar hits of the late Sam Cooke. The liner notes state that Cooke lives on in his songs. This is verified when one hears this commercial LP of some of his most distinctive recorded performances. "Frankie and Johnny," "Shake" and "Ain't That Good News" are among the standouts.



**POP SPOTLIGHT**  
**CHUCK BERRY IN LONDON**  
Chess LP 1495 (S)

A powerful package with the dynamic Chuck Berry pounding out numbers like "His Daughter Caroline," "St. Louis Blues," "You Came a Long Way From St. Louis," and "Jamaica Farewell," which Berry does in an exciting south sea island tempo. The r&b flavor is there in spite of the fact this album was recorded in England; so the album should sell well in both popular and r&b fields.



**POP SPOTLIGHT**  
**IT'S NICE TO GO TRAV'LING**  
Si Zentner & His Orch. RCA Victor LPM 3388 (M); LSP 3388 (S)

The combination of standard hits from a dozen countries and fresh, sparkling pop big band arrangements make this one a winner. There's a rocking version of "In a Little Spanish Town," a dreamy "Japanese Sandman," a pulsating "Exodus," "Mission to Moscow" is worth the price of the album.



**POP SPOTLIGHT**  
**GUITARS ANYONE?**  
George Barnes & Carl Kress. Carney LPM 202 (M)

Two guitar wizards supplying all the music of a full orchestra. The program is played to perfection, and includes much of the material Barnes and Kress performed at the White House Christmas party last year. With ease they segue from the mellow "Willow Weep for Me" to the sparkling "Girl Friend," with a standard version of "Sentimental Journey" completing the bill.



**SOUNDTRACK SPOTLIGHT**  
**THE HALLELUJAH TRAIL**  
Elmer Bernstein. United Artists UAS 5127 (S)

Elmer Bernstein has written one of the best film scores of the year. The title song, released as a single, is the strongest entry, but the stirring "Stand Up, We'll March to Denver" and the rousing "We Will Save," both choral renditions, aren't far behind. "Whiskey, Love and Temperance" is a beautiful orchestral work. Soundtrack album could be a real winner.

**JAZZ SPOTLIGHT**  
**TRIO '65**  
Bill Evans Trio. Verve V 8613 (S)

This particular grouping of jazz standards is outstanding for its fresh and exciting approach. Evans' drummer (Larry Bunker) and his bassist (Chuck Israels) definitely have something to do with it. They complement his thinking and give this album added drive. But the basic validity belongs to Evans and his "straight from the shoulder" modern jazz style.



**JAZZ SPOTLIGHT**  
**RAY BROWN/MILT JACKSON**  
Verve V 8615 (M); V 6 8615 (S)

The writing, arrangements and soloists are top-drawer. In addition to Milt Jackson (vibes) and Ray Brown (bass) there's Clark Terry and Ernie Royal (trumpets), Hank Jones (piano) plus a great big band sound that just won't quit. The album has eight cuts of new works mostly by Jackson, Brown and Jimmy Heath.



**JAZZ SPOTLIGHT**  
**THE POWER OF POSITIVE SWINGING**  
Clark Terry, Bob Brookmeyer Quintet. Mainstream 56054 (M); S 6054 (S)

Terry and Brookmeyer are up-tempo and swinging on what are mostly their own originals. Also present is a wonderfully satiric treatment of "Battle Hymn of the Republic" with tail-gate overtones. Basie's "The King" is a real romp with a great stride piano solo by Roger Kellaway.



**FOLK SPOTLIGHT**  
**STRANGERS AND COUSINS**  
Pete Seeger. Columbia CL 2334 (M); CS 9134 (S)

Pete Seeger sings Scottish, Russian, Swahili, Jewish and American folk songs, each introduced by an appropriate narration. They're songs he has sung on his international tour, and they're a good representation of folk songs. Closing is "If I Had a Hammer," which Seeger wrote in 1949 with Lee Hays.



**SOUND SPOTLIGHT**  
**ELECTRONIC MUSIC**  
Various Artists. Turnabout TV 4004 (M); TV 34004S (S)

The wonderful world of electronic sound is explored in compositions by Andres Lewin-Richter, Ilhan Mimaroglu, Tzvi Avni and Walter Carlos. What the quartet finds is in the grooves of the album. The cover is good op art, calculated to induce dizziness in 10 seconds. It's difficult to determine what the record tries to do—but it does it well.



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LN 24167 / BN 26167\*



LN 24154 / BN 26154



LN 24158 / BN 26158\*

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