

Billboard

The International Music-Record Newsweekly

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

RCA Five-Year Program For Distributors Hitting Mark

By ELIOT TIEGEL

NEW YORK — RCA Victor distributors are reaping the benefits of a five-year plan designed to increase their efficiency and understanding of the record business.

Created by 40-year veteran employee Dave Finn, the label's distributor relations manager, the plan encompasses a thoroughly complete business operations manual, monthly newsletter, record advisory council and record managers' workshop.

The workshop, in essence a four-day schooling session, was developed to bring together distributors and top company personnel in an educational setting to tackle problems and gain knowledge about business efficiency.

Quietly Developed

The entire five-year plan has been one of RCA's most quietly

developed projects. The workshop—conducted in the vein of American Management Association seminars—debuted last May in three locations, Buck Hill Falls, Pa.; Colorado Springs, Colo. and Pheasant

Run, Ill. The business seminars and classes were conducted by three executives of Harbridge House, a Cambridge, Md., business consultant firm, hired by RCA to study the company and
(Continued on page 10)

REBELation Rebellion Sweeping Southland

By BUD KIRKPATRICK

HATTIESBURG, Miss. — A new teen-age and collegiate entertainment that is sweeping the South this summer is REBELation, featuring everything from teen-age talent to fashion to food. Many of these are staged under auspices of local radio stations.

The REBELation movement is touring the South with a show similar to Shindig, Hullabaloo, or the folk music Hootenanny. Continuous entertainment is the trick, presenting up to five bands on a single show, complete with the REBELation band, singers and dancers.

The REBELation stage resembles mass confusion, but is anything else once one of the bands takes the stage and lets go with the "Sound of the Southland" and features some of the top in pop and rock recording stars and personalities.

Head of REBELation is Eddie Arceneaux of Lake Charles, La., and in Eddie's own words, "the sound really turns them on" for an evening of fun and good clean entertainment. The entire show is geared to just good
(Continued on page 12)

REVIEW & REPORT

Newport Fest Top-Drawer

By GEORGE SIMON

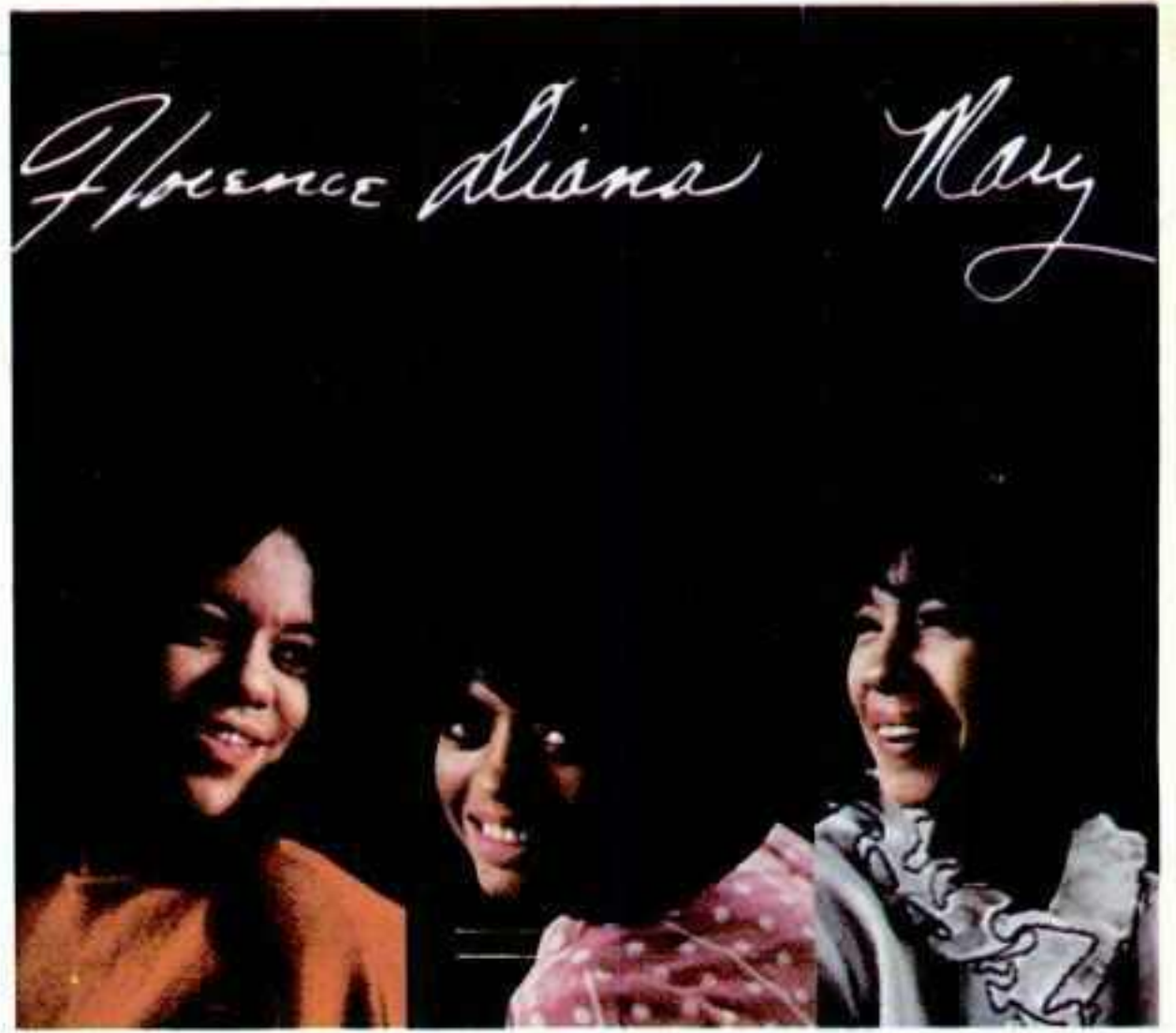
NEWPORT, R. I. — They moved the Newport Jazz Festival to the outskirts of town this year and what happened? It did better than ever!

Last year in a park in the center of the city the four-day attraction pulled in 36,000 fans. This year in a large lot not far from the city dump it pulled in 47,500.

What makes the comparison all the more dramatic—and all
(Continued on page 42)



HANK THOMPSON and His Brazos Valley Boys are racking up the biggest string of box-office hits in their history . . . coast to coast . . . at leading fairs, rodeos and clubs. Now the Great Hank is racking up another big record hit, "Then I'll Start Believing in You" c/w "In the Back of Your Mind" (Capitol No. 5422). Management: Jim Halsey (Phone A. C. 316—ED #1-0310). (Advertisement)



THE SUPREMES, the hottest recording group in the world, have had five consecutive No. 1 singles. Their newest Motown single, "Nothing But Heartaches" (Motown 1080), bids to extend this string to six. New Yorkers will have an opportunity to see this exciting act when it opens at the famous Copacabana night club July 29 for three weeks. (Advertisement)

DEAN SHOW TO PRESENT BB's COUNTRY AWARDS

NEW YORK—Friday, Oct. 22, at 10 p.m. ABC-TV will mark the first annual presentation of Country Music Awards Night on nationwide TV when the Jimmy Dean show presents the winners of Billboard's 18th Annual Country Music poll.

Producer Tom Egan has scheduled the show for taping Oct. 14 in Nashville. Among the several hundred people comprising the invitational audience will be the 50 to 60 leading music artists who have been nominated for the 13 award categories. The traditional "opening of the envelopes" and announcement of winners will be done by a star-studded line-up of country music's all-time "greats."

Nominees for the Billboard awards will be determined by a poll of the listeners of the 300 top country music radio stations throughout America. The final ballot will be cast by Billboard's entire subscriber roster of some 22,000 music-record industry members.

This will mark the first time such prime network TV exposure has been devoted exclusively to accomplishments in the country field, and is indicative of the growing international recognition of country music songwriters and the country music "sound."

13 Categories

The 13 award categories for the annual Billboard Country Music Poll are: Favorite Male and Female Country Artists, Most Promising Male and Female Country Artists, Favorite Country Singing Group, Most Promising Country Singing Group, Favorite Country Single Record and Country Album (for past year), All-Time Favorite Country Single, All-Time Favorite Country Album.

In addition, a special annual award, "Country Music Man of the Year," will be presented to the man or woman who, during the past year, has contributed most to furthering the aims and ideals of the country music field.

CMA Changes Fame Rules

By ELTON WHISENHUNT

NASHVILLE—The Country Music Association announced last week a change in the method of electing members to the Country Music Hall of Fame and set Aug. 15 as a deadline for voting by the 120-member election committee.

Also, for the first time, nominations have been made in four categories and as many as four persons, one from each category, can be elected to the Hall of Fame at one time under the new rules, said Mrs. Jo

Walker, executive director of CMA.

Mrs. Walker also set midnight Sunday, Aug. 15, as the deadline for election committee members to mail their ballots.

The new rules provide that a nominating committee submit names and a brief biography in four categories to the election committee. The categories:

- Living artists.
- Deceased artists.
- Living non-performers.
- Deceased non-performers.

Nominees in the deceased
(Continued on page 34)

THE SUPREMES' SOUND IS THE SOUND OF YOUNG AMERICA

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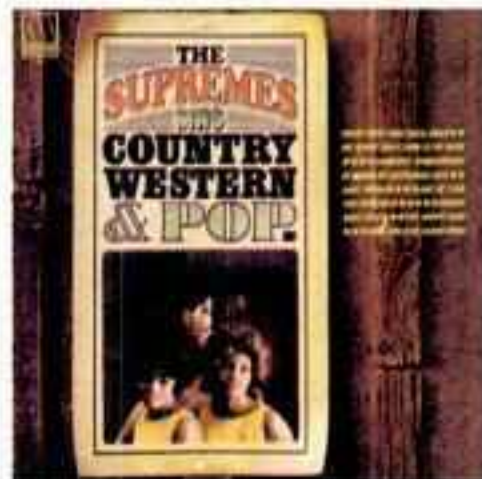
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PROFESSOR CONDUCTING DISK MARKET SURVEY

By CLAUDE HALL

WILLIAMSBURG, Va.—A definitive study of the marketing of records—the problems, practices and policies—has been launched by Professor Alvin B. King of the College of William and Mary here. The purpose of the research study, King said, is "to draw a picture of the changes that have taken place in the marketing of records since 1950. I've hopes of not only uncovering problems, but finding their solution."

Questionnaires will be sent to record manufacturers, distributors, rack jobbers, one-stops and retailers before the end of this month. King said all distributors, rack jobbers and one-stops would receive the questionnaire, while only a random portion of manufacturers and dealers would be sent the forms. The study will be purely objective, King said, and not designed to favor any segment of the record industry. Individual company replies will be kept in confidence and information combined only with data from other firms.

All firms helping in this survey will have the resulting information made available to them, King said. He has been conducting primary research on the project for about eight months—collecting periodicals, visiting libraries.

Committee Assists

An industry committee has been assisting and guiding his activities. Committee members include Alvin Bennett, president, Liberty Records; John Y. Burgess, vice-president, RCA Victor Records; Hal B. Cook, publisher, Billboard; Dan Danziger, president, The Disc Shop; William P. Gallagher, vice-president, Columbia Records; Amos Heilicher, president, Heilicher Brothers; Cy Leslie, president, Pickwick International, Inc.; Jule Malamud (committee chairman), executive director, National Association of Record Merchandisers; Irwin H. Sternberg, executive vice-president, Mercury Records.

King is conducting the study under the supervision of Dr. T. N. Beckman of Ohio State University, a nationally known marketing authority, who suggested the idea. The study will serve as King's doctoral dissertation at Ohio State University. King said he also hoped to have the study published as a book.

Orbison Begins Sessions For MGM, British Decca

NASHVILLE—Roy Orbison reported to RCA Victor studios here last week to cut his first material for MGM and British Decca under his new \$1 million, 20-year contract. Orbison said he would cut 12 to 14 original tunes in a week-long series of sessions.

Wesley Rose, president of Acuff-Rose Artist Corp. and

Orbison's personal manager, had charge of the studio sessions, one of the issues which caused Orbison not to re-sign with Monument Records when his contract there expired June 30.

"We're hoping for a single," said Orbison, "but we may end up with an album and no single."

MGM, which will distribute Orbison in the U. S. and Canada, and British Decca the rest of the world, lost no time in getting the hot pop artist before the mike. His first session (2) was before the contract was signed (agreement on the contract was reported in the June 26 issue of Billboard.)

"We've reached agreement but haven't signed yet because it takes awhile to get all the papers in order," Orbison said.

Orbison wrote some of the original material and wrote some of it with his composer partner, Bill Dees. Dees was co-author with Orbison on "Oh, Pretty Woman," which Orbison said was his top hit.

Orbison was backed in the sessions by a chorale group and 10 violins. He will leave later this month for two weeks of one-nighters in Ireland.

Capitol Registers a Banner Year on Singles Record Sales

NEW YORK — Capitol Records has concluded a record-breaking singles year for the fiscal period ending June 30, reports Wade Pepper, the label's national singles sales and promotion manager.

Success was based on product cut by the Beatles, Beach Boys, Peter and Gordon, Al Martino, Buck Owens, the Seekers, Wayne Newton, Jody Miller, Sonny James and the Lettermen.

The company expects the Beatles to remain major artists, Pepper said, but the growth of the other acts helped produce the chart busters.

Of the single hits, four were gold records. The Beatles accounted for three goldies for "Hard Day's Night," "She's a Woman" and "Eight Days a

Week," according to Pepper. The Beach Boys hit with "I Get Around."

Capitol's other hit singles included the Sleepers' "World of Our Own" and "I'll Never Find Another You," by the Seekers; "Red Roses for a Blue Lady," by Wayne Newton; "I Go to Pieces," "World Without Love" and "To Know You Is to Love You," by Peter and Gordon; "Queen of the House," by Jody Miller; "Minute You're Gone," Sonny James; "Tiger by the Tail," Buck Owens; "My Chere," "My Heart Would Know," "Somebody Else Is Taking My Place," "Always Together," Al Martino and the recent "Theme From Summer Place," the Lettermen.

In addition, there were a score of Beatles' singles other

panded with the addition of than the already mentioned gold disks which contributed to the record season.

Department Expansion

Pepper, who has been in the New York office since April of 1964, says his promotion department will shortly be ex-men in Dallas. Capitol's new promotion man in Cincinnati is Tom Moore. The company has five "specialists" operating from Los Angeles, Chicago, New York, Boston and Baltimore on

(Continued on page 10)

Singer Concern Inks New Deal

NEW YORK — The Singer Co. has signed New Deal Records Service to rack its record departments. New Deal is the Long Island City based firm which services the gigantic Sears, Roebuck chain and the Korvettes stores.

The first Singer store serviced by New Deal is in Menlo Park, N. J. An outlet in Rockefeller Center in Manhattan will shortly be serviced. The store is currently waiting for record bins to arrive.

New Deal will service Singer stores region by region. It is understood Singer has 1,500 domestic outlets and 6,000 stores around the world. The company, which began as sewing machine specialists, has been expanding into broader consumer products and its outlets are currently selling TV's, radio and some albums.

New Deal will instruct Singer personnel in record sales, while utilizing its fleet of mobile units to transport merchandise to the stores.

Top 40

Easy Listening

On Page 16

Jim Bailey Named Head Of Pye International Unit

LONDON — Jim Bailey, international director of America's Dot Records, was named as head of Pye Records' International Division here. He will report to Louis Benjamin, Pye's managing director.

Bailey will assume his post

here Aug. 10, and shortly thereafter move from his Hollywood, Calif., headquarters to London where he will reside.

This is the first time that an American record company executive has been hired by a European firm to handle its international operations. Bailey will be responsible for all American-made product in England handled by Pye plus all Pye product throughout the world.

U. S. labels represented here by Pye include Dot, Chess and Checker, Miller International, Reprise and Warner Bros. In the U. S., Pye's releases are available on various labels.

Bailey comes to Pye after serving Dot in various executive positions during the past eight years. He joined Dot as director of administration and finance, and later was promoted to the firm's international post. Prior to joining Dot, he was the manager of RCA Victor's production and material control at its Indianapolis plant. Dot Records' President Randy Wood said here last week that many of Jim Bailey's duties as the firm's international director will be absorbed by Dot artist and repertoire Vice-President Tom Mack. Wood was here briefly during artist negotiation meetings.

COLUMBIA, EPIC TO PARLEY IN FLORIDA

MIAMI BEACH — Columbia Records and its Epic subsidiary gather here this week for respective sales conventions. Epic and its r&b line, Okeh, holds their gathering first, from July 11-13 at the Americana Hotel. Attending this meeting will be international executives from Mexico, Brazil, Argentina, France and Canada.

Columbia's convention begins Wednesday and ends Saturday (14-17) at the same hotel. Among the overseas delegates attending this affair will be executives from Germany, Benelux, England, Argentina, Mexico, Brazil, Japan, Australia and Canada.

Maxie's Answercord Gets Message Over

WASHINGTON—An innovation in record merchandising—24-hour exposure by telephone—has been a "great boost" to sales at the two Waxie Maxie's Quality Music Stores here. Operating on the principle of a recorded message at an answerphone service, the system gives all telephone callers a sales message coupled with a portion of the record. The record played, according to President Max Silverman, is one of three pick hits being offered by the store at 47 cents to stimulate exposure. The sales message—changed each Thursday—mentions the three pick hits, some of the Top 10 records of the Waxie Maxie stores that are being sold at 58 cents, and an album being sold for \$1.99.

The service—launched about three weeks ago—has proved so popular that Silverman is considering adding three more answering units to handle the overflow of telephone calls. Although the entire message and music is only two minutes long and it automatically stops at the end, repeated long distant telephone calls by Billboard on two different days found the line busy. Silverman said telephone calls are reaching the answering unit, located in the rear of the main store, at all hours, even at 9 a.m. when the store opens.

The only publicity about the service is via radio advertising on two local stations—WOOK and WUST. A unique thing about this type of 24-hour record salesmanship is that Waxie Maxie manages to capitalize also on the popularity of local radio DJ's; a different disk jockey is used to announce the weekly message.

EMI Will Deal Factory Direct

By CHRIS HUTCHINS

LONDON — EMI has given the eight wholesale companies it uses in addition to its own channels for British record distribution, a year's termination notice. In July, 1966, EMI will switch to 100 per cent manufacturer-to-dealer selling.

The move will leave Decca the only major record company in Britain selling all its product through independent wholesalers.

The largest of the eight factors affected by EMI's decision will be the Decca-owned Selectra group of four depots.

EMI director Geoffrey Bridge (Continued on page 20)

Owner Not in Suit

NEW YORK — Last week Billboard carried a story of Chappell and Southern Music filing suit against Teddy Powell, charging infringement.

This is not the Teddy Powell who owns TeePee Music.

Son to Cornyns

HOLLYWOOD — A son, Christopher, was born June 30 to Warner Bros. Records Stan Cornyn and his wife Gail at Valley Presbyterian Hospital.



AL HIRT, voted as the "Top Solo Instrumentalist" in Billboard's Annual Campus Poll, receives the appropriate trophy from Aaron Sternfield, Billboard editor.

DEPARTMENTS & FEATURES

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Concert Is Canceled By 'Riot Room Only'

DETROIT—The first major public appearance of the "Detroit Sound" artists in the hometown since their recent rise to fame drew such a throng that the event had to be canceled on the spot. Motown Records sponsored a Thursday night concert on city-owned Belle Isle that drew over 12,000. It featured the Supremes, Martha and the Vandellas, the Four Tops and Marvin Gaye, using the outdoor concert shell, which provides park-bench seating for 5,000. Admission was free, with an in-

tended collection destined for civil rights and other benevolent purposes.

Inadequate parking for the large crowd proved one serious traffic problem. Exuberant spirits of the crowd threatened to get out of hand, and civic authorities ordered out the city's new 11-car Tactical Mobile Unit — trained specifically for riot control — for the first time. The Belle Isle, accessible only by one bridge, had been the starting point of the race

Smash-Fontana Launches Salesmen Incentive Derby

CHICAGO — A sweepstakes incentive program for Smash-Fontana distributor salesmen was launched last week with the release of eight new albums by the Midwest labels.

A national drawing at summer's end will award \$1,000 pool tables as prizes in the program called "Rack 'Em Up for Record Sales." Distributors and salesmen will be entitled to fill out a separate sweeps ticket for each \$1,000 worth of catalog or new release product he moves.

Stubs will be deposited in a barrel at the Smash-Fontana Chicago offices. Top label executive Charles Fach will draw the winning tickets on Sept. 10.

The latest Smash-Fontana album product package includes Roger Miller's "The 3rd Time Around"; "From Nashville to Souville," by Jerry Kennedy; "More Instrumental Hits," from Bill Justis; Brownie McGhee and Sonny Terry on their first for the label, "Brownie McGhee and Sonny Terry at the Bunkhouse"; another label debut, "Jon Hendricks Recorded in Person at the Trident."

Three Fontana albums are also in the group. For dealers, a new point-of-sale light-and-motion display featuring Roger Miller's new album, has been made available.

Darin Signs With Atl'tic

NEW YORK — Bobby Darin has signed an exclusive recording pact with Atlantic Records, it was announced by Darin and Ahmet Ertegun, Atlantic president. Darin's last label was Capitol. His return to Atlantic brings him back to the operation where he scored with such hits as "Splish Splash," "Mack the Knife," "Things" and "Clementine" and others, during the years 1957 to 1962. Darin's records in those years were released on Atco; his new records will be on Atlantic.

Ahmet Ertegun will record Darin; the first session is set for August. Ertegun said it was a pleasure having Darin back, stating "the prospect of having this great recording artist back on our label is a source of tremendous pride and excitement to myself and my partners, Nesuhi Ertegun and Jerry Wexler."



LEFT TO RIGHT: Bobby Darin, Ahmet Ertegun and Nesuhi Ertegun plan an Atlantic recording session.

Appraisal Urged on Repeal

NEW YORK — Members of the record industry have been urged by Jules Malamud, NARM executive director, to take a "very realistic look at the manufacturers' attempt to satisfy the President's request to pass on the excise tax savings to the consumer."

In a statement to the record industry Malamud noted that the "so-called reduction in list price has placed the record wholesaler in an extremely embarrassing position with the retail outlets to whom he supplies records. How can the lowering of a \$3.98 list price to \$3.79 be regarded as a gift to the consumer, when the consumer actually is buying these records for prices which range from \$1.66 to \$2.79? What does a list price for a single record of 94 cents mean, when the public has been paying anywhere from 59 cents to 79 cents?"

Malamud noted that records are loss-leader prone, and that the so-called list price has virtually no relationship to the price at which disks are sold. He added: "As the manufactur-

ers announced the lowered list prices, this gesture was in some cases accompanied by a nominal lowering in price from manufacturer to distributor. In no case did the reduction to the distributor come close to or equal the total percentage of the excise tax. In some cases the price reduction was only a few pennies."

Advice to Merchandisers

Malamud advised mass merchandisers to appraise the situation realistically. He added: "After lengthy investigations into the plans of rack jobbers, one-stops and distributors, it is obvious that in the uncertainty of the present price situation, nothing concrete or permanent can be effected. Many manufacturers have not lowered their prices at all; of the companies which have, the reductions range from a meaningless few pennies to a nominal percentage of the excise tax reduction. The matter of passing on any or all of the excise tax . . . is a matter within the sole discretion of each seller of records. However, purchasers at all levels (including consumers)

should realize that the already announced reduction in 'list prices' by certain manufacturers has no direct relationship to the amount of reduction made by those manufacturers in their selling prices."

Malamud added that "the astute operator of a record outlet who enjoys a good working relationship with his supplier demonstrates good business perspective when he gives his record supplier a vote of confidence to 'wait and see.'"

Malamud concluded that "the temporary situation brought about by the repeal of the excise tax will certainly resolve itself on a sound economic basis."

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Dixie Cups Filed Suit First

NEW YORK — The Dixie Cups are seeking court judgment against Lieber-Stoller Productions, Inc., asking for an accounting of all royalties and a return of all tapes and prior recordings. It was learned by Billboard Friday (9) that the Dixie Cups filed their action in Supreme Court for the County of New York about three weeks prior to the filing of the action by Stuyvesant Productions, Inc. (reported in Billboard last week). Stuyvesant asked \$7,500,000 in damages against a group that included the Dixie Cups and ABC-Paramount Records. The Stuyvesant suit alleged the defendants conspired to induce the Dixie Cups to breach their contract with Stuyvesant and record for ABC-Paramount. Stuyvesant said it had secured use of the word "Dixie" from American Can Co.

The action filed earlier by the Dixie Cups, represented by the

legal office of Martin J. Machat, alleges that they have not been paid their true royalties. They also claim that they have performed on stage, radio and TV and are known as the Dixie Cups and ask the court to restrain Lieber-Stoller from using this name. Two of the girls—Joan Marie Johnson and Rosa Lee Hawkins—are minors. They had disaffirmed their agreement under New York law and entered into a new contract with ABC-Paramount. The third member of the trio, Barbara Ann Hawkins, did not enter into any new agreement and is presently awaiting a declaration by the New York court of her rights, Machat's office reported.

Kapp Sets Up New Sales Unit

NEW YORK—Kapp Records has set up a separate department within its sales division to develop new talent and marketing techniques with programs that involve the consumer.

The department will be headed by Al Cahn, vice-president and national sales manager. Herb Rosen and Marv Helfer will get the project started.

The new unit will organize limited-time promotions with retail outlets and rack jobbers, test pilot promotion plans, work with stations and stores to determine album cuts with the most potential as singles and test consumer reaction to new talent.

Rosen will cover most of the Eastern Seaboard, while Helfer will concentrate on the Pittsburgh, Cincinnati and Cleveland markets.

First product to be tested includes releases by the Boss Guitars, the Do-Re-Mi Children's Chorus, trumpeter Jimmy Sedlar, Roger Williams, Jack Jones and the Searchers.

The Searchers arrived from England for a month-long promotion tour.

Mack Heads Dot Division

HOLLYWOOD — Dot Records Vice-President Tom Mack has been named international operations director by President Randy Wood, replacing Jim Bailey, recently resigned to join Pye Records in London as its international head.

Bailey, who assumes his new post Aug. 10, is reportedly the first American hired by a foreign company to handle international operations. He will be responsible for all American-made product in England handled by Pye plus other foreign material.

Mack's experience in all phases of the industry plus his conversancy with foreign languages was cited by Wood as assets for his new assignment. He has been with Dot since 1957 and continues as director of LP production. Named his assistant was Judy Hicks.

Reports of Jazz's Death Exaggerated

NEWPORT, R. I.—Jazz is very much alive, according to the attendance reports and crowd reaction at this year's Newport Jazz Festival.

Of the 47,500, the great majority were obviously jazz lovers. This was evidenced by their concentration (very few ever left early) and their consistently good deportment and frequent bursts of applause that greeted individual soloists as well as group efforts.

As producer George Wein pointed out, early Newport Jazz Festivals had pulled large turnouts, but many of those were attracted by the novelty and the beer. This year, with the city imposing stringent regulations, the attraction was the jazz itself. The fact that the people came to see and hear the stars serves as proof that jazz has plenty of attraction—when presented properly.

GIRL BORN TO NOONANS

MATAWAN, N. J.—A 7 lb. 15¼ oz. baby girl, Kristie Anne, was born to Mr. and Mrs. Tom Noonan in Perth Amboy, N. J., last Friday, July 9. Tom Noonan is director of Billboard's Market Research Division. Mrs. Noonan, the former June Hoggung, is well known to many traders, having worked for Billboard, Trinity Music and RCA Victor.

The couple have one other child, a daughter, Kerry Ellen.

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STEREO
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Robert Goulet

Summer Sounds



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HAS TURNED UP AS
A WHITE-HOT ALBUM!
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Chess Producing Has Boom Half

CHICAGO — Across-the-board corporate expansion has propelled Chess Producing Corp. to record first-half sales, company officials disclosed last week.

Areas of expansion outlined by Max Cooperstein, sales manager, and Dick LaPalm included advertising, DJ servicing, a&r staff, publicity coordination, talent, widening the Argo base, gospel music and customer relations.

Plans call for expansion soon into the country music field, Cooperstein disclosed.

Enlarging its consumer advertising budget, with emphasis on campus publications, Chess Producing Corp. has at the same time stepped up and altered the character of its business publication advertising.

"We're injecting humor into trade ads," explained LaPalm, who creates all Chess ads. "We believe this is a factor in our increased business."

Mailing List

In the area of DJ servicing, Chess has, in recent months, expanded its mailing list of college radio stations from a handful to hundreds in addition to fattening its regular commercial listing.

Recent moves in the pop-singles division illustrate Chess expansion in a&r. Working under chief Billy Davis in that division now are Gene (Daddy G) Barge, Phil Wright, Carl Smith, Renard Miner and such writers as Maurice McAlister and the Radiants.

Just a few months ago Chess, for the first time, began notifying all distributors when and in what newspaper and magazines all Chess Producing Corp. advertisements are to appear. The information comes through a printed form, including local and national advertising. The information is used by the distributor and is passed on to dealers for promotional tie-ins, LaPalm explained.

Also recently instituted, LaPalm added, was the

policy of notifying distributors two weeks in advance of every area appearance by a Chess, Checker or Argo artist, for purpose of maximum promotional exploitation by distributors and dealers.

Expansion in the gospel field will soon see Chess Producing Corp. release material by the "Violinaires" of Detroit, "The Golden Harps" of Chicago, the "Biblianaires" of Gary, Ind. and other groups, all on the Checker label.

Marshall Chess, meanwhile, has been scouring Britain for usable artists.

The Argo label, once distinctly identifiable as either jazz or folk content, is, without forsaking jazz and folk, to embrace a variety of pop-oriented sounds, LaPalm said.

Helps Sales

With the Argo label, LaPalm recently started an experiment in customer feedback which he also cites as a boost to sales. In each Argo album is slipped a reply card—without a stamp.

"We tried postage paid cards, but find we get more response if the customer buys his own stamps," LaPalm reports.

Argo has been netting about 25 replies per day, with many, according to LaPalm, resulting in repeat sales through personalized service.

With the expansion in view, Chess Producing Corp. recently had designed a new corporate logotype for use on all product and paperwork.

Believes in Sell

"We believe in selling the company," LaPalm commented.

Now cutting 75 per cent of its product in Chicago, Chess recently acquired the old King Studios across from its South Michigan Avenue headquarters for rehearsal use.

"We've been hanging consistently in the charts with four or five singles," Cooperstein said. "And we expect a hot summer."

Cap's Office in N.Y.: Branch on Upswing

NEW YORK — The Capitol Records office here is building its own identity as an active recording center and one that need not rely on the Coast office. Recording sessions are on the upbeat and the office under new East Coast operations director Tom Morgan is enthusiastically pursuing publishers.

Morgan, who recently replaced the late Si Rady, says he is about to add a staff a&r man. During the period when Rady was ill, contacts between publishers and the company slackened. But now the door is wide open, Morgan explains, and the label is looking to increased artist activity in Manhattan.

Morgan personally records Al Martino, Bobby Rydell, Lisa Minelli and Georgia Brown. He says Benny Good (a non-exclusive artist) has agreed to cut a single aimed at today's market, but it will not be in the rock vein. The date is a few weeks away.

The Eastern artist roster, which was preened by Morgan of six unknown acts, could be boosted if the yet to be named a&r producer so desires, Morgan said.

As part of the office's increased activity, Morgan last

week sat in on two run-throughs of potential Broadway plays. This information was relayed back to President Alan Livingston, with suggestions as to whether the company should invest in any of the properties.

The enthusiastic atmosphere permeating the office's Sixth Avenue location, is also felt at the company's 46th Street studios where a new four-track tape machine has just been installed for the custom division's use.

Morgan feels his experience with the company in California will help the New York staff maintain greater liaison with the home office.

There has been a feeling here that the New York office is just an outpost of a West Coast company, Morgan indicated. But the director emphasizes that he can make decisions on his own.

3 Job Changes At Cap. Intl.

HOLLYWOOD—Three personnel changes have occurred within Capitol Records international division. Bill Mikels has resigned as division director to join the Schick razor company as its international director with no replacement immediately announced by Lloyd Dunn, Capitol Records vice-president.

The other two changes involve Richard Rising, appointed sales director and Arthur Duncan named director of administration. Rising is slated to return here from Paris in the fall. With Capitol since 1953, he has been international marketing manager overseas for two years. Duncan has been with Capitol 18 years in various positions in the label's advertising and marketing divisions.

Boyer's New Career A-OK

HOLLYWOOD—At a vintage age when most are thinking of leisure days, actor Charles Boyer is thinking only of a new career-recordings.

Boyer and Valiant Records are completing plans for the actor to make additional recordings as a result of the strong response to his first single for the label, "Where Does Love Go."

The single was written for Boyer by Dick and Don Adrissi, who are under contract to Valiant, and who are currently writing additional material for him.

Any recording done for the label, however, will have to be waxed in Paris, where Boyer will be starring in a motion picture with Audrey Hepburn and Peter O'Toole, a romantic comedy titled "How I Stole One Million Dollars and Lived Happily Ever After."

Overseeing Boyer's recording for Valiant will be Barry DeVorzon and Billy Sherman, general managers for the label. It has not been decided whether Boyer's next release will be another single or an album.

Has 'Trumpetress'

HOLLYWOOD — Trumpeter Shorty Rogers was passing out cigars after his wife presented him with a daughter, Mia Louise, June 22 at St. Joseph Hospital, Burbank, Calif. Mother, daughter and father are doing fine.

Rites for Ringle

WALLPACK, N. J.—Funeral services for Dave Ringle, writer of "Wabash Blues" and "Raggin' the Scales," were held at St. Matthew's Roman Catholic Church here Wednesday (23). Ringle had been an ASCAP member since 1922 and organized his own publishing business in 1932.

MGM-Verve to Unwrap Full LP Lines to Distrib

NEW YORK—MGM/Verve Records unveils its fall album product at two regional distributor meetings, July 20 in San Francisco and here July 23.

The meeting for West Coast distributors and their staffs is scheduled for the San Francisco Hilton Hotel, with a large delegation of label executives flying to the Windy City, headed by MGM's new president, Mort Nasatir. The gathering here will take place at the Plaza Hotel with a cocktail party Thursday evening before the LP show.

A highlight of the presentation will be a new slide process, utilized for the first time by the company. Albums from the parent line, the Verve jazz label and the Metro budget line will be presented via the new slide presentation method.

The two meetings will afford

president Nasatir his first opportunity to meet the MGM/Verve distributor network.

Label staffers scheduled to attend the two meetings include: Tom White, administrative director; Morrie Price, marketing director; Sol Greenberg, MGM LP sales; Art Denish, Verve LP sales; Lenny Scheer, MGM singles sales; Ed Barsky, Metro sales; Jerry Schoenbaum, classical division and Verve/Folkways manager; Creed Taylor, Verve a&r director; Jimmy Viennieu, Nashville office manager; Danny Davis, pop a&r staffer; Irv Trencher and Sid Dicher, field sales force; Val Valentin, engineering; Irv Stimler, Metro a&r staff; Frank Mancini, promotion director; George Figler, credit manager; Al Lewis, special projects; Jack Maher, advertising, and Sol Handwerker, publicity.

Musikverlage, 20th-Fox Pact

NEW YORK—Karl H. Busse Musikverlage, the German firm which owns Music-House, a publishing company, and International Records in Munich, has signed a deal with 20th Century-Fox calling for the German company to distribute the American label's records in Germany and Austria.

Dr. Busse flew in from Munich last weekend to negotiate the deal with Jack Benete, of 20th Century-Fox. Hans Schemke, international director for the Munich company, is in New York setting up permanent headquarters.

The German company is attempting to get U. S. distribution for its publishing and record properties and, in turn, get German distribution for U. S. publishing and record properties.

Pressing on 20th Century-Fox albums and products is already under way in Germany.

Darin Leaves Capitol Records

HOLLYWOOD — Bobby Darin and Capitol Records have parted company. Darin first signed with the label in 1962, was granted a release from his contract in March 1964, and re-signed five months later. The latest parting was also at Darin's request.

Herman's Hermits Enjoyed by Most

LONDON—Independent producer Mickie Most has secured a high court injunction restraining Herman's Hermits from being recorded by anyone else. Most has produced all of Herman's Records to date and says he has a contract to continue doing so for another four years. One of Herman's managers, Harvey Lisberg, said the group would be applying for removal of the injunction next week.

Japanese Editor Visits U. S.

NEW YORK — Rumi Hoshika, editor of the Japanese music monthly, Music Life, and conductor of the radio program "95 Million Popular Requests" over JOQR, Tokyo, is in the United States for a combined leisure and business trip. Arriving June 23, Miss Hoshika attended the Newport Jazz Festival, and will go on to Los Angeles to observe the American music scene.

Miss Hoshika's radio show draws 20,000 pieces of mail weekly, which reflects the world market record concept, inasmuch as her programming includes material from all over the globe. The show is presented on Thursday, 8-9 p.m., and goes all over Japan.

Record acts such as the Beatles, Animals, Rolling Stones, Kinks, Peter, Paul and Mary are very popular in Japan. Jazz, as yet, has not achieved the popularity of the pop, country and folk idioms, yet there exists a hard core of jazz enthusiasts who are hip to jazz records and performers, Miss Hoshika said. She also noted that there are a considerable — and growing — number of Japanese composers who write in the Western idiom.

Japanese night clubs, Miss Hoshika reports, use a consider-



RUMI HOSHIKA, editor of Music Life, Japanese fan magazine, and JOQR Radio disk jockey in Tokyo, gets the latest scam on American records and recording artists from Don Owens, Billboard staffer. Owens participates in the Billboard Top Ten Show heard over JOQR Radio, Tokyo, emceed by deejay Terry Isono, jazz columnist for Music Life.

able amount of American mood music and standards. There is also considerable concert employment for American acts, including rock 'n' roll groups.

As of now, singles are the most important record category in Japan, with EP's and LP's following in that order.

Donovan Single

NASHVILLE — "Colours," a new single by Hickory Records artist Donovan, has been released to time with his first visit to the U. S. Donovan was on the West Coast last week for a "Shindig" TV show taping and a series of personal appearances, including three days at the Hollywood Palladium. "Colours" on the Pye Records label is in the Top 10 of Billboard's British chart.

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Sinatra Scores in Straight Sets

FOREST HILLS, N. Y.—The qualities that have made Frank Sinatra a top recording artist for the last two decades were displayed before the 15,000 persons who jammed the West Side Tennis Club Stadium here Thursday night (8).

Sinatra and Count Basie opened the sixth annual Forest Hills Music Festival, and the concert was repeated the following two nights.

Seldom has an artist exercised the mastery of an audience to the degree that Sinatra did Thursday night. He performed 20 numbers, sang for 90 minutes — punctuated only by a brief tea break—and had the fans stomping, clapping and shouting for more.

With the 16-piece Basie band providing the backing, and occasionally taking over while the Chairman of the Board became a temporary observer, the performance took on a polish that will be hard to match.

The Basie band went on first, opening with the Count's "Why Not" and following with "April in Paris" and "All of Me."

The audience really caught fire with Marshall Royal's fine alto sax solo of Quincy Jones' "The Midnight Sun Never Sets," and the fires were fanned as Basie followed with "Speak Low."

Rufus Jones drew a roaring ovation for his drum work on "Whirly Bird" as the Basie band gathered steam for Sinatra's appearance.

Sinatra opened with "Get Me to the Church on Time" and followed with a pair of dreamy, nostalgic numbers—"Fly Me to the Moon" and "On the Street of Dreams."

On "Luck Be a Lady Tonight" he incorporated a crap-shooting pantomime bit and engaged in some by-play with the Basie band.

Sinatra has the faculty of making the audience feel it's on the inside. During the tea break he joshed about members of the Clan, and his inside references seemed to be understood by all.

Encourages Clapping

He also knows when to deal the audience in and when to let the band take over. Sinatra en-

couraged a clapping session on "I've Got You Under My Skin," then stepped aside to let Basie take over, and later finished the vocal. He knows when to stop milking a number, when to give the audience its head, and when to give the spotlight to the band.

Louis Armstrong came in for a special citation when Sinatra sang "Hello, Dolly!" paraphrasing the lyrics to "Hello, Louis."

Sinatra stuck with the material that has made him a top record artist for these many years with such moody, romantic numbers as "I Wish You Love," "Easy to Remember," "You're Just Too Marvelous," "Call Me Irresponsible," "I Only Have Eyes for You," "The Gal That Got Away," "Please Be Kind" and "All the Way."

Direction Outstanding

Quincy Jones' musical direction was outstanding. Bob Dayton, WABC disk jockey, handled the emcee chores.

Scheduled to appear was the Oscar Peterson Trio, but as Peterson was in Toronto with a case of ptomaine poisoning, the act didn't show.

The Stan Rubin orchestra opened the program.

AARON STERNFIELD

'Zorba' Clicking

NEW YORK — Mikis Theodorakis' score of the 20th Century-Fox film "Zorba the Greek" is paying off for the Big 3 Music Corp. To date, United Artists, RCA Victor, Command and 20th Century-Fox have come out with soundtrack albums, and 20 releases of the three top tunes from the track have been issued as singles. The main theme, "Zorba's Dance," is already on the French, Belgian and Dutch pop charts.

BV Cuts Prices

HOLLYWOOD — Suggested list prices on all Disney-Buena Vista products have been cut in accordance with the recent removal of the federal excise tax.

Disney President Jimmy Johnson said his new schedule calls for a 94-cent list on singles and \$1.89, \$3.79, \$4.79 and \$5.79 lists on albums.

'Sound' Trims

HOLLYWOOD — Original Sound schedule also falls in line with the industry's new mono LP price of \$3.79 and \$4.79 for stereo pop LP's with 94 cents for singles.

Audio Spectrum

RUNNEMEDE, N. J. — Audio Spectrum, a division of Miller International Co., has put into effect the following list price reduction as a result of the excise tax cut: Stereo LP's from \$4.98 to \$4.73; mono LP's from \$3.98 to \$3.78. Singles will be cut from 98 cents to 93 cents. The \$11.95 Special (four-record Messiah) will be cut to \$11.35, with the \$9.95 version cut to \$9.45.

Hickory Cuts Price

NASHVILLE—Hickory Records announced price reductions due to the excise tax cuts. Suggested list price, optional with dealers, is from \$3.98 on albums to \$3.79 with similar cuts on stereo product. Singles prices to distributors were dropped from 46 to 43 cents, while albums were lowered from \$1.90 to \$1.84.

Atlantic Releasing Its First Album of Brazil '65 Group

NEW YORK — The words "bossa nova" are taboo on albums, claims Atlantic's vice-president Nesuhi Ertegun, so the label is releasing its first LP by the Brasil '65 group with nary a mention of the distinct style.

Ertegun claims an overabundance of bossa nova albums, many poorly made or weak imitations of the true Brazilian rhythm, left many

dealers with heavy inventories of unsold merchandise.

"Bossa nova was killed with over exposure," Ertegun said. "The music fell into disrepute until Stan Getz hit." The executive notes he hasn't seen the term used recently on albums because manufacturers are aware of their poor sales.

Ertegun is currently working to get the Brazilian musicians fall East Coast bookings. When they first arrived in the U. S. several months ago, they focused on West Coast jazz clubs and did good business at the Manne Hole in Hollywood, Trident in Sausalito and Mator in San Francisco. Atlantic hopes to have the group make a national tour during August to coincide with the release of the as yet untitled album.

The group's first U. S. LP was released on Capitol, which signed vocalist Wanda de Sah after a&r man Dave Cavanaugh saw the group at the Manne Hole. Atlantic already had pianist Sergio Mendes under contract so it worked out a release schedule with Capitol.

Atlantic is currently recording its evergreen quartet, the MJQ, for the first time with a large jazz band. The quartet is also cutting a pop-slanted single, using a Fender bass for the first time. Ertegun says jazz is neither dying nor declining, with the following artists recently joining the roster: Tenor saxman Clifford Jordan, cornetist Nat Adderley, trumpeter Ted Curson, drummer Grassella Olyphant, flutist Hubert Laws and drummer Elvin Jones.

Hermits Set For Nashville

NASHVILLE—Promoter Eddie Cummings has signed Herman's Hermits to headline a show at Municipal Auditorium here July 29. Seating capacity is 10,500 and all tickets are scaled \$3 advance or \$3.50 at the door.

Cummings, who heads Eddie Cummings Productions, set show time at 7:30 p.m. in case the draw is sufficient for a second show. Preliminary acts will be Wayne Fontana and the Mindbenders, the Shangri-Las and one more act yet unsigned.

Cummings is also bringing some top pop record talent to the nation's country music capital next week (19) with a show at the auditorium starring the Beach Boys. Other acts will be the Zombies, the Searchers and Ray Lynn.

Lynn is a local talent, a pop deejay on Station WKDA, whose first single on Epic, "Wisdom of a Fool," was released recently. Cummings has signed as Lynn's personal manager. Tickets for the Beach Boys show is \$3 advance, \$3.50 at the door.

EPIC-OKEH TRIMS PRICES

NEW YORK — A reduced pricing structure has been adopted by Epic-Okeh Records. The amended schedule is as follows: Singles from 98 cents to 94; mono pop LP's from \$3.98 to \$3.79; stereo LP's from \$4.98 to \$4.79; classical mono LP's from \$4.98 to \$4.79; stereo classical LP's from \$5.98 to \$5.79.

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RCA Five-Year Program For Distributors Hitting Mark

• Continued from page 1

help prepare the distributor's operations manual.

Ninety-seven persons received diplomas in the first graduating class of the RCA Victor Distributor Managers Workshop. A total of 118 persons from distributor and Victor staffs attended the three workshops.

Topics on which the "students" spent days studying, analyzing and preparing reports included finance, inventory, warehousing, sales, strategic planning and advertising.

The three Harbridge instructors were Dick Koplou, director of the general management group; Peter Temple, a vice-president, and Tom Manzi.

Coverage in Depth

The sole reference was the operation guide prepared by the management firm and begun in April 1963. The guide's 12 chapters cover in depth every aspect of running a business. The last chapter, completed December 1964, deals with scientific inventory management, conjuring up thoughts of computers and other advanced electronic gadgetry.

The workshop was developed when Finn, an indomitable figure at 68, decided to see how the operations guide was being utilized.

Jack Burgess, the record division's sales vice-president, said feedback from distributors attending the workshop is all gratuitous. The workshop will more than likely be held every three years or so, Finn explained.

This educational analysis of one's business is the approach that American industry is going to take in years to come, Burgess said.

The executive called the five-year plan the most in-depth endeavor of its kind in the industry.

Dottie West Has Her Day

NASHVILLE — Dottie West was honored with a "Dottie West Day" by her home town of McMinnville, Tenn., last week (10), which featured a downtown parade, barbecue and country music show.

Riding in the parade with her were her family, local officials, Lucky Moeller, her agent, and country music stars Chet Atkins, Minnie Pearl, Carl Perkins and Ott Devine.

The show at 7 p.m. featured Dottie, Minnie Pearl, Carl Perkins and winner of an amateur contest held earlier in the day. The big day for the 1964 Grammy Award winner ended with an invitation-only dance at the new VFW Club, with music by the WSM staff orchestra.

The day was sponsored by the McMinnville Junior Chamber of Commerce. Proceeds from the show went toward building a Little League baseball field.

The concept behind the five-year plan, according to Finn, its creator, "was to build better relationships with distributors." Toward this goal, Finn mapped out the following steps:

Creation of a monthly information bulletin titled "Trying to Keep You Posted." This publication bowed in 1961.

Creation of four record advisory councils comprised of elected distributor record managers in the East, South, Southwest, Central U. S. and Pacific areas. These councils now meet twice a year to discuss problems, and offer the home office suggestions. In 1961 the company acted on 31 such suggestions. Some of these were:

Creation of a top record panel, including owners of distributorships, their record managers and top RCA echelon people meeting once a year.

Creation of the operations guide, offering steps to function more profitably.

Creation of the workshop to provide an aura for educational study and analysis of the business. On the planning board is a clinic for salesmen in key locations, but nothing has been firmed on this project.

The workshop's Harbridge instructions used the psychological approach of showing people using their own systems the validity of new concepts. "People doing things one way for years found sense in other approaches," Burgess noted. "Students felt the workshop was for their personal benefit."

CMA to Revise Its Bylaws

NASHVILLE — The Country Music Association bylaws study committee will report its findings for amending the seven-year-old association's bylaws at the next board of directors meeting in San Francisco Aug. 26-27. The bylaws have not been revised since CMA was organized.

Mrs. Jo Walker, executive director of CMA, said the association needed to update some sections and clarify others.

"A few things are vague and could be interpreted two different ways," she said. "These sections should be more explicit. Also, CMA is in more fields and

projects now than ever. We need to spell out in the bylaws what we can or can't do. In seven years of operating we have learned of some things we need to cover in the bylaws which are not now covered."

The study committee was appointed by Frances Preston, CMA board chairman and vice-president at Nashville's BMI office. Committee members are: Wesley Rose, president of Acuff-Rose Publications, chairman; Ken Nelson, Capitol Records, Hollywood; Bill Denny, president of Cedarwood Publishing Co.; Roy Horton, Southern Music & Peer International, New York; Hal B. Cook, publisher of Billboard, New York; Jack Stapp, president of Tree Publishing Co., and Jack Loetz, vice-president of Columbia Records, New York.

Wilburn Series Adds 5 Markets

NASHVILLE — "The Wilburn Brothers Show," a filmed, half-hour, syndicated, country music TV show, has been sold to five new markets for a total of 20, Noble-Dury & Associates, Inc., agency handling sale of the show, reported last week.

The new stations are KFSA-TV, Fort Smith, Ark.; WNCT-TV, Charleston, S. C.; WBTW-TV, Florence, S. C.; KFDA-TV, Amarillo, Tex., and KLBK-TV, Lubbock, Tex. All will use the show between 5 and 7 p.m. on Saturdays.

Regulars on the show with the Wilburn Brothers are Loretta Lynn and Harold Morrison. Various country music stars will be guest performers each week.

The show is filmed in Nashville's WSM-TV studios and produced by Show-Biz, Inc. Sponsors are Hot Shot, Inc., fly spray manufacturer, and the Garrett Snuff Co.

Bledsoe to Liberty

NASHVILLE — Ronnie Bledsoe, 30, left Nashville last week for Hollywood to be executive assistant to Al Bennett, president of Liberty Records. Bledsoe was public relations director for the State Department of Safety. He is a talented musician and was active in the local music industry.

Cap's Banner Year

• Continued from page 3

singles promotion exclusively. Seventeen additional promotion men work on both singles and LP's across the country.

Pepper works with Bruce Davidson, Capitol's singles merchandising manager in Hollywood who appraises him of the new releases.

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• Continued from page 1

clean teen and collegiate entertainment. There are no off-color jokes, exotic dancers, etc. The REBELation dancers, while conservative in their actions, put across the theme and mood behind the music being played.

Playing throughout the South, the REBELation movement has played before sellout crowds at schools, colleges and civic groups. With its concentration now in Mississippi, Louisiana and Texas, it expects to expand into the college market in September and branch out from there.

Also clubs in major cities are being organized for the teenage and college students. These will be clubs where they can go for fun and entertainment. Clubs will be under local ownership. The REBELcamp will be in New Orleans, and will be the home of all REBELclubs and the REBELation movement. In each city where a REBELclub is located, one clothing store will be franchised to sell REBELfashions which will be on display at the REBELclub.

REBELation began June 1. When the schools and colleges open in September, REBELation will be represented on the "name" entertainment calendar on all major campuses. Usually sponsored on the local scene by a "rock" radio station, the show was sponsored by WXXX for two big shows in the area over July 4 weekend.

The present show on tour features Johnny Preston, the Champagne Brothers, the REBELation singers and dancers and others.

Shows Draw Well in Miss. Despite Summer Recess

HATTIESBURG, Miss. — Two July 2 shows by REBELation, Inc., here were fairly successful, reported Charles Williams, assistant manager of WXXX Radio. In spite of the absence of the college crowd—on summer vacation—one show drew about 500 high school and junior high school students. Tickets, sold by the radio station, were \$1.50 in advance or \$2 at the door.

"We made a little money on the show," Williams said. "But our intentions had not been to make money. It was just a promotion." He said 80 per cent of the profits went to REBELation. The station, in turn, donated 25 cents for each ticket sold to the town's Teen Center. This town has about 45,000 population and the University of Southern Mississippi is located here.

Williams said he thought the

REBELation show was good. Besides their normal line-up of acts, a local group, the Countdowns, appeared on the show. "I think Eddie Arceneaux, the promoter, is trying to get the show on TV. I'm not even sure the artists appearing with the show are that interested in the money they're making from these personal appearances. . . . I think they're all interested in the exposure, sort of from the grass roots up. Some of the artists have had hit records in the past, but not lately. They need exposure from a show like this to give them a higher percentage of hits."

Other radio stations REBELation has worked with, according to Arceneaux, include KLOU, Lake Charles, La.; KOGT, Orange, Tex.; KSIG, Crowley, La.; KTBS, Alexandria, La.; KXKW, Lafayette, La., and KANE, New Iberia, La.

Joan Rivers Delivers Punches But No KO

NEW YORK—Six weeks ago, Joan Rivers recorded her first album for Warner Bros. live at the Bitter End. The little blonde comedienne, who writes her own material, broke up the house with well-placed barbs at sacred cows. The soon-to-be-released LP should be a winner. Miss Rivers was a winner again Wednesday night (8) at her regular Bitter End opening, but the performance didn't quite measure up to her effort at the recording session.

She scored the most points with her commentary on wigs, which is one of the highlights of the album. Some of the more effective bits from the album—dealing with show business people and the Consolidated Edison Co.—were omitted and new material was sub-

stituted. Miss Rivers is a gifted writer as well as a fine comedienne, and she made her points with the new material.

But some of the impact was lacking, and the performance just didn't carry the punch of her previous outing. Even when she's not at her very best, though, Joan Rivers still turns out a first-rate performance.

A new group, the Chaipin Brothers, preceded Miss Rivers with a rock-folk session, taking folk material and leaning heavily on guitar and drum to give it a rock quality. A good deal of their material is original, but they registered most heavily with the standard "Ramblin' Man." The youngsters haven't made a record yet, but it's a cinch they will.

AARON STERNFIELD

Launched 3 Months Ago Down South

LAKE CHARLES, La.—REBELation, a teen-age type personal appearance package show, was launched about three months ago, according to Mrs. Eddie Arceneaux who acts as sort of personal assistant and secretary to her husband. The shows are produced by Arceneaux. Tours have mostly stuck close to home, she said—mainly in Mississippi, Texas, and Louisiana. A third tour ended last week, another tour is planned for July 22. Tours last about three weeks.

Artists on the show are generally changed from tour to tour; other artists are added in the larger towns, generally an artist currently hot with a record. Artists who've appeared on the tours include Johnny Winters, Bobby Loveless and the Nightowls, Johnny Preston, the Champagne Brothers, and Dale and Grace.

"We have no trouble getting artists," Mrs. Arceneaux said. "We found one of them working at a filling station in a small town. A few years ago, he'd had a very big record. Since then, nothing. We're giving him exposure."

She said the show, while simi-

Rollins Rolls At Vanguard

NEW YORK — Returning to New York after a successful West Coast tour, the Sonny Rollins Quintet opened a week's stand at the Village Vanguard Tuesday night (6). Backing Rollins were Ray Bryant, piano; David Haywood, trumpet; Rickey Rofer, drums, and Walter Booker, bass. Rollins' lyrical work on the alto sax is quickly winning converts to the progressive jazz sound and he was nicely complemented by the round dulcet tones of Haywood's trumpet and the skill of 88'er Bryant.

Rollins, who will soon wax an album for Impulse, deftly maneuvered the group through imaginative arrangements of the jazz standards "Green Dolphin Street" and "Three Little Words" and closed with "When Your Lover Has Gone."

Also on the Vanguard's bill was the talented blues singer-pianist Memphis Slim, backed by Wee Willie Dixon on the bass. The apparently never-aging Folkways Records' singer touched all the blues styles as he "walked," talked, rocked and souled his way through such tunes as "Too Late" and his original "Beer Drinkin' Woman."

HERB WOOD

lar to the tour package of "Shindig" or the Dick Clark show, concentrates on the smaller towns that such shows would never touch.

Thelonious, Coltrane Have What It Takes

NEW YORK—Jazz fans settled down to a real cool evening Tuesday (6) as Thelonious Monk and John Coltrane shared the contemporary jazz spotlight at their Village Gate opening.

A near-capacity house greeted the wild rhythms of Coltrane and the disciplined music of Monk with equal enthusiasm.

Coltrane opened the bill with his way-out improvisations. The Impulse artist showed the style responsible for his winning Downbeat's "Number One Tenor Sax Player" award last year. McCoy Tyner on piano, Jimmy Garrison on bass and Elvin Jones on drums—all top performers—were in fine form. The result was a 45-minute jam session punctuated by only one break.

Monk Is Cool

By contrast, Monk's combo displayed a cool, subtle form which complemented the uninhibited music of Coltrane.

The rest of the combo—Charlie Rouse on tenor sax, Larry Gales on bass and Ben Riley on drums—played in the same cool mood. Gales was par-

ticularly effective with a bass solo.

The program was geared strictly for the hard-core jazz fans—fortunately there are enough around to account for respectable album sales for the two artists. None of the numbers was announced, as they were mainly improvisations on themes.

AARON STERNFIELD

Queen Ella Reigns Alone

HOLLYWOOD—Queen Ella held court, June 29, in the Melodyland theater-in-the-round before a near-capacity opening night crowd of cheering subjects. The loyal fans were on hand to greet Ella Fitzgerald and her entourage, including Nelson Riddle and His Orchestra and the Wild Bill Davis Trio.

Miss Fitzgerald scored mightily with a treasure of assorted musical messages, mostly oldies but all goodies. Tunes ran from "Too Marvelous for Words," "I Can't Get Started," "The Man I Love," and "Mac the Knife."

The Great One also dusted off a Duke Ellington medley, spun out her own "Old Black Magic," caressed "They Can't Take You" all to the delight of an enthusiastic throng.

When she laughed, they laughed. She clapped hands to the music, and her followers joined in. Ella could do no wrong.

BRUCE WEBER

PEOPLE AND PLACES

Murray the K will present a summer spectacular July 14-20 at Brooklyn's Fox theater, featuring Tom Jones, Gary Lewis and the Playboys, Ben E. King, the Temptations, the Ronettes, Patty and the Bluebelles, Cannonball and the Headhunters, the Tymes and Ruby and the Romantics.

Theodore Bikel slated for Castle Hill Estate, Ipswich, Mass., July 16-17; Newport Folk Festival July 20-26; Powder Hill Ski Area, Middlefield, Conn., July 30, and Mohegan Center, Peekskill, N. Y., July 31.

Vi Velasco will record the title song for "Who Killed Teddy Bear?" movie to be released as United Artist single and an album soundtrack. . . . Appearing July 9-15 at New York's Apollo Theater are Martha and the Vandellas, Brenda Holloway, the Contours, the Spinners, Stevie Wonder, the Velvelettes, Funnymen, Bill Murray and the Choker Campbell Band. . . . New Neil Sedaka RCA Victor release July 15—"The World Through a Tear."

Duke Ellington will perform with the Boston Pops Orchestra at the Berkshire Music Festival in Tanglewood July 28; RCA Victor will record the event live. . . . The Mitchell Trio has added John Denver as a replacement for Chad Mitchell, now soloing. . . . Elise Siani, who'll soon have her first release on Southern Sound Records, opened July 8 at Rat Fink Room, New York; she's produced by Meadowlark Productions, Inc.

Shelley Schultz, talent co-ordinator for the Johnny Carson "Tonight" show, moved to the Steve Lawrence show July 6. New talent co-ordinator for the "Tonight" show is Rudi Tellez. . . . International singing star Glenda Grainger just opened a four-week engagement at New York's Latin Quarter, where the feature bill includes Xavier Cugat and Lynda Gloria.

New show opening July 12 at the Phone Booth, New York, features Arthur Prysock, Old Towne Records artist, and singer-comedienne Lynne Lipton.

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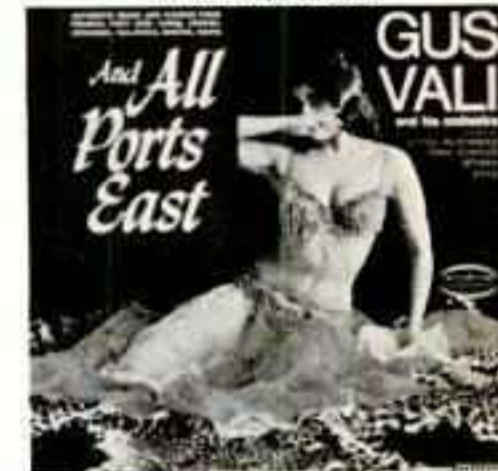
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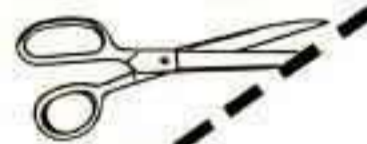
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SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 141—Last Week, 184

* 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

BEACH BOYS—CALIFORNIA GIRLS (Sea of Tunes, BMD)—Hot follow-up to their "Help Me Rhonda" is this Brian Wilson rhythm number from the new "Summer Days (Summer Nights)" LP. Flip: "Let Him Run Wild" (Sea of Tunes, BMD). **Capitol 5464**

FOUR TOPS—IT'S THE SAME OLD SONG (Jobete, BMD)—Pulsating Detroit sound proves a winner once again in this swinger to replace "I Can't Help Myself." Flip: "Your Love Is Amazing" (Jobete, BMD). **Motown 1081**

THE TEMPTATIONS—SINCE I LOST MY BABY (Jobete, BMD)—For their third straight top chart smash this year, the group offers a smooth rhythm ballad. Fine vocal performance. Flip: "You've Got to Earn It" (Jobete, BMD). **Gordy 7043**

FREDDIE & THE DREAMERS—A LITTLE YOU (Leeds, ASCAP)—Strong ballad lyric backed by the powerful dance rhythm of their "Do the Freddie" hit. Flip: "Things I'd Like to Say" (Raleigh, BMI). **Mercury 2462**

GENE PITNEY—LOOKING THROUGH THE EYES OF LOVE (Screen Gems-Columbia, BMI) — Currently topping the British charts, this dramatic, emotional production performance has all the earmarks of a No. 1 hit in the U. S. Flip: "There's No Livin' Without Your Lovin'" (Catalogue, BMI). **Musicor 1103**

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

THE SEARCHERS—HE'S GOT NO LOVE—Following up their hit "Goodbye Mr. Lover Goodbye" is a driving dance beat number, right up the teen alley! Flip: "So Far Away." **Kapp 686**

BOB DYLAN—LIKE A ROLLING STONE (Witmark, ASCAP)—As off-beat as his "Subterranean Homesick Blues" with the same hit potential! Original composition has a stronger, far out lyric aimed at the teen market with dance beat to boot. Flip: "Gates of Eden" (Witmark, ASCAP). **Columbia 43346**

WAYNE NEWTON—SUMMER WIND (Witmark, ASCAP)—Adaptation of the German ballad with English lyric by Johnny Mercer is given a pop hit treatment by Newton. Commercial vein of his "Red Roses for a Blue Lady" is pegged for all forms of programming. Flip: "I'll Be Standing By" (T. M., BMI). **Capitol 5470**

SAM COOKE—SUGAR DUMPLING (Kags, BMD)—Clever rhythm piece from the pen of the late performer is much in the groove of his winner "Shake." Solid dance beat. Flip: "Bridge of Tears" (Kags, BMI). **RCA Victor 8631**

JOHNNY MATHIS—THE SWEETHEART TREE (Easthill, ASCAP)—The Mancini-Mercer film ballad from "The Great Race" is given a beautiful reading by Mathis with a commercial, lush string and chorus backing. "Moon River" flavor. Flip: "Mirage" (Northern, ASCAP). **Mercury 72464**

ROGER WILLIAMS AND THE HARRY SIMEONE CHORALE AND ORK—SUMMER WIND (Witmark, ASCAP)—A different approach to the German tune and equally commercial as the Newton version. Clever piano arrangement backs this smooth blend of the Simeone Chorale. Fine production. Flip: "Sailor (Your Home Is the Sea)" (Garland, ASCAP). **Kapp 55**

THE NEW CHRISTY MINSTRELS—A LITTLE BIT OF HAPPINESS (Painted Desert, BMI) — Their most commercial sound ever is this happy rouser taken from their hit LP "Chim Chim Cheree" and in today's single market groove. Flip: "Jim 'n' I, Blue 'n' I, Flying in the Gemini." (Blackwood & Blue Chip, BMI). **Columbia 43347**

TRADE WINDS—SUMMERTIME GIRL (Bigtop, BMD)—Group hit big with their "New York's a Lonely Town" and this exciting rhythm production will top their debut hit. Flip: "The Party Starts at Nine" (Rumberlo Music, BMI). **(Red Bird) 033**

FOUR TOPS—AIN'T THAT LOVE (Stubbs, BMI)—Currently riding high on the Motown label, this Columbia outing is a wailing rhythm number with swinging discotheque appeal. Flip: "When Summer Is Gone" (Merrimac, BMI). **Columbia 43356**

CHART Spotlights—Predicted to reach the HOT 100 Chart

KITTY KALLEN—So Many Others (In, ASCAP). **MGM 13369**

DAMITA JO—Nobody Knows You When You're Down and Out (Leeds, ASCAP). **EPIC 9821**

THE FORTUNES—You've Got Your Troubles (Mills, ASCAP). **PRESS 9773**

STU PHILLIPS—Feel Like Lovin' (Irod, BMI). **CAPITOL 5466**

ERIN ADAIR—Just Waiting for Stanley (Rivers Edge, BMI). **COLUMBIA 43341**

GEORGE NARDELLO—Bossa Nova on the Moon (Cherry Hill, ASCAP). **CHEERY HILL 1687**

CASEY JONES AND THE GOVERNORS—Don't Ha Ha (Mellin, BMI). **PHILIPS 40304**

CAMARATA—What's New Pussycat? (United Artists, ASCAP). **COLISEUM 2704**

FOUR LADS—I'm Not a Run Around (South Mountain, BMI). **UNITED ARTISTS 893**

THE SAPPHIRES—Evil One (TM, BMI). **ABC-PARAMOUNT 10693**

NELLA DODDS—Come Back Baby (Stilran & Flomar, BMI). **WAND 187**

DIANE LEIGH—It Won't Be a Lonely Summer (Amity). **TOWER 151**

KEN COLMAN—A Great Big Hunk of Summer (Famous, ASCAP). **EPIC 9822**

TOMMY SANDS—LOVE'S FUNNY (Grimitto, BMI) Debuting on the Liberty label with a Paul Anka tune, Sands hits strongly with a hard-driving dance rhythm. Smash written all over it. Wailing performance in today's pop market. Flip: "One Rose Today, One Rose Tomorrow" (Matchbook, BMI). **Liberty 55807**

LULU—LEAVE A LITTLE LOVE (Ponderosa, BMI) —Presently riding up the British charts, this pulsating rouser has the ingredients of a U. S. smash as well. Exciting performer. Flip: "He Don't Want Your Love Anymore" (Danver, ASCAP). **Parrot 9778**

TERESA BREWER—SAY SOMETHING SWEET TO YOUR SWEETHEART (Mills, ASCAP)—The composers of "Red Roses for a Blue Lady," Tepper and Brodsky have a strong contender for another hit revival via this top sing-a-long. Strong juke box appeal should spiral up the charts. Flip: "What About Time" (Four Star Sales, BMI). **Philips 40310**

BARBARA MILLS—QUEEN OF FOOLS (Painted Desert, BMI)—Recorded in Nashville with the driving Detroit sound, this winner introduces an exciting vocal performance by the sister of the Newbeats lead singer. Flip: "(Make It Last) Take Your Time" (Acuff-Rose, BMI). **Hickory 1323**

FREDDY CANNON—ACTION (Screen Gems-Columbia, BMI)—From the TV series "Where the Action Is" this wailing rouser has the hot possibilities of Cannon's past hit "Palisades Park." Flip: "Beechwood City" (Heleson, ASCAP). **Reprise 5645**

EVIE SANDS—TAKE ME FOR A LITTLE WHILE (Lollipop, BMI) — Powerful ballad starts quietly and builds into a rousing production. Wailing vocal with solid dance rhythm backing. Flip: "Run Home to Your Mama" (Blackwood, BMI). **Blue Cat 118**

FOUR DIRECTIONS—TONIGHT WE LOVE (Maestro, BMI)—The classic gets a hot pop revival via this strong, straight reading backed by driving beat. Features well-done falsetto. Hit sound throughout. Flip: "(Doin' the) Arthur" (Stratford, ASCAP). **Coral 62456**

JIMMY CURTISS—YOU'RE WHAT'S HAPPENING BABY (S & J, ASCAP)—Cleverly timed with the recent Murray the K TV show aimed at high school dropouts, this rhythm number with good teen lyric should find its way rapidly up the "Hot 100" chart. Strong vocal and dance beat. Flip: "Not For You" (S & J, ASCAP). **Laurie 3312**

THE SUNGLOWS—POPCORN (TNT, BMI)—Their polka-oriented "Peanuts" hit is topped by this catchy polka. Powerful juke box appeal. Flip: "The Circus" (TNT, BMI). **Sunglow 118**

RICK SHEPPARD—I Ain't Trying to Please Nobody (Painted Desert, BMI). **BANG 500**

DELICATES—Stop Shovin' Me Around (Lenoir, BMI). **CHALLENGE 59304**

GARY PAXTON—It's My Way (Of Loving You) (Cedarwood, BMI). **CAPITOL 5467**

MANHATTAN POPS ORK—John Kennedy (Roxbury, ASCAP). **MAINSTREAM 624**

BILL WALTERS—Believe Me (Biljac, ASCAP). **FOUNTAIN 2242**

FRANTASTIC VANTASTICS—Oh Happy Day (Blackwood & Winlyn, BMI). **TUFF 406**

TONY AND THE BANDITS—It's a Bit of Alright (Flo-Roe, BMI). **FLO-ROE 500**

GARY OF A KIND—Prance Around (Oasis & Laddie, BMI). **LAURIE 309**

WARREN COVINGTON AND HIS ORCHESTRA—Interstate (Northern, ASCAP). **DECCA 31814**

THE ORLONS—Don't You Want My Lovin' (Cameo-Parkway & Downstairs, BMI). **CAMEO 372**

OSCAR BROWN JR.—The Joker (Musical Comedy, BMI). **FONTANA 1516**

PEARL WOODS—The Last Mile (Blagman, BMI). **MALA 505**

LARRY STEELE—Baby Workout. **K-ARK 648**

COUNTRY SPOTLIGHTS

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

SONNY JAMES—BEHIND THE TEAR (Central Songs, BMI)—James turns in his finest vocal performance on a strong Ned Miller country ballad. Has No. 1 potential. Flip: "Runnin'" (Marson, BMI). **Capitol 5454**

EDDY ARNOLD—I'M LETTING YOU GO (Rubi-Dido, BMI)—Following up his "What's He Doing in My World" hit, Arnold has another country winner in this plaintive Billy Grammer ballad. Much pop appeal as well. Flip: "The Days Gone By" (S & J, ASCAP). **RCA Victor 8632**

ERNEST ASHWORTH—THE DJ CRIED (Acuff-Rose, BMI)—Still riding the BB country chart at No. 18 with "Because I Cried," Ashworth has a clever lyric rhythm piece here, which should prove one of his biggest hits. Flip: "Scene of Destruction" (Acuff-Rose, BMI). **Hickory 1325**

JOHNNY SEA—IF IT WASN'T FOR HARD LUCK (Raleigh, BMI)—The distinctive Sea vocal styling on an exciting, well-written rhythm ballad that tops his successful "My Old Faded Rose." Strong lyric. Flip: "Hitchin' and Hikin'" (Maricana, BMI). **Philips 40307**

JACK BARLOW—I LOVE COUNTRY MUSIC (Tree, BMI)—Tremendous country novelty has the humor and vocal delivery for a No. 1 hit. Pop possibilities as well. Flip: "Number One in the Nation" (Ring-neck, BMI). **Dial 4012**

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

NORMA JEAN—I Wouldn't Buy a Used Car From Him (Wilderness, BMI). **RCA VICTOR 8623**

WEBB PIERCE—Who Do I Think I Am (Cedarwood, BMI). **DECCA 31814**

PORTER WAGONER—Green, Green Grass of Home (Tree, BMI). **RCA VICTOR 8622**

CARL BUTLER AND PEARL—Can I Draw the Line (Pearl D., BMI). **COLUMBIA 43335**

PATSY CLINE—Lovesick Blues (Mills, ASCAP). **STARDATE 7030**

THE STATLER BROTHERS—Billy Christian (New Keys, BMI). **COLUMBIA 43315**

CHUCK HOWARD—Searching for Baby (Pamper, BMI). **COLUMBIA 43329**

JIM DALE—Mountain Dew (Music City, ASCAP). **MONUMENT 890**

JACK CAMPBELL—I'll Trade My Gal for a Tiger (Carwin, BMI). **JUBILEE 9008**

JOHNNY AND JONIE MOSBY—The High Cost of Loving (Pamper, BMI). **COLUMBIA 43344**

DELLA RAE—Rain on You (Table Rock, BMI). **RCA VICTOR 8627**

JUANITA ROSE—A Pillow Filled With Tears (Spanka, BMI). **SILVER STAR 1002**

FRED COWEN—As Long as the Money Lasts (Disto, BMI). **TOKEN 1006**

R&B SPOTLIGHTS

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

RUFUS THOMAS—WILLY NILLY (East, BMD)—A swingin' wailer with the solid dance hit sound throughout. Powerhouse vocal. Flip: "Sho' Gonna Mess Him Up" (East, BMI). **Stax 173**

BILLY YOUNG—SAME THING ALL OVER (East Time-Walco, BMD)—A soulful blues ballad from the pen of Otis Redding is given a strong reading by Young. Should spiral up the BB chart rapidly. Flip: "The Sloopy" (East Time-Walco, BMI). **Jotis 469**

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

VOLCANOS—Storm Warning (Stilran-Dandelion, BMI). **ARCTIC 106**

CLARENCE AND CALVIN—Step by Step (Cotillion, BMI). **ATCO 6362**

LILLIAN DUPREE—Hide and Seek (Mah's, BMI). **D-Town 1051**

BENJAMIN JOY—Don't Waste Your Love on a Fool Like Me (Raleigh, BMI). **MERCURY 72450**

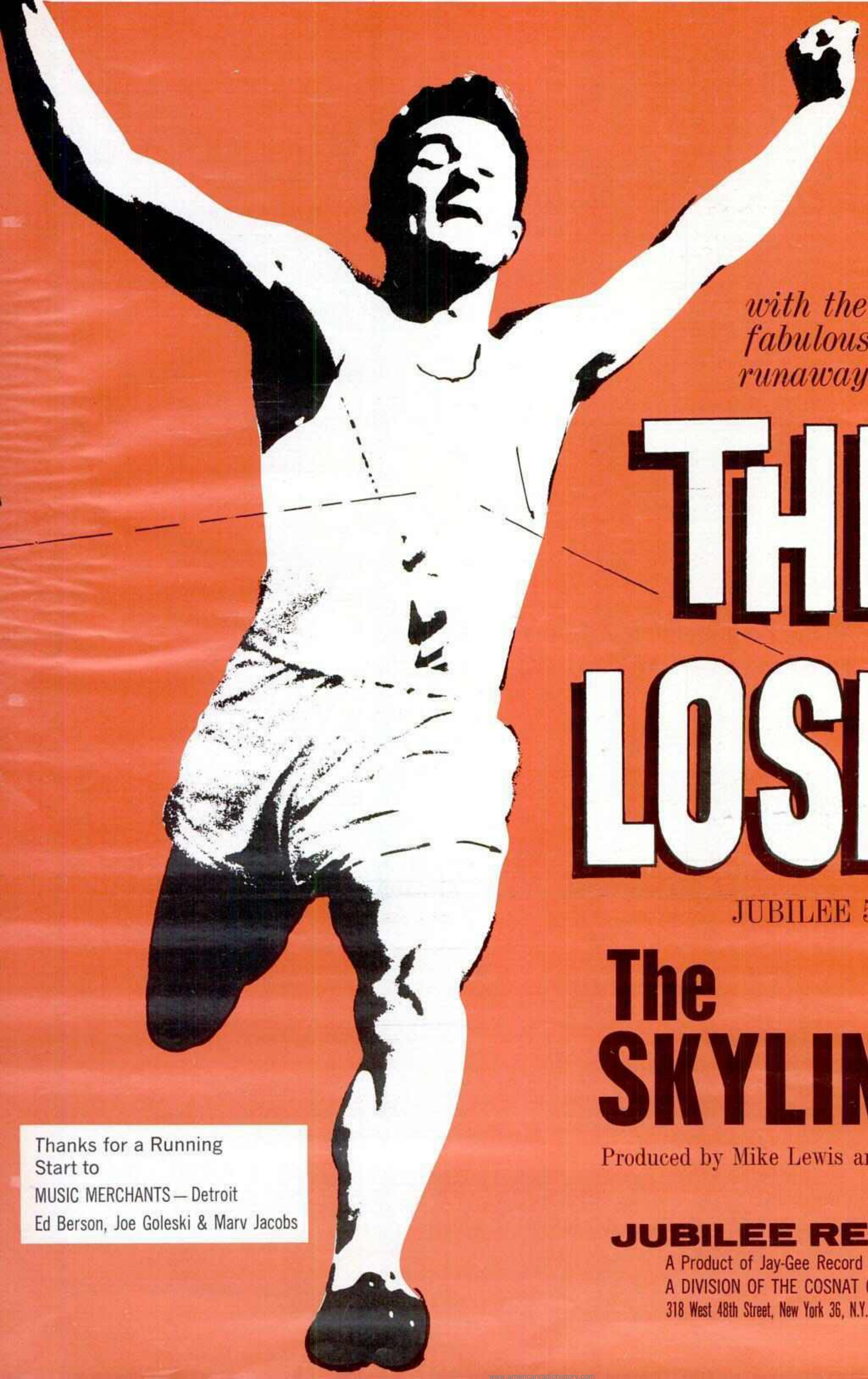
LED WADE—Don't Put Me On (Ronbre, BMI). **UNITED ARTISTS 891**

TINY TIM WITH SAXIE RUSSELL ORK—Soul Flood (Nilpat, BMI). **STARFIRE 408**

SPIRITUAL SPOTLIGHT

STAPLE SINGERS—FREEDOM HIGHWAY (Staple, BMI)—A rousing, spirited performance from start to finish! Aimed right at the top of the hit charts. Flip: "The Funeral" (Fred Rose, BMI). **Epic 9825**

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A&L, Alsam: 'Davids' Of Distribution Field

PHILADELPHIA — In an area covered by big distributors that have been firmly entrenched for years, Al Melnick has a couple of distributing firms that celebrated their fifth anniversary last May. The secret of the success of A&L Distributors and Alsam Distributors against strong competition lies in diversification, according to Melnick.

"We bat nine out of every 10 calls because we have something to sell every type of account in our market. We specialize in international, pop, classical, spoken word, spiritual, folk, jazz and children's records; also imported transistor radios, portable TV's, tape recorders and Magnus organs." The Melnick outfit handles about 400 outlets. "Until they (the big labels) learn about us, we have to be diversified."

Wants More

Actually, Melnick feels he handles some important labels now . . . he just would like to handle more. His labels include Amy/Mala, Elektra, Fantasy, Folkways, Pickwick International, Riverside and T.C.F. The distribution firm is the No. 1 in the nation for Amy/Mala, Melnick said, and No. 2 for Elektra. "We'll sell Nonesuch records like they were gold. Can't even keep them in stock. I've never made a return to Elektra in four years and I sell it across the board."

He said he also does a big

business in international labels which the average distributor neglects because they don't have the time to bother. "We even supply a grocery store that's very big on Greek records." Some of the international labels handled by Melnick's operations include Monitor, Helios, B&F (Hungarian), Alektor and ARC.

Proud of Two Breaks

An achievement he's proud of is breaking "Locomotion" in the market; he sold 93,825. He also broke "Concrete and Clay" on the DynoVoice label. "It's very hard, but it can be done," Melnick said. Promotion men at the firm are Harry Fink and Barry Abrams. Abrams was recently named promotion man of the month by Amy/Mala. Heading a sales staff of Jay Freedman and Craig Smith is Del Greene.

Melnick says, "We are successful because we are young, aggressive and very diversified. . . ." Even now, he's looking around for a good guitar line to carry in order to grow more diversified.

CLGA Appoints

HOLLYWOOD — Kenneth Thomson has been named executive director of the Composers and Lyricists Guild of America. Thomson was executive secretary of the Screen Actors Guild for 10 years, and served as assistant executive secretary for 16 years.

TWO-MINUTE SINGLE PASSE?

NEW YORK—The two-minute single created to gain radio play, may be in danger of becoming a thing of the past. Columbia's new Bob Dylan disk offers 12 minutes of music, six on the lead song, "Like a Rolling Stone" and 5:48 on the flip side, "Gates of Eden." So as not to completely frighten disk jockeys, a special DJ single has been created featuring parts one and two of "Rolling Stone."

Colpix, Pontiac In Disk Tie-In

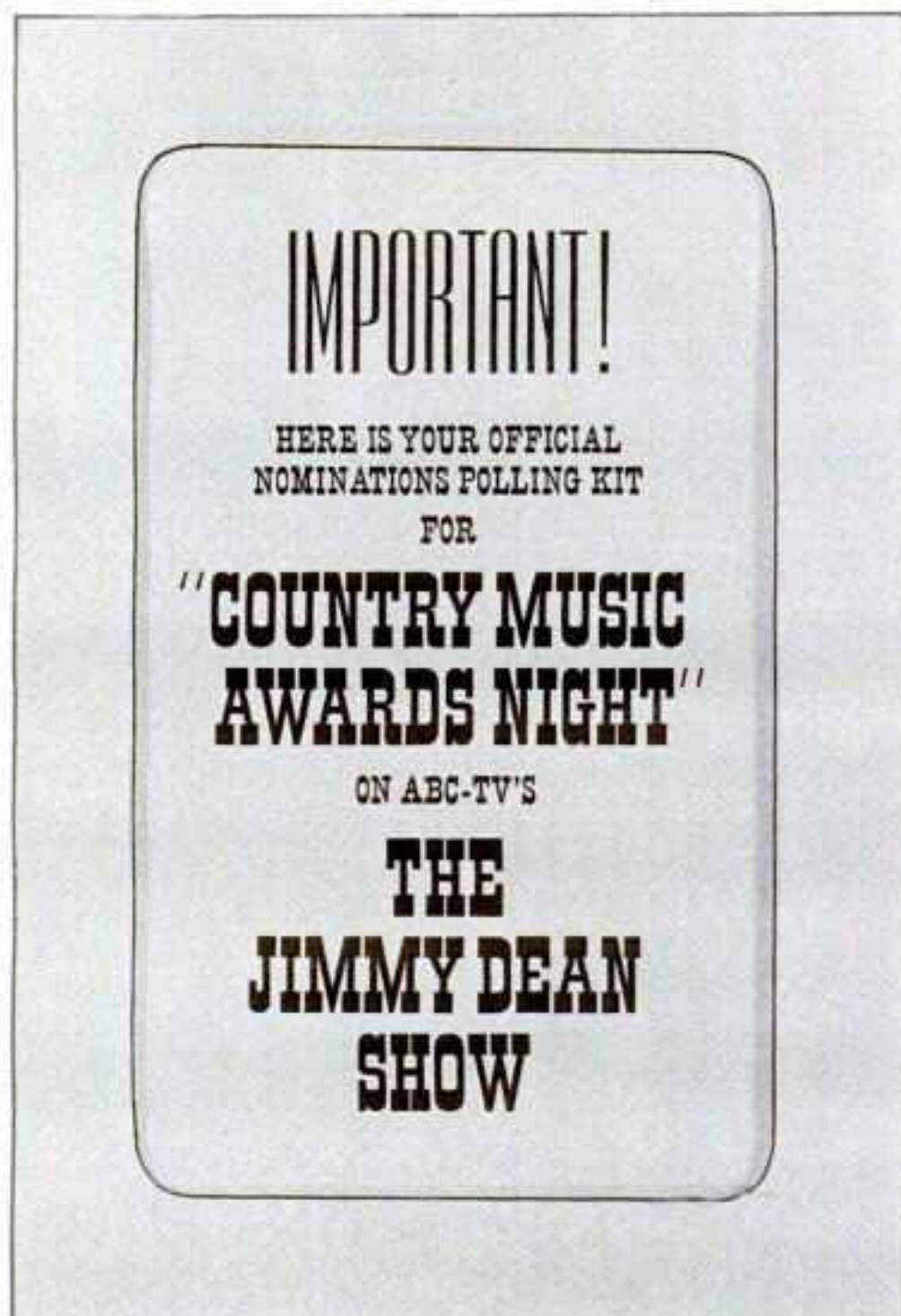
HOLLYWOOD—Colpix Records and Pontiac Motor Division of General Motors have agreed to take advantage of the auto company's successful "tiger" ad campaign promoting sales of its GTO sports car to push the record company's single, "Geeto Tiger" by the Tigers.

Ray Lawrence, national sales and promotion manager for Colpix, said the single also will be promoted by a contest being offered through radio deejays in major markets, with Pontiac dealers awarding GTO prizes.

Colpix also has contracted for a college advertising campaign to promote the new Woody Allen LP "Woody Allen Volume 2."

ATTENTION:

Radio Stations Programming 7 Hours Daily to Full-Time COUNTRY MUSIC



It contains full information for the participation of YOU and YOUR LISTENERS in what may well be the most important single event to happen in Country Music history!

WATCH FOR THIS ENVELOPE IN THE MAIL FROM BILLBOARD

Billboard TOP 40

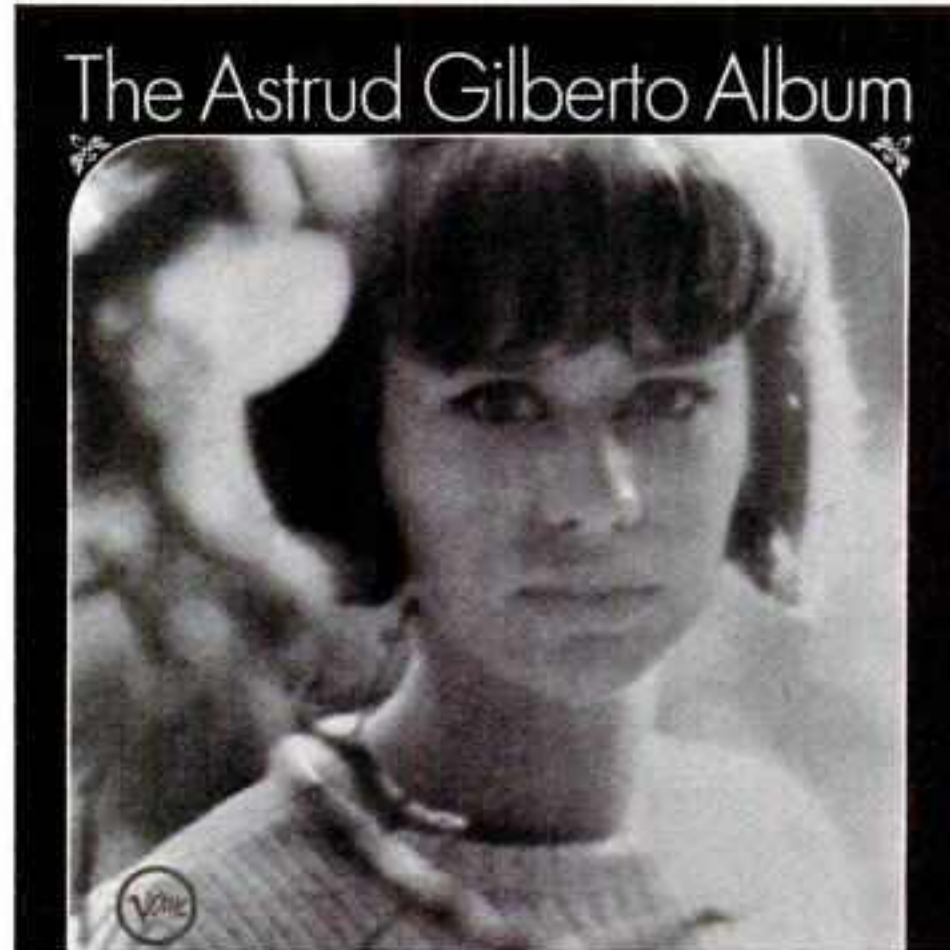
EASY LISTENING

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	Wks. on Chart
	1	2	3			
1	1	2	3	A WALK IN THE BLACK FOREST	Horst Jankowski, Mercury 72425	7
2	3	3	6	A WORLD OF OUR OWN	Seekers, Capitol 5430	7
3	4	7	—	(Such an) EASY QUESTION	Elvis Presley, RCA Victor 8585	3
4	6	8	11	TOO MANY RIVERS	Brenda Lee, Decca 31792	7
5	5	5	7	A LITTLE BIT OF HEAVEN	Ronnie Dove, Diamond 184	6
6	9	11	13	MARIE	Bachelors, London 9762	7
7	8	9	10	THIS LITTLE BIRD	Marianne Faithfull, London 9759	7
8	11	13	21	THEME FROM "A SUMMER PLACE"	Lettermen, Capitol 5437	5
9	10	12	19	SEEM' THE RIGHT LOVE GO WRONG	Jack Jones, Kapp 672	7
10	12	15	24	HOLD ME, THRILL ME, KISS ME	Mel Carter, Imperial 6612	5
11	2	1	1	CRYING IN THE CHAPEL	Elvis Presley, RCA Victor 0643	7
12	7	6	2	HUSH, HUSH, SWEET CHARLOTTE	Patti Page, Columbia 42351	7
13	15	—	—	TRAINS AND BOATS AND PLANES	Billy J. Kramer & the Dakotas, Imperial 66115	2
14	14	17	22	SUMMER SOUNDS	Robert Goulet, Columbia 43301	7
15	13	4	4	BEFORE AND AFTER	Chad & Jeremy, Columbia 42377	7
16	16	20	23	I LOVE YOU SO	Bobbi Martin, Coral 62452	7
17	17	19	32	MY MAN	Barbra Streisand, Columbia 43323	4
18	20	25	31	FORGET DOMANI	Frank Sinatra, Reprise 0300	4
19	28	—	—	YOU'D BETTER COME HOME	Petula Clark, Warner Bros. 5643	2
20	21	24	30	FORGET DOMANI	Connie Francis, MGM 13363	4
21	22	26	—	HERE I AM	Dionne Warwick, Scepter 12104	3
22	24	29	37	SUNRISE, SUNSET	Eddie Fisher, Dot 16732	5
23	25	31	—	MOON OVER NAPLES	Bert Kaempfert & His Ork, Decca 31812	3
24	32	—	—	IT'S GONNA BE FINE	Glenn Yarbrough, RCA Victor 8619	2
25	29	—	—	ONE DYIN' AND A BURYIN'	Roger Miller, Smash 1994	2
26	33	—	—	AFTER LOVING YOU	Della Reese, ABC-Paramount 10691	2
27	34	—	—	FLY ME TO THE MOON	Tony Bennett, Columbia 43331	2
28	35	—	—	WHY DON'T YOU BELIEVE ME	Vic Damone, Warner Bros. 5644	2
29	30	—	—	THEME FROM "HARLOW" (Lonely Girl)	Bobby Vinton, Epic 9814	2
30	23	27	40	DARLING TAKE ME BACK	Lenny Welch, Kapp 662	4
31	31	39	—	YOU WERE ON MY MIND	We Five, A&M 770	3
32	26	28	35	MAE	Herb Alpert's Tijuana Brass, A&M 767	4
33	36	—	—	THE LEGEND OF SHENANDOAH	James Stewart, Decca 31795	2
34	27	30	39	MAE	Pete Fountain, Coral 62454	4
35	—	—	—	I'M A FOOL TO CARE	Ray Charles, ABC-Paramount 10700	1
36	—	—	—	THE SWEETHEART TREE	Henry Mancini, RCA Victor 8624	1
37	—	—	—	IT HAPPENED JUST THAT WAY	Roger Miller, Smash 1994	1
38	—	—	—	CANADIAN SUNSET	Sounds Orchestral, Parkway 958	1
39	—	—	—	THOSE MAGNIFICENT MEN IN THEIR FLYING MACHINES	Village Stompers, Epic 9824	1
40	—	—	—	MY NAME IS MUD	Eddie Rambeau, Dyno Voice 207	1

Only one word
describes
great product
like this...

VERVE



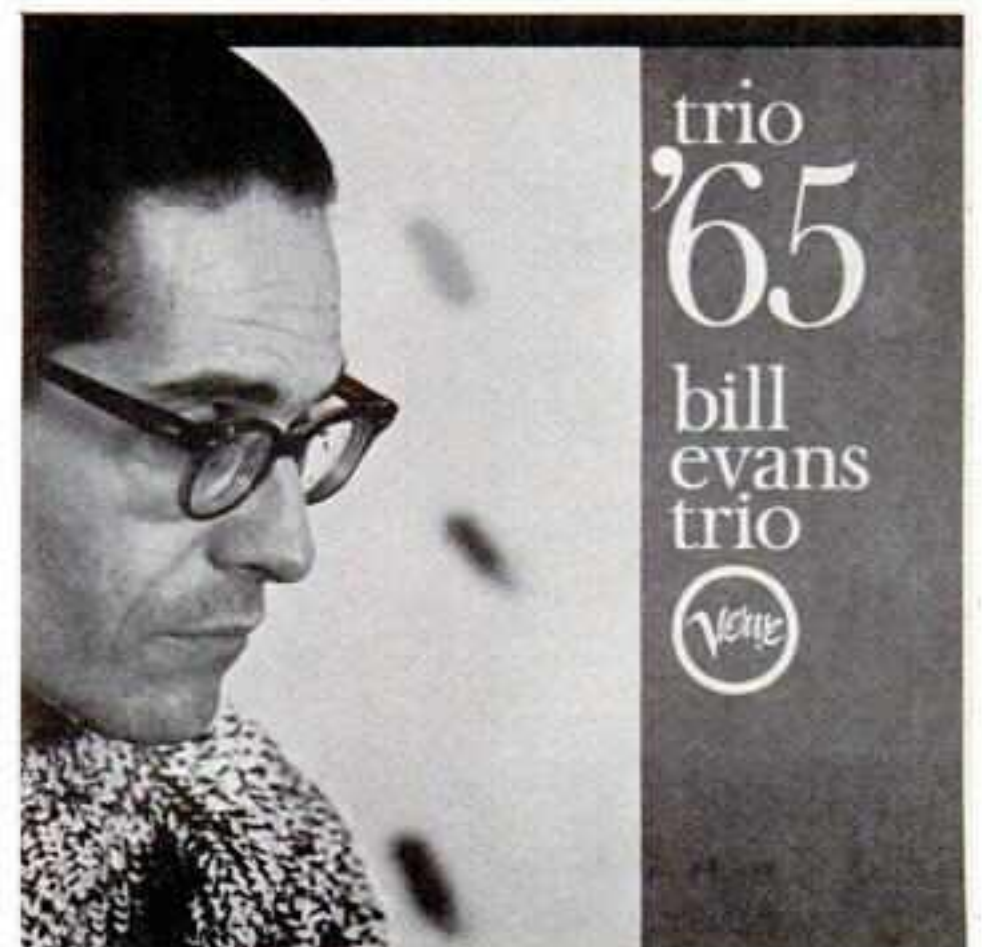
V/V6-8608



V/V6-8616



V/V6-8614



V/V6-8613



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

Billboard

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 33 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 34-66 including 'Don't Just Stand There' and 'Theme From 'A Summer Place''.

Table with columns: Rank, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 67-100 including 'All I Really Want to Do' and 'One Step at a Time'.

HOT 100—A TO Z—(Publisher-Licensee)

Large alphabetical list of songs and artists from the Hot 100 chart, including 'All I Really Want to Do', 'Baby I'm Yours', 'Candy', etc.

BUBBLING UNDER THE HOT 100

List of songs that are bubbling under the Hot 100, including '101. If You Really Want Me To, I'll Go' and '102. You Were on My Mind'.

GEMA Chides Soviet on Taping

By OMER ANDERSON
 BONN — The well-informed Russian, it is said, now listens to the Voice of America. He listens especially to its music—and he tapes considerably.
 This is the complaint of GEMA, the West German ASCAP society. GEMA is worried that the Russians are taping

Voice of America-broadcast music without paying royalties. Some of this music is GEMA, including the hit tunes of Bert Kaempfert.
 Soviet-taping of Voice-broadcast music is part of the larger complaint of the German performing rights society that foreign royalty collections are un-

realistically low. GEMA complains that while, thanks to its efficient policing of the royalty scene in this country, foreign copyright owners take a rich haul, German authors-composers receive a meager return from foreign countries.

This includes the U.S., where GEMA is inclined to be critical of ASCAP for letting too much music be played without royalty payments.

GEMA, in the case of VOA, contrasts the broadcasting of music—and its taping by Soviet listeners — with its own stern steps against the Armed Forces Network (AFN) in this country. In the case of AFN, ASCAP was the prime beneficiary.

Pressed Action

GEMA pressed unremitting legal action against AFN despite the military station's contention that it was an occupation institution and, hence, beyond German law. Eventually, AFN relented and signed an agreement with GEMA. ASCAP has profited from GEMA's diligence and tenacity in hounding the military broadcasters.

GEMA is demanding that the U.S. government make payments to ASCAP which will reflect the fact that Soviet listeners are taping the Voice's music broadcasts.

Aside from the AFN parallel GEMA is seeking to buttress its own campaign inside Germany for the payment of a music taping royalty. The copyright reform legislation, which has been given tentative approval by the Bundestag, provides that tape recorder manufacturers must pay GEMA a music taping royalty calculated as 5 per cent of the purchase price of the recorder.

'RECORDAR' IS WINNER AT MALLORCA FEST

MALLORCA, Spain — The second annual Mallorca Festival held at this famous resort island was won by a Spanish entry, "Recordar" (To Remember), penned by the team of Cespedes and Mario Selles. The award, a golden snail, was given along with a cash prize of \$2,000.

Second prize went to Argentinian Alberto Cortez and the song "Me Lo Dijo Perez" (Perez Told Me); third place went to Greek entry "Se Len Mallorca," by Andre Alexandratos; fourth was Italy's "Tornero a Mallorca," by Gerbino and Renato De Carli.

Waverly Acquires Alpha Records

LONDON—The Edinburgh-based record firm of Waverly has acquired Alpha Records of London following the death two months ago of Alpha managing director Major Tim Parker.

All of Alpha's catalog will be reissued from newly-mastered pressing beginning Oct. 1. Until then existing stocks are being made available by the present Alpha setup.

Alpha specializes in organ and choral recordings, retailing albums at \$5.15.

MUSIC CAPITALS OF THE WORLD

AMSTERDAM

Popular English singer Donovan will visit Holland for a TV appearance July 13. Negram released his new LP. Sales indicate an increasing interest for his music. . . . A new dance craze is sweeping Holland: The Greek "Sirtaki." Philips introduced Georgaki Petsilas with "Danse le Sirtaki." The Duo Acropolis (Omega), Trio Hellenique (CNR) and Mikis Theodorakis (Barclay) are high on the charts here with "Dance of Zorba." . . . Maurice Fanon, famous French singer, will appear on Dutch TV and Radio July 26 and 27. CBS already released two albums and two EP's of this artist on the Benelux market. . . . Imca Marina's Dutch version of Santo Domingo on the Imperial label is a great seller, Bovema reports. The popular songstress has recently appeared on a TV show, "Wow." . . . Her colleague Shirley did another (fifth) Swing & Sweet TV show. . . . Burt Bacharach's LP "Hitmaker" has been warmly received. . . . Two Ariola items, by Peter Hinnen and by Renate & Werner Leismann, received favorable reaction after the Baden Baden Festival. . . . Phonogram released two more records in their Mercury "C & W Aces," one by Roy Drusky, one by Johnny Horton. . . . Canadian folksong group, the Travellers, will appear on TV here Aug. 3. CBS will shortly release their single in Holland, "Take Your Sins to the River."

Gramophonehouse's releases of last week are Ronnie Hilton's "A Hole in My Shoe," Adamo's new single, "Mes Mains Sur Tes Hanches," both on HMV, Cliff Richard with "On My Word" and Dave Clark's "Come Home" on Columbia. . . . New CBS additions to the classical LP field include an album "Two Modern French Masterpieces," featuring the New York Philharmonic conducted by Leonard Bernstein. . . . The yearly Loosdrecht Jazz Contest has begun. For two months both cabaret and jazz amateurs will appear on the stage of the Loosdrecht Yachting Club. Many well-known jazz musicians have sprung up from the contest, such as Louis van Dyke, the Rob Hoeke Quartet and the Rivertown Dixieland Jazz Band. . . . Negram added a new label to its line, Pacific, from which a rush release was made of the Trio Athenee, with "Zorba Le Grec."

RAYMOND DOBBE

BRUSSELS

The Waikikis, Los Mayas, Digno Garcia and two new names, the Kyriakos and Andre Brasseur, were released on Kapp and 4 Corners in the U.S. . . . Palette Records feels the new Andre Brasseur single will be the summer hit. . . . First sales

reactions for the new Will Tura record are tremendous. . . . The Cousins returned from Africa July 2, after a unique tour. They left July 7 for Argentina (for four weeks). Afterwards they will spend a month in Italy (Viareggio). . . . Greetje Mona recorded her first English record. . . . After two months of plugging, Pierre and Robby received good sales reaction to the "Clapping Song." . . . The First Flemish Song festival, benefiting UNICEF, has started. Until August 17th all Belgian authors may send their compositions to E. Pierets, Kiliaanstraat 3, Antwerp. A public pre-selection of those songs will be held between Aug. 20 and 31. The songs may be recorded and released beginning Sept. 27. . . . Television appearances of the songs are not permitted before the final (Nov. 27). . . . The Marvelettes visited Belgium last week to do a TV appearance for the RTB; also Peggy March was here for a TV show. Among the songs she sang, naturally, was her winning song, "Mit 17 Hat Man Noch Traume." . . . SABAM, the Belgian association, for authors, composers and publishers, issued the following note: SABAM notified that many record dealers distribute records not officially imported in Belgium. Some of those records contain songs not registered by BIEM for which they are agents in Belgium. The distributing or selling of those records is thus illegal. JAN TORFS

COLOGNE

Deutsche Vogue is releasing the Eddie Fisher recording of "Sunrise, Sunset," song from the Broadway musical, "Fiddler on the Roof." Deutsche Vogue is also releasing a New Dot Disk by Harry James. . . . CBS Schallplatten held a beat party to celebrate the release of new beat disks by the Rocking Stars—"Shake Dance" and "Sealed With a Kiss"; the Newsbeats—"The Birds Are for the Bees" and "So Fine," and the Gisha Brothers—"Poison Ivy" and "Prisoner of the Beat" . . . Ariola has released the U.S. hit "Mrs. Brown" with Nico and the Mustangs and "The Last Time" with the Black Stars. Ariola has launched the German

(Continued on page 22)

Astrud Gilberto Visit

AMSTERDAM — Brazilian singer Astrud Gilberto paid a short visit to Holland. The star, wife of king of the bossa nova Jao Gilberto, made a tele-recording for the Dutch TV program, "See Jazz," produced by Pim Jacobs. She stayed one day before returning to the U. S.

SINGER'S DAD CHARGED WITH CONTRACT BREACH

OSLO—The disk firm of Arne Bendiksen A-S here has filed a suit against Kjell Myhre, the father of Norway's most popular songstress Wenche Myhre, claiming that he—as her legal guardian—broke a contract between her and the company.

Kjell Myhre signed a contract for his daughter with German Polydor, though Arne Bendiksen A-S had a contract with Polydor. This was done, claims Arne Bendiksen A-S, without their knowledge, and because Kjell Myhre hoped to achieve momentary financial profit, not considering the time and money spent by Arne Bendiksen A-S in launching and building Wenche Myhre, here and in Germany.

Also, during several other occasions, Kjell Myhre broke the contract, the firm claimed.

Several meetings have been held without success.

Arne Bendiksen is represented by Alf Nordhus; Kjell Myhre has not yet secured legal assistance. The case will first go to the Court of Conciliation.



THE BEATLES received two Japanese awards last week. Rumiko Hoshika, editor of the Japanese fan magazine Music Life, was in London to present the group with an award for top title in Japan, "I Want to Hold Your Hand," and another for top artists of the year.

EMI Will Switch to Factory Direct in '66

• Continued from page 1

told Billboard: "The decision has been taken over many agonizing months spent analyzing the situation and the changing pattern of the British record business. The EMI gramophone company was founded by the merger in the 1930's of HMV and Columbia. At that time, HMV was selling direct to retailers and Columbia was being channelled through the wholesalers. At present, HMV and Verve are the only EMI labels sold solely through EMI depots."

Also, if the British record industry does not get its applied-for exemption from the Government's ban on price maintenance, EMI may have more control over the price range of

its product if it sells direct to dealers.

The selling methods of other companies are more complicated than Decca's 100 per cent distribution-through-factors and EMI's planned manufacturer-dealer selling. Pye, for example, markets all its home product through wholesalers and all its overseas material (Reprise, Cameo Parkway, Redbird, Hickory, etc.) through its own channels. There are, however, five independent wholesalers who get exclusively only singles of Pye's overseas material.

In addition to becoming 100 per cent manufacturers and wholesalers, EMI has been expanding in the retail field. It recently bought the Saville Piano group of six shops, in addition to two already owned.

'Seekers' Lead in Points

LONDON—The Seekers, an Australian folk group, leads the race for the annual points championship based on the British singles chart published by the New Musical Express. Sandie Shaw is second, the Beatles have dropped to third. For the first time none of the Top Ten is American.

The points table is based upon the weekly Top 30 and each week 30 points are awarded for a No. 1 placing down to one point for the No. 30. At the end of the first half of the year the Seekers had scored 552 points, Sandie 481 and the Beatles 367.

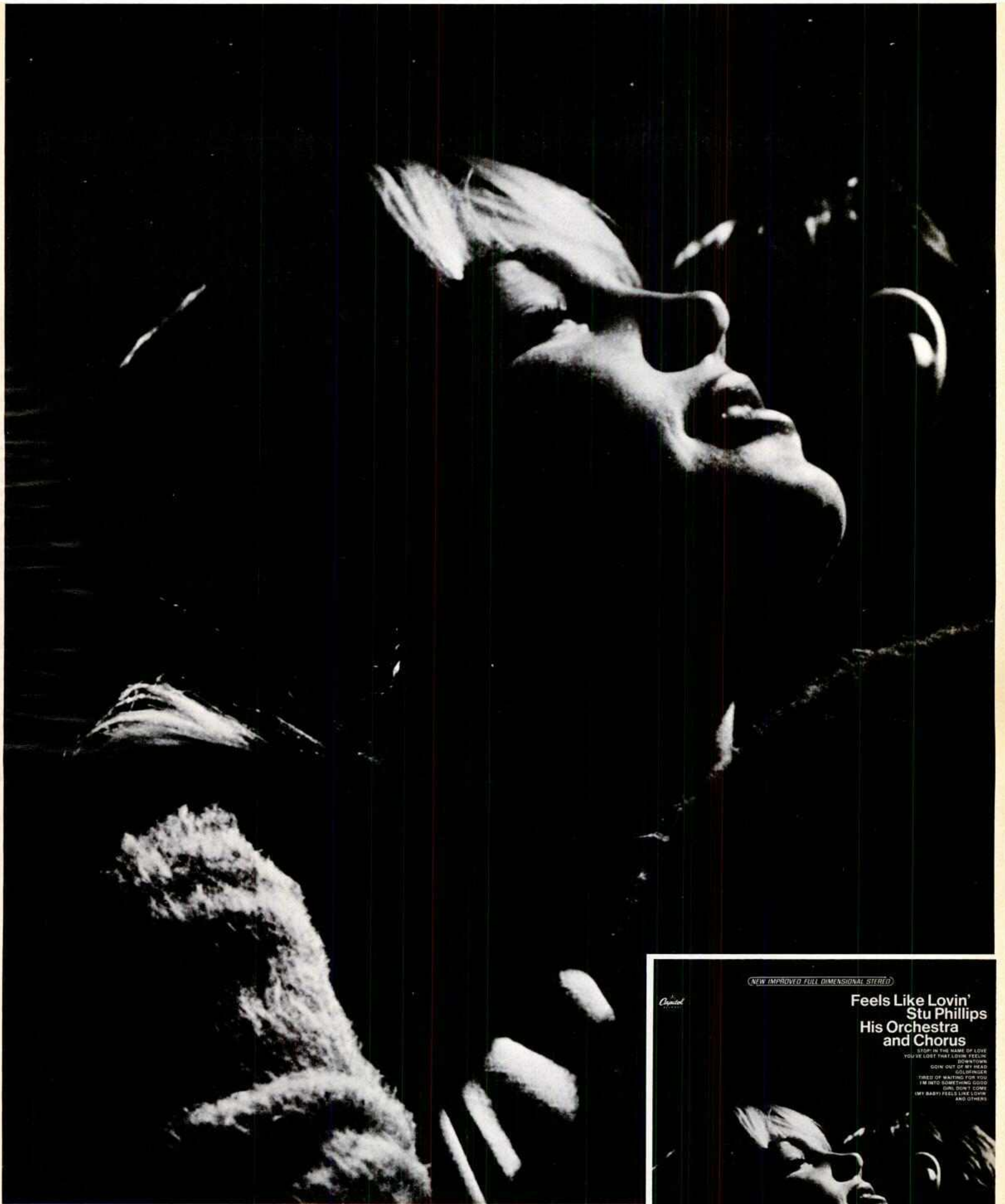
This shows that the stranglehold on the championship, dominated by Elvis Presley, Cliff Richard and the Beatles for the past five years, has been temporarily broken.

The table illustrates a pattern: although American artists have been crashing back into the British charts with big hits this year none of them seems to have a consistent following as previ-

ously with hit following hit.

The highest placed American artist is Gene Pitney at No. 16; Bob Dylan is the only other in the first 20. Of all the points scored in the January-June period 64½ per cent went to British-made records.

In a similar survey by the New Musical Express as recorded by Billboard's Top 20, Herman's Hermits lead the points championship in the U. S. The group is one of eight British names among the leading 20 sellers in the U. S. The Beatles and the Supremes are tied for second. Petula Clark is fourth.



FEELS LIKE LOVIN' b/w GOIN' OUT OF MY HEAD
 (That could be what they're saying. What we're saying is, these numbers make up the new single by Stu Phillips,* his orchestra and chorus. Get the picture?)



5466



ALBUM - FEELS LIKE LOVIN' - (S)T 2356

*YOU MAY ALSO RECOGNIZE STU AS THE CONDUCTOR OF THE BEST-SELLING HOLLYRIDGE STRINGS.

Copyrighted material

BREAKDOWN OF FRANCE'S RECORD PRODUCTION

PARIS—Exact figures for disk sales in France are extremely difficult to obtain since few disk companies are disposed to reveal the information.

This attitude stems from an exaggeration of sales figures in some areas. When figures used to be revealed, there began a vicious spiral, with each company seeking to outdo the others in terms of alleged "million sellers."

Now the major companies are much more reticent about figures. The only over-all figure available is for disk production, and in 1964 in France a total of 43,436,000 disks were produced. This figure breaks down as follows:

45 r.p.m.: 29,158,000
33 r.p.m.: 13,278,000

The figure for LP's breaks down still further:

7 centimetre: 826,000
21 centimetre: 1,000
25 centimetre: 2,454,000
30 centimetre: 10,997,000

Where imported disks are concerned, Germany leads the way in the French market, but for some reason exact figures are not available.

The French customs authorities, strangely enough, can supply figures in French tons, but not in numbers.

Figures for French disk importations for 1964 are:

Germany	201 tons	\$1,100,000
Austria	3 tons	26,000
Spain	2 tons	13,600
U. S. A.	35 tons	178,200
Britain	24 tons	158,600
Holland	28 tons	119,200
Czechoslovakia	9 tons	34,600

Field Narrowing in Light Music Festival

ARICCIA, Italy—Two months of light music events will wind up Aug. 15 in this village south of Rome.

The inaugural event consists of eliminations for the Festival of the Unknowns. It was here that Rita Pavone and Dino, Italy's top singers, first won their spurs. This year's competition drew 10,000 entrants. The number participating now has been narrowed to 128. There will be eight quarter-finals which will bring the number down to 32. Semi-finals thereafter will reduce competitors to 16 on the final evening, July 31.

In between these events,

there will be evenings devoted to Roman music, film music and a classical evening in which Giacomo Lauri-Volpi, 72, will bid farewell to the entertainment world. The Cantagiorgio, on its return from Vienna, stopped at the Ricordi Villa for lunch July 9 before proceeding to Fiuggi for the finals. Special evenings will be devoted to Marcello Mastroianni, set to make his debut in a stage musical, and Vittorio Gassman, who has sung on TV in addition to his other chores. On the final evening, the "Golden Bridge" award will go to top artists in light music field.

EP Market on Upswing in U.K.

LONDON — The EP market which CBS president Goddard Lieberman warned against when he addressed dealers at the Record Retailers Association conference earlier this year, seems to be increasing in Britain.

Recently two EP's came on the Top Ten singles chart, both notching up sales of well over 100,000: the Rolling Stones' "Got Live If You Want It" and Manfred Mann's "The One in the Middle." Elvis Presley's latest RCA Victor release (with strong chart potential) is also an EP.

Price breakdown of an EP: It costs the dealer 92 cents, to which he must add 24 cents purchase tax before retailing it at the fixed price of \$1.60, giving a dealer profit margin of 44 cents.

MUSIC CAPITALS OF THE WORLD

• Continued from page 20

middleweight boxing champion, Peter Mueller, on a singing career. His first recording is "Ring frei zur naechsten Runde." . . . Capriccio is pushing promotion in Germany of Horst Jankowski's best-selling "Eine Schwarzwaldfahrt" to capitalize on the disk's surge to the U.S. top tune list as "A Walk in the Black Forest." . . . The French chansonnier Jean-Claude Pascal is in Cologne to record for Electrola. He is winner of the 1961 Grand Prix d'Eurovision at Cannes, and is famous for his chanson "Nons Les Amoureux." Pop singing star Ralf Paulsen has opened a women's fashion shop in Cologne under the name "Lady Shop." Electrola has just released an LP with 12 new titles sung by Rex Gildo.

OMER ANDERSON

DENMARK

Within two months the Rolling Stones have six sellout concerts here. Next to the Beatles, they are the most popular group in Denmark. Only 10 days after the Stones, Cliff Richard will appear with his group, the Shadows, in the middle of this month. . . . Not having work permits in the States, the Hollies, a top group in England, may tour Scandinavia. . . . Denmark is the only country in Europe to have the American single release of "Heart of Stone" from the Rolling Stones. This record is one of the most popular here. Danish teen-agers seem to like the sad and sentimental records like "Tell Laura I Love Her," by John Leyton and Ray Peterson, "Last Kiss," by J. Frank Wilson, "Teen Angel," by Mark Dinning, "Terry" by Twinkle and "Leader of the Pack" by the Shangri-las. . . . Many numbers from the Kinks' albums are covered as singles by Danish groups. . . . The most popular country and western singer here is Bobby Bare. . . . First release by Roger Miller in Denmark was "King of the Road," but his "Dang Me" was a success with the Swedish group, the Spotnicks. . . . With "Do What You Do Well," Ned Miller has a real follow-up to his big hit of two years ago.

JORGEN MYLIUS

HAMBURG

"Kid" Clausen is not a middleweight boxer, as his newest teen-but West Germany's newest teenage singing sensation. At 18, a seasoned musician from a family of professional musicians, Clausen has just recorded a best-selling disk for Polydor, "Ein Tag ohne dick." He plays the piano, organ, guitar and percussion instruments. . . . Polydor has just issued a new Margot Eskens disk, "Deine Liebe" ("True Love"). . . . West Germany's answer to James Bond is Jerry Cotton, a red-blooded All-American sleuth for the F.B.I. Whereas Bond works for the British Secret Service, Jerry Cotton is J. Edgar Hoover's man about the world. Now the first Jerry Cotton hit tune has just landed on the German market—"Shots From the Violin Case," a Polydor platter.

Probably the most famous of German march melodies is Carl Teike's "Alte Kameraden," which is so world renowned that it issued as the theme song of Radio Hong Kong. An unpublished composition by Teike, who died in 1922, has just been discovered in a Berlin music archive. It has been produced as a phonograph record by Teho Knobel for Philips, under

(Continued on page 24)

Concerts-in-Park Make Toronto a Music Haven

TORONTO—One of the most ambitious projects supported by grants from the international Trust Fund of the Recording Industries is the "Summer Concerts in the Park" series in Toronto, which is co-sponsored by the Toronto Musicians Association through the Fund, with the city's Department of Parks and Recreation and the Toronto Daily Star.

Throughout a 10-week season this summer, in over a dozen parks, there'll be six pop-symphony concerts, 10 jazz concerts, 22 variety concerts, eight military band concerts, eight folk song concerts and hoote-nannies, square and round dancing, programs featuring ethnic artists, and four specials that will include a performance of

"The Vagabond King," a concert by the NORAD band, and an appearance of the U.S.A. High School Band and Chorus.

The series will cost some \$60 to \$65,000, of which, \$15 to \$20,000 comes from the Toronto Musician Association's \$50,000-odd cut of the Trust Fund of the Recording Industries. This is the most extensive program yet in the concerts-in-the-park project which has expanded rapidly since the TMA first entered into co-sponsorship with the city in 1959. The TMA also participates in similar projects in the suburbs, through the Trust Fund grants. Admission to all the concerts is free, and they draw large and attentive audiences.

It's Either Feast or Famine For Disk Sales in Norway

OSLO—"We have noticed a new tendency in the record sales here in Norway, that these days a single record either becomes a hit—or disappears completely" a&r man Rolv Wesenlund, of the Arne Bendiksen A-S record firm, told Billboard. "On the Norwegian market there used to be room for the small successes too, but nowadays the sales rest upon a few big sellers and all other records seem to vanish completely," he said.

"And what's more, the records that become a hit in Norway, usually are records that have been best sellers either in England or Sweden, and when they are issued here the public has heard them on radio from abroad and go out to buy them. The Norwegian radio system (governmental) has almost no influence at all on the records sales, and does not want to."

Wesenlund continued: "Another problem in Norway (but we are surely not the only country!) is the inflation in records, so many platters are issued that most of them must drown."

"I find, that now an a&r man can't use his ears when issuing a record. The buyers' taste is more unpredictable than ever. What we issue is the hits from abroad and then try to build a domestic market, too. But usually only one (or two at the

most) melodies in the Top Ten are of local origin.

"The hit record buyers are mostly children, with children's irrational world unaccessible to adults and therefore we can't know what kind of records they will want," Wesenlund concluded.

DUTCH DISKERIES FALL OVERBOARD OVER 'PIRATE'

AMSTERDAM—In sharp contrast to the unfavorable reactions of English record companies concerning British pirate radio stations, Dutch record firms are very happy with Holland's sole pirate broadcaster, "Radio Veronica."

This difference stems from the Dutch station's programming. For program preparation, it uses more than 30,000 popular records; British pirates stick to broadcasting the Top 40 in an ever-changing sequence. Also, Veronica features a large number of special programs. During the day these are aimed at housewives, teen-agers, drivers, etc. In the evening, several hours are devoted to classical music lovers, and opera fans. The result of this policy is that records never lose their selling appeal as is the case when pop records are broadcast continuously, up to the saturation point.

Paramount goal of the owners-directors of Radio Veronica, the Verwey brothers, is to give their advertisers full opportunity to reach all of Holland, instead of only a small teen-age portion. This has probably increased Dutch record sales steadily over the years. The first half of 1965 shows a definite increase, contrary to figures in other countries. Dutch record companies are not afraid of a possible bad influence of British pirate stations on their sales. Even when the receiving quality is good, most Dutch listeners soon tire of the sameness in sound from across the Channel.



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NEW "DYNARANGE" TAPE AVAILABLE AUGUST 1ST

Magnetic Products Division **3M** COMPANY

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I GOT YOU BABE

c/w

It's Gonna Rain

Atco #6359

**SONNY
& CHÉR**

**ONE OF THE
BIGGEST SINGLES**

From

**THE BIGGEST
DUO
of 1965!**

**Their First LP
Coming Soon**

**LOOK AT US
SONNY
& CHÉR**

**Arranged and Produced by:
SONNY BONO**

A YORK-PALA PRODUCTION

Chas. Greene/Brian Stone



1841 Bldwy., New York, N. Y.

MUSIC CAPITALS OF THE WORLD

• Continued from page 22

the title "Neue Kameraden," with music by the **Mundeswehr 6th Music Corps**, directed by **Col. Wilhelm Sephan**. . . . Philips is giving major promotion to the latest release of Germany's long-time favorite, **Zarah Leander**, "Ich bin eine Frau mit Vergangenheit (Lady with a

RONNY'S NEW HIT "Darling Goodnight"

Published by
Edition Marbot
Hamburg

Past). At the same time, Philips is reaching for small-fry sales with a series of children's records. With nearly every child now the owner of, or with access to, a record player, Philips believes there is a big potential market in moppet music. Titles include the **Karl May Winnetou** stories, "Onkel Toms (Uncle Tom's) Cabin," and some two dozen fairy tales.

OMER ANDERSON

LONDON

United Artists already has four records here of the **John Barry-Jerry Brucusse** composition, the title theme of U-A's movie "The Knack." Actor **Michael Crawford**, who stars in the picture makes his disk debut, covered by **Johnny de Little** on CBS, and organist **Alan Haven's** instrumental version on Fontana. The only American record so far is **Ferrante and Teicher's**. . . . **Brian Epstein's** bid for the **Everly Brothers'** next British tour has been okayed. They begin a three-week schedule of one-nighters and TV appearances on Oct. 4. . . . The **Animals** will achieve their ambition to record at the Apollo Theater in New York's Harlem when they return to America for a month-long tour commencing Sept. 12. **Mickie Most** will supervise the waxing of a live concert—a project barred by the U.S. Immigration authorities earlier this year. . . . In the courts, composer **Geoff Goddard** agreed to drop allegations that he wrote the **Honeycombs'** international hit of last year, "Have I the Right," and the group's manager **Alan Blaikley** and **Ken Howard** were acknowledged as the composers. The song is published by **Ivy Music**. . . . For the first time in three years, apart from his contribution to **Anthony Newley's** U.S.-made "Fool Britannia" LP, **Peter Sellers** is recording. He is waxing an LP which makes fun of more than a dozen **John Lennon-Paul McCartney** compositions. Supervising it is **Beatles'** recording manager, **George Martin**.

Brian Epstein's first snub from the American entertainment authorities, who recommend the granting of work permits to British artists, has come in the refusal of a visa to **Tommy Quickly**. Quickly, who toured America last December as an unknown, has been barred under from a month's U.S. tour due to begin last week. . . . **Roy Orbison's** first single under his direct deal with British Decca is issued this week: "Say You're My Girl." . . . **Gene Pitney** will make his debut in ATV's "Sunday Night at the London Palladium" on Oct. 17 during his fall tour. . . . CBS is launching a major push, which includes national newspaper advertising to promote **Andy Williams** in Britain. The campaign ties in with the screening by BBC-TV of the American singer's series this summer. CBS label manager **Stanley West** and sales manager **Walter Sparksman** in New York, prior to attending the CBS sales conference in Miami. . . . United Artists has agreed to an excerpt from the **Beatles'** film "HELP!" being shown in the 200th edition of "Thank Your Lucky Stars" July 17. . . . Potential American records just released here include **Shirley Ellis'** "The Puzzle Song" and **Brenda Lee's** "Too

Many Rivers." Philips is about to issue a **Dusty Springfield** EP recorded in French.

CHRIS HUTCHINS

OSLO

Managing director of Norsk Phonogram A-S, **Haakon Tveten**, has been to Stockholm and talked with **Stig Anderson**. Phonogram in Norway distributes the Polar label for Anderson. Leading artists on the Polar label are the **Hootenanny Singers**. . . . On the Polar label famous Swedish jazz pianist **Bengt Hallberg** has recorded a LP of "let-kis" tunes in the Cray Otto-style. Hallberg has taken the name of **Finn Timber** on this record. . . . Norwegian trumpeter **Finn Eriksen** is doing well with his rendition of the American folk tune, "Gloryland," calling it "Lapland" on the Fontana label, now sixth on the charts. . . . The **Rolling Stones** visited here and were a success. After the police had thrown out 12 listeners, the rest were quiet during the concert. **ESPEN ERIKSEN**

PARIS

Festival Records launched a new series, **Jonquille**, which will feature a wide variety of music including jazz, folk, dance music, accordion music and classics. . . . Singer **Mimi Perrin** is currently rehearsing a new, younger group which includes French jazzman **Jeff Gilson**. . . . **Sandie Shaw** is set for a season at the Paris Olympia Theater in October. Meanwhile, she has done five TV shows in Paris. . . . **Françoise Hardy** is to record her successes "Et Meme" and "La Nuit est sur la Ville" in German and Italian for Vogue. . . . The **Surfs** are set for tours in Corsica, Spain and Italy. Their Festival album recorded during their last Olympia season is selling well. . . . The **Woody Herman Orchestra** and the **John Coltrane Quartet** due in France for the Antibes-Juan les Pins Jazz Festival from July 23 to 28, will give concerts in Paris. . . . After their tour of Germany and a week's stay in Britain the **Swingle Singers** are set for the tour of the States from Oct. 13 to Dec. 15. . . . Film actress **Marie Laforet** has just recorded four titles for Festival. . . . **Brigitte Bardot's** latest EP for Philips includes a **Serge Gainsbourg** song, "Bubble Gum." . . . Jazz violinist **Stuff Smith** did a two-week season at Let Troiz Mailletz. . . . The new **Club des Quatre Vents**, which has been featuring the **Blossom Dearie Trio** is hoping shortly to sign **Chet Baker** for a season. . . . Trumpeter **Bill Coleman**, long-time resident in France, has been offered a tour of Britain by the **Jim Godbolt Agency**. . . . **Screaming Lord Sutch**, Britain's most bizarre rock singer, made successful appearances at the Locomotive and the Golf Frouot during his visit here. He plans a return visit in October. . . . CBS report a big boom in the sales of **Beatles** records following the sellout concerts in Paris and Lyon. . . . **Charles Aznavour** starts work shortly on the new **Pierre Granier-Deferre** film, "Paris au Mois d'Aout" ("Paris in the Month of August"), in which he co-stars with **Jean Seberg**.

MIKE HENNESSEY

RIO DE JANEIRO

New bossa nova show in town: "Quem Tem Bossa Vai a Rosa" (Have Bossa, Will Reach the Rose). Stars: **Wilson Simonal**, **Marly Tavares** and **Bossa Tres** combo. . . . Visiting Rio: saxman **Les Tout** and drummer **Rosario Cambria**. . . . **Harold E. Mossir**, EMI chief for South America, returned from London. . . . Discos Odeon is suing Discos Mocambo for non-authorized use of LP cover system patented by EMI. . . . Philips lost ABC-Paramount, Impulse and Decca as licensees. . . . Producer **Romeo Nunes** was signed by Discos Continental. . . . New **Mario Reis** LP will be called "AO Meu Rio" (To My Rio). . . . Mocambo released a

jazz item from the Vogue catalog: "Sidney Bechet-Django Reinhardt: Jazz Giants." . . . New singer **Anna Maria** signed with Discos Som-Maior. . . . "Sentimental Demais," by **Altemar Dutra**, is the top selling LP in town this week.

ROME

Fervor of Italian light music fans at outset of Cantagiorno in Bari put two policemen into the hospital. Seven youths were arrested. . . . **Aurora Lagana**, a new voice, topped a group of experienced singers in the final standings of the Contasquadra, another singing tour, which was emceed by **Nilla Pii**, queen of pop song. . . . Multiplicity of song competitions is leading film producers to turn out revue-type films in greater numbers. Latest, to be made by **Enzo Trapani**, "High Pressure," will feature **Pino Donaggio**, **Dino**, **Françoise Hardy**, **Little Tony**, **Lando Fiorini**, **Michele**, **Gianni Morandi**, **Peppino di Capri** and **Edoardo Vianello**. . . . With 100,000 votes counted in Festivalbar, the juke box competition, leaders are **Petula Clark** with the Italian version of "Downtown" and **Gene Pitney** with his latest Italian number. . . . Top composers are contributing numbers to the Golden Star contest at Santa Maria La Stella in Catania. Children will sing the songs in competition Sept. 3-5. . . . TV commercials, once dominated by comedians, are now turning to pop singers as advertisers.

SAM'L STEINMAN

SYDNEY

Tobert Iredale, independent producer for Leopold Productions, has contracted visiting American entertainer **Leslie Uggams**, at present performing at Sydney's **Chequers Night Club**, to make a 'live' recording of her act at the club. . . . The **Serenidipity Singers** will visit here next month. They arrive here July 11th but go off to Brisbane and Melbourne before coming to Sydney for a one-night stand. To mark the appearance, Phillips released an album, "Take Your Shoes Off." . . . The forthcoming season by **Joan Sutherland** will boost interest in her recordings and hardly anything can demonstrate her gifts to better advantage than the bel canto style of Bellini, heard in Decca's recording of "I Paritani" (The Paritans), released by EMI to coincide with her visit. . . . Castle Music has a new **Slim Dusty**. It's a "Payday At the Pub" c-w "Wild Rugged Land That I Love" on Columbia. . . . Owing to the interest by the recent screening of the TV spectacular, "My Name Is Barbra," Australian Record Co. has rush released **Barbra Streisand's** latest single on CBS, "My Man" c-w "Where Is the Wonder," two tracks from her album "My Name Is Barbra." This album, which has been on the restricted list, has been cleared by **Chappell & Co.**, and will be released late August. Negotiations are under way for a rerun of the spectacular at that time. . . . W&G Records of Melbourne is releasing the new **Seeker's** album recorded in England and issued in the States, "The New Seekers." The title of the album for Australian release will be called "Hide and Seekers." . . . **Ron Tudor**, recently appointed record promotion manager for Electronic Industries of Melbourne, reports that Astor Records is in excellent shape with artists such as **Petula Clark**, **Donovan**, the **Searchers**, **Sandie Shaw** and the **Overlanders**, all showing up in charts in all states.

GEORGE HILDER

TOKYO

The **Yale University Glee Club** of 58 arrived here on the first leg of the global tour. The first concert was given under the baton of **Fenno Heath** at the Hibiya Public Hall. After finishing a round of local appearances, the chorus participated in a joint concert staged by the glee clubs of 10 Japanese universities in Tokyo. . . . **Leopold Stokowski** arrived to direct the **Nippon Philharmonic Orchestra** at two concerts. It is not yet known whether he will conduct the **Yomiuri Nippon Symphony Orchestra** July 19. . . . The **VEGH Quartet** organized in Hungary in 1940 and placed first in the 1946 Geneva



WERNER MUELLER, left, Teldec producer and conductor, discusses the development of jazz and the big band with Levente Kasza of Radio Free Europe's Hungarian Broadcasting Department. Mueller, director of the RIAS (Radio in the American Sector, West Berlin) dance orchestra for the last 12 years, visited the American-sponsored broadcasting station with Teldec's Fritz Koehler.

International Music Concours, was booked for a series of performances beginning Sept. 23 here. . . . **Elisabeth Schwarzkopf**, noted soprano, is also coming this autumn. Her schedule includes two performances here Oct. 12 and 16, with Osaka, Kyoto and Yokohama following. . . . Pop and Country Show will be presented by **Chet Atkins**, **Skeeter Davis**, **Bobby Bare** and the **Browns**, under the sponsorship of Victor Records management office. The group is due here Oct. 1, and four shows are to be given here.

Nippon Columbia sponsored a trip to the United States for young record show owners. The party left Tokyo July 4, accompanied by **H. Kaneko**, International Music Department manager, and two assistants for a two-week business and pleasure trip. . . . **Nippon Gramophone** rushed to release "Woolly Bully" by **Sam the Sham and the Pharaohs** while it rides high on the Billboard chart. . . . **Lucienne Lefevre**, French chanteuse, presented the "Whispers de Paris" show at the theater-restaurant **Magnolia** in the Tokyo Prince Hotel. . . . **Merle Travis**, American folk singer, opened his tour at a Western Night Party held at the Foreign Correspondents Club of Tokyo. He is very popular here for his compositions "16 Tons," "No Vacancy" and "Smoke, Smoke, Smoke," and the role he played in the movie, "From Here to Eternity." . . . **Perez Prado** and his Orchestra will return for their fourth visit to Japan. Performances in Tokyo will be given at **Kosei Nenkin Hall** July 16 and 17. The orchestra will play several key cities until July 29.

J. FUKUNISHI

CHICAGO

Morey Alexander's Talent Management Promotions firm has formed its own record label, **TMP-Ting**, and is putting out "I've Got to Get Over," an r&b side by **Syl Johnson**, as its first release. Other artists signed are the **Dayjobbers** (**Dave Brian** and **Jim Boyles**), known here for their auto commercials, and **Barry Goldberg**, jazz-blues organist. . . . **Arthur D. Sakelson** has been named general manager of radio station **WDHF** here. . . . **Del Clark** joins **WCFL** doing the weekend show. He's been freelancing since 1961 when he left **WIND**. . . . **Carl J. Tutera**, known on the air as **Carl Como**, joins **WDAM-Radio** in Madison.

Detroit's "Bad Boy" **Mort Crowley** who hit the front pages by quitting on the air at **WKNR** has since become the model of deportment. Mort joined **Storz-owned WDG**, Minneapolis, in July 1964 and moved to St. Louis with **Storz's KXOG** last January. Mort told us by phone he hoped to regain the ground he lost by his mistake and noted: "Thank God, I have the opportunity to do it." . . . **Connie Sorensen** joins **WIND** to spell public relations and promotion chief **Dick Newton**, who is climbing up the ladder. . . . Capitol district

sales manager **George Gerken's** daughter **Jill** got her diploma from **Louisville High School** in Los Angeles recently. **NICK BIRO**

HOLLYWOOD

Tony Harris signed a contract with **Dee Gee Records** as writer-producer for the label's artists and recording sessions, and for acts under **Dee Gee Productions** slated for tours and night club engagements. . . . **Woody Allen** in town for promotion work on his new **Colpix** album, "Woody Allen Volume 2." . . . **Bobby Fuller** appeared at area department stores promoting his Mustang single "Let Her Dance." Label now negotiating with a major company to handle national release for the disk. . . . **Piccola Pupa** in Italy for several TV appearances and to introduce her first rock 'n' roll single on **Warner Bros. Records**, "Break Away." . . . **John Andrea** in New York for his first recording sessions under his new **MGM Records** contract. . . . **Jimmie Haskell** is recording an album with **Rick Nelson** for **Decca Records**. Nelson's new Decca single, "Come Out Dancin'." was arranged and conducted by **Haskell**. . . . **Dick St. John** (of **Dick and DeeDee**) convalescing at his Santa Monica home after a minor throat operation. The duo will be out of action until the end of July. . . . **Paul Sykes**, who has a new album out on the **Warner Bros.** label, playing at the **Ice House**, Pasadena chapter.

Hollywood saddened by the death of **Don MacKinnon**, **KFWB** disk jockey. **MacKinnon** broke into radio in the Midwest before joining **KABC**, Hollywood. . . . **Jan and Dean** have signed an exclusive merchandising contract with the **Dunhill enterprises**, which already includes record production, publishing, film production and the new record label. . . . **Burl Ives** in Hollywood shooting his new TV series, "O.K. Crackerby."

Randy Boone's second album for **Decca** titled, "Ramblin' Randy," will be released late this summer. . . . **Chad and Jeremy** will temporarily split for nine months when **Jeremy Clyde** goes into rehearsals for a legit play in London. **Chad Stuart**, meanwhile, will compose, arrange and a&r recording sessions. He will also work with wife, **Jill**, who has just signed a **Columbia Records** contract. . . . **Jody Miller**, **Capitol Records**, to appear at the **Brockton, Mass. Fair**, which started in 1874. . . . **Herb Alpert** and the **Tijuana Brass** broke all records at the **Edgewater Inn**, Seattle. . . . **Gogi Grant** signed to a recording contract by producer **Lew Futterman** calling for four albums and 12 singles per year. . . . **Roger Miller** will appear on "Hollywood Palace" taping Sept. 11, for an **Andy Williams** guest spot, and for a week's engagement at the **Greek Theater** beginning July 26. **BRUCE WEBER**

BILLBOARD, July 17, 1965

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AUSTRALIA

*Denotes local origin

This Week	Last Week	Title	Artist
1	6	SHE'S SO FINE	*Easybeats (Parlophone)—Alberts
2	1	CRYING IN THE CHAPEL	—Elvis Presley (RCA)—Chappell's
3	2	I TOLD THE BROOK	*Billy Thorpe and the Aztecs (Parlophone)—Acuff-Rose
4	9	IT AIN'T NECESSARILY SO	*Normie Rowe & Playboys (Sunshine)—Chappell's
5	12	ANGEL	—Cliff Richard (Columbia)—Belinda
6	—	HERE COMES THE NIGHT	—Them (Decca)—Chappell's
7	—	MISSION BELL	—P. J. Proby (Liberty)
8	4	MR. TAMBOURINE MAN	—Byrds (CBS)—Allans
9	—	HUCKLEBUCK	—Brenden Bowyer (HMV)—Davis
10	8	MRS. BROWN YOU'VE GOT A LOVELY DAUGHTER	—Herman's Hermits (Columbia)—Belinda

BRITAIN

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	I'M ALIVE	*Hollies (Parlophone)—Shapiro-Bernstein
2	1	CRYING IN THE CHAPEL	—Elvis Presley (RCA)—E.H. Morris
3	5	LOOKING THRU THE EYES OF LOVE	—Gene Pitney (Stateside)—Screen Gems
4	3	THE PRICE OF LOVE	—Everly Brothers (Warner Bros.)—Acuff-Rose
5	4	COLOURS	*Donovan (Pye)—Southern Music
6	—	MR. TAMBOURINE MAN	—Byrds (CBS)—Blossom Music
7	12	GOT LIVE IF YOU WANT IT (EP)	*Rolling Stones (Decca)—Nanker-Phelge/Mellin/Jewel/E.H. Morris/Aberbach
7	15	ONE IN THE MIDDLE (EP)	*Manfred Mann (HMV)—Cooper/Feldman/Design/Blossom
9	18	HEART FULL OF SOUL	*Yardbirds (Columbia)—Feldman Music
10	20	TO KNOW YOU IS TO LOVE YOU	*Peter and Gordon (Columbia)—Bourne Music
11	13	LEAVE A LITTLE LOVE	*Lulu (Decca)—Skidmore Music
12	10	ANYWAY ANYHOW ANYWHERE	*The Who (Brunswick)—Fabulous/Essex Music
13	7	TRAINS AND BOATS AND PLANES	—Burt Bacharach (London)—17 Savile Row
14	8	THE CLAPPING SONG	—Shirley Ellis (London)—Gallico Music
15	19	IN THE MIDDLE OF NOWHERE	*Dusty Springfield (Philips)—Budd Music
16	11	SET ME FREE	*Kings (Pye)—Kassner Music
17	28	TOSSIN' AND TURNIN'	*Ivy League (Piccadilly)—Southern Music
18	6	LONG LIVE LOVE	*Sandie Shaw (Pye)—Glissando Music
19	17	ON MY WORD	*Cliff Richard (Columbia)—Schroeder Music
20	22	WOOLY BULLY	—Sam the Sham (MGM)—Knox Music
21	9	POOR MAN'S SON	*Rockin' Berries (Piccadilly)—Essex Music
22	23	FROM THE BOTTOM OF MY HEART	*Moody Blues (Decca)—Sparta Music
23	29	SHE'S ABOUT A MOVER	—Sir Douglas Quintet (London)—Peter Maurice
24	14	A WORLD OF OUR OWN	*Seekers (Columbia)—Springfield Music
25	21	NEVER BEEN IN LOVE LIKE THIS BEFORE	*Unit 4 + 2 (Decca)—Apollo Music
26	15	MARIE	*Bachelors (Decca)—Francis, Day & Hunter
26	—	IT AIN'T ME BABE	—Johnny Cash (CBS)—Blossom Music
28	25	COME HOME	*Dave Clark Five (Columbia)—Ivy Music
29	—	HELP ME RHONDA	—Beach Boys (Capitol)—Tony Calder Music
30	30	IT'S JUST A LITTLE BIT TOO LATE	*Wayne Fontana (Fontana)—Skidmore Music

IRE

This Week	Last Week	Title	Artist
1	1	CRYING IN THE CHAPEL	—Elvis Presley (RCA Victor)—E.H. Morris
2	—	I'M ALIVE	—Hollies (Parlophone)—Shapiro-Bernstein
3	2	LONG LIVE LOVE	—Sandie Shaw (Pye)—Glissando
4	3	EVERY STEP OF THE WAY	—Dickie Rock and Miami (Pye)—Dominion
5	8	TRAINS AND BOATS AND PLANES	—Burt Bacharach (London)—17 Savile Row
6	7	THE PRICE OF LOVE	—Everly Brothers (Warner Bros.)—Acuff-Rose
7	—	COLOURS	—Donovan (Pye)—Southern
8	6	RIGHT OR WRONG	—Cadets with Eileen Reid (Pye)—Acuff-Rose
9	4	I GUESS I'M CRAZY	—Larry Cunningham and Mighty Avons (King)—Burlington
10	—	ON MY WORD	—Cliff Richard (Columbia)—Screen Gems

FINLAND

This Week	Last Week	Title	Artist
1	6	THE LAST TIME	—Rolling Stones (Decca)
2	1	MINNETUULI	—Kuljettaa—Katri Helena (Parlophone)
3	4	DOWNTOWN	—Danny (Scandia)
4	2	TICKET TO RIDE	—Beatles (Parlophone)
5	3	PIKKU NINA	—Kari Kuuva (Scandia)
6	12	JUHANNUSTANSSIT	—Juha Vainio (Safir)
7	8	VAHANUKKE, LAULAVA NUKKE	—Ritva Palukka (Philips)
8	10	EN TUNTENUT SUA SILLOIN	—Eino Gron (Scandia)
9	9	MONIKA, MONIKA, MONIKA	—Reijo Taipale (Scandia)
10	7	ROCK AND ROLL MUSIC	—Beatles (Parlophone)

FRANCE

This Week	Last Week	Title	Artist
1	10	C'EST TOI QUE J'AIME	—Sheila (Philips)—Tutti
2	1	ZORBA LE GREC	—Original Soundtrack (20th Century-Fox)—France Melodie
3	2	LA DANSE DE ZORBA	—Dalida (Barclay)—France Melodie
4	4	QUAND REVIENTS LA NUIT	—Johnny Hallyday (Philips)—Pathe
5	3	LA NUIT	—Adamo (Voix de son Maitre)—Pathe
6	—	CAST YOUR FATE TO THE WIND	—Sounds Orchestral (Vogue)—Mellin
7	5	N'AVOUE JAMAIS	—Guy Mardel (A.Z.)—Tutti
8	6	ZORBA LE GREC	—Trio Athene (Pacific)—France Melodie
9	7	SI TU N'ETAIS PAS MON FRERE	—Eddy Mitchell (Barclay)—Marine
10	—	BIENTOT LES VACANCES	—Monty (Barclay)—Tutti

FRENCH (WALLOON) BELGIUM

This Week	Last Week	Title	Artist
1	1	LA DANSE DE ZORBA	—Mikis Theodorakis (20th Century-Fox)
2	—	QUAND REVIENT LA NUIT	—Johnny Hallyday (Philips)—Ardmore & Beechwood
3	3	KATY	—Marc Aryan (Marcal)—Coda
4	—	J'AI PLEURE	—Claudia Sylva (Decca)—Eds. Fonior
5	—	WOOLY BULLY	—Sam the Sham and the Pharaohs (MGM)—Belindamusic
6	2	N'AVOUE JAMAIS	—Guy Mardel (AZ)—Primavera
7	5	LA NUIT	—Adamo (HMV)—Ardmore & Beechwood
8	4	LES CHOSES DE LA MAISON	—Claude Francois (Fontana)—Belindamusic
9	7	ELLE	—Adamo (HMV)—Rudo
10	—	MES MAINS SUR TES ANCHES/GRAND-PERE, GRAND-MERE	—Adamo (HMV)—Ardmore & Beechwood/Rudo

WEST GERMANY

This Week	Last Week	Title	Artist
1	8	IL SILENZIO	—Nini Rosso (Hansa)—Intro
2	3	HEUTE MALE ICH DEIN BILD, CINDY LOU	—Drafi Deutscher (Decca)—Intro
3	2	POUPEE DE CIRE, POUPEE DE SON	—France Gall (Philips)—Montana
4	1	THE LAST TIME	—The Rolling Stones (Decca)—Gerig
5	10	SANTO DOMINGO	—Wanda Jackson (Electrola)—Gerig
6	6	STOP! IN THE NAME OF LOVE	—The Supremes (CBS)—Aberbach
7	—	KUESSE UNTERM REGENBOGEN	—Manuela (Telefunken)—Intro
8	5	BIN I RADI—BIN I KOENIG	—Radi Radenkovic (Decca)—Mikado
9	7	ROCK AND ROLL MUSIC	—The Beatles (Odeon)—Gerig
10	—	SAG'IHR, ICH LASS' SIE GRUESSEN	—Udo Juergens (Vogue)—Montana

HOLLAND

This Week	Last Week	Title	Artist
1	1	TICKET TO RIDE	—Beatles (Parlophone)—Basart
2	4	WOOLY BULLY	—Sam the Sham (MGM)—Belinda
3	11	IL SILENZIO	—Nini Rosso (Stibbe); Heinz Schachtner (Polydor)—Portengen
4	2	HELLO JOSEPHINE	—Scorpions (CNR)—Chappell
5	6	DANCE OF ZORBA	—Duo Acropolis (Omega); Trio Hellenique (CNR); Mikis Theodorakis (Barclay)—Francis Day
6	3	THE BIRDS AND THE BEES	—Jewel Akens (London)—Aitona
7	8	SANTO DOMINGO	—several artists (Anagon)
8	5	BRING IT ON HOME TO ME	—Animals (Columbia)—Basart
9	7	LONG LIVE LOVE	—Sandie Shaw (Pye)—Basart
10	15	PRICE OF LOVE	—Everly Brothers (WB)—Int. Muziek Co.
11	33	MR. TAMBOURINE MAN	—Byrds (CBS); Hunters (RCA)—Basart
12	10	ROCK AND ROLL MUSIC	—Beatles (Parlophone)—Basart
13	9	GOLDFINGER	—Several artists (Basart)
14	22	ROADRUNNER	—Pretty Things (Fontana)
15	24	SET ME FREE	—Kinks (Pye)—Altona
16	13	THAT'LL BE THE DAY	—Everly Brothers (WB)—Holland Music
17	16	GOODBYE TO LOVE	—Margie Ball (Funckler)—Portengen
18	12	GOODBYE MY LOVE	—Searchers (Pye)—Basart
19	18	CRYING IN THE CHAPEL	—Elvis Presley (RCA)—Chappell
20	14	THE LAST TIME	—Rolling Stones (Decca)—Basart

HONG KONG

This Week	Last Week	Title	Artist
1	6	CRYING IN THE CHAPEL	—Elvis Presley (RCA Victor)
2	3	SE PIANGI SE RIDI	—New Christy Minstrels (CBS)
3	2	COUNT ME IN	—Gary Lewis (Liberty)
4	4	TICKET TO RIDE	—Beatles (Parlophone)
5	1	TO BE MY LOVE	—Fabulous Echoes (Diamond)
6	—	ON MY WORD	—Cliff Richard (Columbia)
7	—	COME HOME	—Dave Clark Five (Columbia)
8	8	CONCRETE AND CLAY	—Unit 4 Plus 2 (British Decca)
9	9	ROCK AND ROLL MUSIC	—Beatles (Parlophone)
10	—	THE SWINGING CREEPER	—Ventures (Liberty)

ITALY

This Week	Last Week	Title	Artist
1	1	IL SILENZIO	—*Nini Rosso (Sprint)
2	4	CIAO CIAO	—Petula Clark (Vogue)
3	3	IL MONDO	—*Jimmy Fontana (RCA)
4	—	SE NON AVESSI PIU' TE	—*Gianni Morandi (RCA)

5	5	PIANGI	—Richard Anthony (Columbia)
6	8	LA CASA DEL SOLE	—*Marcellos Ferial (Durium)
7	7	OGNI MATTINA	—*Little Tony (Durium)
8	2	UN ANNO D'AMORE	—*Mina (Ri Fi)
9	10	QUELLO SBAGLIATO	—*Bobby Solo (Ricordi)
10	13	LA NOTTE	—Adamo (Pathe)

JAPAN

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	ONNA GOKORO NO UTA	—*Bob Satake (King)—Jasrac
2	2	ABASHIRI BANGAICHI	—*Takakura Ken (Teichiku); Shirane Kazuo (Toshiba)—Jasrac
3	3	SLAUGHTER ON 10th AVENUE	—Ventures (Liberty)—Chappell (Folster)
4	5	DIAMOND HEAD	—Ventures (Liberty)
5	8	CARAVAN	—Ventures (Liberty)
6	9	ORE NO NAMIDA WA ORE GA FUKU	—*Miki Katsuhiko (Crown)—Jasrac
7	—	NATSU NO HI NO OMOIDE	—*Hino Teruko (Polydor)—Jasrac
8	4	ONE RAINY NIGHT IN TOKYO	—*Mahina Stars (Victor); Koshiji Fubuki (Toshiba); Hino Teruko (Polydor); Los Paraguayos (Philips)—Jasrac
9	—	OHSHO-MYOTOGOMA	—*Ishihara Yujiro (Teichiku)—Jasrac
10	6	MATSUNOKI KOUTA	—*Ninomiya Yukiko (King); Mishima Toshio (Columbia)—Jasrac

MALAYSIA

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	THE MINUTE YOU'RE GONE	—Cliff Richard (Columbia)
2	7	TICKET TO RIDE	—Beatles (Parlophone)
3	4	WONDERFUL WORLD	—Herman's Hermits (Columbia)
4	—	ALL QUIET ON THE MERSEYSIDE	—George Martin Orchestra (Columbia)
5	—	YOU'LL BE GONE	—Elvis Presley (RCA)
6	—	I'LL BE THERE	—Gerry & the Pacemakers (Columbia)
7	3	DO THE CLAM	—Elvis Presley (RCA)
8	—	BE MY GIRL	—*Keith Locke & the Quests (Columbia)
9	—	WORLD OF MY OWN	—Seekers (Columbia)
10	1	BABY BAREFOOT WALK	—*Falcons (Life)

MEXICO

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SOMBRAS	—*Javier Solis (CBS)—Sadaic
2	2	WHIPPED CREAM	—Herb Alpert's Tijuana Brass (Tizoc)—Pending
3	3	COSECHA DE MUJERES	—*Mike Laure (Musart)—Brambila
4	4	AND I LOVE HER	—Santo and Johnny (Gamma)—Pending
5	6	COMBAT	—Frank de Vol (Gamma)—Pending
6	3	CUANDO CALIENTA EL SOL	—Trini Lopez (Reprise)—Emmi
7	7	EL MUDO	—*Sonora Santanera (CBS)—Mundo Musical
8	—	QUERIDA	—Silvinho (Philips)—Pending
9	9	LA LUNA Y TORO	—*Joselito (RCA)—Sadaic
10	8	SONIA	—*Sonia Lopez (CBS)—Mundo Musical

NORWAY

*Denotes local origin

This Week	Last Week	Title	Artist
1	3	CADILLAC	—Hep Stars (Olga)—Sweden Music/Stig Anderson
2	1	DAR BJORKORNA SUSAN	—Jailbird Singers (Metronome)—Norsk Musikforlag
3	4	CRYING IN THE CHAPEL	—Elvis Presley (RCA Victor)—Musikk-Huset
4	2	KING OF THE ROAD	—Roger Miller (Philips)—Palace Music/Stig Anderson
5	6	FARMER JOHN	—Hep Stars (Olga)—Essex
6	9	LAPPLAND	—(Gloryland)—*Finn Eriksen (Fontana)

7	5	TICKET TO RIDE	—Beatles (Parlophone)—Edition Lyche
8	—	BLUE BLUE DAY	—Spotnicks (Swe-Disc)
9	—	THE PRICE OF LOVE	—Everly Brothers (Warner Bros.)—Acuff-Rose
10	—	LONG LIVE LOVE	—Sandie Shaw (Pye)—Bens Music/Stig Anderson

PERU

This Week	Last Week	Title	Artist
1	2	TORERO	—Hnos. Arriagada (Odeon)
2	1	POEMA	—Hnos. Arriagada (Odeon); Trio Las Sombras (RCA); Anamelba (Virrey)
3	3	LA POLLERA AMARILLA	—Tulio Enrique Leon (Odeon); Los Corraleros Del Sinu (Virrey); Licho Nelson (Sono Radio)
4	5	RON Y TABACO	—Tulio Enrique Leon (Odeon)
5	4	CHICA MALA	—Cesar Costa (RCA)
6	8	CHEVERE QUE CHEVERE	—Los Teen Agers (Sono Radio); Orlando y su Combo (Odeon)
7	6	NATALIA	—Hnos. Arriagada (Odeon); Gilbert Beaud (Odeon); Pepe Miranda (Virrey)
8	10	LO MISMO QUE UD	—Palito Ortega (RCA)
9	9	SOLO UNA VEZ	—Leo Dan (Columbia)
10	—	OJITOS NEGROS	—Duo Dinamico (Odeon)

PHILIPPINES

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LOLLIPOPS & ROSES	—Steve Lawrence (CBS)—Mareco, Inc.
2	2	THE GIRL FROM IPANEMA	—Astrud Gilberto (Verve); Steve Lawrence (CBS)—Mareco, Inc.
3	3	OH, PRETTY WOMAN	—Roy Orbison (London)—Super Records; Gauchos (ABC-Paramount)—Mareco, Inc.
4	4	FOR MAMA (La Mamma)	—Connie Francis (MGM); Jerry Vale (CBS)—Mareco, Inc.
5	5	DO THE CLAM	—Elvis Presley (RCA)—Filipinas Record Corp.
6	6	HELLO, DOLLY	—Bobby Darin (Capitol); Louis Armstrong (Kapp)—Mareco, Inc.
7	7	THE BIRDS AND THE BEES	—Jewel Akens (London)—Super Records
8	8	LITTLE THINGS	—Bobby Goldsboro (UA)—Mareco, Inc.
9	10	SIMPLY I DO	—*Ronnie Villar (Mabuhay)—Mareco, Inc.
10	9	SABOR A MI	—Eydie Gorme w/Trio Los Panchos (CBS)—Mareco, Inc.

RIO DE JANEIRO

*Denotes local origin

This Week	Last Week	Title	Artist
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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.

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	BEATLES VI Capitol T 2358 (M); ST 2358 (S)	4
2	2	HERMAN'S HERMITS ON TOUR MGM E 4295 (M); SE 4295 (S)	5
3	3	MARY POPPINS Soundtrack, Vista BV 4026 (M); STER 4026 (S)	42
4	4	MY NAME IS BARBRA Barbra Streisand, Columbia CL 2336 (M); CS 9136 (S)	9
5	5	THE SOUND OF MUSIC Soundtrack, RCA Victor LOC 2005 (M); LSOD 2005 (S)	18
6	7	INTRODUCING HERMAN'S HERMITS MGM E 4282 (M); SE 4282 (S)	22
7	8	DEAR HEART Andy Williams, Columbia CL 2338 (M); CS 9138 (S)	15
8	6	THE BEACH BOYS TODAY! Capitol T 2269 (M); ST 2269 (S)	17
9	10	WHIPPED CREAM & OTHER DELIGHTS Herb Alpert's Tijuana Brass, A&M LP-110 (M); SP 4110 (S)	10
10	12	THE ROLLING STONES, NOW! London LL 3420 (M); PS 420 (S)	18
11	11	CAST YOUR FATE TO THE WIND Sounds Orchestral, Parkway P 7046 (M); SP 7046 (S)	8
12	14	BRINGING IT ALL BACK HOME Bob Dylan, Columbia CL 2328 (M); CS 9128 (S)	12
13	13	TODAY—MY WAY Nancy Wilson, Capitol T 2321 (M); ST 2321 (S)	7
14	9	GOLDFINGER Soundtrack, United Artists UAL 4117 (M); UAS 5117 (S)	32
15	15	MY FAIR LADY Soundtrack, Columbia KOL 8000 (M); KOS 2600 (S)	41
16	17	A SONG WILL RISE Peter, Paul & Mary, Warner Bros. W 1589 (M); WS 1589 (S)	15
17	16	GIRL HAPPY Elvis Presley, RCA Victor LPM 3338 (M); LSP 3338 (S)	14
18	18	THE RETURN OF ROGER MILLER Smash MGS 27061 (M); SR5 67061 (S)	24
19	19	BLUE MIDNIGHT Bert Kaempfert & His Ork, Decca DL 4569 (M); DL 74569 (S)	26
20	20	WHERE DID OUR LOVE GO Supremes, Motown MT 621 (M); S 621 (S)	44
21	22	L-O-V-E Nat King Cole, Capitol T 2195 (M); ST 2195 (S)	24
22	23	FIDDLER ON THE ROOF Original Cast, RCA Victor LOC 1093 (M); LSO 1093 (S)	38
23	25	BEATLES '65 Capitol T 2228 (M); ST 2228 (S)	29
24	26	THE BEACH BOYS CONCERT Capitol TAO 2198 (M); STAO 2198 (S)	37
25	21	THE MIRACLES GREATEST HITS FROM THE BEGINNING Tamla T 254 (M); ST 254 (S)	14
26	35	INTRODUCING THE BEAU BRUMMELS Autumn LP 103 (M); ST 103 (S)	11
27	29	HUSH, HUSH, SWEET CHARLOTTE Patti Page, Columbia CL 2353 (M); CS 9153 (S)	9
28	24	GETZ AU GO GO Stan Getz, Verve V 8600 (M); V6-8600 (S)	31
29	34	THE BEST OF AL HIRT RCA Victor LPM 3309 (M); LSP 3309 (S)	25
30	33	UNFORGETTABLE Nat King Cole, Capitol T 357 (M); (no Stereo)	18
31	31	JOAN BAEZ/5 Vanguard VRS 9160 (M); VSD 79160 (S)	35
32	48	JUST ONCE IN MY LIFE Righteous Brothers, Philips PHLP 4008 (M); PHLP 4008 (S)	8
33	27	RED ROSES FOR A BLUE LADY Wayne Newton, Capitol T 2335 (M); ST 2335 (S)	8
34	71	MR. TAMBOURINE MAN Byrds, Columbia CL 2372 (M); CS 9172 (S)	4
35	38	BABY THE RAIN MUST FALL Glenn Yarbrough, RCA Victor LPM 3422 (M); LSP 3422 (S)	6
36	39	THE MONSTER Jimmy Smith, Verve V 8618 (M); V6-8618 (S)	11
37	28	GETZ/GILBERTO Stan Getz & Joao Gilberto, Verve V 8545 (M); V6-8545 (S)	59
38	36	MY KIND OF TOWN Jack Jones, Kapp KL 1433 (M); KS 3433 (S)	11
39	45	ZORBA THE GREEK Soundtrack, 20th Century-Fox TFM 3167 (M); TFS 4167 (S)	12
40	76	SINATRA '65 Frank Sinatra, Reprise R 6167 (M); RS 6167 (S)	3
41	44	THE ASTRUD GILBERTO ALBUM Verve V 8608 (M); V6-8608 (S)	10
42	43	SOMEBODY ELSE IS TAKING MY PLACE Al Martino, Capitol T 2312 (M); ST 2312 (S)	5
43	49	THE LOVE ALBUM Trini Lopez, Reprise R 6165 (M); RS 6165 (S)	6
44	50	THE GENIUS OF JANKOWSKI! Horst Jankowski, Mercury MG 20993 (M); SR 60993 (S)	9
45	52	GERRY AND THE PACEMAKERS GREATEST HITS Laurie LLP 2031 (M); SLP 2031 (S)	10
46	40	MUSIC FROM MARY POPPINS, THE SOUND OF MUSIC, MY FAIR LADY, ETC. Roy Conniff & the Singers, Columbia CL 2366 (M); CS 9166 (S)	7
47	47	THE SCENE CHANGES Perry Como, RCA Victor LPM 3396 (M); LSP 3396 (S)	8
48	42	I KNOW A PLACE Petula Clark, Warner Bros. W 1598 (M); WS 1598 (S)	8
49	46	MY FAIR LADY Original Cast, Columbia OL 5090 (M); OS 2015 (S)	45
50	30	RED ROSES FOR A BLUE LADY Vic Dana, Dolton BLP 2034 (M); BST 8034 (S)	15
51	41	HELLO, DOLLY! Original Cast, RCA Victor LOC 1087 (M); LSO 1087 (S)	74
52	54	SOUL SAUCE Cal Tjader, Verve V 8614 (M); V6-8614 (S)	11

This Week	Last Week	Title, Artist, Label	Wks. on Chart
53	68	THIS IS NEW! Righteous Brothers, Moonglow MLP 1003 (M); SLP 1003 (S)	5
54	60	WOOLY BULLY Sam the Sham & the Pharaohs, MGM E 4297 (M); SE 4297 (S)	6
55	37	RAMBLIN' ROSE Nat King Cole, Capitol T 1793 (M); ST 1793 (S)	11
56	57	SONGS FOR THE JET SET Tony Bennett, Columbia CL 2343 (M); CS 9143 (S)	9
57	59	THE ROAR OF THE GREASEPAINT—THE SMELL OF THE CROWD Original Cast, RCA Victor LOC 1109 (M); LSO 1109 (S)	15
58	53	THE EARLY BEATLES Capitol T 2309 (M); ST 2309 (S)	13
59	32	KINKS-SIZE Kinks, Reprise R 6158 (M); RS 6158 (S)	16
60	55	YOU'VE LOST THAT LOVIN' FEELIN' Righteous Brothers, Philips PHLP 4007 (M); PHLP 4007 (S)	26
61	61	HAWAIIAN WEDDING SONG Andy Williams, Columbia CL 2323 (M); CS 9123 (S)	9
62	69	MARIANNE FAITHFULL London LL 3423 (M); PS 423 (S)	7
63	66	THE PINK PANTHER Henry Mancini & His Ork, RCA Victor LPM 2795 (M); LSP 2795 (S)	67
64	88	MEANWHILE BACK AT THE WHISKEY A GO GO Johnny Rivers, Imperial LP 9284 (M); LP 12284 (S)	4
65	72	CHIM CHIM CHEREE New Christy Minstrels, Columbia CL 2369 (M); CS 9169 (S)	4
66	63	THE NANCY WILSON SHOW! Capitol KAD 2136 (M); SKAO 2136 (S)	24
67	90	BEFORE AND AFTER Chad & Jeremy, Columbia CL 2374 (M); CS 9174 (S)	4
68	75	HONEY IN THE HORN Al Hirt, RCA Victor LPM 3337 (M); LSP 3337 (S)	96
69	67	THE TEMPTATIONS SING SMOKEY Gordy G 912 (M); GS 912 (S)	16
70	56	PEOPLE Barbra Streisand, Columbia CL 2215 (M); CS 9015 (S)	42
71	65	THE HONEY HORN SOUND Al Hirt, RCA Victor LPM 3337 (M); LSP 3337 (S)	18
72	62	THIS DIAMOND RING Gary Lewis & the Playboys, Liberty LRP 3408 (M); LST 7408 (S)	17
73	121	THE KING FAMILY SHOW Warner Bros. W 1601 (M); WS 1601 (S)	2
74	89	BARBRA STREISAND/THE THIRD ALBUM Columbia CL 2154 (M); CS 8954 (S)	66
75	58	DOWNTOWN Petula Clark, Warner Bros. W 1590 (M); WS 1590 (S)	23
76	84	HELLO, DOLLY! Louis Armstrong, Kapp KL 1364 (M); KS 3364 (S)	62
77	51	FREDDIE & THE DREAMERS Mercury MG 21017 (M); SR 41017 (S)	14
78	64	AESOP'S FABLES THE SMOTHERS BROTHERS WAY Mercury MG 20989 (M); SR 60989 (S)	7
79	79	SAM COOKE AT THE COPA RCA Victor LPM 2970 (M); LSP 2970 (S)	38
80	91	THE VENTURES ON STAGE Dolton BLP 2035 (M); BST 8035 (S)	5
81	93	EARLY MORNING RAIN Ian & Sylvia, Vanguard VRS 9175 (M); VSD 79175 (S)	5
82	85	LOUIE LOUIE Kingsmen, Wand 657 (M); (No Stereo)	79
83	83	THE MANTOVANI SOUND Mantovani & His Ork, London LL 3419 (M); PS 419 (S)	18
84	78	CONNIE FRANCIS SINGS FOR MAMA MGM E 4294 (M); SE 4294 (S)	12
85	95	SOUL SERENADE Gloria Lynne, Fontana MGF 27541 (M); SRF 67541 (S)	7
86	73	BEGIN TO LOVE Robert Goulet, Columbia CL 2342 (M); CS 9142 (S)	7
87	99	DO THE FREDDIE Freddie & the Dreamers, Mercury MG 21026 (M); SR 61026 (S)	5
88	80	DEAN MARTIN HITS AGAIN Reprise R 6146 (M); RS 6146 (S)	23
89	100	THE LATIN SOUND OF HENRY MANCINI RCA Victor LPM 3356 (M); LSP 3356 (S)	4
90	94	WE REMEMBER SAM COOKE Supremes, Motown 629 (M); SR 629 (S)	11
91	82	MR. STICK MAN Pete Fountain, Coral CRL 57473 (M); CRL 757473 (S)	11
92	92	PETER, PAUL AND MARY Warner Bros. W 1449 (M); WS 1449 (S)	169
93	70	WEEKEND IN LONDON Dave Clark Five, Epic LM 24139 (M); BN 26139 (S)	16
94	119	THE FOUR TOPS Motown 622 (M); S 622 (S)	11
95	98	SONG FOR MY FATHER Horace Silver Quintet, Blue Note 4185 (M); B4185 (S)	6
96	96	I'VE GOT A TIGER BY THE TAIL Buck Owens, Capitol T 2283 (M); ST 2283 (S)	16
97	97	PETER, PAUL & MARY IN CONCERT Warner Bros. 2W 1555 (M); 2WS 1555 (S)	49
98	87	MEXICAN PEARLS Billy Vaughn, Dot DLP 3628 (M); DLP 25628 (S)	13
99	106	LIFE & LOVE ITALIAN STYLE Jimmy Roselli, United Artists UAL 3429 (M); UAS 6429 (S)	4
100	81	DO I HEAR A WALTZ? Original Cast, Columbia KOL 6370 (M); KOS 2770 (S)	9
101	86	I GO TO PIECES Peter & Gordon, Capitol T 2324 (M); ST 2324 (S)	9

This Week	Last Week	Title, Artist, Label	Wks. on Chart
102	103	NAT KING COLE SINGS SONGS FROM "CAT BALLOU" AND OTHER MOTION PICTURES Capitol T 2340 (M); ST 2340 (S)	3
103	107	I PUT A SPELL ON YOU Nina Simone, Philips PHM 200-172 (M); PHS 600-172 (S)	4
104	74	YOUR CHEATIN' HEART Soundtrack/Hank Williams Jr., MGM E 4260 (M); SE 4260 (S)	29
105	77	THEMES FROM THE JAMES BOND THRILLERS Roland Shaw & His Ork, London LL 3412 (M); PS 412 (S)	21
106	108	PORTRAIT OF MY LOVE Lettermen, Capitol T 2270 (M); ST 2270 (S)	19
107	113	WE'RE GONNA MAKE IT Little Milton, Checker LP 2995 (M); LP 2995 (S)	7
108	105	THE SOUND OF MUSIC Original Cast, Columbia KOL 5450 (M); KOS 2020 (S)	260
109	130	YOU WERE ONLY FOOLING Vic Damone, Warner Bros. W 1602 (M); WS 1602 (S)	2
110	101	A LITTLE BIT OF HEAVEN John Gary, RCA Victor LPM 2994 (M); LSP 2994 (S)	26
111	117	THE NEW SEEKERS Capitol T 2319 (M); ST 2319 (S)	6
112	115	CANADIAN SUNSET Andy Williams, Columbia CL 2324 (M); CS 9124 (S)	3
113	102	EVERYBODY LOVES SOMEBODY Dean Martin, Reprise R 6130 (M); RS 6130 (S)	49
114	110	PEARLY SHELLS Billy Vaughn, Dot DLP 3605 (M); DLP 25605 (S)	29
115	109	SUGAR LIPS Al Hirt, RCA Victor LPM 2965 (M); LSP 2965 (S)	48
116	142	AN EVENING WITH BELAFONTE/MAKEBA Harry Belafonte & Miriam Makeba, RCA Victor LPM 3420 (M); LSP 3420 (S)	2
117	122	TOM JONES—IT'S NOT UNUSUAL Parrot PAL 61004 (M); PAS 71004 (S)	3
118	125	FLORA THE RED MENACE Original Cast, RCA Victor LOC 1111 (M); LSO 1111 (S)	3
119	123	BOBBY VINTON SINGS FOR LONELY NIGHTS Epic LN 24154 (M); BN 26154 (S)	3
120	136	ARETHA FRANKLIN/YEAH! Columbia CL 2351 (M); CS 9151 (S)	2
121	116	MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809 (M); CS 8609 (S)	167
122	140	THREE O'CLOCK IN THE MORNING Bert Kaempfert & His Ork, Decca DL 4670 (M); DL 74670 (S)	2
123	114	KNOCK ME OUT! Ventures, Dolton BLP 2033 (M); BST 8033 (S)	23
124	104	DEAR HEART AND OTHER SONGS ABOUT LOVE Ork & Chorus of Henry Mancini, RCA Victor LPM 2990 (M); LSP 2990 (S)	25
125	127	HALF A SIXPENCE Original Cast, RCA Victor LOC 1110 (M); LSO 1110 (S)	6
126	124	QUEEN OF THE HOUSE Judy Miller, Capitol T 2349 (M); ST 2349 (S)	4
127	132	I DO LOVE YOU Billy Stewart, Chess LP 1496 (M); (No Stereo)	3
128	135	JR. WALKER & THE ALL STARS PLAY SHOTGUN Soul 701 (M); S 701 (S)	2
129	126	STAY AWHILE Kingston Trio, Decca DL 4656 (M); DL 74656 (S)	5
130	149	DRUM DISCOTHEQUE Sandy Nelson, Imperial LP 9283 (M); LP 12283 (S)	2
131	129	THE INCOMPARABLE MANTOVANI London LL 3392 (M); PS 292 (S)	37
132	139	VENICE BLUE Bobby Darin, Capitol T 2322 (M); ST 2322 (S)	2
133	150	FROM RUSSIA WITH LOVE Soundtrack, United Artists UAL 4114 (M); UAS 5114 (S)	30
134	138	MUSIC TO READ JAMES BOND BY Various Artists, United Artists UAL 3415 (M); UAS 6415 (S)	19
135	137	HERE THEY COME Paul Revere & the Raiders, Columbia CL 2307 (M); CS 9107 (S)	3
136	128	HAVE YOU LOOKED INTO YOUR HEART Jerry Vale, Columbia CL 2313 (M); CS 9113 (S)	20
137	144	YOU TURN ON ME Ian Whitcomb, Tower T 5004 (M); DT 5004 (S)	2
138	134	20 ORIGINAL WINNERS OF 1964 Various Artists, Roulette R 25293 (M); SR 25293 (S)	18
139	—	HOW TO BE A JEWISH MOTHER Gertrude Berg, Amy 8007 (M); (No Stereo)	1
140	—	DOUBLE HEADER Arthur Prysock, Old Town 2009 (M); 2009 (S)	1
141	133	SHAKE Sam Cooke, RCA Victor LPM 3367 (M); LSP 3367 (S)	23
142	145	THEM COTTON PICKIN' DAYS IS OVER Godfrey Cambridge, Epic FLM 13102 (M); FL5 15102 (S)	8
143	148	WORLD OF COUNTRY MUSIC Various Artists, Capitol NPB 5 (M); SNPB 5 (S)	2
144	141	BLOCKBUSTERS Jay & the Americans, United Artists UAL 3417 (M); UAS 6417 (S)	6
145	—	THE GOLDEN HITS OF LESLEY GORE Mercury MG 21024 (M); SR 61024 (S)	1
146	146	ENGLISH HITS OF '65 Billy Strange, Crescendo GNP 2009 (M); ST 2009 (S)	3
147	131	CALL ME IRRESPONSIBLE AND OTHER HIT SONGS Andy Williams, Columbia CL 2171 (M); CS 8971 (S)	63
148	147	DANG ME/CHUG-A-LUG Roger Miller, Smash MGS 27049 (M); SR5 67049 (S)	46
149	—	I MUST BE SEEING THINGS Gene Pitney, Musicor MM 2056 (M); MS 3056 (S)	1
150	—	CATCH THE WIND Donovan, Hickory LPM 1123 (M); (No Stereo)	1

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david jones



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Willis Jackson. Prestige PR 7348 (M)

Willis Jackson's brilliant performance on the tenor sax is backed by Pat Azzara's dazzling guitar work and solid performances by Frank Robinson on trumpet, Carl Wilson on organ and Joe Hedrick on drums. The title number really jumps, and the arrangement on "A Lot of Livin' to Do" is imaginative and moving.

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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.



FOUR-STAR ALBUMS

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

POPULAR

THE LIMELITERS LOOK AT LOVE . . . IN DEPTH
RCA Victor LPM 3385 (M); LSP 3385 (S)

CAST YOUR FATE TO THE WIND
Arthur Lyman. Crescendo GNP 607 (M)

I LOVE A BANJO
Art Todd. Crescendo GNP 2011 (M)

COUNTRY

PENNSYLVANIA MOUNTAIN PEOPLE
Al Shade/Jean Romalne. Aljean AJ 100 (M)

LOW PRICE CLASSICAL

MENDELSSOHN: ITALIAN SYMPHONY/MIDSUMMER NIGHTS DREAM MUSIC
Vienna State Opera Orch. (Golschmann). Vanguard Everyman SRV 161 (M); SRV 162 SD (S)

ENESCO RUMANIAN RHAPSODIES NO. 1 & 2/LISZT HUNGARIAN RHAPSODIES, NO. 5 & 6
Vienna State Opera Orch. (Fistoulari). Vanguard Everyman SRV 160 (M); SRV 160 SD (S)

HAYDN: DRUM ROLL SYMPHONY NO. 103/LONDON SYMPHONY NO. 104

Vienna State Opera Orch. (Woldike). Vanguard Everyman SRV 166 (M); SRV 166 SD (S)

JAZZ

KALEIDOSCOPE
Dave Grusin. Columbia CL 2344 (M); CS 9144 (S)

ERIC DOLPHY IN EUROPE, VOL. 2
Prestige PR 7350 (M)

THE HANK BAGBY SOULJET OPUS ONE
Profone 2133-LPS (S); HBS 133-LP (M)

SOUNDTRACK

THE COLLECTOR
Soundtrack. Mainstream 56053 (M); S 6053 (S)

RHYTHM & BLUES

THE EDUCATED SOUNDS OF GENE LUDWIG
Travis LP 707 (M)

INTERNATIONAL

ZWISCHEN TAG UND TRAUM FOLGE 3
Various. Polydor 237 279 (S)

LOBE DEN HERREN
Various. Polydor 237 234 (S)

WELTERFOLGE GROSSER TENORE
Fritz Wunderlich. Polydor 238 101 (S)

DER DETTER AUS HOCHZEITS/SAISON IN SALZBURG/HOCHZEITS-NACHT IM PARADIES/MASKE IN BLAU
Various Artists. Polydor 237 167 (S)



THREE-STAR ALBUMS

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

POPULAR

THE WE THREE TRIO
Mainstream 56055 (M); S 6055 (S)

SPOKEN WORD

5 BRITISH SCULPTORS TALK
Various Sculptors. Caedmon TC 1181 (M)

SEE ALBUM REVIEWS

ON BACK COVER

NEW ALBUM RELEASES

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

COLUMBIA

JOHN ANTES: THREE TRIOS (THE BIRTH OF CHAMBER MUSIC IN AMERICA)—Members of the Fine Arts Quartet; ML 6141, MS 6741

THE ORCHESTRAL MUSIC OF BRAHMS—The Columbia Symphony Orch. (Walter); D4L 252, D4S 615

ROBERT GOULET—Summer Sounds; CL 2380, CS 9180

RICHARD TUCKER—The Exodus Song; ML 6167, MS 6767

JERRY VALE—Moonlight Becomes You; CL 2371, CS 9171

LONGHORN

PHIL BAUGH—Country Guitar; LP W02

POLYDOR

VARIOUS ARTISTS—Am Brunnen Vor Dem Tore; 237 240

VARIOUS ARTISTS—Reuptsache Gemutlich; 237 238

VARIOUS ARTISTS—Ave Maria; 237 235

VARIOUS ARTISTS—Die Blune Von Hawaii; 237 168

VARIOUS ARTISTS—Berliner Luft; 237 171

RCA VICTOR (MEXICAN)

JOSE ALFREDO JIMENEZ—Exitos De Ayer Y Manana; MKL 1650, MKS 1650

VISTA

ANNETTE Sings Golden Surfin' Hits; 3327

DISNEYLAND

RAY BOLGER—The Scarecrow of Oz; ST 3930
STERLING HOLLOWAY & SEBASTIAN CABOT—Winnie the Pooh & the Honey Tree; ST 3928

DOT

CAROLYN HESTER at Town Hall One; DLP 3638, DLP 25638

FANTASY

CAL TJADER's Greatest Hits; 3366, 8366

LIFE

ARTHUR LYMAN's Greatest Hits; L 1030, SL 1030



WATCH THE CHARTS ERUPT

"STORM WARNING"

THE VOLCANOS

ARCTIC 106

JAMIE/GUYDEN DIST. CORP. Philadelphia 23, Pa.



BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

★ 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.

THEM . . .
Parrot PAL 61005 (M); PAS 71005 (S)

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

FOR YOUR LOVE . . .
Yardbirds, Epic LN 24167 (M); BN 26167 (S)

THAT MOTOWN SOUND . . .
Earl Van Dyke & the Soul Brothers, Motown 631 (M); ST 631 (S)

SUMMER DAYS (and Summer Nights) . . .
Beach Boys, Capitol T 2354 (M); DT 2354 (S)

THE NEARNESS OF YOU . . .
John Gary, RCA Victor LPM 3349 (M); LSP 3349 (S)

THE 3RD TIME AROUND . . .
Roger Miller, Smash MGS 27068 (M); SRS 67068 (S)

AL HIRT LIVE AT CARNEGIE HALL . . .
RCA Victor LPM 3416 (M); LSP 3416 (S)

THE BEST OF SAM COOKE, VOLUME 2 . . .
RCA Victor LPM 3373 (M); LSP 3373 (S)

BEHIND THE 8 BALL . . .
Baby-Face Willette, Argo 749 (M); 749 (S)

I LOVE YOU SO . . .
Bobbi Martin, Coral CRL 57478 (M); CRL 757478 (S)

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

THOSE MAGNIFICENT MEN IN THEIR FLYING MACHINES . . .
Soundtrack, 20th Century-Fox TFM 3174 (M); TFS 4174 (S)

HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN . . .
Vladimir Horowitz, Columbia M2L 328 (M); M2S 728 (S)

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

HELP RECORD SALES

Goldovsky Troupe Spreading Classical Word to Hinterlands

By AARON STERNFIELD

NEW YORK — An operatic troupe that hasn't made a record in its 14 years of existence is doing yeoman's work in stimulating interest in classical music and spurring sales of classical albums in such unlikely places as Ruston, La. and Pasco, Wash.

The Goldovsky Opera Theater, organized in 1941 by the Russian-born Boris Goldovsky, plays English language versions of the more popular operas at some 120 hinterland outposts during a six-month season.

Repertoire is selected from among the more melodic operas. This year, for example, the season consisted of 10 weeks of "La Boheme," five weeks of "Don Pasquale" and 10 weeks of "Don Giovanni."

Small Casts

Cast is held to 50, including musicians, by having singers play more than one role each, and the English versions insure that the patrons know exactly what is going on.

Goldovsky's theory is that "Opera must be a good show," and he makes certain that the operatic presentations are entertainment, not cultural assignments, for the patrons.

By and large, Goldovsky trains his own singers, conductors and directors through his own Goldovsky Opera Institute. Many of his graduates have gone on to operatic stage to carve out major league careers. They include Leontyne Price, Adele Addison, Phyllis Curtin, Mattiwilda Dobbs, Rosalind Elias, Mario Lanza, David Po-leri and Robert Rounseville.

European Training

Goldovsky received his musical training in Moscow, Berlin, Paris and Budapest, was graduated from the Curtis Institute of Music as a conductor under

Fritz Reiner, then spent six years in Cleveland as assistant to Arthur Rodzinsky and as head of the opera department of the Cleveland Institute of Music.

He's been training singers, conductors and stage directors since the 1930's and it was as a music educator that he started the Goldovsky Opera Theater.

Goldovsky notes the enigma of American opera: American operatic training is the best in the world, but the opportunities for Americans to perform are extremely limited.

Started in Boston

The Opera Theater, which first performed in the Boston area and later covered New England, was conceived as a device to give stage training to Goldovsky's pupils. By the time he began operating on a nationwide basis in the early 1940's, the idea was thoroughly tested in New England.

Goldovsky prefers to keep the financial details of the operation simple. Bookings are handled through the Herbert Barrett Agency, which pays Goldovsky a flat weekly fee based on six performances a week. If less than six performances are booked, Goldovsky still gets the fee. If a seventh performance is booked, he is paid extra.

About 40 per cent of the bookings are arranged through Community Concerts, and another 25 per cent are through the fine arts, music department and concert series schedules of colleges and universities.

The remainder are backed by independent community groups and by symphony orchestras.

Symphony Arrangement

The symphony orchestra arrangement works out well for both the orchestra and for Goldovsky. Generally, season ticket buyers at symphonies like varied

fare, with one or two operas breaking up the symphonic series. It's a prodigious job for an orchestra to bring in an opera, and Goldovsky is able to work in these dates on his schedule.

Also, there often isn't enough work for symphony orchestra musicians to keep them busy all season, so the orchestra for the Goldovsky opera is provided by the local groups, and Goldovsky just brings the singers, stage director and manager.

Short Hops

No spot is booked if it is more than 250 miles from the previous date, as it's difficult to move a troupe of 50 with scenery more than that distance in a single day.

Goldovsky feels there is a market for English language recordings of opera, but he feels that the studio, not the concert hall would be the place for such recordings.

He realizes that, except for some of the budget records, a classical album must have a name artist to sell. However, Goldovsky is holding discussions with some record labels and is hopeful that his group will be recorded.

Record Market

The market for such a record, of course, would not be the

(Continued on page 33)

Castle Home For Concerts

NAPLES—The annual nine-concert July season here has been organized this year by the Alessandro Scarlatti Association with the local tourist office and RAI-TV, with the Capodimonte Castle replacing the RAI auditorium as the setting.

Soloists participating in the programs are Rocco Filippini, cello; Ivan Strauss, violin; Arturo Benedetti Michelangeli, Franco Medori, Alessandro Specchi and Gernat Kahl, pianos; Hermann Baumann, cornet; Bruce Abel, baritone, and Yoko Skiokawa, viola. Conductors are Franco Caracciolo, Ferruccio Scaglia, Massimo Pradella, Pietro Aregento, Agostino Orizio, Riccardo Brengola, Massimo Frecca and Luigi Colonna.

Cincy Ends '64-'65 On Record Note

CINCINNATI — The Cincinnati Symphony Orchestra has wound up the 1964-1965 season with a record 189 concerts, some 41 more than the previous year.

The orchestra, which was recorded by Columbia Records as early as 1917, returned to recording this year after a long absence from disks. It did two records on the Decca Gold Seal label—Haydn's Symphonies No. 57 and 86 and the Saint-Saens No. 2 and Paganini Violin Concertos with Ruggiero Ricci.

From a concert standpoint, next year will be even bigger. Some 204 concerts have already been scheduled, not counting a 10-week round-the-world tour, sponsored by the State Department.

BEST SELLING CLASSICAL LP'S

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

OPERA, VOCAL AND CHORUS

This Week

- WAGNER**—Götterdämmerung; Nilsson, Windgassen, Frick, Fischer-Dieskau, Ludwig, Watson, Vienna Phil. (Solti): London (6-12") OSA 1604 (S), A 4604 (M).
- BIZET**—Carmen; Callas, Gedda, Massard, Guiot, Paris Opera Orch. (Pretre): Angel (3-12") SCLEX 3650 (S), CLX 3650 (M).
- PUCCINI**—Tosca; Callas, Bergonzi, Ercolani, Trama, Paris Conserv. Orch., The Nat'l Op. Cho. (Pretre): Angel (3-12") S 3655 (S), 3655 (M).
- BELLINI**—Norma; Sutherland, Horne, Alexander, Cross, London Sym. Orch. & Cho. (Bonyng): RCA Victor (3-12") LSC 6166 (S), LM 6166 (M).
- BIZET**—Carmen; Price, Corelli, Merrill, Freni, Vienna Phil. Orch. (Karajan): RCA Victor (3-12") DLS 6164 (S), LD 6164 (M).
- MOZART**—Magic Flute; Gedda, Janowitz, Berry, Putz, Frick, Popp, Unger, Schwarzkopf, Ludwig, Hoffgen, Philharmonia Orch. (Klemperer): Angel (3-12") SCL 3651 (S), CL 3651 (M).
- 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).
- WAGNER**—Die Meistersinger von Nürnberg; Watson, Thomas, Wiener, Hotter, Munich Nat'l Th. (Keilberth): RCA Victor (5-12") LSC 6708 (S), LM 6708 (M).
- WAGNER**—Parsifal; Thomas, London, Dallis, Hotter, Neidlinger, Tavela, Bayreuth Fest. Orch. and Cho. (Knappertsbusch): Philips (5-12") PHS 5-950 (S), PHM 5-550 (M).
- PRESENTING MARILYN HORNE**: London OS 25910 (S), 5910 (M).

SYMPHONIC AND ORCHESTRAL

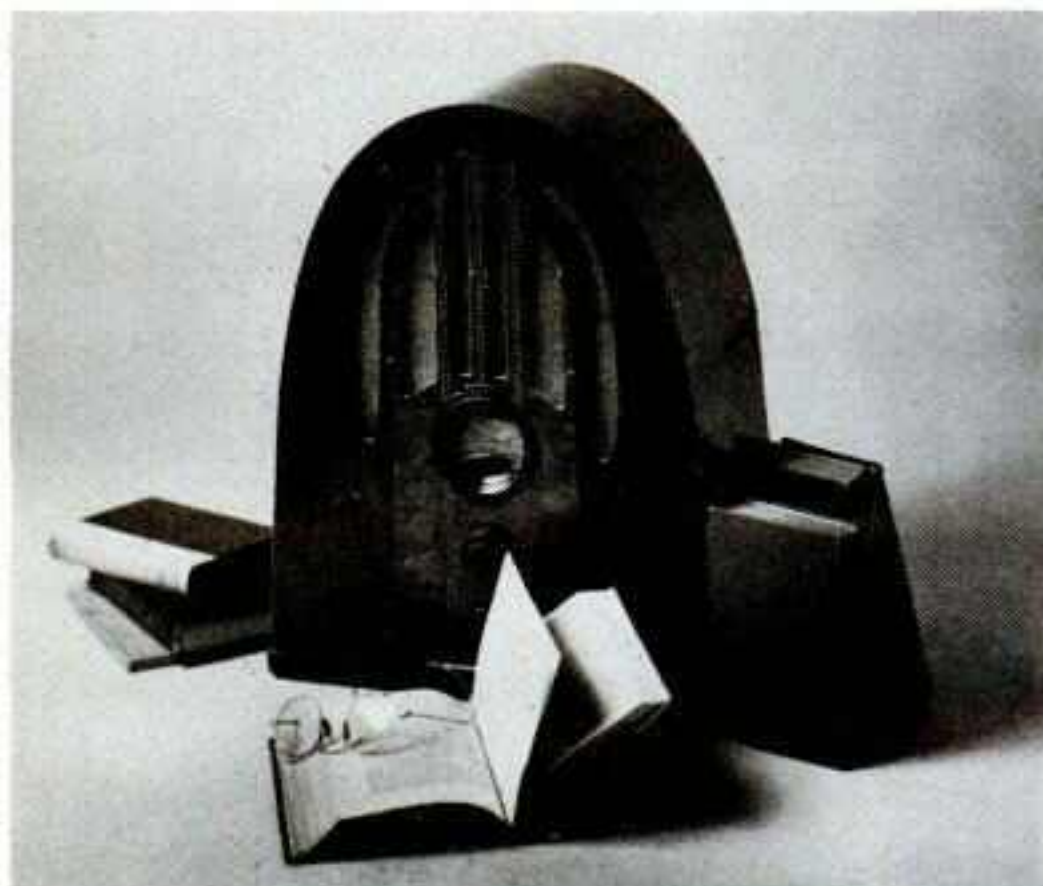
- BRUCKNER**—Symphony No. 4 in E flat "Romantic"; Phil. Orch. (Klemperer): Angel S 36245 (S), 36245 (M).
- MOZART**—Symphonies Nos. 40 in G and 41 in C "Jupiter"; Phil. Orch. (Klemperer): Angel S 36183 (S), 36183 (M).
- RIMSKY-KORSAKOV**—Scheherazade; London Symphony Orch. (Stokowski): London SPC 21005 (S), PM 55002 (M).
- REVERIE**; Philadelphia Orch. (Ormandy): Columbia MS 6575 (S), ML 5975 (M).
- BEETHOVEN**—Symphonies (9) (Complete); Berlin Phil. (Karajan): D.G.G. (8-12") SKL-101/8 (S), KL-1/8 (M).
- RAVEL**—Daphnis et Chloe Suite No. 2; Chicago Sym. (Martinon): RCA Victor LSC 2806 (S), LM 2806 (M).
- SHOSTAKOVICH**—Symphony No. 7; N. Y. Phil. (Bernstein): Columbia (2-12") M2S-722 (S), M2L-322 (M).
- SPECTACULARS**; Philadelphia Orch. (Ormandy): Columbia MS 6739 (S), ML 6139 (M).
- GERSHWIN**—Rhapsody in Blue; Columbia Sym. (Bernstein): Columbia MS 6091 (S), ML 5413 (M).
- MAHLER**—Symphony No. 3; N. Y. Phil. (Bernstein): Columbia (2-12") M2S 675 (S), M2L-275 (M).

SOLO INSTRUMENT AND CONCERTI

- AN HISTORIC RETURN—HOROWITZ AT CARNEGIE HALL**: Columbia (2-12") M2S 728 (S), M2L 328 (M).
- HOROWITZ PLAYS SCARLATTI**: Columbia MS 6658 (S), ML 6058 (M).
- FOUR FAVORITE VIOLIN CONCERTOS**; Stern, Phila. Orch. (Ormandy); N.Y. Phil. (Bernstein): Columbia (3-12") D3S-721 (S), D3L-321 (M).
- CHOPIN**—Waltzes; Rubinstein: RCA Victor LSC 2726 (S), LM 2726 (M).
- BEETHOVEN**—Concerto No. 4 for Piano and Orchestra; Serkin, NBC Sym. (Toscanini): RCA Victor LM 2797 (M).

CHAMBER MUSIC

- BRAHMS**—Quintet in F for Piano and Strings; Serkin, Budapest Quartet: Columbia MS 6631 (S), ML 6031 (M).
- SCHUBERT**—Trio No. 1 in B Flat for Piano, Violin and Cello; Stern, Istomin, Rose: Columbia MS 6716 (S), 6116 (M).
- BEETHOVEN**—Sonatas (10) for Violin and Piano (Complete); Oistrakh, Oborin: Philips (4-12") 900030/3 (S), 500030/3 (M).
- BEETHOVEN**—Quartet No. 15 in A; Juilliard Quartet: RCA Victor LSC 2765 (S), LM 2765 (M).
- BARTOK**—Quartets (6) (Complete); Juilliard Quartet: Columbia (3-12") D3S-717 (S), D3L-317 (M).



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BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS
THIS WEEK

★ 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.

AFTER LOVING YOU . . .
Della Reese, ABC-Paramount 10691 (Red River, BMI)
(New York)

I'M HURTIN' INSIDE . . .

Shep & the Limelites, Hull (New York)

YOU'D BETTER GO . . .

Derek Martin, Roulette 4631 (South Mountain, BMI)
(Pittsburgh)

HALLELUJAH . . .

Invitations, DynaVoice 206 (Saturday, BMI) (Detroit)

TANSY . . .

Pee Wee Spitelera, RCA Victor 8606 (Bourne-Rank, ASCAP) (New Orleans)

THE LEGEND OF SHENANDOAH . . .

James Stewart, Decca 31795 (Northern, ASCAP)
(Dallas-Fort Worth)

NASHVILLE SCENE

By ELTON WHISENHUNT

Tex Ritter is saying "Thanks, folks" to his many fans these days. His recent move from California to Nashville was highly successful. His appearances on "Grand Ole Opry" get thunderous applause. As co-emcee and performer on the nightly "Opry Star Spotlight" on Station WSM he has drawn bundles of mail. All of which proves the genial guys versatility: singer, musician, composer, speaker. He's also president of the Country Music Association and has shown organizational talent there. (And, shucks, I remember when he was a cowboy star in movies. Continued good luck, Tex!)

TOWN AND COUNTRY — **Minnie Pearl**, country music's comedy queen, was in New York June 26-28 filming an appearance on Al Hirt's TV network "Fanfare" show. "Shucks, I'm just a country girl going to the big city," she said. (Don't get lost, Pearl. You're a big favorite at my house.) . . . The **Browns** have just finished a week in Minneapolis, a week in Toronto and are looking forward to a tour of Japan in the fall. . . . **Hubert Long**, president of Hubert Long Talent Agency, one of the biggest, reports **Bill Anderson's** 30-minute syndicated country music TV show, which got into production in February, is already in 35 cities. Latest additions were St. Louis and Washington.

HOP-SCOTCH—To **Tandy Rice**, PR man at Cedarwood Publishing Co. and Moeller Talent, Inc.: Thanks for showing me around Record Row. It was a big help to a new man in town. . . . Country artist **Archie Campbell** skipped around the State in a helicopter recently giving shows to raise money for the local mental health association. . . . Veteran songwriters **Bobby Sykes** and **Jack Toombs** have joined the Cedarwood staff. . . . **Jerry Wallace** in town recently to record and visit with old friend **Webb Pierce**.

George Kent, Roulette artist, in town for recording sessions. . . . **Jimmy Newman** is on a string of one-nighters in Canada plugging his new Decca single "Artificial Rose." . . . **Merle Kilgore** is singing his new one, "Dig, Dig, Dig" on a Southern and Midwestern tour. . . . **Phil Walden Artists & Promotions**, Macon, Ga., recently signed artists **Jimmy Hughes** and **Billy Young** and rushed singles on both—Hughes on "You Really Know How to Hurt a Guy" and Young with "Same Thing All Over." . . . New Columbia thrush **Wanda Faye** has been singing her first single, "Lying Lips and Cheating Heart" at the Lariat Club in Las Vegas.

Ray Price and his group are touring the night club circuit again. . . . **Roy Drusky**, Mercury artist, is trying to decide on a name for his band. Anyone with suggestions can write Hubert Long Talent Agency Nashville. . . . Country star **Charlie Walker** has moved from his native San Antonio to Nashville. . . . **Didja Know** that **W. E. (Lucky) Moeller**, head of Moeller Talent, Inc., which books several dozen top country stars, was once a banker at Clinton, Okla.? Now he just sends his money to the bank.

MONO-LOG—**John Denny** of Cedarwood, top country music publisher, overheard talking to an artist: "What kind of material do you need? If we don't have it, we'll write it." (This fellow will go someplace in this world.)

Booking agency exec **Hubert Long** on country music: "The appeal of country music is in its simplicity. It gives all the people the opportunity to identify with its sadness and gladness."

Roy Acuff is telling friends: "It's good to be home!" He headed a group which recently made a government-sponsored tour of the Dominican Republic when shooting flared again—some of it pretty close.

Carl Smith Sets Talent For TV Seg

NASHVILLE — Carl Smith, star of the Canadian TV network half-hour "Country Music Hall," will take Faron Young and Dottie West to Toronto with him July 23 to film two shows for the popular series.

The show, which bowed last year, is sponsored by Lever Bros. It will be seen in prime time on Monday nights when it begins its second season this fall, said Peter B. Perrin, of Toronto, assistant producer.

Moeller Talent, Inc., Nashville, books talent for the show. Tandy Rice, public relations director for Moeller, said shows for the new season have already been taped with these artists:

Jimmy Dean, the Wilburn Brothers, Kenny Roberts, the Country Gentlemen, Porter Wagoner, Norma Jean and George Morgan.

Canadian talent is also used. Singers Diane Leigh and Jean Carignan of Canada are frequent guests. The show is produced by Double B Productions. Syd Banks is executive producer.

HITS OF THE WORLD

• Continued from page 25

- 4 5 OH NO, NOT MY BABY—Manfred Mann (HMV)
- 5 6 BE MY GIRL—Keith Locke & the Quests (Columbia)
- 6 — WORLD OF MY OWN—Seekers (Columbia)
- 7 7 THAT'LL BE THE DAY—Everly Bros. (Warner Bros.)
- 8 8 THE LAST TIME—Rolling Stones (Decca)
- 9 — ENGINE, ENGINE NO. 9—Roger Miller (Philips)
- 10 1 DO THE CLAM—Elvis Presley (RCA)

Goldovsky Troupe

• Continued from page 32

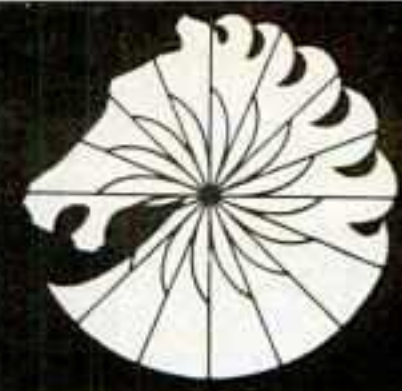
sophisticated classical record buyer, but someone whose interest in operatic music is just beginning, and whose appetite needs some whetting.

Based on the success of the Goldovsky Opera Theater in the grass roots, there appears to be enough of an audience to make such a record a respectable seller.



JOE JOHNSON (left), president of Four-Star Music, and Dave Burgess, the firm's vice-president, look on approvingly as songwriter Liz Anderson inks an exclusive writers contract with the firm.

July 17, 1965, BILLBOARD



Jackie Ross

TAKE ME FOR A LITTLE WHILE

CHESS 1938

Ramsey Lewis Trio

THE "IN" CROWD

ARGO 5506

Tony Clarke

POOR BOY

CHESS 1935

Billy Stewart

SITTING IN THE PARK

CHESS 1932

Little Milton

WHO'S CHEATING WHO

CHECKER 1113

CHESS

RECORDS

CMA Changes Hall of Fame's Election Set-Up

Continued from page 1

categories must have been dead two years. Eligibility requirements for all categories is that the nominee have a past record of 10 or more years of professional activity in country music, or have contributed to it something which has "exerted a continuing effect on it."

The rule on the number of votes required to elect a member, which in the past has given the CMA some difficulty, is:

"A majority of the votes cast, but no less than the majority of votes eligible to be cast, will be required to elect a person to the Hall of Fame."

This means it will take at least 61 votes to elect. Not all of the 120 member election committee votes. Thus, for example, if 101 votes are cast, a winner would have to receive at least 61 of those votes.

Mrs. Jo Walker said the election committee will be asked to vote for only one nominee in each category. She said the firm of Ernst & Ernst of Nashville, certified public accountants, will mail out ballots and tabulate them when they are in.

She said work is now in progress on the biographical sketches on some 70 nominees. Paul Ackerman, Billboard music editor who is a member of the



ALL THE DJ's around the country recognize "Lost in the Shuffle" as the hit side of Stonewall Jackson's latest Columbia release (4-43304). The song was penned by Blue Echo Music's Ray Griff. (Advertisement)

CMA board, is writing most of the sketches.

Mrs. Walker said she hoped to get the material on the nominees to Ernst & Ernst in time for them to prepare and mail ballots in about 10 days.

The change in method of electing will be the third used since the Hall of Fame was begun in 1961. First method was for electors to write names on blank ballots.

That first year there was no problem because Jimmie Rodgers, Fred Rose and Hank Williams were all elected almost unanimously. In 1962, Roy Acuff was elected.

But 1963, when no one was elected, made CMA realize the need to change the method. A candidate had to receive 75 per cent of the votes cast and

(Continued on page 36)

HOT COUNTRY SINGLES

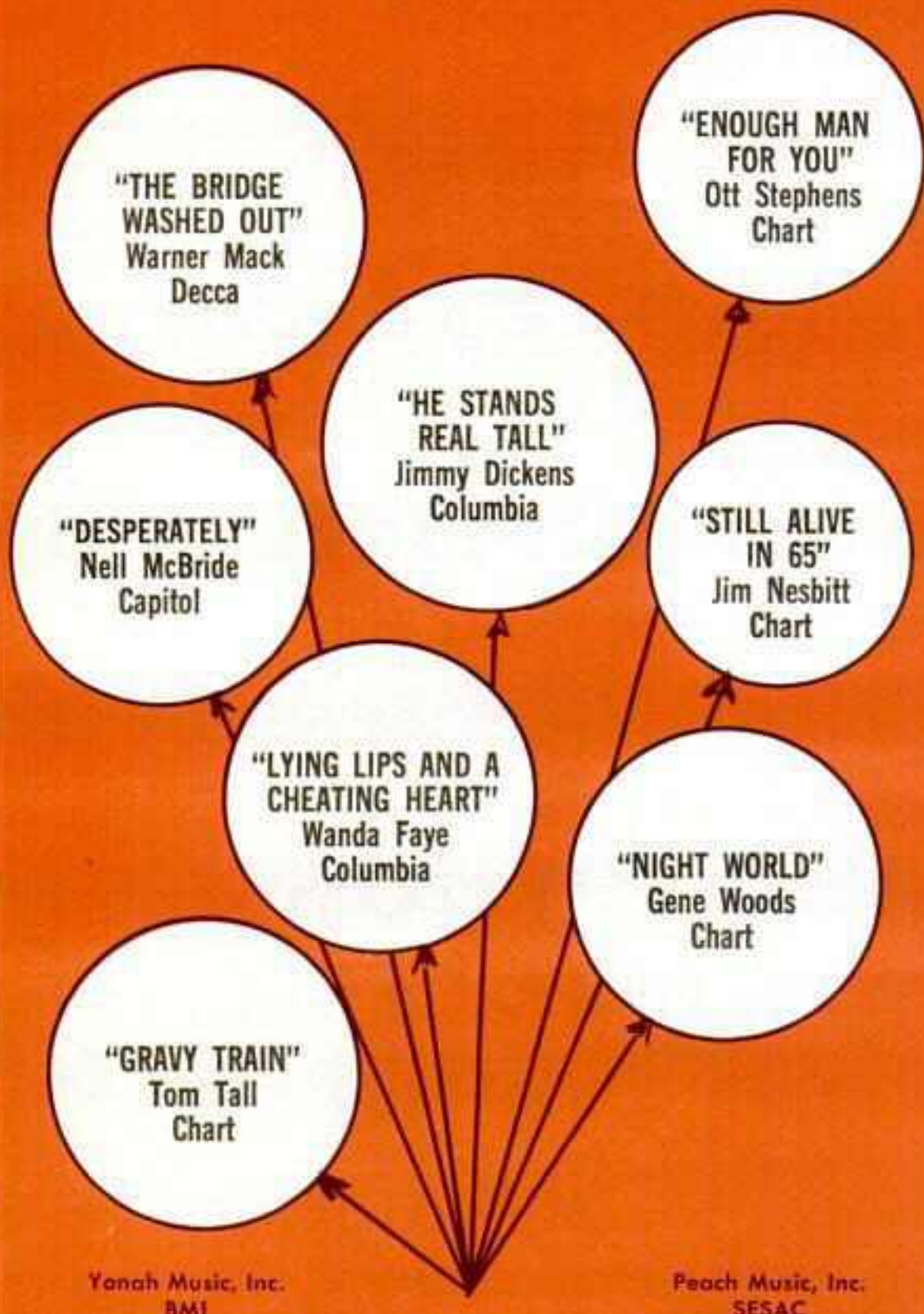
Billboard SPECIAL SURVEY for Week Ending 7/17/65

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)	10	27	32	THAT AIN'T ALL John D. Loudermilk, RCA Victor 8579 (Acuff-Rose, BMI)	3
2	2	ENGINE, ENGINE #9 Roger Miller, Smash 1983 (Tree, BMI)	9	28	29	TOO MANY TIGERS Tex Williams, Boone 1028 (Screen Gems-Columbia, BMI)	8
3	3	THE OTHER WOMAN Ray Price, Columbia 43264 (Pamper, BMI)	11	29	31	YAKETY AXE Chet Atkins, RCA Victor 8590 (Tree, BMI)	4
4	4	WHAT'S HE DOING IN MY WORLD Eddy Arnold, RCA Victor 8516 (4 Star, BMI)	17	30	30	GETTIN' MARRIED HAS MADE US STRANGERS Dottie West, RCA Victor 8525 (Geld-Udell, ASCAP)	9
5	5	THE BRIDGE WASHED OUT Warner Mack, Decca 31774 (Peach, SESAC)	8	31	28	MY OLD FADED ROSE Johnny Sea, Phillips 40267 (Southwind, BMI)	15
6	6	RIBBON OF DARKNESS Marty Robbins, Columbia 43258 (Witmark, ASCAP)	14	32	37	WINE Mel Tillis, RIC 158 (Cedarwood, BMI)	3
7	7	THE FIRST THING EV'RY MORNING (And the Last Thing Ev'ry Night) Jimmy Dean, Columbia 43263 (Plainview, BMI)	7	33	38	COUNTRY GUITAR Phil Baugh, Longhorn 559 (Deep Cross, BMI)	6
8	9	YES, MR. PETERS Roy Drusky & Priscilla Mitchell, Mercury 72416 (Screen Gems-Columbia, BMI)	8	34	40	I HAD ONE TOO MANY Wilburn Brothers, Decca 31764 (Sure-Fire, BMI)	8
9	8	BLUE KENTUCKY GIRL Loretta Lynn, Decca 31769 (Sure-Fire, BMI)	9	35	36	STILL ALIVE IN '65 Jim Nesbitt, Chart 1200 (Peach, SESAC)	4
10	10	I'LL KEEP HOLDING ON Sonny James, Capitol 5375 (Marson, BMI)	16	36	39	LOUISIANA MAN George & Gene, Musicor 1097 (Acuff-Rose, BMI)	3
11	11	I CAN'T REMEMBER Connie Smith, RCA Victor 8551 (Moss Rose, BMI)	7	37	42	ENOUGH MAN FOR YOU Ott Stephens, Chart 1205 (Peach, SESAC)	6
12	13	SHE'S GONE GONE GONE Lefty Frizzell, Columbia 43256 (Wilderness, BMI)	12	38	43	HICKTOWN Tennessee Ernie Ford, Capitol 5425 (Central Songs, BMI)	4
13	14	BACK IN CIRCULATION Jimmy Newman, Decca 31745 (New Keys, BMI)	13	39	46	MISTER GARFIELD Johnny Cash, Columbia 43313 (Southwind, BMI)	2
14	12	QUEEN OF THE HOUSE Jody Miller, Capitol 5402 (Tree, BMI)	8	40	41	BE GOOD TO HER Carl Smith, Columbia 43266 (Cedarwood-Spook, BMI)	4
15	21	IT'S ALRIGHT Bobby Bare, RCA Victor 8571 (Wormwood, BMI)	7	41	44	AGAIN Don Gibson, RCA Victor 8589 (Acuff-Rose, BMI)	3
16	23	TIGER WOMAN Claude King, Columbia 43298 (Gallico, BMI)	4	42	45	A SIX FOOT TWO BY FOUR Willis Brothers, Starday 713 (Starday, BMI)	6
17	17	YOU DON'T HEAR Kitty Wells, Decca 31749 (Cash, BMI)	14	43	35	CERTAIN Bill Anderson, Decca 31743 (Moss Rose, BMI)	16
18	18	BECAUSE I CARE Ernest Ashworth, Hickory 1304 (Acuff-Rose, BMI)	10	44	48	TRUCK DRIVIN' SON-OF-A-GUN Dave Dudley, Mercury 72442 (Raleigh, BMI)	2
19	24	WILD AS A WILDCAT Charlie Walker, Epic 9799 (Tree, BMI)	7	45	49	WALKING THE FLOOR OVER YOU George Hamilton IV, RCA Victor 8608 (Noma, BMI)	2
20	20	SIX TIMES A DAY (The Trains Came Down) Dick Curless, Tower 135 (Aroostook, BMI)	5	46	50	I HEARD FROM A MEMORY LAST NIGHT Jim Edward Brown, RCA Victor 8566 (Randy-Smith, ASCAP)	2
21	15	THIS IS IT Jim Reeves, RCA Victor 8508 (Acclaim, BMI)	20	47	33	BLAME IT ON THE MOONLIGHT Johnny Wright, Decca 31740 (Acuff-Rose, BMI)	11
22	22	WRONG NUMBER George Jones, United Artists 858 (Glad, BMI)	7	48	27	SEE THE BIG MAN CRY Charlie Louvin, Capitol 5369 (Tuneville & Lyn-Lou, BMI)	17
23	16	THINGS HAVE GONE TO PIECES George Jones, Musicor 1067 (Glad, BMI)	19	49	34	SOMEONE'S GOTTA CRY Jean Sheppard, Capitol 5392 (Wilderness, BMI)	7
24	26	MATAMOROS Billy Walker, Columbia 43223 (Doss-Matamoros, BMI)	15	50	—	TROUBLE Stonewall Jackson, Columbia 43304 (Forest Hills, BMI)	1
25	25	HE STANDS REAL TALL "Little" Jimmy Dickens, Columbia 43243 (Yonah-Champion, BMI)	15				
26	19	GIRL ON THE BILLBOARD Del Reeves, United Artists 824 (Moss Rose, BMI)	19				

HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	CONNIE SMITH RCA Victor LPM 3341 (M); LSP 3341 (S)	12	11	12	HANK WILLIAMS, SR. & HANK WILLIAMS, JR., FATHER & SON MGM E 4276 (M); SE 4276 (S)	3
2	2	I'VE GOT A TIGER BY THE TAIL Buck Owens, Capitol T 2283 (M); ST 2283 (S)	19	12	8	GEORGE JONES & GENE PITNEY Musicor MM 2044 (M); MS 3044 (S)	16
3	3	I'LL KEEP HOLDING ON (Just to Your Love) Sonny James, Capitol T 2317 (M); ST 2317 (S)	7	13	13	HERE COMES THE NIGHT Dottie West, RCA Victor LPM 3368 (M); LSP 3368 (S)	3
4	4	THE RETURN OF ROGER MILLER Smash MGS 27061 (M); SRS 67061 (S)	21	14	18	BLUE KENTUCKY GIRL Loretta Lynn, Decca DL 4665 (M); DL 74665 (S)	2
5	6	THE WORLD OF COUNTRY MUSIC Various Artists, Capitol NPB 5 (M); SNPB 5 (S)	5	15	15	CROSS THE BRAZOS AT WACO Billy Walker, Columbia CL 2331 (M); CS 9131 (S)	4
6	5	THE RACE IS ON George Jones, United Artists UAL 3422 (M); UAS 6422 (S)	9	16	14	HITS FROM THE COUNTRY HALL OF FAME Floyd Cramer, RCA Victor LPM 3318 (M); LSP 3318 (S)	13
7	11	THE EASY WAY Eddy Arnold, RCA Victor LPM 3361 (M); LSP 3361 (S)	5	17	17	MR. COUNTRY AND WESTERN MUSIC George Jones, Musicor MM 2046 (M); MS 3046 (S)	5
8	10	BURNING MEMORIES Kitty Wells, Decca DL 4612 (M); DL 74612 (S)	14	18	—	WESTERN STRINGS Ray Price's Cherokee Cowboys, Columbia CL 2339 (M); CS 9139 (S)	1
9	9	RED ROSES FOR A BLUE LADY George Morgan, Columbia CL 2333 (M); CS 9133 (S)	4	19	20	TOMBSTONE EVERY MILE Dick Curless, Tower T 5005 (M); DT 5005 (S)	2
10	7	THE JIM REEVES WAY RCA Victor LPM 2968 (M); LSP 2968 (S)	20	20	—	SONGS OF THE WATERFALL Slim Whitman, Imperial LP 9277 (M); LP 12277 (S)	1

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Say You Saw It in Billboard



CHUCK HOWARD'S new Columbia release, "I Want to Hear From You" (Col. 4-433290), looks like a sure winner for this personable artist. Song was written by Pamper's Fred Carter. Chuck is booked by Hal Smith Artists Bureau.

(Advertisement)

YESTERYEAR'S COUNTRY HITS

Change-of-pace programming from your librarian's shelves, featuring the discs 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 18, 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. A Lovely Work of Art, Jimmy Newman, MGM
8. Alabam, Cowboy Copas, Starday
9. Tip of My Fingers, Bill Anderson, Decca
10. The Picture, Roy Godfrey, Savoy

COUNTRY SINGLES— 10 Years Ago July 16, 1955

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

Hall of Fame Election Set-Up

• Continued from page 34

not less than 60 votes to be elected.

But that year the votes were spread out over a wide field and no one got enough for election. "Something had to be done," said Mrs. Walker.

For 1964, a point system was used to prevent the wide vote spread. Each voter listed 10 names. First position got 10 points, second 9, third 8 and so on down to one point for 10th place. It took 500 points to be elected.

Tex Ritter was elected last year.

The 1965 winner or winners will be honored, either in person or posthumously, at the annual CMA banquet held here during the annual membership meeting. A handsome plaque is made for each.

The banquet this year will be Friday night, Oct. 22, probably in the National Guard Armory.

The Hall of Fame study committee which made nominations to the elections committee:

Wesley Rose, Acuff-Rose Publications, chairman; Roy Acuff, artist; Paul Ackerman, Billboard; Ken Nelson, Capitol Records executive; Steve Sholes, RCA Victor vice-president; Roy Horton, Southern Music & Peer International; Russell Sanjek, BMI vice-president; Joe Allison, president Nashville Music Publications, and David Kapp, president Kapp Records.

Sovine Heads Cedarwood's Gospel Drive

NASHVILLE — Cedarwood Publishing Co., a leading house in the country music field, began a drive last week to build up its gospel music catalog.

Cedarwood President Bill Denny appointed Roger Sovine to direct the campaign of bringing some solid new gospel tunes into the field.

To kick off the project, the company published 25 of its most active gospel songs in a songbook and sent them complimentary to gospel groups throughout the U. S.

Some of the composers represented in the book include Howard Goodman, John Masters and Walter Bailes.

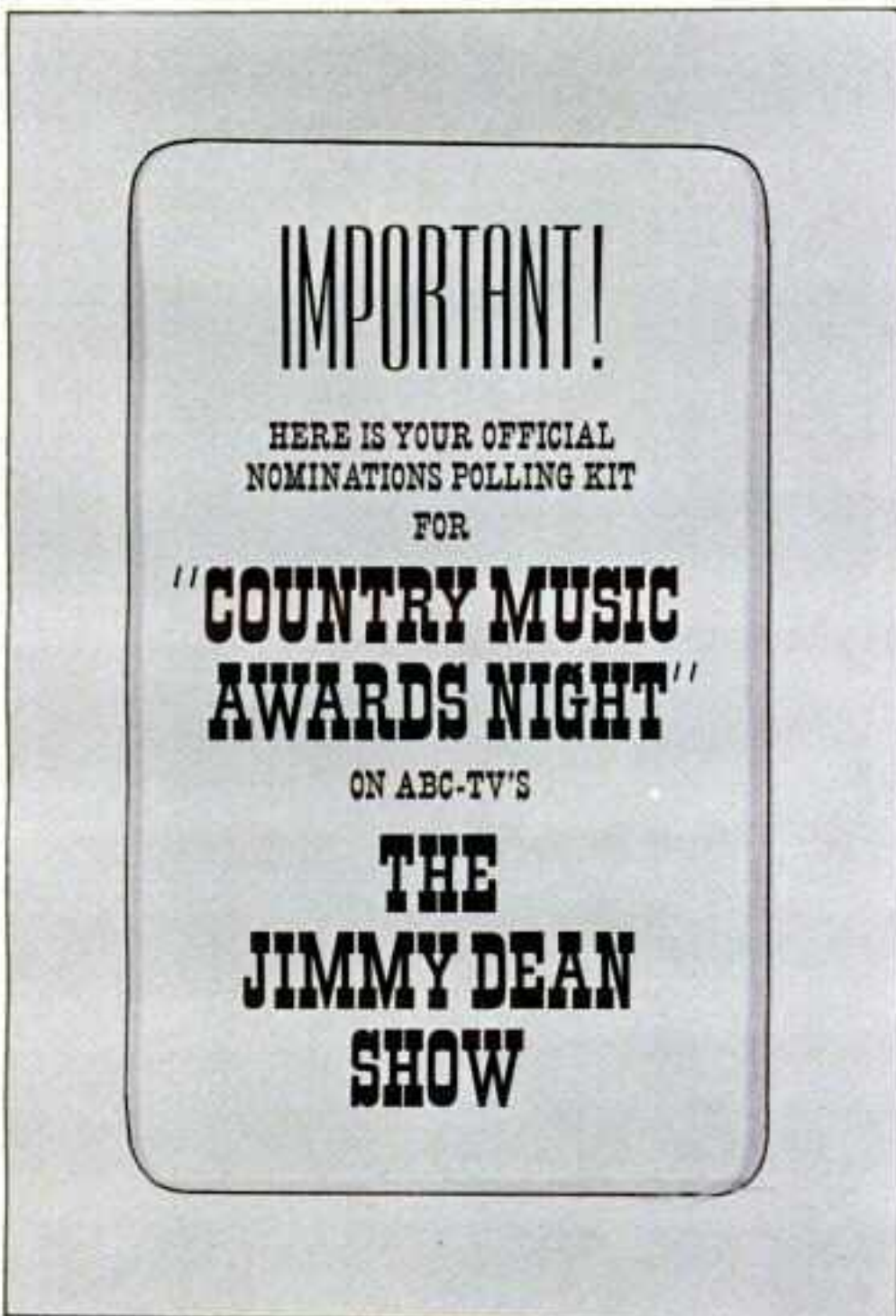
Collie Flips Over New Country Tune

LONG BEACH, Calif. — Biff Collie, veteran c&w deejay at KFOX here, received a record at the station a month or so ago that impressed him so soundly that he has made a deal with the writer, Bozo Darnell, of Phoenix, Ariz., to handle the tune, something Biff hasn't done in his 22 years in the business.

The song is "Stepping Stone," which Collie claims is as hot as anything in Southern California these days. Sales in Los Angeles and Phoenix, the only places the disk is available, have already hit the 5,000 mark, Biff reports. Collie has begun promotion on the tune and last week made arrangement for national distribution. Biff has promo copies available to deejays who'll write him on their station letterhead.

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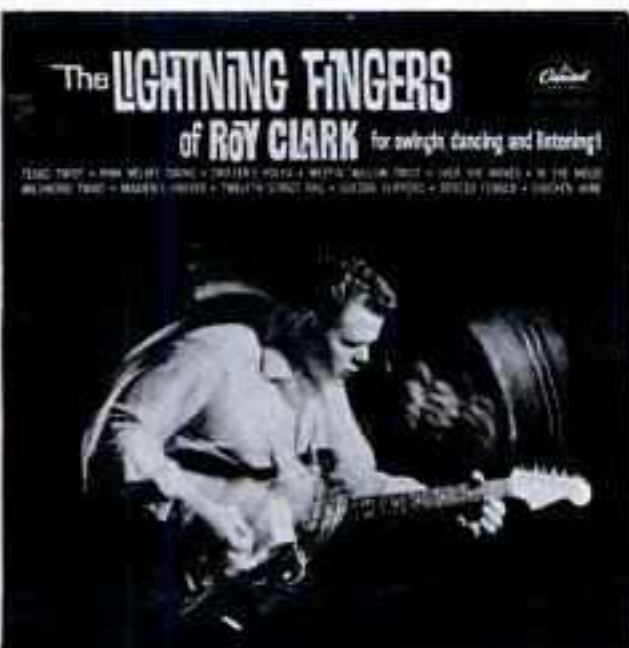
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BILLBOARD, July 17, 1965

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FANFARE

(The Al Hirt Show)

CBS-TV July 24



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ABC-TV July 28

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4 Coast Stations Agree to Honor Cap. Release Date

By CLAUDE HALL

LOS ANGELES—Four Top 40 radio stations here—KBLA, KFVB, KHJ and KRLA—have agreed to honor the release date of all albums and singles issued by Capitol Records. But one radio station executive said the situation was like sitting on a keg of dynamite.

Capitol hopes to spread the honor movement across the nation. According to Capitol Records, the voluntary action, self-imposed by the stations, is designed to curb the unbridled rivalry in premiering new releases on hot Capitol product such as records by the Beatles or the Beach Boys. Stan Gortikov, head of Capitol Records Distributing Corp., said the pact to honor the release dates emerged out of a problem.

"When records get released prematurely, we're not prepared with stock," he said. "The customer hears the record over the radio and gets mad at his dealer when he can't get it. The dealers get mad at the distributors. It's a common problem throughout the country.

"We have to resort to air shipping in order to rush the record to the dealers, which is both costly and a mess. The idea to get the radio stations to agree to honor a release date was his own," he said. "It was agreed to about a week ago, but we'd been talking about it three weeks prior to that. It is in effect now."

Gortikov said: "We have a vested interest in the actual recording and would like to feel that we have some right to control its air play."

He said he hoped, by the measure, to set a precedent for other record companies and other radio stations.

Capitol is now approaching all radio stations in other markets and notifying them of the Los Angeles development in the hopes this would influence them to co-operate in Capitol's effort, Gortikov said.

He admitted that the situation was not all peaches and cream . . . "it's kind of a guarded operation. The radio stations don't want their image with the listening audience to

suffer, but as long as everybody goes along, they'll go along."

Capitol, he said, would be fair to all stations by making sure records were in the hands of broadcasters in advance of release dates.

On the other hand, Los Angeles radio people were not too happy with the pact. A KFVB spokesman said, "The arrangement enables the record company to act as a dictator by releasing only those singles they want to push." A KRLA official said the agreement would curb all rivalry among the rock stations. A KHJ spokesman said the plan would tend to allow Capitol to have the upper hand in whatever they wanted in controlling the play of a record.

One broadcaster said he felt Capitol had created its own problem. If they would release product in England and the U. S. simultaneously then radio stations wouldn't be importing tapes from abroad ahead of their American release." He said that he was sitting on a copy of "Help," by the Beatles and "if I heard it on any other radio station before that release date, there'll be a landslide of Beatle music here."

Ron Jacobs, program director at KHJ Radio, said he'd had a copy of a Beach Boys album for about 7 to 10 days before the luncheon. The station had played the album, but liked "California Girls," a track in the album and played that number often. "Everybody called us, asking us to lay off the song." By everybody, he said he meant not only Capitol, but the publisher.

KHJ then attended the Capitol luncheon. After the agreement, KHJ held off on the album and was given a release date two days away. The station now is playing "California Girls" again. "I understand it will be released as a single," Jacobs said.

Not all radio stations in Los Angeles were in on the Capitol movement. A spokesman at KNX, the CBS outlet, said he wasn't aware of the plan. A KLAC administrator said he hadn't seen the plan, but felt it wouldn't be too conducive to radio because it would destroy competition.



FOR SERVING AS GUEST CONDUCTOR of WSB-FM, Atlanta, Georgia Governor Carl E. Sanders was presented a disk of the show by the station. The governor had selected the music for the 8-9 p.m. Sunday show, which features the favorites of outstanding Georgians. The album was presented to the governor at the State Capitol by Jimmy Dunaway, left, information director of the sponsoring Georgia Motor Trucking Association, and Brent Hill, WSB-FM program director.

STORY BEHIND THE SONG

By JACK BURTON

Edward B. Marks, the music publisher, once bought a song not on its merit, but because his sales resistance was sapped by hunger. Johnny Black, its composer and one of Tin Pan Alley's wackiest songwriters, played the tune for Marks on a violin for four hours with a trained canary perched on his shoulder chirping the rhythm.

During this nerve-wracking recital, the clock struck five, then six, then seven, and finally at 7:45 p.m., Marks capitulated and bought the song so that he might be free to go out and eat. That was in 1924, when only professional copies were printed. Eighteen years later, the Mills Brothers got hold of one and made a recording of "Paper Doll" that made juke box history in 1942.

WGPR Station on Move, Has 36 Remotes a Week

DETROIT — A radio station that's "kinda movin'" gets listeners and WGPR-FM is a station constantly on the move. Floyd M. Jones, station manager, said the station is "No. 1 among FM stations and No. 3 among stations—period."

Probably the strongest example of how this station moves, however, is a countdown of its remotes—36 a week. Jones handles a two-hour daily, three-hour Saturday evening jazz record show from the Disk Jockey Lounge. Dan (Bull Frog) Harrison does an r.&b. record show from the Chit Chat Lounge. DJ Larry Dixon may handle a random remote broadcast, but nothing steady at the moment; however, he does have a weekly record hop.

The 50,000-watt FM station broadcasts about 20 hours a day covering a radius of 75 miles. One reason for the tremendous success enjoyed by the station, Jones said, is that some 87 per cent of Detroit's Negro element has FM radios. "But it's more than that. We're creating the image here that FM is more than just a background medium. We're putting out a new sound."

While the station programs record shows for Detroit populace such as Greeks, Italians, Polish and Mexican, the main portion of each day is used with r.&b. programs — a total of three programs a day for a total of seven hours. Jazz takes up about four hours each day. Gospel music is played early in the morning. Sunday is devoted to remote broadcasts most of the day from local churches. The

station employs about 40 people. Bob Longwell is the station's general manager.

Another reason the station is moving, according to Jones, is that programming and air personalities aims at three important and large audience segments. "I take care of the jazz fans," Jones said. "Larry Dixon is a teen-oriented personality. And Bullfrog is for the r.&b. fans."

ABC to Take Ratings in Cars

HOLLYWOOD — The automobile radio listener soon may not be able to escape pollsters. The American Broadcasting Corporation Radio Network has announced an investigation of "all possible methods by which to measure electronically radio's listenership in automobiles," network president Robert R. Pauley said.

The Franklin GNO Corp., of West Palm Beach, Fla., has been named by the network to do the investigation. The appointment is the fruition of more than two years of investigation by the network into possibilities of electronic automobile research, Pauley said.

"Our contract with Franklin calls for that company to select the best methodology by which to determine, first, if the automobile radio is turned on, and, second, to which frequency the set is tuned," Pauley said.

Chatter Cut Down to A Whisper at KBLA

By BRUCE WEBER

Editor's Note: The following programming change is important because it involves a Top 40-oriented station trying the same pattern in programming that is usually a feature of good music stations.

HOLLYWOOD—In a major programming change, KBLA Radio of Burbank has initiated a new music policy sans disk jockey patter. Mel Leeds, executive vice-president and general manager of the indie 24-hour station, said the station will now be able to play more music than those stations with air personalities.

The format change, Leeds said, was due to research which indicated that teen-agers and young adults want to hear more music and a minimum of chatter for their radio fare. A continuous use of music will be pro-

grammed — even during news, commercials, or other program material not usually associated with music.

Using a basic policy of playing two-three, or more records without personality interruptions, Leeds said the KBLA hourly play total will exceed the average hourly total of the other Los Angeles rock 'n' roll stations — KRLA, KFVB, and KHJ.

Released by the station were DJs Chet Douglas, Larry Tyler, Jim Wood, and Tom Clay. Earlier cutoffs were Chuck Christiansen and Bill Mercer. All had been with the station since early this year when KBLA got an increase in power.

From a sponsor's viewpoint, Leeds said that by eliminating talk, the commercial messages are showcased more dramatically and effectively. The new format went into effect immediately.

Broadcasting Manual Out

NEW YORK — "Radio and Television, U.S.A.," a manual on the American system of broadcasting, has been completed by Martha Crane, director of women's activities for WLS Radio, Chicago. The book features basic information on American radio and TV, the FCC, station management and personnel, and companies related to the field of broadcasting. It also offers a general description of how radio and TV stations operate in this country. Published by the organization of Women in Radio and TV, the manual will be distributed to schools and libraries throughout the country and foreign women broadcasters who visit the U. S.



EDGAR KAISER JR. of the Carousels visited KFOG-FM Radio in San Francisco recently to promote the duo's new Autumn Records' single "Beneath the Willow." Pete Taylor, program director of the stereo station, is left; sales representative Don Sullivan is right. Henry, a brother, makes up the other half of the Carousels.

VOX JOX

Country music artist **Curley Joe Church** is spinning records at WANV-Radio, P.O. Box 97, Waynesboro, Va. Country music records needed. . . . **Dave Diamond**, KHJ-Radio DJ, emcees a Tuesday night show from the Tiger Room of the Crescendo night club on Los Angeles' Sunset Strip; introduces the acts and name guest artists whom he obtains via KHJ. . . . With a local chain store and the Houston Chronicle newspaper, KNUZ-Radio air personality **Buddy McGregor** recently tracked the British sound to its source—England and an interview with the Beatles. The Chronicle carried articles and pictures of McGregor's trip and the radio station later carried some 20 reports of his interviews. Final wrapup: McGregor now has records of his Beatles interview for his fans, plus pictures of himself with the Beatles.

Johnny Loveridge is now country music DJ at WKBN-Radio, Youngstown. He came to WKBN from WNIO, Niles. . . . **Jack Underwood** of WOWO-Radio, Fort Wayne, Ind., has been promoted to program manager. . . . **Lee Sherwood** is the new program director of WQAM-Radio, Miami, Fla.; he's been a DJ on the station since June 1963. . . . **Lloyd Thaxton** was cited "Honorary Lord Proprietor of Baltimore County" recently on WBAL-TV's **Lloyd Thaxton Day**.

The National Association of Broadcasters, via survey, came up with the information that a CATV system is operating within 20-30 miles of 719 stations of 1,689 answering a questionnaire. Of these 719 stations, 364 said the systems carry radio signals; 258 said the systems give time and weather service; 58 said the CATV's sell advertising.

Mel Phillips, formerly with WNOR, Norfolk, Va., is now at WFLA, Tampa, Fla. . . . **Brian E. Loughran** has been promoted to general manager of radio station KXOA, Sacramento, Calif. . . . **Guy Coderre** has been appointed vice-president of administration for the Canadian Broadcasting Corp. **Ernie Favaro**, formerly with WHN, New York, now with WCSS, Amsterdam, N. Y., as DJ.

WCDA-TV held groundbreaking ceremonies July 1 for a new Washington building. . . . **William J. Hoffmann Jr.** has been appointed director of radio development for Westinghouse Broadcasting Co., New York.



BOBBY RYDELL'S new Capitol Records single, "Side Show," gets a thumbs-up from **Sam Riddle**, left, host of KHJ-TV's "9th St. West" program, a popular Hollywood teen-age dance show. Riddle also emcees station's syndicated "Hollywood A Go Go" show.

. . . **Chuck James** has been named director of production at KGIL-TV, San Fernando Valley, Calif.

Ron Jacobs has been promoted to program director at KHJ-Radio, Hollywood. . . .

While KHJ-Radio's **Sam Riddle** was in Hawaii filming his "Aloha A Go Go" TV show, **Frank Terry** took over his regular radio chores and **Robert W. Morgan** filled in as emcee of the daily "9th St. West" KHJ-TV show, helped by the station's entire DJ roster.

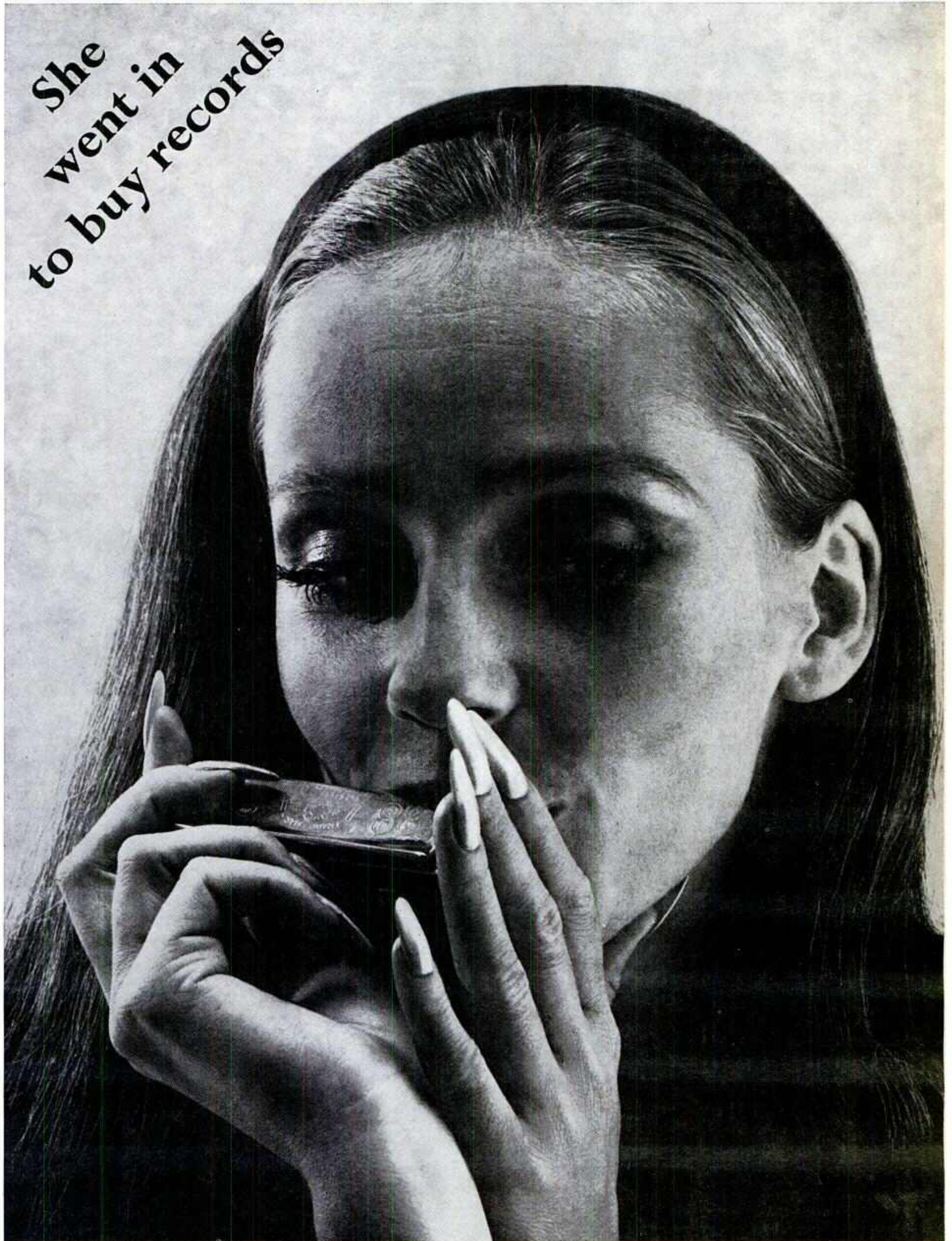
Lee Jensen has been promoted to program director of

KFRE-Radio, Fresno, Calif. . . . **Willard Schroeder** has retired as "working" chairman of the National Association of Broadcasters; new board chairman is **John F. Dille Jr.**, president of the Communicana Group of Elkart, Ind. . . . **John H. Sherman**, formerly with WPOP, Hartford, now with WLAN-Radio, Lancaster, Pa.

CLAUDE HALL

KSTP Adds Power

MINNEAPOLIS-ST. PAUL—A new high gain transmitting antenna now provides listeners of KSTP Radio, a station that programs good music, jazz and folk, with one of the strongest signals in Minnesota and Wisconsin. **Bob Kost** of KSTP said that the antenna enables KSTP to reach an additional 100,000.



She went in to buy records

But she'll leave with a Hohner harmonica. One slant look at the big Hohner display on the counter and her fingers were in her change purse. It's that easy to sell Hohner harmonicas. Look around! The Hohner name's been selling quality instruments for ages. And now the harmonica's backed by exciting consumer advertising in print and on radio. That can mean tremendous new profits for you! Call your Hohner distributor today. M. Hohner, Andrews Road, Hicksville, New York.





PROMOTING THEIR recent ABC-Paramount Records release, "Show Me," the Dallas group didn't have to travel far to reach Dallas Radio Station KBOX. On right is air personality Rex Miller. The group recently appeared on a KBOX summer holiday hop.

Hirt Show Helps Talent

NEW YORK — The Al Hirt show, "Fanfare" over CBS-TV, while just a summer replacement, may be one of the most beneficial summer replacements that ever happened to the record industry. The show, to date, has proven to be an excellent showcase for talent.

Hirt, of course, is a very commercial property for RCA Victor Records. Appearing on the Saturday (17) show will be Erroll Garner, Teresa Brewer and the Lettermen. Garner will perform "Lover"; Miss Brewer will sing her version of "Coronet Man" from the Broadway show "Funny Girl," with Hirt accompanying; the Lettermen will

'LA. HAYRIDE' SHOW SET

SHREVEPORT, La. — The "Louisiana Hayride" live country music show, long a feature of KWKH Radio and the career birthplace of such artists as Elvis Presley, the late Jim Reeves, and Johnny Cash, will present a show of old and new faces July 17. Bobby Bare and Connie Hall will be making their first appearances there. Lefty Frizzell and Bob Luman will be making return appearances. The show will feature Nat Stuckey. Frank Page is Hayride prexy.

sing their new recording of "A Summer Place."

RADIO RESPONSE RATING

DETROIT . . . Second Cycle
JULY 17, 1965

TOP STATIONS

Rank	Call Letters	% of Total Points
★ POP Singles		
1.	WKNR	44%
2.	CKLW	34%
3.	WXYZ	22%

★ POP LP's

1.	WJR	45%
2.	WCAR	38%
3.	WWJ	8%
4.	WJBK	4%
Others	(WQTE WOMB-FM)	4%

★ R&B

1.	WCHB	49%
2.	WJLB	44%
3.	WGPR-FM	7%

★ COUNTRY

1.	WEXL	86%
2.	WBRB-FM	14%

★ CONSERVATIVE

1.	WJBK-AM-FM	37%
2.	WWJ-AM-FM (Tie)	24%
2.	WJR-AM-FM (Tie)	24%
4.	WQTE	15%

★ FOLK

1.	WDTM-FM	50%
Others	(WJR-AM-FM WXYZ-AM-FM (Sun. Nite) WQRS-FM)	50%

★ CLASSICAL

1.	WJR-AM-FM	48%
2.	WDTM-FM	30%
3.	WQRS-FM	18%
Others	(WABX-FM WWJ-AM-FM)	4%

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

Rank	Disk Jockey	Call Letters	% of Total Points
★ POP Singles			
1.	Bob Green	WKNR	30%
2.	Dave Shafer	CKLW	26%
3.	Tom Shannon	CKLW	19%
4.	Lee Alan	WXYZ	10%
5.	Dave Prince	WXYZ	8%
Others	(Frank (Swingin') Sweeney, WKNR; Marc Avery, WXYZ; Bud Davies, CKLW; Robin Seymour, WKNR; Joe Van, CKLW)		7%

BY TIME SLOT

Morning	1. Frank Sweeney, WKNR (Tie)
	1. Bud Davies, CKLW (Tie)
Mid-Morning	1. Marc Avery, WXYZ
	2. Robin Seymour, WKNR
Early Afternoon	1. Joe Van, CKLW
Traffic Man	1. Bob Green, WKNR
	2. Dave Shafer, CKLW
Early Evening	1. Tom Shannon, CKLW
Late Evening	1. Tom Shannon, CKLW

★ PROGRAM DIRECTOR, MUSIC DIRECTOR OR LIBRARIAN

(Most Co-Operative in Exposing New Records)

1.	John Gordon, CKLW	Program Director
2.	Frank Sweeney, WKNR	Music Director

★ TOP TV BANDSTAND SHOW

(Exposing Artists & Records)

Teen Town (Robin Seymour—CKLW-TV..Sat. 6-7 p.m.)	Swingin' Summer (Robin Seymour—CKLW-TV M-F 4:30-5:30 p.m.)	Club 1270 (D. Prince)—WXYZ-TV, Sun. 2:30-3:30 p.m.
--	--	--

★ R&B

1.	Ernie Durham	WJLB	44%
2.	Le Baron Taylor	WCHB	27%
3.	Bill (Butterball) Crane	WCHB	11%
4.	Joe Howard	WJLB	9%
5.	Bill Williams	WCHB	7%
6.	Danny Brooks	WCHB	2%

★ JAZZ

1.	Jack Sorell	WJLB	30%
2.	Ed Love (Tie)	WCHD-FM	19%
2.	Jim Rockwell (Tie)	WABX-FM	19%
4.	Ernie Durham (Tie)	WJLB	6%
4.	Joe McClurg (Tie)	WDTM-FM	6%
4.	Ken Bradley (Tie)	WCHD-FM	6%
Others	(Dick Crockett, WQRS-FM; Jay Roberts, WJR; Larry Dixon, WGPR-FM; Cady Beebe, WCHD-FM; Sporty Jones, WGPR-FM)		14%

★ COUNTRY

1.	Bill Samples	WEXL	68%
2.	(Sunny Jim) Mitchell	WEXL	20%
Others	(Dale Lewis, WEXL; Bill Mann, WEXL; Chuck Kirk, WEXL; John Mazur, WBRB-FM)		12%

STATIONS BY FORMAT

DETROIT: Country's 5th Radio Market (7 AM; 14 FM). 4 Contemporary, 2 Contemporary-Pop Standard, 1 Contemporary-Jazz-Foreign Language, 6 Pop Standard, 2 Conservative, 1 Country, 1 Country-Contemporary-Pop Standard, 1 Rhythm & Blues, 1 Rhythm & Blues-Religious-Foreign Language, 1 Jazz, 1 Classical-Folk-Jazz, 1 Classical-Jazz-Standard.

CKLW: 50,000 watts. A RKO General Broadcasting station. Music format: Contemporary. Highly identifiable air-personalities. Does not editorialize. Austin Grant is in charge of 10-man news dept. "Noon Edition," news, 12-12:10 p.m. M-F. "Evening Edition," news, 6-6:15 p.m. M-F. Gen'l mgr. Robert Buss. Send 5 copies of 45's and 2 copies of LP's to prog. dir. John Gordon, Guardian Bldg., Detroit, Mich. 48226.

CKLW-FM: ERP 250 watts. Music format: Contemporary. Simulcast with CKLW from sign-on till 7 p.m. Separately programmed from 7-9 p.m. Same address and personnel as CKLW.

WABX-FM: ERP 36,000 watts. Mid-State Network affiliate. Music format: Pop Standard. Editorializes monthly. Special programming: Waterford Auto Racing, Detroit Pistons basketball and Mackinac Boat Races in season. "For Men Only," with Toni Barnes featuring interviews and commentary, 7-8 p.m. Sat. Bill Premin is in charge of news dept. 15-min. news at noon, 10-min. news at 8:25 a.m. & 5:30 p.m., 5-min. news at 8 p.m. Headlines on the hour between 12 & 5 p.m. daily. Gen'l mgr. Arthur Crawford. Send 3 copies each of 45's and LP's to prog. dir. John Small, 3307 David Stott Bldg., Detroit, Mich. 48226.

WBRB: 500 watts. A Malrite station. Music format: Contemporary-Pop Standard. Editorializes on issues affecting local community. Special programming: Mich. State, Roseville & St. Clement High School football in season. "Sound Off" 10:05-11 a.m. M-Sat. "Tradio" 5 times a day, M-Sat. "Rosie O'Grady Show" 9:05-10 a.m., 1:35-2 p.m. M-F. "Zingo" 11:15 a.m., 1:15 p.m. M-F. Frank Lee is in charge of 4-man news dept. 15-min. news, 8 a.m., 10-min. news, 12:05 p.m. M-Sat. Gen'l mgr. Charles H. Park, Jr. Send 3 copies each of 45's and LP's to prog. dir. David R. Woodling, Box 489, Mount Clemens, Mich.

WBRB-FM: ERP 30,000 watts. Music format: Country - Contemporary - Pop Standard. Simulcast with WBRB part of day. Same address and personnel as WBRB.

WCAR: 50,000 watts. Independent. Music format: Pop Standard. Does not editorialize. 5-min. sportcasts at 7:45 a.m., 3:45, 4:45 and 5:45 p.m. daily, 5-min. news on the hour, headlines on the half-hour. Gen'l mgr. H. Y. Levinson. Prog. dir. Jack Sanders. Send 1 copy each of 45's and LP's to Operations Desk, c/o WCAR, 500 Temple Ave., Detroit, Mich.

WCAR-FM: ERP 10,000 watts. Simulcast with WCAR.

WCHB: 1,000 watts. Independent. Music format: Rhythm & Blues. Highly identifiable air-personalities. Does not editorialize. Special programming: "Sunrise Jubilee," live music, 7-10 a.m. Sun. Bob Billups is in charge of 3-man news dept. 1 mobile unit. Western Union Traffic Reports. "Newsbeat 1440" 3:30-3:45 p.m. M-F. "Week in Review" 9-9:30 a.m. Sat. Gen'l mgr. Dr. Wendell Cox. Send 6 copies of 45's and 3 copies of LP's to prog. dir. Bill Williams, 32790 Henry Ruff Rd., Inkster, Mich.

WCHD-FM: ERP 34,000 watts. Music format: Jazz. Simulcast with WCHB 9 a.m.-5 p.m. M-F. Separately programmed 5 p.m.-1 a.m. M-F, 4 p.m.-1 a.m. Sat. & Sun. Same address and personnel as WCHB.

WDTM-FM: ERP 61,125 watts. Market I affiliate. Music format: Classical-Folk-Jazz. Editorializes occasionally. Special programming: "Promenade," interviews and commentary, 2-3 p.m. M-F. "Sports in Depth," with Roger Stanton featuring scores, interviews and commentary, 7-7:10 p.m. M-Sat. 15-min. news at noon & 5:45 p.m. M-F. 10-min. news at 11 p.m. M-Sat. Station mgr. & prog. dir. Merrill McClatchey. Send 3 copies of stereo LP's to prog. dir., 2002 Cadillac Tower, Detroit, Mich. 48226.

WERB: 250 watts. A Malrite station. Music format: Contemporary-Pop Standard. Editorializes regularly. Special programming: Michigan State and local high school football in season. "Sound Off" audience call-in show with Paul Winter, 10-11 a.m. M-Sat. "Rosie O'Grady Show" 9-9:30, M-F. Mark Stewart is in charge of 3-man news dept. 15-min. news 8 a.m. & 5 p.m., 30-min. news, weather and stock reports at noon, daily. Gen'l mgr. David Millan. Send 2 copies each of 45's and LP's to prog. dir. Vic Caputo, Box 2164, Livonia, Mich.

WEXL: 1,000 watts. Independent. Music format: Country. Does not editorialize. Special programming: "Listen Ladies" with Dale Lewis, 10:27-10:30 a.m. M-F. "Sport Scope," 5 times daily with Norm O'Neil who is also in charge of news dept. 4 mobile units. News at 55, headlines at 27 past the hour. Gen'l mgr. Gordon A. Sparks, Sr. Send 3 copies each of 45's and LP's to prog. dir. Bill Samples, Box X-100, Detroit, Mich.

WOMC-FM: ERP 214,000 watts. Music format: Pop Standard. Send stereo copies of LP's to prog. dir. Gordon Sparks, Jr. Other personnel and address same as WEXL.

WGPR-FM: ERP 39,000 watts. Independent. Music format: Contemporary-Jazz-Foreign Language. Negro-oriented programming. Spanish and Polish language show aired regularly. Bob Longwell is in charge of news dept. 2 mobile units. Headlines on the Hour. Gen'l mgr. Bob Longwell. Send 12 copies of 45's and 4 copies of LP's to prog. dir. Sporty Jones, Park Shelton Hotel, Detroit, Mich.

WJBK: 10,000 watts. A Storer Broadcasting Co. station. Mutual affiliate. Music format: Pop Standard. Editorializes daily. Special programming: "That's Show Business," Hollywood interviews and gossip with Shirley Eder, 12:10-noon M-F. "The Grouch Club," featuring comedy LP cuts 7:45 a.m. M-F. "Sound-track," with original cast and TV & movie soundtrack LP's 6-7 p.m. M-Sat. Spectaculars featuring artist interviews and music aired once a month on Sun. 6-7 p.m. Robert C. King is in charge of 5-man news dept. Mobile units, short wave and "Beepers." "Total Information News," 15-min. at 7, 8 a.m. 4, 5 p.m. and 10 min. at noon, M-F. Gen'l mgr. Harry R. Lipson. Send 2 copies of LP's to prog. dir. John M. Grubbs, 7441 Second Blvd., Detroit, Mich. 48202.

WJBK-FM: 30,000 watts. Simulcast with WJBK.

WJLB: 1,000 watts. A Booth Broadcasting Co. station. Music format: Rhythm & Blues-Religious-Foreign Language. Negro oriented programming. Highly identifiable air-personalities. Editorializes occasionally. Special programming: "Women's Hour," with Jan Fore-

(Continued on page 41)

Speaking of
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Country Has Come Of Age: WISZ Mgr.

BALTIMORE—For a while, folk music was a fad—then the so-called British sound became the "in" type of music. But now "maybe it's time for country music to make it big—to hit the top of the popular charts," said WISZ general manager Charlie Doll.

Last year, WISZ Radio, an AM-FM simulcast station located in Glen Burnie about five miles from Baltimore, decided to put its good music programming on the shelf at night and try country music 6 p.m. to 6 a.m. Mostly, the station switched to nighttime country because of two factors: It was difficult to fight the big guns in good music located in Baltimore, especially since WISZ was only 500 watts on AM. Second, the field was virtually open, according to Doll.

But after two months of nightly country music, one thing was clear to the station—the 2 million people in the Baltimore area were ready for more country music than they were getting. Too, said Doll, "the country music we played was so successful with the sponsors we had no other choice but to go full-time with it." The station went full-time country music last Oct. 7.

The power of the station's switch was felt, Doll said, when about 10 local clubs either started featuring live country music or changed from the type of music they featured to country music groups.

Among the DJ staff on WISZ is Wally Horton, who used to play guitar for the late Hank Williams. With his own band, the Playboys, Horton performs in local clubs about three or four nights a week, according to Doll.

Doll said the country music

KLEE Goes To Country

OTTUMWA, Ia.—Rock 'n' roll music "was for the birds," said Dwaine Pearson of KLEE Radio. "This is basically a rural market." So, on July 4, the station changed formats, dropping rock 'n' roll entirely and going full-time country.

KLEE, on the air since August of 1954, began a country music experiment about 10 months ago. At that time, said Larry L. Shepard, general manager, the station broadcast about 50 per cent country music. The potential audience is half a million in Southern Iowa and Northern Missouri.

One of the station's DJ's is Smilin' Ed Muchow, a country artist who has his own country music band. Other DJ's are Larry Stout and Neil (Cuzz) Ingle. Plans call for the station to sponsor country music shows in the near future.

WCOF Format

NASHVILLE — Station WCOF, daytimer at Immokalee, Fla., has gone to a 95 per cent country and gospel music station. Deejay Doug Bruner spins from 6 to 9 a.m. and from 3:30 to 5 p.m. Ray Gray is heard from 12:30 to 2:30 p.m. and 5 to 6 p.m. Bruner said: "We are badly in need of current country singles."

July 17, 1965, BILLBOARD

format on WISZ received full support from the major record companies and distributors. "I guess we must be good at promoting records because we receive them from all the major labels. We get tremendous assistance from the record companies and we do all we can to give them exposure."

WISZ, Inc., which owns WISZ, is planning to launch a new radio station in the Norfolk, Va., area. Doll is going down there to study the market in order to determine the new station's programming.



BACKSTAGE OF WASHINGTON'S Shady Grove Music Fair proved to be a gathering place for, from left, Columbia Records artist Tony Bennett, Epic Records' Bobby Hackett, WWDC Radio personality Fred Knight, and Reprise Records' Duke Ellington. Ellington's son Mercer is in background

KRGI Hosts Teen Party

GRAND ISLAND, Neb. — Radio Station KRGI threw a very successful end-of-school party for local teen-agers—sort of their own effort to prevent high school dropouts, combined with effective station promotion. Held at a local drive-in theater, the party featured a battle of the bands between two local groups, the Elecktras and the Kickouts. An Elvis Presley movie followed.

The entire event was free to the 1,400-plus teen-agers who attended; the station sold the party to 10 local businesses, who, in turn, received spots and mentions during the show. In

addition, the radio station gave away albums and singles. Dick Hogan, who emceed the battle of the bands at the party, later broadcast some of the battle on his "Night Train" show over KRGI.

Hogan said, "We were well pleased with the turnout. All in all, it was pretty successful." The station programs up-tempo middle-of-the-road to light rock music during the day, with three solid hours of straight rock music Monday through Friday. Hogan said the station needs pop records. "Our service is not the best," Hogan said. "Any records received will be appreciated. They all will be auditioned carefully."

STATIONS BY FORMAT

• Continued from page 40

man, 10:30-11:30 a.m. M-F. "Southland Spirituals," with Bristoe Bryant 8:30-11:30 a.m. Sun. "WJLB Open Line," with George White, 9:25 a.m. & 4:25 p.m. Tues. & Thurs. "Pennington & Friends," with Charles Pennington, 10:30-11 p.m. Sat. George White is in charge of 6-man news dept. 2 complete remote news units. Regular 5-min. newscasts. Ethnic groups featured in programming are: Polish, German, Greek, Italian, Ukrainian, Armenian, Arabic (Syrian/Lebanese), Rumanian, Lithuanian, Maltese and Hungarian. Gen'l mgr. Thomas J. Warner, prog. dir. Richard J. Desautel. Send copies of 45's and LP releases to individual air-personalities, c/o WJLB, 3100 Broerick Tower, Detroit, Mich. 48226.

WMZK-FM: ERP 20,000 watts. Music format: Conservative. Same address and personnel as WJLB.

WJR: 50,000 watts. A Capitol Cities Broadcasting station, CBS affiliate. Music format: Pop Standard. Editorializes occasionally. Special programming: Detroit Tigers baseball (day & night games), Detroit Lions and Mich. State football in season. "Focus," interviews and music with Jimmy Lounce and Lee Murray, 12:15-12:55 p.m. M-F. "Kaleidoscope," with Mike Whorf, 10:05-11 p.m. M-F. "Adventures in Good Music," classical music show with Karl Haas, 10:10-11 a.m. M-F. Frank Tomlinson is in charge of 5 man news dept. 1 mobile unit. News on the hour. Gen'l Mgr. Daniel B. Burke. Prog. dir. S. Kirby Ayers. Send 2 copies each of 45's and LP's to rec. lib. Harold Lake, c/o WJR, Fisher Bldg., Detroit, Mich.

WJR-FM: ERP 24,000 watts. Simulcast with WJR.

WKNR: 5,000 watts. A Knorr Broadcasting Corp. station. Music format: Contemporary. Does not editorialize. Special programming: "Project Detroit," local news show, 10:30 p.m. Sun. Philip Nye is in charge of 6-man news dept. 2 mobile units. Regular 5-min. newscasts. Gen'l mgr. Walter Patterson. Prog. mgr. Frank Maruca. Send 10 copies of 45's and 3 copies of LP's to music dir. Frank Sweeney, 15001 Michigan Ave., Dearborn, Mich. 48121.

WKNR-FM: ERP 7,100 watts. Simulcast with WKNR.

WQRS-FM: ERP 28,500 watts. Independent. Music format: Classical-Jazz-Standard. Special programming: "Mosaic" 8-11 a.m. M-F. "An Informal Afternoon With Edwin Ahearn"

1:30-4 p.m. M-F. BBC World Service News, 11 a.m. M-Sat. Gen'l mgr. John Detz. Send 2 copies each of 45's and LP's to prog. dir. Edwin Ahearn, 1414 Schools Center Bldg., Detroit, Mich. 48202.

WQTE: 500 watts. Independent. Music format: Conservative. Editorializes occasionally. Special programming: "Thoroughbred Racing" race results, 6:15-6:20 p.m. M-Sat. "Harness Highlights" race results, 4:15-4:20 p.m. M-Sat. Jerry Bennett is in charge of 3-man news dept. Regular 5-min. newscasts. Gen'l mgr. Richard E. Jones. Prog. dir. Irv Laing. Send 2 copies of LP releases to mus. lib. Tom Jones, The Whittier Hotel, Detroit, Mich. 48214.

WWJ: 5,000 watts. NBC affiliate. Music format: Pop Standard. Does not editorialize. Special programming: Univ. of Mich. football & basketball and Redwing hockey in season. "Ask Your Neighbor," audience call-in show with Bob Allison featuring household hints, 10-12 noon M-F. "News Line," human interest stories, news with Marty McNeeley, 3-6 p.m. M-F. "Hour of Information," stock reports, news, weather and commentary, 6-7 p.m. M-F. "Phone Opinion," call-in show featuring Topic of the Day, 7:05-8:30 p.m. M-F. Jim Clark is in charge of 14-man combination TV and radio news dept. 2 mobile units. NBC news on the hour, followed by local news. 15-min. news at 8 a.m., noon, 6 & 11 p.m. daily. Gen'l mgr. James Schlavone. Prog. mgr. Dick Lamoreaux. Send 2 copies each of 45's and LP's to ass't prog. dir. Tom Kennedy, 622 La Fayette Bldg., Detroit, Mich. 48231.

WWJ-FM: ERP 50,000 watts. Simulcast with WWJ.

WXYZ: 5,000 watts. ABC affiliate. Music format: Contemporary. Editorializes twice a week. Highly identifiable air-personalities. Special programming: "Don McNeill Breakfast Club" 10-10:55 a.m. M-F. "Lou Gordon Comments," 2-min commentary, 6:25, 9:25 a.m., 12:05 p.m. M-W-F. "Call Board-Dick Osgood," drama critic with interviews, 9:30-10 a.m. Sun. Al Koski is in charge of 12-man news dept. Mobile units, Mini-Tape. "Morning Report" 6:55-7:05 7:55-8:05 a.m. M-F. "Assignment the World," 1½ hrs. of news, sports, business, show world and special reports, 5:45-7:15 p.m. M-F. Gen'l mgr. Charles D. Fritz. Send 4 copies of 45's and 2 copies of LP's to prog. dir. Bruce Still, 20777 W. Ten Mile Rd. Detroit, Mich. 48219.

WXYZ-FM: ERP 27,000 watts. Simulcast with WXYZ.

KAYO Closing in on Seattle Championship

SEATTLE—A country music radio station, you say, could never make it to the top of the ratings in a major market? Well, don't bet on it. Because, as the result of a rating battle brought about when KOL launched a Top 40 format (as reported by Billboard July 10) against the king of the rock 'n' roll outlets, KJR, the path to the top may be paved for country music station KAYO.

Bobby Wooten, program di-

rector of KAYO, said that KAYO has consistently been among the top three radio stations in ratings since the station started playing country music 24 hours a day in April, 1963. Now, because of the ratings battle between the two rock 'n' roll stations, the April-May Pulse showed KAYO a solid No. 2, said Wooten.

KOL, with the stimulus of strong promotion stunts and a new roster of air personalities,

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 18, 1960

1. I'm Sorry, Brenda Lee, Decca
2. Alley-Oop, Hollywood Argyles, Lute
3. Everybody's Somebody's Fool, Connie Francis, MGM
4. Only the Lonely, Roy Orbison, Monument
5. Because They're Young, Duane Eddy, Jamie
6. That's All You Gotta Do, Brenda Lee, Decca
7. Mule Skinner Blues, Fendermen, Soma
8. When Will I Be Loved, Everly Brothers, Cadence
9. Tell Laura I Love Her, Ray Peterson, RCA Victor
10. Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini, Brian Hyland, Leader

R&B SINGLES—5 Years Ago July 18, 1960

1. A Rockin' Good Way, Dinah Washington-Brook Benton, Mercury
2. There's Something on Your Mind, Bobby Marchan, Fire
3. This Bitter Earth, Dinah Washington, Mercury
4. Wonderful World, Sam Cooke, Kent
5. Sticks and Stones, Ray Charles, ABC-Paramount
6. Heartbreak (It's Hurtin' Me), Jon Thomas, ABC-Paramount
7. Alley-Oop, Hollywood Argyles, Lute
8. Question, Lloyd Price, ABC-Paramount
9. I'm Sorry, Brenda Lee, Decca
10. A Woman, a Lover, a Friend, Jackie Wilson, Brunswick

POP SINGLES—10 Years Ago July 16, 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. Something's Gotta Give, Sammy Davis, Jr., Decca
10. It's a Sin to Tell a Lie, Somethin' Smith & the Redheads, Epic

POP LP's—5 Years Ago July 18, 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. Mr. Lucky, Henry Mancini, RCA Victor
6. Theme From a Summer Place, Billy Vaughn, Dot
7. Encores of Golden Hits, Platters, Mercury
8. Can Can, Soundtrack, Capitol
9. Lanza Sings Caruso—Caruso Favorites, Mario Lanza-Enrico Caruso, RCA Victor
10. Sixty Years of Music America Loves Best, Various Artists, RCA Victor

including a Britisher, began programming Top 40 on June 1. What now makes the Seattle market definitely unusual is that the town has four radio stations, according to Wooten, that program nothing but country music — KAYO, KTW, KTW-FM and KBLE-FM.

KAYO's success with programming country music, Wooten said, is, first, the music. The station also has strong air personalities and promotes country music stageshows about four or five times a year that features name artists.

The ratings impact of stations such as KAYO, Wooten said, contains a message for other radio stations across the nation: "In every major market there are radio stations at the bottom of the heap. They are learning that a change to country music programming, properly done, can make their radio station a major contender in the market."

Wooten added that to merely start playing country music is

Hermits Set At Rose Bowl

HOLLYWOOD—One of four Los Angeles rock 'n' roll stations is seeking to increase its popularity with the teen-agers by sponsoring a clamorous sound concert at the Rose Bowl football stadium.

KFWB will treat the teen-agers to an all-star rock show featuring Herman's Hermits Aug. 7. It will mark the first appearance for the English group on the West Coast, and the first time a concert has been staged in the Rose Bowl.

The Bowl seats 100,000, and the tickets will go on sale for \$1. The station plans a major promotion drive with numerous spots throughout the day on all programs.

not enough. "It must be properly programmed with good knowledgeable personalities and good promotion."

NEWPORT STANDOUTS — (From top to bottom) Frank Sinatra belts the ballads, backed by Basie. Joe Williams, a perennial Newport favorite, shouts the blues. Herbie Mann flaunts the flute and gets standing ovation. Dizzy Gillespie blows high to the sky and to the delight of his fans. Denny Zeitlin, one of the festival's surprise stars, plays a pensive tune. Buddy Rich, whose driving drums delighted the crowd, relaxes beneath a protective cymbal. (Photos by Charles Stewart.)



1965 Newport Festival a Top-

NEWPORT JAZZ FESTIVAL

• Continued from page 1

the more encouraging for jazz, itself—is the fact that this year's bash played to an especially knowledgeable well-behaved crowd. This must have been a disappointment to the more vampirish members of the press who kept writing more about police precautions and incipient riots than about the music.

New city regulations that prohibited sleeping on the beaches discouraged thrill-seekers. Thus, with the possible exception of Sunday night's concert, the majority of the attendees must be considered as truly interested jazz enthusiasts.

The Oscar Peterson trio was brilliant. The festival's star attraction, Frank Sinatra, made a dramatic helicopter entrance and exit, and tight security guards added excitement and color to the proceedings.

Sinatra, working with the Basie band under Quincy Jones' baton, put on a whale of a show, swinging solidly for an hour and five minutes through a batch of extremely well-prepared tunes. Apparently beaming his program at jazz fans, he concentrated more than ever on rhythmic numbers, romping enthusiastically with the high-swinging Basie band, which had brought back two Sinatra favorites, trumpeter Harry Edison and drummer Sonny Payne, especially for the occasion.

This was Sinatra's first appearance at a jazz festival—in fact his first in-person stint outside Las Vegas in a long time. He prepared his music well, with Jones rehearsing the band in California while Basie was making a movie, and then with Frank joining them in Chicago for a thorough run-through. Unfortunately there was no audio run-through with the p.a. system Sinatra had imported especially for his stint; had his sound reproduction been as superb as that of the rest of the festival, he might have scored an even more resounding success.

The festival's most spontaneous uprising had been ignited the night before by a magnificent set from Herbie Mann's octet. This was modern, yet extremely emotional jazz, strong on Latin jazz rhythms, replete with brilliant solos from Mann's flute and Dave Pike's vibraharp. The addition of two trombones gave Mann's music a new, exciting, "gutsier" sound, and by the time it had wrung the final bars from a highly emotional version of Ben Tucker's "Comin' Home, Baby," it had whipped the fans into such a state of frenzy that m.c. Mort Fega had to use all his persuasive tactic to get them first to calm down and then to sit down.

A similar rapport between audience and performers had developed Friday night when Dizzy Gillespie's Quintet swung through a dazzling set, this one also focused on Latin jazz beats, and like the Sinatra and Mann sessions, propelled by some superb pacing of numbers. Dizzy and saxist-flutist James Moody blew some fascinating solos, aided by a brilliant rhythm section. The set (it was the group's second in two nights, this time as a sub for the ailing Miles Davis) drew another standing ovation.

A smaller but equally enthusiastic crowd also rose to its feet

BACKSTAGE

Festival of Festivals

There will be great recordings available soon of the Newport Jazz Festival '65 because of some unique planning by Festival producer George Wein, the recording companies and the American Federation of Musicians. This year a recording crew from Columbia Records taped the event with the exception of the Count Basie-Frank Sinatra finale. Through a special arrangement with the American Federation of Musicians, recording companies will be able to bail out the tapes of their artists, and record fans the world over will be able to enjoy the "sounds of Newport '65." This arrangement solves the knotty problem of securing good location recordings of such an important event.

According to veterans of the Newport Jazz scene, Newport '65 was the biggest and best yet. It truly was a festival. Over 120 name musicians performed in seven beautifully programmed sessions. Just one session included Duke Ellington and his orchestra, Earl (Fatha) Hines, the Dave Brubeck Quartet, the Herbie Mann Octet and a jam session led by drummer Buddy Rich. The New York City Weather Bureau should put Buddy on their staff. He drummed up a beautiful rain shower. The crowd of 15,000 sat in the downpour and cheered Buddy on in his unbelievable effort. For an event such as this, which is staged outdoors, it is necessary to make elaborate plans for sound and lighting. Chip Stage Lighting of New York created the very special lighting moods, and Hanley's Sound Equipment Company of Medford, Mass., projected the musical nuances in a most effective manner. The recording crew co-ordinated their sound with the public sound system and did a very fine job.

Unfortunately the Frank Sinatra/Count Basie segment was not recorded because of the excitement and noise. However, there may be plans to record future in-person concerts of the Count Basie/Frank Sinatra performance.

If you missed Newport '65 we urge that you make your reservations early for 1966.

Hal B. Cook PUBLISHER

on Sunday afternoon at the conclusion of a brilliant piano display by pianist Denny Zeitlin. His melodic sense, exquisite use of dynamics and stupendous technique as well as his harmonic and rhythmic ingenuity affected everyone.

Sunday daytime session was probably the longest in the festival's history—and also one of its finest. In addition to Zeitlin, it featured a romping rhythmic display by guitarist Wes Montgomery, playing with Wynton Kelly's Trio, and a lovely, contemporary quiet, relaxed jazz mood set by the Stan Getz Quintet, with Getz and vibraharpist Gary Burton contributing notable solos. It wound up close to 6:30, almost four and a half hours after it had begun, with an interesting but unfortunately aborted appearance by alto saxist Lee Konitz, who tried, of all things, a "Jazz Sing-a-Long!"

'Workshop' Captivates

A much shorter but tremendously exciting session, "Drum Workshop," captivated a relatively small Saturday afternoon audience. Six percussionists, Louis Bellson, Art Blakey, Roy Haynes, Elvin Jones, Jox Jones and Buddy Rich displayed their often contrasting but always stimulating styles both in solo appearances and in several numbers during which they exchanged 4, 8 and 16 bar phrases. Thanks to Billy Taylor's expert moderating (he also played piano), the session came off as more than just another

series of drum solos. It was also marked with a refreshing display of rapport and obvious admiration among the drummers, with Rich's utterly fantastic drive and technique deservedly drawing the greatest plaudits.

Less reaction greeted the previous afternoon's performers, members of the jazz avant garde, who displayed their virtuosity and collection of far-out musical experiments in their usual cool, off-hand attitude. Their music was in sharp contrast with the previous night's which satisfied some of the older fans via the appearance of such veterans as Max Kaminsky, Bud Freeman, Pete Seeger and others, but which also included some of today's more understandable sounds via a subtle, swinging session by the Modern Jazz Quartet and some great blues shouting from Joe Williams.

Friday night, the jazz was harder, what with the presence of Art Blakey's group, the Thelonious Monk and John Coltrane Quartets, each of which blew its bop-derived sounds with much vigor but with little of the obvious enthusiasm, pacing and joi-de-vive that helped to make Gillespie the hit of the evening.

Jam Session

In addition to Mann on Saturday night, a swinging opening jam session was sparked by Rich's drums; a delightful if uneventful "safe" session was rendered by the Dave Brubeck Quartet; a rousing, romping set-to

was given by the veteran Earl (Fatha) Hines, who proved he's still one of the most infectious, talented, two-handed pianist on the scene, and a Duke Ellington appearance that was just starting to fall into a fabulous groove when Duke more graciously than wisely interrupted proceedings to present a South African girl singer he'd discovered. After the lull the band was never again able to generate the steam it had built before.

Another imported singer, Tokyo's vivacious Mieko Hirota, also tried to captivate the crowd with equal lack of success. Starting off promisingly, she gradually deteriorated into cuteness first, then confusion as she and her musicians were stymied by language difficulties.

Producer George Wein, who has been decrying the lack of good, available American girl jazz singers, doubtlessly had hoped to uncover a discovery. For the try he can be commended. But it makes one wonder why there is not more experimenting of another sort — among the already tried-and-true jazz performers. Certainly a festival of this sort would make an ideal setting for the introduction of not just new artists but also a new combination of performers, as well as the introduction of new musical works.

Now that the Newport Jazz Festival has established itself more firmly than ever on a financial basis, it might be a good time to concentrate on even more creativity. Perhaps some of the profits could be put into the commissioning of new works, into the time required for rehearsing them, as well as into the preparation of unusual, stimulating performances by various combinations of jazz artists.

Wein, himself, is a very knowing and sympathetic jazz impresario, respected and trusted by his artists. And as a jazz musician himself (he plays excellent piano), he must recognize the importance of both proper preparation and stimulation on the part of the performers. Were the Newport Jazz Festival to invest some of its gains into the preparation and production of even greater concerts, it would not only be doing a great service to the cause of jazz and its musicians, but it could also lead the way to even greater and more successful Newport Jazz Festivals in the years ahead.

ASTRONAUTS PLEASE COPY

NEWPORT, R. I. — One of the fastest commuting schedules on record was completed by Frank Sinatra on the night of his Newport concert here. With a helicopter waiting with motor running to whisk him from the field before the echo of his final note had died away, and his own private jet standing by in nearby Providence, the Chairman of the Board completed the trip from the Jazz Festival stage to his ever-lovin' New York night spot, Jilly's, in 59 minutes—even before some of his exiting fans could reach their cars!

BILLBOARD, July 17, 1965

Drawer Classic

Wein: Dynamic Impresario

By GEORGE SIMON

Behind the scenes at every Newport Jazz Festival, a solidly built, partially bald, energy-filled dynamo almost single-handedly runs the show, routing the acts, corraling the musicians and always seemingly having himself a ball.

He is George T. Wein, who since 1954 has produced all except one of the Newport Jazz Festivals and who during the past five years has established himself firmly as the world's foremost producer of jazz packages.

Unlike most other impresarios, this flashy-eyed, ever-bustling Bostonian not only loves the music which he presents but also participates actively in it. For Wein is a jazz musician, a good jazz musician, who plays a piano much in the style of his boyhood idol, Earl (Fatha) Hines, who has appeared at numerous concerts in his piano-player role (no Newport Festival is complete without at least one Wein performance), and who has made recordings not only as a pianist but also as a singer.

His interest in jazz began at an early age. When he was six he was quite proficient on the piano; by the time he was in junior high school he was leading his own band. Frequently his parents, his father is a noted Boston surgeon, still attend every Newport concert.

From Newton High School George went to Boston University, where he continued both his scholastic and jazz development. He eventually opened the Storyville Club in Boston, named after the famous section of New Orleans where early jazz had flourished. At the same time he started teaching a course in jazz at Boston University.

One of Wein's pupils was Elaine Lorillard, then married to one of the Lorillard Tobacco family. Together she and Wein hatched the idea of a jazz festival. Newport would be an ideal setting. So in 1954, in the Newport Casino, the first Newport Jazz Festival was born.

In those days, Wein produced just one festival a year. Meanwhile he continued with the club and also branched out into the recording field with his own label, also called Storyville, which featured various kinds of jazz as well as several singers who were jazz-oriented. He even found time to write a jazz column for the Boston Herald.

But gradually, as the festival grew, Wein's problems grew too. Jazz night clubs were having tough times, just as they are today, and Wein attributed the demise of his Storyville to the "completely unrealistic" prices that agents were demanding. Today this price structure remains one of his prime gripes—not because he is called upon to pay his Newport acts well (he can now afford the prices) but because he feels that the entire cause of jazz and its musicians and of the very development of the music itself has been tremendously hurt by the high cost of survival imposed upon clubs throughout the land.

Several years ago beer-guzzling kids wrecked his Newport Festival. Apparently Newport was through. But the following year a veteran promoter, Sid Bernstein, decided to see if he could restore law and order and music. There were steel-helmeted policemen everywhere; they were tough; the kids knew it and the festival came off without any more rioting.

With the job over, Bernstein bowed out. "The Newport Jazz Festival," he told friends, "belongs to George Wein. It's his baby."

The next year there was another Newport Jazz Festival. And from the looks and sounds of things, Wein should be taking care of his "baby" for many more years to come.

ATLANTIC HOPS TO IT TO RELEASE SESSION BY MANN

NEWPORT, R. I.—Herbie Mann's brilliant performance at Newport will be released in a few weeks by Atlantic Records. Despite the fact that the session contains some works previously recorded by Mann, the caliber of the performances and the crowd reactions were so exciting that Nesuhi Ertegun, Atlantic's vice-president who was on the scene, decided to press the release as quickly as possible.

The Dennis Zeitlin set will be part of the next Zeitlin album to be released in November by Columbia, according to John Hammond, who has supervised the pianists recording career.

The Archie Shepp and John Coltrane performances have been scheduled for October or November releases on Impulse, according to Bob Thiele, a&r chief at ABC-Paramount.

All performance at the festival, except the Sinatra and Basie segments (Sinatra permitted no recording and few photos), were taped by a Columbia Records crew of Bob Hughes, Frank Bruno and Edward (Buddy) Graham in conjunction with the American Federation of Musicians. However, none of the tapes will be delivered directly to the companies involved. Instead, they will remain in possession of the AFM at the union's national headquarters. Companies desiring to release recordings of the concert must make arrangements directly with the AFM for delivery of the required tapes.

TOP SELLING RHYTHM & BLUES SINGLES

SPECIAL SURVEY for Week Ending 7/17/65

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)	10	21	22	PLEASE DO SOMETHING Don Covay, Atlantic 2286 (Cotillion-Vonglo, BMI)	6
2	2	TONIGHT'S THE NIGHT Solomon Burke, Atlantic 2288 (Cotillion, BMI)	8	22	32	BABY, I'M YOURS Barbara Lewis, Atlantic 2283 (Blackwood, BMI)	4
3	3	YES, I'M READY Barbara Mason, Arctic 105 (Stillran-Dandelion, BMI)	11	23	17	NOTHING CAN STOP ME Gene Chandler, Constellation 149 (Camad, BMI)	15
4	5	OO WEE BABY, I LOVE YOU Fred Hughes, Vee Jay 684 (Customa, BMI)	9	24	13	I DO Marvelows, ABC-Paramount 10629 (Pamco-Yvonne, BMI)	10
5	6	SITTING IN THE PARK Billy Stewart, Chess 1932 (Chevis, BMI)	5	25	26	ONLY THOSE IN LOVE Baby Washington, Sue 129 (Brown, BMI)	2
6	4	WHO'S CHEATING WHO? Little Milton, Checker 1113 (Chevis, BMI)	6	26	19	SOMETHING YOU GOT Chuck Jackson & Maxine Brown, Wand 181 (Tune-Kel, BMI)	11
7	7	I CAN'T WORK NO LONGER Billy Butler, Okeh 7221 (Curtom, BMI)	6	27	29	BLUE SHADOWS B. B. King, Kent 426 (Arc, BMI)	6
8	12	IN THE MIDNIGHT HOUR Wilson Pickett, Atlantic 2289 (Cotillion-East, BMI)	4	28	28	I PUT A SPELL ON YOU Nina Simone, Philips 40286 (Travis, BMI)	3
9	9	WATERMELON MAN Gloria Lynne, Fontana 1511 (Hancock, BMI)	6	29	33	ONE MONKEY DON'T STOP NO SHOW Joe Tex, Dial 4011 (Tree, BMI)	3
10	10	HOLD ON BABY Sam Hawkins, Blue Cat 112 (Trio, BMI)	8	30	30	SOUTHERN COUNTRY BOY Carter Brothers, Jewel 745 (Dublin, BMI)	3
11	14	DO THE BOOMERANG Jr. Walker & the All Stars, Soul 35012 (Jobete, BMI)	5	31	27	YOU'LL MISS ME (When I'm Gone) Fontella Bass & Bobby McClure, Checker 1111 (Chevis, BMI)	5
12	8	I'VE BEEN LOVING YOU TOO LONG Otis Redding, Volt 126 (East-Time, BMI)	10	32	36	I'LL ALWAYS LOVE YOU Spinners, Motown 1078 (Jobete, BMI)	2
13	20	CANDY Astors, Stax 170 (East, BMI)	3	33	35	NO PITY (In the Naked City) Jackie Wilson, Brunswick 55280 (Merrimac, BMI)	3
14	18	RIDE YOUR PONY Lee Dorsey, Amy 927 (Jarb, BMI)	5	34	38	THE TRACKS OF MY TEARS Miracles, Tamla 54118 (Jobete, BMI)	2
15	16	MEETING OVER YONDER Impressions, ABC-Paramount 10670 (Chisound, BMI)	6	35	31	WOOLY BULLY Sam the Sham & the Pharaohs, MGM 13322 (Beckie, BMI)	5
16	11	I'LL KEEP HOLDING ON Marvelettes, Tamla 54116 (Jobete, BMI)	5	36	40	BUSTER BROWNE Willie Mitchell, Hi 2091 (Jec, BMI)	3
17	15	WELCOME HOME Walter Jackson, Okeh 7219 (Blackwood, BMI)	8	37	—	STORM WARNING Volcanos, Arctic 106 (Stillran-Dandelion, BMI)	1
18	34	IT'S A MAN DOWN THERE G. L. Crockett, 4 Brothers 445 (Fairshake, BMI)	2	38	39	THE LOSER Skyliners, Jubilee 5506 (Wemar, BMI)	2
19	37	IT'S TOO LATE, BABY (Too Late) Arthur Prysock, Old Town 1183 (Pry-Weiss, BMI)	2	39	—	PAPA'S GOT A BRAND NEW BAG James Brown, King 5999 (Lois, BMI)	1
20	21	AIN'T IT A SHAME Major Lance, Okeh 7223 (Curtom-Jalynne, BMI)	5	40	—	WHAT THE WORLD NEEDS NOW IS LOVE Jackie DeShannon, Imperial 66110 (Blue Seas-Jac, ASCAP)	1

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.

ARKANSAS
Jimmy McCracklin, Imperial 66116

CROSSROADS OF LOVE
Tony & Tyrone, Columbia 43292

HALLELUJAH
Invitations, DynoVoice 206

HAPPY FEET TIME
Montclairs, Sunburst 106

I'M A HAPPY MAN
Jive Five, United Artists 853

(I Can't Get No) SATISFACTION
Rolling Stones, London 9766

PRETTY LITTLE BABY
Marvin Gaye, Tamla 54117

STOP! LOOK WHAT YOU'RE DOING
Carla Thomas, Stax 172

TAKE ME BACK
Little Anthony & The Imperials, DCP 1136

YOU BETTER GO
Derek Martin, Roulette 4631

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

TOM REED, KPRS, Kansas City, Mo.
The In Crowd, Ramsey Lewis, Argo
Keep on Searchin', Candy and the Kisses, Scepter 12106
Down to Earth, Billy Eckstine, Motown 1077
We're Doing Fine, Dee Dee Warwick, Blue Rock 4027
LP—Soul Sounds, Three Sounds, Argo

JERRY BLAVAT, WHAT, Philadelphia
Storm Warning, Volcanos, Arctic 106
Down by the Ocean, Exceptions, Pro
Since I Lost My Baby, Temptations, Gordy 7043

JIMMY BYRD, WILD, Boston
You Better Go, Derek Martin, Roulette 4631
Only Those in Love, Baby Washington, Sue 129
Baby I Need You, Marsha Gee, Uptown 704
Arkansas, Jimmy McCracklin, Imperial 66116
LP—And I Love Him, Esther Phillips, Atlantic 8102 (M)

DICK (CANE) COLE, WLOK, Memphis
Possum Belly Overalls, June Bateman, Shaw
Willy Nilly, Rufus Thomas, Stax
LP—We're Gonna Make It, Little Mi'ton, Checker LP 2995 (M); LP 2995 (S)

EDDIE CASTLEBERRY, WVKO, Columbus, Ohio
Agent Oo Soul, Edwin Starr, Ric-Tic 103
I Submit to You, Slim and Ann, Port
We're Doing Fine, Dee Dee Warwick, Blue Rock 4027
The In Crowd, Ramsey Lewis, Argo
Moonglow & Theme From Picnic, Esther Phillips, Atlantic 2294
Do the 45, Sharpees, One-der-ful 4835

JIMMY (THE GATOR) LANG, WSOK, Savannah, Ga.
I Want to Be Loved, Enchanters, Loma
Papa's Got a Brand New Bag, James Brown, King 5999
You're Gonna Make Me Cry, O. V. Wright, Back Beat 548
LP—(If It Is) Only for Tonight, O. V. Wright, Back Beat

D. ROBERT SCOTT, WERD, Atlanta
Papa's Got a Brand New Bag, James Brown, King 5999
Talk About the Good Times, Soul Sisters, Sue 130
Willy Nilly, Rufus Thomas, Stax
Don't Let It End, Freddie Scott, Columbia 43316

CLIFTON (KING BEE) SMITH, KCOH, Houston
You're Gonna Make Me Cry, O. V. Wright, Back Beat 548
Dream Boy, Nella Dodds, Wand
Take Me for a Little While, Jackie Ross, Chess 1938
LP—A Double Header With Arthur Prysock, Old Town LP 2009 (M)

WILLIAM (BOY) BROWN, K-JET, Beaumont, Tex.
Papa's Got a Brand New Bag, James Brown, King 5999
You're Gonna Make Me Cry, O. V. Wright, Back Beat 548
Pretty Little Baby, Marvin Gaye, Tamla 54117
Beauty Is Just Skin Deep, Sweethearts, Kent
LP—Aretha Franklin/YEAH, Columbia CL 2351 (M); CS 9151 (S)

JACK WALKER, WLIB, New York
I Just Want to Be Your Girl, Tiffany's, Josie
Un-Wind the Twine, Alvin Cash & the Crawlers, Mir-V-Lus 6006
Drown in My Own Tears, Billy Preston, Vee Jay
I Knew It All the Time/Flip: T.C.B. (Take Care of Business), Little Buster, Jubilee

GEORGE TRUEHART, WDAO, Dayton, Ohio
Take Me for a Little While, Chess 1938
Sugar Dumpling, Sam Cooke, RCA Victor 8631
LP—Jr. Walker & the All Stars Play Shotgun, Soul 701

BILL JOHNSON, WUST, Washington
You Better Go, Derek Martin, Roulette 4631
It's My Turn Now, Carol Fran, Port
Dear John I'm Going to Leave You, Johnny Thunder, Diamond 185
If I Had My Life to Live Over, Lloyd Price, Monument 887
Since I Lost My Baby, Temptations, Gordy 7043
LP—Aretha Franklin/Yeah, Columbia CL 2351 (M); CS 9151 (S)

(PREACHER) PAUL ANTHONY, KUXL, Minneapolis-St. Paul
You Better Go, Derek Martin, Roulette 4631
Take Me for a Little While, Jackie Ross, Chess 1938
I Don't Care, Dizzy Jones, Blue Rock 4024
You'll Lose a Precious Love, Temptations, Gordy
LP—Behind the 8 Ball, Baby-Face Willette, Argo 749 (M)

audio / video retailer

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HAND IN HAND

Do Musical Instruments Help Boost Dealer's Record Sales?

By O. R. ALLEN

DALLAS — Does stocking musical instruments in a record shop have any effect on record sales? George Goldfarb and Jack Jacobs, co-owners of the Melody Shops in Dallas, say it does because people who play are interested in recording artists who play the same instruments.

And the same thing holds

true with regard to recorders, they add. "We feature a complete line of recorders, Columbia, Webcor and Ampex," Goldfarb said, "and they sell well. We sell many to musicians who come in originally to look at our line of band instruments."

Interviewed at his recently opened, plush, downtown location, Goldfarb explained that he and his partner, Jacobs, began

stocking band instruments at one of their suburban record shops.

At first this was strictly on an experimental basis, he pointed out. "People would come into the shops to buy records. They would ask where they could buy the particular instrument or instruments heard on the recordings. So we decided to stock instruments as well. The idea worked out so well that we did the same in our new downtown store."

Chain Grows

The chain of Melody Shops has grown with the years. There will be five Dallas stores when the newest opens at the end of July in Northpark Center, a Dallas suburb. The Northpark Center shop will also stock band instruments. Incidentally, this Northpark store will be located in the largest shopping center south of Chicago, proving that in the sale of records, like anything else, it pays to locate where the people are.

In addition to its other suburban location, Melody has three downtown locations—the newest being of the luxurious "Old English" variety.

Is there a trend to luxury-type record shops? Goldfarb is of the opinion that it depends on the location. "We decided on the theme of quiet luxury here because of our proximity to so many hotels. A lot of the trade is from people who are traveling, and they seem to get more into the buying mood when given plush surroundings."

Classics in Suburbs

Speaking of record sales at his different stores throughout the city, Goldfarb says that more classical recordings are sold in the suburbs.

"Two of our downtown stores
(Continued on page 45)



WAYNE HAMILTON AND GEORGE GOLDFARB show some of the musical instruments carried at their new downtown luxury record shop.



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NEW PRODUCTS

Highlights From the Music Show Emerson



Birch



One of 11 new Birch phonographs is the B101, featuring solid-state circuitry, AC and battery operation, four speeds, and automatic changer. The unit has a list price of \$39.95. Other phonographs in the line range from \$17 to \$150.

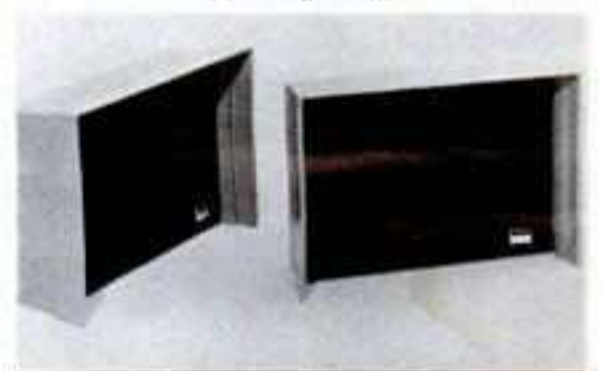
V-M



Four-speed manual monaural model 214 has dual sapphire styli, separate volume and tone controls, covered in red or blue pyroxylin and priced at \$27.50.

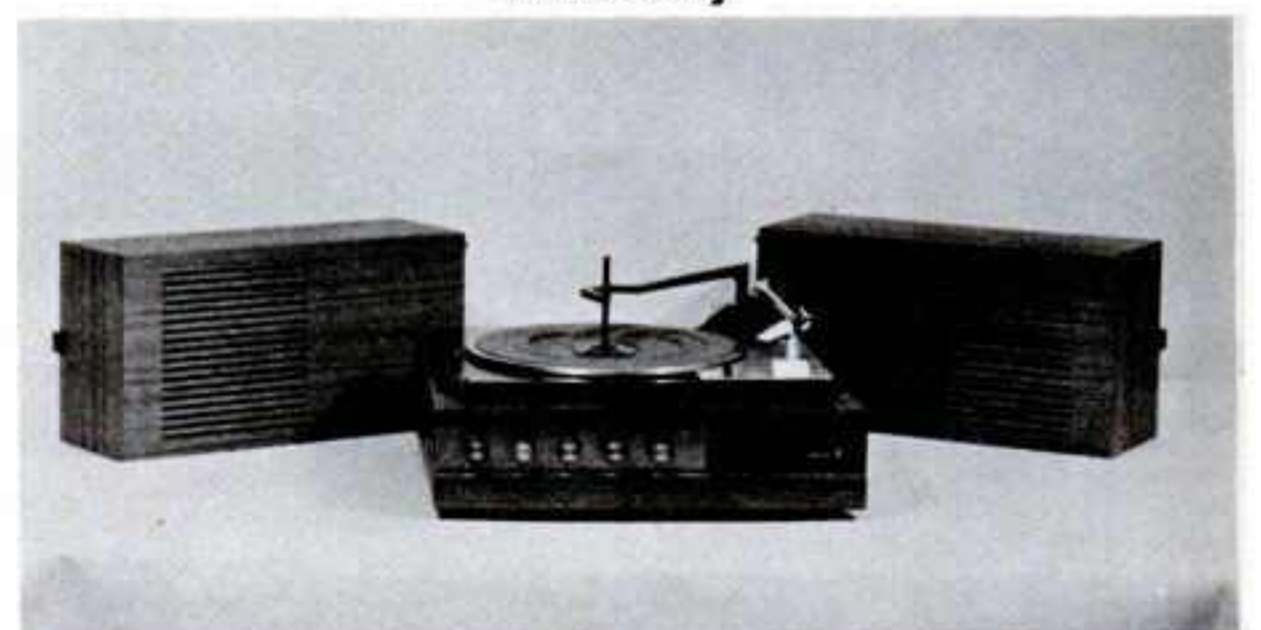
New from Emerson is this solid-state, tilt-down portable phonograph, with Garrard changer, dual channel amplifier, detachable speakers and spice tan or charcoal gray cabinet. List price is \$69.95.

Ampex



Portable speaker systems slide on and attach to any current model Ampex portable recorder, permitting the complete system to be carried and played anywhere. Model 813 contains a 6 by 9-inch extended range speaker giving response from 100 to 10,000 c.p.s. Encased in heavy-duty plastic with brown grille cloth, each unit has a 15-inch detachable cord. Price per pair is \$29.95. Higher performance 1113 speakers are priced at \$60 per pair.

Mercury



Danish modern component-type unit (AG4230) at \$229.95 represents a new high-end model for the firm. Unit 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.



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Ampex



Not likely to be found in every home (at least for a while), but certainly in the "home-entertainment-equipment-of-tomorrow" category is this video tape recorder console which starts in price at \$1,795. Table recorders start at \$1,095. Consoles include recorder, TV receiver (for regular TV reception as well), camera and related accessories.

Estey



A budget-priced (\$199.95) bass amplifier, especially designed for use with bass guitars. Has variable reverb, built-in tremolo, true-pitch change vibrato. Other models in the Magnatone Starlite line (manufactured by Estey) are priced at \$129.95, \$79.95 and \$59.95.

General Electric



Show-N-Tell radio-phono-viewer combines a radio with a phonograph-slide viewer and is now available with 135 Picture-sound programs. Unit lists for \$34.95. Another model for \$29.95. Programs are in the education and entertainment categories—especially designed for children.

Motorola



Priced at \$69.95, unit has stereo, float-down changer, separate tone, volume left and volume right controls, dual sapphire styli, two five-inch speakers, solid-state amplifier, polystyrene cabinet and fixed speaker wings.

Norelco



Fully illuminated floor stand display shows off the new Norelco line to full advantage. Unit is made of square chrome-plated tubing and has a lacquered display board. Price to dealers is \$35. Measures six and one-half feet high, three and one-half feet wide and two feet deep.

Do Instruments Help Sales?

• *Continued from page 44*

are located right in the heart of the business district," he said. "They get a lot of trade from office workers. We find that the Top 40 tunes and the better-advertised pop and jazz LP's go best."

As for the new store near the downtown hotels, a well-balanced trade is the rule. "People passing through town or visiting here represent all shades of musical taste and we find country and western, jazz, pop and classical all selling well."

No Gimmicks

Goldfarb wasn't too enthusiastic about special gimmicks to boost the sale of records. He said that very little of this promotion is used at his stores. "When we opened the new downtown spot we did have a 40 per cent discount sale for the first three days to get people to come in and get acquainted," he explained. "Other than that, though, the only gimmicks we use are polite, helpful sales people who know their business."

"In addition to top-notch sales people," Goldfarb said, "we find that the best business booster is to keep well-stocked record bins and to show a willingness to order records which might be temporarily out of stock."

Melody Shops also carry the largest selection of recorded tape music in the city. These tapes are good sellers, he said.

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PROMOTIONS**
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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:

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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 138, Glen Oaks Post Office, Glen Oaks, N. Y. Phone: Area Code 212-343-5881. jy24

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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

MISCELLANEOUS

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All types of new, unpublished songs available for recording. Unique production plan for Indie Labels and Producers.

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CALL PL 7-1664 OR WRITE TO
SONGWRITERS' ASSOCIATES, INC.
Prod. Dept., 236 W. 55 St., N.Y.C. 19

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

WANTED: USED PHONOGRAPH RECORD manufacturing equipment; about 6 to 10 years old; one 7" press that will press two 45's at once, one LP press and one album jacket laminating machine. Write Box 202, Billboard, 165 West 46th St., New York, N. Y. 10036. jy31

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INTERNAT. EXCHANGE—ENGLAND . . . ALL ENGLISH RECORDS RUSHED BY airmail. Beatles "Help" and "Beatles for Sale" albums. Dave Clark Five new film LP, \$6.15 each, airmailed. Stones "Live" EP, \$2.40 airmailed. John Lever, Gold Street, Northampton, England.

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WE SPECIALIZE

in a fast, efficient AIR MAIL SERVICE, rushing you the new American record releases you are interested in. Whether you are in Tokyo or Stockholm, just drop us a line for complete information:

AIRDISC, U.S.A.

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Please insert the following ad for _____ consecutive issues.

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BULK VENDING news

New York Vendors Win Tax Break Victory for 'Gumball Boys'

By RAY BRACK

ALBANY, N. Y.—Gov. Nelson Rockefeller Tuesday (6) signed into law a bill exempting dime-and-under vended items from the new State sales tax.

The new law will exempt from the 2 per cent State tax—to take effect Aug. 1—“... tangible personal property sold through vending machines at 10 cents or less, provided the retailer is primarily engaged in making such sales and keeps records satisfactory to the State tax commission.”

Of primary benefit to the bulk vending industry, the new bill will also exempt dime-and-under transactions from optional municipality sales tax levies legalized by the State's new sales tax law. The law empowers cities to collect up to 3 per cent for

themselves in addition to the 2 per cent garnered by the State. New York City will commence collecting the 5 per cent limit on August 1.

Bi-Partisan Support

Introduced in the State Senate in May through the offices of Roger and Harold Folz, trade leaders from Oceanside, N. Y., the exemption bill gained bi-partisan support, passing the Senate unanimously on June 8 and clearing the Assembly overwhelmingly on June 23, the final day of the legislative session.

The exemption represents a resounding victory for the Folz brothers, who have dedicated themselves virtually full time during the past 10 weeks to familiarizing key State Agency heads and all State legislators with the unique aspects of the bulk vending business.

“We had to show them that our machines are different from the big, soft drink and food machines,” said Roger Folz, who is president of the New York Bulk Vendors Association.

The Folz brothers so haunted the halls of the Legislature here that they became known to legislators and aids alike as “the Gumball Boys.”



THE “GUMBALL BOYS,” Harold and Roger Folz, Folz Vending Co., Oceanside, N. Y.

Indeed, in demonstrating to the legislators the penny nature of their business, the Folz brothers distributed ball gum and charms to every member of the Assembly.

Consumer Tax?

When passed, the original sales tax law was seen as a tax on the consumer, but subsequent

interpretation by State tax officials threatened the vending industry with a gross tax on receipts. The tax law covered a wide range of products and services, including candy and confections.

The Folz brothers, with the backing of the New York trade association, contended that their proceeds were not subject to the tax because of the impossibility of collecting same from the consumer.

Had the interpretation held up and the trade-backed exemption law failed in passage, bulk vendors would have paid an estimated \$60,000 annually in additional taxes.

Bulk Banter

MISSOURI

Bernard Bitterman, recently elected secretary-treasurer of NVMD, and who with his partner-son, Alan, operates Bitterman & Son Distributors at 4711 E. 27th Street in Kansas City, Mo., feels that several charm manufacturers may follow the Glob trend with other capsule-performing product.

Globs, by the way, have been one of the several pace-setting items for the Samuel J. Phillips Co.

Over in St. Louis, Sam Phillips at the Samuel J. Phillips Co., reports that George Chapman of Granite City, Ill., W. H. Hill from E. St. Louis, and Nat Bramowith and Bob Rymer from here in the city were among several vendors in lately reporting good action on a variety of items.

(Continued on page 54)

AN 'EXCELLENT PRECEDENT': NVA MITCHELL

CHICAGO—Commenting on the sales tax exemption law won by New York vendors last week, National Vendors Association counsel, Don Mitchell, said: “The New York victory sets an excellent precedent. I'm sure the effects of the victory will be felt throughout the country for years to come.”

Mitchell noted that the New York action was “a continuation of the successful legislative efforts that NVA has championed for many years. As we have preached for a long time: a local problem can best be handled on the local level by an effective local group, with the counsel of the national association.”

The NVA attorney added, “We are extremely proud of the job that Roger and Harold Folz have done.”

SAVE TIME AND MONEY
BUY EPPY CHARMS,
CAPSULES and RINGS
AT LOW, LOW, FACTORY PRICES

SPECIAL TODAY
20 FREE DIMENSIONAL
1c LOOK DISPLAY FRONTS
with 175 Assorted Gimmik Charms

all for \$6.00 per M
FOB, Jamaica,
N.Y.

Packed 5,000 charms to a bag

EPPY
CHARMS INC.
91-15 144th Place, Jamaica 35, N.Y.

NORTHWESTERN Model 60 Bulk-Pak

Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM,

the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption.

Bulk loading.
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520 Second Ave., North Birmingham, Alabama
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BUILT FOR BUSINESS!

MARK-BEAVER

Bulk Vending Machines

Full of built-in advantages for longer life and greater profits.



C. V. (Red) Hitchcock,
President

1319 LEWIS STREET
NASHVILLE, TENNESSEE
PHONE: 615 256-4148
(Distributor areas available throughout the world)

NEW VICTOR V-2, 25¢ SPACE VENDOR

BOTH VENDOR AND 200 QUALITY FILLED V-2, 25c CAPSULES AVAILABLE AT A SPECIAL introductory offer

of only \$49.50

Included at no extra charge with each vendor is a colorful top sign and skin packed display front.

Machine returns \$50.00 when empty (25c per capsule times 200). Ever hear of a better money-maker to supplement your route?



Order today and take advantage of this special introductory offer.

LOGAN DISTRIBUTING, INC.

1850 W. Division Street Chicago, Ill. 60622
HU 6-4870 Area Code 312



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
2753 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. Converted for 100 ct. B.G. 6.50
Atlas 1¢ & 5¢ 100 Ct. Ball Gum. 12.00
Mills 1¢ Tab Gum 12.00
Acorn 8 lb. Globe 10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red \$.77
Pistachio Nuts, Jumbo Queen, White70
Cashew, Whole80
Cashew, Butts76
Peanuts, Jumbo45
Spanish22
Mixed Nuts57
Baby Chicks35
Rainbow Peanuts32
Bridge Mix36
Boston Baked Beans32
Jelly Beans32
Licorice Gems32
M & M, 500 ct.48
Hershey's47

Rain-Bio Gum, 72 ct. \$.32
Malt-ette, 100 ct., per 10035
Rain-Bio Ball Gum, 140 ct., 170 ct., 210 ct.32
Rain-Bio Ball Gum, 100 ct.34
300 lb. minimum prepaid on all Rain-Bio Ball Gum.

Adams Gum, all flavors, 100 ct. .45
Wrigley's Gum, all flavors, 100 ct. .45
Beech-Nut, 100 ct.45
Hershey's Chocolate, 200 ct. 1.30
Minimum order, 25 Boxes, assorted.

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.

Everything for the operator. One-third Deposit, Balance C.O.D.

MODEL 60 BULK-PAK



The popular Model 60 . . . now adapted to vend wrapped confections. Write for circular and prices.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.
MOE MANDELL
446 W. 36th St., New York 18, N. Y.
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ACORN
The World's Most Profitable Vendors!

We have the largest variety of all types of Acorn vendors in stock.

HEADQUARTERS FOR CHARMS, STANDS, RACKS, GUM, NUTS, GLOBES, PARTS AND SUPPLIES FOR ALL VENDING MACHINES. WRITE FOR COMPLETE CATALOG OF NEW AND RECONDITIONED MACHINES AND SUPPLIES.

• RAKE •
COIN MACHINE EXCHANGE
1214 W. Girard Ave.
Philadelphia, Pa. 19123
(215) Center 6-4493

\$2 Million Oak-Southern Acorn Contract

May Be Biggest Deal on Record

CHARLOTTE, N. C.—Southern Acorn Sales of Charlotte has signed a contractual agreement to buy \$2 million worth of bulk vending machines from Oak Manufacturing Co. over the next eight years.

Herbert S. Goldstein, national sales manager for Oak, said it is believed to be the largest single contractual arrangement from the standpoint of dollars involved in the history of bulk vending.

Goldstein was in Charlotte Monday (5) to sign the agreements with Lee Smith and Jack Thompson, partners in Southern Acorn Sales.

The agreement calls for Southern Acorn Sales to purchase



LEE SMITH



HERB GOLDSTEIN



JACK THOMPSON

\$250,000 worth of the latest model Vista cabinet machines each year for the next eight years.

Banks and financial institutions throughout the country are participating in the financial arrangements.

Southern Acorn Sales' program of development calls for involvement with both commercial and sponsored machines. The sponsored machines will be placed in co-operation with associations for retarded

children in the multi-state development program.

Franchises

Smith said Southern plans to establish franchised territories throughout its sales area and rent machines to operators.

"This will eliminate capital investment at the operator level and allow the franchised operator to use his cash resources for the purchase of resaleable merchandise from the parent company," Smith said.

Thompson pointed out that

this arrangement will give the operator a greater volume capacity.

"The issuance of a franchise will be conditional upon the operator becoming a member of the Southeastern Bulk Vendors Association, the regional affiliate of the National Vendors Association," Smith said. He has long been an avid booster of the regional association concept and is currently president of the Southeastern association.

Smith said construction of an additional 7,500 square feet of warehouse space will begin immediately. A new Southern Acorn Sales warehouse was completed two months ago.

NEW VICTOR 77 GUM & CAPSULE VENDORS

A REAL SALES STIMULATOR IN ANY LOCATION

Beautiful eye-catching design. Makes merchandise irresistible. Convenient, interchangeable merchandise display panel.

Vends 100 count gum, V-1 and V-2 capsules. Available with 1¢, 5¢, 10¢, 25¢ or 50¢ coin mechanism. Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules.

PRICE \$39.00 each with chrome front

WRITE, WIRE OR PHONE
GRAFF VENDING SUPPLY CO., INC.
2954 Iron Ridge Road
Dallas 47, Texas

Announcing the first and newest NORTHWESTERN

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

Other products soon available.

PARKWAY MACHINE CORP.
715 Ensor St. Baltimore 2, Md.

Please rush complete information and prices on **Northwestern SUPER SIXTY Ball Gum-Charms Vender** (as illustrated) as well as other Northwestern machines.

NAME.....
COMPANY.....
ADDRESS.....
CITY.....

Fill in coupon, clip and mail to:
BITTERMAN & SON
Member National Vending Machine Distributors, Inc.
4711 E. 27th St., Kansas City 27, Mo.
Phone: WA 3-3900

We handle complete line of machines, parts & supplies.

BIG SAVINGS on BALL AND VENDING GUMS

SAME FINE FLAVORS, COLORS AND COATING

Direct Low Factory Prices
F.O.B. Factory 150 lb. lots

Bubble Ball Gum, 140, 170 & 210 Ct. & Giant Size ... 30 1/2 lb.
Chicle Ball Gum, 130 Ct. ... 38 1/2 lb.
Clor-o-Vend Ball Gum ... 43 1/2 lb.
Clor-o-Vend Chicks, 320 Ct. ... 43 1/2 lb.
Chicle Chicks, 320 & 520 Ct. ... 39 lb.
Bubble Chicks, 320 & 520 Ct. ... 31 1/2 lb.
5-stick Gum, 100 packs ... \$2.00

AMERICAN CHEWING PRODUCTS
40 years of manufacturing experience
4th & Mt. Pleasant
Newark, N. J. 07104

Sambee Vending—Lisbeth Whiting Tie

OCEANSIDE, N. Y.—Educational toy manufacturer Lisbeth Whiting Co. announced last week the appointment of Sambee Vending Co. here as sales representative to the bulk vending trade.

The appointment, announced by Lisbeth Whiting president, H. E. Siegel, marks the toy maker's initial move into the vending market.

"We feel that some of our items now being sold to the boxed toy trade can be successfully merchandised through vending machines," Siegel said. Sambee Vending, headed by Manny Greenberg, has field-tested Lisbeth Whiting's first bulk item, Oogle Beads.

Distributors in the New York area report fast sellouts and re-orders by operators," Greenberg declared.

According to Siegel, Lisbeth Whiting will be releasing several additional items via Sambee

Vending during the next few months.

Sambee Vending is located at 2 Neil Court here.

NORTHWESTERN Model 60 Bulk-Pak

Will not skip or jam because of specially designed wheel and housing.

Holds 1,000 individually wrapped **FLEER'S DUBBLE BUBBLE TAB GUM**, the most popular in bubble gum.

Wrappers include comics, fortunes and premium redemption. Bulk loading.

RUSS THOMAS VENDORS DIST. CO.
682 Madison Ave., Memphis 3, Tenn.
Phone: (Area Code 901) 525-1916
Member National Vending Machine Distributors, Inc.

SCHOENBACH CO.
Manufacturers Representative
Acorn-Amco Distributor

MACHINES

With every OAK VISTA Model 5c vendor, we are offering ONE FREE FILL (200 ct.) of capsules.

FULL PRICE: \$18.50
f.o.b. Brooklyn, N.Y.

HOT 10c VEND ITEMS
(all 250 per bag)

Birthstone Rings \$10.00
Disneykins, Mary Poppins, Tiki Heads & Oriental ... 9.50
World of Games 9.50
Combat (WW II insignia) ... 9.50
Necklaces, Brooches, Bracelets 8.00

5c VEND ITEMS
(From \$4 to \$5 per bag)

1c VEND ITEMS
(all price per M)

Alphabet Ring, vacuum plate 9.00
Half Goldfinger & Half Ring 8.00
Raf Fink 3.60
Oogle (Pop) Beads 2.60
Adams Family Buttons 10.50
Mimi-Books, 1M-10M ... \$11 per M
11M and up \$10 per M

Parts, Supplies, Stands & Globes. Everything for the operator.

SCHOENBACH CO.
715 Lincoln Pl., Brooklyn 16, N.Y.
(212) PRresident 2-2900

Say You Saw It in Billboard

YOU COUNT MORE WITH OAK

THE OAK VISTA MODEL CABINET MACHINE...

It is constructed with 4 separate glass panels. YOU NEEDN'T STOCK HIGH-PRICED GLOBES! Damaged panels can be replaced with ordinary double-strength window glass from any local hardware store or glazier.

The service head can be filled in the shop rather than on-route. With the service cap, displays can be mounted easily by loading from any side panel with the head lying on its side. The built-in handle makes it easy to carry anywhere.

oak MANUFACTURING CO., INC.
650 SOUTH AVENUE 21, LOS ANGELES, CALIFORNIA 90031

Coming Soon:

- Oct. 16-19—National Automatic Merchandising Association Convention, Miami Beach, Fla.
- Oct. 16-19—National Vendors board of directors meeting, Miami Beach, Fla.
- Oct. 16-19—National Vending Machine Distributors full membership meeting, Miami Beach, Fla.

CAREER AHEAD...

In The Air
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Under The Sea

Career training in over 60 major fields in the new electronic

NAVY

Please rush complete information and prices on **Northwestern SUPER SIXTY Ball Gum-Charms Vender** (as illustrated) as well as other Northwestern machines.

NAME.....
COMPANY.....
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Fill in coupon, clip and mail to:
KING & COMPANY
2700 W. Lake St. Chicago 2, Ill.
Phone: KE 3-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, 5c Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hersheys 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders. Write to King & Co. for prices and our new 12-page catalog.

COIN MACHINE news

Musicfilm-Juke Box Project Announced By Intersphere Co.

By RAY BRACK

HICKSVILLE, N. Y.—A new concept in coin-operated entertainment wedding the new Colorama sound-film projector with a juke box mechanism was announced last week by Henry A. Schwartz, president of Intersphere Development Corp. here.

Intersphere, as reported by Billboard last week, has been supplying altered models of the old Cinebox unit to its U. S. distributors and plans to begin manufacture of a totally new unit soon.

One of three new Colorama models in development, Schwartz said, is a combination film projector and juke box, utilizing a remote juke box-type mechanism.

Wall Box

Schwartz also announced that hopefully a juke box-type wall box would be utilized with a second model of the Colorama machine to provide remote play.

The new Colorama models to be manufactured by Intersphere are to be priced significantly lower than any previous cinema juke box, Schwartz revealed.

"We will embrace the basic coin-operated industry with this machine," he said.

Price

The standard Colorama unit, i.e. without remote juke box or

wall boxes, is to sell to distributor-operators at approximately \$2,000, complete with 40 cartridge films.

Specifications of the new machine were listed by Schwartz as follows:

Viewing area: 300 square inches.

Type of film: 8 m.m. cartridge-type produced under an exclusive arrangement with the Fairchild Camera Co.

Width: 28 inches, a significant reduction from previous models.

Play price: Two selections for a quarter, half the play price of previous cinema juke boxes.

Program: 40 film selections plus straight record selections on combination Colorama-juke box model.

Circuitry: All solid-state.

Film supply: Six new films per month guaranteed to distributor-operators.

Film cost: \$7.50 per selection, a sizable reduction.

1,000 Orders

According to Schwartz, 1,000 orders for various new Colorama models have been received to date. Intersphere Development Corp. is seeking a site in the greater New York area, Schwartz said, at which to manufacture the new machine. Tentative schedules call for production commencing in three to four months.

Revision of the Italian-made Cinebox machine has been handled at the Intersphere plant at 6 Burns Avenue here.

Schwartz also announced an extensive film production program for the new Colorama unit, with "a list of artists that reads like a Who's Who in the recording industry."

The Colorama film production program is under the direction of Trans-Am Talent and Film Service, a New York-based international talent buying service.

Film Program

According to Trans-Am President Art Treffeisen, Colorama product will be concentrated in three areas: Go-Go artists, because of growing acceptance of this mode by the adult audience, rhythm and blues and new artists.

Arrangements have been made, Treffeisen said, to film such artists as Ray Charles, Jerry Lee Lewis, Mary Wells, Benny King, Little Anthony and the Imperials, Junior Walker and the All-Stars, Chuck Jackson, Maxine Brown, Dionne Warwick and the Supremes.

New Firm

Intersphere Development Corp. is a new company, organized to distribute present Colorama units as well as the proposed new machine.

Schwartz resigned in 1964 as vice-president of the Cinevision Corp., a division of the Estey Co., which held national distribution rights to the Cinebox machine. Estey entered bankruptcy last year and the Cinevision Corp. was dissolved.

Rosen Secures U. S. Rights to Italian Cinema-Juke Box, Films

By MAURIE H. ORODENKER

PHILADELPHIA—Exclusive U. S. distribution rights to Cinebox and its entire film library were granted last week to distributor giant David Rosen following extended negotiation with Zangelo Bottani, president of the Italian firm which manufactures the product.

Rosen, a coin machine distributor here for over a third of a century, introduced the Cinebox machine to the U. S. in February, 1963, and was a regional distributor here for Rowe AC manufacturing's line of coin-operated equipment.

The agreement gives Rosen exclusive distribution and leasing rights to some 600 film titles produced by Bottani interests for Cinebox.

Negotiations

Bottani, of Milan, has been in this country for several weeks. He is president of the International Phonovision Society.

Negotiations were begun early this year, with Rosen making several trips to Europe.

The agreement goes beyond that of the ordinary manufacturer-distributor arrangement and represents a closely knit bond between two highly successful organizations on both sides of the Atlantic, Bottani announced on concluding negotiations.

Leading Business Figure

Bottani is one of Italy's leading business and industrial figures and is listed in the Who's Who of Italy as a top official of



DAVID ROSEN

merit of the Italian Republic. At age 45, Bottani is managing director and joint owner of Gorla-Siama, an electric medical factory; president of Publicpost Italiana, exclusive agents for the Italian Post and Telecommunications. In addition to the Phonovision firm, Bottani is the owner of the International CRIB Society, and president of the Development of Silicalcite Society, Italy's leading manufacturer of lime-silicate building materials. He is also the editor and director of Il Corriere delle Macchine magazine, among many other Italian-based interests.

The Cinebox film library includes 612 three-minute motion pictures, with English titles, featuring national and international recording stars in specially produced numbers.

Pioneer

Declared Rosen: "We pioneered in the introduction of Cinebox in the United States and from the very beginning knew all the problems we faced—and the biggest problem was that of

product. Now that problem has been overcome. Operators now have no fear about getting a constant flow of new motion pictures to sustain the playing interest generated by Cinebox on sight.

"Our films are available to every operator of a movie-music machine, whether it be a Cinebox or any other make.

"This combination of sight and sound represents a new hope and a great future for coin machine operators. Cinebox will not replace the music machine or any other amusement device. We see Cinebox as a great plus in adding profits for both the operator and the location owner, without taking anything away from any other machine. The sound of radio and records lives together with the sight and sound of television and motion pictures—and they all prosper."

Distribution

Rosen said plans for distribution of both the machine and the motion picture product will be announced later this month.

"I want to assure every operator that when we make formal announcement of our program, we will tell the truth and only the truth—the truth backed by facts and figures and not just by good intentions," Rosen added.

EDITOR'S NOTE: According to Henry A. Schwartz, president of Intersphere Development Corp., a new firm which distributes a revised model of Cinebox, the Rosen-Bottani agreement "will not have any effect on our operation."

SCOPITONE HAS 1,034 UNITS ON LOCATION

CHICAGO—A. A. Steiger, president of Tel-A-Sign, Inc., of which Scopitone, Inc., is a division, advised "most emphatically" last week that 1,034 Scopitone machines are on location in the United States. In a special cinema juke box report last week, Billboard incorporated an unofficial industry source statement indicating 800 Scopitone machines out in the country. Said Steiger: "We actually had on location 1,034 machines. Additional units are being shipped almost daily and additional ones go on location constantly and will continue to do so."



RED CROSS

Thank You, Mr. Leverone . . .



NATHANIEL LEVERONE, founder and chairman of the Automatic Canteen Co. of America, is seen accepting the thanks of Suzanne Shapiro on behalf of 70 patients at the Rehabilitation Institute of Chicago for a new Rowe AMI phonograph donated by Leverone for use in the Institute's recreation area. Leverone is a member of the Institute's board of directors. Looking on is John W. Evers, retired president of the Commonwealth Edison Co. and president of the non-profit Rehabilitation Institute. "I don't think we ever had a recreational item that created so much interest and enthusiasm among the patients," Evers said. Echoing Evers' comment were the Institute's administrator, Alan H. Toppel and director of recreation, Art Rubin. "Maybe some generous Billboard readers will donate us some records," Toppel suggested.

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.
- Oct. 16-19—National Automatic Merchandising Association convention and trade show, Miami Beach, Fla.
- Oct. 22-23—Music Operators of Virginia convention, Hotel Roanoke, Roanoke, Va.

BILLBOARD, July 17, 1965

Colorama Distributor Sees Operators as Prime Buyers

CHICAGO — "We see the coin machine operator as our prime customer," declared Colorama distributor Larry Kaghan last week in the wake of word that the musicfilm machine will soon appear in revolutionized form.

Kaghan heads Specialty Sales, Inc., and with his brother Ronnie has located 25 Colorama sound-film projection machines in such locations as Adolph's Restaurant, the Dorchester Club, the Del Prado Hotel, Richard's Restaurant & Lounge, the O'Hare Holiday Inn, the Waukegan Inn, Lander's Restaurant, the Ascot Motel and the Midland Hotel.

Their move into area locations in the past four months, since Specialty Sales was appointed Midwest distributor by the New York-based Intersphere Development Corp., has followed a policy of co-existence with juke box operators.

"We never place a Colorama machine where a juke box is already located," Kaghan said. When a Colorama unit is placed, he explained, it is located where something like \$50 per day receipts may be realized and on an 80-20 commission basis.

Specialty Sales, Kaghan says, will supply a Colorama unit to locations under any one of four arrangements: "We will lease to the location, we will sell a machine to a coin machine operator for placement in his own location, we will sell to the location, or we will operate in the location ourselves."

Kaghan, a former Chicago automobile dealer, hopes to lo-

cate 100 machines — many of them the new model now in development by Intersphere in the Chicago area before the end of the year.

Subdistributors

Specialty Sales has appointed subdistributors in Michigan, Ohio, Indiana and for the region embracing the Dakotas, Minnesota and Northern Wisconsin.

"I predict that in the next 18 months some 800 Colorama units will be placed on location in these distribution areas," Kaghan said.

Kaghan also announced that the new Colorama machine will be exhibited at the Music Operators of America trade show here Sept. 11-13.

"We expect coin machine operators to be greatly impressed

with the Colorama machine," he declared.

Filming Programs

Because top-grade film product has been sparse for his machine, Kaghan has initiated a filming program here, producing some three numbers a month. He believes the combination of local talent and local scenes will greatly stimulate Colorama play in Chicago locations.

"Similar filming projects in other major markets would be a fine idea," he said.

Kaghan is enthusiastic about the possibility of record companies making talent available to filmers of cinema-juke box product. "Several companies have already expressed interest in this area," he said.

Seeburg Gets Set to Move

CHICAGO—Seeburg will use its customary three-week July holiday this year to set up housekeeping in its new \$6 million Chicago facility.

J. Cameron Gordon, Seeburg president, said the firm will be open for business at its Chicago Dayton Street address in August.

The new Seeburg quarters have been several years in planning and construction and consist of over a million square feet of space, covering two city blocks.

The ground-breaking ceremonies were personally attended by Chicago Mayor Richard Daley as well as numerous civic

dignitaries. Daley had approved the elimination of a city street over which the plant now spans.

With the consolidation of operations in the new quarters, Seeburg is closing six other plants in Chicago and one in Haverhill, Mass. Remaining, however, are Seeburg manufacturing facilities in the following cities: Williams and United amusement game division, Chicago; Cavalier Coca-Cola bottling division, Chattanooga; Choice Vend bottling division, Windsor Locks, Conn.; Organ division, Laconia, N. H., and Qualitone hearing aid division, Minneapolis.

NEW EQUIPMENT

'Extended Play' Puck Bowler Introduced by Chicago Coin

CHICAGO — The Chicago Coin Machine division of Chicago Dynamic Industries, Inc., here released information last

week about its new six-player puck bowler, Gold Star.

The new product is described by company sales officials as incorporating extended play on a bowling game for the first time.

Called the Gold Star Feature, the prolonged play set-up affords to all six players added play opportunity whenever one play-

er in the group demonstrates unusual skill.

Also described as new with the product are its "contemporary hi-style cabinet" and fluorescent lighting of pins and back-glass.

Nine feet in length, the new puck bowler provides regulation, "dual flash" and "flash-o-matic" scoring.



CHICAGO COIN'S GOLD STAR

Canale Hosts Deb 'Theque

MEMPHIS — Drew Canale, leading operator and discotheque king of the Mid-South, staged a party for his debutante niece Alexia Canale last week with a discotheque theme and a machine programmed with discotheque music.

George Sammons, president of Sammons-Pennington Co., Seeburg distributor, loaned the machine and records for the party.

The teen debutantes and their escorts liked the music so much they stayed overtime. Canale was to entertain them at supper from 7 to 9 p.m. The group was then to go to the home of Marguerite Piazza for a party from 9 to 11, but at 10:30 p.m., most of the young people were still at the Canale home enjoying the discotheque dancing.

Canale had four bartenders serving champagne and other beverages, and three waitresses serving lobster, roast beef, turkey, barbecue, salad and other delicacies on silver trays to several dozen guests.

July 17, 1965, BILLBOARD

'Streamlined' Distributor Opens in Syracuse

SYRACUSE, N. Y. — With the announced closing of Rex-Bilotta Distributing Co. here last week came notice of the opening of a new distributorship with a policy of 24-hour service and cash-only business.

The new firm, apparently unique in this day of long-term credit on music, amusement and vending equipment, was incorporated as Top Music Corp. with Tom Tarentelli as president.

Top Music will be located at 501 W. Fayette Street here, former location of the Rex-Bilotta firm. The new firm will distribute Wurlitzer, Chicago Coin, Midway, Gottlieb, Ditchburn vending equipment and a number of billiard lines.

No Credit

The new distributorship's "no credit" policy will, reportedly, require cash within 30 days for all transactions. The 24-hour service policy is to apply both to the overhaul of used equipment and the installation of new equipment.

Top Music is said to have installed two Wurlitzer discotheque packages in the area within the past week under the 24-hour pledge.

"Our new policies enable us to deal strictly with solid operating businessmen," declared a spokesman for the firm.

Principals

The Rex-Bilotta firm, organized in 1959, had as chief

principals John Bilotta of Newark, N. Y., with extensive distribution operation in the State and John H. Shawcross, who headed the Rex-Bilotta operation. Shawcross is now employed by the Prudential Insurance Co.

Five years ago Rex-Bilotta entered vending equipment distribution exclusively, only to sustain the loss of two major vending machine lines at their acquisition by a major juke box manufacturer.

According to informed sources, the Rex-Bilotta firm was also greatly extended in the area of accounts receivable.

Top Music officials told Billboard that their distribution operation is in full swing, with complete parts department, service and record one-stop facilities.



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Cook County Sheriff Eyes Gaming Spots

CHICAGO — Sheriff Richard B. Ogilvie told the Cook County Board recently that 170 federal gaming stamps have been purchased for locations outside the city of Chicago this year and asked for an ordinance prohibiting the placement or possession of amusement equipment requiring the \$250 permit.

Arthur J. Bilek, chief of the sheriff's police, told the board that such an ordinance is needed because State laws have been effective in controlling the machines in unincorporated areas of the county.

Bilek, Ogilvie and headline writers for the Chicago daily papers employed the ambiguous term "pinball" in identifying the equipment in question.

Conn. Operators Re-Elect Lambert

HARTFORD—Jerry Lambert was recently elected to his sixth consecutive term as president of the Music Operators of Connecticut.

Other officers are Phil Toliano, vice-president; Frank Marks, secretary; Tony Wilkas, treasurer; Ed Beresth, sergeant at arms, and Is Resnick and Joe Ficca, delegates at large. Abe Fish was re-elected managing director.



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Germany Plans Coin Convention

By GMER ANDERSON

COLOGNE — West Germany's coin machine trade is starting to plan for a large trade exhibition next year.

The date and place are still open, but Central Organization of the German Coin Machine Operating Trade (ZOA) favors a spring date and Stuttgart as the site. Other cities under consideration are Hamburg, Berlin and Frankfurt. Stuttgart is the site of the radio, TV and phonograph exhibition.

Heretofore, the German coin machine industry and trade have not attempted an exclusive coin machine exhibition, but have limited themselves to participation in the various regional industrial trade fairs.

Several past efforts to promote a German coin machine trade fair have collapsed amid acrimony among the three branches of the industry—manufacturers, distributors and operators.

However, the trade is now more united behind the fair project than ever before, and the three branches are co-operating on planning. Their aim is an exhibition which will serve as a showcase for the German coin machine industry in all of its aspects.

Other Shows

Models in this respect are the coin machine exhibitions in London and Vienna, the Amusement Trades Exhibition, and the Vienna International Coin Machine Exhibition which last autumn attracted exhibitors from 20 countries.

Primary consideration behind planning for the Germany trade fair is the stagnation settling over the West German trade. Whereas the German trade in the last decade paced the Continental trade, the Germans are no longer advancing from record to record.

Concern is voiced that the trade is in danger of contracting and even optimists speak of the present period as one of "consolidation." Critics claim that manufacturers and operators alike have run out of new ideas.

This has sparked controversy among the trade exhibition planners as to the wisdom of admitting "foreign"—read American—exhibitors.

Controversy

One segment argues that a fair can only be international in scope if it has an international list of exhibitors. The opposing school contends that U. S. firms are doing well enough in the German market without help.

U. S. firms established in Germany would rate as domestic firms, of course, but at issue is the question whether to pro-

mote the fair as an international trade showcase or as a strictly German industry endeavor.

Provincial partisans argue that a fair is "international" even if restricted to German concerns, provided international attendance is promoted.

French Competition

In general, as German trade stagnation deepens, the more inward-looking manufacturers and operators tend to become.

Just now there is gradually rising apprehension over the competitive potentialities of French coin machines.

French product is gaining in esteem here, and a sober note is taken of the success registered in the U. S. and Canadian markets by Scopitone and Cinebox, the film juke boxes. Scopitone is a French box and Cinebox, while Italian-designed, was promoted from Paris.

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EUROPEAN NEWS BRIEFS

Tito Relents

BELGRADE—Marshal Tito has approved the importation of 250 new phonographs from Western countries in 1965 under the overall Yugoslav import program for the year.

This is the largest number—by far—of new Western machines that Yugoslav ever has imported in a single year, and economic planning officials say the erection of an operator trade patterned after that in Western countries will be undertaken.

The officials say, however, that the trade will probably function as part of the hotel and restaurant industry. Marshal Tito is the Communist bloc's No. 1 jukebox fan.

Diplomat Drive

BONN—Suiting name to sales strategy, Helmut Rehbock GmbH, the AMI sales agent in Germany, has launched a drive

to sell its new AMI Diplomat phonograph to the diplomats in the West German capital.

Rehbock is promoting the Diplomat as a diplomat's "musisoncole," an elegant music instrument providing the proper background for diplomatic entertaining.

A sales survey shows that the potentialities of the diplomat trade in Bonn are larger than realized heretofore. There are over 100 diplomatic missions in the Bonn area, including Cologne. There are also an even larger number of consular establishments in major German cities, and there are a raft of foreign missions in Berlin.

Rehbock is pressing the sale of Diplomats in establishments catering to diplomats and also for foreign diplomatic missions and the homes of diplomats. All told, this market could absorb several thousand machines. The promotional value of such sales, of course, is tremendous for general sales to operators.



GERMAN COIN MACHINE OPERATOR JOACHIM DIECKHAUS (fourth from left) and his wife (second from left) visit with Seeburg executives during a stop-over in Chicago last week. Standing with the pair are Bill Prutting, vice-president; Del Coleman, board chairman; Monique Jagilnik, Seeburg International division; John Blaney, Seeburg International sales manager, and William F. Adair, executive vice-president.

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TWO AIRCRAFT delivered some 13,000 pounds of coin-operated equipment to Greater Cincinnati Airport for L. T. Patterson Distributors recently, reportedly the largest air freight consignment ever delivered to the area. The shipment came from West Germany and France by way of New York and was immediately reshipped to coin machine distributors throughout the country, according to company president, L. T. Patterson.

Puerto Rican Gov. Wants Strict Amusement Measure

SAN JUAN, Puerto Rico—While vetoing a bill that would have banned a variety of coin-operated games in Puerto Rico, Governor Sanchez says he favors an even stricter law.

One of a record number of 30 bills vetoed by the governor Thursday (1), the so-called pinball ban bill would have made operation and possession of pinball games and a variety of arcade pieces illegal on the island effective Jan. 1, 1966.

The measure passed only after heated debate in both houses of the Puerto Rico legislature.

No Solution

Sanchez charged that the measure, as drawn up and passed, "does not solve, nor does it even alleviate the social problem it purports to eradicate."

The governor then called for a stricter law to include "all entertainment machines operated with coins." From his list of legislation-due items, however, he specifically exempted billiards, juke boxes, imitation bowling games, imitation baseball, hockey and golf.

"Nobody in Puerto Rico is more concerned with our youth than I, and in its protection against vice and delinquency," Sanchez said in reference to allegations by proponents of the prohibition legislation that the

games have a bad influence on youth.

Imports

But the governor added: "This bill is not even a good beginning. All that the amusement machine dealers need do to evade the law would be to import equipment which is not of the specific type prohibited by the measure."

He further declared: "We share the confidence of our people that the Legislative Assembly will heed our call to legislate against these social evils more effectively."

On Tuesday, two days before the governor's veto, the island's Young Christian Workers (a Roman Catholic organization of young workers claiming worldwide membership) issued a statement in support of the bill to ban pinball games.

Benefits

The statement read, in part: "We have heard it said that 270 businessmen would be affected by the approval of this law. But, we ask ourselves, how many young men will benefit when this law goes into effect?"

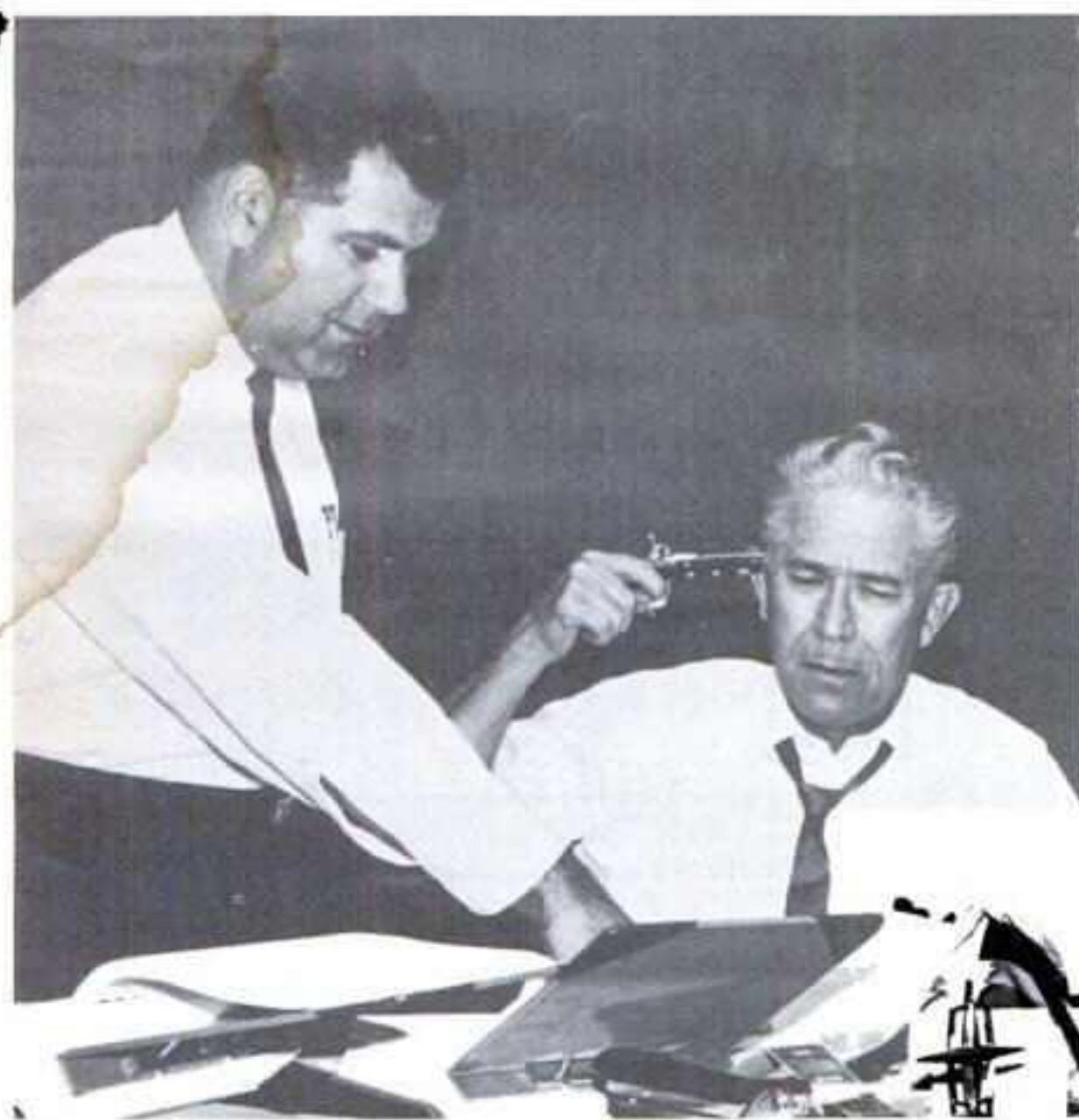
The governor did not explain what he meant by a "stricter law," leaving amusement businessmen understandably puzzled. Industry leaders sought to learn which Governor Sanchez favored: regulation or prohibition of the games.

Skiing in June . . .



THE FOUR ARCADES at giant Riverview amusement park in Chicago now feature the recently introduced ski game manufactured by the games division of the DuKane Corp., St. Charles, Ill. Young funseeker here plays one of the units installed by distributor Elmer Schmitt of the Photo Vend Co., Chicago.

But Is It Loaded?



TAKING FLOOR STOCK inventory following repeal of the excise tax must have made a lot of distributors feel like Anthony Bartholomew, head of Wurlitzer's San Francisco branch. Bart is joined by Amile Addy from Wurlitzer's home office (left). P.S. The gun is just a cigarette lighter.

Coin Machine Export Chart

DECEMBER 1964

Country	New Phonographs		Used Phonographs		Amusement Games		Totals	
	No.	Value	No.	Value	No.	Value	No.	Value
W. Germany	612	\$ 439,641	—	\$ —	1,106	\$ 568,568	1,718	\$1,008,209
United Kingdom	25	22,334	23	4,920	950	471,608	998	498,862
France	29	27,840	—	—	761	417,540	790	445,380
Belgium	326	284,761	232	77,429	181	70,532	739	432,722
Italy	33	25,173	—	—	446	259,901	499	285,074
Japan	158	91,783	154	43,998	221	90,395	533	226,176
Switzerland	62	44,775	—	—	187	97,928	249	142,703
Canada	23	18,563	110	16,450	445	102,280	578	137,293
Denmark	—	—	—	—	87	52,690	87	52,690
Jamaica	29	22,624	59	17,725	—	—	88	40,349
Mexico	46	36,900	7	2,411	—	—	53	39,311
Sweden	—	—	—	—	57	29,178	57	29,178
Greece	—	—	89	27,003	—	—	89	27,003
Peru	—	—	15	13,084	200	13,000	215	26,084
Netherlands	10	8,899	20	5,555	45	9,270	75	23,724
Other Countries	14	10,391	43	12,860	186	66,348	243	89,599
Totals	1,367	\$1,033,684	752	\$221,435	4,892	\$2,249,238	7,011	\$3,504,357

Two Bruners Die in Week

MARKED TREE, Ark.—Two brothers who were coin machine industry and community leaders died within two days of each other last week at Baptist Hospital in Memphis.

Frank Bruner died Friday (25) at age 70 and John Bruner Sr. died Sunday (27) at age 71.

The Bruners were the first in southeast Arkansas to go into the coin machine business. They remained key leaders in the industry and at their deaths had a large phonograph and vending route.

John Bruner was president of the Bank of Marked Tree and chairman of the board of Marked Tree Industrial Corporation.

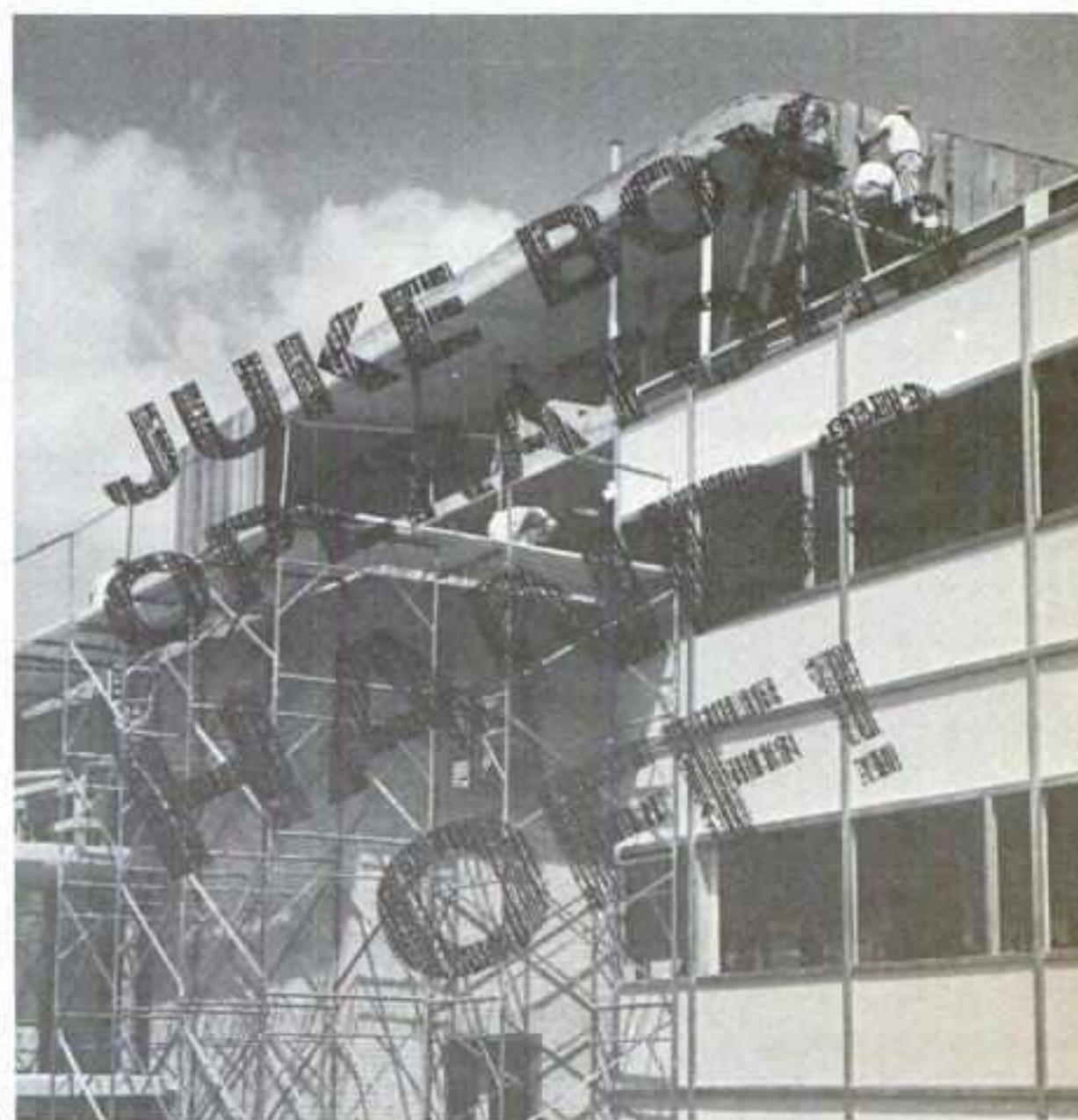
He leaves his wife and two sons, John Jr. and Robert.

Frank is survived by his widow, a daughter and a son. Both also left several grandchildren.

Summer Offer By Wurlitzer

SAN FRANCISCO—Factory branches of the Wurlitzer Co. here, in Los Angeles and New Orleans, are offering operators free Wurlitzer Montclair stereo phonographs with the purchase of three or more Wurlitzer 2900 or 2900-8 phonographs.

According to Gary Sinclair, Wurlitzer regional sales manager for 13 Western States, the promotion is timed to boost equipment sales in what is usually a slack season.



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GO-GO OPERATION

Wichita's Chilton Puts Efficiency First

By BEVERLY BAUMER

WICHITA, Kan. — A local saying goes, if anyone calls the fire department first and Music Service Co., Inc., second, chances are Music Service will beat the fire laddies.

Located in nearly the exact geographic center of this city, the firm operates a two-way radio system that lets President Stan Chilton route his mechanics to any location at any time. This is but one of the special operating facilities at the Music Service, which is staffed by employees, all under 40, who are trained to put efficiency first.

Music Service maintains one of the largest record libraries in the Midwest. It's stocked with some 30,000 labels, including 45's and 33 1/3's.

"We can locate a record for a customer within minutes," says Chilton.

His goal in the recent revamping of the library was to get away from "just stacking records."

He had 1,500 record receptacles custom-made. Each measures seven inches square, two inches deep, and is open at the top, with capacity for 25 records. Each is labeled with the artist's name only, enabling employees to pull a record instantly, eliminating the tedious search for records filed under titles.

Record Requests

"We stamp all library records with the letter 'L.' We wouldn't sell those records for anything in the world," Chilton remarked. "We've kept two each of every 45 record we've ever had and they date back to 1950. Now we are keeping two each of every 33 1/3 and have a three-year backlog.

The firm handles record requests by supplying locations with self-addressed post cards. The proprietor writes his name on the card, notes the record he wants, the artist desired, date of request and mails the card to Music Service, postage paid. Chilton's secretary pulls the record, staples the request card to the jacket and places it in a special pigeonhole where it will be picked up by the routeman.

"The card is proof that the lo-

cation's request has been filled," Chilton said. "If a routeman is asked for a record, he files that request on the card just the same as the location would. Our routemen work six days a week, spending five days on the route and all day Saturday making records up for the week."

T-Square

Music Service keeps a log of records played at each location. Chilton has devised a blackboard and T-square system to keep tabs. Locations are listed across the top. The T-board slides over the center, lining up location with vertical columns of record titles.

"We list our newest 70 records on the board, which lets us keep track of where we've placed the latest tunes," Chilton said. "We depend on the routeman to know what records should be used at what spots."

He records the play reading total and the number of plays on the machine.

Mixed Numbers

After taking on a new location, Music Service programs according to basic tastes of the clientele, but also programs a series of mixed numbers.

Other programming indicators are machine meters, location requests, trade charts and one-stop recommendations.

Every week the routeman spends from one to two hours on a long-distance line, listening to new records that the one-stop recommends.

"The one-stop's recommendations imply reinforce buying decisions," Chilton explained. "Local radio stations don't affect our programming—they follow national charts, too. Neither does our programming have any particular influence on local radio

play or record store sales. However, there could be one exception now. One of our routemen, Tom Beard, has cut a record that's getting good play."

In addition to juke boxes, Music Service operates amusement equipment, cigaret machines and background music.

Mechanic at 16

Chilton entered the business when he was 10 years old, helping his father count money and load peanut machines. At 16 he was a fully salaried mechanic.

His father, the late Jess Chilton, operated Jess Chilton Amusement Machines 11 years. After his death, the younger Chilton borrowed money and launched his own operation, starting in 1946 with 16 locations.

He incorporated in 1957. Kelly Sorters is vice-president, Mrs. Stan Chilton, treasurer, and Ernest McRae, secretary. Three employees own company stock in a new stock participation program. Chilton regards the library as the heart of his operation.

"Our secretary keeps the library up daily, filing records as they come in. This eliminates many problems. People know the library is kept up to snuff and we're able to win their confidence," Chilton said.

His philosophy is to run the firm as an efficient business, not as a hip-pocket operation.

"We could operate with less expense and make more net profit, but we would not be building for the future. We believe in doing the best job we can. That way more money will come from the customer confidence that we create."

Following this policy, young Chilton has built a go-go operation.

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AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR

DISCOTHEQUE RECORDS

Selected for Operator Programming

The following single records have been selected by the Billboard Review Panel and are recommended to operators for discotheque programming.

TITLE	ARTIST	LABEL
(I CAN'T GET NO) SATISFACTION	Rolling Stones	London 9766
I CAN'T HELP MYSELF	The Four Tops	Motown 1076
I'M HENRY VIII, I AM	Herman's Hermits	MGM 13367
CARA MIA	Jay and The Americans	United Artists 881
YOU TURN ME ON	Ian Whitcomb	Tower 134
WHAT'S NEW PUSSYCAT	Tom Jones	Parrot 9765
SUCH AN EASY QUESTION	Elvis Presley	RCA Victor 8585
SET ME FREE	The Kinks	Reprise 0379
I LIKE IT LIKE THAT	Dave Clark Five	Epic 9811
GIRL COME RUNNING	The 4 Seasons	Phillips 40305
IT'S JUST A LITTLE BIT TOO LATE	Wayne Fontana & The Mindbenders	Fontana 1514
I WANT CANDY	Strangeloves	Bang 501
SUNSHINE, LOLLIPOPS AND RAINBOWS	Lesley Gore	Mercury 72433
SAVE YOUR HEART FOR ME	Gary Lewis & The Playboys	Liberty 55809
TO KNOW YOU IS TO LOVE YOU	Peter & Gordon	Capitol 5461
SPOTLIGHTS		
IT'S GONNA BE FINE	Glenn Yarbrough	RCA Victor 8619
THE TRACK OF MY TEARS	The Miracles	Tamla 54118
I'LL ALWAYS LOVE YOU	The Spinners	Motown 1078
A LITTLE YOU	Freddie & The Dreamers	Mercury 72462
CALIFORNIA GIRLS	Beach Boys	Capitol 5464

STANDARDS FOR VENDING ADS

In connection with the Blue Sky case study which appeared in Billboard recently, 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.

Oke Smokes to Level at 35¢?

OKLAHOMA CITY — A 35-cent-per-pack vended cigaret price will apparently prevail as a result of a 1-cent increase in the State cigaret sales tax, according to Woodrow Maupin, Enid vendor who is president of the Oklahoma Automatic Merchandising Association.

"We're real happy that the tax was raised just 1 cent instead of 2," Maupin said. "This will enable us to use our present equipment and still make a profit."

Vended pack prices generally

Minimum Advertising Standards

The National Automatic Merchandising Association and the National Better Business Bureau recommend the following standards to advertising media as minimum criteria by which the acceptability of advertising of vending machines could be considered.

1 No reference shall be made directly or indirectly to specific earnings from unlocated vending machines. Any statements of earnings of an established vending machine business being advertised for sale must be factual and based upon the last accounting period.

2 All advertisements designed to sell vending machines shall affirmatively disclose that any investment required involves the purchase of vending machines by the investor and no reference shall be made, directly or indirectly, to an offer of positions which indicates the advertiser is offering employment.

3 All advertisements designed to sell merchandise to investors under a franchise arrangement providing for the purchaser's servicing of vending machines shall affirmatively disclose that such investors are required to purchase merchandise and that potential earnings are dependent upon sales. Advertisers shall not offer franchises or imply the availability of franchises either on vending machines or any merchandise to be dispensed by the machines unless such offer may properly be made and is within the rightful province of the advertiser to offer.

4 The advertiser who buys machines from vending machine manufacturers or distributors for resale and is thus an independent distributor shall not represent himself as a manufacturer or as agent or representative of the manufacturer or prime distributor, unless he has the authority contractually to obligate such manufacturer or prime distributor.

5 No reference shall be made, in advertising copy, to locations or to the location of vending machines or routes unless machines have actually been located and are available for inspection by any interested party, or unless contracts have been secured for bona fide locations and are available for inspection.

6 No reference shall be made to the manufacturer of a product or products that may be dispensed by such machines, e.g., "Hershey," unless evidence is submitted that the manufacturer has given permission for such use of name.

in the State have been 30 cents for regular and 35 cents for king-size and filter brands, Maupin said. According to Maupin,

most vendors will go to 35 cents across the board.

Governor Bellmon signed the 1-cent increase bill last week. The vendors opposed a proposed 2-cent increase because of the penny-pushing problem it would have posed.

Recent STEREO RELEASES for Music Operators

SEEBURG LITTLE LP'S

Pop-Vocal


Al Jolson—The Best of Al Jolson...Decca
Swanee... You Made Me Love You... Toot, Toot, Tootsie Goo' Bye... April Showers... Rockabye Your Baby With a Dixie Melody... Carolina in the Morning

Pop-Instrumental


Bert Kaempfert—The Magic Music of Far Away
Places...Decca
Star Dust... Midnight in Moscow... Hava Nagila... Mam-bossa... A Little Street in Singapore... Monte Carlo

Grady Martin—Instrumentally Yours...Decca
El Paso... Ramona... Forever... On the Rebound... Devil Woman... Ring of Fire

Johnny Maddox—Raggin' the Hits...Dot
Pearly Shells... San Francisco Bay Blues... All My Loving... Everybody Loves Somebody... More... Hello, Dolly!



what's
in a
HANDSHAKE?



DAVID ROSEN
will have the
answer for you
in next week's issue
of the **BILLBOARD**

July 17, 1965, BILLBOARD

7 Advertisers shall not claim or imply sponsorship of himself or his machines by any civic, charitable, philanthropic, patriotic or religious organization unless such sponsorship is properly attested by a responsible official of the organization concerned; unless the advertisement is factual and discloses all material facts necessary to avoid deception; and unless the advertisement complies with all local or State ordinances relating to the solicitation of funds or sale of any things of value for the benefit of civic, charitable, or philanthropic organizations.

The foregoing are minimum standards which may be supplemented to meet the local conditions or requirements within a given community.

RECONDITIONED SPECIALS GUARANTEED
IN STOCK—SUBJECT TO PRIOR SALE

PIN BALLS — BOWLERS — GUNS

BALLY	
CROSS COUNTRY	\$185
CUE-TEASE, 2-PI.	225
HOOTENANNY	210
STAR-JET, 2-PI.	275
SKY DIVER	245
MAD WORLD, 2-PI.	375
GRAND TOUR	\$295
2-IN-1, 2-PI.	375
HARVEST	325
BULL FIGHT	350
BUS STOP, 2-PI.	395
BIG DAY, 4-PI.	525

WILLIAMS		GOTTLIEB	
"21"	\$120	ATLAS, 2-PI.	\$100
MAGIC CLOCK, 2-PI.	195	LITE-A-CARD, 2-PI.	100
METRO, 2-PI.	225	ALOHA, 2-PI.	175
MARDI GRAS, 4-PI.	295	SWING-A-LONG, 2-PI.	310
SWING TIME	250	SHIPMATES, 4-PI.	450

UNITED BALL BOWLERS	
FALCON	\$350
SAVOY	295
TIP TOP	295
DIXIE	250
CLASSIC	350

GUNS	
United CARNIVAL	\$135
Chi Coin CHAMPION RIFLE	385

BALLY
ALL-THE-WAY
SHUFFLE ALLEY
Like New **\$375**

Write for complete 1965 Catalog of
Phonographs, Vending and Games.
Established 1934

ATLAS MUSIC COMPANY

Cable: ATMUSIC—Chicago
2122 N. WESTERN AVE., CHICAGO 47, ILL. ARmitage 6-5005

NEW!
CHICAGO COIN'S
Gold Star
6-PLAYER
PUCK BOWLER



NEW!
EXTENDED PLAY

(Gold Star Feature)

★ FIRST TIME
EXTENDED PLAY
USED ON A
BOWLING GAME!

★ IF ANY ONE OF A
GROUP OF PLAYERS
SKILLFULLY WINS
AN EXTENDED
PLAY — THEN ALL
PLAYERS WIN!

★ UNIQUE and
EXCITING!

NEW! Ultra-Modern Pin and Back-Glass
Fluorescent Lighting

NEW! Contemporary Hi-Style
Cabinet — 9 Ft. Long

**SEE YOUR
CHICAGO
COIN
DISTRIBUTOR**

Mfrs.
of
PROVEN
PROFIT MAKERS
Since
1931

CHICAGO COIN MACHINE DIV.
CHICAGO DYNAMIC INDUSTRIES, INC.
1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614

BULK BANTER

• Continued from page 46

J. B. Sullivan, who is expanding his Southern Illinois route, was in shopping at Central Distributors last week. Also in visiting **Earl Veatch** at Central were **Don Block**, **Ed Shannon** and **Les Hubble**. Veatch is planning an open house later in the season and expects to announce plans soon.

Jason Koritz was out at the St. Charles County Fairgrounds last week helping out with the horse show put on by the Boys Town of Missouri Organization.

Checking with **Irvin Katz** at S.P. Distributing last week found Irvin still enthusiastic about the

way monster charms have held up this season.

Ben Kessell, whose long-established Mound City Nut Company has been supplying area vendors for so many years, reports he was quite impressed with the recent Billboard feature on nut-vending (Billboard, June 26). **EARL PAIGE**

NORTH CAROLINA

Local businessman **Charles Spencer**, an SBVA and NVA member (as all SBVA members are, by the way) has profitably combined photography and his bulk operation. A lot of photo jobs come his way from persons along his bulk route. . . . Spencer recalls how he entered the bulk business: "I was operating a bread route and began to place vending machines in locations on my circuit. Lee Smith called my boss and said 'If breadmen are going into the vending business, I'm going into the bakery business.' My boss fired me. I called Lee about it and he said, 'You've got a job with me starting in the morning.'" Spencer worked for Smith until he learned the business and then started his own firm. **LAMAR GUNTER**

more than

GO

... seagoing specialties. Come aboard now ... earn while you learn a trade of the future.

NAVY

PLANT CLOSED FOR VACATION



D. Gottlieb & Co.

COINMEN in the news

LOS ANGELES

Pres Struve of Struve Distributing Company here and in Denver reports that the games business has picked up. He is spending a few days at the Los Angeles branch with **Stan Larson**. . . . **Sherry Arps**, head of the parts department of Struve, leaves soon on his annual vacation. He will stay close to home but visit friends in Santa Barbara and, perhaps, put in a day or two at the beach. . . . **Dorothy Leonard** is back on the job as Struve's office manager following a recent illness. . . . **Ray Brandeburg**, LaHabra music operator, is back on the job following his vacation. . . . **V. Van Nattan** visited with **Frank Mencuri** of the Simon Distributing Company recently.

Don Edwards of the R. F. Jones Company Los Angeles sales staff is returning soon from a vacation with his family in the vicinity of Seattle. . . . **Ed Mason**, of the Jones parts department, and his family are back from an Idaho vacation. A son remained there to work on a farm for the summer. . . . **Jerry Murphy** has been switched from communications at the Jones branch to the coin-operated division because of the increasing popularity of the Steelmade can vending line. . . . **Art Wright**, new Jones shop foreman, is expanding services. . . . **Jack Leonard**, head of the parts department at the Los Angeles branch of Advance Automatic Sales, and his wife, **Dorothy**, marked their silver wedding anniversary at the Knollwood Country Club in the Valley Saturday evening (10). . . . **Frances Scherb** is back at her desk as secretary at Advance. . . . **Bob Portale**, **Jack Leonard** and **Sonny Lomborg** just ended the inventory task at Advance. Leonard is taking his vacation in Fridays with Lomborg keeping the store. **SAM ABBOTT**

DETROIT

Jack Knowles, who headed up the intensive discotheque promotional campaign for Martin & Snyder this past winter and spring, has transferred to Cleveland. The same firm, maintaining headquarters in the West Side Detroit suburb of Dearborn, has added the Ohio Seeburg franchise, and Knowles is busy in setting up the organization now in that State. **George Kelly**, a young veteran of the juke box sales department of the company, has taken over his duties in the home territory.

Harold Christiansen, general manager of Angott Distributing Co., reports sales active to date this year for this old-line Wurlitzer distributor. They have just added the Northwestern line as distributors for the entire State, and Christiansen reports a large stock of bulk vendors as well as all parts on hand to service the trade. . . . The Frank Alluvots, Sr. and Jr., of the Frank's Music Co., are constructing a new 90-foot-square building in suburban Hazel Park, about two miles from their present Northend location, to be ready in a few months. The new building will house offices

and salesroom for one of the largest juke box operations in the area, and will be completely air-conditioned. . . . **Dan Evans**, of Miller-Newark Co., is elated over the fine record for the first season of coin-operated bowling leagues which they have encouraged among operators. **Sol Boesky**, of Banner Amusement Co., had the winning location, Shaw's Lounge, whose team copped the city championship and is trekking to Dayton, Ohio, to play for the regional championships. They defeated the runner-ups, the team from Frank's Lounge on Gratiot Avenue, for the city title, with **Howard D. Burlison**, of Howie's Amusement in Huntington Woods, as the losing operator in the close contest.

CHICAGO

Appointment of **Donald H. Angus** as vice-president of national accounts, has been announced by Seeburg Corp. President **J. Cameron Gordon**. The new appointee will report to **Marc A. Lefebvre**, vice-president in charge of field operations for Seeburg. Angus, who was formerly development projects manager with the Mobile Oil Co., will headquarter in New York. . . . **Richard Thorne**, former assistant to Gov. **Otto Kerner**, recently joined the advertising and public relations firm of Kennedy & Heyne, Inc., and as of July 1 the firm's official name became Kennedy, Heyne & Thorne, Inc. The firm was founded by **Edward C. Kennedy**, who is well known in the coin machine industry, in 1944. **Norman Heyne Sr.**, became a partner in 1961. Thorne will be in charge of the organization's public relations activities.

National Automatic Merchandising Association President **J. Richard Howard** praised the trade press last week for being responsible in part for high operator attendance at 11 spring meetings of the NAMA. Some 1,898 persons attended, as compared to 1,532 last year. Referring to the press, Howard said: "With their help in reporting the early meetings, more operators were alerted to the usefulness of the program." **RAY BRACK**

PHILADELPHIA

Coin Car Wash, Inc., for the installation and operation of coin-operated automobile washing machines, was organized here, with **Nat Agran**, local attorney, handling the application for a charter of incorporation. . . . **Al Levine**, who heads his own vending machine company, was seated as recording secretary of Congregation Emanu-El at the first meeting of the synagogue's new board of directors last week. . . . **Macedel, Inc.**, has set up shop in suburban Montgomery County. According to its petition for a charter of incorporation, the new firm was organized to operate "coin operated car washing establishments and automatic vending machines and devices of every description." The legal papers were handled by the local law firm of Zink, Shinehouse & Holmes.



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From Billboard Every Week
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THERE'S PLENTY! . . .

New discount deals . . . Mergers . . . New Talent
. . . Royalty Disputes . . . Trade Conventions . . .
New Record Releases . . . Changes in Radio Programming . . . Coin Machine Legislation . . . New Sources of Supply . . . Gossip Items, etc.

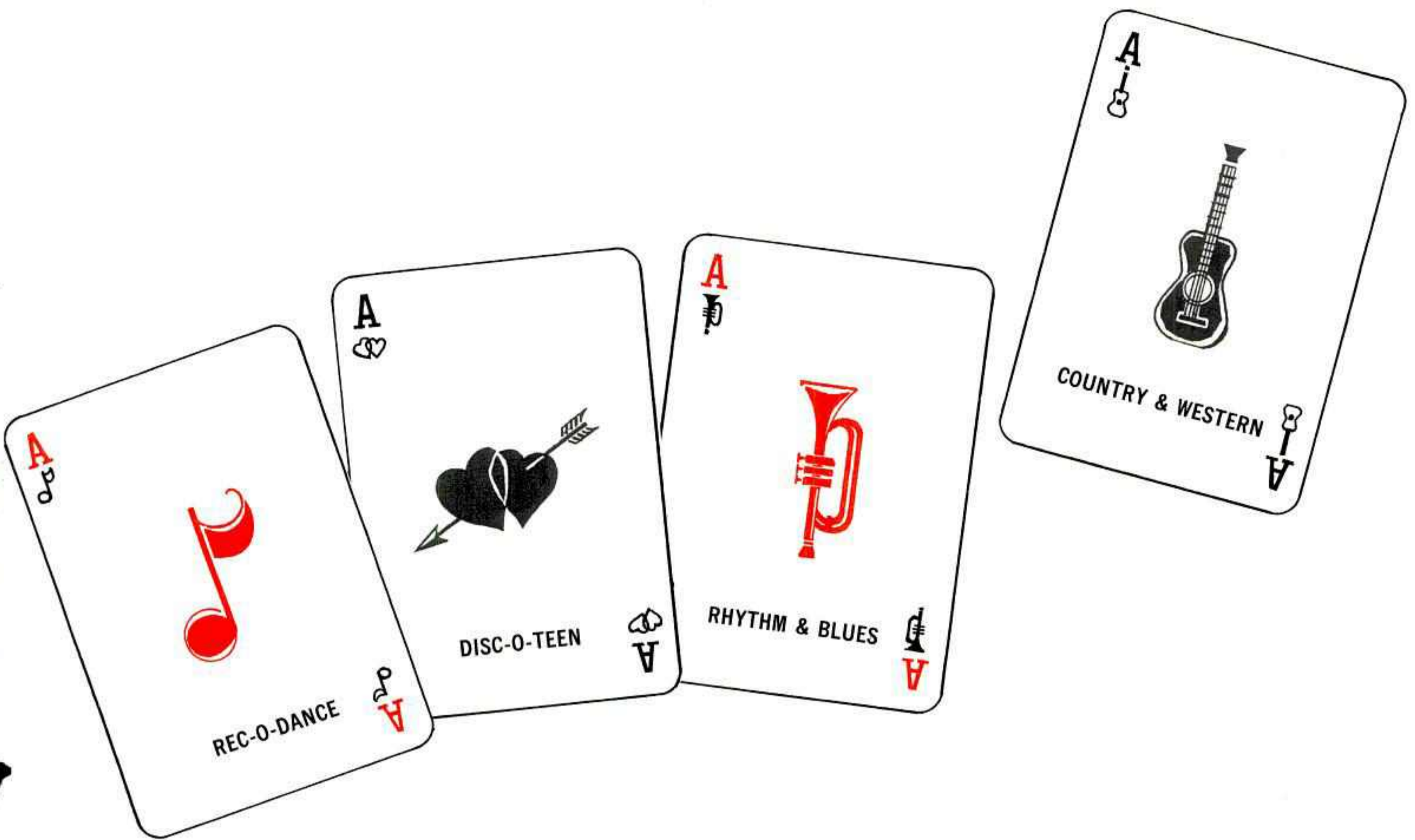
You'll Get It Fast—Full Flavor and All the Trimmin's—In—Billboard Every Week!

BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio, 45214
Please enter my subscription to BILLBOARD for 821

1 YEAR \$15 3 YEARS \$35 New Renew
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Above subscription rates are for Continental U. S. and Canada. Overseas rates on request.

Company _____
Name _____
Address _____
Type of Business _____ Title _____
City _____ State & Zip _____



The winning hand is complete with the ... fabulous new Seeburg Discotek* **COUNTRY & WESTERN** records!

NEVER BEFORE SUCH FABULOUS C&W DISKS as Seeburg's! Naturally, they're recorded in Nashville—the international Mecca of C&W fans—but that's not all. Discotek C&W records are recorded in Seeburg's thrilling 3-phase, 8-track stereo. The sound's so rich, so full, so fabulously alive it's even got the country people down Nashville way buzzing—over the miraculous way Seeburg has captured the spirit and the flavor of C&W music.

Best of all for operators, Discotek C&W records include the great country standards, as well as COPPS selections! Hear them now at your Seeburg distributor. Better still, lease them for your own locations. The big Seeburg sound of country music will head patrons for the coin chute and pronto, pardner.

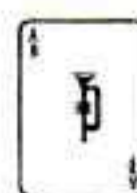
... topping off these previous aces we've handed you:



REC-O-DANCE*—the first records ever designed explicitly—and programmed internally—for Discothèque listening and dancing. First ever to give operators the new Big Sound in stereo.



DISC-O-TEEN*—tailored by Seeburg for the teen-agers who form such an important segment of operators' music-market. Opened up new profit opportunities for you!



RHYTHM & BLUES—One more winning ace for operators to use in capitalizing on the growing profit opportunities in the newest form of American fun—listening and dancing to Discothèque music.

With these four aces in hand, you win every time! Once again, Seeburg helps you reach every market, please every taste, satisfy every location. You've got a pot-winning hand in every spot. Play it!

*T.M.

1135 840918 32KR
FRANCIS C LAUDA
116 MIDDLENECK RD
PT WASHINGTON L I N Y



BILLBOARD SPOTLIGHT PICK

Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

ALBUM REVIEW POLICY

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

ORIGINAL CAST SPOTLIGHT

KISMET

Music Theater of Lincoln Center. RCA Victor LOC 1112 (M); LSO 1112 (S)

The musical Arabian night comes alive once again in all its glitter, sparkle and beauty. Re-creating his original role, Alfred Drake is heard with the same remarkable power and drive he displayed some 20 years ago when he first stepped forth on the Broadway stage. His "And This Is My Beloved" is hard to top and is enhanced in the performance by Anne Jeffreys, Lee Venora, Richard Banke and Henry Calvin. A truly outstanding revival.



POP SPOTLIGHT

SUMMER DAYS (AND SUMMER NIGHTS)

The Beach Boys. Capitol T 2354 (M); ST 2354 (S)

The successful group of five (Al Jardine was ill the day the LP cover photo was taken) has another chart winner in this album of exciting summer-oriented material. From the opener "The Girl From New York City" to their single hit "Help Me Rhonda," the program rocks right up to the ballad finale "And Your Dream Comes True," sung a cappella. Included is their new hit "California Girls," plus the exciting dance number "Let Him Run Wild." Their finest LP to date.

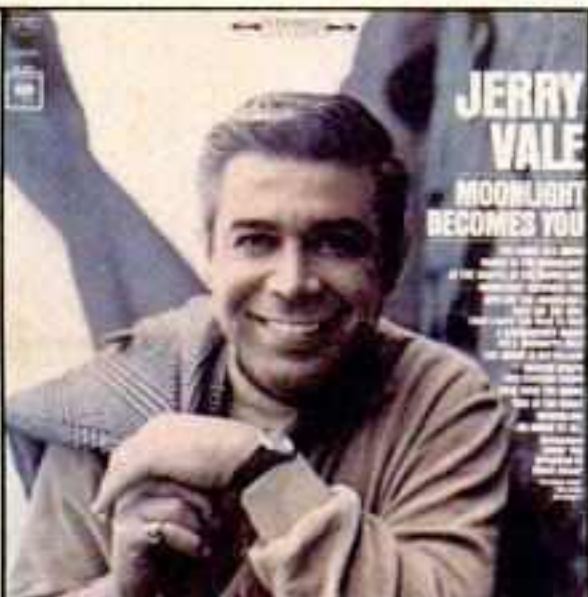


POP SPOTLIGHT

MOONLIGHT BECOMES YOU

Jerry Vale. Columbia CL 2371 (M); CS 9171 (S)

With the world more moon-conscious than ever comes an exceptional package of fresh treatments of standard moon classics. The rich, warm vocal stylings of Vale fit the material like hand in glove. His interpretation of "In the Chapel in the Moonlight" takes on the feel and sincerity of a hymn, while "No Moon at All" is treated to a soft, easy rhythmic revival. "Moonglow" is a standout, with the appeal of a new pop tune. Tremendous support from the Glenn Osser arrangements.



POP SPOTLIGHT

ENGLAND'S GREATEST HITMAKERS

Various Artists. London LL 3430 (M); PS 430 (S)

A teen market sales bonanza is this pooling of hot British performers. Most of the 14 selections are new, unreleased tunes such as "Maureen" by the Bachelors, "Kiss Kiss" by Tom Jones, and "Surprise Surprise" by the Rolling Stones. They all have singles hit potential but are placed in this LP, with profit going to the charitable Lord's Taverners in England - benefiting the noble game of cricket. Well planned and produced album.



POP SPOTLIGHT

SOMETHING TO REMEMBER YOU BY

The Melachrino Strings & Orch. RCA Victor LPM 3398 (M); LSP 3398 (S)

Arthur Schwartz and Howard Dietz have been writing great songs since 1929. Among them, "Something to Remember You By," "Moanin' Low," "Louisiana Hayride," "Dancing in the Dark" and "Alone Together" are in this album. And the late George Melachrino's treatment of these pop classics is superb. It's the last album made by Melachrino and its one of his best.



POP SPOTLIGHT

THE ART OF LOVE

Cy Coleman. Capitol T 2355 (M); ST 2355 (S)

The creative Cy Coleman score vividly captures all scenes of the new motion picture. He segues from the clever and rhythmic title tunes to the frolicking "Parisian Women" to the sensitive and intriguing love theme of "Nikki!" The jazz-oriented "Kick Off Your Shoes" is a standout, featuring the piano magic of Coleman.



POP SPOTLIGHT

DUANE A GO GO GO

Duane Eddy & the Rebels. Colpix CP 490 (M)

Marking his debut on the Colpix label and his reunion with Lee Hazlewood, who produced his early, great hits, the twangy guitar of Duane Eddy comes on as strong and as pounding as ever in this album that features some excellent such as numbers as "Busted," "Cottonmouth" and a marching-type "Around the Block in 80 Days." This album may catapult Eddy to the charts again.

COUNTRY SPOTLIGHT

CONSTANT SORROW

Bobby Bare. RCA Victor LPM 3395 (M); LSP 3395 (S)

Bobby does these performances with true heart and conviction from the opener "I'm a Man of Constant Sorrow" on to the end of the package. Much of the material is folk-oriented, which in today's market means pop-oriented. The songs include "Della's Gone," "Lemon Tree," "Times Are Gettin' Hard."

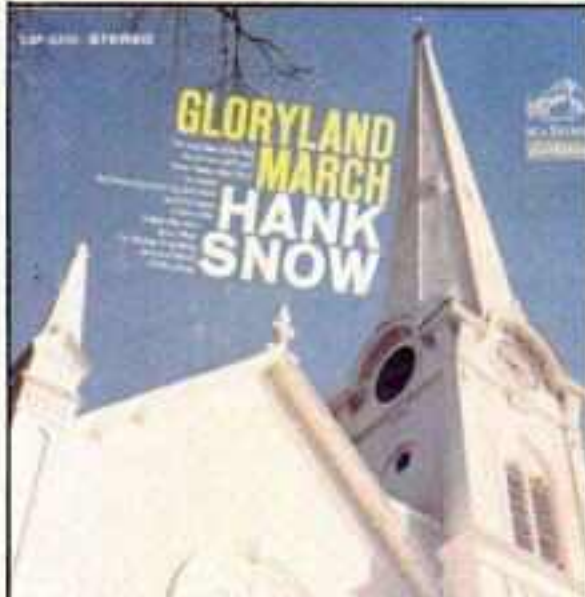


COUNTRY SPOTLIGHT

GLORYLAND MARCH

Hank Snow. RCA Victor LPM 3378 (M); LSP 3378 (S)

Dealers looking for strong country packages should consider this a must. Hank Snow, a perennial steady seller, has cut an album of sacred material here, including such songs as "Invisible Hands," "Jesus Wept," "I'm Moving on to Glory," etc. Snow delivers the performances in his highly individualistic style to a backing including strings and organ.



COUNTRY SPOTLIGHT

THE BEST OF SKEETER DAVIS

RCA Victor LPM 3374 (M); LSP 3374 (S)

Here's a package of treat weepers done to a turn by a girl who really knows how to get every tear out of every syllable. Included are tunes Skeeter Davis is associated with, such as "The End of the World," "I Forgot More Than You'll Ever Know" and "My Last Date."



COUNTRY SPOTLIGHT

THE THIN MAN FROM WEST PLAINS

Porter Wagoner. RCA Victor LPM 3389 (M); LSP 3389 (S)

A well-recorded album containing some powerful material by a strong country artist. Included are some of Wagoner's hits, among them "I'm Gonna Feed You Now" and "Sorrow on the Rocks" and a sprinkling of great tunes associated with other artists.



COUNTRY SPOTLIGHT

HANK LOCKLIN SINGS EDDY ARNOLD

RCA Victor LPM 3391 (M); LSP 3391 (S)

Locklin, for years a fine country singer, does 12 tunes associated with Eddy Arnold, including such great Arnold hits as "Bouquet of Roses," "I Really Don't Want to Know" and "Just a Little Lovin'." Locklin does not imitate the Arnold style, for he has his own distinction as an artist.



JAZZ SPOTLIGHT

JAZZ SUITE ON THE MASS TEXTS

Paul Horn. RCA Victor LPM 3414 (M); LSP 3414 (S)

An amazing piece of work. With all the talk of religious music influencing jazz and visa versa, this album sums it up in superior terms. Voices, orchestra, jazz soloists—all contribute to an excellent statement on the subject. It is esoteric and intellectual, but undeniably dynamic! This is one of those rare moments when musicians of stature (i.e., Lalo Schifrin and Paul Horn) do something close to their hearts. The artistry of it tends to overwhelm the listener.

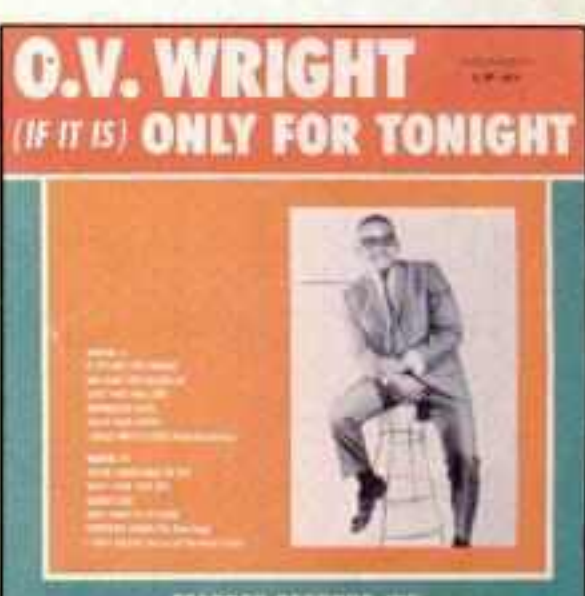


JAZZ SPOTLIGHT

MILES DAVIS PLAYS FOR LOVERS

Prestige. PR 7352 (M)

A collection of cuts which appear on various other albums. Of the eight tunes six are ballads in Miles' finest style. Muted tones and a lyric approach are the keynote. The two up-tempo numbers provide contrast and change of pace. "When I Fall in Love" and "There is No Greater Love" are two outstanding performances.



R&B SPOTLIGHT

O. V. WRIGHT (IF IT IS) ONLY FOR TONIGHT

Backbeat BLP 61 (M)

O. V. Wright, with a real soul-searching and gospel feeling, delivers a series of pulsating r&b numbers in this album that should make it a profitable item for dealers. He does a great rendition of "Wish I Were That Boy," then follows it up with the unusual number "Monkey Dog." But r&b fans will love also the soulful "Motherless Child" and the other songs in this package.