

Billboard

The International Music-Record Newsweekly

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

Col. Retailer Top Target

MIAMI BEACH—Columbia Records held the largest national sales convention in its history here last week (14-17) and drove home the point that the full-line dealer is the company's No. 1 sales target.

Bill Gallagher, vice-president in charge of marketing, served as convention chairman.

The high-voltaged meeting, one of the most impressive and best organized affairs of its kind, attracted more than 600 executives from Columbia Records, Columbia Records Sales Corp., and Columbia Record Distributors, plus top executives of CBS Records, their subsidiaries and licensees. The foreign contingent included label executives from Australia, Canada, Latin America,

European countries and Japan.

The convention theme was "Grow Power in an Age of Reason," a theme which Gallagher turned into a rallying call during his keynote speech as he pitted Columbia's might behind the full-line concept.

A dramatic factor behind the "Grow Power" theme, Gallagher pointed out in his address, was that "in the next five years, households will increase to 67 million—that's nearly 25 per cent more households than we're selling today!" He predicted that the average family income in a few years will surpass the \$10,000 mark. This, Gallagher stressed, gives his firm (and by implication, *(Continued on page 4)*

Senate Unit to Begin Copyright Revision Hearings Aug. 4 and 5

WASHINGTON—The Senate Judiciary Subcommittee on Patents, Trademarks and Copyrights has unexpectedly announced that it will begin hearings on the 1965 Copyright revision bill Aug. 4 and 5. Subcommittee Chairman Sen. John L. McClellan (D., Ark.) is sponsor of the Senate revision bill (S. 1006) which duplicates the House bill. Hearings on the House revision bill introduced by Rep. Emanuel Celler have

been in progress since May by House Subcommittee on Patents, Trademarks & Copyrights.

No witness list is yet available, but Senate subcommittee staffers expect to start with spokesmen from the Library of Congress and the Copyright Office. Industry spokesmen who want to testify are asked to send requests immediately to the subcommittee office, Room 349-A, Senate Office Building, Washington, D. C., or telephone 225-2268. Hearings will begin at 10 a.m., and will be held in the

new Senate Office Building, Room 3302.

Traditionally, a Senate or House committee will wait for the other to conclude hearings and produce a report on a bill before taking up the identical legislation. But pressure of time and the decade of study and preparation already consumed in updating the outmoded 1909 Copyright law have brought the Senate group into earlier action.

Life and 50 Years

Another factor is the desire to save current copyrights from falling into public domain at *(Continued on page 54)*

Cap.'s Price Vs. 'Establishment'

By ELIOT TIEGEL

NEW YORK — "We are an anti-computer company that sometimes frightens the hell out of Hollywood. But our concept works!" This succinctly describes the philosophy behind Capitol's imports branch of its international corporation, currently expanding to bring American classical collectors LP's "kicked out of catalogs by computers."

The international imports operation, headquartered here, with Earl Price as sales manager and Bob Reid as a&r producer, operates with an aggressively humorous attitude towards its key trade customers: 400 retailers, their sales clerks, *(Continued on page 34)*

JOB CORPS ON JOB, LAUNCHES PILOT IN D. C.

By CLAUDE HALL

WASHINGTON — As a follow-up to the Murray (the K) Kaufman CBS-TV network show "It's What's Happening, Baby!", the Job Corps, in cooperation with WEAM Radio, Arlington, Va., has launched a pilot program of shows featuring live record talent. Other shows are planned, with hopes of spreading the shows across the nation.

"It's What's Happening, Baby! II" was held in a Washington high school auditorium Wednesday (30). The free personal appearance show drew more than

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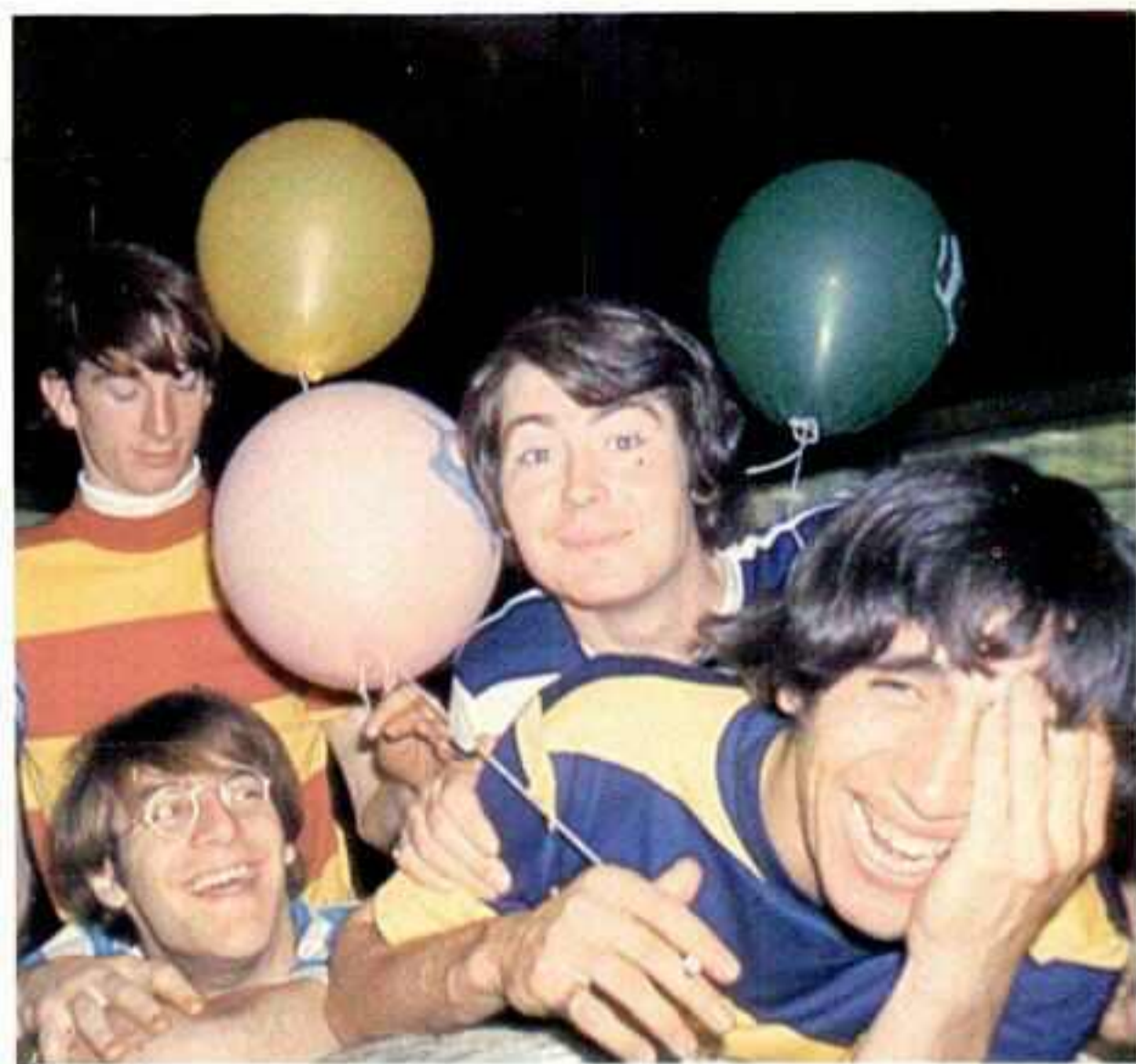
Logo A Go-Go: Net Affiliates Copy Parents

NEW YORK—Record companies with radio and TV network affiliations have long been aware of the value of these ties in building the diskery image.

Columbia Records, for example, has used the CBS logo in its overseas operations for many years and is reportedly considering its use for domestic product.

The value of TV network shows insofar as they relate to current pop artists recently has been emphasized by the success of such vehicles as "Shindig" and "Hullabaloo."

This week, ABC-Paramount *(Continued on page 43)*



THE LOVIN' SPOONFUL: Kama-Sutra Records is proud to present to the music industry the most exciting discovery of talent in the past 10 years. In their new release, "Do You Believe in Magic," Kama-Sutra 201, they have captured the true excitement of their sound. Discovered and produced by Koppelman & Rubin Associates. *(Advertisement)*

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EDDIE RAMBEAU, Dynovoice Records sensational new singer, has a new hit single, "My Name Is Mud." The single is from his new album, "Concrete & Clay," distributed by Amy-Mala-Bell. *(Advertisement)*

(Advertisement)



"WE HAVE MUCH TO BE THANKFUL FOR"

Teddy Randazzo, Stan Catron, Don Costa and many friends

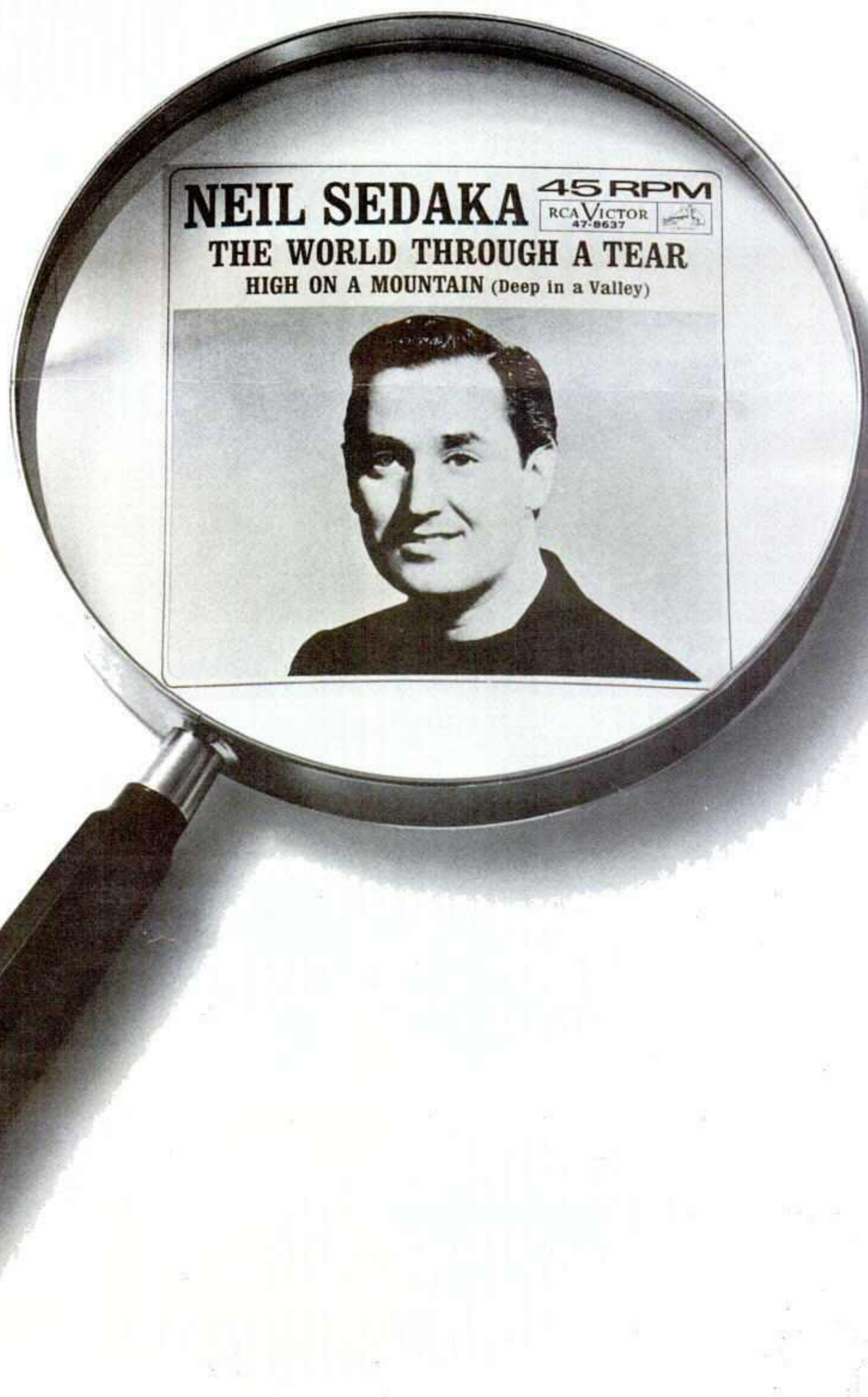
SEE CENTER SPREAD

**ALL THE EVIDENCE POINTS TO A
NEW HIT SINGLE BY NEIL SEDAKA**

“THE WORLD THROUGH A TEAR”^{c/w}

“High on a Mountain (Deep in a Valley)” #8637

RCA VICTOR
The most trusted name in sound



Dealers Give Tax Repeal Low Credit Rating

Law Playing Minor Note in Sales Increase

By CLAUDE HALL

NEW YORK — The Colony record store reported Thursday that any retail price cut on records was still up in the air. Sid Turk, a partner in the store, said, "we may go along with the cuts as we get them from the companies." But he said that some companies haven't cut prices.

"Right at the moment, any price cut would be pennies involved. We haven't made a decision as yet."

Business, he said, was not as active as last year, but this could be due to the World's Fair. "The hotels are not as crowded as they were last year . . . there are not as many people in town." This year's business is down, he said about 10-15 per cent.

Superior Distributors

Sam Weiss, president of Superior distributors here, said that business "looks like it's trying to break out . . . but it just doesn't happen." Business has been that way, he said, ever since the excise cut. The tax cut, he said, hurt business quite a bit.

As for any price cuts, Weiss said that a lot of manufacturers haven't cut prices — especially independents. "The \$3.79 is a fictitious price anyway."

The price cut by the "companies of stature" may have done more harm than good. "They reduced prices on the retail end, but no one reduced wholesale prices. So the squeeze is on the rack jobbers, distributors and one-stops. They have to reduce and they're getting hurt."

A-1 One-Stop

Eric Bernay, head of the A-1 One-Stop in New York, is holding firm on prices. The price

(Continued on page 10)

Multifaceted A&R Program Is Launched by ABC-Para.

NEW YORK — ABC-Paramount Records is initiating a four-pronged a&r program which involves placing several Impulse jazz artists in the pop market, opening the door wider to publishers and artists, strengthening ties with independent producers and typing the a&r and sales and tying the a&r and sales departments closer together for singles material.

Impulse, ABC's hard-driving jazz line for the past four years, believes such artists as organist Shirley Scott, drummer Chico Hamilton and multi-instrumentalist Yusef Lateef can all do material "acceptable to the pop

field," explained Bob Thiele, recently appointed ABC-Paramount a&r director by label President Larry Newton.

When transferring jazz artists into pop performers, guidance in selecting material is all-important, the executive said. Such names as John Coltrane—the leading Impulse seller despite being the most "far out" player on the label — Sonny Rollins, recently signed after two years with RCA and Archie Schepp, an avant-gardist, cannot be tampered with, Thiele believes because of their special styles.

As part of the new operating

plan, Thiele will hold weekly meetings with Howard Stark, singles sales manager, and Alan Parker, LP sales chief. The company is also planning a tighter release schedule with increased co-ordination between departments.

"We plan getting closer with independent producers for ABC-Paramount product," Thiele explained. For the pop market Thiele has cut Della Reese, Bill Haley and the Comets and a new teen-ager, Angelia Martin. He flies to Hollywood this week to cut Miss Reese July 26-27. In addition he continues to cut all the Impulse dates.

ABC's West Coast a&r man, Frank DeVol, has just cut a single with Debbie Reynolds, Thiele said. Other company producers are Pete DeAngelis in New York, George Clark in Los Angeles for the Apt subsidiary and Johnny Pate in Chicago.

To explain the company's activities, a "continuing" advertising campaign aimed expressly at the radio industry will begin within the next two to three weeks.

Mercury, Garmisa to Part Company Aug. 1

CHICAGO — Mercury Records and Garmisa Distributing Co., the label's long-time outlet here, are parting company as of Aug. 1, with the label expected to reveal new distribution plans shortly.

Garmisa is handling Mercury's own label as well as the Philips, Cumberland, Blue Rock and Wing lines. Mercury's Smash and Fontana labels are handled by Paul Glass' Allstate Distributing Co. A Mercury spokesman said there would be no change in the latter set-up.

Mercury had no comment on local speculation that it would be opening a branch-type operation here. The move was thought likely because of the label's moves toward depot-shipping in other parts of the country.

Latest occurred last November when Mercury's Milwaukee distributor John O'Brien was

converted into a brokerage house or factory representative-type operation for the label.

Previous depot arrangements had been made by Mercury in such areas as Texas, Massachusetts, California and Pennsylvania, but O'Brien was the first independent distributor to be so organized.

Carries No Inventory

Under the set-up, O'Brien functions simply as a sales representative, carrying no inventory. Shipments to Milwaukee are made daily by air from its Richmond, Ind., plant. Delivery is guaranteed within three days.

In some cities—notably San Francisco, Boston and Philadelphia—Mercury utilizes both direct shipping from its pressing plant and supplementary shipping from nearby distributors.

With Mercury's Richmond plant virtually a stone's throw from Chicago, such a dual set-up for the Windy City would be certainly feasible.

At the time Mercury made its Milwaukee move, it indicated it was highly pleased with the depot-shipping concept, but the big question at that time was whether an independent distributor such as O'Brien could function in a similar capacity. The answer since then has been affirmative.

Pamper Taps Smith; to Head R&B Drive

NASHVILLE — Hal Smith, president of Pamper Music Inc., publishers of pop and country songs, last week appointed production co-ordinator Ray Pennington to head a drive to build up a rhythm and blues catalog.

Ray Pennington immediately signed Otis Williams of Cincinnati as a composer. Pennington also placed Williams, who formerly recorded for King, as a recording artist with Epic.

Pennington, a composer himself, who will be concentrating on writing r&b tunes, is also negotiating with Willie Price of Cincinnati, r&b composer and promoter, to line up new writers and artists. Price will also be signed as a Pamper composer, Pennington said.

In addition to seeking r&b composers and artists, Pennington is also taking some of Pamper's country standards and giving them r&b arrangements. Two of the first he's done on demos, to interest a label in recording them, are "I Fall to Pieces," written by Hank Cochran, and "Crazy" by Willie Nelson.

SOUTHARD'S SALES AWARD TO PEPPIN

MIAMI BEACH — Paul G. Peppin, the Columbia Coast-based sales executive who retires this year, was presented the Paul E. Southard Sales Achievement Award. Although the Southard Award was established several years ago, this marks the first time this coveted honor has been bestowed on anyone.

The inscription reads: "Presented to Paul Peppin by Columbia Records Sales Corp. for continued excellence in outstanding individual contribution to Columbia Records and our industry."

Peppin joined Columbia on Dec. 12, 1931.

NARAS Elects In 3 Cities

NEW YORK — Joe Csida, veteran music man and onetime Billboard editor, was elected president of the New York chapter of NARAS at a meeting of the newly elected Gotham board of governors Wednesday (14). Csida, a member of the national board of trustees and former treasurer of the New York chapter, spearheaded the Academy's TV show drive, "The Best on Record."

Accepting the post, Csida stated he would work closely with other chapters in order to continue the gains made by George Avakian, outgoing president, and George Simon, executive director. Elected to serve two-year terms with Csida were Fr. Norman O'Connor, first vice-president; Dom Cerulli, second vice-president; John Stevenson, executive vice-president, David Hall, secretary and Billy Taylor, treasurer.

NASHVILLE — Eddy Arnold was elected to a one-year term as president of the Nashville chapter of National Academy of Recording Arts and Sciences last week (15). He succeeds Harold Bradley, Forrest Hills Music, Inc. vice-president.

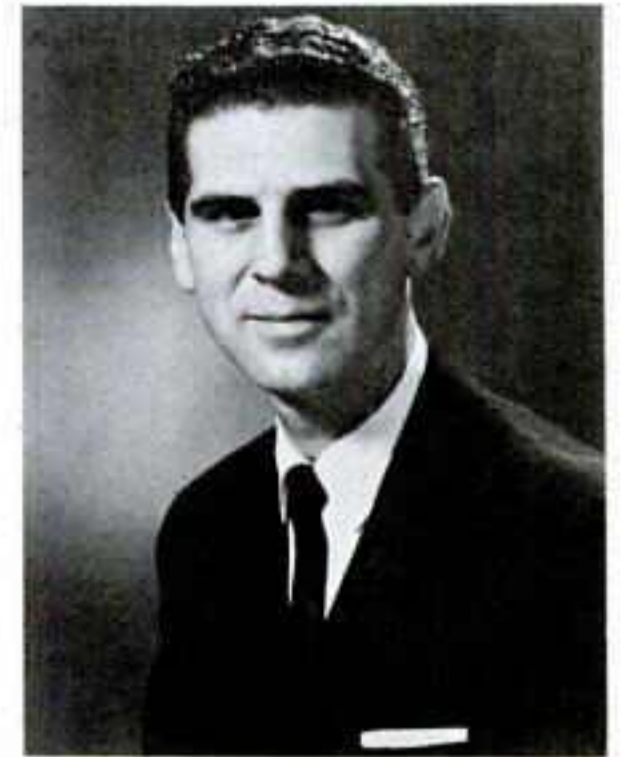
The board of governors elected Bradley first vice-president in recognition of the outstanding job he did as the chapter's first president.

Frances Preston, head of BMI's Nashville office, was re-elected first executive vice-president. Juanita Jones, manager of ASCAP's Nashville office, was elected second executive vice-president, to succeed Mark-Clark Bates of Billboard's Nashville office.

Bill Denny, president of Cedarwood Publishing Co., was re-elected secretary, and Lester Rose, sales manager for Acuff-Rose Publications, Inc., was re-

(Continued on page 10)

D'Imperio Is Named by RCA



JOSEPH D'IMPERIO

NEW YORK — Joseph D'Imperio has been appointed newly created product and talent development vice-president at RCA Victor Records. He was formerly business affairs vice-president.

In his new post, D'Imperio assumes responsibility for the pop and Red Seal a&r departments, headed respectively by Steve Sholes and Roger Hall. A new business affairs executive will shortly be named.

D'Imperio has been with RCA since 1955, joining the record wing in 1957 as counsel. He was made a division vice-president in July 1963, reporting then as he does now to Norman Racusin, operations vice-president.

Buckhorn Inks Jerry Guthrie

NASHVILLE — Buckhorn Music Inc., owned by producer Bill Justis and composer Marijohn Wilkin, signed Jerry Guthrie, 25, last week as its first exclusive composer.

Guthrie, formerly a Capitol recording artist, recently signed with Decca and is in sessions recording original material.

Jerry's late father, Jack Guthrie, composed such hits as "Oklahoma Hills," "Oklahoma's Calling" and "Please, Oh, Please." Jerry's uncle, Woodie Guthrie, wrote the folk standard "This Land."

Mrs. Wilkin said the new publishing company will develop pop, country and folk catalogs. Both she and her son, Bucky Wilkin, compose for Buckhorn. His first, "GTO," hit big last year. He is a student at Peabody College here.

Among Mrs. Wilkin's top country hits are "Waterloo," "Long Black Veil," and "I Just Don't Understand."

Bud Powell III

NEW YORK — Jazz pianist Bud Powell was in critical condition in a Brooklyn hospital last week. Powell was taken to Cumberland Hospital two weeks ago, suffering from severe jaundice and pulmonary tuberculosis. The pianist had returned to the U. S. several months ago after residing in Paris for many years. Powell was among the first jazzmen performing in the "be-bop" style in the 1940's.

DEPARTMENTS & FEATURES

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Col. Retailer Top Target

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the industry as a whole) room in which to grow.

Merchandise Increase

He also predicted that the demand for quality merchandise will increase, stating "we'll experience a dramatic upgrading in consumer tastes . . . with emphasis on quality and reliability" of product.

Gallagher then moved into the full-line area of Columbia's all-out campaign. He called on the sales personnel to "reappraise your own 'Grow Power' . . . instead of limping your way along a fast diminishing territory.

"Compare the growth and development of full-line record retailers in your own territory versus the growth of racks and particularly full departments serviced by racks. . . . You'll readily admit that your own lack of aggressiveness was a major contribution to the success of the rack jobber."

Racks Here to Stay

He told those assembled that "the rack jobbers are here to stay—you might just as well make up your minds to that." Gallagher explained that the rack jobber "in his proper place . . . represents healthy growth. But," he stressed, "you must keep them in their proper places by the daily challenge of their very existence."

Gallagher said he's not out to destroy the sub-distributors. "Instead," he said, "I am demand-

ing our rightful share of their business, and I'm telling you that it's your responsibility to see that we're getting it. If not, we'll take the necessary steps to see that we do—and as this convention unfolds, you'll see we're equipping you to do just that."

As Gallagher's fighting speech continued, he underscored his feeling that "the full-line record dealer is, and has always been the backbone of this industry, particularly for the major label with the complete catalog. Therefore, your future and mine are closely tied to the continued growth and profitability of these accounts.

Increase efforts

"We must, in the months ahead increase our efforts in servicing and merchandising the full-line dealer. The major portion of our plans and programs for the months ahead are dedicated to the continued growth of the record dealer."

Gallagher called on the sales personnel to sell product and not price and, to help them achieve this, Gallagher indicated that Columbia will support its product with the strongest merchandising, promotional and advertising plan in its history.

"You'll return home Sunday as the best-equipped salesmen in the history of Columbia Records," Gallagher promised.

During his address, Gallagher repeated that Columbia is not warring with all subdistributors. (Continued on page 43)

Col. Backs Role of Subdistribs, But Warns on Grabbing

MIAMI BEACH—Columbia Records this week is notifying subdistributors that it "strongly endorses" their vital role in the record industry, but warned that "Columbia Record distributors will discontinue all sales to any subdistributor who continuously solicits full-line distributor accounts serviced by Columbia, or whose operation is in violation of our subdistributor agreement."

This was learned here last week (16) during the Columbia Records convention.

The warning to rack jobbers and one-stops not to seek to grab full-line accounts away from Columbia's distributors was issued in a letter signed by Joy Lyons, director of sales, Columbia Records Distributors.

Complete text of letter follows:

"To Columbia Record Subdistributors:

"At our recent sales convention in Miami, Columbia Records reaffirmed its long-standing position regarding functional

discount policies. We recognize vividly the role played by the legitimate subdistributor in this great industry's growth—the merchandiser who is aware of the priceless creativity offered by national promotion—the merchandiser who is aware that he is a direct beneficiary of the efforts of every sales and promotion man representing Columbia Records.

"Your business is primarily to bring impulse product to the masses. Our responsibility, however, is to market and promote a complete catalog with product ranging from impulse to cultural repertoire. We know from our mutually successful relationship that you are good businessmen; that it would be unnecessary to explain the cost involved in fulfilling the catalog demands for all types of customers. Continue to operate as a good businessman, concentrate only on those accounts which you can intelligently supply and profitably service. Don't give away profits which you alone are

entitled to, which you alone need to continue steady, healthy growth.

"We are increasing your advertising allowance to 4 per cent, thus enabling you, through legitimate and creative means, to bring about a drastic business increase—yours and ours! Columbia strongly endorses your important role by continuing to grant you a functional discount, but this year, gentlemen, Columbia Record Distributors will discontinue all sales to any subdistributor who continuously solicits full-line distributor accounts serviced by Columbia, or whose operation is in violation of our subdistributor agreement!

"Be good businessmen. . . . Spend more time developing your accounts. . . . Spend more time developing rack-oriented product to rack-oriented outlets.

"Yesterday was a great year. . . . We invite you to GROW with us today and tomorrow.

"J. E. Lyons, director of sales"

Epic Rise Continues; Sales Up 76%

MIAMI BEACH — Epic's sales leaped by 76 per cent during 1964 over the previous year's volume, to climax a continuing growth, Len Levy, the firm's vice-president and general manager, revealed during his keynote address before the Epic national sales convention here.

Levy traced the Epic-Okeh annual sales increases as follows: in 1962, business was up 300 per cent over 1961; in 1963, they rose an additional 16 per cent over the previous year.

Levy reminded the assembly that Epic's slogan last year was "The Hot Line." In view of the 76 per cent sales increase, he said that phrase has been expanded to give the label this year's "The Hot Line Is Busy."

Levy opened the convention by welcoming distributors and the label's foreign affiliates, including representatives from Japan, Brazil, Mexico, Argentina, France and Canada.

The convention opened with a sound and film-strip showcasing of the label's new product.

As stills flashed on the screen showing the new product and its artists in full color, selections were heard in stereo. Levy's comments describing the product were also recorded.

Include Country Show

Epic's three-day sales meeting included a country show on the evening prior to the convention's kick-off, and a banquet on the final night. The country show included a poolside barbecue and featured Epic c&w artists Charlie Walker, Stan Hitchcock, David Houston, Gordon Terry, Lois Johnson and Jim Jesse. Merle Kilgore was master of ceremonies.

The gala banquet concluding the convention featured an array of Epic artists including Bobby Vinton, Damita Jo, Timmie Rogers, Enzo Stuarti, the Sherry Sisters, Bobby Hackett and the Staple Singers. TV's Mike Douglas who is also one of Epic's top artists served as emcee. Ray McKinley, directing the Glenn Miller orchestra, accompanied the performers and

was featured in its own numbers. Conductor-arranger Sy Oliver fronted the band during the Timmie Rogers numbers.

The crowd enthusiastically received all the artists, with particular ovations won by Bobby Vinton and Timmie Rogers. Vinton aided in the emceeing duties after Douglas had to leave during the middle show to return to his Cleveland-originated TV show.

Goddard Lieberman welcomed distributors and guests to the banquet, and said that, after all, he is president of Epic Records in addition to holding the same position with Epic's sister label, Columbia Records. Keeping the mood in a light vein, he quipped that the only reason he was on hand to greet them was because Dr. Alton Doody, the Ohio State University marketing and economics associate professor, was not available to handle the affair. The professor had figured prominently in several of Epic's key sessions. The show was produced by Bob Morgan, Epic's artist-repertoire director.

Epic-Okeh Conclave Accents Indie Needs

MIAMI BEACH—The Epic-Okeh Records national sales convention held here last week (11-13) zeroed-in on the business needs of the independent distributor in an effort to help him come to grips with the critical problems of a changing market.

This year's conclave carried the flavor of a top management executive development program. The hard-sell pitch to distributors of new releases, customary in record company meetings of this sort, was de-emphasized. Instead, the lion's share of the sessions was devoted to treating such matters as organization, finance, marketing guidance, merchandising, distribution developments, and other key issues which face the modern distributor in a complex industry.

The distributors who assembled here found this approach refreshing and enlightening. They seemed to appreciate being treated as sophisticated businessmen able to recognize the merits of new wares without the expected overstressing of that phase of a sales convention.

They appeared to welcome the opportunity of being exposed to new thinking in the ways of doing business. Most of them here reflected a keen interest in seminars conducted by experts in various fields which affect their operations.

Two Presentations

Highlights among these were two separate presentations made by Dr. Alton F. Doody, associate professor of Marketing and Economics at Ohio State University. One was a management seminar conductor for distributor executive personnel called, "The Dynamics of Phonograph Record Distribution." The second was held before the general assembly, attended by both distributor top management and by the distributor sales forces.

Another key session was con-

ducted by Bill Lee, director of credit and finance. He introduced Tom Darrow, vice-president of New York's Irving Trust Co. He spoke on problems of organization and financing growth.

In addition to the keynote address delivered by Len Levy, Epic's vice-president and general manager, other significant speeches and presentations were made by Mort Hoffman, director of sales; Sol Rabinowitz, director of merchandising; Bob Morgan, director of artist-

(Continued on page 46)

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Vol. 77 No. 30



BILLBOARD, July 24, 1965

Al Lewis Gets New Post at MGM-Verve

NEW YORK—Al Lewis has been named to the newly created

post of co-ordinator of recording activities by MGM-Verve Records. He will act as liaison among artists, recording directors and the legal department and will be involved in all contract negotiations. Lewis will also keep tabs on the financial and contractual aspects of recording sessions, reporting to Thomas F. White, director of administration.

After his graduation from Pace College, Lewis joined MGM's accounting department in 1956 and was assigned to work with outside film producers.

When MGM acquired Verve in 1960, he went to work in the MGM Records Royalty department. In 1963 he was named director of special projects for MGM-Verve.



LEWIS

Six Up And Coming Singles...

Bob Dylan "Like a Rolling Stone" 4-43346
The Duprees "Around the Corner" 4-43336
The Byrds "All I Really Want to Do" 4-43332
Tony Bennett "Fly Me to the Moon" 4-43331
Johnny Cash "The Streets of Laredo" 4-43313
Claude King "Tiger Woman" 4-43298

Everything's Going for COLUMBIA RECORDS 

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31 Pop, 17 Classical In Col. Fall LP Line

MIAMI BEACH—Columbia Records' fall album program gets under way with 31 popular and 17 classical packages released in August and September, it was learned at the label's convention here last week.

The pop product, including jazz, c&w, folk, comedy and Latin-American LP's, features Tony Bennett, the Brothers Four, Dave Brubeck, comics Jack Burns and Avery Schreiber, Charlie Byrd, Percy Faith, Eydie Gorme and the Trio Los Panchos, Skitch Henderson, Woody Herman, Stonewall Jackson, Andre Kostelanetz, Herbie Mann, Jim Nabors, New Christy Minstrels, Ray Price, Mongo Santamaria, Carl Smith, the Tampicos, Mel Torme, Jerry Vale, Neil Wolfe and the Woodstock Jesuit Singers, Coral Mexicano, Irma Serrano and Roberto Uanes.

The Masterworks product features special sets by the Philadelphia Orchestra, New York Philharmonic, Cleveland Orchestra and Mormon Tabernacle Choir, the newest addition to the label's legacy collection series. Other new LP's are by E.

Power Biggs, Zino Francescatti, Gary Graffman, Mormon Tabernacle Choir, Thomas Schippers, Rudolf Serkin, Igor Stravinsky and Richard Tucker.

Tape Releases

Columbia will also release nine Masterworks and eight popular four-track stereo tapes—simultaneously with the album counterparts—in August and September. The Masterworks tapes feature Leonard Bernstein with the Royal Danish Orchestra, violinist Zino Francescatti, pianist Rudolf Serkin, organist E. Power Biggs, the Mormon Tabernacle Choir, Eugene Ormandy with the Philadelphia Orchestra, George Szell with the Cleveland Orchestra, and both Thomas Schippers and Leonard Bernstein with the New York Philharmonic. The eight popular tapes feature Tony Bennett, Mel Torme, Doris Day, Jerry Vale, Johnny Cash, Dave Brubeck, Percy Faith and Ray Conniff.

The company is releasing four stereo tapes this month by Vladimir Horowitz, New Christy Minstrels, Ray Conniff and Les and Larry Elgart.

STEVENSON THE ARTIST PRAISED BY LIEBERSON

MIAMI BEACH—Columbia Records President Goddard Lieberson, in addressing the convention, took note of the sudden death of U. S. Ambassador Adlai Stevenson. Lieberson said he knew Stevenson well as an artist, referring to the "Lincoln Portrait" LP he had recorded for the label.

Lieberson said that Stevenson, as a true recording artist, was quite concerned with the album's earnings. The statesman had contributed all royalties to the Eleanor Roosevelt Fund.

In an earlier address, the Columbia president reviewed the firm's growth on the domestic and international fronts. He introduced various visitors representing foreign subsidiary and licensed firms.

Big 3 Music's Diversity Pitch Getting Results

NEW YORK—Recent efforts of the Big 3 Music Corp. (Robbins-Feist-Miller) in building up a diversified catalog capable of producing chart action is paying off.

The policy of Arnold Maxin, who took over the direction of the ASCAP firm in April, has been to mix hard rock material with soundtracks and standards.

Last week's Billboard charts had five Big 3 entries: Herman's Hermits' "I'm King Henry VII, I Am" on MGM; Patti Page's "Hush, Hush Sweet Charlotte" on Columbia; Barbara Streisand's "My Man" on Columbia; Jay and the Americans' "Cara, Mia" on United Artists; and two versions of "Forget Domani," one with Connie Francis on MGM, the other with Frank Sinatra on Reprise.

The Big 3 recently acquired "Heart Full of Soul," which has been recorded by the British rock group, the Yardbirds. The song is set for U. S. release on Epic.

APEX-MARTIN WINS AWARD

MIAMI BEACH—Epic and Okeh Records presented Apex-Martin of Newark, N. J., the annual Outstanding Distributor Award Tuesday (13) at the label's National Sales Convention here. The award was presented by vice-president and general manager Leonard S. Levy to Apex-Martin owner Joe Martin. Martin was formerly an executive with the Billboard Music department.

Marnel of Maryland was presented the labels' annual Promotion Award; accepted by President Stan Hoffman. In recognition of his promotion work, promotion manager James Gordon of the Baltimore firm was given a special plaque.

Melody Sales Co., San Francisco, was awarded a Merchandising Trophy. Co-owners Al Brame and Tony Valerio accepted the award.

PROFILE

Dr. Alton F. Doody: Marketing Specialist

MIAMI BEACH—Dr. Alton F. Doody, the Ohio State University associate professor of Marketing and Economics whose presence here last week lent enlightenment and academic luster to the Epic national sales convention, is no newcomer to the record business.

Earlier this year, at the National Association of Record Merchandisers' convention in San Francisco, he stirred considerable interest among the rack jobbers with an address pointing the way toward updating their operation by employing computers and the latest in business machines. During NARM's convention in Miami the year before, Dr. Doody fired the imagination of delegates with his analysis of the evolution of record business concepts and his forecast of trends to come.

He recalls that during the same association's convention in 1962, also in Miami, "I probably was the first outsider to address the NARM group. I tried at that time to make an evaluation of the rack jobbers and his place in the phonograph record industry." It was at this meeting that Dr. Doody issued a definitive statement on rack jobbing and the jobber's changing position in the business.

Dr. Doody's fascination with the intricacies of marketing in the record industry goes back five years ago when he was on the faculty of the Air Force Institute of Technology, Wright-Patterson Air Force Base, Dayton, Ohio.

Under the joint sponsorship of the Air Force and Ohio State



DR. ALTON F. DOODY

University, he prepared the thesis for his doctorate, "A Marketing Analysis of the Army and Air Force Post Exchange System." According to him, this study provided the basis for new marketing methods and molded distribution policies in the exchanges. It was at this time that he became exposed to the record industry and was able to analyze its marketing procedures.

Doody, in explaining his record marketing philosophy, told Billboard:

"I don't advocate too much doctrinaire. One must consider the problems faced, and then determine the best possible solution. After my analysis of the PX situation, I did decide to use rack jobbers in the sale of records. This resulted in a substantial increase in volume, and a greatly reduced cost. But that suited the particular problem at hand."

Winners of Sweepstakes Announced by Columbia

MIAMI BEACH—Winners of the CTPMS (Columbia Total Performance Mustang Sweepstakes)—a sales incentive contest based on Billboard's Hot 100 and Top LP's charts with 1966 model Ford Mustang cars as prizes—were announced last week at the Columbia sales convention here. All salesmen, promotion men and sales managers who attain the national sales average are eligible.

According to the Sweepstakes rules, for each new March through June release listed in the top 75 on the Billboard charts during the course of the contest, a color TV set or a Brunswick home billiard table will be added to the Sweepstakes prizes.

For each single record making the No. 1 spot on Billboard's Hot 100 chart, a fully equipped Lincoln Continental will be added to the bundle of prizes. (Four weeks ago, when the Byrds' "Mr. Tambourine Man" hit Billboard's Hot 100, Columbia had to toss a Lincoln Continental into the prize pot.)

The qualifying personnel hold regular drawings until the prizes are distributed.

Winning salesmen were: Robert Ewald, Chicago; Dick Jester, Chicago; Bob Haines, Philadelphia; Chuck Inman, San Francisco; Jim Gilchrist, Cleveland; Jim Slocum, Atlanta; Tom Croft, New Orleans; Skip Byrd, New Orleans, winning district manager, Bob Moering, Los Angeles.

Winning sales managers were: George Ryan, Boston; Patrick

Butler, San Francisco; Dom Comstock, Atlanta, and Bill Shaler, New Orleans.

Two additional Mustangs and the Continental were awarded Saturday night. Winners will be reported in next week's Billboard.

Dallas Moves To Philips

CHICAGO—Limelight Records national promotion manager, Hugh Dallas, has been appointed to the same position with Philips Records. Both labels are Mercury Records affiliates.

The Dallas move was announced last week by Lou Simon, top Philips executive here. The appointment followed Bill O'Brien's leaving.

"Dallas has played an important part in establishing the all-jazz Limelight label since its inception in January," Simon said.

Liberty Distribution

HOLLYWOOD—Liberty Records will handle the national and international distribution of the Bobby Fuller single "Let Her Dance" on the Mustang label. Robert Keene, president of Stereo-Fi Corp., made the announcement.

Fuller and his band are currently playing here at P.J.'s.

Decca-Coral Program To Highlight 29 LP's

NEW YORK—Decca-Coral's fall LP program centers around 29 pop-classical products, distributors learned at regional meetings last week.

The merchandising program begun last week runs through Sept. 3. Covered also are all catalog Decca-Coral-Brunswick LP's and EP's, with the company's branches releasing program terms.

Artists featured in the program include: (Popular) John Barry, Burl Ives, Guy Lombardo, Earl Grant, Carmen Cavallaro, Jesse Crawford, Tony Jambor, Dick Rodgers, Arthur

Prysock, Roberta Sherwood, Henri Rene, the Castilians, Dave Apollon, Liberace, Xavier Cugat and Vicente Gomez; (jazz) Dukes of Dixieland, Quartet Tres Bien, Godfrey Hirsh; (c&w) Ernest Tubb-Loretta Lynn, a "Grand Ole Opry" contingent; (Broadway) Kurt Weill; (classical) Andres Segovia, Musica Aeterna Orchestra and Chorus, Princeton Chamber Orchestra and Sylvia Marlowe.

In-store and window displays have been prepared to support advertising and promotion for the program.

UA's Distribs Shown Winning Knack Pitch

NEW YORK—United Artists Records distributors from the U. S., Canada and Puerto Rico gathered at the Americana Hotel here last week at a two-day conclave and were presented with 26 new packages labeled "The Winning Knack" promotion.

Top brass from the United Artists Corp., the parent film company, told distributors of upcoming soundtrack albums, including "Hawaii," "A Funny Thing Happened on the Way to the Forum," "How to Succeed in Business Without Really Trying" and "Thunderball."

Performing before the distributors at a Wednesday evening (14) party were Jimmy Roselli, the Four Lads, Bobby Comstock and the Counts, Pat Cooper, Del Reeves, the Reasons and London Lee.

On hand but not performing were Al Caiola, Jerry Herman and Samantha Jones, an English artist whom UA will promote extensively.

The program title, "The Winning Knack," is based on the

film, "The Knack," which was named as the best film in the Cannes Film Festival. The score was written by John Barry, who did "Goldfinger."

Another soundtrack which UA will push is "The Glory Days," written by Riz Ortolani who did "Mondo Cane" and "The Yellow Rolls-Royce."

Also in the program are Lena Horne's UA debut and albums with Patty Duke, Pat Cooper, Jerry Herman, Jordan Christopher and the Wild Ones, Dorinda Duncan, Ferrante and Teicher, Jimmy Roselli and Al Caiola.

In the country field will be entries by George Jones and July Lynn, while five new Latin American releases feature Tito Rodriguez, the La Playa orchestra and three recently signed artists—Chucho Avallana, Ray Barretto and the Machit orchestra.

UA's subsidiary label, Ascot, is represented with albums featuring Manfred Mann, Long John Baldry and Morgana King.



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WINNERS**

... from the Motortown hitmakers

**PRETTY
LITTLE
BABY**
**MARVIN
GAYE**

Tamla 54117

**THE TRACKS
OF MY
TEARS**
**THE
MIRACLES**

Tamla 54118

**I'LL ALWAYS
LOVE YOU**
**THE
SPINNERS**

Motown 1078

**SINCE I
LOST MY
BABY**
**THE
TEMPTATIONS**

Gordy 7043

**Tamla / Motown
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**HITS
ARE OUR
BUSINESS**

Operator Stereo Plan Rounds Out 1st Year

NEW YORK — Billboard's Stereo Operator Programmers service, designed to assist record companies in making stereo records more readily available to juke box operators, this week wound up its first year of operation.

The service, which consists of providing four-color album covers for juke box display, along with title strips, was subscribed to by Columbia, Sue, Canadian-American, Ric, Verve, Epic, Liberty, Dolton, Imperial, Hilltop, Monument, Regina, Masters Releasing and Atlantic Records. Some 430,000 covers—95 per

cent of them little LP's and the balance stereo singles — were printed in the first year of operation, and featured artists covered all musical categories.

They included Andre Previn, Tony Bennett, Barbra Streisand, Andy Williams, Percy Faith, Ray Conniff, Stan Getz and Joao Gilberto, Brothers Four, Marty Robbins, Johnny Cash, Robert Goulet, Bobby Vinton, Buddy Greco, Julie London, the

(Continued on page 53)

Rites for Bagley

HOLLYWOOD — Funeral services were held Wednesday (14) in Glendale for Charles L. Bagley, attorney and long-time official of the American Federation of Musicians. Bagley, 92, died Friday (9).

Bagley had served as president and vice-president of Musicians Union Local 47 during its early years and as legal counsel until 1957. He also served as vice-president of the National Musicians Union for 32 years until 1959.

MGM Buys Masters

NASHVILLE—Two masters have been purchased by MGM's new branch chief here, Jim Vienneau. The disks are "Keep On Dancing" by the Gentry's and "Gone for Bad" by Johnny Winter. With the addition of Vienneau as an executive able to bid on masters, competition for country disks stands to become even more aggressive.

BUYERS AND SELLERS THROUGHOUT THE WORLD
USE IT—KEEP IT—REFER TO IT
YEAR ROUND!
EVERYONE AND EVERYTHING YOU NEED—FROM
RACK JOBBERS TO RECORD MANUFACTURERS—FROM
SUPPLYERS TO TRADE ASSOCIATIONS—FROM
GALVANO PLATING TO RECORDING STUDIOS—FROM
US. DISTRIBUTORS TO FOREIGN PUBLISHERS—FROM
IMPORTERS/EXPORTERS TO LOCAL PROMOTION MEN.
DON'T MISS THE ISSUE THAT LISTS
EVERYONE YOU'RE LOOKING FOR . . .

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Billboard's 1965-'66 International Buyer's Guide

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Country Hits on All Fours, Advertising Seminar Told

By NICK BIRO

CHICAGO—"Today it has no boundaries. It's the most listened to and copied from of American music abroad, and it's grown into a \$100 million annual business, accounting for 31 per cent of all record sales world-wide. It is programmed on 1,800 radio stations daily in the United States and Canada, from a 24-hour basis on down to two hours daily."

With these impressive figures, LeRoy Van Dyke kicked off the fun-and-fact-packed country music presentation which he, his Auctioneers and Auctionettes (under the auspices of the Country Music Association of Nashville) put on here last week for Advertising Age's prestigious Creative Workshop.

More than 600 key advertising executives from every American State and Canadian Province—as well as from such widely scattered points as Jamaica and New Zealand—had plunked down \$150 each for this eighth annual seminar. The session extended for four days, and CMA had garnered an hour on the program Tuesday (13) evening to get its story across.

Purpose of the presentation, according to CMA executive secretary Jo Walker, was to let the people who spend the dollars know that country music has a definite spot on their programs and schedules.

Not Based on Facts

"We're aware that country music often has a stigma attached to it," Mrs. Walker noted. "However, we feel it's due to lack of knowledge and prejudice—not fact. We just want people to hear country music for themselves and then make up their own minds."

Gene Nash, manager of the Van Dyke troupe, reported considerable interest from advertising executives. "We had one man come up to us while the show was still going on and ask about having some country music commercials prepared," Nash grinned.

For such local members as George Dubinetz, general manager of the same station, the show was simply a reiteration of what they already knew.

Ratings Climb

WJJD changed to a country format less than a year ago and has seen its ratings climb strongly

from the cellar ever since. Dubinetz said that WJJD has had the strongest revenue picture in its history since country music was adopted.

Van Dyke told his audience that "mass acceptance of country music began here in Chicago in April 1924 on radio station WLS with the 'National Barn Dance.' The next year, WSM-Radio in Nashville started the 'Grand Ole Opry.' The 'Opry' has been on the air every Saturday night for 40 years, making it the longest run of any radio show since the beginning of broadcasting, and I might add, with no signs of letting up."

Van Dyke then rattled off such traditional hits as "Lonely Street," "Tennessee Waltz," "Singing the Blues," "Anytime" and "Oh Lonesome Me."

Country Branches Out

Then some more facts showing how country music has taken many forms in the past 20 years: Combined with a fox trot tempo to produce Western Swing; blended with gospel and jazz to become rock and roll in the South and rhythm and blues in the East, and even having its influence in Britain on the pop music of today.

Van Dyke noted that about three years ago college students discovered country music, but in its purest form. "They preferred to call it folk music and drew their material from the old mountain tales and work songs of the past. The guitar and five-string banjo have become standard equipment on today's college campus," Van Dyke said.

Throwing in "The Ballad of Michael," for a change of pace, Van Dyke went on to tell the advertising professionals that the "popularity and appeal of a country song was in the simple, easy-to-sing melody and the lyric that depicts the everyday life of the average person, and the average person is the one that you, the creative advertising specialist, likes most to reach."

Van Dyke concluded that "today, country music artists and musicians are the most traveled groups in show business. More than 40 units are on the road in rural areas, small towns, cities and large metropolitan areas every day of the year. Last year this group alone played 160 one-nighters in addition to resort hotels and night club engagements. You see, country music does get around."

UA's Weiser Setting Up Music for 4 New Movies

HOLLYWOOD — Norm Weiser, West Coast director for United Artists Records, is working on music placement for four upcoming UA films.

These films are "The Knack," "The Glory Guys," "Mr. Moses" and "The Rage to Live." John Berry of "Goldfinger" fame wrote "The Knack" score; Riz Ortolani-Noel Sherman worked on "Glory Guys," Dominic Frontiere-Diahann Lampert scored "Moses" and Ferrante-Teicher scored "Rage."

The main emphasis is placing the title theme on record. Weiser noted he is assisting producers unfamiliar with the music business in acquiring composers for film assignments. "Producers are vitally interested in the music aspects of their pictures," Weiser said in his office at the Goldwyn Studios. Exploitation provided by music and records is becoming an increasingly important trend.

While explaining that his principal role was in being a liaison man for the film and mu-

sic interests, including UA Music (ASCAP) and Unart (BMI), the executive added he was interested in hearing masters and artists.

A UA film recently released is "The Train," for which Leroy Holmes and Noel Sherman wrote the score.

Weiser, who reports to executive Vice-President Mike Stewart in New York, is also mapping music plans for the new Dick Van Dyke TV show, "My Mother the Car."

Atco Team Tour

NEW YORK—Atco Records' West Coast husband and wife duo, Sonny and Cher Bono, depart for their first promotional tour of England August 1. They will spend two weeks appearing on leading British radio-TV shows.

The rock 'n' rollers' single, "I Got You Baby," has been a strong seller nationally and was just released in England. An LP will be released in the U. S. next month.

Atl. Buys Master

NEW YORK — "Can't Do Nothing Without You," by Danny White, has been bought by Atlantic Records from Connie La Rocca's Frisco label. It will be distributed under the Frisco logo. Jerry Wexler, Atlantic vice-president, negotiated the arrangement with the New Orleans company.

U.S. IN NEGRO ARTS FESTIVAL

NEW YORK — The United States will participate in the First World Festival of Negro Arts to be held in Dakar, Senegal, next year. The late U. N. Ambassador Adlai E. Stevenson had been chosen chairman of the honorary committee, which included such names from the world of music as Marian Anderson, Duke Ellington, Leontyne Price and William Warfield.

The U. S. committee is attempting to raise \$600,000 by public subscription to send the American delegation to the Festival.

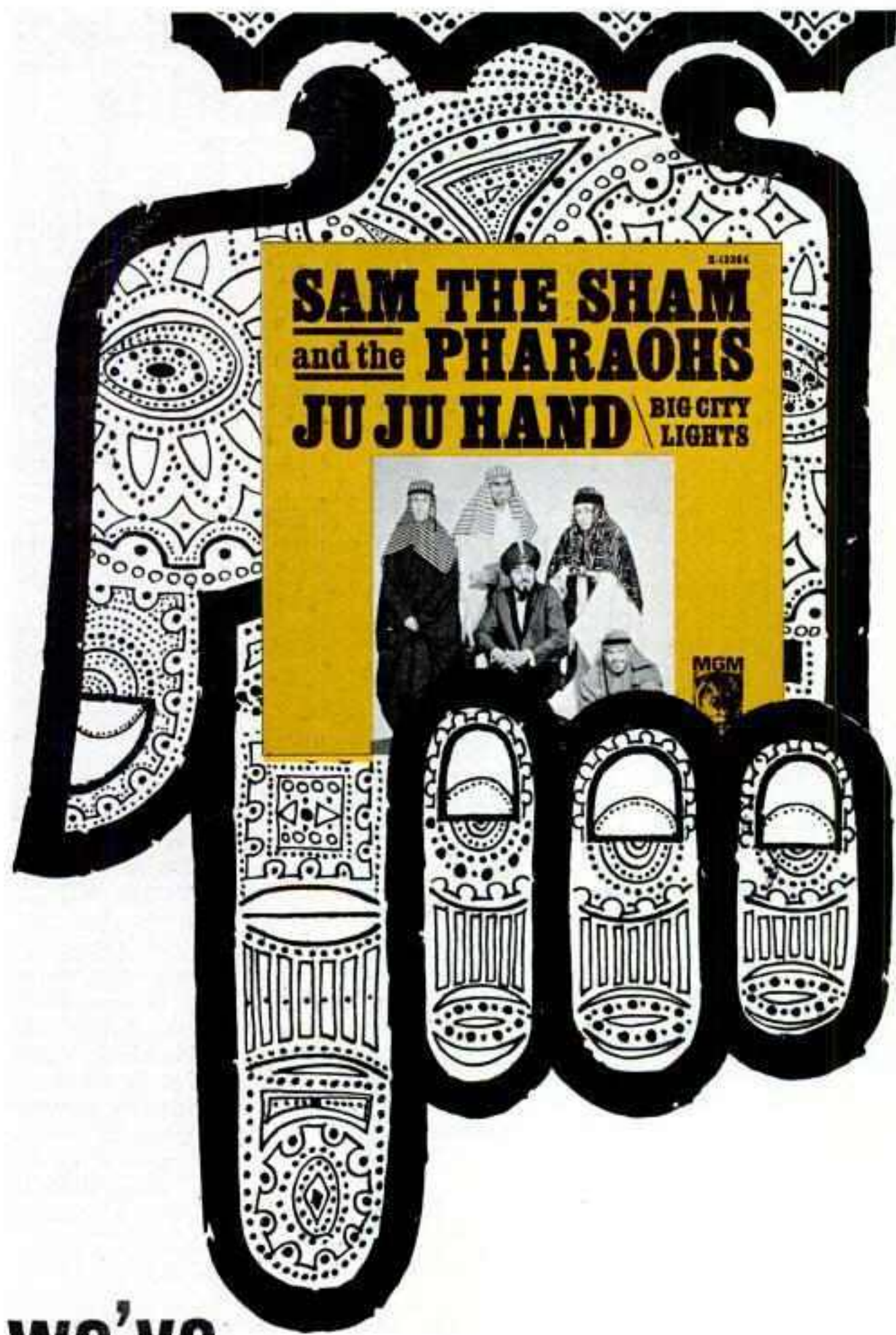
Gene Kennedy Joins Hickory

NASHVILLE — Gene Kennedy, 31, composer and former performing artist, has been signed as a field promotion man for Hickory Records and will travel the U. S. except for the West Coast, promoting new Hickory artists.

Kennedy, native of Charleston, S. C., formerly recorded for Old Town Records in New York. He toured with his combo for two years before moving to Nashville several years ago to form Hermitage Productions, independent promotion company.

In March this year he signed an exclusive writers, management, recording and booking contract with the Acuff-Rose enterprises. He was recently assigned the field promo job.

BILLBOARD, July 24, 1965



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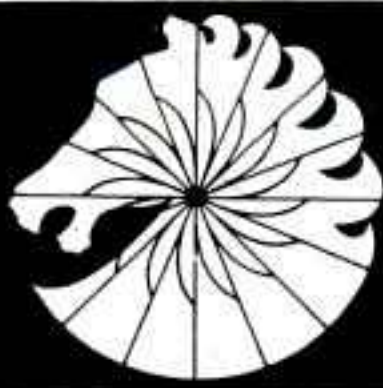
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THE "IN" CROWD

ARGO 5506

Billy Stewart

SITTING IN THE PARK

CHESS 1932

Little Milton

WHO'S CHEATING WHO

CHECKER 1113

The Radiants

WHOLE LOT OF WOMAN

CHESS 1939

James Phelps

LA DE DA, I'M A FOOL IN LOVE

ARGO 5509

CHESS

RECORDS

Dealers Give Tax Repeal A Low Credit Rating

• Continued from page 3

reduction, said Bernay, averages about 1.58 cents a single record, and the profit squeeze is so tight that any passing on of this reduction would get him in trouble.

Bernay pointed out that he provides free title strips, liberal return privileges and extensive programming services for operators. In addition, Bernay keeps an inventory of 126,000 records, some 80,000 of which turn over an average of only twice a year.

According to Bernay, his firm has a choice of maintaining services or paring prices and reducing services. It prefers to do the former.

Bernay keeps four programming specialists on the payroll, and these men analyze the operator's locations and program the records which will be the most effective on these locations. He adds that he could get by with a smaller staff and have the staff act as clerks, but that in so doing he would not be performing the one-stop function—to act as a programming consultant.

Another alternative would be to cut prices and charge for title strips, which he also refuses to do.

Chi: Artists Help

By RAY BRACK

CHICAGO—Key dealers are reporting metropolitan area sales up an average of 5 per cent in June over last year, but the increase is not attributed to last month's excise tax repeal.

A survey last week revealed that few dealers, be they discounters, large chains or neighborhood independents, have cut prices at all. Few intend to, the spot check indicated.

Where reported, increased sales were laid to the artist stimulus provided in town this summer by Frank Fried's Triangle Productions series of McCormick Place concerts known as "Summer of Stars '65." With civic endorsement and co-operation, the concert series is the most ambitious ever undertaken in this city. Advertising in newspapers and on billboards is bringing artist names to the attention of the public. Tony Bennett and Johnny Mathis made recent retail store appearances. They played to sellout houses at McCormick Place.

Mathis Appearance

Reporting sales up 15 per cent over this time last year, Goldblatt Brothers Department Store record department manager, A. Valdez, cited the value of a store appearance by Mercury Records' Johnny Mathis last week.

"We sold a lot of his albums," he reported, adding, "the concert series is largely responsible for the \$500 increase experienced by the record department of our loop store in June."

Valdez said that Goldblatt record prices have not changed in the wake of excise cuts, holding at \$2.57, \$1.49 and \$1.39 for albums and 69 cents for singles.

Polk Bros. Report

A spokesman for the Polk Bros. department store chain reported that album sales spurts parallel the concert appearance of the respective artists at McCormick Place. A significant over-all increase in phonograph record sales is not yet noticeable, he said.

Excise repeal, the Polk official said, has not altered the firm's price schedule: \$4.26 and

\$2.74 for albums and 72 cents plus tax for singles.

Montgomery Ward retail stores in the Chicago metropolitan district have not lowered record prices after the tax cut, a spokesman for the firm's record buying department said.

Although many items listed in Ward's new fall catalog are priced lower because of excise repeal, records are not included.

"The manufacturer and rack jobber price positions are not definite enough yet for us to act on record prices," the spokesman said.

No Comments by Sears

Officials in the record buying department of Sears, Roebuck & Co.'s central headquarters here refused, as usual, to make any statement to the press.

All-State Distributors owner Paul Glass announced that July 25 he will cut prices on all merchandise. Price developments in the interim will determine the size of his cuts, he said.

"But I don't expect dealers, whether they are so-called discounters or independents, to cut their prices. Nearly all dealers have been selling under list to some degree or other."

Activates Interest

Glass observed that although June sales figures were not significantly higher than last year, the McCormick Place concert series has been "activating interest" among the town's record buyers.

Veteran distributor Jimmy Martin concurred with Glass in the belief that few dealers will cut prices in the wake of the tax slash.

"They're selling below cost already," he declared.

Martin is now passing on to dealers savings of 7 cents and 6 cents on albums and 2 cents on singles.

Earl Phillips, manager of Hit Records, an extensive drugstore rack-jobbing operation, is holding the line on prices, explaining that they have been under list for a long time. Hit Records' prices are \$3.98, \$2.98 and \$1.67 for albums and 94 cents for singles.

Rose Discount

Merrill Rose, head of Rose Discount Records, Inc., is one of the handful of dealers who has cut prices following passage of the 1965 Excise Tax Reduction Act.

"The sizes of the price cuts vary widely, because my prices vary a lot between lines," he said.

Rose predicted that the "Summer of Stars '65" concert series will mean 5 to 10 per cent more business for Chicago dealers this summer.

The first two big shows in the series featured Bennett, Bill Cosby and the Count Basie Band; Mathis, Woody Allen and the Young Americans.

L.A. Business Up

By ELIOT TIEGEL

LOS ANGELES — Sales at key outlets are up slightly or holding their own, but the recent removal of the Federal excise tax appears to have played a minor role.

A Billboard retail survey revealed that at Music City, business was slightly ahead in June and July over the same periods last year. The five-store chain had reduced its LP prices to the accepted \$3.79-\$4.79 structure, Vice-President Ethan Caston said. But customers weren't issuing too many comments about the new reduced prices, he add-

Showcase for New Writers Is Formed

NEW YORK — A "Songwriters Forum" has been created to provide a sounding board for new writers to present material before show business professionals.

Created by writer Nelson Schrader, the body met informally here last Wednesday (14) at the L'Intrigue restaurant with 11 new songs presented before invited guests.

Schrader hopes the organization can meet on a regular basis with professionals trying out new routines and such subjects as advertising jingles being analyzed and presented before agency representatives.

The first session centered around songs by Cy Coleman and Murray Grand, George Hanson, Budd Leawdanski and Schrader. For information about the forum, Schrader may be contacted at 7 Park Avenue, New York, or MU 3-6985.

ed. "People aren't really aware of the reduction," Caston said. To make them aware of the increased savings, the chain placed signs in conspicuous positions announcing the new reduced prices.

No Sales Reaction

At the House of Sight and Sound in Van Nuys, Stan Peabody said there had been no immediate sales reaction as a result of the excise tax removal. He said that in the hardgoods field, Magnavox had dropped its prices considerably on most models and that the store's record department had also lowered its prices. The store had seen an increase in teen-age purchases for albums and singles, Peabody said, but he could not say the reason was because of the price cut. He classified sales as being a bit slow this time of year, albeit volume was a "shade over" last year's figure.

In the classical field, Milt Harris of Phil Harris Music in Hollywood, said he hadn't reduced his prices yet, claiming he was confused over the whole situation since he offers a straight 25 per cent discount. "If any album lists for \$4.98 we sell it for \$4.98 less 25 per cent," he said. "So far no one has told us how to go about changing our price structure." He said he had inventoried some of his lines but hasn't gone past that initial point because the manufacturers haven't told him what next to do, he claims.

Harris said he hadn't noticed any increase in business because of the tax removal. He thought the public wasn't too interested in buying albums because of an excise tax cut. If a person wants an album, he'll buy it, regardless of the tax, Harris noted.

NARAS Elects

• Continued from page 3

elected treasurer. The office of assistant first vice - president, held last year by Anita Kerr, was abolished.

George Hamilton IV was elected to the Board of Governors to replace Arnold, and Ray Edenton, recording guitarist, was elected to replace Bradley.

Fourteen of the board's 20 members, meeting in the BMI conference room, also appointed Bill Hudson, advertising and public relations man, as the chapter's executive director. The NARAS files will be kept at his office, 1609 Hawkins.

BILLBOARD, July 24, 1965



The International
HIT MAKER!



Roy Orbison

SINGS

**(SAY) YOU'RE
MY GIRL**

C/W

**SLEEPY HOLLOW
MONUMENT 891**

Exclusive Management:
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Nashville 4, Tennessee
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Top Names to Play At Detroit Jazz Fest

By H. F. REVES

DETROIT—The Motor City will have its first major jazz concert in two years, Sunday, Aug. 15, at the Cobo Hall Convention Arena, impresario George Wein said Monday. The title "Festival Prelude" is to be used for the event. The six topflight names making up the program assure the caliber of the event—Count Basie Orchestra, Dave Brubeck Quartet, Miles Davis

Quintet, Dizzy Gillespie Quintet, Carmen McRae and Jimmy Smith Trio. Program will be carefully tailored to run about 3½ hours, avoiding possibility of criticism of lengthy bashes in the past which tended to exhaust audiences here after some six hours.

Wein is making his first Detroit adventure, after being executive producer of the Newport Festival for the past decade as well as pianist with the Newport Jazz All Stars, producing shows in Pittsburgh and Cincinnati also. The present venture is a one-day one-show project, but is purposely named "prelude" to indicate its introductory nature, with plans already maturing for a three-day session next year. A suggestion was entered by a Detroit promoter in musical circles that the several days of future festivals be held in a series of halls because of the territorial spread of the city.

Wein and his wife flew in recently from Pittsburgh to meet with musical, press, and air media people to announce the festival. Promotion will be directed by Beverly Beltaire of P-R Associates, Inc., who has a background of experience in musical activities. The arena seats 12,000.

Prysock Rings Bell at 'Booth'

NEW YORK—With that old romantic feeling seldom captured by the new wave of teen-oriented singers, Arthur Prysock charmed a crowd at the Phone Booth here Monday, opening night. Prysock, who's Old Town Records single "It's Too Late, Baby, Too Late" is climbing Billboard's "Hot 100," is doing a 10-day stint in the club.

One of his key numbers, naturally, was his current hit, and he revealed very effective vocal styling on "Hello, Young Lovers" and "Fly Me to the Moon." He was really great listening on "When I Fall in Love." On up-tempo songs, he kicked off the beat to the three-piece combo that supported him by snapping his fingers.

The "Tonight Show" format of the club was not personally enjoyable, although the audience seemed to like it. However, it does one great thing regarding the artist — it gave Prysock a chance to sit down and talk about his record with the emcee of the show and a local deejay, then launch into another song or two without making it seem like an encore. This should make the club popular with record talent.

CLAUDE HALL



SIGNED TO LONG-TERM writers pacts with Screen Gems Music were Dickey Lee and Allie Reynolds. Lee currently is riding the Billboard Hot 100 chart with "Laurie" on the TCF-Hall label; Reynolds records for RCA Victor. Lee is seated and standing, from left, are: Emil Laviola, professional manager at Screen Gems; Reynolds, and Don Kirshner, president of the music division of Columbia Pictures and Screen Gems, Inc.

PEOPLE AND PLACES

ABC-Paramount's the Impressions are slated for heavy TV exposure—"Where the Action Is," "Shivaree," "Shebang," "The Lloyd Thaxton Show," "Hollywood A Go Go," and "Shindig." . . . The Wild Ones, whose first United Artists Records album will be "The Arthur Sound," returned Tuesday (13) to New York's Arthur discotheque nightclub for an indefinite stay. The former Sybil Burton will grace the album cover and do the liner notes.

The Highwaymen are headlining a show at the Shadows at Virginia Beach through July 24. . . . "The Jimmy Dean Show" over ABC-TV network may be in color next fall. . . . The Serendipity Singers, currently in Australia, return July 23 for a "Dean Martin Show" taping. . . . RCA Victor's Peter Nero will appear on four of his own BBC-TV specials this fall in England. He leaves for London Aug. 25 for the taping. Shows will be aired in October and November. The show will be used as a pilot for U. S. markets.

Johnny Nash, recently with the Argo and ABC-Paramount labels, will now be recording for his own Joda Records; first release due in August. . . . The Kim Sisters have just cut four new sides for Monument Records. The songs—recorded in Nashville—are geared to the rock 'n' roll market. . . . Johnny Rivers has joined the California Army National Guard in Los Angeles and is expected to report for four to six months of active duty around September or October. . . . Jimmy Roselli drew about 6,000 during his nine days at the San Su San club, Mineola, N. Y. The United Artists Records artist appears at the Frolics, Revere Beach, Mass., Aug. 1-7.

Pianist Neil Wolfe will perform at the Barbra Streisand concert Aug. 8 at Forest Hills Music Festival. His first Columbia Records album has liner notes by Miss Streisand. One of the songs Miss Streisand will sing at the concert is a Wolfe original, "Barbra's Waltz," with lyrics by Francine Forest.

Jr. Walker and the All Stars do a one-nighter July 23 at Northside Armory, Indianapolis, Ind. The group's newest Soul label release is "Shake and Fingerpop." . . . Stan Getz, currently on a concert tour of Japan, due to appear at the Forest Hills Music Festival July 31. . . . Mercury Records has just released "Incident at Vichy," an original cast Lincoln Center production by playwright Arthur Miller.

CLAUDE HALL

SHE SHINES AT CLUB

Lesley Gore Headlining A Whole Bagful of Talent

NEW YORK—A landslide of record or potential record talent—headlined by Mercury Records artist Lesley Gore—brought Basin St. East here to life Thursday (8) night. The other acts were Mitch Ryder and the Detroit Wheels, the Invitations, King Ernst and the Palace Guards, and the Castaways.

Miss Gore, with a charming lilt that left no doubt she was the star of the show—and a bright one—sang her hit records, "It's My Party and I'll Cry if I Want To," "You Don't Own Me," and the moving up the chart, "Sunshine, Lollipops and Rainbows." She displayed convincing emotion in her songs that had the audience asking for more. Her first appearance in New York, marking the start of a new summer policy at the night club which has featured such acts as Trini Lopez, Ella Fitzgerald and Peggy Lee, was a tremendous success.

The Invitations, a soul-type group who record for Dyna-Voice Records, wowed the audience with their current chart-climber, "Hallelujah." Mitch Ryder and the Detroit Wheels, a strong rock group leaning heavily on the r&b and soul music feeling, created an impact with "No Satisfaction" and "Who's Lovin' You."

The Castaways, who record for Soma Records, announced they were a folk-rock group, but stuck to such songs as "You're Mine" and "Try to Remember." Their "La Bamba" was especially notable for the fine work of the takeoff guitarist.

King Ernst and his Palace Guards displayed an exhibition-

ist-type of music just as pounding and driving as a thunderstorm. "Wooly Bully" was a winner. "Ain't It Funny," a slow ballad, brought more people to the dance floor than the rock numbers. But Ernst went back into "Shout."

All five acts kept the night club tingling. The club, open three nights a week—Thursday, Friday and Saturday—this summer will headline record talent. Appearing July 15-17 will be the noted blues and r&b artist Bo Diddley, along with Maggi Thrett and Mitch Ryder and the Detroit Wheels.

CLAUDE HALL



A "SHOOTING STAR" AWARD was presented recently to Musicor Records artist Gene Pitney by company president, Art Talmadge, right. The award was by the London Press Exchange, Ltd., for Gene's English hit "Looking Through the Eyes of Love," now topping the charts there. The record has just been released in the United States.

Signings

Kapp Records has signed the Three of Us, a new singing group. . . . Koppleman-Rubin Associates and Chardon Music packed the Lovin' Spoonful, a vocal-instrumental quartet. Contract covers publishing, recording and writing and the group has been placed on Kama-Sutra Records for distribution through MGM.

The Lewis Sisters will record on VIP, one of the Motown subsidiary labels. . . . Frank DeVol has signed singer Guy Apollo to an ABC-Paramount contract. . . . John Gilliam's first release on Bo-Mar Records out of Pittsburgh, will be "Brokenhearted Man's Prayer" c-w "Find Yourself Another."

The Top 40 type record is

Kinks Plan 2d Tour of the U. S.

NEW YORK—Reprise Records the Kinks did so well on their first American tour that Ken Kendall Associates is already planning a second tour for October. The Britishers launched a four-week tour June 18 that included 18 cities. In addition, they appeared on the Clay Cole TV show and on ABC-TV's "Shindig" July 14. The Kinks' "Set Me Free" is currently climbing the Hot 100 chart.

due for release next month. . . . Denise Germaine, ABC-Paramount Records artist, has been signed by Fedros Management. Hickory Records has pacted Barbara Mills; first release will be "Queen of Fools."

BILLBOARD, July 24, 1965

ALL BIG AND HEADING FOR THE CHARTS

ANYTHING YOU CAN DO
Peppermint Harris
Jewel 747

DAYS ARE DARK
Ted Taylor
Jewel 748

TAKE ME BACK
Sonny Ivy Dupian
Jewel 746

MAKING LOVE TO YOU
John Fred
Paula 225

ON THE CHARTS . . .
BREAKING POP!!
SOUTHERN COUNTRY BOY
Carter Brothers
Jewel 745

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A STATEMENT OF FACT FROM WALT DISNEY'S RECORD LABELS

1. VISTA'S ORIGINAL CAST SOUND TRACK OF WALT DISNEY'S 'MARY POPPINS' IS THE BEST-SELLING LP OF 1965.
2. THIS IS BECAUSE EVERYBODY WHO SEES WALT DISNEY'S 'MARY POPPINS,' WHICH IS THE BIGGEST GROSSING PICTURE IN DISNEY HISTORY, WANTS TO BUY THE LPs.
3. BUT THAT'S ONLY THE START. IN THE NEXT THREE MONTHS THE PICTURE WILL OPEN IN MORE THAN 2000 THEATRES. THAT IS MORE THAN TWICE THE NUMBER OF PLAYDATES UP TO NOW.

So IT STANDS TO REASON THAT AS MANY MORE 'MARY POPPINS' LPs WILL BE SOLD AS HAVE BEEN SOLD (HOW MANY IS THAT?)*

| | |
|--|------------------|
| Vista's, BV-4026, Original Cast Sound Track (suggested retail \$4.79) | 1,786,248 |
| Disneyland's, DQ-1256 (suggested retail \$1.89) | 569,513 |
| Disneyland's, ST-3922, illustrated Storyteller (suggested retail \$3.79) | <u>221,738</u> |
| Total | <u>2,577,499</u> |

* Domestic sales as of July 12, 1965



SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 126—Last Week, 141

*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

SAM THE SHAM AND THE PHAROHS—JU JU HAND (Beckie, BMI)—With "Woolly Bully" fading, the hot group comes up with an even stronger pulsating piece of clever, off-beat material. A winner! Flip: "Big City Lights" (Beckie, BMI). **MGM 13364**

THE BEATLES—HELP (Maclen, BMI)—Their new film title tune is a wild rouser with an exciting beat aimed at the top of the chart. Flip: "I'm Down" (Maclen, BMI). **Capitol 5476**

THE YARDBIRDS — HEART FULL OF SOUL (Miller, ASCAP)—This swinger is rapidly running to the top of the British charts. Serves as a solid and hot follow up to their "For Your Love" hit. Flip: "Steeled Blues" (B. Feldman & Co., ASCAP). **Epic 9823**

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

***DONOVAN — COLOURS** (Southern, ASCAP) — A current Top Ten record in Britain, the English Dylan has a strong successor to "Catch the Wind." Intriguing lyric and melody should prove bigger than his initial hit. Flip: "Josie" (Southern, ASCAP). **Hickory 1324**

JR. WALKER AND THE ALL STARS — SHAKE AND FINGERPOP (Jobete, BMI)—With all the ingredients for their third straight hit, the soulful rock group comes up with a powerful blues number featuring the honking sax, wailing vocal and hard driving rhythm beat. Flip: "Cleo's Back" (Jobete, BMI). **Soul 35013**

***BOBBI MARTIN — I DON'T WANT TO LIVE (Without Your Love)** (Leeds, ASCAP) — Good change of pace is this rhythm sing-a-long rouser from the pen of Charles Aznavour. Combining the Martin country sound with the continental flavor proves a top of the chart winner. Flip: "Holding Back the Tears" (Cedarwood, BMI). **Coral 62457**

THE O'JAYS—I'VE CRIED MY LAST TEAR (Minit, BMI)—Following up their "Lipstick Traces" hit is this rhythmic swinger with more chart potential than their initial success. Flip: "Whip It On Me Baby" (Jobete, BMI). **Imperial 66121**

FATS DOMINO—I LEFT MY HEART IN SAN FRANCISCO (General Music Pub. Co., ASCAP)—Marking his Mercury Records debut the distinctive stylist comes on strong backed by effective strings and chorus. Should spiral Domino back up the charts. Flip: "I Done Got It Over" (Minit, BMI). **Mercury 72463**

CHUCK JACKSON—IF I DIDN'T LOVE YOU (Metric, BMI)—Hot off his successful duet with Maxine Brown "Something You Got," Jackson solos here with an exciting wailing blues ballad aimed for both the r&b and pop markets. Flip: "Just a Little Bit of Your Soul" (Chuck and Betty, Flomar-Music, ASCAP). **Wand 188**

PAT BOONE—RAINY DAYS (Are Made for Lonely People) (Sea-Lark, BMI) — This emotion-packed ballad performance should put Boone rapidly up the Hot 100 chart. Arranged in the Righteous Brothers style, Boone comes off with a strong new sound in today's pop vein. Flip: "With My Eyes Wide Open I'm Dreaming" (De Sylva, Brown & Henderson, ASCAP). **Dot 16754**

CHART Spotlights—Predicted to reach the HOT 100 Chart

- THE KING FAMILY—The Sweetheart Tree** (East Hill, ASCAP). **WARNER BROS. 5647**
- EDDIE FISHER—When I Was Young** (Joy, ASCAP). **DOT 16753**
- THE RAY CHARLES SINGERS—Hey, Pretty Pussycat!** (Record Songs, ASCAP). **COMMAND 4070**
- THE SHADOWS—Stingray** (Helios, BMI). **EPIC 9826**
- THE VENTURES—Ten Seconds to Heaven** (Metric, BMI). **DOLTON 308**
- NEIL SEDAKA—The World Through a Tear** (Bregman, Vocco & Conn, Inc., ASCAP). **RCA VICTOR 8637**
- JACKIE ROSS—Take Me for a Little While** (Lollipop, BMI). **CHESS 1938**
- LIZA MINELLI—Shouldn't There Be Lightning** (Vincent Youmans, ASCAP). **CAPITOL T-2271**
- THE RPM'S—Memphis Beat** (Teen Gems, BMI). **MALA 508**
- JERRY MURAD'S HARMONICATS—Romance, Romance** (Jaque, BMI). **COLUMBIA 43348**
- GEORGIA BROWN—Take You for Granted?** (Vincent Youmans, ASCAP). **CAPITOL 2329**
- DON ARGO—I Love You Lucy** (Acuff-Rose, BMI). **HICKORY 1318**
- SI ZENTNER—The Fat Cat** (Jarb, BMI). **RCA VICTOR 8634**

THE FLAMINGOS—CALL HER ON THE PHONE (Curton, BMI)—The popular group is back and Philips has them. A powerhouse rhythm ballad cleverly delivered has hit written all over it. Great sound. Flip: "Temptation" (Feist, ASCAP). **Philips 40308**

IRMA THOMAS—IT'S STARTING TO GET ME NOW (Blackwood Music, BMI)—A powerful blues ballad from the pen of Van McCoy serves as strong material for the Thomas style. Soul and drive combine for a hit sound. Flip: "The Hurt's All Gone" (Ragmar, BMI). **Imperial 66120**

THE EXCITERS—THERE THEY GO (Keetch, Caesar & Dino, BMI)—With the same excitement and pulsating rhythm of their "Tell Him" smash of the past, the group comes on strong with a powerhouse production. Should hit fast and furious. Flip: "I Knew You Would" (Web IV, BMI). **Roulette 4632**

***GEORGIA GIBBS — DON'T CRY, JOE** (Harms, ASCAP)—The oldie is revived in today's pop market sound with a top Gibbs performance. Has all the ingredients of another "Red Roses for a Blue Lady" type hit. Flip: "Call Me" (Duchess, ASCAP). **Bell 626**

***JOE LEAHY — LIFE** (Spoone, ASCAP) — A toe tapping, hand clapper that fits all types of programming. Marking his debut on Tower, this record should establish Leahy as a commercial artist. Flip: "Pink Powder Puff" (Mirby, MBI). **Tower 150**

NANCY WAYBURN — THE WORLD GOES ON WITHOUT ME (Sea-Lark Enterprises, BMI)—Impressive debut of a new voice with a Petula Clark quality. Strong vocal and powerful rhythm production ballad sounds like a winner. Flip: "Listen To My Heart Cry" (Ragmar, BMI). **Warner Bros. 5646**

THE PRETTY THINGS—CRY TO ME (Mellin-Progressive, BMI)—This driving dance beat rhythm material should prove to be the British group's major success in the U. S. Flip: "I Can Never Say" (Near North, BMI). **Fontana 1518**

HAL BLAINE—TOPSY 65 (Cosmopolitan, ASCAP)—Hot revival packs a wallop on both the drums of Blaine and the rhythm group. Should meet with the same success as the Cozy Cole original. Powerful discotheque disk. Flip: "La Bamba" (Trousdale) **Dunhill 4006**

- MICKEY LEE LANE—Hey Sah-Le-Mey** (Survey, BMI). **SWAN 4222**
- HIGH SPIRITS—(Turn on Your) Love Light** (Don, BMI). **SOMA 1436**
- ALEX HASSILEY—Young Man** (Nelco, BMI). **RCA VICTOR 8630**
- RICK AND JERRY—I'll Be Happy** (Robin Hood, BMI). **LOLA 003**
- RICKY SHAW—Ups and Downs** (Cumulus, ASCAP). **CLOUD 502**
- THE SINNERS—Goin' Out of My Mind** (Grastel & Mirby, BMI). **MERCURY 72453**
- KATHY KIRBY—The Way of Love** (Chappell, ASCAP). **PARROT 9775**
- GEMS—He Makes Me Feel So Good** (Chevis, BMI). **CHESS 1930**
- DANNY DAVIS AND THE NASHVILLE STRINGS—I'm Henry VIII, I Am** (Miller, ASCAP). **MGM 13374**
- ROBB LONDON AND THE ROGUES—Bitter Tears** (Senisa, ASCAP). **BECKINGHAM 1083**
- RAY MEN—Baby, What'cha Want Me** (Conrad, BMI). **DIAMOND 186**
- THE NIGHTMARES—I Hate Getting Up in the Morning** (Flomar-Murray U.S.A., BMI). **SCEPTER 12105**
- BILL BAKER AND THE HONG KONG BOSSA BAND—Hong Kong** (Daywin, BMI). **ARWIN 129**
- THE DREAMLINERS—A Shoulder to Cry On** (Epp's, BMI). **JOX 042**
- EDDIE BURKEY—Stepping Stones** (Judikay, BMI). **GEMCOR 5002**

COUNTRY SPOTLIGHTS

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

GEORGE JONES—LOVE BUG (Glad, BMI)—Catchy, rhythm number destined for the No. 1 spot on the country chart has definite pop hit possibilities as well. Jones in top form. Flip: "I Can't Get Used to Being Lonely" (Glad, BMI). **Musicor 1098**

JOHNNY CASH—THE SONS OF KATIE ELDER (Famous, ASCAP) — Currently riding the chart with "Mister Garfield," Cash offers a strong new film title tune from the pen of Elmer Bernstein. A rousing winner. Flip: "A Certain Kinda Hurtin'" (Southwind, BMI). **Columbia 43342**

WILBURN BROTHERS — MY DAY WON'T BE COMPLETE (Surefire, BMI)—Fine, plaintive performance of a good country ballad serves as a strong successor to their recent hit "I Had One Too Many" and their past drinking hits. Flip: "It's Another World" (Bronze, SESAC). **Decca 31819**

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

- JOHNNY WRIGHT—Mexico City** (Wells, BMI). **DECCA 31821**
- STU PHILLIPS—Kathy Keep Playing** (Columbia, BMI). **RCA VICTOR 8640**
- MOON MULLICAN—Quarter Mile Rows** (Hall-Clement, BMI). **TCF C'N W 106**
- CARL BELEW—Crystal Chandelier** (Harbot, SESAC). **RCA VICTOR 8633**
- KITTY HAWKINS—My Everything** (Law, BMI). **CAPA 127**
- HOWDY KEMP—Heart Keep Your Big Mouth Shut** (Starday-Red River, BMI). **STARDAY 719**
- SLIM JACOBS—That's Truck Drivin'** (Starday, BMI). **STARDAY 723**
- LOIS JOHNSON—You Really Know How to Hurt a Girl** (Combine, BMI). **EPIC 9828**
- JOHNNY FOSTER—Going Won't Be Easy** (Law, BMI). **CAPA 128**
- BENNY MARTIN—One Way or the Other** (Starday, BMI). **STARDAY 725**
- GENE WOODS—As I Walk Alone** (Yonah, BMI). **CHART 1230**
- SONNY JOE IVY—Take Me Back** (Su-Ma, BMI). **JEWEL 746**
- MAC FAIRCLOTH—One Night Angel** (Peach, SESAC). **GREAT 1030**
- BILL REESE—She's a Girl Without Any Sweetheart** (Thompson, BMI). **HEARTBREAK 243**
- DICK FLOOD AND THE PATHFINDERS—Between Two Worlds** (Regent, BMI). **KAPP 681**
- BILLY HENSON—The End of Understanding** (Pamper, BMI). **NUCKET 240**

R&B SPOTLIGHTS

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

DAVE (BABY) CORTEZ—TWEETIE PIE (Cortez-Branston, BMI)—A wailing rouser on the organ with hard driving dance beat that should prove a strong discotheque disk for pop as well as r&b. Flip: "Things Ain't What They Used to Be" (Tempo, ASCAP). **Roulette 4628**

JIMMY MERCHANT—SKIN THE CAT (Intervally, BMI)—A way out shouter with pulsating rhythm beat and a tremendous vocal performance. A wild one to watch. Flip: "My Girl Now" (Intervally, BMI). **Bo Mar 5002**

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

- BUDDY GUY—Leave My Girl Alone** (Arc, BMI). **CHESS 1936**
- THE YOUNG ONES—Sawdust** (Jarb, BMI). **ALON 9025**
- JIVIN' GENE—Breaking Up Is Hard to Do** (Big Booper, BMI). **TCF-HALL 103**
- TED TAYLOR—Days Are Dark** (Lola-Su-Ma, BMI). **JEWEL 748**
- THE (Original) SPACEMEN—Space Walkin'** (Flying Hawk-Tamjay, BMI). **JAMECO 2005**
- CAROL FRAN—It's My Turn Now** (Benell-Earl, BMI). **PORT 3005**



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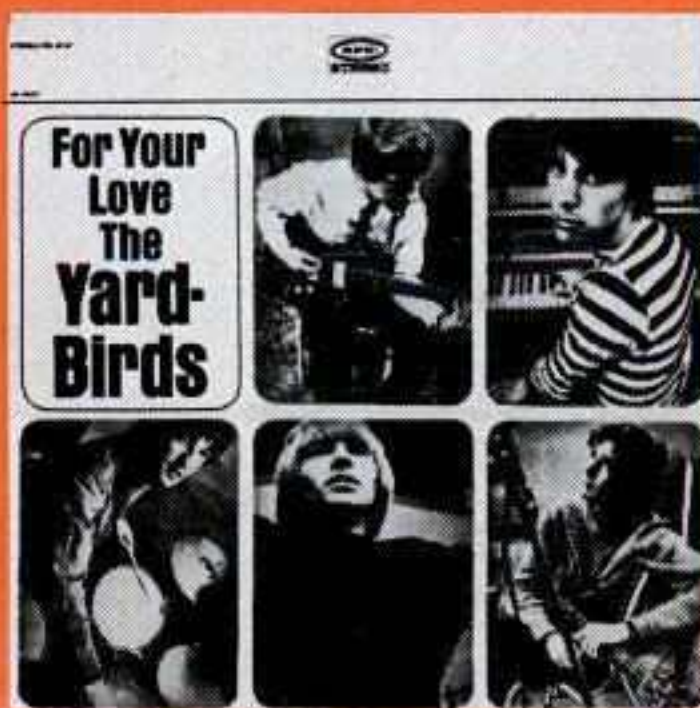
THE YARDBIRDS

HIT THE JACKPOT AGAIN WITH
"HEART FULL OF SOUL"

6-9823



ALSO NEWLY RELEASED AND HEADED FOR THE TOP OF THE ALBUM CHARTS:



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follow up
smash:

sounds
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SUNSET

p 958

CAMEO/PARKWAY

1650 BROADWAY, NEW YORK

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 | 1 Wk. Ago | 2 Wks. Ago | 3 Wks. Ago | TITLE | Artist, Label & Number | Weeks On Chart |
|-----------|-----------|------------|------------|--|---|----------------|
| 1 | 3 | 4 | 7 | (Such An) EASY QUESTION | Elvis Presley, RCA Victor 8585 | 4 |
| 2 | 4 | 6 | 8 | TOO MANY RIVERS | Brenda Lee, Decca 31792 | 8 |
| 3 | 6 | 9 | 11 | MARIE | Bachelors, London 9762 | 8 |
| 4 | 5 | 5 | 5 | A LITTLE BIT OF HEAVEN | Ronnie Dove, Diamond 184 | 7 |
| 5 | 8 | 11 | 13 | THEME FROM A "SUMMER PLACE" | Lettermen, Capitol 5437 | 6 |
| 6 | 2 | 3 | 3 | A WORLD OF OUR OWN | Seekers, Capitol 5430 | 8 |
| 7 | 1 | 1 | 2 | A WALK IN THE BLACK FOREST | Horst Jankowski, Mercury 72425 | 8 |
| 8 | 10 | 12 | 15 | HOLD ME, THRILL ME, KISS ME | Mel Carter, Imperial 6613 | 6 |
| 9 | 9 | 10 | 12 | SEEM' THE RIGHT LOVE GO WRONG | Jack Jones, Kapp 672 | 8 |
| 10 | 7 | 8 | 9 | THIS LITTLE BIRD | Marianne Faithfull, London 9759 | 8 |
| 11 | 19 | 28 | — | YOU'D BETTER COME HOME | Petula Clark, Warner Bros. 5643 | 3 |
| 12 | 13 | 15 | — | TRAINS AND BOATS AND PLANES | Billy J. Kramer & the Dakotas, Imperial 66115 | 3 |
| 13 | 18 | 20 | 25 | FORGET DOMANI | Frank Sinatra, Reprise 0380 | 5 |
| 14 | 25 | 29 | — | ONE DYIN' AND A BURYIN' | Roger Miller, Smash 1994 | 3 |
| 15 | 23 | 25 | 31 | MOON OVER NAPLES | Bert Kaempfert & His Ork, Decca 31812 | 4 |
| 16 | 20 | 21 | 24 | FORGET DOMANI | Connie Francis, MGM 13363 | 5 |
| 17 | 29 | 30 | — | THEME FROM "HARLOW" (Lonely Girl) | Bobby Vinton, Epic 9814 | 3 |
| 18 | 24 | 32 | — | IT'S GONNA BE FINE | Glenn Yarbrough, RCA Victor 8619 | 3 |
| 19 | 11 | 2 | 1 | CRYING IN THE CHAPEL | Elvis Presley, RCA Victor 0643 | 8 |
| 20 | 21 | 22 | 26 | HERE I AM | Dionne Warwick, Scepter 12104 | 4 |
| 21 | 16 | 16 | 20 | I LOVE YOU SO | Bobbi Martin, Coral 62452 | 8 |
| 22 | 27 | 34 | — | FLY ME TO THE MOON | Tony Bennett, Columbia 43331 | 3 |
| 23 | 26 | 33 | — | AFTER LOVING YOU | Della Reese, ABC-Paramount 10691 | 3 |
| 24 | 31 | 31 | 39 | YOU WERE ON MY MIND | We Five, AAM 770 | 4 |
| 25 | 14 | 14 | 17 | SUMMER SOUNDS | Robert Goulet, Columbia 43301 | 8 |
| 26 | 17 | 17 | 19 | MY MAN | Barbra Streisand, Columbia 43323 | 5 |
| 27 | 28 | 35 | — | WHY DON'T YOU BELIEVE ME | Vic Damone, Warner Bros. 5644 | 3 |
| 28 | 12 | 7 | 6 | HUSH, HUSH, SWEET CHARLOTTE | Patti Page, Columbia 42351 | 8 |
| 29 | 15 | 13 | 4 | BEFORE AND AFTER | Chad & Jeremy, Columbia 42377 | 8 |
| 30 | 30 | 23 | 27 | DARLING TAKE ME BACK | Lenny Welch, Kapp 662 | 5 |
| 31 | 35 | — | — | I'M A FOOL TO CARE | Ray Charles, ABC-Paramount 10700 | 2 |
| 32 | 22 | 24 | 29 | SUNRISE, SUNSET | Eddie Fisher, Dot 16722 | 6 |
| 33 | 38 | — | — | CANADIAN SUNSET | Sounds Orchestral, Parkway 958 | 2 |
| 34 | 36 | — | — | THE SWEETHEART TREE | Henry Mancini, RCA Victor 8624 | 2 |
| 35 | 39 | — | — | THOSE MAGNIFICENT MEN IN THEIR FLYING MACHINES | Village Stompers, Epic 9824 | 2 |
| 36 | — | — | — | THE SWEETHEART TREE | Johnny Mathis, Mercury 72464 | 1 |
| 37 | 37 | — | — | IT HAPPENED JUST THAT WAY | Roger Miller, Smash 1994 | 2 |
| 38 | 40 | — | — | MY NAME IS MUD | Eddie Rambeau, DynoVoice 207 | 2 |
| 39 | — | — | — | MOONGLOW & THEME FROM PICNIC | Ether Phillips, Atlantic 2294 | 1 |
| 40 | — | — | — | YOU CAN'T GROW PEACHES ON A CHERRY TREE | Browns, RCA Victor 8603 | 1 |

THE SOUND TRACK ALBUM OF THE YEAR

from

THE FILM COMEDY OF THE YEAR

featuring

3 GREAT CHART SINGLES

Music: Burt Bacharach

Lyrics: Hal David

Tom Jones "WHAT'S NEW PUSSYCAT?"

Dionne Warwick "HERE I AM"

Manfred Mann "MY LITTLE RED BOOK"

ORIGINAL MOTION PICTURE SCORE
WHAT'S NEW PUSSYCAT?

MUSIC BY BURT BACHARACH



FEATURING

TOM JONES singing "WHAT'S NEW PUSSYCAT?"

MANFRED MANN singing "MY LITTLE RED BOOK"

DIONNE WARWICK singing "HERE I AM"

LYRICS - HAL DAVID

HIGH FIDELITY

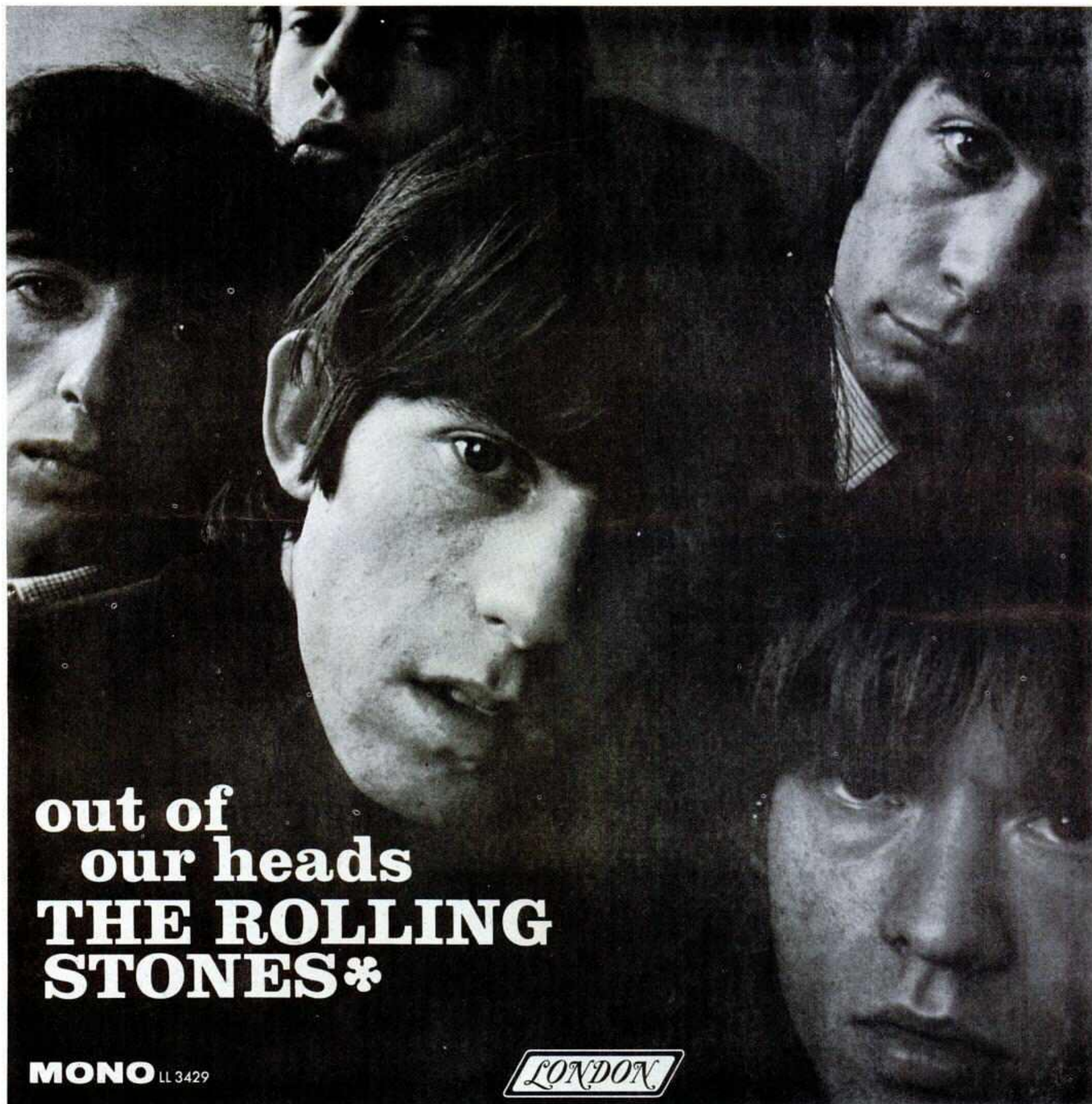
WHAT'S NEW PUSSYCAT? UNITED ARTISTS • UAL 4128

Mono: UAL 4128

Stereo: UAS 6128

it's on  of course

**faces of today: sounds of tomorrow
spots, not gauze, and peepers of truth
an audience in a sea of fear
for big daddy doesn't relate any more
this does: so float into tomorrow**



**out of
our heads
THE ROLLING
STONES***

MONO LL 3429

LONDON

mono: 113429

stereo: ps429

the new rolling stones LP – just released

LONDON
RECORDS

produced by andrew loog oldham for impact sound

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.

Table with columns: 34-60, 61-80, 81-100, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 34 through 100.

Table with columns: 67-80, 81-100, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 67 through 100.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

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

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

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

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

Pye Is Aiming for Bigger Share of Global Market

By CHRIS HUTCHINS

LONDON—Pye managing director Louis Benjamin has revealed his company is launching a major drive into the international disk market, of which it already has a big share. The appointment of Dot Records executive Jim Bailey as the London-based head of Pye's international department ties in with this drive.

Benjamin disclosed in a Billboard interview that Pye's overseas revenue in the fiscal year just ended was six times over 1961-1962, and 2½ times more than 1962-1963. The money being derived of coming both from sales of the actual product and records manufactured abroad under license.

"This improvement in our overseas revenue is by no means entirely due to the American trend toward buying British records. We now have very big business in most other European countries. I put this down partly to the vast improvement in British product generally in the past three years and also to the better understanding—greater trust if you like—between Pye Records and its foreign affiliates and their executives.

Travels Abroad

"The latter point revolves around the international market having become tighter; we all commute and communicate much more. In recent months I have been abroad on an average of three weekends out of five, but now Bailey will be able to take control of some of these activities. We have appointed him because even though we are doing so well abroad we do not want the international department to suffer because of the volume of its business is too great for it to handle.

"He will, of course, also be responsible for acquiring foreign product for sale on the home market. Here, too, is an increasing trend—we are

currently doing well with French, Italian and Greek records and the demand is increasing all the time."

Without doubt Pye has proved to be one of Britain's most progressive companies since Benjamin took control three years ago. In the British charts the label had five No. 1 hits last year; on two occasions held first and second positions. The label also had several American hits and at one stage had seven British records on the "Hot 100."

Eyed U. K. Market

Although the British industry's sales have been heavily down this year, only in one month—April—in the first half of 1965 have Pye's figures been lower than last year's. In his first two years as managing director, Benjamin concentrated on improving his company's share of the U.K. market. Now his methods are following a similar pattern in respect to overseas markets.

He has been the only major disk firm boss to abstain from derisive comment on the emergence of British radio. In this interview he said: "Perhaps the pirates have topped the huge sales off very big records by overexposure, but they have given more exposure to more records and I would rather than have five hits selling 200,000 each than selling a million. This is the way he gets hits for overseas, too.

Pirates' Role Cited

"A point which must be considered is that it is to the benefit of our industry that we no longer have to depend on a handful of big sellers. I think the radio ships may have contributed to spreading sales around. One thing we are sure of is that they are indiscriminate in selecting whose product they play because they do not get support from any part of the record industry."

MUSIC CAPITALS OF THE WORLD

AMSTERDAM

Last Monday Donovan arrived for a TV show. . . . The recent visit of George Szell and the Cleveland Orchestra to Holland was very successful. . . . German CBS group Fats and his Cats appeared on Vara TV. . . . A new sound on the Dutch market introduced by Dutch folksong group the Hunters, who debuted on RCA with their version of "Mr. Tambourine Man." . . . Peggy March is very successful here with her winning song of the Baden Baden festival, "Mit 17 hat man noch Traume." . . . Artone, expected to release a further batch of new Impulse albums in August, was happy that this year's Edison's award in the jazz category has been awarded to Oliver Nelson. . . . Bovema's Liberty label released P. J. Proby's latest album featuring new songs. Recent Parlophone releases are the Hollies with "I'm Alive" and Adam Faith's "Someone's Taken Maria Away."

RAYMOND DOBBE

BRUSSELS

Victory Records invited Greek dancer and singer Andrea Zorba to demonstrate the current dance craze Sirtaki. . . . A party honoring the Cousins was held recently. Cousins just returned, after a triumphant tour in the Republic of Congo. They are now touring Argentina. . . . CBS released recently here three singles: Jacky Delmone's "Oui je t'aime"/"Il Fera Beau De-

main" and newcomers Les Dollars with their first single "He, Ou Cours-Tu?"/"Long, Long, Long" and Les Godasses Vertes with "La Salade"/"Le Panier a Salade." . . . The Pebbles perform for a month in Switzerland. Another local group the Twenties is due to appear on the KRO-TV for teen-agers Aug. 28. . . . During the Knokke Song-festival two CBS (German) songsters Christa Orth and Bernd Spier will perform in the German group. . . . Hans Jurgen Baumler, CBS German artist, was a guest of honor at Knokke. He was presented the award "the bronze lion" of Radio Luxembourg for his "Sorry Little Baby." . . . New CBS releases: "Before and After"/"Fare Thee Well," by Chad and Jeremy, "Mr. Tambourine Man"/"I Knew I'd Want You" by the Byrds, "Hush Hush, Sweet Charlotte" by Patti Page and "Last Chance to Turn Around"/"E Se Domani" by Gene Pitney.

JAN TORFS

LONDON

Herman's Hermits will, after all, film a guest role in MGM's "Girl Crazy" screen musical. The group's managers changed their minds when the film company came up

(Continued on page 23)

U. K. April Disk Sales Nosedive

LONDON — British record sales suffered their biggest drop of the current slide in April, figures just issued show. Production fell by a quarter and the value of manufacturers sales were \$4.3 million, compared with \$5.8 million in April 1964.

Again most of the drop was in the home market; export sales, at \$588,000 were \$128,000 down from the previous April.

As far as manufacturing is concerned, singles were greatly down but the biggest shock came from a decline in LP production. Albums—considered as the new trend in the British industry's sales—were down for the first time this year.

Some 6,750,000 45-rpm singles pressed in April last year dwindled to 4,814,000; LP's fell from 2,093,000 to 1,857,000, although in the first quarter of this year, 700,000 LP's more were pressed than last.

Rita Pavone's Spurt Wins Cantagiuro

By SAM'L STEINMAN

FIUGGI, Italy — A last-minute two-point victory by Rita Pavone over her RCA stablemate, Gianni Morandi, who had been leading through most of the 20-day Cantagiuro (Singing Tour) of Italy and three other countries marked the final evening here. An RCA newcomer, Marolino Barberis, won the special division for young singers.

In its fourth running, the Cantagiuro was more successful than ever, with flying visits before huge audiences in Moscow, Vienna and Frankfurt. The visits were made possible through the sponsorship of ENIT, the Italian tourist office, and various Italian concerns.

Looks to Expansion

Ezio Radaelli, former organizer of the San Remo Festival and originator of this event, has

now built it to a point where it has become as well known as the San Remo event and rivals it in aiding record sales in Italy. Radaelli hopes to expand the event into a Cantagiuro, in which winners from the various western European countries will compete. During the fall, he will send a group of Italian singers to the United States for the second American edition. The tour will cover 10 cities in the U. S. and Canada.

RCA reaffirmed its position as leader of the pop market in Italy by placing four singers within the first five. In addition to Miss Pavone and Gianni Morandi there were Nico Fidenco and Donatella Moretti. The only non-RCA top-runner was the Marcellos Ferial Trio, who record for Durium. Among the new singers RCA had two of the four semifinalists. In the

final, Barberis outdistanced Jolly's Roberta Mazzoni after defeating CGD's Elisabetta Ponti.

Advertising Caravan

The Cantagiuro travels from city to city with automobiles marked with names of singers who distribute cards and autographs. The cities usually pay fees for the caravan to pass their way and an advertising caravan which precedes the singers also contributes funds. In one case the leader in each

HELLO TOKYO— HERE COMES 'HELLO DOLLY!'

TOKYO—The Broadway musical, "Hello, Dolly!" opens at the Takarazuka Theater in Tokyo Sept. 9 for a three-week run with Mary Martin and 75 members from New York. Lucia Victor, assistant director of the show, was here for 10 days on her way back from London and Moscow to make the final stage arrangements with the Toho Theatrical Co., which owns the theater.

Mary Martin will sing "Hello, Dolly!" and "So Long, Dearie" in Japanese versions written by Tokiko Iwaya, noted female lyricist. For those who prefer lyrics in Japanese, the seats of the theater have earphones installed through which they can hear the Japanese translations of songs.

Mexican Musicians, Disk Industry at Loggerheads

MEXICO CITY—A conflict broke out between the musicians union and the record industry and it is possible that this conflict might end up in a strike. The union demands have been rejected by AMPRODIS, the Assn. of the Mexican Record Industry, claiming that the petitions are widely exaggerated and have no legal basis.

Among the union's requests: a permanent, collective contract for their musicians, the limitation of the use of pre-recorded tapes, equality of wages for the mostly illiterate mariachi mu-

sician with those of the professional musician, considerably higher wages for every musician and guarantee of social security, etc. The union's demands are considered preposterous by the disk companies. They say that out of 300 different professional musicians employed in recordings by each company, only one musician reached a total of 80 working hours per year. Most of the recordings are done by mariachi or marimbas bands, rock 'n' roll groups balladeers with guitar or combo accompaniment, etc.



RECORD BOSS EDDIE BARCLAY celebrates with his Barclay team at the French Song Festival. From left are Erik Montry, whose song "D'Ombre et de Soleil" won the Rose d'Or; Dario Moreno, Barclay; Madame Marie-Christine Barclay, Michel Mallory and Jean-Claude Massoulier.

THIS FALL
A COAST TO COAST TOUR
IS BEING PLANNED FOR.....



THE
SWINGING BLUE JEANS

"HIPPI HIPPY SHAKE" — "GOOD GOLLY MISS MOLLY" — "YOU'RE NO GOOD"

(IMPERIAL RECORDS)

— OVER 3 MILLION RECORDS SOLD IN 12 MONTHS —

**THE ONLY TOP BRITISH GROUP
YET TO VISIT THE U. S. A.**

ALL ENQUIRIES TO:

REPRESENTATION: JIM GODBOLT AGENCY LTD., 145 WARDOUR ST., LONDON W.1.

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THE ESCORTS

(FONTANA RECORDS)

EMI Go-Direct Plan Drawing Mixed Reaction

LONDON — Reaction has been mixed to EMI's announcement that beginning July 1, 1966, it will terminate business with all independent distributors and market all its product and that of its licensees. One firm, Symphola, which has been distributing EMI's product exclusively in Northern Ireland, has said it could go out of business as a result.

Symphola's managing director Gordon Smyth described EMI's decision as "a shattering blow" to his business and said he was unsure of his company's future after next July. He added that he was fighting the move although it is virtually certain that EMI's mind is made up.

The matter will be the first to receive attention at the next meeting of the Gramophone Record Retailers Assn. whose secretary Harry Tipple has said he is anxious to negotiate with EMI if the changing setup is to affect the retailer.

He fears that other companies could follow EMI's decision. At present, Decca is the only company whose records are all available through independent wholesalers. Tipple has made the point that such a sweeping change in British record marketing will make dealers too dependent on sole sources of important product.



THE FRENCH SONG FESTIVAL turned out this year to be an all-male victory and the winners, from left, are Francis Lemarque, second; Jean-Jacques Debout, tied for third; Erik Montry, first; and Michel Mallory, tied for third.

'Cat Ballou' Scoring

BERLIN—Biggest disk boom of the 15th Filfestspiele came from the American entry, "Cat Ballou," whose original score disk featuring the late Nat King Cole (Electrola label here) became an immediate best seller, with special window displays around it sprouting everywhere on the Kurfurstendamm.

Although disk firms in France took advantage of the Cannes festival as they do in Italy at the Venice event, the German disk firms did little to promote their wares except for the Amer-

ican film which was sparked by Columbia Pictures. Only other disk promotion was by Spanish branch of Philips with sound track by Miguel Rios of "The Art of Living" (El Arte De Vivir).

Interesting promotion item by Philips via German production of "Uncle Tom's Cabin" appeared in local windows with synthetic spirituals composed for the production which was made in Yugoslavia by German producers with American actors including the late John Kitzmiller in the title role.

Philips Record Solid Favorite in Norway

OSLO — Swedish gold disk winner in Norway, Philips Records' "Froken Fraken" as sung by the Sven-Ingvars Quintet, was the most popular record in Norway during the first six months, according to the weekly, Top 10 as compiled by Verdens Gang and reprinted in Billboard.

Sven-Ingvars beat two Beatles records, both on Parlophone, "Rock and Roll Music" and "Ticket to Ride." Fourth was the first American record, Roger Miller's "King of the Road," on Philips. Other best selling records this spring include "Dar Bjorkorna Susa," by the Jailbird Singers, Metro-nome; "Poupee de Cire, Poupee de Son," by France Gall,

Philips; "The Last Time," by the Rolling Stones, Decca; "I Feel Fine," by the Beatles, Parlophone; "Det Var i Var Ungdoms Fagreste Var," by Sven-Ingvars, Philips, and "Jet Marsjerer Ved Din Side," by Wenche Myhre, local songstress recording on the Triola label.

Based on the half-year summary, these artists were most popular: (1) the Beatles (2) Sven-Ingvars (3) Jim Reeves (4) Roger Miller (5) Jailbird Singers (6) Rolling Stones (7) France Gall (8) Cliff Richard (9) Wenche Myhre and (10) Kirsti Sparboe.

Most remarkable is the Swedish success on this year's pop music scene, with three of the 10 best records.

Barclay Weds in Paris

PARIS—It was the show business wedding of the year when disk boss Eddie Barclay, 44, described by the French press as the "Emperor of the Mini-groove," married 18-year-old drama student Marie-Christine Steinberg at the church of Saint Francois de Salles, Paris.

Witnesses for the bride were Roger Ferdinand, director of the Paris Conservatoire d'Art Dramatique and her professor, Robert Manuel. For Eddie Barclay the witnesses were his brother and singing star Dalida,

who had flown in from Rome.

Earlier, the civil ceremony had taken place at the Mairie of the 16th Arrondissement. For the church wedding, the choir was replaced by the Swingle Singers. Composer Michel Legrand was organist.

Guests at the reception in the Pavillon d'Armenonville in the Bois de Boulogne included dozens of show business celebrities, among them Fernand Jacques Brel.

The following day the couple left for a brief honeymoon in Tel-Aviv.



Is a Festival

Buddy Greco
"I Can't Begin
to Tell You" 5-9817

A new sound
for Buddy...
smack in the
heart of today's
commercial groove!

MUSIC CAPITALS OF THE WORLD

• Continued from page 20

with an offer to make another film especially built round the group. **Sam Katzman** will produce it in the U. S. in September. The injunction restraining anyone other than indie producer **Mickie Most** from recording the group was removed when **Herman's** managers and **Most** agreed on a new contract benefiting both sides. . . . But another dispute is holding up the **Kinks'** next single. The group is normally waxed by indie producer **Shell Talmay** for **Pye**, but on their recent American tour the **Kinks** recorded under the supervision of one of their personal managers, **Larry Page**, at studios in Hollywood. Both men are barring each other from issuing the disks they have made—**Talmay** as the contracted recording manager and **Page** as the publisher of **Kink Ray Davies'** songs which are on tracks **Talmay** has in the can.

Burt Bacharach was here to choose "Here I Go Again (Looking With My Eyes) Seeing With My Heart" as **Dionne Warwick's** next single. He produced it on an earlier trip to London. **Bacharach** returns at the end of this month for recording sessions. . . . **Lionel Bart's** musical "Maggie May," nearing the completion of its first year's run in this city, is to be staged on Broadway in February by **Bernard Delfont** and **David Merrick**. . . . **RCA Victor** pianist **Peter Nero** arrives next month to make two guest appearances on **BBC-TV's** Saturday night spectacular, "The Kathy Kirby Show," and to telerecord six 30-minute shows of his own. . . . Latest British talent bookings for the U. S.: **Freddie and the Dreamers** booked by **Dick Clark** for a month of concert and college dates

throughout November after guesting in **Danny Kaye** and **Red Skelton's** TV-ers; the **Pretty Things** will be in L.A. for four days from Aug. 12 to telerecord "Shindig" before their Australasian tour and the **Moody Blues** are booked for the month-long "Shindig" road package commencing Sept. 1. . . . The manufacturing firm of **Manzi Brothers** is developing a disk-vending machine following the installation of a prototype at a London store which dispenses singles and change for three half-crowns. . . . **Polydor's** a&r man **Dave Charles** has joined (in a similar capacity) **R. and B. Discs**, which is now making its own product.

CHRIS HUTCHINS

MEXICO CITY

CBS has been quite successful with their low price classical line, **Harmony**. Many old recordings of **Felix Weingartner** (the four **Brahms** Symphonies), **Erich Leinsdorf**, **Arthur Rodzinsky**, **Dimitri Mitropoulos**, etc. have been issued. . . . In the monthly releases of all companies, there is renewed interest for international music. **Musart** brought out the "Greatest Hits" and "Perfidia," two LP's by the **Shadows** and five LP's by the **Ventures**; **CBS** issued the LP sung in Spanish by **Eydie Gorme** and **Los Panchos**, "The Best of Robert Goulet," "Festival 1965, San Remo," "Jazz Impressions of New York," by **Dave Brubeck** and "The Great Sound" by **Les and Larry Elgart**; also mostly international are the latest issues of nearly two dozen LP's by **RCA Victor Mexicana**, with recordings of **Al Hirt**, **Elvis Presley**, the **Supremes**, **Henry Mancini**, etc.

Tomas Munoz, general director

of **Gamma Records**, signed an exclusive contract for local pressing and distribution of the **Pye** and **Piccadilly** catalogs. . . . **Billy Vaughn** spent a three-day vacation in Mexico City. . . . After the first of the three concerts the **London Philharmonia** conducted by **Paul Kletzki** gave here on their Latin American tour, the **British Council** gave a party to 400. . . . **Louis A. Aubrey**, president of **Sono Radio**, Lima, and the **Latin American Federation of Record Producers**, spent a few days in Mexico, following business trip in Europe. . . . Visitors to the U. S.: **Manuel Villarreal**, vice president in charge of **Latin American operations of Columbia Records**, and **Armando De Llano**, general manager of Mexico's **CBS**, to Miami, where they took part at **Columbia's** annual convention. **Bernard T. Ness**, president, and **Louis Couttolenc**, general director of operations, of **RCA Mexicana**, to New York, for a week of talks with the heads of **RCA International**. **OTTO MAYER-SERRA**

OSLO

The **Tamla-Motown** label has been introduced here. Previously, the **Tamla-Motown** records were issued on the **Stateside** label, represented in Norway by **Iversen & Frogh**, **EMI** representative. The **Supremes'** "Back in My Arms Again" is one of the first records to be issued. The **Stateside** label will still be used, says a&r man **Rolf Syversen** of **Iversen & Frogh**. They lost the representation of **20th Century-Fox** here when the label was taken over by **A-S Nor-Disc** some weeks ago.

Nobody here has decided what to do about the "one-speed revolution," and managing director **Haakon Tveten** of **Norsk Phonogram** says that if the U. S. introduces the 33 rpm record as a standard, Norway will have to, too. But only as long as the quality is maintained. . . . **Nora** has issued the winning song from the German Festival, "Mit 17 hat man noch Traume," as sung by **Peggy**

GREIF REVEALS GLOBAL ACCORD WITH SOLOMON

LONDON—George Greif of Greif Garris Management, Calif., has announced international agreement with British impresario Philip Solomon, who manages the **Batchelors**, among others. Speaking in London, Greif said he and Solomon were extremely perturbed by the immigration and visa laws which severely restricted exchange of British and American artists. Part of their agreement involves trans-Atlantic exchange of artists, and Solomon has formed a film and television production company to film acts which cannot get into America for exposure on American TV. The latter company will be headed by former **BBC** producers **Richard Afton** and **Barry Langford**. The new company will film two hour-long spectacles with Greif's acts, the new **Christy Minstrels**, later this year in three languages for distribution to TV companies throughout the world.

U. K. Pirates Capture 13.1 Million Weekly

LONDON—First figures ever issued on Britain's pirate radio stations came from **National Opinion Polls**, which conducts a survey in May. It shows that the two biggest stations—**Caro-**

line and **London**—have a combined weekly cumulative audience of 13.1 million.

Caroline's two ships have an audience of 9 million a week; **Radio London** 7 million. (These figures allow for duplication.) The peak listening time is between 12:30-1 p.m. when **Radio London** reaches 1,630,000 and **Radio Caroline's** two stations 1 million.

The pirates are having a definite impact on record sales, says another survey. It is estimated that in the areas where the stations are well received business is 20 per cent below that where reception is poor or nonexistent.

March on **RCA Victor**. . . . **Mary Reeves**, wife of the late **Jim Reeves**, will come here Aug. 7. She attends an **RCA** congress in Stockholm Aug. 2-3. . . . The latest **Jim Reeves'** platter, "Is It Really Over," issued in the U. S. coupled with "Rosa Rio" will be issued in Norway, but "Rosa Rio" has already been a big hit here so the

(Continued on page 24)

of Summer Hits



Damita Jo
"Nobody Knows You
When You're
Down and Out" 5-9821

Album air play
created the
demand for this
to be a single
release!

MUSIC CAPITALS OF THE WORLD

• Continued from page 23

problem is to find another coupling. Norway will decide what recording will be on the flipside for Europe. Norway is the country where Jim Reeves records sell best. Deciding the flipside in Norway will also depend on what England chooses, says a&r man John Johanson of Nera here.

ESPEN ERIKSEN

PARIS

Johnny Hallyday, due for release from the French Army Aug. 25, has reformed his six-man backing group to include four British musicians, following a recent trip to London. Hallyday says he is aiming to get "more of a Liverpool sound." . . . After two concerts in Rumania, Patrick Samson and the Phoeniciens were asked to leave because their "frenetic" music was overexciting Rumanian youth. . . . Following the visit to Paris of Gene Norman, of the Gene Norman Presents label, Verve will issue a Billy Strange album, including some of the big successes of 1965. . . . Dalida and Charles Aznavour, two of the most popular French artists in Germany have both recorded disks for Barclay in German; titles include "Ich Werde Werten" (J'attendrai) by Dalida and "La Mamma" by Aznavour. . . . Vogue will distribute the Mainstream and Times Records catalogs in France. Among Mainstream artists who will be featured on early releases: Fats Waller, Coleman Hawkins. . . . Film actress Sophie Daumier will record four Michel Legrand songs for Barclay in September. . . . Boulou Ferré, the phenomenal 13-year-old guitarist nephew of the late Django Reinhardt, will record an album of Reinhardt numbers for release in the U. S. . . . Dario Moreno, who recently switched from Philips to Barclay, has recorded a Sirtaki EP and will do an album of Turkish songs in September for release in the States. . . . Vogue's top sellers of the moment are British (Sounds Orchestral and Sandie Shaw) and Italian (Nino Rossi). . . . Monty Eddy Mitchell and Hugues Aufray will record all their big hits of the year in English, Italian and Spanish for Barclay in September. . . . Pathe Marconi have released an album of twelve songs in English recorded in London by Richard Anthony. . . . All disk companies here jumping on the Sirtaki bandwagon.

Raymond Devos, Enrico Macias, Fernand Raynaud and Andre Verchuren were among the artists who took part in a benefit concert for Bobby Lapointe who was recently seriously injured in a car accident. The concert, staged by Europe No. 1 at the Paris Olympia Theater, raised \$4,000 for Lapointe. The Societe des Auteurs demanded only a symbolic two dollars in royalties and the French internal revenue department waived taxes on the receipts. . . . The Surfs' next disk for Festival will be an EP in Italian, recorded under the supervision of M. Dicrescenzo of the Compagnie Generale du Disque. . . . Verve star Astrud Gilberto,

on a 24-hour visit to Paris, tele-recorded two songs for the "Disco-rama" program. . . . Joel Holmes, who recently joined Polydor from Pathe-Marconi, will appear in the Sopot Festival, Poland (Aug. 5-8). . . . Jazz pianist Maurice Vander has formed a new quintet, the Baroques, who play jazz interpretations of 18th century airs.

Composer Raymond Asso is planning an LP in which he will relate the life of the late Edith Piaf. . . . The arrival of the Great Music Hall of Israel company for a season at the Paris Olympia Theater is expected to create a big vogue for Israeli songs. . . . Polydor's Isabelle Aubret will share top billing at the Olympia with Adamo for a season from Sept. 15. Later in the year a Broadway musical is in prospect. . . . Claude Francois recorded two French titles in London with arrangements by Les Reed under the supervision of his artistic director Jean-Jacques Tilche. . . . Vogue is distributing the new Monte Carlo label, whose contracted artists include Maria Candido and Les Moustaches. . . . Polydor plans to issue some of the Folkways catalog acquired by Verve at year's end.

MIKE HENNESSEY

STOCKHOLM

Sven Ingvar's group, the instrumental unit in Sweden, is unhappy with Philips and wants out of its contract with the label. The leader of the group, Sven Svard, said that Philips has done nothing to promote the group. . . . The Rolling Stones flocked in Malmo. The tickets were too expensive and many fans think that the Stones are on their way out here. . . . Josh White almost had to cancel his Swedish tour due to illness, but he still performs every night against doctor's orders. . . . Swedish trumpet player Rolf Ericson returned recently after 18 years in the U. S. He found the climate for jazz in New York too tough the last year. Then Rolf was asked by band-leader Rod Levitt to come over and record a couple of albums. Now Rolf is back in New York. . . . The special tax on records disappeared in July, and that means a 60-cent reduction on LP's and 20 cents for singles. The record companies are happy because they have been fighting for this the last 20 years. BJORN FREMER

TOKYO

Goddard Lieberson, president of Columbia Records, flew back to the States after a week's stay here discussing more tie-in projects with Nippon Columbia. . . . Noriichiro Ishizaka, executive managing director of Toshiba Records, left for London July 11 to talk with EMI executives. He is expected back Aug. 5. . . . Toshiba announced the release of 13 sets of complete Angel Opera Series within one year, beginning in August. Purchasers of more than three sets are entitled to receive a free album of opera singers' portraits; purchasers

of 13 sets are entitled to a free record cabinet. . . . To commemorate the fifth anniversary of Philips Records issued by Nippon Victor, Victor will market three LP's, one 17-inch LP and four singles, all of Liverpool Sound artists, Aug. 20. Winners of lotteries among purchasers will be presented with a free electric guitar. . . . Philips Records has recently established Tokyo Music Publishing Co. in its office near Hibiya Park. It will start publishing European hit songs. . . . Gei Ei Music Publishers has been set up to represent overseas publishers. . . . A new magazine bowed, "Hit Parade," devoted largely to movies and music. The publication contains one film record of hit songs every month. . . . The Japan Phonograph and Record Association reports 3,296,504 Japanese records (\$2,207,358) and 3,175,538 international records (\$3,345,675) amounting to a total of 6,472,042 records (\$5,553,033 at manufacturers prices). Stereos involved in above figures are 4,276,418 records (\$4,119,259). This is an increase of 29 per cent in quantities and 16 per cent in value, compared with the same month in 1964.

JUNZO FUKUNISHI

TORONTO

To promote its Canadian talent, Capitol has pressed 500 copies of "The Lively Ones," an LP featuring the latest releases by Diane Leigh (soon on Tower in the U.S.), Barry Allen (Dot in the U.S.), Wes Dakus (Swan in the U.S.), the Sparrows, the Staccatos, and the Big Town Boys. The discs are out to all radio and TV stations, and extra copies will be given away in station promotions. . . . CTV, the indie TV web, is mixing the discotheque scene and the "Shindig" "Hullabaloo" format, coming up with "A Go Go '66" in the fall schedule for its 11 stations. Capitol's Robbie Lane and the Disciples are set as the show's regular "house band."

Word out of the west is that CJOB-FM Winnipeg has switched from the middle-of-the-road music policy, standard for FM stations, to the "Town and Country Sound" — the first country music FM station in Canada. . . . After a six-month experiment with its teen-target "Wingding" show from 7 to

Breaking Big in Canada!
"THE ONE FOR ME"
by
THE CHARMAINES
on
Red Leaf
published by
Bigland Music—Toronto

11 nightly, CKEY, Toronto, has abandoned the tops in pops to extend its "mainstream modern" sweet-sound programming to 24 hours a day. This makes CHUM Toronto's only strictly pop music station. . . . Toronto gains a new radio station, CHIN, Nov. 1. It'll feature "music, brass band music, opera, with several hours of foreign-language broadcasting on weekends."

A couple of popular deejays are making their debut — Bob Gillies of CKGM, Montreal, sings "Summer on the Sand," his own tune, and the oldie, "Primrose Lane" on a new RCA Victor single.



DURING ASTRUD GILBERTO'S 24-hour visit to Paris, Polydor Records, distributor of MGM-Verve Records in France, hosted a party at the George V Hotel. From left, are Gilles Bleiveis of Polydor, Billboard staffer Mike Hennessey, Marianne Feld of Polydor; Andre Poulain, director of the Polydor international department; Astrud Gilberto; John Nathan, European representative of MGM-Verve; and Solange Termignon of Polydor.

and Ross Campbell of CKLB, Oshawa, bows on Columbia with "You Don't Want to See Me Crying" and "Yes, I Will," both Canadian songs. . . . Jazzman Phil Nimmons, whose "Take Ten" and "Mary Poppins Swings" LP's are available in the U.S. as well as at home, on RCA Victor's Canada-International label, has just recorded another album for Victor, for fall release. . . . Canadian record talent scored again when an all-Canadian stage show and dance drew 3,000 teen-agers in Ottawa last month. Featured were RCA's J. B. and the Playboys, and three groups from the Capitol label, the Big Town Boys and hometown groups, the Staccatos and the Esquires. . . . The Arrows' new Tower outing, "Baby Ruth," is the tune that grew out of a Curtiss Candy radio-TV commercial for the candy bar of the same name. The jingle music track was a minor success when it was released here on the Red Leaf label a few months back. . . . Quality Records' order desk reports that Herman's Hermits' "I'm Henry VIII, I Am" chalked up more sales in its first week than any single has totaled in one week since a Chubby Checker hit of '61. It jumped on Billboard's top 10 in Canada at No. 7.

This week should see release of the Allan-Ward's Trio's Vanguard album in both the U.S. and Canada. The Toronto-based folk group is just back from dates in Winnipeg and Regina and plays the Riverboat coffee house in Toronto for three weeks before the Mariposa Folk Festival, drumming up album sales all the way. Phonodisc recently hosted Barney Ales, national sales manager of Tamla-Motown, and Phil James, their production chief, in Toronto for a couple of days.

KIT MORGAN

HOLLYWOOD

Gene Norman in Europe setting up concert appearances, television specials and tour for folksingers Joe and Eddie. . . . Brenda Lee, back from a Japanese tour, booked in Oklahoma City, Cincinnati, Missouri State Fair in Springfield, and the Du Quoin (Ill.) State Fair, all in August. The Decca artist will press her new album this week in Nashville. . . . Dominic Frontiere will compose and direct the score for "Billy," which stars Patty Duke for Peter Lawford's Chrislaw Productions at Paramount. Frontiere just completed John Astin's first recording — "Dadams Family" — with lyricist Diane Lampert. . . . The late Red Nichols' combo has been reorganized under the name of Matty Matlock and Eddie Miller's All-Stars.

Stan Pat West Coast manager of Purcell Associates has signed King Floyd, rock, rhythm and blues vocalist, to a recording contract with Tower Records. . . . Mabel Hill joins 20th Century-Fox Television

publicity department. . . . The Travelers 3, Charlie Oyama, Dick Shirley and Peter Apo, performing at the Bunkhouse, Vancouver, B. C. Group is scheduled to begin recording a new album for Capitol, Aug. 9. . . . Dick Whittington, KGIL, repeated an hour-long tribute to the late Nat Cole after a large mail-order response asking for program repeat. . . . Roger Miller and Jody Miller to play the New York State Fair Aug. 31. . . . Singer-actor John McCook cast in the "Mister Roberts" television series at Warners. . . . Dick Clark to make dramatic television appearance in a "Ben Casey" segment to air this fall.

BRUCE WEBER

NEW YORK

The American Mechanical Rights Agency has signed the Johnny Tillotson firm of Ridge Music, Cantagallo International, and Natson Music Corp. . . . John Stuart, head of Televue Productions, has signed the songwriting team of Rollin Smith and Jim Polack, who recently wrote six songs for the coming film "Who Gets the Key."

Liner notes for Joan Rivers' first Warner Bros. LP were by WJRZ deejay Bob Brown. . . . Blue Note vocalist Sheila Jordan began an indefinite stay at the Village Vanguard Tuesday (13). . . . Bob Gibson is heading the bill at the Cafe Au Go Go through Aug. 1. . . . The American Corp., producer of vinyl records, has appointed Arthur Pine Associates to handle public relations. . . . Joan Toliver, the U. S. entry at the Light Music Festival, Sopot, Poland, in 1964, opened for a week Wednesday (14) at the Bitter End. She just recorded her first Mercury Records album, "The Most Unusual Joan Toliver." . . . "Song for a Summer Night," a play written by Billboard staffer William Sohuring, will be produced by International House of Columbia University July 27.

Dewey Groom, of Longhorn Records, has signed with Spartan Records of Ontario for distribution of "Country Guitar" by Phil Baugh. . . . Pierre Maheu has been named director of a&r for Congress and Four Corners records. New artists just signed include the Halos, the Scott Bedford Four and Ritchie Adams, and the first release by the Halos is "Just Keep on Loving Me."

Charles Blodgett has been named art director of Audio-Fidelity Records to be responsible for design and art production on both Audio-Fidelity and Karate labels. . . . Johnny Nash, the singer and head of Joda Enterprises, has been invited by Martin Luther King to perform at the Southern Christian Leadership Conference benefit performance at the Forest Hills Festival. The show will benefit Alabamians who lost their jobs as a result of the Selma demonstrations. CLAUDE HALL

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GATHERING IN STOCKHOLM recently for business discussions, from left, Hans Beierlein of Edition Montana, Munich; Dag Haeggvist of Sonet Grammofon AB; Austrian singer-composer Udo Jurgens; American singer-composer Larry Finnegan, and Rune Ofverman, manager of Sonet Music AB.

HELP! IS HERE

**THE BEATLES
HELP! / I'M DOWN**



FROM

THE

BEATLES!

You know what it is – from the soundtrack of the picture of the same name. There's nothing like Help! when you need it! Get it!

5476



ARGENTINA

*Denotes local origin

| This Week | Last Week | Title | Artist |
|-----------|-----------|---------------------------|--|
| 1 | 11 | HE COMPRENDIDO QUE TE AMO | Luigi Tenco (Jolly); Wilma Goich (CBS); Jose Antonio (Microfon)—Fermata |
| 2 | 1 | AMORE, PERDONAME | John Foster (Style); Juan Ramon (RCA); Tito Rodriguez (CBS); Dalida (Barclay); Claudia (Odeon)—Fermata |
| 3 | 3 | LOS DOMINGOS | Cinco del Ritmo (Microfon); Los Caucanos (Music Hall)—Korn |
| 4 | 6 | LA MANANA | Horacio Ascheri (Music Hall)—Korn |
| 5 | 2 | YO QUE NO VIVO SIN TI | Juan Ramon (RCA); Pino Donaggio (Odeon); Ricardo Roda (CBS); Siro San Roman (Music Hall)—Fermata |
| 6 | 4 | SI LLORAS SI RIES | Bobby Solo (CBS); Mina (Ri Fi); Los Iracundos (RCA)—Melograf |
| 7 | 5 | ROMPAN TODO/MAS | Shakers (Odeon)—Fermata |
| 8 | 10 | CRISTINA | Bobby Solo (CBS)—Melograf |
| 9 | 13 | TICKET TO RIDE | Beatles (Odeon)—Fermata |
| 10 | 14 | VENECIA SIN TI | Charles Aznavour (Barclay) |

AUSTRALIA

*Denotes local origin

| This Week | Last Week | Title | Artist |
|-----------|-----------|---|---|
| 1 | 1 | SHE'S SO FINE | The Easybeats (Parlophone)—Alberts |
| 2 | 3 | I TOLD THE BROOK | Billy Thorpe & Aztecs (Parlophone)—Acuff-Rose |
| 3 | — | TRAINS, AND BOATS AND PLANES | Billy J. Kramer (Parlophone)—Belinda |
| 4 | — | WAKE UP MY MIND | The Uglys (Astor)—Leeds |
| 5 | 5 | ANGEL | Cliff Richard (Columbia)—Belinda |
| 6 | 9 | HUCKLEBUCK | Brendon Bowyer (HMV) |
| 7 | 2 | CRYING IN THE CHAPEL | Elvis Presley (RCA)—Chappell |
| 8 | 8 | MR. TAMBOURINE MAN | The Byrds (CBS)—Allans |
| 9 | 14 | CARA MIA | Jay & the Americans (U.A.)—Alberts |
| 10 | 7 | MISSION BELL | P. J. Proby (Liberty) |
| 11 | 4 | IT AIN'T NECESSARILY SO | Normie Rowe & Playboys (Sunshine)—Acuff-Rose |
| 12 | — | LAST CHANCE TO TURN AROUND | Gene Pitney (CBS) |
| 13 | 6 | HERE COMES THE NIGHT | Them (Decca)—Chappell |
| 14 | 10 | MRS. BROWN YOU'VE GOT A LOVELY DAUGHTER | Herman's Hermits (Columbia)—Belinda |
| 15 | 11 | PRIDE | Ray Brown & Whispers (Leedon)—Wallaby |

BRITAIN

*Denotes local origin

| This Week | Last Week | Title | Artist |
|-----------|-----------|-------------------------------|--|
| 1 | 1 | I'M ALIVE | Hollies (Parlophone)—Shapiro-Bernstein |
| 2 | 2 | CRYING IN THE CHAPEL | Elvis Presley (RCA)—E.H. Morris |
| 3 | 6 | MR. TAMBOURINE MAN | Byrds (CBS)—Blossom Music |
| 4 | 9 | HEART FULL OF SOUL | Yardbirds (Columbia)—Feldman Music |
| 5 | 3 | LOOKING THRU THE EYES OF LOVE | Gene Pitney (Stateside)—Screen Gems |
| 6 | 10 | TO KNOW YOU IS TO LOVE YOU | Peter and Gordon (Columbia)—Bourne Music |
| 7 | 5 | COLOURS | Donovan (Pye)—Southern Music |
| 8 | 11 | LEAVE A LITTLE LOVE | Lulu (Decca)—Skidmore Music |
| 9 | 4 | THE PRICE OF LOVE | Everly Brothers (Warner Bros.)—Acuff-Rose |
| 10 | 15 | IN THE MIDDLE OF NOWHERE | Dusty Springfield (Philips)—Budd Music |
| 11 | 17 | TOSSING AND TURNING | Ivy League (Piccadilly)—Southern Music |
| 12 | 7 | ONE IN THE MIDDLE | Manfred Mann (HMV)—Cooper/Feldman/Design/Blossom |

| | | | |
|----|----|-----------------------------|---|
| 13 | 7 | GOT LIVE IF YOU WANT IT | Rolling Stones (Decca)—Nanker-Phelge/Mellin/Jewel/E. H. Morris/Aberbach |
| 14 | 19 | ON MY WORD | Cliff Richard (Columbia)—Schroeder Music |
| 15 | 20 | WOOLY BULLY | Sam the Sham (MGM)—Knox Music |
| 16 | — | THERE BUT FOR FORTUNE | Joan Baez (Fontana)—Harmony Music |
| 17 | 18 | LONG LIVE LOVE | Sandie Shaw (Pye)—Glissando Music |
| 18 | 12 | ANYWAY ANYHOW ANYWHERE | Who (Brunswick)—Fabulous/Essex Music |
| 19 | 22 | FROM THE BOTTOM OF MY HEART | Moody Blues (Decca)—Sparta Music |
| 20 | — | I CAN'T HELP MYSELF | Four Tops (Tamla Motown)—Belinda Music |
| 21 | — | YOU'VE GOT YOUR TROUBLES | Fortunes (Decca)—Mills Music |
| 22 | — | GOODBYE | Peter Cook and Dudley Moore (Decca)—Essex Music |
| 23 | — | CRY TO ME | Pretty Things (Fontana)—Mellin Music |
| 24 | 23 | SHE'S ABOUT A MOVER | Sir Douglas Quintet (London)—Peter Maurice |
| 25 | 14 | THE CLAPPING SONG | Shirley Ellis (London)—Gallico Music |
| 26 | 29 | HELP ME RHONDA | Beach Boys (Capitol)—Tony Calder Music |
| 27 | — | LET THE WATER RUN DOWN | P. J. Proby (Liberty)—Mellin Music |
| 28 | 13 | TRAINS AND BOATS AND PLANES | Burt Bacharach (London)—17 Saville Row |
| 29 | 16 | SET ME FREE | Kinks (Pye)—Kassner Music |
| 30 | — | BALLAD OF SPOTTY MULDOON | Peter Cook (Decca)—Essex Music |

CANADA

| This Week | Last Week | Title | Artist |
|-----------|-----------|-------------------------------|--------------------------------------|
| 1 | 5 | (I CAN'T GET NO) SATISFACTION | Rolling Stones (London) |
| 2 | 7 | I'M HENRY VIII, I AM | Herman's Hermits (MGM) |
| 3 | 1 | WONDERFUL WORLD | Herman's Hermits (MGM) |
| 4 | 4 | CRYING IN THE CHAPEL | Elvis Presley (RCA)—Victor |
| 5 | 2 | MR. TAMBOURINE MAN | The Byrds (Columbia) |
| 6 | 8 | CARA MIA | Jay & the Americans (United Artists) |
| 7 | — | SEVENTH SON | Johnny Rivers (Imperial) |
| 8 | 6 | WOOLY BULLY | Sam the Sham & the Pharaohs (MGM) |
| 9 | — | EASY QUESTION | Elvis Presley (RCA Victor) |
| 10 | — | I CAN'T HELP MYSELF | The Four Tops (Tamla) |

CANADIAN RECORDS

| This Week | Last Week | Title | Artist |
|-----------|-----------|---------------------|--|
| 1 | 1 | TOSSIN' AND TURNIN' | Chad Allan & the Expressions (Quality) |
| 2 | 2 | MY GIRL SLOOPY | Little Caesar & the Consuls (Red Leaf) |
| 3 | 3 | LITTLE LIAR | Terry Black (Arc) |

FROM FRANCE TO FRENCH-CANADA

| This Week | Last Week | Title | Artist |
|-----------|-----------|-------------------------------|-------------------------|
| 1 | 1 | POUPEE DE CIRE, POUPEE DE SON | France Gall (Philips) |
| 2 | — | VIENS AVEC MOI | Petula Clark (Vogue) |
| 3 | — | N'AVOUE JAMAIS | Guy Mardel (Disc A-Z) |
| 4 | 5 | JE VEUX QU'IL REVIENTE | Francoise Hardy (Vogue) |
| 5 | — | C'EST BEAU LA VIE | Jean Ferrat (Barclay) |

FRANCE

| This Week | Last Week | Title | Artist |
|-----------|-----------|-----------------------|---|
| 1 | 2 | ZORBA LE GREC | Original Soundtrack (20th Century-Fox)—France Melodie |
| 2 | 4 | QUAND REVIENS LA NUIT | Johnny Hallyday (Philips) |
| 3 | 1 | C'EST TOI QUE J'AIME | Shelia (Philips)—Tutti |
| 4 | 3 | LA DANSE DE ZORBA | Dalida (Barclay)—France Melodie |

| | | | |
|----|----|-----------------------------|--|
| 5 | 5 | LA NUIT | Adamo (Voix de son Maitre)—Pathe |
| 6 | 7 | N'AVOUE JAMAIS | Guy Mardel (A.Z.)—Tutti |
| 7 | 8 | ZORBA | Trio Athene (Pacific)—France Melodie |
| 8 | 12 | VIENS AVEC MOI | Petula Clark (Vogue)—Vogue International |
| 9 | 10 | BIENTOT LES VACANCES | Monty (Barclay)—Tutti |
| 10 | 6 | CAST YOUR FATE TO THE WIND | Sounds Orchestral (Vogue)—Mellin |
| 11 | 9 | SI TU N'ETAIT PAS MON FRERE | Eddy Mitchell (Barclay)—Marine |
| 12 | — | MES MAINS SUR TES HANCHES | Adamo (Voix de son Maitre)—Pathe |
| 13 | — | QUAND UN BATEAU PASSE | Claude Francois (Philips)—Salvet |
| 14 | — | LONG LIVE LOVE | Sandie Shaw (Vogue)—AMI |
| 15 | — | AU REVOIR MON AMOUR | Richard Anthony (Columbia)—AMI |

FLEMISH BELGIUM

| This Week | Last Week | Title | Artist |
|-----------|-----------|---------------------------------------|---|
| 1 | 1 | DE DANS VAN ZORBA | Several Artists |
| 2 | 3 | KATY | Marc Aryan (Markal)—Coda |
| 3 | 2 | J'AI PLEURE | Claudia Sylva (Decca)—Fonior |
| 4 | 4 | CRYING IN THE CHAPEL | Elvis Presley (RCA)—Chappell/De Coene |
| 5 | 5 | ELLE | Adamo (HMV)—Rudo |
| 6 | 6 | THE BIRDS AND THE BEES | Jewel Akens (London)—P. Plum |
| 7 | 7 | DANS WAT DICHTER BIJ MI/WAT NU GEDAAN | John Larry (Polydor)—Passe Partout |
| 8 | 8 | JOLIE JACQUELINE | Lucille Starr (London)—Belinda |
| 9 | 9 | N'AVOUE JAMAIS | Guy Mardel (AZ)—Primavera |
| 10 | 10 | GOLDFINGER | Shirley Bassey (Columbia)—Eds. Associes |

HOLLAND

| This Week | Last Week | Title | Artist |
|-----------|-----------|----------------------|---|
| 1 | 2 | WOOLY BULLY | Sam the Sham & the Pharaohs (MGM)—Belinda |
| 2 | 3 | IL SILENZIO | Nini Rosso (Stibbe); Heinz Schachtner (Polydor)—Portengen |
| 3 | 4 | HELLO JOSEPHINE | Scorpions (CNR)—Chappell |
| 4 | 11 | MR. TAMBOURINE MAN | Byrds (CBS); Hunters (RCA)—Basart |
| 5 | 5 | LA DANSE DE ZORBA | Several Artists |
| 6 | 1 | TICKET TO RIDE | Beatles (Parlophone)—Basart |
| 7 | 7 | SANTO DOMINGO | Several Artists (Schaltone) |
| 8 | 8 | BRING IT ON HOME | Animals (Columbia)—Basart |
| 9 | 9 | LONG LIVE LOVE | Sandie Shaw (Pye)—Basart |
| 10 | 10 | PRICE OF LOVE | Everly Brothers (Warner Bros.)—Int. Muz. Co. |
| 11 | 6 | BIRDS AND THE BEES | Jewel Akens (London)—Altona |
| 12 | 15 | SET ME FREE | Kinks (Pye)—Altona |
| 13 | 14 | ROADRUNNER | Pretty Things (Fontana) |
| 14 | 12 | ROCK AND ROLL MUSIC | Beatles (Parlophone)—Basart |
| 15 | 19 | CRYING IN THE CHAPEL | Elvis Presley (RCA)—Chappell |

HONG KONG

| This Week | Last Week | Title | Artist |
|-----------|-----------|---|-------------------------------|
| 1 | 1 | CRYING IN THE CHAPEL | Elvis Presley (RCA)—Victor |
| 2 | 2 | SE PIANGI SE RIDI | New Christy Minstrels (CBS) |
| 3 | 3 | COUNT ME IN | Gary Lewis (Liberty) |
| 4 | 4 | TICKET TO RIDE | Beatles (Parlophone) |
| 5 | 5 | TO BE MY LOVE | Fabulous Echoes (Diamond) |
| 6 | 6 | ON MY WORD | Cliff Richard (Columbia) |
| 7 | — | TRUE LOVE WAYS | Peter and Gordon (Columbia) |
| 8 | — | MRS. BROWN YOU'VE GOT A LOVELY DAUGHTER | Herman's Hermits (Columbia) |
| 9 | 8 | CONCRETE AND CLAY | Unit 4 plus 2 (British Decca) |
| 10 | 10 | THE SWINGING CREPER | Ventures (Liberty) |

ITALY

*Denotes local origin

| This Week | Last Week | Title | Artist |
|-----------|-----------|-----------------------|----------------------------|
| 1 | 4 | SE NON AVESSI PIU' TE | Gianni Morandi (RCA) |
| 2 | 2 | CIAO, CIAO | Petula Clark (Vogue) |
| 3 | 1 | IL SILENZIO | Nini Rosso (Sprint) |
| 4 | 3 | IL MONDO | Jimmy Fontana (RCA) |
| 5 | — | TU SEI QUELLO | Orietta Berti (Polydor) |
| 6 | 9 | QUELLO SBAGLIATO | Bobby Solo (Ricordi) |
| 7 | 6 | LA CASA DEL SOLE | Marcello Ferial (Durium) |
| 8 | 11 | SONO TANTO INNAMORATA | Isabella Jannetti (Durium) |
| 9 | 12 | SOLI | Mina (Ri Fi) |
| 10 | — | E VOI BALLATE | Adriano Celentano (Clan) |
| 11 | 13 | LA VERITA' | Paul Anka (RCA) |
| 12 | 7 | OGNI MATTINA | Little Tony (Durium) |
| 13 | — | I TUOI OCCHI VERDI | Franco Tozzi (Fonit) |
| 14 | — | LA FINTA TONTA | Maria Doris (Ariston) |
| 15 | 8 | UN ANNO D'AMORE | Mina (Ri Fi) |

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 | The Ventures (Liberty)—Chappell/Folster |
| 4 | 5 | CARAVAN | The Ventures (Liberty) |
| 5 | 6 | ORE NO NAMIDA WA ORE GA FUKU | Miki Katsuhiko (Crown)—Jasrac |
| 6 | 8 | ONE RAINY NIGHT IN TOKYO | Mahina Stars (Victory); Koshiji Fubuki (Toshiba); Hino Teruko (Polydor); Los Paraguayos (Philips)—Jasrac |
| 7 | 7 | NATSU NO HI NO OMOIDE | Hino Teruko (Polydor)—Jasrac |
| 8 | — | DO THE CLAM! | Elvis Presley (Victory)—Aberbach |
| 9 | — | ANOKO TO BOKU | Hashi Yukio (Victory)—Jasrac |
| 10 | — | CRYING IN A STORM | Emmy Jackson (Columbia)—Jasrac |

MALAYSIA

*Denotes local origin

| This Week | Last Week | Title | Artist |
|-----------|-----------|------------------------|---------------------------------------|
| 1 | — | BABY BAREFOOT WALK | The Falcons (Life) |
| 2 | 5 | YOU WILL BE GONE | Elvis Presley (RCA) |
| 3 | 7 | DO THE CLAM | Elvis Presley (RCA) |
| 4 | 1 | THE MINUTE YOU'RE GONE | Cliff Richard (Columbia) |
| 5 | 3 | WONDERFUL WORLD | Herman's Hermits (Columbia) |
| 6 | — | NIGHTMARE | The Falcons (Life) |
| 7 | 2 | TICKET TO RIDE | Beatles (Parlophone) |
| 8 | — | YOU LIED | Keith Locke and the Quests (Columbia) |
| 9 | — | STRANGER IN TOWN | Del Shannon (Stateside) |
| 10 | 6 | I'LL BE THERE | Gerry and the Pacemakers (Columbia) |

MEXICO

*Denotes local origin

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

NORWAY

*Denotes local origin

| This Week | Last Week | Title | Artist |
|-----------|-----------|----------------------|--|
| 1 | 3 | CRYING IN THE CHAPEL | Elvis Presley (RCA Victor) |
| 2 | 1 | CADILLAC | Hep Stars (Olga)—Sweden Music/Stig Anderson |
| 3 | 2 | DAR BJORKORNA SUA | Jailbird Singers (Metronome) Musikforlag |
| 4 | 5 | FARMER JOHN | Hep Stars (Olga)—Essex |
| 5 | 6 | LAPPLAND | Finn Eriksen (Philips)—No publisher |
| 6 | 4 | KING OF THE ROAD | Roger Miller (Philips)—Palace Music/Stig Anderson |
| 7 | 8 | BLUE BLUE DAY | Spotnicks (Karussell)—No publisher |
| 8 | 10 | LONG LIVE LOVE | Sandie Shaw (Pye)—Bens Music/Stig Anderson |
| 9 | 7 | TICKET TO RIDE | Beatles (Parlophone)—Edition Lyche |
| 10 | 9 | THE PRICE OF LOVE | Everly Brothers (Warner Bros.)—Acuff-Rose, Scandia |

PHILIPPINES

*Denotes local origin

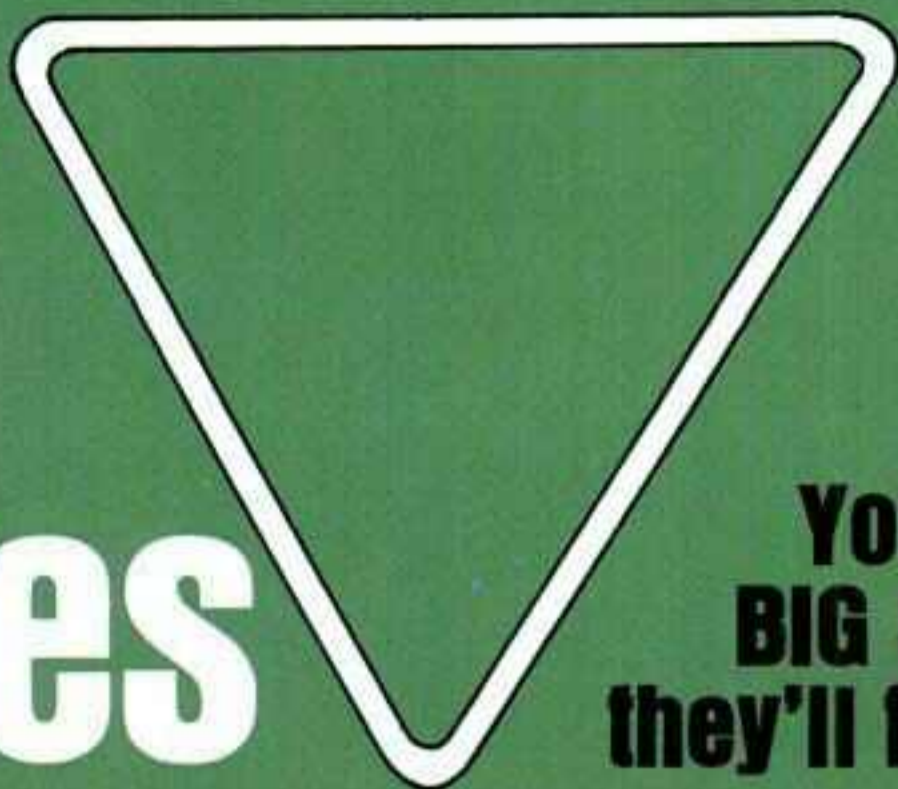
| This Week | Last Week | Title | Artist |
|-----------|-----------|------------------------|--|
| 1 | 1 | LOLLIPOPS & ROSES | Steve Lawrence (CBS)—Mareco, Inc. |
| 2 | 2 | THE GIRL FROM IPANEMA | Astrud Gilberto (Verve); Steve Lawrence (CBS)—Mareco, Inc. |
| 3 | 5 | DO THE CLAM | Elvis Presley (RCA)—Philippinas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

SINGAPORE

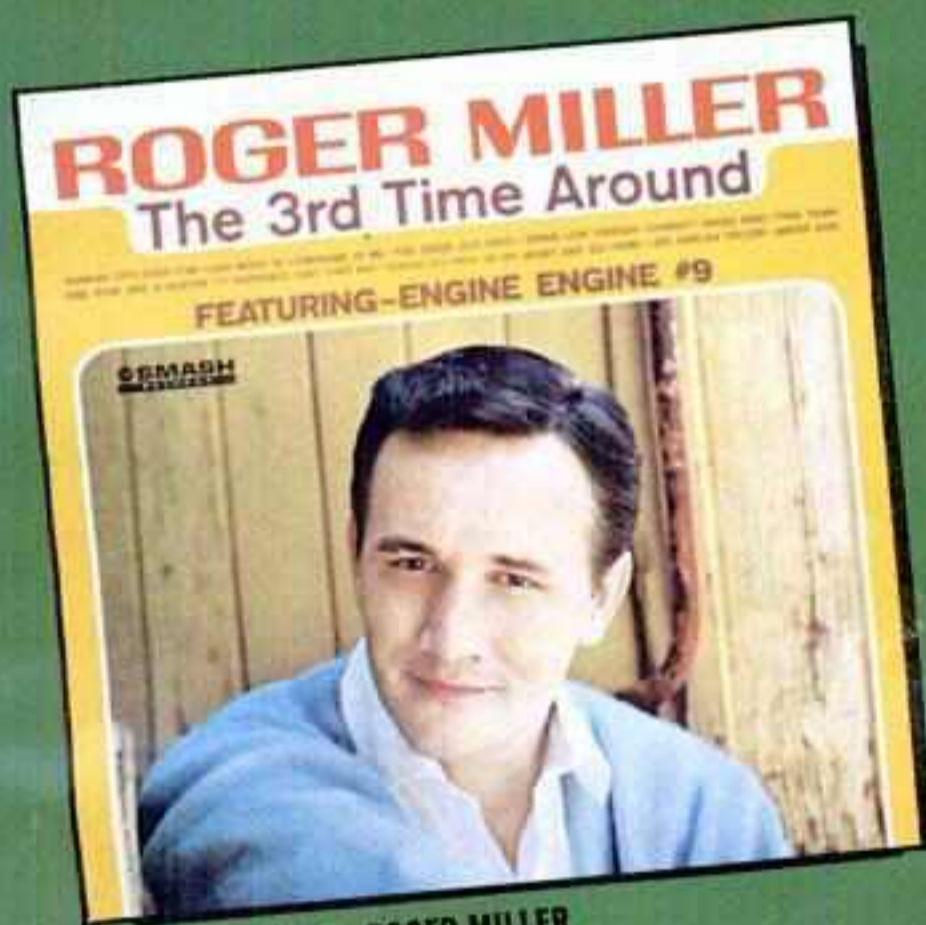
*Denotes local origin

| This Week | Last Week | Title | Artist |
|-----------|-----------|------------------------|---------------------------------------|
| 1 | 1 | THE MINUTE YOU'RE GONE | Cliff Richard (Columbia) |
| 2 | 4 | OH, NO, NOT MY BABY | Manfred Mann (HMV) |
| 3 | 5 | BE MY GIRL | Keith Locke and the Quests (Columbia) |
| 4 | 6 | WORLD OF OUR OWN | The Seekers (HMV) |
| 5 | 7 | THAT'LL BE THE DAY | Everly Brothers (Warner Bros.) |
| 6 | 8 | THE LAST TIME | Rolling Stones (Decca) |
| 7 | 9 | ENGINE, ENGINE | |

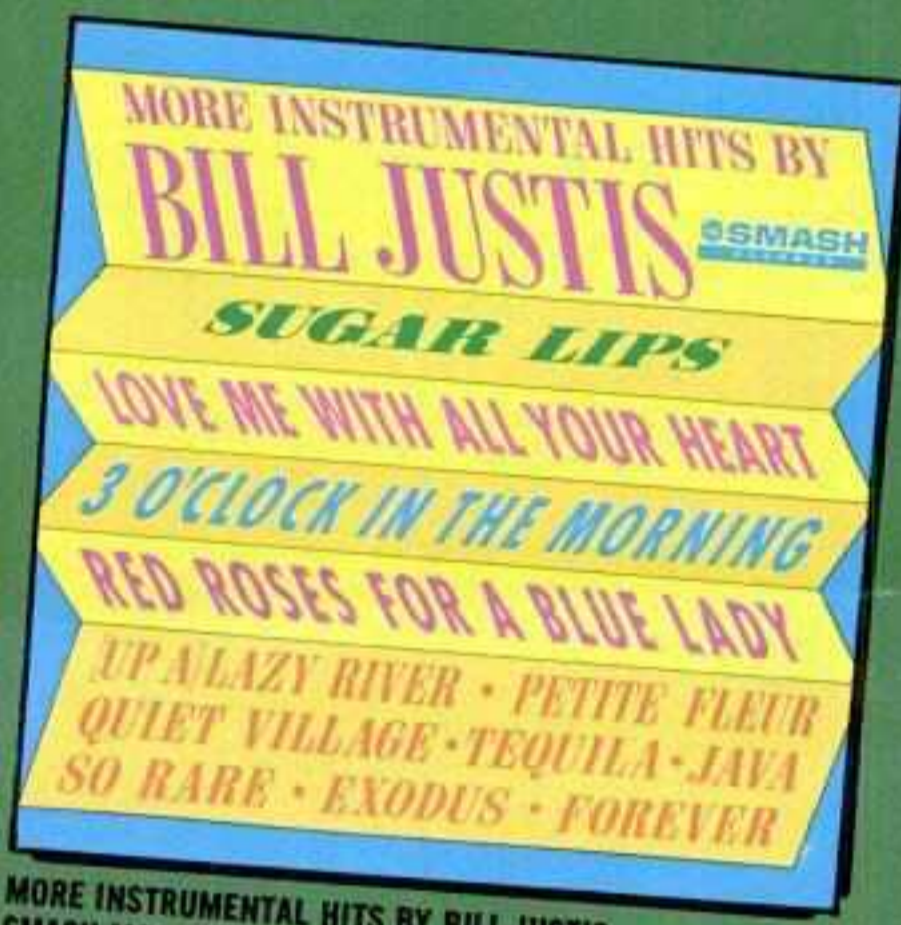
"rack 'em up" for record sales



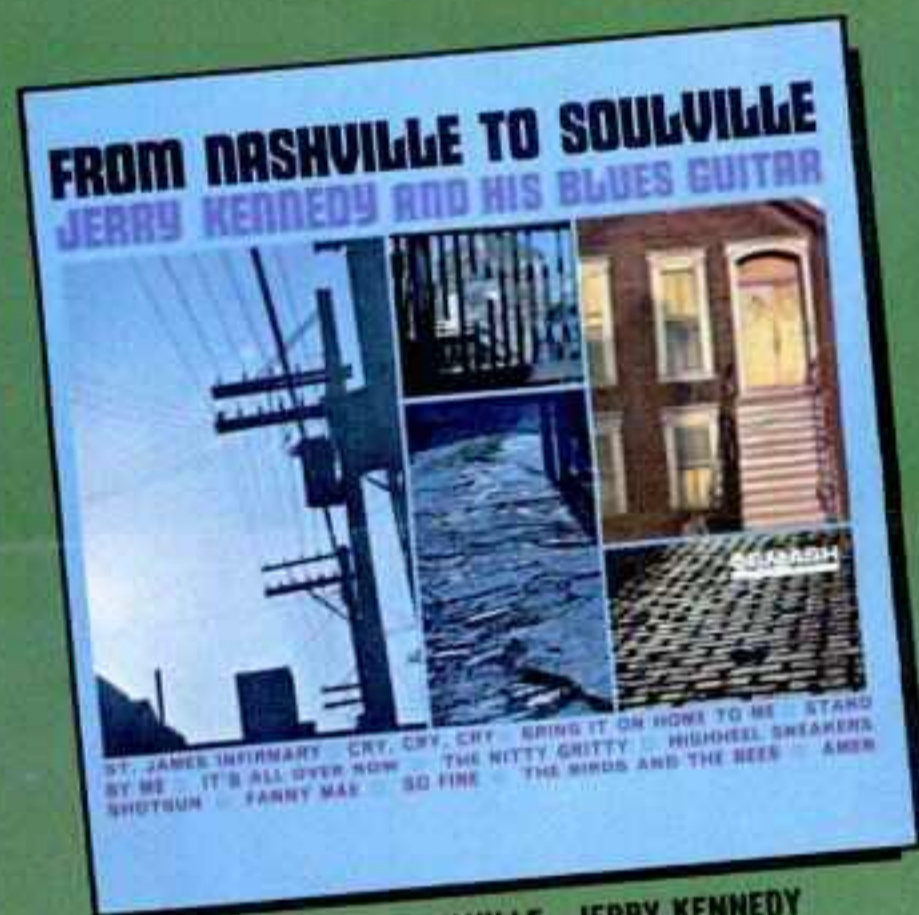
You can bank on these new,
BIG SMASH/Fontana albums...
they'll fill your pockets for sure!



3rd TIME AROUND—ROGER MILLER
SMASH MGS 27068/SRS 67068



MORE INSTRUMENTAL HITS BY BILL JUSTIS
SMASH MGS 27065/SRS 67065



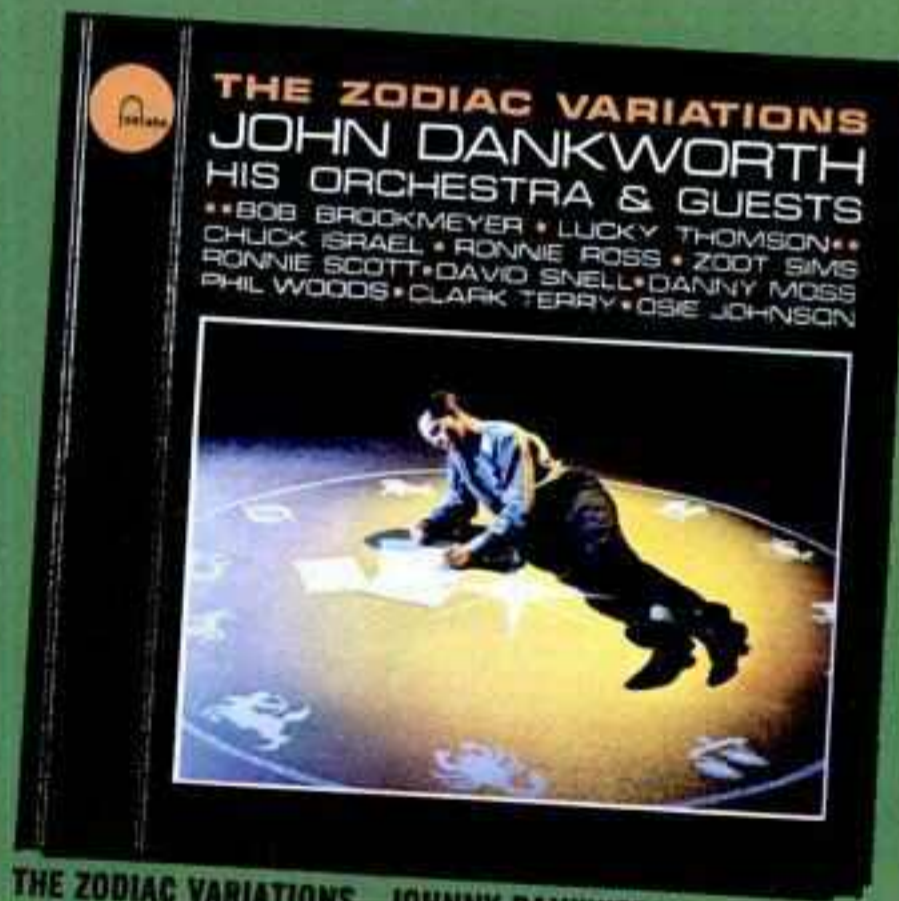
FROM NASHVILLE TO SOULVILLE—JERRY KENNEDY
SMASH MGS 27066/SRS 67066



BROWNIE MCGHEE & SONNY TERRY AT THE BUNKHOUSE
SMASH MGS 27067/SRS 67067



JON HENDRICKS RECORDED IN PERSON AT THE TRIDENT
SMASH MGS 27069/SRS 67069



THE ZODIAC VARIATIONS—JOHNNY DANKWORTH
FONTANA MGF 27543/SRF 67543



THE PRETTY THINGS
FONTANA MGF 27544/SRF 67544



NANA—NANA MOUSKOURI
FONTANA MGF 27545/SRF 67545



"Quick, throw a party!"



We did.

Our cup overflows with gratitude.

To our many friends who are helping us make "AROUND THE CORNER", "TAKE ME BACK", "YOU BETTER GO", "IT'S GONNA TAKE A MIRACLE", "DON'T LET ME DOWN", and "THINK OF YOU", chartmakers!

To the wonderful nightpeople at *Columbia Records*, *DCP*, *Roulette*, *MGM*, *Mercury* and *ATCO*, our sincerest thanks; and those of *The Duprees*, *Little Anthony & The Imperials*, *Derek Martin*, *The Royalettes*, *Lynn Long* and *April Stevens & Nino Tempo*.

Don Costa Teddy Landazzo Stan Catron

South Mountain Music Publishing Company, Inc.
237 West 54th Street, New York City, PLaza 7-7630

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.

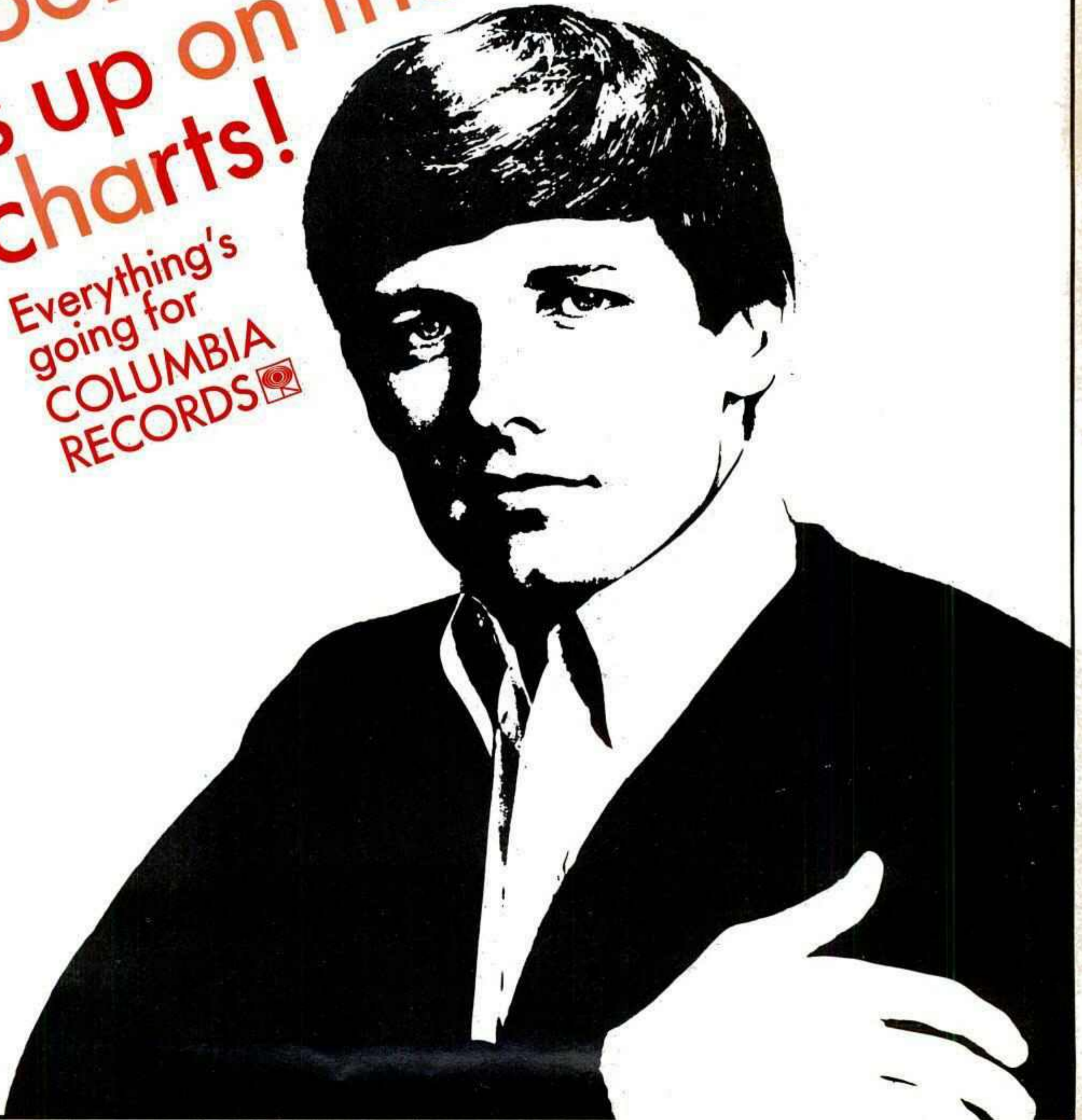
| This Week | Last Week | Title, Artist, Label | Wks. on Chart |
|-----------|-----------|--|---------------|
| 1 | 1 | BEATLES VI Capitol T 2358 (M); ST 2358 (S) | 5 |
| 2 | 2 | HERMAN'S HERMITS ON TOUR MGM E 4295 (M); SE 4295 (S) | 6 |
| 3 | 3 | MARY POPPINS Soundtrack, Vista BV 4026 (M); STER 4026 (S) | 43 |
| 4 | 5 | THE SOUND OF MUSIC Soundtrack, RCA Victor LOCD 2005 (M); LSOD 2005 (S) | 19 |
| 5 | 4 | MY NAME IS BARBRA Barbra Streisand, Columbia CL 2336 (M); CS 9136 (S) | 10 |
| 6 | 7 | DEAR HEART Andy Williams, Columbia CL 2338 (M); CS 9138 (S) | 16 |
| 7 | 6 | INTRODUCING HERMAN'S HERMITS MGM E 4282 (M); SE 4282 (S) | 23 |
| 8 | 9 | WHIPPED CREAM & OTHER DELIGHTS Herb Alpert's Tijuana Brass, AAM LP 110 (M); SP 4110 (S) | 11 |
| 9 | 13 | TODAY—MY WAY Nancy Wilson, Capitol T 2321 (M); ST 2321 (S) | 8 |
| 10 | 10 | THE ROLLING STONES, NOW! London LL 3420 (M); PS 420 (S) | 19 |
| 11 | 8 | THE BEACH BOYS TODAY Capitol T 2269 (M); ST 2269 (S) | 18 |
| 12 | 12 | BRINGING IT ALL BACK HOME Bob Dylan, Columbia CL 2328 (M); CS 9128 (S) | 13 |
| 13 | 11 | CAST YOUR FATE TO THE WIND Sounds Orchestral, Parkway P 7046 (M); SP 7046 (S) | 9 |
| 14 | 14 | GOLDFINGER Soundtrack, United Artists UAL 4117 (M); UAS 5117 (S) | 33 |
| 15 | 16 | A SONG WILL RISE Peter, Paul & Mary, Warner Bros. W 1589 (M); WS 1589 (S) | 16 |
| 16 | 15 | MY FAIR LADY Soundtrack, Columbia KOL 8000 (M); KOS 2600 (S) | 42 |
| 17 | 17 | GIRL HAPPY Elvis Presley, RCA Victor LPM 3338 (M); LSP 3338 (S) | 15 |
| 18 | 22 | FIDDLER ON THE ROOF Original Cast, RCA Victor LOC 1093 (M); LSO 1093 (S) | 39 |
| 19 | 20 | WHERE DID OUR LOVE GO Supremes, Motown MT 621 (M); S 621 (S) | 45 |
| 20 | 21 | L-O-V-E Nat King Cole, Capitol T 2195 (M); ST 2195 (S) | 25 |
| 21 | 24 | THE BEACH BOYS CONCERT Capitol TAO 2198 (M); STAO 2198 (S) | 38 |
| 22 | 25 | THE MIRACLES GREATEST HITS FROM THE BEGINNING Tamla T 254 (M); ST 254 (S) | 15 |
| 23 | 18 | THE RETURN OF ROGER MILLER Smash MGS 27061 (M); SRS 67061 (S) | 25 |
| 24 | 26 | INTRODUCING THE BEAU BRUMMELS Autumn LP 103 (M); ST 103 (S) | 12 |
| 25 | 40 | SINATRA '65 Frank Sinatra, Reprise R 6167 (M); RS 6167 (S) | 4 |
| 26 | 34 | MR. TAMBOURINE MAN Byrds, Columbia CL 2372 (M); CS 9172 (S) | 5 |
| 27 | 32 | JUST ONCE IN MY LIFE Righteous Brothers, Philles PHLP 4008 (M); PHLP 4008 (S) | 9 |
| 28 | 23 | BEATLES '65 Capitol T 2328 (M); ST 2328 (S) | 30 |
| 29 | 19 | BLUE MIDNIGHT Bert Kaempfert & His Ork, Decca DL 4569 (M); DL 74569 (S) | 27 |
| 30 | 28 | GETZ AU GO GO Stan Getz, Verve V 8600 (M); V6-8600 (S) | 32 |
| 31 | 27 | HUSH, HUSH, SWEET CHARLOTTE Patti Page, Columbia CL 2353 (M); CS 9153 (S) | 10 |
| 32 | 29 | THE BEST OF AL HIRT RCA Victor LPM 3309 (M); LSP 3309 (S) | 26 |
| 33 | 31 | JOAN BAEZ/5 Vanguard VRS 9160 (M); VSD 79160 (S) | 36 |
| 34 | 44 | THE GENIUS OF JANKOWSKI! Norst Jankowski, Mercury MG 20993 (M); SR 60993 (S) | 10 |
| 35 | 36 | THE MONSTER Jimmy Smith, Verve V 8618 (M); V6-8618 (S) | 12 |
| 36 | 38 | MY KIND OF TOWN Jack Jones, Kapp KL 1433 (M); KS 3433 (S) | 12 |
| 37 | 39 | ZORBA THE GREEK Soundtrack, 20th Century-Fox TFM 3167 (M); TFS 4167 (S) | 13 |
| 38 | 43 | THE LOVE ALBUM Trini Lopez, Reprise R 6165 (M); RS 6165 (S) | 7 |
| 39 | 33 | RED ROSES FOR A BLUE LADY Wayne Newton, Capitol T 2325 (M); ST 2325 (S) | 13 |
| 40 | 35 | THE RAIN MUST FALL Glenn Yarbrough, RCA Victor LPM 3422 (M); LSP 3422 (S) | 7 |
| 41 | 41 | THE ASTRUD GILBERTO ALBUM Verve V 8608 (M); V6-8608 (S) | 11 |
| 42 | 30 | UNFORGETTABLE Nat King Cole, Capitol T 2357 (M); (No Stereo) | 19 |
| 43 | 73 | THE KING FAMILY SHOW Warner Bros. W 1601 (M); WS 1601 (S) | 3 |
| 44 | 45 | GERRY AND THE PACEMAKERS GREATEST HITS Laurie LLP 2031 (M); SLP 2031 (S) | 11 |
| 45 | 53 | THIS IS NEW! Righteous Brothers, Moonglow MLP 1003 (M); SLP 1003 (S) | 6 |
| 46 | 37 | GETZ/GILBERTO Stan Getz & Joao Gilberto, Verve V 8545 (M); V6-8545 (S) | 60 |
| 47 | 65 | CHIM CHIM CHEREE New Christy Minstrel, Columbia CL 2369 (M); CS 9169 (S) | 5 |
| 48 | 46 | MUSIC FROM MARY POPPINS, THE SOUND OF MUSIC, MY FAIR LADY, ETC. Ray Conniff & The Singers, Columbia CL 2366 (M); CS 9166 (S) | 8 |
| 49 | 64 | MEANWHILE BACK AT THE WHISKEY A GO GO Johnny Rivers, Imperial LP 9284 (M); LP 12284 (S) | 5 |
| 50 | 48 | I KNOW A PLACE Patula Clark, Warner Bros. W 1598 (M); WS 1598 (S) | 9 |
| 51 | 54 | WOOLY BULLY Sam the Sham & The Pharaohs, MGM E 4297 (M); SE 4297 (S) | 7 |
| 52 | 56 | SONGS FOR THE JET SET Tony Bennett, Columbia CL 2343 (M); CS 9143 (S) | 10 |

| This Week | Last Week | Title, Artist, Label | Wks. on Chart |
|-----------|-----------|---|---------------|
| 53 | 47 | THE SCENE CHANGES Perry Como, RCA Victor LPM 3396 (M); 3396 (S) | 9 |
| 54 | 51 | HELLO, DOLLY! Original Cast, RCA Victor LOCD 1087 (M); LSOD 1087 (S) | 75 |
| 55 | 42 | SOMEBODY ELSE IS TAKING MY PLACE Al Martino, Capitol T 2312 (M); ST 2312 (S) | 6 |
| 56 | 52 | SOUL SAUCE Cal Tjader, Verve V 8614 (M); V6-8614 (S) | 12 |
| 57 | 57 | THE ROAR OF THE GREASEPAINT—THE SMELL OF THE CROWD Original Cast, RCA Victor LOC 1109 (M); LSO 1109 (S) | 16 |
| 58 | 49 | MY FAIR LADY Original Cast, Columbia DL 3090 (M); OS 2015 (S) | 455 |
| 59 | 50 | RED ROSES FOR A BLUE LADY Vic Dana, Dolton BLP 2034 (M); BST 8034 (S) | 16 |
| 60 | 62 | MARIANNE FAITHFULL London LL 3423 (M); PS 423 (S) | 8 |
| 61 | 63 | THE PINK PANTHER Henry Mancini & His Ork, RCA Victor LPM 2795 (M); LSP 2795 (S) | 68 |
| 62 | 67 | BEFORE AND AFTER Chad & Jeremy, Columbia CL 2374 (M); CS 9174 (S) | 5 |
| 63 | 61 | HAWAIIAN WEDDING SONG Andy Williams, Columbia CL 2323 (M); CS 9123 (S) | 10 |
| 64 | 69 | THE TEMPTATIONS SING SMOKEY Gordy G 912 (M); GS 912 (S) | 17 |
| 65 | 68 | HONEY IN THE HORN Al Hirt, RCA Victor LPM 2733 (M); LSP 2733 (S) | 97 |
| 66 | 60 | YOU'VE LOST THAT LOVIN' FEELIN' Righteous Brothers, Philles PHLP 4007 (M); PHLP 4007 (S) | 27 |
| 67 | 66 | THE NANCY WILSON SHOW! Capitol KAO 2136 (M); SKAO 2136 (S) | 25 |
| 68 | 59 | KINKS-SIZE Capitol T 2309 (M); ST 2309 (S) | 17 |
| 69 | 58 | THE EARLY BEATLES Kinks, Reprise R 6158 (M); RS 6158 (S) | 14 |
| 70 | 70 | PEOPLE Barbra Streisand, Columbia CL 2215 (M); CS 9015 (S) | 43 |
| 71 | 79 | SAM COOKE AT THE COPA RCA Victor LPM 2970 (M); LSP 2970 (S) | 39 |
| 72 | 80 | THE VENTURES ON STAGE Dolton BLP 2035 (M); BST 8035 (S) | 6 |
| 73 | 71 | THAT HONEY HORN SOUND Al Hirt, RCA Victor LPM 3337 (M); LSP 3337 (S) | 19 |
| 74 | 74 | BARBRA STREISAND/THE THIRD ALBUM Columbia CL 2154 (M); CS 8954 (S) | 67 |
| 75 | 75 | DOWNTOWN Petula Clark, Warner Bros. W 1590 (M); WS 1590 (S) | 24 |
| 76 | 76 | HELLO, DOLLY! Louis Armstrong, Kapp KL 1364 (M); KS 3364 (S) | 63 |
| 77 | 81 | EARLY MORNING RAIN Ian & Sylvia, Vanguard VRS 9175 (M); VSD 79175 (S) | 6 |
| 78 | 55 | RAMBLIN' ROSE Nat King Cole, Capitol T 1793 (M); ST 1793 (S) | 112 |
| 79 | 89 | THE LATIN SOUND OF HENRY MANCINI RCA Victor LPM 3356 (M); LSP 3356 (S) | 5 |
| 80 | 72 | THIS DIAMOND RING Gary Lewis & The Playboys, Liberty LRP 3408 (M); LST 7408 (S) | 18 |
| 81 | 77 | FREDDIE & THE DREAMERS Mercury MG 21017 (M); SR 61017 (S) | 15 |
| 82 | 85 | SOUL SERENADE Gloria Lynne, Fontana MGF 27541 (M); SRF 67541 (S) | 8 |
| 83 | 86 | BEGIN TO LOVE Robert Goulet, Columbia CL 2342 (M); CS 9142 (S) | 8 |
| 84 | 82 | LOUIE LOUIE Kingsmen, Wand 657 (M); (No Stereo) | 80 |
| 85 | 87 | DO THE FREDDIE Freddie & The Dreamers, Mercury MG 21026 (M); SR 61026 (S) | 6 |
| 86 | 84 | CONNIE FRANCIS SINGS FOR MAMA MGM E 4294 (M); SE 4294 (S) | 13 |
| 87 | 83 | THE MANTOVANI SOUND Mantovani & His Ork, London LL 3419 (M); PS 419 (S) | 19 |
| 88 | 90 | WE REMEMBER SAM COOKE Supremes, Motown 629 (M); SR 629 (S) | 12 |
| 89 | 92 | PETER, PAUL AND MARY Warner Bros. W 1449 (M); WS 1449 (S) | 170 |
| 90 | 94 | THE FOUR TOPS Motown 622 (M); S 622 (S) | 12 |
| 91 | 102 | NAT KING COLE SINGS SONGS FROM "CAT BALLOU" AND OTHER MOTION PICTURES Capitol T 2340 (M); ST 2340 (S) | 4 |
| 92 | 88 | DEAN MARTIN HITS AGAIN Reprise R 6146 (M); RS 6146 (S) | 24 |
| 93 | 91 | MR. STICK MAN Pete Fountain, Coral CRL 37473 (M); CRL 757473 (S) | 12 |
| 94 | 116 | AN EVENING WITH BELAFONTE/MAKEBA Harry Belafonte & Miriam Makeba, RCA Victor LPM 3420 (M); LSP 3420 (S) | 3 |
| 95 | 78 | AESOP'S FABLES THE SMOTHERS BROTHERS WAY Mercury MG 20989 (M); SR 60989 (S) | 8 |
| 96 | 99 | LIFE & LOVE ITALIAN STYLE Jimmy Roselli, United Artists UAL 3429 (M); UAS 6429 (S) | 5 |
| 97 | 101 | I GO TO PICES Peter & Gordon, Capitol T 2324 (M); ST 2324 (S) | 10 |
| 98 | 117 | TOM JONES—IT'S NOT UNUSUAL Parrot PAL 61004 (M); PAS 71004 (S) | 4 |
| 99 | 103 | I PUT A SPELL ON YOU Mina Simona, Philips PHM 200-172 (M); PMS 600-172 (S) | 5 |
| 100 | 111 | THE NEW SEEKERS Capitol T 2319 (M); ST 2319 (S) | 7 |

| This Week | Last Week | Title, Artist, Label | Wks. on Chart |
|-----------|-----------|---|---------------|
| 101 | — | SUMMER DAYS (And Summer Nights) Beach Boys, Capitol T 2334 (M); DT 2334 (S) | 1 |
| 102 | 96 | I'VE GOT A TIGER BY THE TAIL Buck Owens, Capitol T 2283 (M); ST 2283 (S) | 17 |
| 103 | 107 | WE'RE GONNA MAKE IT Little Milton, Checker LP 2995 (M); LP 2995 (S) | 8 |
| 104 | 93 | WEEKEND IN LONDON Dave Clark Five, Epic LN 3419 (M); BN 26139 (S) | 17 |
| 105 | — | THE 3rd TIME AROUND Roger Miller, Smash MGS 27068 (M); SRS 67068 (S) | 1 |
| 106 | 109 | YOU WERE ONLY FOOLING Vic Damone, Warner Bros. W 1602 (M); WS 1602 (S) | 3 |
| 107 | 98 | MEXICAN PEARLS Billy Vaughn, Dot DLP 3628 (M); DLP 25628 (S) | 14 |
| 108 | 97 | PETER, PAUL & MARY IN CONCERT Warner Bros. 2W 1555 (M); 2WS 1555 (S) | 50 |
| 109 | 106 | PORTRAIT OF MY LOVE Lettermen, Capitol T 2270 (M); ST 2270 (S) | 20 |
| 110 | 95 | SONG FOR MY FATHER Horace Silver Quintet, Blue Note 4185 (M); 84185 (S) | 7 |
| 111 | 108 | THE SOUND OF MUSIC Original Cast, Columbia KOL 5450 (M); KOS 2020 (S) | 261 |
| 112 | 112 | CANADIAN SUNSET Andy Williams, Columbia CL 2324 (M); CS 9124 (S) | 4 |
| 113 | 125 | HALF A SIXPENCE Original Cast, RCA Victor LOC 1110 (M); LSO 1110 (S) | 7 |
| 114 | 143 | WORLD OF COUNTRY MUSIC Various Artists, Capitol NPB 5 (M); SNPB 5 (S) | 3 |
| 115 | 118 | FLORA THE RED MENACE Original Cast, RCA Victor LOC 1111 (M); LSO 1111 (S) | 4 |
| 116 | 119 | BOBBY VINTON SINGS FOR LONELY NIGHTS Epic LN 24154 (M); BN 24154 (S) | 4 |
| 117 | 105 | THEMES FROM THE JAMES BOND THRILLERS Roland Shaw & His Ork, London LL 3412 (M); PS 412 (S) | 22 |
| 118 | 120 | ARETHA FRANKLIN/YEAH! Columbia CL 2351 (M); CS 9151 (S) | 3 |
| 119 | 104 | YOUR CHEATIN' HEART Soundtrack/Hank Williams Jr., MGM E 4260 (M); SE 4260 (S) | 30 |
| 120 | 122 | THREE O'CLOCK IN THE MORNING Bert Kaempfert & His Ork, Decca DL 4670 (M); DL 74670 (S) | 3 |
| 121 | 140 | DOUBLE HEADER Arthur Prysock, Old Town 2009 (M); 2009 (S) | 2 |
| 122 | 130 | DRUM DISCOQUE Sandy Nelson, Imperial LP 9283 (M); LP 12283 (S) | 3 |
| 123 | — | AL HIRT LIVE AT CARNEGIE HALL RCA Victor LPM 3416 (M); LSP 3416 (S) | 1 |
| 124 | 110 | A LITTLE BIT OF HEAVEN John Gary, RCA Victor LPM 2994 (M); LSP 2994 (S) | 27 |
| 125 | 127 | I DO LOVE YOU Billy Stewart, Chess LP 1496 (M); (No Stereo) | 4 |
| 126 | 128 | JR. WALKER & THE ALL STARS PLAY SHOTGUN Soul 701 (M); S 701 (S) | 3 |
| 127 | 126 | QUEEN OF THE HOUSE Jody Miller, Capitol T 2349 (M); ST 2349 (S) | 5 |
| 128 | 135 | HERE THEY COME Paul Revere & The Raiders, Columbia CL 2307 (M); CS 9107 (S) | 4 |
| 129 | 123 | KNOCK ME OUT! Ventures, Dolton BLP 2033 (M); BST 8033 (S) | 24 |
| 130 | — | THE NEARNESS OF YOU John Gary, RCA Victor LPM 3349 (M); LSP 3349 (S) | 1 |
| 131 | 133 | FROM RUSSIA WITH LOVE Soundtrack, United Artists UAL 4114 (M); UAS 5114 (S) | 31 |
| 132 | 132 | VENICE BLUE Bobby Darin, Capitol T 2322 (M); ST 2322 (S) | 3 |
| 133 | 139 | HOW TO BE A JEWISH MOTHER Gertrude Berg, Amy 8007 (M); (No Stereo) | 2 |
| 134 | 137 | YOU TURN ME ON Ian Whitcomb, Tower T 5004 (M); DT 5004 (S) | 3 |
| 135 | — | THEM Parrot PAL 61005 (M); PAS 71005 (S) | 1 |
| 136 | — | ONE KISS FOR OLD TIMES' SAKE Ronnie Dove, Diamond D 5003 (M); SD 5003 (S) | 1 |
| 137 | 129 | STAY AWHILE Kingston Trio, Decca DL 4656 (M); DL 74656 (S) | 6 |
| 138 | — | EDDIE FISHER TODAY Dot DLP 3631 (M); DLP 25631 (S) | 1 |
| 139 | 131 | THE INCOMPARABLE MANTOVANI London LL 3392 (M); PS 392 (S) | 38 |
| 140 | 121 | MOON RIVER & OTHER GREAT MOVIE THEMES Andy Williams, Columbia CL 1809 (M); CS 8609 (S) | 168 |
| 141 | 145 | THE GOLDEN HITS OF LESLEY GORE Mercury MG 21024 (M); SR 61024 (S) | 2 |
| 142 | 136 | HAVE YOU LOOKED INTO YOUR HEART Jerry Vale, Columbia CL 2313 (M); CS 9113 (S) | 21 |
| 143 | 142 | THEM COTTON PICKIN' DAYS IS OVER Godfrey Cambridge, Epic FLM 13102 (M); FLS 13102 (S) | 9 |
| 144 | 144 | BLOCKBUSTERS Jay & The Americans, United Artists UAL 3417 (M); UAS 6417 (S) | 7 |
| 145 | 149 | I MUST BE SEEING THINGS Gene Pitney, Musicar MM 2056 (M); MS 3056 (S) | 2 |
| 146 | — | HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN Vladimir Horowitz, Columbia M2L 228 (M); M2S 728 (S) | 1 |
| 147 | — | THE BEST OF SAM COOKE, VOL. 2 RCA Victor LPM 3373 (M); LSP 3373 (S) | 1 |
| 148 | — | EDDIE RAMBEAU SINGS CONCRETE AND CLAY DynaVoice 9001 (M); S 9001 (S) | 1 |
| 149 | 150 | CATCH THE WIND Donovan, Hickory LPM 123 (M); (No Stereo) | 2 |
| 150 | 134 | MUSIC TO READ JAMES BOND BY Various Artists, United Artists UAL 3415 (M); UAS 6415 (S) | 20 |

Billy Joe Royal's
"Down in the
Boondocks"
is up on the
charts!

Everything's
going for
COLUMBIA
RECORDS 



ALBUM REVIEWS (continued)

SPECIAL MERIT PICKS

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

JAZZ SPECIAL MERIT

LEONARD FEATHER'S ENCYCLOPEDIA OF JAZZ/JAZZ OF THE 60's/VOL. 2 BLUES BAG

Vee Jay 2506 (M)

An interesting innovation is Buddy De Franco's use of the bass clarinet in this set of modern jazz material. On three of the seven cuts De Franco is joined by trumpet (Lee Morgan or Freddie Hill) and trombone (Curtis Fuller). The atonal technique on Leonard Feather's "Twelve Tone Blues" stands out. The rest of this excellent music was written by Ornette Coleman, John Coltrane, Diz and Monk.

JAZZ SPECIAL MERIT

THE TURNAROUND

Hank Mobley. Blue Note 4186 (M)

This quintet swings with ease and grace. Fans will like Mobley's tenor sax styling on "The Good Life" and the discotheque approach to "The Turnaround"—a real hard-driving thing, beautifully played. Of the six numbers, five are Mobley originals. All noteworthy. Donald Byrd and Freddie Hubbard split trumpet honors.

SEE ALBUM REVIEWS ON BACK COVER

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

ANNETTE SINGS GOLDEN SURFIN' HITS
Vista 3327 (M)

THE BEST OF ARTHUR FIEDLER AND THE BOSTON POPS
RCA Victor LM 2810 (M); LSC 2810 (S)

LATIN DISCOTHEQUE
Various. Audio Fidelity DFM 7044 (M); DFS 7044 (S)

ARTHUR LYMAN'S GREATEST HITS
Life L 1030 (M); SL 1030 (S)

MAN MUSSTE KLAVIER SPIELEN KONNEN
Fritz Schulz-Reichel & the Bristol-Bar-Sextet. Polydor 237 388 (S)

DAS GROSSE DEUTSCHE TANZ TURNIER
Max Greger. Polydor 237 431 (S)

SOUNDTRACK

WILD ON THE BEACH
Soundtrack. RCA Victor LPM 3441 (M); LSP 3441 (S)

JAZZ

IT'S TIME
Jackie McLean. Blue Note 4179 (M)

YOUNG IDEAS
J. F. K. Quintet. Riverside 9424 (S)

BREAKOUT ALBUMS

NATIONAL BREAKOUTS

SUMMER DAYS (And Summer Nights)
Beach Boys, Capitol T 2354 (M); DT 2354 (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)

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.

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

HARLOW . . .
Soundtrack, Columbia OL 6390 (M); OS 2790 (S)

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

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

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

THE ORIGINAL PEANUTS . . .
Sunglows, Sunglow SLP 103 (M); (No Stereo)

CLASSICAL

FRANCK: SONATA A MAJOR/
YSAYE: SONATA OPUS 28/DEBUS-
SY: SONATA D MAJOR
Adolphe Frezin/Jane Courtland. Pro-
tone 131 LPS (S)

KIM BORG RECITAL
Artia ALP 704 (M); ALPS 704 (S)

BORKOVEC: CONCERTO NO. 2/
JIRKO: CONCERTO FOR PIANO
Czech Philharmonic Orch. (Ancerl).
Artia ALP 705 (M); ALPS 705 (S)

LOW PRICE CLASSICAL

STRAUSS: EIN HELDENLEBEN
Vienna Philharmonic Orch. (Krauss)/
Willi Boskovsky. Richmond B 19108
(M)

FOLK

NEGRO FOLKLORE FROM TEXAS
STATE PRISONS
Various Artists. Elektra EKL 296 (M);
EKS 7296 (S)

INTERNATIONAL

HAUPTSACHE GEMUTLICH
Various Artists. Polydor 237 238 (S)

BERLINER LUFT
Various Artists. Polydor 237 171 (S)

AM BRUNNEN VOR DEM TORE
Various Artists. Polydor 237 240 (S)

IM SCHONSTEN WIESENGRUNDE
Various Artists. Polydor 237 241 (S)

WOLFRAM SINGT
Polydor 237 700 (S)

SOUNDS OF JAPAN
Sound Effects. Elektra EKL 297 (M);
EKS 7297 (S)

DIE BLUME VON HAWAII/VICTOR-
IA UNDIHR HUSAR/EIN WALZER-
TRAUM/IM WEISSEN ROSSL
Various Artists. Polydor 237 168 (S)

TWILIGHT IN TAHITI
Mokulanl. Repeat RS 170-9 (M)

AVE MARIA
Various Artists. Polydor 237 235 (S)

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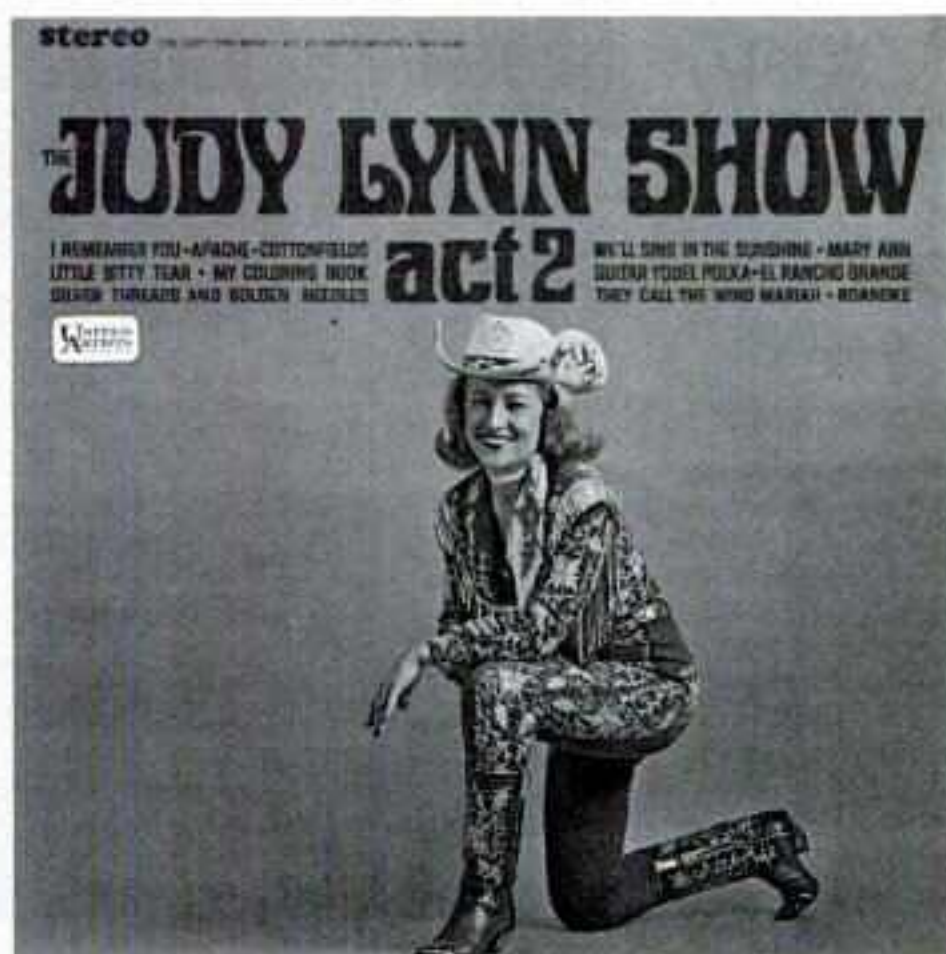
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UAL 3443 (M) UAS 6443 (S)



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VIRGINIA RUTLEDGE
JOHN KELLY: Personal Mgr.

Anti-Computers, Full Speed Ahead, Says Capitol's Earl Price

• Continued from page 1

music critics and the Hollywood home office.

The international branch is about to lock horns with RCA Victor over a newly emerging opera singer in the U. S.—Montserrat Caballe — which RCA might not think is humorous at all.

Capitol imports is rush-releasing what will be the American debut LP of Miss Caballe, which it obtained from Spain "a matter of days" before RCA signed the artist, Price said.

In essence, what Capitol is doing is scooping RCA—which in turn scooped the industry by signing Miss Caballe after a recital here last April drew rave notices. RCA reportedly signed the opera singer for a handsome five-figure advance.

Advance Copy Requests

Happy over the fact that he has a recently recorded LP being shipped here, Price mailed out advance notices of the LP in his "Grapevine News of Great Import" bulletin. And the New York critics last week were keeping Price's phone ringing with requests for advance copies, he said.

"At the moment, Caballe is unknown in the U. S.," he

ASHKENAZY NO CAMERA BUG

VENICE — Soviet pianist Vladimir Ashkenazy walked off stage at Teatro La Fenice here after a photographer snapped a flash photo of him shortly after he had begun Schubert's "Sonata in E Major," Opus 120. Only after considerable effort by maestro Mario Labroca, artistic director of the opera house, did he return to complete the concert. In the confusion the photographer slipped away.

said. Facetiously, Price indicated he was considering sending RCA a bill for co-op advertising, since he feels his forthcoming LP will assist RCA with its build-up.

Price's chief information and promotional device is the "grapevine" bulletin, which he hopes will shortly begin appearing once a week. It is here, within its thermofaxed copies, that Price places himself in the "hot seat" with satirical, jibbing expletives for new products. On occasion he has drawn the ire of his Hollywood bosses over his unorthodox way of saying things. But then after sending them copies of laudatory letters from critics, dealers and broadcasters about products, things quiet down. "The system (satire and humor) works," he says plainly.

Non-Competitive Position

The executive explains he shoots for products by unknowns which place him in a non-competitive position with other classical companies. Since he is able to draw from EMI's affiliates, the imports catalog totals around 1,500 titles.

Among the artists released domestically by imports are Bruno Walter, Columbia Arturo Toscanini, RCA; Joan Sutherland, London; Sir Thomas Beecham, Capitol; Maria Callas, Angel, and Herbert von Karajan, DGG, Price explains these LP's were all "kicked out of the catalog by computers."

Price's renegade attitude about computers is based on the concept that since companies don't have the time to promote all albums properly, those LP's that don't sell after a while get eliminated from the catalog by a computer. Price feels they still have strong salesability.

New York Warehouse

The imports branch has its own New York warehouse and

uses the Angel Records sales staff communicate with dealers. The warehouse mails all over the country. There are, however, a few exceptions. Peters International in New York is import's Greek distributor; a New Bedford, Mass., firm handles distribution of all Portuguese product; an Arabic distributor is being sought in Brooklyn, and a Chinese businessman has been hired to handle records.

Imports directly handles Danish, Spanish, English, French and Italian product. In October Price hopes to begin releasing Israeli disks. He will also have Argentinian, Chilean, Venezuelan and Mexican product for the first time.

Import's prices to the dealer are \$3.34 for a mono LP, and \$3.90 for stereo. The suggested list is \$5.98-\$6.98 and Price says this product isn't discounted too often. He calls it "private gravy for dealers."

The imports operation has been in existence since early 1963. There is also an export operation which does extremely well. The top selling imports artist thus far has been Danish vocalist Axsel Schoitz, currently teaching at Colorado University. Import has five Schoitz LP's in its catalog and is planning a 10-package special this fall. This program will include the five available LP's, two compiled from 78's plus several others including an unorthodox lecture-recital package. Import's success with Schoitz is all the more dramatic since the vocalist's career was halted by a tumor operation in 1946 which left him partially paralyzed on one side of his face.

One area of importance for imports is the EP field. Price notes he has been importing Portuguese EP's at a healthy clip, even billing \$15,000 one month.

Cincy Mgr. on Business Trip

CINCINNATI — Lloyd Haldeman, manager of the Cincinnati Symphony Orchestra, is on a four-week, round-the-world trip to set up dates for the Cincinnati orchestra's State Department-sponsored tour next summer. The 115-man group will cover the world in 10 weeks.

Meanwhile Max Rudolf, musical director of the orchestra, will conduct at the Pierre Montoux Memorial Festival at Hancock, Me., Aug. 15. He will do an all-Brahms program.



RED CROSS

BEST SELLING BUDGET-LINE CLASSICAL LP's

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

This Week

- VAUGHN-WILLIAMS**—Symphony No. 2 (London); Halle Orch. (Barbirolli): Vanguard SRV-134 SD (S), SRV-134 (M).
- TCHAIKOVSKY**—Concerto No. 1 in B flat for Piano and Orch.; Gilels, Chicago Symphony (Reiner): RCA Victrola VICS 1039 (S), VIC 1039 (M).
- SIBELIUS**—Symphony No. 1 in E; Halle Orch. (Barbirolli): Vanguard SRV-132 SD (S), SRV-132 (M).
- BARTOK**—Concerto for Orchestra; Chicago Sym. Orch. (Reiner): RCA Victrola VICS 1110 (S), VIC 1110 (M).
- THE BAROQUE TRUMPET**; Collegium Musicum of Paris, Society for Old Instruments, Versailles Ch. Orch., Vogue Orch.: Nonesuch H 71002 (S), H 1002 (M).
- BACH**—Four Concertos for Harpsichord and Orchestra; Neumeier, Berger, Burr, Urbuteit, Ch. Orch. of the Sarre (Ristenpart): Nonesuch H 71019 (S), H 1019 (M).
- HUMMEL**—Mandolin Concerto in G major/**HOFFMAN**—Mandolin Concerto in D major; Bauer-Slais, Kunschak, Vienna Pro Musica Orch. (Hladky): Turnabout TV 34003 S (S), TV 4003 (M).
- THE MUSIC OF MICHEL CORRETTE**; Mainz Chamber Orch. (Kehr): Turnabout TV 34010 S (S), TV 4010 (M).
- PAISIELLO**—Piano Concerto in C major/**STAMITZ**—Piano Concerto in F major; Blumental, Wurttemberg Cho. Orch., Heilbronn (Faerber): Turnabout TV 34001 S (S), TV 4001 (M).
- ALBUM OF BELOVED SONGS**; Deller: Vanguard SRV-14151 (S), SRV-141 (M).
- ALBINONI**—Adagio for Strings and Organ, Concerti A Cinque; Sinfonia Instrument Ensemble (Witold): Nonesuch H 71005 (S), H 1005 (M).
- PUCCINI**—La Boheme; Tebaldi, Prandelli, Gueden, Erede: Richmond (2-12") 62001 (M).
- BACH**—Weis-Osborn, Roessl-Majdan, Equiluz, Berry, Akademiechor (Prohaska): Vanguard 156 (M).
- MOZART**—Mass in C (Coronation); Stich-Randall, Casoni, Bottazzo, Littsay, Sarrebruck Conservatory Cho. (Schmolzi), Ch. Orch. of the Sarre (Ristenpart): Nonesuch H 71041 (S), H 1041 (M).
- STRAUSS**—Ein Heldenleben; Chicago Sym. Orch. (Reiner): RCA Victrola VICS 1042 (S), VIC 1042 (M).

Music Seminars Will Hear Marek, Burkat

TANGLEWOOD, Mass. — George Marek, general manager of RCA Victor Records, and Leonard Burkat, vice-president of Columbia Records, will be featured speakers at an all-day recording seminar sponsored by the Berkshire Music Center here Thursday (22).

Marek will discuss the oppor-

tunities open in the recording industry, and Burkat will speak on "The Art of Recording."

Moderator of the seminar is Andrew H. Raeburn, musical assistant to Erich Leinsdorf and formerly musical director of Argo Records in London.

Following talks by Marek and Burkat, the speakers will answer questions from the audience. Members and staff of the Berkshire Music Center and the press will comprise the audience.

The seminar idea was prompted by a speech on recordings given by Leinsdorf in New York a few months ago.

Presidents Fail To Halt Strike

ROME—Not even the presence of the presidents of Italy and Chile, Giuseppe Saragat and Eduardo Frei, respectively, deterred opera workers from a 24-hour strike which forced cancellation of the season opener at the outdoor Baths of Caracalla.

The unions sent Saragat a telegram expressing "maximum sympathy and respect," but insisted the strike had to take place as scheduled.

CINCINNATI — Erich Kinzel, professor of music at Brown University, has been named assistant conductor of the Cincinnati Symphony Orchestra. He succeeds Ronald Ondrejka as assistant to Max Rudolf. Kinzel studied under the late Pierre Montoux and has conducted the Sante Fe Opera Co.

ALMEIDA TO DO STINT IN PARIS

PARIS—Antonio de Almeida will conduct the Paris Opera in performances of Donizetti's "Lucia di Lammermoor" Sept. 20 and of Verdi's "Masked Ball" Oct. 30 and Nov. 5. From Paris, de Almeida goes to Capetown, South Africa, to conduct the Capetown Municipal Orchestra from Nov. 7 to Nov. 30. In December he does a Lisbon concert, then back to Paris for a public concert of Radio Paris on Dec. 8.

BILLBOARD'S NEWEST INDUSTRY-SERVICE ANNUAL

THE WORLD OF RELIGIOUS MUSIC

The industry's first full-scale study of the important and growing force of religious music in the recording industry.

GUARANTEED DISTRIBUTION OF 80,000 COPIES TO BOTH INDUSTRY AND CONSUMER

ADVERTISING DEADLINE: JULY 30

NEW ALBUM RELEASES

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

CAEDMON

J. B. BESSINGER & MARIE BOROFF—Gawain and the Green Knight and the Pearl; TC 1192

FONTANA

JOHN DANKWORTH—The Zodiac Variations; MGF 27543, SRF 67543

NANA MOUSKOURI—Nana; MGF 27545, SRF 67545

THE PRETTY THINGS—The Pretty Things; MGF 27544, SRF 67544

GHB

GEORGE LEWIS & THE EASY RIDERS JAZZ BAND; 29 (S)

HEARTBREAK

TILLIE & WILLIE; 183 (M)

JAY JAY

WESELU—Maly Sladziw Spiesia I Cra Na Polskim (At a Polish Wedding); 1089, 5089

JAZZ CRUSADE

THE GOOD TIME SIX—Classic Dixieland!; JC 1003 (M)

KID SHEIK COLA . . . In England; JC 2003 (M)

KID THOMAS, EMANUEL PAUL & THE EASY RIDERS JAZZ BAND—New Orleans Renaissance II.

VARIOUS ARTISTS—The Jazzology Poll Winners; 1064; JC 2004 (M)

LONDON

THE MOODY BLUES—The Moody Blues #1; LL 3428, PS 428

MERCURY

SOUNDTRACK—Mirage; MG 21025, SR 61025

MONITOR

MICHAEL SKORR & HIS UKRANIAN ENSEMBLE—17 Popular Ukranian Dances; MF 446, MFS 446

VARIOUS ARTISTS—Moscow Hit Parade; MP 603, MPS 603

POLYDOR

HAI UND TOPSY Mit Solksongs Aus 14 Landern; 237 702 (S)

LOLITA—Alpen Frieden; 237 236 (S)

WILLY SCHNEIDER—Die Schonsten Balladen von Carl Lowe; 237 428 (S)

VARIOUS ARTISTS—Diegrosse Star—Parade 1965/1. 237 441 (S)

VARIOUS ARTISTS—Die Fledermaus, Der Zigeunerbaron, Wiener Blu', Eine Nacht in Venedig; 237 166 (S)

PRESTIGE

GENE AMMONS—Angel Eyes; 7369 (M)

RCA VICTOR

GOLD: MUSIC FROM "SHIP OF FOOLS"—Boston Pops (Fiedler); LM 2817, LSC 2817

SMASH

JON HENDRICKS—In Person at the Trident; MGS 27069, SRS 67069

BILL JUSTIS—More Instrumental Hits; MGS 27065, SRS 67065

JERRY KENNEDY—From Nashville to Soulville; MGS 27066; SRS 67066

BROWNIE MCGHEE & SONNY TERRY—At the Bunkhouse; MGS 27067, SRS 67067

SUNGLOW

THE SUNGLOWS—The Original Peanuts; SLP 103 (M)

ZONDERVAN

SIXTEEN SINGING MEN—Vol. 7 (Douglass); ZLP 666 (S)

The Three Keyboards of IXIE DEAN; ZLP 668 (S)

TRUMPET TRIO—Word of Life; ZLP 677 (S)

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

SINCE I LOST MY BABY

Temptations, Gordy 7043

★ 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.

YOU BETTER GO . . .

Derek Martin, Roulette 4631 (South Mountain, BMI) (New York)

IT'S THE SAME OLD SONG . . .

Four Tops, Motown 1081 (Jobete, BMI) (New York)

IT'S A MAN DOWN THERE . . .

G. L. Crockett, 4 Brothers 445 (Fairshake, BMI) (St. Louis-Baltimore)

THE 'IN' CROWD . . .

Ramsey Lewis Trio, Argo 5506 (St. Louis, Detroit)

WHERE WERE YOU WHEN I NEEDED YOU . . .

Jerry Vale, Columbia 43337 (Marks, BMI) (Boston)

AIN'T THAT LOVE . . .

Four Tops, Columbia 43356 (Stubbs, BMI) (San Francisco)

YOU CAN'T GROW PEACHES ON A CHERRY TREE . . .

Browns, RCA Victor 8603 (April, ASCAP) (Pittsburgh)

LIAR, LIAR . . .

Castaways, Soma 1433 (Celann, BMI) (Milwaukee)

MOONGLOW & THEME FROM PICNIC . . .

Esther Phillips, Atlantic 2294 (Mills-Scarsdale, BMI) (St. Louis)

THE DIP . . .

Whispers, Dore 735 (Hillary, BMI) (Los Angeles)

ARKANSAS . . .

Jimmy McCracklin, Imperial 66116 (Memphis)

CANADIAN SUNSET . . .

Sounds Orchestral, Parkway 958 (Vogue, BMI) (St. Louis)

IS IT REALLY OVER . . .

Jim Reeves, RCA Victor 8625 (Tuckahoe, BMI) (Dallas-Fort Worth)

SO MUCH IN LOVE WITH YOU . . .

Ian & the Zodiacs, Philips 40291 (MRC, BMI) (Boston)

I CAN'T STAND TO SEE YOU CRY . . .

Jerry Butler, Vee Jay 696 (Blackwood, BMI) (St. Louis)

MY HEART TELLS ME TO BELIEVE . . .

Womenfolk, RCA Victor 8562 (Radford, BMI) (Washington)

I DON'T BELIEVE . . .

Guilloteens, HBR 446 (Anihanbar, BMI) (Memphis)

WE'RE DOING FINE . . .

Dee Dee Warwick, Blue Rock 4027 (Leatherneck & Well-made, BMI) (Baltimore)

THE TRACKER . . .

Sir Douglas Quintet, Tribe 8310 (Crazy Cajun, BMI) (Houston)

YOU'RE GONNA MAKE ME CRY . . .

O. V. Wright, Back Beat 548 (Don, BMI) (Dallas-Fort Worth)

STREETS OF LAREDO . . .

Johnny Cash, Columbia 43313 (Southwind, BMI) (Baltimore)

BILLBOARD *Spotlight*
RECORD WORLD *Pick*
CASH BOX *Best Bet*



KAREN CHANDLER'S LOST AND FOUND

B/W **HOLD ME, THRILL ME, KISS ME**

Tivoli 45 1720

Produced, Arranged & Conducted by: Jack Pleis

Attention Distributors: Some Territories Still Available

TIVOLI RECORDS

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New 'Opry' TV-er Bows In 3 Markets This Fall

NASHVILLE—A new country music TV show titled "Grand Ole Opry" is being video-taped live at Ryman Auditorium here for showing in large markets in California, Texas and the Midwest, beginning in the fall.

The half-hour show, which will take country music into millions of homes, will feature several leading artists, with a guest star almost every week, said Bob Cooper, general manager of WSM. Sponsor is National Life & Accident Co. of Nashville.

It is the fourth country music show being taped by the WSM-TV staff. The other three, all syndicated and with their own sponsors, are "The Flatt and Scruggs Show," "The

Porter Wagoner Show" and "The Wilburn Brothers Show."

The "Grand Ole Opry" show is being taped before an audience at "The Friday Night Opry" each week.

Jud Collins, WSM-TV newscaster and TV personality, is host. He will introduce the artists and intersperse commentary on history of the "Grand Ole Opry," the central running theme of the new show.

Guests on early shows have been Boots Randolph, Hank Williams Jr. and Ray Stevens. Stars lined up for future shows include Eddy Arnold and Jimmy Dean. Others will be added.

The commercials will be done by John Cameron Swayze. He was in Nashville last week to cut 60. They will be dubbed in.

CMA Building Plans Progress

NASHVILLE—The Country Music Assn. hopes to hold the ground-breaking ceremony for its \$300,000 building in late August or early September, Mrs. Jo Walker, CMA executive director, said last week. Tentative plans are to have it following the Aug. 26-27 CMA board meeting in San Francisco.

The building will house the Country Music Museum, the Country Music Hall of Fame and the association's offices. CMA's office is now on the second floor of an old two-story brick home at 801 16th Avenue South, which has been converted to offices. The Country Music Hall of Fame is temporarily housed in the State Museum in the War Memorial Building.

The association's building fund goal of \$300,000, cost of the building, furnishings and exhibits, has been pledged. About \$150,000 is in the bank, said Mrs. Frances Preston, chairman of the CMA board and of the building committee. Mrs. Preston is manager of BMI's Nashville office.

The fund-raising committee is at work securing additional pledges from local businesses for possibly increasing size of the building and adding a library.

The building will go up on a site at 16th and Division streets which the local government dedicated for it. Building time is

(Continued on page 38)

Guests Set For Dean TV-er

NASHVILLE—A number of top country stars are set for fall appearances on "The Jimmy Dean Show" (ABC-TV) and one of Dean's shows, telecast from New York, will be filmed in Nashville Oct. 10-13.

Larry Moeller, of Moeller Talent, Inc., handled negotiations with ABC for the Nashville filming. Guest artists will be Carl Smith, Kitty Wells and Flatt and Scruggs.

Other Nashville stars set for appearances on the show are Del Reeves, who will tape Aug. 28 for showing Nov. 26; Bill Anderson, tapes Oct. 1 for showing Oct. 8; Margie Bowes, tapes sometime in October, exact date not set, and Skeeter Davis and the Browns later in the fall, dates not yet set.

'Opry' Stars Still Victims Of the Jinx

NASHVILLE — Roy Acuff, two members of his troupe and three members of country music's well-known Carter Family were injured in separate crashes last week as tragedy continued to plague "Grand Ole Opry" stars.

Acuff, 58, an entertainer for 32 years and member of the "Opry" for 27, suffered a broken pelvis, fractured collarbone and several smashed ribs. His physician said he would be under treatment six weeks.

"Opry" songstress June Stearns, 26, member of Acuff's troupe, suffered a broken leg. Harold (Shot) Jackson, 44, guitarist for Acuff, suffered critical injuries, including a fractured skull and fractures of both jawbones.

They were injured near Sparta, Tenn., July 10, when a car, driven by Edward Blish of Smithville, Tenn., crashed into the car driven by Acuff. Acuff, Jackson and Miss Stearns were treated at a Sparta hospital and later transferred to Miller's Clinic in Nashville.

The three Carters were injured in a crash at West Jefferson, Ohio, Sunday (11), when their car was rammed from behind while at a stop light. Mother Maybelle Carter suffered cuts and bruises. Her daughters, Anita and Helen, suffered neck injuries. They were treated and released and returned home to Nashville Monday (12).

Frontier Handles Process in Canada

FRANKLIN, Pa. — Norman Kelly, of Process Records here, has arranged for the release of his firm's product in Canada through Frontier Records of Waterloo, Que., headed by Scotty Gibbs.

First masters leased to Frontier for release in Canada are "The First Game" and "Green River Blues," by Nick Foley; "Withered Love" and "A Rolling Stone Am I," by Bill Neat, and a bluegrass instrumental, "Firin' the Strings" and "Crossin' the Bridge," featuring the banjo picking of Rex Roat and the fiddling of Casey Jones, sidemen with Nick Foley's Ramblin' Esquires.

Also slated for Canadian release is an album featuring Pie Plant Pete and Bashful Harmonica Joe.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 7/24/65

| 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) | 11 | 26 | 28 | TOO MANY TIGERS Tex Williams, Boone 1028 (Screen Gems-Columbia, BMI) | 9 |
| 2 | 3 | THE OTHER WOMAN Ray Price, Columbia 43264 (Pamper, BMI) | 12 | 27 | 32 | WINE Mel Tillis, RIC 158 (Cedarwood, BMI) | 4 |
| 3 | 2 | ENGINE, ENGINE #9 Roger Miller, Smash 1983 (Tree, BMI) | 10 | 28 | 21 | THIS IS IT Jim Reeves, RCA Victor 8508 (Acclaim, BMI) | 21 |
| 4 | 7 | THE FIRST THING EV'RY MORNING (And the Last Thing Ev'ry Night) Jimmy Dean, Columbia 43263 (Plainview, BMI) | 8 | 29 | 33 | COUNTRY GUITAR Phil Baugh, Longhorn 559 (Deep Cross, BMI) | 7 |
| 5 | 5 | THE BRIDGE WASHED OUT Warner Mack, Decca 31774 (Peach, SESAC) | 9 | 30 | 23 | THINGS HAVE GONE TO PIECES George Jones, Musicor 1067 (Glad, BMI) | 20 |
| 6 | 8 | YES, MR. PETERS Roy Drusky & Priscilla Mitchell, Mercury 72416 (Screen Gems-Columbia, BMI) | 9 | 31 | 38 | HICKTOWN Tennessee Ernie Ford, Capitol 5425 (Central Songs, BMI) | 5 |
| 7 | 4 | WHAT'S HE DOING IN MY WORLD Eddy Arnold, RCA Victor 8516 (4 Star, BMI) | 18 | 32 | 34 | I HAD ONE TOO MANY Wilburn Brothers, Decca 31764 (Sure-Fire, BMI) | 9 |
| 8 | 6 | RIBBON OF DARKNESS Marty Robbins, Columbia 43258 (Witmark, ASCAP) | 15 | 33 | 36 | LOUISIANA MAN George & Gene, Musicor 1097 (Acuff-Rose, BMI) | 4 |
| 9 | 9 | BLUE KENTUCKY GIRL Loretta Lynn, Decca 31769 (Sure-Fire, BMI) | 10 | 34 | 35 | STILL ALIVE IN '65 Jim Nesbitt, Chart 1200 (Peach, SESAC) | 5 |
| 10 | 11 | I CAN'T REMEMBER Connie Smith, RCA Victor 8551 (Moss Rose, BMI) | 8 | 35 | 39 | MISTER GARFIELD Johnny Cash, Columbia 43313 (Southwind, BMI) | 3 |
| 11 | 10 | I'LL KEEP HOLDING ON Sonny James, Capitol 5375 (Marson, BMI) | 17 | 36 | 37 | ENOUGH MAN FOR YOU Ott Stephens, Chart 1205 (Peach, SESAC) | 7 |
| 12 | 12 | SHE'S GONE GONE GONE Lefty Frizzell, Columbia 43256 (Wilderness, BMI) | 13 | 37 | 41 | AGAIN Don Gibson, RCA Victor 8589 (Acuff-Rose, BMI) | 4 |
| 13 | 15 | IT'S ALRIGHT Bobby Bare, RCA Victor 8571 (Wormwood, BMI) | 8 | 38 | 26 | GIRL ON THE BILLBOARD Del Reeves, United Artists 824 (Moss Rose, BMI) | 20 |
| 14 | 16 | TIGER WOMAN Claude King, Columbia 43298 (Gallico, BMI) | 5 | 39 | 40 | BE GOOD TO HER Carl Smith, Columbia 43266 (Cedarwood-Spook, BMI) | 5 |
| 15 | 17 | YOU DON'T HEAR Kitty Wells, Decca 31749 (Cash, BMI) | 15 | 40 | — | ONE DYIN' AND A BURYIN' Roger Miller, Smash 1994 (Tree, BMI) | 1 |
| 16 | 13 | BACK IN CIRCULATION Jimmy Newman, Decca 31745 (New Keys, BMI) | 14 | 41 | 42 | A SIX FOOT TWO BY FOUR Willis Brothers, Starday 713 (Starday, BMI) | 7 |
| 17 | 19 | WILD AS A WILDCAT Charlie Walker, Epic 9799 (Tree, BMI) | 8 | 42 | 44 | TRUCK DRIVIN' SON-OF-A-GUN Dave Dudley, Mercury 72442 (Raleigh, BMI) | 3 |
| 18 | 20 | SIX TIMES A DAY (The Trains Came Down) Dick Curless, Tower 135 (Aroostook, BMI) | 6 | 43 | 46 | I HEARD FROM A MEMORY LAST NIGHT Jim Edward Brown, RCA Victor 8566 (Randy-Smith, ASCAP) | 3 |
| 19 | 22 | WRONG NUMBER George Jones, United Artists 858 (Glad, BMI) | 8 | 44 | 45 | WALKING THE FLOOR OVER YOU George Hamilton IV, RCA Victor 8608 (Noma, BMI) | 3 |
| 20 | 18 | BECAUSE I CARED Ernest Ashworth, Hickory 1304 (Acuff-Rose, BMI) | 11 | 45 | — | OUR HEARTS ARE HOLDING HANDS Ernest Tubb & Loretta Lynn, Decca 31793 (Moss-Rose, BMI) | 1 |
| 21 | 29 | YAKETY AXE Chet Atkins, RCA Victor 8590 (Tree, BMI) | 5 | 46 | 30 | GETTIN' MARRIED HAS MADE US STRANGERS Dottie West, RCA Victor 8525 (Geld-Udell, ASCAP) | 10 |
| 22 | 27 | THAT AIN'T ALL John D. Loudermilk, RCA Victor 8579 (Acuff-Rose, BMI) | 4 | 47 | 31 | MY OLD FADED ROSE Johnny Sea, Phillips 40267 (Southwind, BMI) | 16 |
| 23 | 14 | QUEEN OF THE HOUSE Jody Miller, Capitol 5402 (Tree, BMI) | 9 | 48 | 43 | CERTAIN Bill Anderson, Decca 31743 (Moss Rose, BMI) | 17 |
| 24 | 24 | MATAMOROS Billy Walker, Columbia 43223 (Doss-Matamoros, BMI) | 16 | 49 | 50 | TROUBLE AND ME Stonewall Jackson, Columbia 43304 (Forest Hills, BMI) | 2 |
| 25 | 25 | HE STANDS REAL TALL "Little" Jimmy Dickens, Columbia 43243 (Yonah-Champion, BMI) | 16 | 50 | — | IS IT REALLY OVER Jim Reeves, RCA Victor 8625 (Tuckahoe, BMI) | 1 |

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) | 13 | 11 | 9 | RED ROSES FOR A BLUE LADY George Morgan, Columbia CL 2333 (M); CS 9133 (S) | 5 |
| 2 | 3 | I'LL KEEP HOLDING ON (Just to Your Love) Sonny James, Capitol T 2317 (M); ST 2317 (S) | 8 | 12 | 13 | HERE COMES THE NIGHT Dottie West, RCA Victor LPM 3368 (M); LSP 3368 (S) | 4 |
| 3 | 2 | I'VE GOT A TIGER BY THE TAIL Buck Owens, Capitol T 2283 (M); ST 2283 (S) | 20 | 13 | 15 | CROSS THE BRAZOS AT WACO Billy Walker, Columbia CL 2331 (M); CS 9131 (S) | 5 |
| 4 | 5 | THE WORLD OF COUNTRY MUSIC Various Artists, Capitol NPB 5 (M); SNPB 5 (S) | 6 | 14 | 14 | BLUE KENTUCKY GIRL Loretta Lynn, Decca DL 4665 (M); DL 74665 (S) | 3 |
| 5 | 4 | THE RETURN OF ROGER MILLER Smash MGS 27061 (M); SR5 67061 (S) | 22 | 15 | 12 | GEORGE JONES & GENE PITNEY Musicor MM 2044 (M); MS 3044 (S) | 17 |
| 6 | 7 | THE EASY WAY Eddy Arnold, RCA Victor LPM 3361 (M); LSP 3361 (S) | 6 | 16 | — | THE 3rd TIME AROUND Roger Miller, Smash MGS 27068 (M); SR5 67068 (S) | 1 |
| 7 | 6 | THE RACE IS ON George Jones, United Artists UAL 3422 (M); UAS 6422 (S) | 10 | 17 | 19 | TOMBSTONE EVERY MILE Dick Curless, Tower T 5005 (M); DT 5005 (S) | 3 |
| 8 | 8 | BURNING MEMORIES Kitty Wells, Decca DL 4612 (M); DL 74612 (S) | 15 | 18 | 18 | WESTERN STRINGS Ray Price's Cherokee Cowboys, Columbia CL 2339 (M); CS 9139 (S) | 2 |
| 9 | 11 | HANK WILLIAMS, SR. & HANK WILLIAMS, JR., FATHER & SON MGM E 4276 (M); SE 4276 (S) | 4 | 19 | — | QUEEN OF THE HOUSE Jody Miller, Capitol T 2349 (M); ST 2349 (S) | 1 |
| 10 | 10 | THE JIM REEVES WAY RCA Victor LPM 2968 (M); LSP 2968 (S) | 21 | 20 | 20 | SONGS OF THE WATERFALL Slim Whitman, Imperial LP 9277 (M); LP 12277 (S) | 2 |

an absolute smash!!!

Ray Price

sings "The Other Woman"

43264



COLUMBIA RECORDS



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TAPE CARTRIDGE TIPS

by Larry Finley

We'll be in from time to time with this column to keep you informed on the fast growing continuous loop cartridge tape business.

We're going to be covering all phases of the industry. Today's column is slanted directly toward you who are in the record business. We are in a position to bring you additional revenues at no initial cash outlay on your part for your catalogues.

It's been a long time since "Mad Man" Muntz started producing automobile stereo sets, and a lot has happened since Earl's start.

Now, there are many other manufacturers and importers who are trying to fill the constant growing need for the automobile stereo units as well as the home and marine units.

Some very substantial firms are in the business today: Craig, Orrtronic, SJB, Automatic-Radio, Telepro, Auto-stereo, plus many others.

Motorola and Philco have announced production plans, and almost every major manufacturer of appliances will soon have sets on the market.

Many in the industry felt that Bill Lear "muddied" the waters when he announced his eight-track principle. This did cause a great deal of confusion, but out of the confusion came something that is a tremendous lift for the industry. . . . Ford's announcement that the Lear Cartridge Unit would be available as optional equipment in their 1966 line.

International Tape Cartridge Corporation (a subsidiary of Dextra Corp.) is not in the business of manufacturing or importing units. Our business is confined solely to the production of completed tape cartridges.

We admire and respect our competition, but we honestly feel our knowledge and experience enables us to offer a superior tape cartridge, beautifully packaged in a record company's own distinct four-color cover.

If you would like to hear more about our new method of mastering (that makes each cartridge sound like an original master), about our packaging, merchandising and custom plan which enables you to supply your distributors, as well as have us handle sales in the automotive and electronic field, we would like to hear from you.

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NASHVILLE SCENE

By ELTON WHISENHUNT

RUMOR RUT: Stardom being what it is, some top ones are in the position of constantly having to deny rumors. Latest is that **Elvis Presley** and **Col. Tom Parker** are feuding. Both deny it. . . . To **Hovie Lister** and the **Statesmen**: Thanks for the bus ride to the all-night sing at Bonifay, Fla. You can find out a lot about gospel music and the fine people in it on an 11-hour bus ride!

TOWN AND COUNTRY: Big-best thrill for country music star **Porter Wagoner** recently was an eagle two on the par-four 18th hole at McCabe Golf Course here. He holed out an eight-iron shot from 130 yards. . . . **Steve Drummond**, president of Token Record, Midland, Tex., invites country deejays to write for Token's latest, **Fred Cowen** on "As Long as the Money Lasts" b/w. "Either Way I Choose I Lose." . . . **Skeeter Davis** recently drew 14,000 country music fans at an annual church picnic at Frederick, Md. All by herself, yet.

GOSPEL GEMS: **Cheryl Toney**, 18, beautiful wife of second tenor **Jack Toney**, of the Statesmen Quartet, has turned down a movie offer to remain with her husband and close to gospel music. She's modeling in Atlanta now. . . . **Jimmie Davis**, former two-time governor of Louisiana, is still a big crowd pleaser at his occasional personal appearances. He performs exclusively in the gospel field now; feels he is rendering a service to his fellowman. (He doesn't have to work, you know. "You Are My Sunshine" is just like an annuity.)

DIDJA KNOW that the character **Willie Moss** on the TV show, "McHale's Navy," is played by **Johnny Wright Jr.**, 22, son of country music stars **Johnny Wright** and **Kitty Wells**. . . . The Japanese really dig things American. Baseball and golf, for example. Now it's American pop and country music. **Brenda Lee** returned last week from a three-week tour of Japan where she drew large crowds. . . . **Tex Ritter** leaves late this month for a tour of Japan, and the **Browns** make a trek there in October. Others are sure to follow.

HOPSCOTCH: Capa Records President **Doc Whiting**, Mobile, Ala., reports that his new release, "Bee Sticks to Honey" and "That Didn't Hurt Much, Did It?," are getting top play on country stations all over. . . . Signed last week: Night club singer **Gina Dee**, by Gragg Records; **Mitchell Torok**, by RCA Victor; **Troy Shondell**, by RIC Records. All were rushed into sessions for fast releases.

CMA Building

• Continued from page 36

estimated at six months. The firm of **W. B. Cambron Co., Inc.**, has the contract for design and construction.

Members of the fund-raising committee are **Owen Bradley**, head of Decca's Nashville operation, chairman; **Hubert Long**, Hubert Long Talent Agency; **Harold Hitt**, head of Columbia's Nashville operation; **Bill Denny**, president of Cedarwood Publishing Co.; **Chet Atkins**, head of RCA's Nashville operation.

Ex-officio members are **Tex Ritter**, president of CMA; **Mrs. Walker** and **Mrs. Preston**.



NAVY . . . the world over while learning a profitable trade in the new modern Navy . . . See your local Navy recruiter—now.



JACK LEONARD is one of the outstanding new country-singers with the popular **Pee Wee King** unit, presently touring fairs and Parks. His **Cuca Records** release is "Missing You" b/w. "There's Been Too Much Said Already." (#J-1232) (Advertisement)

Wright Clicks On 'Viet' Tune

NASHVILLE—A "story song" by country music star **Johnny Wright**, which backs up the position of President Johnson on the Viet Nam conflict, caused a stir in the industry here last week. The song, "Hello, Viet Nam!" on Decca, was being spun by country deejays in town, and **Don Howser**, of **WEND**, Madison, Tenn., full-time country station, said: "It's the best thing Wright has done in a long time. It has an excellent chance of being a hit."

Howser, who played the song and interviewed Wright on one of his shows last week to kick it off, said the station is getting a lot of calls from listeners on it.

The song, first about the Viet Nam war, was written by **Tommy Hall**, composer for **Newkeys Music, Inc.**

"**Owen Bradley**, head of Dec-

YESTERYEAR'S COUNTRY HITS

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

COUNTRY SINGLES— 5 Years Ago July 25, 1960

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

COUNTRY SINGLES— 10 Years Ago July 23, 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. Cattle Call, **Eddy Arnold & Hugo Winterhalter**, RCA Victor
6. Satisfied Mind, **Porter Wagoner**, RCA Victor
7. Satisfied Mind, **Red & Betty Foley**, Decca
8. Live Fast, Love Hard & Die Young, **Faron Young**, Capitol
9. There She Goes, **Carl Smith**, Columbia
10. Satisfied Mind, **Jean Shepard**, Capitol

Kathy Dee Unit Returns Overseas

CINCINNATI—"The Kathy Dee Show," country music unit piloted by **Quentin (Reed) Welty**, of **B-W Music, Inc.**, Wooster, Ohio, leaves **McGuire Air Force Base** in New Jersey Aug. 2 for a three-week return engagement overseas for the U. S. Air Force.

On Sept. 2, the group returns to the **Golden Nugget**, Las Vegas, where it played in May of this year. The Dee troupe is currently on one-nighters in Ohio, Maryland and Pennsylvania through July.

Welty recently took over the managerial reins on **Kenny Roberts**, the yodeling cowboy.

ca's Nashville operation, ordinarily doesn't like this type of song," said **Wright**, "and I had to talk him into it. Decca is really excited about it."

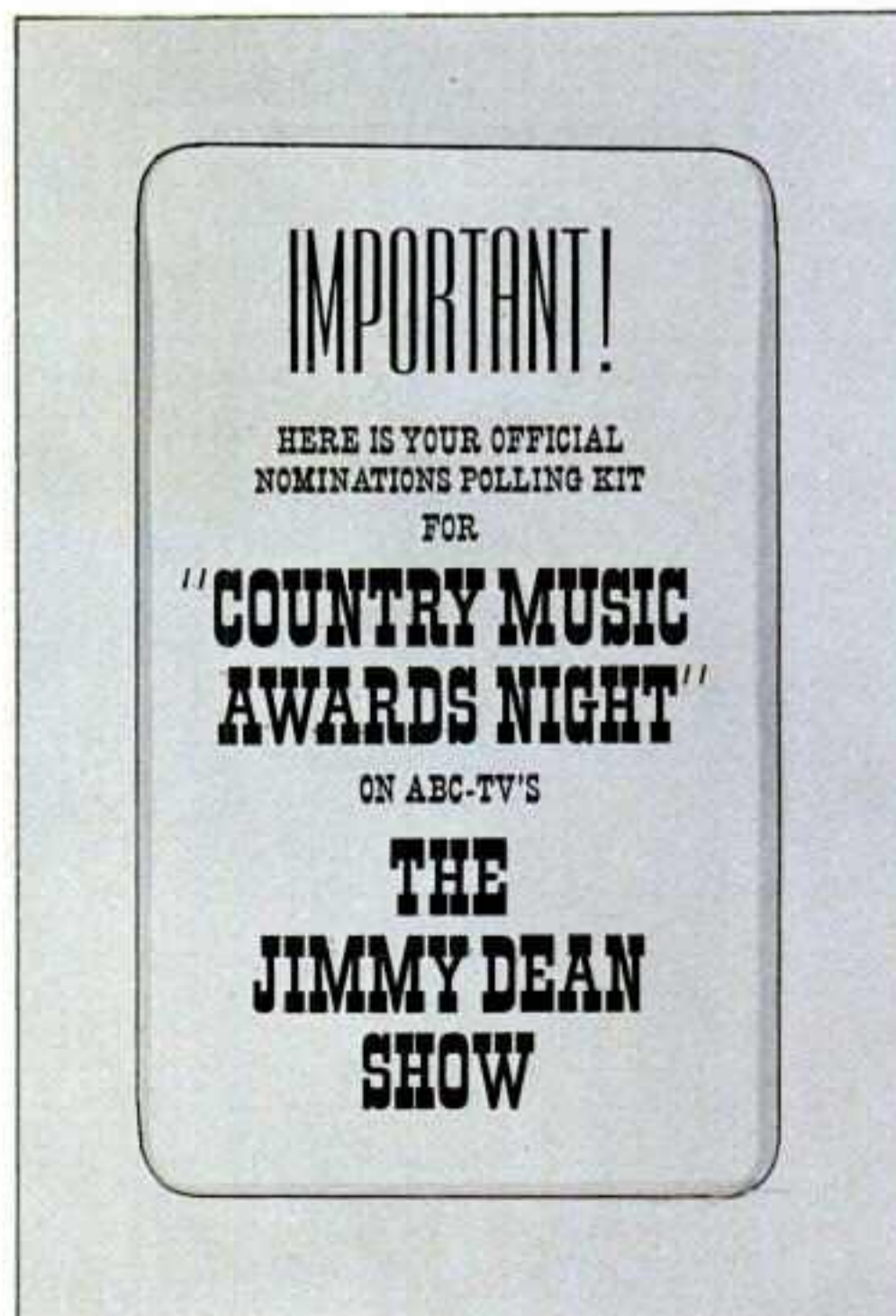
Anderson Heads Stallion Music

NASHVILLE—Country music artist **Bill Anderson** has formed his own music publishing company, **Stallion Music, Inc.**, and the first song under the firm's banner is "Charlotte," by **Weldon Myrick**, Anderson's steel guitarist.

Anderson is president of the new firm, and **Moneen Carpenter**, his office manager, is secretary. **Miss Carpenter** is also a composer and is currently under contract to **Pamper Music, Inc.**

She said the new firm will work on developing mainly a country music catalog, but will also publish country-pop. The new company is affiliated with **BMI**. Anderson stars in "The Bill Anderson Show," syndicated TV country music show now seen in 35 markets.

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



WATCH FOR THIS ENVELOPE IN THE MAIL FROM BILLBOARD

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!

“The Sweetheart Tree”
by the
KING FAMILY

#5647



THE SINGLES WINNER—
FROM THE WARNER BROS. HIT FILM

**THE GREAT RACE**

THE FIRST NAME IN SOUND



WARNER BROS.
RECORDS

Job Corps Launches Pilot Program Aided by WEAM

• Continued from page 1

5,000 youths, according to police estimates. E. Stewart Forrester, Job Corps screening director with the U. S. Office of Economic Opportunity, said that as a result of the show "I've reached kids tonight it would take me years to reach otherwise." Forrester worked with Murray (the K) Kaufman on the CBS-TV show of June 28 that featured 24 recording acts.

Bob Johnson of the Washington Job Corps office said that the WEAM Radio production was a "tremendous" show. "The Office of Economic Opportunity is totally enthusiastic and eager to sponsor this sort of thing. It's the first time recruitment for the Job Corps has ever been attempted in this way." Results have already shown an increased enlistment in Job Corps from the area, he said.

"We feel this can be and should be a national program. It means a great deal to the kids and stimulates an interest in Job Corps."

"It's What's Happening, Baby! III" was slated to be presented Friday (16), according to WEAM Radio vice-president and general manager Harry Averill. The number four show has been tentatively scheduled for Tuesday (20) or Wednesday (21). Artists on the first show included Chuck Jackson, Maxine Brown, the Showmen, Link Wray, Johnny Thunder, Candy and the Kisses, the Guess Who's, Willie and the Hand Jives, Vicki Baines, the Nu-Tones, Diana Batts and Miss D. C.



GREETING DOWNBEAT RECORDS ARTIST DEBBIE DAY as she stepped off the plane in Dallas, was music director Randy Ryder of the country music station KPCN Radio in Grand Prairie, near Dallas. Miss Day, shown presenting Ryder with a copy of her latest release, "A Million Heartaches," was interviewed and made an honorary member of the KPCN country music listening club.

The Friday night show was to feature Al Martino, the Mitchell Trio, Mickey Lee Lane, Vicki Baines, Evie Sands, Link Wray, and others. The three shows are being held in different locations each time.

NBC-TV's "Huntley-Brinkley Report" network news show plans to tape about five minutes of the fourth show which will be held in an Alexandria, Va., roller skating rink.

The Murray the K show over CBS-TV, while obtaining a very

high A. C. Nielsen rating—ending with a 28—was panned by New York TV critics and certain Washington officials, including Sen. Everett M. Dirksen's office. The senator's office was also not entirely happy about the personal appearance shows being conducted.

Runs Editorial

The Washington Post ran an editorial July 5 titled "It's What's Happening, Senator," which responded to the cries of

(Continued on page 42)

KMBC Retains RRR Crown in Kansas City

KANSAS CITY, Mo. — Though troubled with a strike, radio station KMBC AM-FM retained Billboard's Radio Response Rating Kansas City crown (see chart, page 41) this week. The good music station scored a hefty 48 per cent of the total points regarding the influencing of popular LP's. This was an increase over the 44 per cent reported in a similar survey in April 1964.

The station has been minus its regular staff of disk jockeys since June 15, when they walked out over an American Federation of TV and Radio Artists disagreement. However, the Metromedia outlet has not been entirely handicapped for lack of deejays. Executives of the chain have been sitting in on a rotating basis as disk jockeys. These have included general manager Jack Thayer of WHK, Cleveland; general manager Dave Croninger of WIP, Philadelphia; general manager Allan Henry of KLAC, Los Angeles; Don Kelly of WCBM, Baltimore, and program director Varner Paulsen of WNEW, New York.

The station has featured highly identifiable air personalities. In the current survey, these disk jockeys, in spite of not being on the air, were still listed by dealers and distributors as being highly influential in the sale of records. Tom Dunn, program director of KMBC, said the station has established its identity via strong air personalities, "all of whom have been

here quite a while, as disk jockeys go." A stable deejay line up, he said, contributed a great percentage to the station's success. He felt that deejays, such as the ones at KMBC, had more to offer a good music station than a Top 40 in the way of station identity.

WHB at Top

One interesting thing to note in influencing the sale of popular singles in the market is that radio station WHB now holds the entire field. The station was top in influencing the sale of popular singles in Billboard's Radio Response Rating of April 1964 with a 55 per cent. KUDL and KMBC followed. Now, however, WHB holds 100 per cent due to the change-in-format experienced by KUDL, which went to good music, and a tightening of format at radio station KMBC. KMBC, last survey scored in influencing the sale of popular singles and was No. 1 in influencing the sale of jazz records.

KUDL, incidentally, did not show up on Billboard's recent survey of the market as influencing popular LP sales.

KPRS holds 100 per cent of the market in influencing the sale of r&b product. In April, 1964, WHB and KUDL took small shares of this. KPRS-FM gathered in the lion's share of the market in creating jazz record sales this time—82 per cent. The field had been held previously by KMBC, with 59 per cent, followed by KPRS with 37 per cent.

'Fanfare' Blowing Up A Disk Talent Storm

NEW YORK—In his fourth show of the season over CBS-TV network, Al Hirt's "Fanfare" continued as a pace-setting exposure for record talent. And the flow is to increase. A future show will include the Supremes, Herman's Hermits, Allan Sherman, Woody Herman and Roy Clark.

The Saturday (9) show smoothly showcased Capitol Records' artist Bobby Rydell, RCA Victor's Peggy March, Mercury Records' Bitter End Singers, comedian Jackie Vernon, Big Tiny Little and Roberta Sherwood. And, of course, the big showman himself, Al Hirt. Hirt, incidentally, kicked the music off with his best-selling "Java," then a medley that included "Sugarlips." The show, although not as much as the teen-oriented "Shindig" or "Hullabaloo," used the almost characteristic bevy of dancing girls to create visual excitement.

Rydell sang "Hello, Young Lovers" in a finger-popping manner and sat in for a drum duet that was good. Peggy March was really great. Roberta Sherwood came on strong with a jazzed-up "You Are My Sunshine" and the country-flavored "Be Honest With Me." She then teamed up with Hirt for a "Lazzy River" version that could be a show-stopper anyplace.

Hirt, with the aplomb of years of night club experience, hosted his own show quite well.

About the only criticism one could find is that the show would have been better if it had contained the same intimacy Hirt captures in his New Orleans night club.

A. C. Nielsen Co. rated the CBS network show about even throughout the hour with the other networks. The competition was "Flipper" and "The King Family" show. The two music shows finished in a tie with about 9 per cent of the listening audience, but NBC was almost even with a 5 per cent—very close as ratings go.

The show is connected with the Ed Sullivan productions operation. Bob Precht is the executive producer. Bob Arthur produces.

Artists slated for the Saturday (19) show included Eddy Rameau, Shari Lewis, Eydie Gorme, Leonard Rose, the Travelers Three and Carole Reinhart. Leslie Gore of Mercury Records is slated for a future show, along with Tom Jones, country comedian Minnie Pearl, Sergio Franchi, Little Anthony and the Imperials, and the Ronettes.

Noteworthy is the fact that Al Hirt has announced intentions to feature some of his New Orleans neighbors—jazz artists from Preservation Hall and Dixieland Hall, located in New Orleans' famous French Quarter, all of whom are considered to be among the jazz greats.

CLAUDE HALL

RADIO RESPONSE ROUNDUP

WKNR, WJR Hitting Pay Dirt, Thanks to 2 Air Personalities

By CLAUDE HALL

DETROIT—Two deejays—one in the Top 40 field and the other a middle-of-the-roader—are basically responsible for the tremendous success of radio stations WKNR and WJR here in influencing the sale of records . . . and may be largely responsible for the success of the radio stations in reaching an audience.

WJR station manager James H. Quello said that his good music station was proud of J. P. McCarthy. "He's the No. 1 radio personality in town. Everybody knows him and he's in good part responsible . . . a major factor . . . in influencing the sale of popular LP's in Detroit." In Billboard's Radio Response Rating Survey last week of the Detroit market—ranked the country's fifth radio market—McCarthy was rated No. 1 in influencing radio listeners to purchase popular LP's. The station was rated first in the same category, but what makes it a unique situation is that the station gained strength to capture the top position since a similar Billboard survey of May 16, 1964, when it was in second place behind WCAR.

And the reason, according to Quello, is the power of Mc-

Carthy. McCarthy had been with the station at one time, then left to work on a San Francisco radio station. He returned to WJR since the last Billboard survey. He's so effective that WJR airs him 6:30-9 a.m. and 3:15-6 p.m., traffic time. "After all, this is the motor city of the world . . . a big car place," Quello said. McCarthy's program features middle-of-the-road records mostly, Quello said, "but we're programming more contemporary music now, anything short of rock 'n' roll."

In influencing the sale of popular LP's, the major stations, in order, are WJR, WCAR, WWJ, and WJBK. WJR and WCAR have most of the power; in fact, WJR's DJ McCarthy had 52 per cent of the total points in Billboard's survey, followed by WCAR deejay Joe Bacarell with 36 per cent.

WJR, incidentally, tied for second place with WWJ in influencing the sale of conservative type records, was No. 1 in influencing the sale of classical records, and showed up fairly well as a power in influencing the sale of folk records.

Both Gain

The top position in the sale of popular singles was again captured by radio station WKNR and its disk jockey, Bob Green.

In fact, both station and disk jockey gained strength. WKNR-Radio was rated 33 per cent in May 16, 1964, but increased its influence to 44 per cent as of last week. Green increased two points to 30 per cent.

WKNR-Radio general manager Walter Patterson said the Top 40 station isn't doing anything different, "but we are fortunate in accumulating listeners." A recent Pulse study showed the 24-hour station as reaching 292,900 separate households during a day.

"We're not cocky, but we watch our position closely and never let up," he said. While the station does believe in strong air personalities,—"some are and some aren't"—it also practices "giving more music and keeping talk to a minimum." The station's "sound" is very important, Patterson said.

The station featured a middle-of-the-road format until Nov. 1, 1963, when it went Top 40. "We've pulled the fastest turnaround of any station in the country," Patterson said. "What's happening is the more we go, the more we get." The station plays the top 31 records and distributes 99,000 copies of a hit list of these songs. Patterson said the station has a "refrig-

(Continued on page 44)

VOX JOX

There's something new every day, it seems. Now Kurt van Dyk, assistant manager of radio station KCMK-FM, Kansas City, Mo., has burst asunder the Old World's Endurance Marathon Record formerly held, we believe by Peter Tripp of station WMGM (now WHN), New York. About 6 p.m. Monday (June 21), van Dyk began broadcasting. He handled DJ chores, including announcing, commercials, and newscasts, for a total of 210 hours, 40 minutes, and 10 seconds—20 minutes more than the old record set about 10 years ago. Come on, New York. . . are you going to let Dyk do this to you?

Bill Gordon, former program director of WNJH, Hammon-ton, N. J., and, more recently, of WNAK, Wilkes-Barre, Pa., has joined the staff at WKBO, Harrisburg, Pa. Best of luck, Bill. . . WIST-Radio's "Good Guy" Larry Black took up sky-diving in the Charlotte, N. C., area over the July 4 weekend, but a bad landing resulted in a back injury and a two-week stay in Charlotte Memorial Hospital room, which was turned into a temporary broadcast studio for Larry's program.

Congratulations, Alfred, on your promotion to vice-president for radio of Group One Broadcasting. Alfred G. Grosby had been manager of WAKR-Radio, Akron, Ohio, a Group One station. . . Jean Hight, veteran CBS Radio Network announcer-producer-director, will be feted at a "Jean-A-Go-Go Discotheque" Thursday (29). The occasion is Jean's retirement after 34 years with the network and her contribution in one form or another to more than 30,000 broadcasts. She worked with such musical giants as Andre Kostelanetz, Glenn Miller, Harry James, Raymond Paige, and Percy Faith.

KJR-Radio, Seattle, sponsored a "Go-Go Race Festival" June 20 at Kent, Wash., but the real winner of the all-encompassing speed show featuring motorcycles, sports cars, and dragsters, was the Children's Orthopedic Hospital. KJR manager Gaylen S. Blackford and program director Pat O'Day turned over \$9,571.93 to the hospital July 8 for their free care program. . . Ted Cramer, program director at KCKN, Kansas City, Mo., has shifted to the same position at WTAP, Clarksburg, W. Va. Drop us a line on your programming, Ted.

CLAUDE HALL

RADIO RESPONSE RATING

KANSAS CITY . . . Second Cycle
JULY 24, 1965

TOP STATIONS

| Rank | Call Letters | % of Total Points |
|------------------------|------------------|-------------------|
| ★ POP Singles | | |
| 1. | WHB | 100% |
| ★ POP LP's | | |
| 1. | KMBC | 48% |
| 2. | KDAF | 30% |
| 3. | KCMO | 22% |
| ★ R&B | | |
| 1. | KPRS | 100% |
| ★ COUNTRY | | |
| 1. | KCKN | 79% |
| 2. | KCMO (12mid-5AM) | 21% |
| ★ CONSERVATIVE | | |
| (Not in Rank Order) | | |
| KCMO-FM | | |
| KBEA (Mission, Kansas) | | |
| KUDL | | |
| KCJC-FM | | |
| KMBC-FM | | |
| ★ FOLK | | |
| 1. | KMBC-FM | 75% |
| 2. | KCMO | 25% |
| ★ CLASSICAL | | |
| 1. | KCMO-FM | 61% |
| 2. | WDAF | 13%(TIE) |
| 3. | KXTR-FM | 13%(TIE) |
| 4. | KCJC-FM | 13%(TIE) |

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. | Ron Martin | WHB | 50% |
| 2. | Frosty Harris | WHB | 17%(TIE) |
| 3. | Jerry Mason | WHB | 17%(TIE) |
| 4. | Jim Gammon | WHB | 9% |
| 5. | Gene Woody | WHB | 7% |

BY TIME SLOT

| | |
|-----------------|--------------------|
| Morning | Don Loughane, WHB |
| Mid-Morning | Jim Gammon, WHB |
| Early Afternoon | Jerry Mason, WHB |
| Traffic Man | Ron Martin, WHB |
| Early Evening | Frosty Harris, WHB |
| All Night | Gene Woody, WHB |

★ PROGRAM DIRECTOR, MUSIC DIRECTOR OR LIBRARIAN

(Most Co-Operative in Exposing New Records)

Ron Martin, WHB Program Director

★ TOP TV BANDSTAND SHOW

(Exposing Artists & Records)
No Local TV Bandstand Show in Kansas City Area.

★ POP LP's

| | | | |
|---|--------------|------|-----|
| 1. | Mark Foster* | KMBC | 34% |
| 2. | Gene Davis | WDAF | 22% |
| 3. | Wayne Stitt* | KMBC | 20% |
| 4. | Jack Elliot | KCMO | 14% |
| Others | | | |
| (Martin Gray, WDAF; Bill Crable, KCMO; Torey Southwick, KMBC) | | | |

(*Strength of disk jockey in influencing sale of records prior to June 15, 1965 at which time he went off the air due to difficulties between station and AFTRA)

BY TIME SLOT

| | |
|-----------------|---|
| Morning | Wayne Stitt*, KMBC |
| Mid-Morning | Torey Southwick*, KMBC |
| Early Afternoon | no domination of time slot by disk jockey |
| Late Afternoon | Mark Foster*, KMBC |
| Early Evening | 1.—Bill Crable KCMO |
| | 2.—Mark Foster KMBC |
| Late Evening | 1.—Martin Gray WDAF (TIE) |
| | 1.—Bill Crable KCMO (TIE) |

★ R&B

| | | | |
|----|--------------|------|-----|
| 1. | Chuck Moore | KPRS | 51% |
| 2. | Tom Reed | KPRS | 22% |
| 3. | Rick Darnell | KPRS | 15% |
| 4. | Dave Butler | KPRS | 12% |

★ JAZZ

| | | | |
|---------------------------------------|----------|---------|-----|
| 1. | Tom Reed | KPRS-FM | 82% |
| Others | | | |
| (Martin Gray, WDAF, KMBC-FM, KCMO-FM) | | | |

★ COUNTRY

| | | | |
|--|--------------|------|-----|
| 1. | Don Rhea | KCKN | 40% |
| 2. | Harry Becker | KCKN | 35% |
| Others | | | |
| (Dave Estes, KCKN; Milt Dickey, KCMO; Pat Sportsman, KCKN) | | | |

STATIONS BY FORMAT

NOTE: Kansas City is the final market to be surveyed in the 2nd cycle of Radio Response Ratings. The 3rd cycle will begin in the August 7 issue.

KANSAS CITY: Country's 21st Radio Market (9 AM; 9 FM). 1 Contemporary, 4 Pop Standard, 1 Pop Standard-Folk-Jazz, 2 Standard, 1 Conservative, 1 Country, 1 Rhythm & Blues, 1 Rhythm & Blues-Jazz, 1 Classical.

KBEA: 1,000 watts. Independent. Music format: Conservative. Does not editorialize. Special programming: Regional football in season. "Analysis," news commentary with William Mims, 7:30 a.m. & 9 p.m. M-F. "Billy Casper Golf" 7:05 a.m. M-F. "Sports Close-up" 8:05 a.m. M-F. "Gallery," featuring news of the art world, 1 p.m. & 8:30 p.m. M-F. "Memory of Sports" 4:30 p.m. Regular 5 min. newscasts. Gen'l mgr. Sam Molen. Send 2 copies of LP's to prog. dir. Fred Broski, 5829 Outlook, Mission, Kansas 66202.

KBEY-FM: ERP 17,600 watts. Simulcast with KBEA.

KCKN: 1,000 watts. An Alexander & Dena Pictures, Inc. station. Music format: Country. Does not editorialize. Special programming: Local high school basketball and football tournaments in season. "Bargain Basement" 9-noon M-F. "Lupe Quintana," a Spanish language show, 8-9:30 p.m. Sun. Don Burley is in charge of news dept. 1 mobile unit. Regular 5-min. newscasts. Gen'l mgr. Glen M. George. Send 3 copies of 45's and 2 copies of LP's to prog. dir. Don Burley, Box 1165, Kansas City, Kansas 66117.

KCKN-FM: ERP 54,000 watts. Simulcast with KCKN.

KCMO: 50,000 watts. A Meredith Owned station. CBS affiliate. Music format: Pop Standard. Editorializes daily. Special programming: Country music from mid-5:30 a.m. Kansas City Athletics baseball, Kansas City Chiefs football and Rockhurst College basketball in season. "Our Changing World," with Earl Nightingale, 6:05 p.m. M-F. "World of Money" 8:30 a.m. M-F. "Managing Your Money" 5:10 p.m. M-F. "Life Line," a conservatively patriotic show 7:30 p.m. M-F. Harold Mack is in charge of 12-man and 1-woman news dept. Mobile units, portable recorders. 15-min. news at 6:55 a.m., 10-min. news at 11:55 a.m. and 5:55 p.m. M-Sat. Gen'l mgr. E. K. Hartenbower. Send 2 copies of 45's and 1 copy of LP's to prog. dir. Bill Reynolds, 125 East 31st St., Kansas City, Mo. 64108.

KCMO-FM: ERP 65,000 watts. Music format: Standard. Same address and personnel as KCMO.

KMBC: 5,000 watts. A Metropolitan Broadcasting station. Music format: Pop Standard. Does not editorialize. Highly identifiable air-personalities. Special programming: Local football in season. "Counselor's Corner" 8-11 p.m. Mon. "Jimmy Fidler," Hollywood news spots and "Doggone Bulletin Board" throughout day M-Sat. Max Bicknell is in charge of 4-man news dept. 1 mobile studio & 1 mobile unit. Regular 5-min. news plus roundups at 7:17, 8 a.m. & 6 p.m. daily. VP & gen'l mgr. Dino Ianni. Prog. dir. Tom Dunn. Send 3 copies of 45's and 2 copies of LP's to music dir., 11th & Central, Kansas City, Mo. 66105.

KMBC-FM: ERP 100,000 watts. Music format: Pop Standard-Folk-Jazz. Special programming: "Opinion in the Capitol" 10-10:30 p.m. Sun. "Balladry," folk show, 9-10 p.m. Tues. & Thurs. "Just Good Jazz" 8-10 p.m. Sun. Send LP's to prog. dir. Chris Stofa. Other personnel and address same as KMBC.

KPRS: 1,000 watts. Independent. Music format: Rhythm and Blues. Negro oriented programming: Editorializes occasionally. Special programming: "Focus On Youth" 3-4 p.m. Sat. "KPRS Round Table" current events forum, 3-3:30 p.m. Sun. Dave Butler is in charge of news dept. Regular 5-min. newscasts on the half hour. Gen'l mgr. Andrew R. Carter. Send 6 copies of 45's and 3 copies of LP's to prog. dir. Chuck Moore, 2814 E. 23rd St., Kansas City, Mo. 64127.

KPRS-FM: ERP 18,500 watts. Music format: Rhythm & Blues-Jazz. Simulcasts part of day with KPRS. Same address and personnel as KPRS.

KUDL: 5,000 watts. ABC affiliate. Music format: Pop Standard. Editorializes daily. Special programming: Golden Gloves boxing, NAIA basketball and Kansas State Univ. basketball in season. "Notes in the News," commentary, 10 a.m. Sun. "Ritmos Dominicales," Spanish language show, 9 p.m. Sun. "Night Club Beat," featuring interviews 10 p.m. M-F. Jack Shefrin is in charge of 3-man news dept. 3 telephone equipped mobile units. Regular 5-min. newscasts. Gen'l mgr. William L. Zimmerman. Send 2 copies each of 45's and LP's to prog. dir. Bob Beck, 800 West 47th St., Kansas City, Mo. 64112.

KXTR-FM: ERP 58,200 watts. Independent. Music format: Classical. Editorializes weekly. Michael Payton is in charge of news dept. Regular 5-min. newscasts. Send 1 copy of Classical LP's to gen'l mgr. and prog. dir. James Christenson, 5938 Metcalf, Shawnee-Mission, Kansas 66202.

WDAF: 5,000 watts. A Taft station. NBC affiliate. Music format: Pop Standard. Editorializes daily. Special programming: "Jack Of All Trades," gardening show, 7-8 p.m. M-F. "Mainstream" 8-9 M-F. "Panorama," current events show, 8-10 p.m. Sun. "Brunch on the Plaza," featuring live music and celebrity interviews, 10-11 a.m. M-F. Bill Leeds is in charge of 19-man combination TV and radio news dept. 5 mobile units. 15-min. news at 8 a.m., 1/2 hour at noon and 70-min. "Report 610" at 6 p.m. daily. Gen'l mgr. Cliff Atkinson. Prog. dir. Ed Giller. Send 2 copies of 45's and LP's to music lib. Patti Mike Wehrich, Signal Hill, Kansas City, Mo. 64108.

WDAF-FM: ERP 35,700 watts. Simulcast with WDAF.

WHB: 10,000 watts. A Storz owned station. Music format: Contemporary. Highly identifiable air-personalities. Editorializes occasionally. Special programming: "Night Beat," talk show with Walt Bodine, 10 p.m.-1 a.m. M-F. 3-man news dept. 1 mobile unit. Regular 5-min. newscasts. Gen'l mgr. George W. Armstrong. Send 4 copies of 45's and 2 copies of LP's to prog. dir. Ron Martin, 10th and McGee, Kansas City, Mo. 64106.

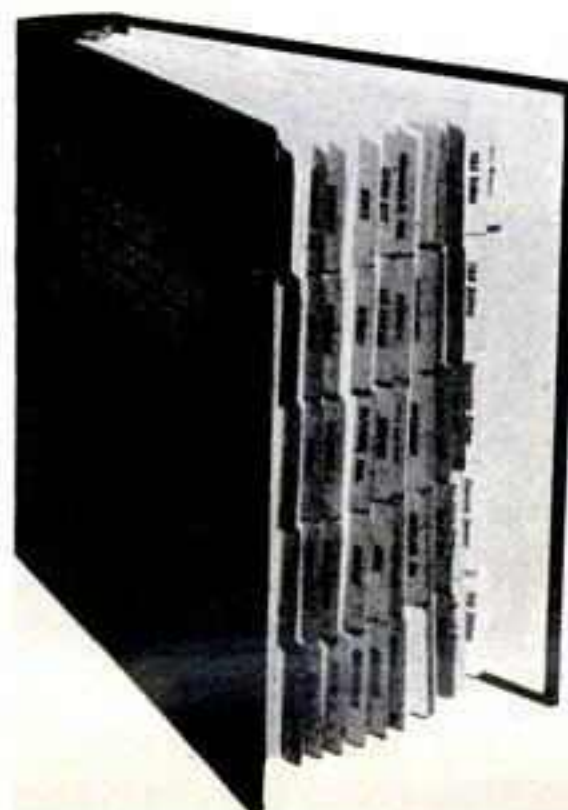


RED CROSS



VISITING SUNNY JIM KELSEY, of WWRL Radio, were a bevy of models carrying champagne to the new "Caravan of Lonely Men" single on Agon label by the Lovers. In the background is Herman of the vocal group.

Speaking of Billboard's HANDBOOK of RADIO RESPONSE RATINGS and Stations by Format



Leo Burnett's Hal Tillson
Vice-President, Manager, Media

says:
"Our buyers find it a darned useful tool and appreciate the updating process through Billboard."

and Crescendo Records
VP Bud Dain

says:
it will be of . . . "tremendous service to people in our industry."

and everybody who has seen a copy says:
It's a must for anyone engaged in the buying, programming or sale of radio time and records.

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while the present supply lasts (no further printing is planned)

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per copy per copy

with full-year subscription to weekly Billboard, for automatic up-dating with new reports published in Billboard on a regular basis (regular Billboard subscription price: \$15 per year).

Job Corps Launches Pilot Program Aided by WEAM

• Continued from page 40

Senators Dirksen and Allott that the program was "shameful," "degrading," "lousy" and "immoral." According to the Post, "A great deal of practical experimentation has established that people pay more attention and have a better degree of comprehension when communicated with in their own language . . . young people watched it and they listened; something they and a good many others would have difficulty doing if exposed to the often incomprehensible effusion of prose that one hears on Capitol Hill." The show has drawn more than 9,500 letters.

Averill of WEAM Radio said that the idea for the personal appearance shows was Job Corps'. "They came to us. The work load turned out to be so great that I frankly wanted out of the project. But the Job Corps asked us to continue . . . that it

was very important. So, we did." He said that WEAM Radio arranged for the acts and handled arrangements for everything. All aspects of the show were free, with the talent donating their services for Job Corps. The shows have been promoted over the air. Radio station personalities serve as emcees of the shows.

Only two brief messages were presented at the Wednesday (30) show, according to WEAM program director Bob Parkinson. "The Job Corps office was well represented by officials from the Washington office," he said, "but the messages—both of them—were two-minute quickies. Eudyce Gordon of the local Job Corps office, known in the area, gave a short speech and a Negro member of the Job Corps said a few words.

Free Singles

The Job Corps was further promoted when the station gave away 3,000 singles as the youths

were leaving the show — all stuffed with Job Corps applications, information, and the Job Corps phone number.

"If this pilot program works out," Parkinson said, "— and it obviously has, the Job Corps said they intended to format the whole package and try to interest other radio stations throughout the country in doing the same type of show.

He approved the idea of the show. "It irks me to see those people in Washington criticizing a show of this nature." He said they didn't know what was going on. Job Corps, he said, has a very difficult job communicating in the Washington area because there's "no way to reach kids unless you get out there and swing with them."

He said the series of three shows was requiring time that he didn't have to spare, "but we'll sell Job Corps for them." His only worry was that the shows seem to be on the verge of becoming a political football.

Although not backed by the Job Corps, many radio stations are sponsoring live record talent shows this summer. For instance, WBAM Radio, Montgomery, Ala., will have a show July 23 featuring the Searchers, the Zombies, Del Shannon, Lesley Gore, Del Reeves, the Shangri-Las, Sam the Sham, and the Premiers. This is one of four shows and will be held in the State Coliseum, which seats about 16,000. Disk jockeys serve as emcees.

KFWB Promotion

KFWB Radio, Los Angeles, promoted a Beach Boy Summer Spectacular July 3 in the Hollywood Bowl. Artists featured included Ian Whitcomb, the Sir Douglas Quintet, the Byrds, the Righteous Brothers, Sam the Sham and the Pharaohs, Desi Dino and Billy, the Kinks and the Beach Boys. About 15,000 attended.

KHEY Radio, El Paso, Tex., is promoting a "Grand Ole Opry" show July 30 that will feature Faron Young, Marion Worth, Johnny and Jonie Mosby, Neal Merritt, Alice Joy and Ford Dickson and the Border Riders.

The REBELation show package, reported in Billboard last week, is sponsored by radio stations in most of the towns in which it appears.

Ozark Opry Show

ST. LOUIS—A CBS-owned TV station presented a country music show, "Ozark Opry," Saturday (17) over the Repertoire Workshop program. Produced by KMOX-TV here, the show was aired in five major markets and over 10 stations of the Eastern Educational Network. The half-hour show featured Paulette Reves, Darrell Gordon, the Singing Aires, Pat Pryor and comedian Bill (Goofer) Atterberry.

Laine WIND Guest

CHICAGO — Sitting in for vacationing deejay Lee Rodgers at WIND Radio last week was recording artist Frankie Laine. The singer, who holds 14 gold disks for million-selling records, handled the 10 a.m.-1 p.m. slot as part of the radio station's third "Summer of Stars" program. Other record artists who've participated in the sit-ins include country artist Eddy Arnold.

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 25, 1960

1. I'm Sorry, Brenda Lee, Decca
2. Only the Lonely, Roy Orbison, Monument
3. Alley Oop, Hollywood Argyles, Lute
4. Everybody's Somebody's Fool, Connie Francis, MGM
5. Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini, Brian Hyland, Leader
6. Mule Skinner Blues, Fendermen, Soma
7. Image of a Girl, Safaris, Eldo
8. Tell Laura I Love Her, Ray Peterson, RCA Victor
9. Please Help Me, I'm Falling, Hank Locklin, RCA Victor
10. That's All You Gotta Do, Brenda Lee, Decca

POP SINGLES—10 Years Ago July 23, 1955

1. Rock Around the Clock, Bill Haley, Decca
2. Learnin' the Blues, Frank Sinatra, Capitol
3. Cherry Pink and Apple Blossom White, Perez Prado, RCA Victor
4. Blossom Fell, Nat King Cole, Capitol
5. Unchained Melody, Les Baxter, Capitol
6. Something's Gotta Give, McGuire Sisters, Coral
7. Hard to Get, Giselle MacKenzie, "X"
8. Ain't It a Shame, Pat Boone, Dot
9. Honey Babe, Art Mooney, MGM
10. It's a Sin to Tell a Lie, Somethin' Smith & the Redheads, Epic

R&B SINGLES—5 Years Ago July 25, 1960

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

POP LP's—5 Years Ago July 25, 1960

1. Button-Down Mind of Bob Newhart, Warner Bros.
2. Sold Out, Kingston Trio, Capitol
3. Elvis Is Back, Elvis Presley, RCA Victor
4. Can Can, Soundtrack, Capitol
5. The Sound of Music, Original Cast, Columbia
6. Encores of Golden Hits, Platters, Mercury
7. Mr. Lucky, Henry Mancini, RCA Victor
8. Theme From a Summer Place, Billy Vaughn, Dot
9. Sentimental Sing Along With Mitch, Mitch Miller, Columbia
10. Lanza Sings Caruso—Caruso Favorites, Mario Lanza-Enrico Caruso, RCA Victor

Disk Tie Charges Denied by Downey

MIAMI — S. Morton (Doc) Downey, peripatetic and often controversial deejay, denied newspaper charges here that he shared in the profits from a record and said he would sue for \$1,000,000 damages.

Downey recently rocketed into the No. 1 rating spot with Station WFUN, but has since been suspended without pay pending full investigation of headlined charges by Miami's Guide last Thursday (15).

In an exclusive telephone interview with Billboard, Downey said a story in the Guide alleging his (Downey's) financial ties with a local record company was filled with "mis-quotes, misinterpretation and redoing of words."

Never Took Money

"I can say absolutely that I never took money nor ever intended to take money for any recording I have played," Downey said.

Steve Palmer, head of Blue Saint Recording Co., which put out the disk, likewise denied that Downey had any connection with his firm or that Downey was to ever receive money from the record.

Downey said he supervised the production of the disk, titled "Don't Bring Me Down," because members of the performing group, the Montells, were personal friends of his.

Money to Charity

Downey said he told Palmer to donate any money which he (Downey) might have coming to him to a civic charity which would supply a band hall for boys who wanted to rehearse and play band instruments.

Palmer said that as producer, Downey would have been en-

titled to about a penny or slightly more per side but that the deejay had asked such a sum be donated to charity because he didn't want to get involved in any conflict of interest.

Palmer said the entire matter was academic, however, because the record had not made any money. He said the record has since been recalled because of local complaints about alleged obscenity in the lyrics.

Added Beeps

Downey said he had substituted "beeps" for words in the lyrics which might have had double entendre. He noted, however, that the tune was originally an English lyric and had been released in its original form by a major record company last October.

Downey said he didn't feel there was anything obscene in the lyric but substituted the "beeps" as a precaution.

Pat Murphy, Guide editor, said his publication first printed a story about the alleged obscene lyrics two weeks ago in response to complaints which had been made to a local city manager.

Volunteered Information

He said Downey complained about the story and in a subsequent interview with a Guide reporter, volunteered the fact that he was to receive a producer's fee on the disk.

In revealing this information, the Guide also ran an editorial questioning the broad moral issue of "whether a man who has the influence of a powerful microphone and a hypnotized teenage audience should have the right to push a product in which he profits."

Murphy said he has not heard from Downey since the publication of the story.

The Sunglows

Their Latest Single

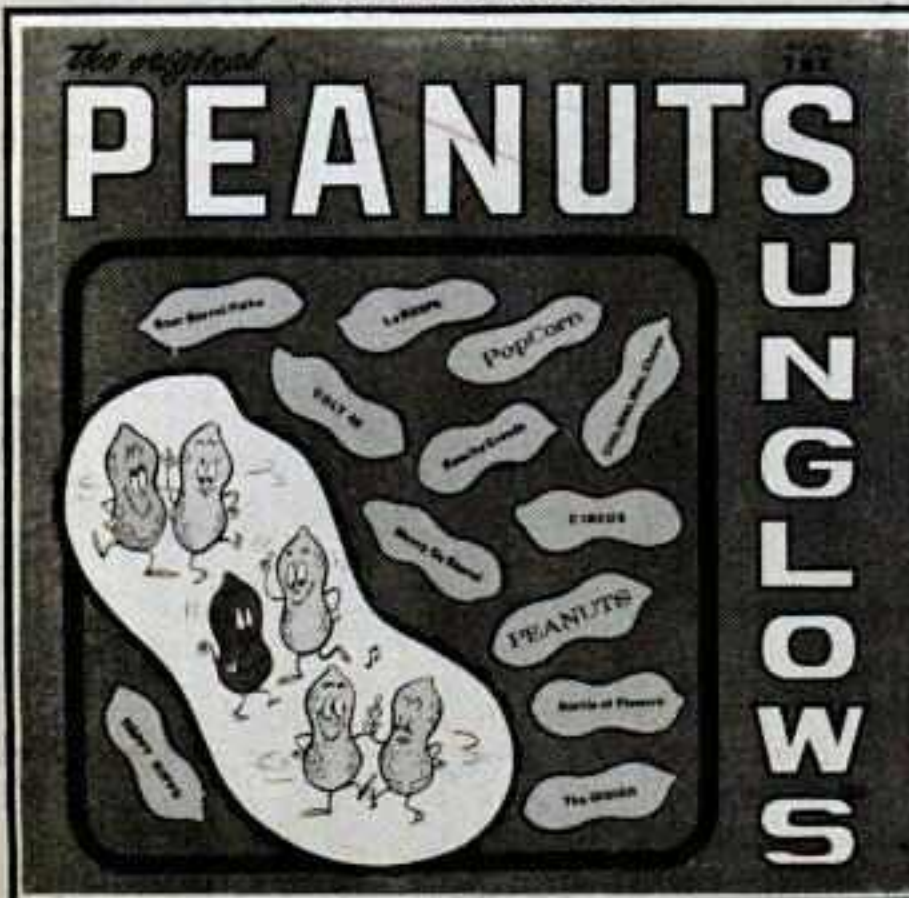
BILLBOARD SPOTLIGHT
SINGLES—TOP 60



POPCORN

b/w
THE CIRCUS
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Their First Album



SLP-103,
Mono &
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Nationally Distributed by
MASTERS RELEASING, INC.
959 Main Street, Buffalo, N. Y. (716) TT 2-0427

Col. Retailer Top Target

• Continued from page 4

but in fact, called on his people to work with those rack-jobbers and one-stops who were taking the full-line. The subdistributors who aroused his ire were the cherry-picking variety who like to cream off the sure-fire hits, but fail to go in-depth in inventory.

Ups Ad Allowances

To encourage the full-line concept, it was revealed that Columbia is increasing its ad allowance from 3 1/3 per cent to 4 per cent for subdistributors, and from 3 1/3 per cent to 6 per cent for full-line retailers. In addition, dating terms have been liberalized to give subdistributors and dealers an opportunity to plan ahead. Terms start as of July 19 and close Oct. 2. Dating will be one-sixth due Oct. 10, one-sixth due Nov. 10, one-third due Dec. 10 and one-third due Jan. 10.

Columbia's all-out "Grow Power" push comes on the heels of a year which saw its sales jump 28 per cent over the previous year.

The convention itself was a highly polished production, moving with a pace, and an organized surefootedness that revealed months of intensive preparation. It opened with the delegates being exposed to a sound-and-film-strip color production, showing in quick succession various angle shots of the new CBS headquarters building in New York.

Columbia then unveiled its August and September releases in an impressive array and integrated via the film-strip and stereo sound method, mixing all types of repertoire. In the latter, the releases were introduced by fellow artists, giving the presentation a unique flavor. Tony Bennett introduced Woody Herman, Andy Griffith introduced Jim Nabors, etc. As a surprise Frank Sinatra introduced Bennett and called him the greatest pop singer.

Particularly effective were the film shots which showed the recording artists in various informal quick-flashes of life. Ken Glancy, Columbia's artist and repertoire chief, handled some of the introductions of the film strips.

Highlights

A highlight during the product presentation was President Goddard Lieber's introduction

of the latest addition to Columbia's Legacy series, "The Mormon Pioneers," featuring the Mormon Tabernacle Choir as recorded by the label's president. Various top Columbia executives rose to discuss their various contributions to the "Grow Power" drive, including Joe Norton, director of sales promotion material and popular albums; Peter Munves, merchandising manager of the Masterworks catalog who stressed the growth of Columbia's classical business and reviewed noteworthy upcoming releases; Bruce Lundvall, merchandising manager, pop albums, who made the Harmony product presentation; Gene Weiss, national promotion director, stressed Columbia's strength in the singles field, naming the chart-rising hits.

Highlights on the entertainment side included a teen-age party, called "This Is Where It's At," featuring numerous teen performers, and produced by Weiss.

For four weeks prior to the convention, stations WFUN and WQAM had conducted a write-in promotion, with kids getting tickets to attend the Columbia teen party Friday (16). Each station delivered 500 youngsters. The 200 Columbia salesmen and promotion men were seated in back of the room and exposed to the electric reaction of the 1,000 youngsters as the teen performers put on their show.

The effect proved to be a clincher in convincing the sales force as to teen-age acceptance of the talent. Columbia gave attending youngsters an LP and contributed \$2 per youngster to the Miami Youth Fund. Miami Mayor Eliot Roosevelt appeared on stage the following night during the concluding banquet to accept the donation.

Teen-Age Artists

Teen-age artists included April Young, Len and Glen, Paul Revere and the Raiders, the Duprees, the Byrds, Billy Joe Royal, the Liverpool Set, the Denims and Linda Gale.

An awards banquet climaxed the convention Saturday (17) night. Columbia President Lieber introduced Mayor Roosevelt. Participating artists adding luster to the affair included Tony Bennett, Steve Lawrence, the Brothers Four, the Ralph Sharon Trio, Michele Lee, Woody Herman, Rheta and Tennyson, and Burns and Schreiber.

GEMA Blasts Bundestag On Copyright Decision

BONN—West Germany's performing rights society, GEMA, is accusing the Bundestag of Nazi-like oppression of creative artists.

GEMA, the German ASCAP counterpart, has just released a searing memorandum appealing to the Bonn parliament for a delay in passage of "reform" copyright legislation.

This legislation, which replaces the 1905 law now in force, has been passed by the lower house of parliament and is now headed for the upper house.

In theory, the legislation represents improved protection for copyright works. It extends copyrights from 50 to 70 years after the owner's death, and it requires tape recorder manufacturers to pay GEMA up to 5 per cent of the retail price of each recorder sold.

Recorder royalty payments in theory compensate the artist for the use of the recorder to tape music.

There are a number of further such provisions in the law ex-

tending copyright protection to keep pace with technological advancement.

Completely Negated

All of these improvements, in GEMA's view, are completely negated by a key provision of the "reform" law placing GEMA firmly under state supervision and control.

Under the 1905 law, GEMA has operated as a freewheeling legal entity responsible to nobody but its members. It has "co-operated" with the Ministry of Justice — but on its own terms.

Meanwhile, GEMA has pressed a drive to increase royalties that is the envy of ASCAP and copyright organizations everywhere. GEMA boasts, with substantial justification, that it is the world's most efficient royalty producing machine.

GEMA's strategy is to get enactment of the reform law postponed until after the September national ballot. It hopes that the new Bundestag will be more sympathetic to its viewpoint than has been the present lame-duck body.

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increases impulse
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Logo A Go-Go

• Continued from page 1

Records, founded 10 years ago, took on the logo of its parent company, American Broadcasting Companies, Inc. The move, according to Larry Newton, president of the record company, is to identify it in the public's mind with the broadcasting entity.

According to Newton, the ABC-Paramount corporate name and trademark will still be retained, "with about half of the label's releases carrying the ABC-Paramount designation and the remainder referred to as ABC releases."

The third major record label with a radio and TV network affiliation is RCA Victor Records. As the Radio Corporation of America is the parent corporation, and as RCA is probably as well known as the National Broadcasting Corp., it is doubtful if an NBC record label is in the offing, either here or overseas.

The emphasis on ABC records rather than ABC-Paramount Records will probably be greater when the label moves into its new building currently under construction at 1330 Sixth Ave. The unit is called the ABC Building.

Shelley Haims to Golden World

DETROIT — Shelley Haims has been named vice-president and general manager of the Golden World, Ric-Tic and Win Gate record labels. He will be in charge of marketing, promotion and product control and will report to Joanne Bratton, president.

Haims has been in the music business for 17 years, holding various posts with King, Mercury, Columbia and Capitol.

**"IT'S
A MAN
DOWN
THERE"**

by G. L. Crockett

4 Brothers #445



Already 75,000 sold and getting solid air play in Baltimore, Chicago, Detroit, Miami, Nashville, New Orleans, Philadelphia, St. Louis and Washington.

Only a few areas still open for distribution.

D. J. 'S: Write or wire for copy today.

4 BROTHERS RECORD PRODUCTIONS

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TOP SELLING RHYTHM & BLUES SINGLES

SPECIAL SURVEY for Week Ending 7/24/65

| 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) | 11 | 21 | 21 | PLEASE DO SOMETHING Don Covay, Atlantic 2286 (Cotillion-Vonglo, BMI) | 7 |
| 2 | 3 | YES, I'M READY Barbara Mason, Arctic 105 (Stillran-Dandelion, BMI) | 12 | 22 | 10 | HOLD ON BABY Sam Hawkins, Blue Cat 112 (Trio, BMI) | 9 |
| 3 | 4 | OO WEE BABY, I LOVE YOU Fred Hughes, Vee Jay 684 (Customa, BMI) | 10 | 23 | 32 | I'LL ALWAYS LOVE YOU Spinners, Motown 1078 (Jobete, BMI) | 3 |
| 4 | 2 | TONIGHT'S THE NIGHT Solomon Burke, Atlantic 2288 (Cotillion, BMI) | 9 | 24 | 30 | SOUTHERN COUNTRY BOY Carter Brothers, Jewel 745 (Dublin, BMI) | 4 |
| 5 | 5 | SITTING IN THE PARK Billy Stewart, Chess 1932 (Chevis, BMI) | 6 | 25 | 27 | BLUE SHADOWS B. B. King, Kent 426 (Arc, BMI) | 7 |
| 6 | 8 | IN THE MIDNIGHT HOUR Wilson Pickett, Atlantic 2289 (Cotillion-East, BMI) | 5 | 26 | 34 | THE TRACKS OF MY TEARS Miracles, Tamla 54118 (Jobete, BMI) | 3 |
| 7 | 7 | I CAN'T WORK NO LONGER Billy Butler, Okeh 7221 (Curton, BMI) | 7 | 27 | 28 | I PUT A SPELL ON YOU Nina Simone, Philips 40286 (Travis, BMI) | 4 |
| 8 | 9 | WATERMELON MAN Gloria Lynne, Fontana 1511 (Hancock, BMI) | 7 | 28 | 33 | NO PITY (In the Naked City) Jackie Wilson, Brunswick 55280 (Merrimac, BMI) | 4 |
| 9 | 6 | WHO'S CHEATING WHO? Little Milton, Checker 1113 (Chevis, BMI) | 7 | 29 | 36 | BUSTER BROWNE Willie Mitchell, HI 2091 (Jec, BMI) | 4 |
| 10 | 11 | DO THE BOOMERANG Jr. Walker & the All Stars, Soul 35012 (Jobete, BMI) | 6 | 30 | 39 | PAPA'S GOT A BRAND NEW BAG James Brown, King 5999 (Lois, BMI) | 2 |
| 11 | 14 | RIDE YOUR PONY Lee Dorsey, Amy 927 (Jarb, BMI) | 6 | 31 | 17 | WELCOME HOME Walter Jackson, Okeh 7219 (Blackwood, BMI) | 9 |
| 12 | 15 | MEETING OVER YONDER Impressions, ABC-Paramount 10670 (Chisound, BMI) | 7 | 32 | 20 | AIN'T IT A SHAME Major Lance, Okeh 7223 (Curton-Jalynne, BMI) | 6 |
| 13 | 13 | CANDY Astors, Stax 170 (East, BMI) | 4 | 33 | 37 | STORM WARNING Volcanos, Arctic 106 (Stillran-Dandelion, BMI) | 2 |
| 14 | 22 | BABY, I'M YOURS Barbara Lewis, Atlantic 2283 (Blackwood, BMI) | 5 | 34 | — | YOU'RE GONNA MAKE ME CRY O. V. Wright, Back Beat 548 (Don, BMI) | 1 |
| 15 | 25 | ONLY THOSE IN LOVE Baby Washington, Sue 129 (Brown, BMI) | 3 | 35 | 38 | THE LOSER Skyliners, Jubilee 5506 (Wemar, BMI) | 3 |
| 16 | 16 | I'LL KEEP HOLDING ON Marvelettes, Tamla 54116 (Jobete, BMI) | 6 | 36 | — | (I Can't Get No) SATISFACTION Rolling Stones, London 9766 (Immediate, BMI) | 1 |
| 17 | 12 | I'VE BEEN LOVING YOU TOO LONG Otis Redding, Volt 126 (East-Time, BMI) | 11 | 37 | 31 | YOU'LL MISS ME (When I'm Gone) Fontella Bass & Bobby McClure, Checker 1111 (Chevis, BMI) | 6 |
| 18 | 18 | IT'S A MAN DOWN THERE G. L. Crockett, 4 Brothers 445 (Fairshake, BMI) | 3 | 38 | — | STOP! LOOK WHAT YOU'RE DOING Carla Thomas, Stax 172 (East-Falart, BMI) | 1 |
| 19 | 19 | IT'S TOO LATE, BABY (Too Late) Arthur Prysock, Old Town 1183 (Pry-Weiss, BMI) | 3 | 39 | — | PRETTY LITTLE BABY Marvin Gaye, Tamla 54117 (Jobete, BMI) | 1 |
| 20 | 29 | ONE MONKEY DON'T STOP NO SHOW Joe Tex, Dial 4011 (Tree, BMI) | 4 | 40 | 40 | WHAT THE WORLD NEEDS NOW IS LOVE Jackie DeShannon, Imperial 66110 (Blue Seas-Jac, ASCAP) | 2 |

NEW ACTION R&B SINGLES

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

- ARKANSAS**
Jimmy McCracklin, Imperial 66116
- CROSSROADS OF LOVE**
Tony & Tyrone, Columbia 43292
- HALLELUJAH**
Invitations, DynoVoice 206
- HAPPY FEET TIME**
Montclairs, Sunburst 106
- HOLD ME, THRILL ME, KISS ME**
Mel Carter, Imperial 66113

- I'M A HAPPY MAN**
Jive Five, United Artists 853
- TAKE ME BACK**
Little Anthony & the Imperials, DCP 1136
- A THRILL A MOMENT**
Kim Weston, Gordy 7041
- YOU BETTER GO**
Derek Martin, Roulette 4631

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

- TOM REED, KPRS, Kansas City, Mo.**
Sugar Dumpling, Sam Cooke, RCA Victor 8631
Sweetheart Tree, Johnny Mathis, Mercury 72464
The Loser, Skyliners, Jubilee 5506
LP—Soul Sounds, Three Sounds, Argo
- SID WOODS, WGEE, Indianapolis**
Pretty Little Baby, Marvin Gaye, Tamla 54117
Arkansas, Jimmy McCracklin, Imperial 66116
Lazy Lover, Geraldine Lathan, Winner
Sugar Dumpling, Sam Cooke, RCA Victor 8631
LP—Lloyd Swings for Sammy, Lloyd Price, Monument MLP 8032
- GENE NOBLES, WLAC, Nashville**
I'll Always Love You, Spinners, Motown 1078
Your Love Is Amazing, Four Tops, Motown 1081
- LE BARON TAYLOR, WCHB, Detroit**
You Better Go, Derek Martin, Roulette 4631
Papa's Got a Brand New Bag, James Brown, King 5999
Agent OO Soul, Edwin Starr, Ric Tic 103
Down by the Seashore, Kenny Gamble, Artic 107
Since I Lost My Baby, Temptations, Gordy 7043
LP—Shotgun, Jr. Walker & the All Stars Play, Soul 35008
- BILL MOSS, WVKO, Columbus, Ohio**
After Loving You, Della Reese, ABC-Paramount 10691
Love Me Now, Brook Benton, Mercury 72446
Stop! Look What You're Doing, Carla Thomas, Stax 172
Willy Nilly, Rufus Thomas, Stax 173
- DR. BOP, WAWA, Milwaukee**
Don't Let It End, Freddie Scott, Columbia 43316
Shake and Finger Pop, Jr. Walker & the All Stars, Soul
You Better Go, Derek Martin, Roulette 4631
You Succeeded, Sandra Phillips, Broadway 402
LP—It's Not Unusual, Dells, Vee Jay VJ 1141 (M)
- "SKIPPER LEE" FROZIER, KCOH, Houston**
You Succeeded, Sandra Phillips, Broadway 402
You've Got to Earn It, Temptations, Gordy 7043
Papa's Got a Brand New Bag, James Brown, King 5999
Talk About the Good Times, Soul Sisters, Sue 130
- AL JEFFERSON, WWIN, Baltimore**
Boss Love, Lee Rogers, D-Town 1050
You Better Go, Derek Martin, Roulette 4631
The Tracks of My Tears, Miracles, Tamla 54118
Where Were You, Ernie Andrews, Capitol 5448

- BOB MCKEE, WAOK, Atlanta**
Small Town Girl, Rounders, Jora
You've Got to Earn It, Temptations, Gordy 7043
You Can't Buy My Love, Barbara Lynn, Jamie
Down to Earth, Billy Eckstine, Motown 1077
My Dog Can't Bark, Muddy Waters, Chess
- GENE POTTS, WGIV, Charlotte, N. C.**
Dear John I'm Going to Leave You, Johnny Thunder, Diamond 185
In the Midnight Hour, Wilson Pickett, Atlantic 2289
You've Got to Earn It, Temptations, Gordy 7043
I Want To Be Loved, Enchanters, Loma 2012
LP—Intimately Yours, Arthur Prysock, Oldtown LP 2008 (M)
- OLIVER "BIG O" MOSS, KCAC, Phoenix, Ariz.**
Agent OO Soul, Edwin Starr, Ric Tic 103
You're Gonna Make Me Cry, O. V. Wright, Back Beat 548
It's Gonna Take a Miracle, Royalties, MGM 13366
LP—Junior Walker and the All Stars Play Shotgun, Soul 701
- BERT BELL, KSOL, San Francisco**
Since I Lost My Baby, Temptations, Gordy 7043
I'm So Thankful, Ikettes, Modern
It's My Turn Now, Carol Fran, Port
- AL SCOTT, KGFJ, Los Angeles**
In the Midnight Hour, Wilson Pickett, Atlantic 2289
Unwind the Twine, Alvin Cash and Crawlers, Mar-vel-us 6006
Agent OO Soul, Edwin Starr, Ric-Tic 103
LP—L. C. Cooke Sings the Great Years of Sam Cooke, Blue Rock MGB 24001 (M); SRB 64001 (S)
- ERVIN "ROCK THE JOCK" GARDNER, WSOX, Savannah, Ga.**
Don't Let It End, Freddie Scott, Columbia 43316
Willy Nilly, Rufus Thomas, Stax 173
Fine Twine, Gene Barge, Checker 1110
No One Can Stop Me, Carol Fran, Port
Let's Do It Over, Joe Simon, Vee Jay 694
LP—Dance With Daddy G., Gene Barge, Checker LP 2994 (M)
- BEN MILES, WANT, Richmond, Va.**
Do the 45, Sharpees, One-Derful 4835
Papa's Got a Brand New Bag, James Brown, King 5999
The Tracks of My Tears, Miracles, Tamla 54118

TOP SELLING R&B LP'S

| This Week | Last Week | Title, Artist, Label & No. | Weeks on Chart |
|-----------|-----------|--|----------------|
| 1 | 2 | JR. WALKER & THE ALL STARS PLAY SHOTGUN, Soul 701 (M); S 701 (S) | 4 |
| 2 | 1 | THE FOUR TOPS, Motown 622 (M); S 622 (S) | 9 |
| 3 | 4 | I DO LOVE YOU, Billy Stewart, Chess LP 1496 (M); (No Stereo) | 4 |
| 4 | 3 | TEMPTATIONS SING SMOKEY, Gordy G 912 (M); CS 912 (S) | 18 |
| 5 | 8 | WE'RE GONNA MAKE IT, Little Milton, Checker LP 2995 (M); LP 2995 (S) | 9 |
| 6 | 5 | TODAY—MY WAY, Nancy Wilson, Capitol T 2321 (M); ST 2321 (S) | 6 |
| 7 | 10 | THE MOST EXCITING ORGAN EVER, Billy Preston, Vee Jay VJ 1123 (M); VJS 1123 (S) | 5 |
| 8 | 7 | MIRACLES GREATEST HITS FROM THE BEGINNING, Tamla T 254 (M); ST 254 (S) | 15 |
| 9 | 9 | THE BEST OF SOLOMON BURKE, Atlantic LP 8109 (M); SD 8109 (S) | 3 |
| 10 | — | (IF IT IS) ONLY FOR TONIGHT, O. V. Wright, Back Beat LP 61 (M) | 1 |

DJ SPOTLIGHT

TOM REED

KPRS Radio, Kansas City, Mo.



Host of both "The Tom Reed Show" and "This is JAZZ" on KPRS-FM, Tom Reed holds an associate in arts degree in radio and TV from Los Angeles City College and a degree in radio production from the California Institute of Radio and TV, Hollywood. He also attended Reedley College, Reedley, Calif., and the University of Southern California, Los Angeles. He worked with the Armed Forces Radio Service while based in England. He is married.

WKNR, WJR Hit Pay Dirt

Continued from page 40

erator full" of promotions and uses them as the need arises.

Also in the Top 40 market, radio station CKLW has increased its power in influencing the sale of records since the last Billboard survey. The market saw WJBK shift format from top 40, where it ranked No. 2 last May, to good music. In May 1964, it was No. 4; now it ranks second. Dave Shafer and Tom Shannon of CKLW now rank second and third behind Bob Green, WKNR.

John Gordon of CKLW, the program director, received the Billboard nod as most co-operative in exposing new records.

Close in R&B Field

In the r&b field, it was a close race, but WCHB-Radio came out on top in influencing records sales. WCHB had 49 per cent; WJLB 44 per cent and FM station WGPR had 7 per cent. WJLB ranked first last May.

Bill Williams, program director at WCHB, attributed the station's increase in influence to a "much tighter format that was launched in January." The station also went 24 hours in April. Williams said DJs on WCHB are now faster with patter than before. "We play 35 of the top-selling R&B records, interspersed every third record with one we think is a good prospect." This has made the station very important in getting listeners to go out and buy r&b product, he said.

"This is a good r&b market. It's the home of Tamla-Motown," he said, adding that he liked to think of his market as the entire population of Detroit.

WJLB, however, scored with the top DJ—Ernie Durham—in the power of influencing record sales. In fact, Durham al-

most captured the whole thing with a 44 per cent. No. 2 in this category was Le Baron Taylor of WCHB, who had 27 per cent.

Interesting to note is that an FM station, WBRB-FM, is now showing muscles in influencing the sale of country music records. The field is still dominated by country powerhouse WEXL, which still came up with 86 per cent of the total points, but it's no longer a one-station field. WBRB-FM showed up with a 14 per cent; it's a new station since the last Billboard survey. Bill Samples of WEXL is still No. 1 disk jockey in getting country music records sold.

Big Band TVer Shown Overseas

NEW YORK — "The Big Bands," a half-hour syndicated TV show that features live-on-tape performances of the great bands such as Count Basie, Tommy Dorsey, Glenn Miller, Guy Lombardo, Vaughn Monroe, and Harry James, is not only being seen in the United States but overseas. The 20th Century-Fox TV series is being aired in Australia, Argentina, Uruguay, the Philippines, Puerto Rico and Bermuda. The series was produced by WGN-TV, Chicago.

KWAM Pickup

MEMPHIS — Radio station KWAM, country music daytimer, staged a two-and-a-half hour "Music Jamboree" live from a big July 4 picnic attended by more than 500 at Lakeview, Miss., a resort area 20 miles from Memphis. Eddie Bond, country music performer and KWAM deejay, was emcee. Artists included Jerry Fox, Dean Cross, Gloria Downing, Jerry Little.

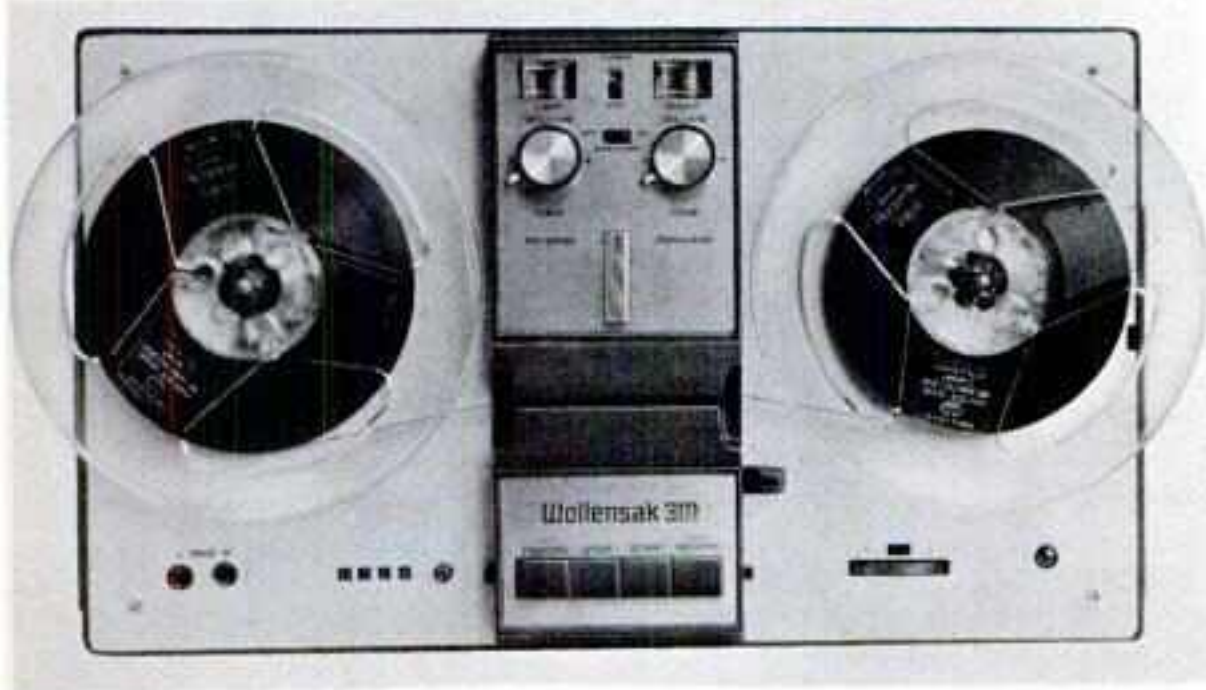
audio | video retailer

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

NEW PRODUCTS

The following new products were selected by Billboard because of the special interest they may have for record dealers. For more information write Audio-Video Editor, Billboard, 188 West Randolph, Chicago 1, Ill.

More Highlights From the Music Show 3M



This central control panel with keyboard controls is featured on all Wollensak 5000 series tape recorders. Units have four recording speeds, VU meters, four digit indexing counter, instant pause control, automatic shutoff, and solid state circuitry. Five new units include monaural, stereo and custom deck models priced from \$149.95 to \$279.95.

Zenith



Priced at \$59.95 is this eight-transistor portable radio which is powered by sunlight. Set also plays on regular AC current or four nickel cadmium batteries. Solar cells in the radio carrying handle supply power from the sun. Frequent use of a solar recharger or an internal AC battery recharger provides up to 7,500 hours of play.

BSR, Ltd.



Compact (UA50) Minichanger weighs in at 4½ pounds, 40 per cent lighter than comparable models and 30 per cent smaller. Plays four speeds, stereo or monaural, stacks six records, operates on battery or AC with automatic shutoff. No list price

Scott



New Stereo Compact unit combines solid state amplifier with a professional changer with two high fidelity speaker systems in matching walnut cabinets. List price is \$299.95 with an FM tuner optional at \$129.95.

Questions and Answers On Floor Stock Refunds

Repeal of the federal excise tax, while giving dealers a price bonus, has nevertheless produced not a few questions in the area of floor stock refunds. Here are a series of questions and answers on the troublesome floor stock problem by Morley P. Thompson of the Baldwin Piano and Organ Company. While Thompson's answers are aimed primarily at musical instruments, the principle holds true for all products covered by the recent excise tax.

Q. Who do I get the refund from?

A. The company you bought the instrument from. If it was a wholesaler apply to the wholesaler. If it was a manufacturer apply to the manufacturer.

Q. On what instruments will I get a refund?

A. 1. Only on new musical instruments subject to tax. This will not include amplifiers and other miscellaneous items.

2. On new instruments in your store or warehouse unsold as of the start of business June 22, 1965.

3. On musical instruments that you own on June 22, whether paid for or not. This will include instruments en route to you.

4. On instruments that are new only—no refunds on repossessions by a dealer or other instruments that have been sold and returned to stock. New instruments include those on demonstration, approval, loan and trial rental if they are returned to your store or warehouse before August 1, 1965, and are to be sold as new, provided you refund all the rent or deposits paid by the customer less any

expense you incur for damages and moving.

5. The instruments must be in your possession, but possession will include instruments you have on loan to a sub-dealer.

6. The instrument must not have been sold before June 22. It will not be eligible for refund if it has been sold even if it is in your possession if under local law title is in the consumer. It cannot qualify if it was sold before June 22 on a conditional sales contract.

7. If you floor plan your merchandise with a bank, manufacturer, or finance company you will get a refund on new instruments so financed. If some of your inventory is on consignment you will not get a refund but rather can be rebilled at a price excluding excise tax by the manufacturer.

Q. How do I get the refund?

A. Prepare an inventory of your stock as of the first moment of business June 22, 1965. This inventory must be a physical count not just a book inventory. Make a separate inventory for each company from which you bought instruments. This inventory must include: your name, address, city and state, the name and address of the manufacturer or wholesaler and identification of the article. For example, in pianos and organs use the serial number, style, wood, brand name, and shipping date of each instrument. For smaller items use the model, type, and make, and indicate the quantity of each. Include date of shipment whenever possible. In the case of items like phonograph records use a title or price category.

This inventory must be signed by you. Be very, very careful. The Internal Revenue Service has announced that this signed inventory will be subject to perjury penalties. It is recommended that you have your public accountant assist you in the preparation of the inventory. This inventory should be sent as soon as possible to your supplier.

Q. How much refund will I get?

A. You will receive a refund of the entire amount of tax paid by the manufacturer. For example, if you purchased an instrument whose price included tax from a manufacturer you will get approximately 9 per cent of the purchase price. If the manufacturer has deductions for freight, co-operative advertising, financing fees, or uses a constructive price your refund will be somewhat less than 9 per cent. If you buy from a wholesaler he will apply to the manufacturer for a refund which will be figured on the manufacturer's price not the wholesaler's price. If you buy direct from a manufacturer and the tax is a separate item on your bill your refund will be that exact amount.

Q. When will I get the refund?

A. This will depend on the individual manufacturer and the Government, but you can speed your refund up by getting your inventory and claim to him as soon as possible and making it accurate and legibly prepared and signed. The legislation provides that you have until December 1, 1965, to file your claim for refund, but prompt filing can greatly speed up the money coming to you. Make it your policy to get your inventory to your manufacturer before the end of July. It may facilitate processing your claim

(Continued on page 46)

New San Francisco Outlet for Goodman

SAN FRANCISCO—Monroe Goodman has added another new outlet to its well-organized

record retail operation here. It's an import shop in the heart of San Francisco, specializing in products from the Orient.

Records and related merchandise are carried at the rear of the store. Bins colorfully decorated in blue and green contain the top albums, picked according to Billboard's chart. New releases are also carried. Singles are pared down to the Top 30, as the heart of San Francisco has little teen-age traffic. However, a selection of children's records are carried.

Such musical instruments as guitars, bongos and ukes are displayed against a background of posters.

The store is open evenings, with personnel working various shifts. Few people are needed since the store has a self-service policy, with one man operating a cash register, plus a few sales people during peak rush hours.

Prices are in line with other rack operations in the areas. The store is one of the best planned in the area. Every inch of space is utilized.

Rose Brothers Plan World's Largest Store

CHICAGO—Remodeling now in progress by record discounter Merrill Rose of one of his two Loop stores will result in what he described as "the world's largest record store."

The expanded outlet, at the site of an existing store at 214 South Wabash Avenue, will have close to 12,000 square feet of floor space on two floors, connected by an escalator.

"We'll be able to display every record on the market," Rose said.

The eight-week remodeling job is scheduled for completion Sept. 1.

Pfanstiehl's

FIRST WITH THE LATEST

NEEDLE DESIGNS!

Cartridge designers set a merry pace for needle makers... it's a never-ending job to keep up with the continuous flow of new American and foreign cartridge designs—but Pfanstiehl does it to serve your phono-needle customers. When you need the latest, order it from Pfanstiehl. Write for a free catalog and self-mailer order forms today.

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ord manufacturing equipment; about 6
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Monthly topical gag service too! Free
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PUBLICATIONS & SERVICES

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Epic-Okeh Conclave Accents Indie Needs

• Continued from page 4

repertoire, and Victor Linn, director of administration.

Doody's seminar conducted for top management on "The Dynamics of Phonograph Record Distribution" reviewed the evolution in record marketing and distribution from the birth of the industry to its present day. He traced the changes in the product itself, and the changes within customers in their tastes and demands. He covered the major developments in disk distribution at the retail level, and the radical changes experienced by the industry with the advent of rack jobbing. He carefully analyzed the inner-relationship between the various sectors of the distribution field to show why certain developments in these areas are inevitable.

Marketing Plan

This was climaxed with his outlining a marketing plan for record distributors to follow. This stressed the need for distributors to set primary goals and employ various sales programs to suit the needs of the various types of customers, such as outlets specializing in country, jazz, classical, rhythm & blues, the college market, and others.

He said that distributors have long looked upon their customers as a single group when instead they comprise several markets, "each with its distinct characteristics and requirements. Doody predicted a continuing expansion of the development whereby distributors become rack jobbers, and rackers become distributors, stating that these are natural developments in a maturing competitive industry.

The marketing specialist said: "Some distributors would do well to think of applying the rack - merchandising principles to their business. But this is not something which everyone should rush out to do. The competition and composition of certain markets would not always make this practical. There are other avenues to follow. For example, some distributors might do well to move gradually away from their traditional type of operation and operate more like manufacturers' agents."

During his second seminar, Doody spotlighted the nation's ever-burgeoning economy, stating that this gives the record industry — "a growth industry beyond doubt" — tremendous potential. "But growth does not make business success automatic," he cautioned. "Success in the record distribution business is given to those who are willing

to apply their creativity and talent to the changing market opportunities which are ahead."

Darrow Speaks

Irving Trust Co.'s Darrow stressed the need for distributors to establish proper trade credit for their own companies. With proper financial support, he said, distributors would be able to earn trade discounts. He advised distributors to carefully select accountants who have established reputations with banks in their areas. He also suggested that the distributors have their accountants prepare good operating statistics on which banks would be willing to loan money at a favorable rate. Banks, he said, usually offer loans at 6 per cent as opposed to finance and factoring company rates of 9 to 18 per cent.

The key to successful business, he said, is for distributors to remain ever aware of the cost of money in doing business.

At a merchandising seminar, Rabinowitz unveiled Epic's new plans for advertising and merchandising programs. Under the new slogan, "Epic . . . the Fastest Growing Name in Recorded Entertainment," he said the firm will intensify its use of specialized ad media. He also revealed plans for increased use of radio spot campaigns which, he said, have proved potent sales builders. Rabinowitz also spotlighted a new array of Epic displays to be used in supporting the firm's sales push.

New Merchandiser

Sales director Hoffman disclosed the availability of a new Epic stereo tape counter merchandiser to be used by dealers in showcasing Epic's four-track tape product. At this point, Hoffman dramatically emphasized the mushrooming quarter-track stereo tape market. More than 162,000 stereo tape customers were added to the market during the past year, he said, bringing its size to more than 650,000 owners of stereo tape equipment. Tape sales at the start of this year were 12 per cent ahead of the previous year, Hoffman said. He then unveiled Epic's new four-track stereo tape release which will be issued in August.

Administration director Linn announced a distributor salesman incentive program which would use merchandise prize points. This, he said, will be in addition to a contest for Epic salesmen offering six-day winter trips to three Epic salesmen and their wives to Bermuda, Nassau, San Juan, St. Thomas or Mexico City. Each Epic prize-winning salesman will also receive a \$100 bonus to help defray baby-sitting costs.

Q's & A's on Floor Stock Refunds

• Continued from page 45

on his Form 720 for the second quarter.

The manufacturer will probably require you to sign a waiver form allowing him to credit your account with the refund as soon as he receives it, and limit the time allowed to apply. Remember this is permissive legislation. Follow the exact instructions of the manufacturer. He is the only one who can apply for a refund and get it for you. It must be done his way. This may not necessarily be the way you want to do it or the way another manufacturer will require.

Q. Why was there a floor stock refund provision?

A. To allow you to continue to

buy while the Excise Tax bill was being considered by the Congress without penalty. Secondly, to allow you to reduce consumer price immediately upon enactment of the legislation so as to give a greater boost to the economy. The purpose of this legislation is to expand the economy and increase employment. Consequently, the Government is anxious to aid you in getting retail prices to consumers down as quickly as possible so that you can sell and order more merchandise this fall. The Government also expects, and the President has asked, you to be sure to translate the tax repeal into lower consumer prices.

BILLBOARD, July 24, 1965

BULK VENDING news

N.V.A. Issues Trinket-Mix Mail Call

Senate Subcommittee Holds Fate of Penny-Mix Machine

CHICAGO—National Vendors Association officials last week called on its members to acquaint the Senate Labor and Health subcommittee with the facts about the industry's candy-charm vending machines.

The subcommittee is currently considering a bill, recently passed by the House, that would alter Food and Drug Administration rulings regarding the mingling of unwrapped confections and trinkets in the same vender.

NVA counsel Don Mitchell said, "We are notifying operators to contact members of the committee, writing on their own business stationery, to acquaint them with the problems the industry would face if the mixing of trinkets and confections is prohibited."

Three Points

Mitchell said that operators will be asked to make three major points in their letters and telegrams to senators:

1. The Federal Courts, in the famous Cavalier Vending case of the early 1950's, held that mixing of non-nutrient substances and candy was a non-adulterating and safe practice.

2. Industry and insurance

company records indicate not one case of illness attributable to consumption of confections that have been mingled with trinkets in a bulk vending machine. In fact, bulk vendors enjoy the lowest product liability insurance rate in the automatic food vending industry.

3. If, as the FDA demands, all trinkets vended with confections are wrapped, the damage to the bulk vending business would be disastrous. This would result from the high cost of wrapping the charms and the loss of point-of-sale attractiveness of the product.

The National Confectioners Association is launching a similar mail campaign.

Passed House

It was through the offices of the NCA that the legislation now before the Senate subcommittee was introduced in the House Committee on Interstate and Foreign Commerce a year ago. The trade-backed legislation was studied closely by the House unit but did not receive attention by the entire body.

The measure was passed out of the same committee in this session, with a report describing comingling of charms and ball gum as "no health threat."

After House passage, the measure was deposited with Sen. Lister Hill's (D., Ala.) Labor and Health subcommittee. Chairman Hill then contacted FDA officials seeking information regarding vending health problems.

FDA Wants

NVA officials believe that the FDA will ask that the measure be amended to require wrapping of all trinkets mixed with confections. The FDA urged the House committee to take similar action, without success.

In addition to chairman Hill, the Senate subcommittee consists of Ralph Yarborough (D., Tex.), Harrison Williams (D., N. J.), Claybourn Pell (D., R. I.), Edward Kennedy (D., Mass.),



DON MITCHELL
"Contact the committee."

Jacob Javits (R., N. Y.) and George Murphy (R., Calif.).

"We must acquaint these senators with our position," Mitchell declared. "If they follow the FDA recommendation, it could eliminate 1-cent trinket machines."

GEORGIA

A Survey of State Business Regulations

Eleventh in a series of reports on State legislation affecting the bulk vending industry. By no means exhaustive, each article carries the name and address of the State official from whom full information may be obtained. Clip and save.

ATLANTA—An inquiry directed to W. T. Bond, director of the Georgia Miscellaneous Tax Unit, brought the following statement with reference to State

regulation of bulk vending equipment:

"In 1960, the Georgia General Assembly enacted a law to provide for registration of cigar and cigaret vending machines. . . . There is no tax on other type coin-operated machines in the State of Georgia."

A number of Georgia municipalities do not participate in the State government's hands-off policy toward vendors in general, however, and operators are advised to familiarize themselves with prevailing ordinances in their route towns and cities.

As far as State regulations are concerned, complete information may be obtained from W. T. Bond, Director; Miscellaneous Tax Unit, Department of Revenue; 502 State Office Building; Atlanta, Georgia 30334.

NEW PRODUCTS

This form is designed for the convenience of bulk operators

PENNY KING

FLICKER ACTION RINGS. Winking eye, monster and a variety of other flicking action rings available for penny and nickel vending. The specific selections include an eight-ring penny machine display, a winking-eye 5-cent capsule display, a winking-eye ring and monster ring 5-cent capsule display. Extra display fronts are available.

ROCKET MIXES. #4-R: Bible bracelet, winking eye rings, monster flicker rings and 10 other action charms make up rocket capsule mixture. #5-R: Hong Kong rings, some with inserts and 12 other rocket items which may be vended one for a nickel in approved rocket wheels. #6-R: 32 different designs including new winking eye, monsters and five series of copyrighted rings. #7-R: Includes the new winking eye and monster flicker rings.

PAUL A. PRICE

NEW CHARMS. Production began last week of "Large Octopus," "Red Ant," "Bat Man" and "Black Widow Spider" charms. The last-named has an elastic attachment to give it lifelike movement.

Watch Out for Wooden Nickels

CONCORD, N. H.—Wooden nickels—55,000 in an issue for the Concord bicentennial—will circulate in the area this summer.

They'll be offered in change by local merchants until August 18, and may be used for purchases here.

The souvenirs are about midway between the size of a conventional quarter and half-dollar and come in green, black, red and blue.

A set of the coins has been sent to the Chase Manhattan Bank in New York for its collection.

Northwestern Names Angott

MORRIS, Ill.—The appointment of Angott Distributing Co., Inc., Detroit, as distributors for the Northwestern Corp. was made effective last month, according to Ray Greiner, manufacturer executive.

President of the distributorship, which is Michigan outlet for the Wurlitzer juke box and other lines of coin-operated amusement equipment, is Carl Angott. Also affiliated with the firm is Carl Angott Jr.

Harold Christiansen Jr. is sales manager for the firm, located at 2616 Puritan Avenue, Detroit.

New Distributor

PHOENIX, Ariz.—A new coin-operated equipment distributorship, Crown Distributors, was opened at 2101 South Seventh Avenue here recently under the management of Anthony Delgado.

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.

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BRAND NEW VICTOR'S L. C. TOPPER

Available in two models:

1. Vending Wrapped Confections
2. Vending 100 Count Gum



1. VENDS ALL WRAPPED CONFECTIONS

No square corners for gum to lodge or jam.
Capacity: 1,250 pieces of wrapped gum. Takes in \$12.50.

Price: Only \$16.50 each. Packed 4 to the case F.O.B. Chicago. Cash box optional, 50¢ extra.

2. VENDS 100 COUNT GUM

Capacity: 1,200 balls of gum. Takes in \$12.00.

Price: Only \$15.00 ea. Packed 4 to the case F.O.B. Chicago. Cash box optional, 50¢ extra.

IMPORTANT ORDERING INFORMATION:

Please specify whether vendor is to be used for dispensing WRAPPED GUM or 100 COUNT GUM.

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Phone: (312) HU 6-4870



Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charm Vender (as illustrated) as well as other Northwestern machines.

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COMPANY.....

ADDRESS.....

CITY.....

Fill in coupon, clip and mail to:

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DR 7-4300

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Billboard

July 24, 1965, 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

Rosen Markets Musicfilm-Juke Box



FLOOD CURRENTS hurled this automobile against the south side of the Apollo-Stereo Building, causing extensive damage to the structure. The Apollo-Stereo firm also sustained heavy damage to equipment stored in the building.

Colo. Rebounds From Flood

By BOB LATIMER

DENVER—Now that the debris is being cleared away following this city's half-million-dollar flood and tornado in June, Colorado operators and distributors are hard at work bringing business back to normal.

Total damage to the operator-distributor community in Colorado will run well over \$250,000, it has been estimated by insurance firm spokesmen.

Worse hit in the Denver area was Paul Hilst, juke box operator who lost his entire shop and most of the equipment he had on hand for repair and storage. The Hilst shop was hit by a 15-foot wall of water on the night of June 16, when gigantic

cloudbursts, accompanied by tornados south of the city, made the Little Platte River a raging torrent.

\$30,000 Loss

Sam and Dan Keys, of Apollo Stereo here, list losses of \$30,000, including inventory, building damage, lost locations and miscellaneous losses. Water filled their Platte Valley building to a depth of four feet, destroying 12 phonographs, 60 games, plus \$5,000 worth of parts. The stock was not insured.

The Apollo Stereo building is located only 100 yards from the bank of the Little Platte. As the water rose, an auto was swept with terrific force against the building wall, causing additional damage.

Upriver, the Lamar-Holly operation of Jess Hockstedtler was caught between two swollen streams.

Route Destroyed

Hockstedtler lost 30 juke boxes, most of them in small-town locations, to the rampaging Arkansas River. A like number of games and vending machines were swept away, he reported. His route was virtually a total loss.

To aid Hockstedtler in re-establishing his remaining locations, Mike Savio, of Draco Sales Co. here, rushed seven juke boxes into the area by truck.

Stranded

Speaking of Savio, he had a narrow escape on the night of

the flood while driving the 70 miles from Colorado Springs to Denver with salesman Gus

(Continued on page 52)

BULLETIN

WASHINGTON—Just before press time last Thursday the Senate voted concurrence with the coinage measure passed by the House on Wednesday (14), making unnecessary a conference to iron out minor differences between the House coinage bill and a companion measure passed earlier by the Senate. The bill may now be sent directly to the President.

House OK's Compatible Coin Bill

WASHINGTON—The possibility of a trade-disrupting new coinage was all but eliminated last Wednesday (14) with House passage of the Administration's silver conservation bill virtually in toto by a 255 to 151 roll call vote.

In clearing the House, the measure was subjected to several minor amendments that must be reconciled with the Senate version approved June 24. Harmonizing the two bills will be, more or less, routine. The President is expected to sign the bill into law without delay.

It now appears certain that by next year the U. S. Mint will be turning out dimes and quarters containing no silver, and half dollars reduced in silver content from 90 to 40 per cent. Dimes and quarters will be composed of copper sandwiched between cupronickel outer layers. All three new coin types will function with "eddy-current" coin machine mechanisms as efficiently as present coins.

The Treasury has recom-

mended no change in 1 and 5-cent pieces.

Industry uneasiness about an incompatible new coinage was greatly reduced in early June when President Johnson, in a message to Congress which acknowledged the subsidiary coinage needs of the automatic merchandising industry, made a recommendation satisfactory to the trade in every respect.

The National Automatic Merchandising Association at that juncture submitted testimony endorsing LBJ's new coinage to congressional committees and encouraged NAMA members to voice approval through congressional contact. Hundreds of members responded.

The only significant opposition to the Administration measure in Congress came from Western senators and representatives, seeking to retain silver in all subsidiary coins. A Senate faction led by Alan Bible (D., Nev.) sought to keep 40 per cent silver in dimes, quarters and half dollars. A similar attempt was

made in the House led by Rep. Wayne N. Aspinall (D., Colo.), who called the bill "too drastic."

No Threat

From the industry standpoint, even the slim chance of victory by silver-producing interests did not pose a threat. Coins with 40 per cent silver would have filled industry needs as well—at least for a time. Congress wisely heeded the Treasury recommendation to consider the matter of long-term supply.

The House Banking Committee had recommended removal of all silver, including the half dollar, but the House last Wednesday rejected the proposal 94 to 48. This was viewed by some as a slight compromise with silver-producing interests.

The President's coinage bill and its intact passage by Congress have been received with satisfaction by industry leaders, many of whom worked closely with U. S. Treasury officials in development of a new coin compatible with the trade's equipment.

Industry trade associations, such as the NAMA, the Music Operators of America, the National Coin Machine Distributors Association and the National Vendors Association, helped acquaint Congressmen with industry needs by official contact and membership mail drives.

As soon as the bill is signed into law, the Treasury hopes to have the Mint rush into production 3,500,000,000 of the new coins during the first year, and another 7 billion the second year. New coins will not emerge until production is in full swing.

During the transition period, both new and old coins will be circulated. The Treasury has told the President that even the 10,500,000,000 new coins added to the present coinage in the next two years will not be sufficient for a complete transition.

Legislation provides for special commission of government and industry to keep a continuing watch on coin developments.

PHILADELPHIA — David Rosen, Inc., here has ready for shipment to coin machine operators a combination sound-film-juke box machine called Filmotheque-Diskotheque.

The new product marries the basic sound film projector, for which David Rosen, Inc., recently secured national distribution rights from the International Phonovision Society of Milan, with the Rowe-AMI juke box mechanism.

Rosen is, of course, a major distributor for Rowe AC Manufacturing Co.

Declared David Rosen, president of the firm which bears his name: "This new coin-operated unit combines the best features of the music machine with the motion picture playing machine." With apparent reference to plans announced recently for manufacture of a machine similar in concept, Rosen added: "Filmotheque-Diskotheque is available right now."

With Film

Also ready for delivery, Rosen said, are 612 film titles, sole U. S. sales and distribution rights for which he also secured from the Phonovision firm.

Rosen added that he is ready to purchase additional films from a variety of sources. His lease arrangement includes a guaranteed film supply, he said.

Rosen is making his film library available to operators of every type of musicfilm machine.

The Filmotheque-Diskotheque unit is being offered by Rosen on a \$20-per-week rental basis, Rosen announced, with an "action-profit" plan available to established industry distributors and operators. Eventually, he intends to appoint exclusive distributorships throughout the country, but only to persons "already identified with the coin industry."

No Outsiders

"We are not looking for any outsiders," he declared. This is not for the fast-buck guys who are not interested in furthering our industry's image."

The machine was described by Rosen as housing the juke box mechanism within the film projector cabinet, with selection buttons for films and records on the same panel. The unit will be programmed with 20 film titles at 25 cents per play and with from 80 to 200 juke box selections, depending on the model of mechanism, used in the machine. Records will play at three for a quarter or single plays for a dime.

Rosen said that although his Filmotheque-Diskotheque units incorporate Rowe-AMI equipment, operator buyers could conceivably utilize other makes of mechanism with the film projector unit.

To Manufacture?

Rosen was asked about possible plans to manufacture the entire machine in this country, but he declined to broach the subject "at this time."

"This machine embraces the music machine instead of competing with it," Rosen asserted. "A single unit will do both jobs

(Continued on page 52)

Our modern new Factory is devoted exclusively to manufacturing

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QUALITY CUE STICKS
Professional Design—Long Life
 Write for details.
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Say You Saw It in Billboard

Big Five Firms Report Game Shipments Up in First Half

By RAY BRACK

CHICAGO — Shipments for the first half of 1965 by the big five amusement equipment manufacturers here are reported well ahead of the same 1964 period. One of the major game firms

reported unit movement running 50 per cent ahead of last year.

Although comparative 1964-1965 figures are not available, top executives for the big five reported shipment increases averaging about 25 per cent above last year.

The increase, manufacturer spokesmen agreed, is indicative of a steadily improving amusement industry business picture in the U. S. and abroad.

Domestic Scene

On the domestic scene, encouraging developments in the area of legislation—the ever-constant industry nemesis—have brightened the market picture. A new, common-sense definition of free play in Texas, a precedent-setting operator-licensing law up for gubernatorial consideration in New York and the pocket veto of game-prohibition legislation in Puerto Rico—all are seen hopefully as a trend toward legislative enlightenment with regard to an oft-misunderstood industry.

Federal excise tax repeal should also have a favorable impact on game sales.

Although prohibitive legislation currently leaves the Italian market in doubt, and with the French market facing, according to some reports, pin games saturation—Chicago's big five manufacturers have for several years been successfully cultivating other Continental, African and Far East markets. Japan, for example, has proven greatly receptive to U. S. amusement equipment.

Domestically, manufacturer optimism over the market is supported by Billboard's annual industry poll indicating that the average operator increased the games segment of his business to 64 pieces in 1964 as compared to 49 pieces in 1963.

The Billboard survey also revealed that the average operator derived 35 per cent of his income from amusement game equipment in 1964.

Big Five

The big five manufacturers—Bally Manufacturing Co., The Chicago Coin Machine division of Chicago Dynamic Industries, Inc., D. Gottlieb & Co., Midway Manufacturing Co. and Williams Electronic Manufacturing Corp.—marketed a total of 30 new games during the first six months of 1965.

Breakdown of the new games as to type is as follows: 16 pin-ball games; 9 shuffle and big-ball type bowlers; 5 arcade-oriented games (baseball, target and golf games).

No let-up in new product development is expected in the second half, with the big five looking forward to the Music Operators of America trade show here Sept. 11-13. A number of new games will undoubtedly be shown for the first time by the major manufacturers at the show.

New Models

Among the new models tentatively slated for introduction in the second half are ball and shuffle bowlers in development by Midway Manufacturing Co.

A keynote for the games industry for years to come may have been struck in a memo prepared recently by a New York State legislator on behalf of a trade-backed operator-licensing and replay definition bill. Declared the solon: "Although juke boxes are not covered by the licensing requirement, they are related to it. Because it would be economically impossible to engage in operating juke boxes without coin-operated amusement games."

Steadily increasing game shipments may well bear out the accuracy of the legislator's observation.

Illini to Launch Survey Of Municipal Licenses

AURORA, Ill.—The Illinois Coin Machine Operators Association will begin collecting data on city licensing ordinances at its quarterly meeting in Springfield July 25, association president Bill Poss announced here last week.

"Association members who cannot attend the meeting are being requested to mail us information regarding local licenses," Poss said.

Poss also issued an official association statement advising all members to delay filing of their \$10 State amusement machine license forms pending action by Gov. Otto Kerner on a bill passed in the recent session of the legislature eliminating that particular license. The governor is expected to sign

the bill prior to the August 11 filing deadline.

Springfield Meet

The Springfield meeting will be held in the Holiday Inn East motel, with a social gathering scheduled for Saturday evening (the 24th) and a business meeting at 1 p.m. the following afternoon. A buffet luncheon will follow the business session.

Poss suggested that members make reservations with the motel as early as possible.

Local licensing data may be mailed to Poss here at Valley Music Co., 164 N. Farnsworth Avenue or to association legislative committee chairman Les Montooth at 506 Evans, Peoria, Ill.

Philadelphia Assn. Honors J. Silverman

PHILADELPHIA — Joseph Silverman, business manager of the Amusement Machine Assn. of Philadelphia, will be honored at a testimonial dinner to be given Nov. 14 at the Latin Casino, Pensauken, N. J.

The occasion will mark the 30th anniversary of Silverman's stewardship of the association and the group's 36th anniversary. AMOP members operate in more than 10,000 locations in the Philadelphia area.

Wurlitzer Has Holiday

NORTH TONAWANDA, N. Y.—The Wurlitzer factory here will shut down for the annual employees' vacation from July 17 through Aug. 8.

No shipments will be made during the vacation period.

West Virginia Sets Annual Conclave Date

CHARLESTON, W. Va.—The West Virginia Music Vending Association, fresh from its recent legislative victories, holds its annual convention at the Holiday Inn here Aug. 26-28.

The group scored five legislative victories in the last session, the most important of which was a new machine licensing schedule that will save operators an estimated \$50,000 per year.

Defeated were bills which would make possession of bingo games a felony, which would bar persons less than 16 years old from playing coin games, which would have added another cent to the State cigaret excise tax and which would have made unattended cigaret machines illegal.



BOB SLIFER
 Executive Director

N. C. M. D. A. THE GROWTH ASSOCIATION

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30 North La Salle Street, Chicago, Illinois 60602 Phone: STate 2-6096



ALVIN D. SHAFFER, Rowe AC vice-president and general manager, has been named chairman of the 1965 United Fund of Morris County, New Jersey. A goal of \$750,000 has been set for health, welfare and recreational services.

ALL MACHINES READY FOR LOCATION

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| Gottlieb Contest, 4P | \$110.00 |
| Gottlieb Flipper | 145.00 |
| Gottlieb Gaucho, 4P | 295.00 |
| Gottlieb Liberty Belle, 4P | 275.00 |
| Gottlieb North Star | 345.00 |
| Gottlieb Sitting Pretty | 75.00 |
| Bally Challenger Bowler | 125.00 |
| United Handicap Bowler | 95.00 |
| AMI Continental 1 | 300.00 |
| AMI J 120 | 225.00 |
| Seeburg B | 75.00 |
| Seeburg D5 160 | 695.00 |
| Seeburg Q 160 | 565.00 |
| Seeburg V200 | 95.00 |
| Seeburg C | 95.00 |
| Seeburg KD | 215.00 |
| Wurlitzer 2410 | 395.00 |
| Wurlitzer 2510 | 495.00 |
| Seeburg 3W1 Wall Box, Ea. | 9.95 |
| Seeburg 200 Sel. Wall Box, Ea. | 35.00 |

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President - DAVID ROSEN, INC. - U.S.A.

ANGELO BOTTANI
President - INTERNATIONAL PHONOVISION SOCIETY - ITALY

what's
in a
HANDSHAKE?

MORE . . . the handshake marks much more than the completion of negotiations on a contract with Angelo Bottani giving David Rosen the exclusive distributorship in the United States of CINEBOX — the most exciting coin operated entertainment with sight and sound — and its entire film library.

MORE . . . much more than just the Distributor. Mr. Bottani, in his handshake, declares that Mr. Rosen will be "my eyes and ears and mouth in the United States" . . . bringing together two great organizations on both sides of the Atlantic.

MORE . . . much more than just another line for David Rosen, Inc., America's leading distributor of records and music, amusement and vending machines. When the entire story of CINEBOX is told . . . and the handshake guarantees that only the truth will be told . . . operators will be fast to recognize CINEBOX as a real money-maker to give the coin machine industry its greatest profit pick-up in years.

MORE . . . much more than a machine full of films—but a machine already backed with a product library of 612 titles to be exact. Send for the complete film catalog and count 'em . . . 612 song favorites heard and seen in three-minute motion pictures—in full color and hi fidelity, and featuring national and international stars . . . 612 money makers (with English titles) ready for immediate distribution—and much more to come. You are guaranteed a steady flow of product suitable for every coin-operated movie-music machine—regardless of the maker.



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deal for operators only

Exclusive Distributors in the United States

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BB's Stereo Operator Program Service Marking Its First Year

• Continued from page 8

New Christy Minstrels, Webb Pierce and Bob Dylan.

The program itself has its roots in a problem that has been disturbing juke box operators for many years — how to get stereo records for stereo music machines.

As the stereo single and the stereo little LP have little appeal on the retail store level, record manufacturers had been loath to go into production on anything but 12-inch albums as far as stereo was concerned. Complicating the matter further, one-stops would not stock stereo product when monaural versions of the same record were available.

Meanwhile, operators were seeking stereo product to play on their stereo machines and al-

bum cuts to satisfy their adult audiences.

Two years ago, the juke box manufacturers and Billboard attempted to loosen the log jam with what was to be the forerunner of the current Stereo Operator Programmer service.

Purpose of the program was to provide stereo records—both singles and little LP's—to operators until such time as the record companies began producing their own stereo product for distribution through normal channels. Distribution was through juke box distributors, and the cost was underwritten by the juke box manufacturers.

At the end of a year, the program had served its purpose—to encourage record manufacturers to produce stereo records for the juke box industry.

It was then that the Stereo Operator Programmer service replaced the Stereo Operator Service. Record companies were ready to release stereo singles and little LP product, but the big hitch was the cost of album reproductions for juke box display.

Under the SOP program, the record manufacturer provides the album slicks and receives the seven-by-seven-inch four-color miniatures and title strips. Cost is \$75 per release for two covers and 10 title strips on orders of 5,000. For three covers and title strips, the price is \$110. On reorders the prices are \$60 and \$87.50 respectively based on units of 5,000.

Andy Csida, general manager of Billboard's Special Projects Division in New York, administers the program.

MOA Tries New Convention Format; More Exhibit Time

CHICAGO—Faced with the problem of having its cake and eating it too, Music Operators of America has reorganized its convention schedule to permit more time for exhibits and business seminars without the two overlapping.

"This year's MOA convention is going to be a convention with a difference," said Fred Granger, executive vice-president.

MOA is holding its seminar in one afternoon on the opening day of the conclave—Saturday, Sept. 11 from 3:30 to 6. Previous business sessions were in the morning and in two parts. Exhibits open on Saturday (11) at 9 a.m. and run straight through until 3 in the afternoon. Previously exhibits were in the afternoon from 1-4.

On Sunday (12), exhibits run from 1-7 and on Monday (13) from 10-4. The six-hour-per-day scheduling gives operators a total of 18 hours exhibit time—two more hours per day than last year.

Mrs. Millie McCarthy, Hurleyville, N. Y. will direct the first half of the Monday afternoon seminar on public and political relations; Norman Gefke, Sioux Falls, S.D. will handle the second part on record programming and Carnival of Ideas. The latter is an innovation wherein MOA will have specialists on various subjects sitting at separate tables to answer operator questions.

At the Tables

Among segments of the industry to be offered tables at the "carnival" will be record companies, phonograph manufacturers, one-stops, amusement manufacturers and allied industries.

Correction: Rosen Is Rowe Distrib

Through typesetting error, Billboard last week indicated that Philadelphia distributor David Rosen "... was a regional distributor ... for Rowe AC Manufacturing ...". The story should have read: "Rosen, a coin machine distributor for over a third of a century, introduced the Cinebox machine to the U. S. in February, 1963, and was a regional distributor of the product. He is also distributor here for Rowe AC Manufacturing's line of coin-operated equipment."

Granger said that MOA was "putting all its eggs in one basket" by holding the seminar on one day, but felt it was an effective way for the association to give operators the greatest utilization of time.

In the exhibitor category MOA added Columbia and Decca to previously signed Jay Jay and Epic, bringing to four the total of diskeries signed to show.

MOA now has 26 exhibitors including all four juke box manufacturers — Rock-Ola, Rowe AC Manufacturing, Seeburg and Wurlitzer—and most of the major amusement game manufacturers.

Freebies

MOA is holding a complimentary brunch for its members prior to the general membership meeting on Sunday (12) morning and is permitting the owner and wife of each member firm to enter the exhibits free.

The 1965 MOA convention is being held in Chicago's newly remodeled Pick-Congress Hotel in an area that will cover two floors. The concluding banquet and floorshow will be staged in the hotel's Grand Hall—one of the few hotel rooms in the city large enough to accommodate the MOA extravaganza.

Convention co-chairmen are Howard N. Ellis, Omaha, and William B. Cannon, Haddonfield, N. J. Business forum general chairman is John R. Trucano, Deadwood, S. D.

Tentative schedule for MOA's September conclave is as follows:

- Saturday (11)**
- 8:30 to 10:00 a.m. Meeting of regional associations
- 9:00 Exhibits open
- 3:00 Exhibits close
- 3:30 Industry Seminar
- 4:45 Seminar coffee break
- 5:00 Seminar and Carnival of Ideas
- 6:00 Seminar concludes
- Sunday (12)**
- 11:30 Brunch for MOA members followed by general membership meeting
- 1:00 Exhibits open
- 2:00 Ladies events
- 7:00 Exhibits close
- Monday (13)**
- 10:00 Exhibits open
- 4:00 Exhibits close
- 6:00 Cocktail hour
- 7:00 Banquet and floorshow

CREDIT CARD COIN MACHINE

CHICAGO—Are credit card coin machines possible? A major manufacturer of coin-operated equipment has been experimenting with such equipment and expects to bring out an experimental prototype line soon. The machines have been developed in co-operation with a Japanese manufacturer. Credit card billing could reportedly be handled by electronic data processing equipment. The machines are thought especially suitable for vending equipment.



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Say You Saw It in Billboard Music Week

SLUGGER...

Counter Game

1c, 5c or 10c play.
Size: 18"x12"x8".
Weight, 25 lbs.
Natural wood cabinet.
Polished chrome fittings.

\$54.50

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SPECIALS!

BILLIARD SUPPLIES

- 5-Oz. Bumper Pool Balls (10) . . . \$ 9.00
- 2 1/4" Balls, 1-15 w/Cue Ball . . . 12.50
- 2 1/4" Balls, 1-15 w/Cue Ball . . . 14.00
- 48" Cues . . . \$ 1.50 ea.
- 52" Cues . . . \$1.95 ea.; 25 1.50 ea.
- 57" Cues . . . \$2.95 ea.; 33.00 dz.
- Plastic Triangles, 2 1/4" . . . 1.00
- 6-Hole Cue Rack . . . 5.00
- Billiard Chalk, Gr. . . . 3.50

We carry complete line of Pool Supplies—Write for list.

1/3 deposit, bal. C.O.D. or S.D.

ELECTRIC SCOREBOARDS

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15, 21 and/or 50 points. (Horse-collar). Overhead double-faced model on chrome stands complete with coin box.

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JUKE BOX IS A JUKE BOX

WHIPPANY, N. J.—C. V. McDowell is one man who agrees with Rowe AC Manufacturing executive Fred Pollak that a juke box is a juke box "and always will be."

McDowell, head of Southern Amusement Co., Memphis, made known his feelings in a letter to Pollak after the Rowe executive had taken a stand in favor of the juke box name in a Billboard column titled "Your Opinion" (July 10).

Wrote McDowell: "Thanks for standing up to be counted among the 'juke box' people. Reading of the different names they are trying to tie on the juke box reminds me of the story of the old farmer who told his wife to order him a load of manure."

"The college graduate son of the farmer was offended at the use of the word manure. He asked his mother to try to get his father to call it 'fertilizer.' She said: 'Shut up, son, you don't know how many years it took me to get him to call it manure.'"

Concludes McDowell: "Regardless of the number of years they try, it is now and always will be a juke box."

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COINMEN in the news

LOS ANGELES

Jack Leonard, left, head of the parts department at Advance Automatic Sales and his wife Dorothy marked their silver wedding anniversary at the Knollwood Country Club at Granada Hills, Calif., recently. Jack's dad, Lou (center), hosted the party attended by 100 persons. **SAM ABBOTT**

DETROIT

Mrs. Elsie Taylor, who has operated W. W. Coin Machine Sales for several years since the death of her husband, has sold out the route of music machines and games to her son-in-law, George Gabriel, who plans to continue with the same operating name. Operating headquarters are in suburban Southgate. . . . Joseph Kanterman, proprietor of Kay's Amusement, game route, has become a newlywed. . . . Ralph Schelden, owner of Bee Music, who is an active Shriner, went to Washington for the national convention. He is a motorcycle rider in the famed drill team, and is active in recreational pursuits.

Art Herbert, manager of Miller Newmark Distributing, reports that the company has been awarded a color television set by Rowe-AC Manufacturing Company for going over their sales quota. . . . Chuck Jensen, veteran mechanic for George's Music, operated by George Balas, is in Veteran's Hospital at Dearborn for treatment of slipped discs. . . . Jim Morisi of Joy Amusement, who has long operated both games and music machines, has decided to enter full line vending as well, changing the name of his operation to Royal Vendomatic. . . . Dan Evans, juke box specialist with Miller Newmark, has his own private public relations firm—his wife, Adele. She formerly edited house organs and was active in public relations. **HAL REVES**
c.o.o... acksorhadofJ ETAOIN SHRDLU

NORTHERN CALIFORNIA

Robert Van Housen has been elected president of the Peninsula Music Company of Monterey,

succeeding Woody Matthews, who has resigned to go to Reno as manager of a local route in the Nevada city. Matthews expects to take up his new assignments following an early summer vacation in Yellowstone National Park. Van Housen has worked for Peninsula Music for several months, and before that was associated with the San Jose Cigarette Service in San Jose. Peninsula specializes in the distribution of juke boxes and coin-operated games, and to a lesser extent handles cigaret and candy vending machines.

Val Hendricks has completed one quarter of a century as manager of the Stetson Music Co. of Redwood City, and Clement Stetson has completed a quarter of a century as owner of his own independent firm. The two came together in 1940 when Stetson gave up a laundry business he had been operating in Oakland, and Hendricks moved from Los Angeles where he had been with the Sunset Music Co. Stetson now maintains some 200 locations in San Mateo County.

The Pizante Music Co. has more than doubled the size of its operation with a move recently to 621 Tuolumne Street, Vallejo, after 35 years in business. Although the former location has been outgrown, the incentive for the actual move was prompted by an urban renewal program which took over Pizante's previous building. The new structure is owned by the firm's partners, George Pizante and Harry Polcar, and was built especially for them. It measures about 50 by 90 feet, including a trucking area. The larger building permits a defined workshop area, separate from the reception rooms and offices, and a display of equipment. The company features Seeburg, Wurlitzer and AMI machines, as well as handling various amusement devices and cigaret vending equipment. The present owners purchased Pizante seven years ago from Asher Pizante, who founded the company in 1930, and has since retired. Polcar had been a Pizante employee before he bought into the partnership. **GODFREY LEHMAN**

Senate Group Sets Copyright Hearings

• Continued from page 1

the end of their renewal period—which is the second of two 28-year terms under the 1909 law. The revised bill would give them life and 50-year tenure. An extension granted by a 1962 resolution would expire Dec. 31, 1965, and a new House-Senate resolution would stretch this to Dec. 31, 1967. The House Copyrights Subcommittee has already acted on the resolution, the Senate group expects to act within two weeks, and passage is believed certain.

The Senate hearings will run into the same stubborn controversies between creators and users that have kept temperatures up in the House hearings on the copyright revision bill. In dispute are the length of copyright term (broadcasters do not care for the life and 50 years); the new copyright for phonograph recordings which forbids duplication of records, but does not grant right to collect performers royalty to the manufacturer-talent owners; the elimination of juke box exemption from performance royalty, and new limits on educators' (particularly educational TV) free use of copyrighted materials outside of the ivy halls. A brand-new battle is raging over community antenna systems' fight for copyright exemption not granted in the proposed law.

Schedule Difficulties
The Senate Copyrights Subcommittee expects to have scheduling difficulties similar to those experienced by the House side because of pressures of other major legislation. Subcommittee Chairman McClellan is a member of four Senate committees, and eight Judiciary sub-

committees, in addition to being chairman of its Copyrights Subcommittee.

Nevertheless, House and Senate Judiciary subcommittees are clearly determined to try for completion of hearings and reports on the proposed revision (and whatever amendments emerge from the hearings), before the end of the second session of the 89th Congress. The 90th Congress starts in January 1967, and if the bill has not been passed by both Houses it must be reintroduced all over. The 89th Congress has broken all records for speed in major legislation, but there is some skepticism here that the complexities of copyright could clear both Judiciary committees and get approving votes of both houses before the end of the 89th.

The last copyright move of major interest to record and juke box interests on the Sen-

ate side was the 1958 attempt of Sen. Joseph C. O'Mahoney (since deceased) to get a bill ending the juke box exemption through the 85th Congress. As chairman of the Senate Copyrights Subcommittee, he was able to report out a bill from the three-man subcommittee, and the full Judiciary committee also okayed it, over the protest of Sen. Alexander Wiley (R., Wis.), and Sen. Sam Ervin (D., N. C.), but no floor action resulted.

Chairman of the full Judiciary committee then, as now, was Sen. James Eastland (D., Miss.) Senator Wiley is gone, but Senator Ervin is still on the full committee but not on the Copyrights Subcommittee.

Members of the present Senate Subcommittee on Patents, Trademarks & Copyrights in addition to Chairman McClellan are: Sens.: Philip A. Hart (D., Mich); Quentin Burdick (D., N. D.); Hiram L. Fong (R., Hawaii), and Hugh Scott (R., Pa.). Chief counsel is Thomas C. Brennan. Chief clerk of the subcommittee is Stephen G. Haaser, and administrative link with the full Judiciary committee is professional staff member George Green.

Colorado Rebounds From Flood

• Continued from page 52

trucks, plus all contents. Frank Wotjka, a North Denver bulk operator, parked a brand-new VW truck in front of a store near the river bank while servicing a machine, and suddenly found himself in muddy water over his head. The truck sailed away with the powerful current into the river, and has not been found after a month of clean-up operations.

Loans

Disaster loans are expected to shore up most operators, at least temporarily, according to Denver distributors.

Another major loss was Canteen Co., which recently had moved into a new building on Janson Street, in one of Denver's new industrial districts, only a few blocks away from the Platte River. When the flood hit, the building was wiped out, including all stock, vending machines in for repair, all office and bookkeeping equipment, coin counters, etc. Bill Chappelle, head of Canteen, has set up in a new building near R. F. Jones Co., distributor, on high ground. Canteen had no flood insurance.

BILLBOARD, July 24, 1965

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New larger cash box designed to accept a greater number of coins.

Soft, Medium and Loud volume control enables patron at booth, counter or bar to hear music according to his individual listening taste.

Two 3x5 speakers at ear level utilize resonant chamber within unit for remarkable bass response and true hi-fi stereo sound.

Illuminated pilasters display miniature album covers and price per play information.

Exclusive "Golden Bar" enables you to offer Top Tunes . . . a pre-selected number of pops or album singles, for a half-dollar or two quarters . . . without the patron leaving his seat.

PATRON DEPOSITS TWO NICKLES OR A DIME FOR A SINGLE TUNE . . . A QUARTER FOR ONE SIDE OF AN LP ALBUM (USUALLY THREE TUNES) OR THREE SINGLE SELECTIONS . . . A HALF DOLLAR, OR TWO QUARTERS, FOR ANY TWO ALBUM SIDES PLUS A SINGLE . . . OR SEVEN SEPARATE SINGLES.

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Capitol T 2368

(M); ST 2368 (S)



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.

For their fourth chart-busting album, the hot British duo features their recent singles hit, "True Love Ways." For an additional sales shot they have included their current smash "To Know You Is to Love You." Another winner is their own ballad composition "I Told You So." For variety there's the strong, folk-oriented, "When the Black of Your Eyes Turns to Grey."



POP SPOTLIGHT

FEELS LIKE LOVIN'
Stu Phillips His Ork & Chorus
Capitol T 2356 (M); ST 2356 (S)

An outstanding combination of sensuous strings and dreamy well-blended voices. The arrangements are romantic mood interpretations of today's pop music. One of the best planned and produced programs features "Goin' Out of My Head," "You've Lost That Lovin' Feelin'" and a wistful "Downtown." A definite chart winner.



POP SPOTLIGHT

MUSIC FROM "SHIP OF FOOLS"
Boston Pops (Fiedler). RCA
Victor LM 2817 (M); LSC 2817 (S)

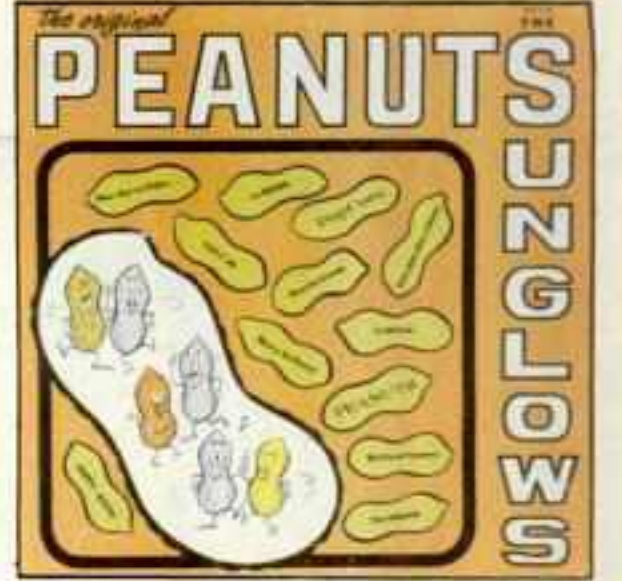
The dynamic score penned by Ernest Gold emphasizes the strength and dramatic quality of Stanley Kramer's forthcoming film production "Ship of Fools." The love theme is one of tenderness and warmth. Entire score is enhanced by the sparkling arrangements of Arthur Fiedler.



POP SPOTLIGHT

THE ORIGINAL PEANUTS
The SunGloWS. SunGlow SLP 103 (M)

Based upon their singles success "Peanuts," the Texan group debuts on LP, offering a program of sparkling polkas. The material is new with the exception of fresh treatments of "Beer Barrel Polka," "La Raspa" and "Rio Grande." Their new single "Popcorn" is included in this well-done and exciting mixture of Mex-Tex sounds.



POP SPOTLIGHT

"MIRAGE"
Mercury MG 21025 (M); SR 61025 (S)

The multitalented Jones is fast developing into an outstanding film scorer. Having proved himself as an arranger, leader and performer and more recently as a composer with his score from the film "The Pawnbroker," he captures the tense excitement of this film. His "Shoot to Kill" is electrifying, while his main title, "Mirage," is a well-written plaintive love ballad that warrants pop hit recognition.



CLASSICAL SPOTLIGHT

A SIBELIUS FESTIVAL
Eugene Ormandy/Philadelphia Orch. Columbia ML 6132 (M); MS 6732 (S)

Ormandy and the orchestra fuse these four works into sweeping, majestic sonic portraits. The spirit of the composer's intense nationalistic drive is captured in "Finlandia," and is ably enriched by the Mormon Tabernacle Choir. "The Swan," a beautiful melody, is done with tenderness. The English horn is moving. Another fine recording.



CLASSICAL SPOTLIGHT

SCHUBERT: WANDERER FANTASY; SONATA IN C MINOR
Gary Graffman. Columbia ML 6135 (M); MS 6735 (S)

The young pianist continues his rise toward greatness in this record. He gives a flawless performance in "Wanderer." It is expressive, flowing and woven together beautifully. The "Sonata" is played with directness and pathos that moves brilliantly.



CLASSICAL SPOTLIGHT

HAYDN: THE SALOMON SYMPHONIES NOS. 101 (CLOCK) & 102
Royal Philharmonic Orch. (Beecham). Angel 36255 (M); S 36255 (S)

It's an excellent idea to reprocess in stereo all 12 of Haydn's Salomon symphonies and one that should appeal greatly to those buyers. The vigorousness, the progressions, the humor are all precisely captured.



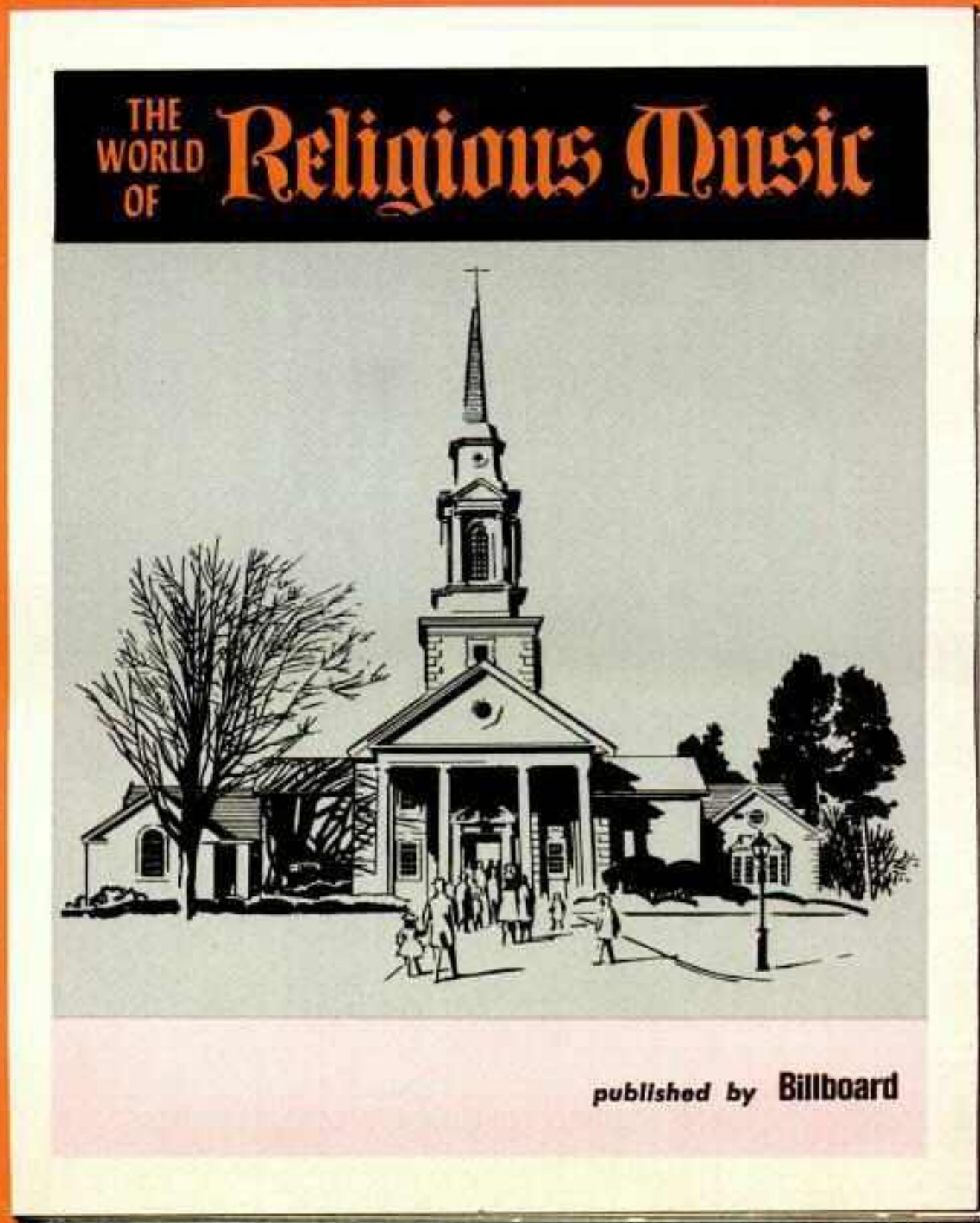
FOLK SPOTLIGHT

JESTER HAIRSTON
Murbo MLP 6000 (S)

Opening with the stirring hymn "Amen," which was featured in the film "Lilies of the Field," the eminent spokesman for Negro folklore leads an outstanding chorus in a well-produced package. The tunes range from the haunting gospel song, "Don't Be Weary Traveler," to the rousing spiritual "Elijah Rock." A well-selected program, movingly done.

THE WORLD OF RELIGIOUS MUSIC

A Major New Industry-Service Annual from Billboard



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