Price Cuts Fall in Line

By AARON STERNFIELD

NEW YORK—The trend toward lower suggested list prices for records, which began to develop last week with the removal of the Federal excess tax, has been accentuated in this week's record prices.

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

And also, with few exceptions, the reductions are being passed down the line, with distributor, dealer and consumer all getting a piece of the 20-cent slab off.

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

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

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

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

Disk Dealers Look To NAMM for Voice

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

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

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

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

Coca-Cola Uncorks Teen Radio Drive

Use Disk Talent As Showcase

By LEE ZHITO

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

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

While neither the sponsor nor its agency was (Continued on page 10)

Scopitone Puts Out Pics by Disk Artists

NEW YORK—the cinema juke box is shaping up as an exposure medium for pop recording artists. Traditionally, the sight-and-sound medium has been a vehicle for hit-song production numbers, generally Edwards for the American audiences has often been a novelty.

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

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

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

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

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

Cuts in list prices for records have resulted in savings for dealers, distributors and consumers. (Continued on page 46)
OOWEE!

PERRY'S GOT A
GREAT NEW SINGLE!

"OOWEE, OOWEE"
C/W "SUMMER WIND"

# 8636
RCA VICTOR

Magnavox The most trusted name in sound
ABC-Para. Trim Prices

NEW YORK—Suggested list prices on all ABC-Paramount, Impulse and Dunhill product have been cut in accordance with the recent removal of the federal excise tax. The new schedule calls for a 94-cent list on singles and $3.79, $4.79, $5.79 and $6.79 lists on albums.

According to the company, the previous 15 percent discount on all LP's has been canceled and replaced with a 12 1/2 percent discount for all catalog and new albums, effective immediately.

LETTERS TO THE EDITOR

Dear Sir:

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

Some of our record manufacturers have made a decision to lower prices to the dealer and therefore the ultimate consumer to reflect the excise tax removal on records.

If this decision is not made immediately, it will force the dealer to try to explain an unexplainable position to the public. Customers will believe the dealer is trying to take advantage of the tax for personal gain in opposition to the request of President Johnson to pass the additional tax savings on to the public. This will cause a loss of goodwill as far as I am concerned.

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

I urge the record manufacturers and the distributor, as important parts of the record industry, not to hold back one more moment in passing on the savings to your dealers so they can subscribe to the intent of the President by passing it on to the customer.

Very truly yours,

PLATT MUSIC Corporation

May Company

Los Angeles and San Diego

Herman Hurst
President

Dear Sir,

I was very disturbed to learn that some record companies will not reduce their list prices by the amount of the Federal Excise Tax. As you know, President Johnson said "This excise tax bill will make its maximum contribution to economic health only if businesses pass along to consumers the full amount of the reduction in the tax. And today I urge every manufacturer and every retailer in the industry to do just that." I agree with the President of the United States and I urge the cooperation of any manufacturer to use this tax reduction as an opportunity to further the public welfare and not be a part of a breach of good faith with the President, the Congress and the public.

Sincerely,

Allan Blumenthal
President

2 Firms Sue Teddy Powell

NEW YORK—Chappell & Co. and Southern Music Publishing Co. have filed suit against Teddy Powell in Federal Court here. The plaintiffs charge Powell with copyright infringements on the songs "I Could Write a Book" and "You've Never Been Lovelier." They say he is not entitled to the amount of the excise tax.

Powell operates a concert package, Jazz at the Mosque.

LATEST ON WHAT LABELS ARE DOING ON THE PRICES

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


Planning to hold the price line, at least for the present, are: Columbia, MGM, Monogram, Pochon International, Red Bird, Scepter-Wand, Starday and Word.

Still on the fence are: Autumn, Diamond, Era, Moscow, Tamla-Motown and Vee Jay.
A 6-MINUTE SINGLE?

WHY NOT! when you have 6 minutes of

BOB DYLAN

singing his great new song

"LIKE A ROLLING STONE"

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

Briefly, the situation is this: The suggested list price on singles has been cut by 4 cents, but the price one-stop payer has not been reduced proportionately. The Record One-Stop Association last week issued a statement calling upon each one-stop owner "to look to his own conscience" in the matter of determining his prices to his accounts.

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

Merc. Cuts—'Regrettfully'

CHICAGO—Mercury Records "regrettfully" boarded the excursion train last week after competition left it standing "nailed in the marketplace," according to Irwin Steinberg, executive vice-president.

Mercury is staying close to the general industry line, dropping $3.98 albums to $2.79, budget albums from $1.98 to $1.89 and singles from 98 cents to 94 cents.

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

\section{Correction}

NEW YORK—The suggested list price of Columbia Records' popular singles has been cut to 94 cents, providing a major break in the 2-cent tax repeal law. In last week's Billboard, it was inadvertently reported popular singles had been cut 9 cents.

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

\section{Nagin Label}

"To attempt to make the same dollar and cents reduction in wholesale list prices as has been announced in the suggested list reductions is plainly folly," Manufacturer's Radio Corporation has not done this and anyone who sets his prices based on this expectation will have reduced his operating margin to the peril point."

The giant in which inventory owners will receive tax rebates is still to be set forth by the Government, according to ROSA. "Until such time as these regulations and procedures become public knowledge, ROSA members will be unable to furnish their accounts with any additional information."

The new price policy of the manufacturer who changed prices felt an obligation to support the consumer who has been deprived of his consumer receive the benefit of the tax cut, the manu- facturer in which the consumer has paid excise tax on phonograph records forever since there is not an issue because no consumer has known what the amount of tax at the 2-cent level was."

\section{A New Illness}

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

\section{SUGGESTED}

\section{MAXIN TO GO TOW. COAST}

NEW YORK—Arnold Maxin, economist of Big J Music Corp., leaves for the West Coast Tuesday (5) to discuss the situation to dealers. He will meet with Lionel New- ton of Century-FOX Studios and with various MGM producers. He will also discuss with contract wood staff to discuss exploitation for music on new film product.

\section{MGM Lists New Lines}

NEW YORK—MGM Records, which last week announced a retail price cut with the repeal of the federal excise tax, this week set new suggested list prices to dealers.

All $5.98 product, including the DGG and Airline series, will be priced at $4.98. All $3.98 albums will be priced at $2.98. All $2.98 singles will be priced at $1.98.

\section{Vienneau to MGM Office}

NASHVILLE—Jim Vienneau has been named by MGM Records as its new publicist in the Nashville office. He will be operating out of his home until new staff can be set up.

\section{Clark 5 in U. S.}

NEW YORK — The Dave Clark Five, Epic records artists, launch their first U.S. tour Monday (13) in New York. Their first show will be in June on one-night, but they have plans for the premiere of their movie, "Having a Wild Weekend." The July tour will include television appearances, which include TV appearances on the "Dean Martin Show" and "Shindig."

\section{Cohn Taps Taylor}

NEW YORK—Columbia Records has named Larry Taylor manager of publisher relations. He will report to vice-president of ad Kenneth Clancy. Taylor has been with the firm maintaining liaison with music publishing companies and serving as adviser to ad producers and the Columbia Records Club on song material.

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

Kapp Unveils Program to Distributors

NEW YORK—Kapp Records bowed a "Buy 100, Get 16 Free" program to its distributors at a special dinner last week. The plan, covering the entire catalog as well as the labels' new releases through the end of this month, is effective immediately and will run through the end of the year.

Payments by distributors will be made as follows: $2 in October, $3 in November, $4 in December and $5 in January. Distributor base prices for product range from $1.96 to $3.86, with similar reductions of stereo product. These prices will be reimbursed to dealers 10 cents to 44 cents.

Two sales and marketing divisions have been set up to work with distributors in setting up displays and offering incentive programs reflecting the new prices.

All Cahn, vice-president in charge of sales, outlined to the distributors the firm's incentive program for new talent on singles.

Add, Laurie: To Cap. Club

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

Bill Livingston, president of Capitol Records and the Capitol Record Club, said that a number of the new acquisitions have been added to the club's advertising schedule for 1965 and the advertising budget will be increased substantially.

After that the club's facilities and personnel will be increased and a new variety of product will be sought.

Vox Files Suit

NEW YORK — Vox, a suit filed in Federal Court against Capitol Records, CBS and Columbia Records from "Hugs Vox" or any other copy or imitation of the plaintiff's "Vox" trade-mark. It's now that the Vox name has caused confusion in the public's mind and constitutes unfair competition.

\section{AFTRA SLATES BOSTON PARLEY}

BOSTON—The 27th annual convention of American Federation of TV and Radio Artists will be held at the Sheraton-Boston Hotel here. More than 200 delegates from across the country will attend. The convention will negotiate national codes and issue its annual report on business and TV and phonograph records. Local committee in charge of the district includes Dick Brandman of WNAC; Jack Chase of WBZ, Larry Fadley of WBZ, Bob Bechor of WBZ, Dick Kilbride, Claire Dugan, Roy Leonard of WNAC, Carl DelVecchio of WBZ, and George Gordon of WBZ.  

English Canada branch of AFTRA.
Atlantic & Atco
Blast off with 11 on the Billboard HOT 100

STAR PERFORMERS

83 IN THE MIDNIGHT HOUR
Wilson Pickett
Atlantic 2289

85 CANDY
Astor
Stax 170
Distributed by Atlantic

88 I GOT YOU BABE
Sonny & Cher
Atco 6359

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

29 TONIGHT'S THE NIGHT
Solomon Burke
Atlantic 2288

53 BABY I'M YOURS
Barbara Lewis
Atlantic 2283

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

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

87 JUSTINE
Righteous Brothers
Moonglow 242
Distributed by Atco

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

96 FOLLOW ME
Drifters
Atlantic 2292
Distributed by Atlantic

ATLANTIC & ATCO
### Col. Atl. Families Staging a Hot Battle for Top Honors on Chart

NEW YORK—An analysis of the Col. Atlantic and Atlantic charts by Discount & Promotion shows that the Columbia and Atlantic families are fighting it out to top the list. The former chart, with its sister labels racked up a total of 12 sides, eight of these being Columbia's, while three and one credited to Epic and Okeh respectively. Atlantic and the label that cured 1055 copyrights racked up a total of 11 sides. The score: Atlantic, four; Six, three, and one each for the Capitol, the Columbia, and the Capitol-Tower family adds up to seven, Ditto Liberty-Imperial, with Liberty credited with two as against five for Imperial. The Liberty family, which they said they had six on the Hot 100, and if this were considered, it would raise the Atlantic group tally to 12.

**Capitol Next**

Capitol ranks strongly, with five of its own and two of the Capitol-Tower family adds up to seven. Ditto Liberty-Imperial, with Liberty credited with two as against five for Imperial. The Liberty family, which they said they had six on the Hot 100, and if this were considered, it would raise the Atlantic group tally to 12.

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

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

### WBAI to Stay On Airwaves

NEW YORK — WBAI, local free-form FM station noted for its varied programming of classical, jazz and folk music, will stay on the air. The station has kept on the verge of going broke this week. To raise the necessary funds to keep it open, until last, it launched a 52-hour, 52-minute continuous appeal for donations.

The drive ended midnight Wednesday (30) with the $25,000 goal for the year still not met, according to the station officials. At 10:10 that evening, a listener who wished to remain anonymous promised to double any pledges made in the following 15 minutes. This gesture put the station up to $45,000, well over the top.

### Children's Label Gets Clean Bill

HOLLYWOOD — The Young People's Volunteer Committee, which leases music for children, this week was the victim of a confi-

### ABC-Paramount Is Sued by Stuyvesant

NEW YORK — In an action brought under the Sherman antitrust act, Stuyvesant Records, Inc., of New York City, claims that ABC Paramoun-

### Ian & Sylvia Give Strong Performances at WJR's Cafe

NEW YORK—Relying heavy-

### Handlance Has a Record Year

DETOUR: The Handlance Co., record company owned and distributor, reported record sales of $34,932,453 for the fiscal year ended April 30. This compared with $28,159,240 for the previous fiscal year.

Earnings for the period, too, were at a new high, $1,516,528 as compared with $936,048 for the same previous period.
Coke Uncorks Teen Mart Drive

- Continued from page 1

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

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

Broad Exposure

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

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

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

Written by Barker

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

Barker said he strives to reach the artist's individuality in the recording of each version of the jingle. In that way, he said, the artist's unique singing style and basis for his appeal is handled to capture the listener's attention.

This is achieved, he says, by adhering to the same conditions of presentation under which the artist's hit recordings were made. The artists' arrangers, favorites, sides, and drive music are used. In many instances, the jingles are recorded in the same studios—whether these be in Nashville or New York—where the artist's recordings were born. No effort or expense is spared in presenting the artist in his best light, Barker said.

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

The purchase of radio time represents a joint effort on the part of Coca-Cola and its franchised bottlers. Coke provides the complete spot an- nouncement. This means purchasing air time in the various markets is split between Coca-Cola's Atlanta headquarters and the bottlers in appropriate areas.

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

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

"The "Coke Era" of the big bands," a "Coke airshot" was a highly coveted booking, not only for its exposure derived by the band, but for the extremely valuable promotion that re- sulted from the exposure. Indications are that this side of disk talent may well equip if not surpass in importance yesteryear's "Spotlight" series as a prime talent showcase.

Red Nichols Dead at 60

LAS VEGAS—Ernest Loring Nichols, 60, jazz cornet player and leader of the jazz group Red Nichols and His Five Pennies, died of a heart attack here Mon- day (28). A resident of Losa, Calif., Nichols had been performing with the Nevada Mini Lounge since May 27.

The son of a professional music-ian, Nichols was playing cornet solos with a boy band when he was six years old; he was a regular member of his father's dance orchestra when 12. His first records were made with the Syncopating Five in 1922 for the Gennett Records. Band leader John Philip Sousa heard him and organized his own band about 1923. When he broke up it played under his name and the band, who helped Nichols form his first recording group 1925, was Sam Lanin's Redheads. This

Daryll to A-B

NEW YORK — Ted Daryll has joined April-Blackwell Mih- ni, a co-author of the new "Painting with You," will maintain liaison with ad producers as well as

Pickwick Sales Up

NEW YORK — Sales for Pickwick International, Inc., for the first sixty days of June were $7,052,682—up 16 per cent over the same period last year. By June 30, profits increased 40 per cent to $304,976.

Pennies group was formed a year later. A movie based on his life was released March 39 starring Danny Kaye.

Survivors include his widow and a daughter.

track.$200 million group

WASHINGTON—Filed background music made in this coun- try, records and advertising jingles have helped AFM musicians to reach annual earnings of $520 million, AFM president Herman Katz revealed here recently. Approximately 97 per cent of U.S. film background music was being made abroad in the summer of 1946, but is now made "almost entirely in this country," Kenin told the more than 1,100 delegates from 609 locals of the musicians union. AFM has waged a long hard fight against film making for free in feature and TV film programming.

While the added film track work has boosted AFM instrument- alists' payrolls by about 1,783,000 in record making and advertising jingles have pushed wage gains up nearly $3.3 million, with much more in millions to come.

The AFM president said "canned music is still taking its toll of live music jobs, and that $70 million has been paid out of Music Performance Fund payrolls to 11,509 members who paid for free admission performances given for worthy causes.

The AFM57-58 section of the American Federation of Musicians, directed by president Kenin with the League's "Gold Baton" award for service to music through the union's Congress of Stringers, held its annual convention Thursday with vice-president William J. Harris and AFM secretary Stanley Ballard.

Workshop Set in Chicago on Using Country Music in Ads

NASHVILLE—A creative ad agency workshop will be held in Chicago, July 11-16, spon- sored by Advertising Age maga- zine. The purpose of the workshop is to acquaint the ad industry how they can effectively use country music in advertising.

The Country Music Association is cooperating in the confer- ence, which is expected to draw about 600 copy writers and production people from advertising, print and broadcast advertising. Headquarters is the Edgewater Beach Hotel.

Country music artist Leroy Vinnegar will be one of the speakers, and three female chorale singers will be a key part of the pro- gram. A variety of country artists will perform as well as more than 30 of the country music's songs. The conference will feature sessions on advertising and other fields will lecture and lead panel discus- sions on various facets of ad- vertising and how country music can be related in a way to reach the current music listening audience. Dickinson is the executive com- mand of the music.

Cook is part of the workshop and will explain to his audience what the pattern of a commercial or jingle to a country-type mel- ody using country instrument- ation makes it the most popular for today's market. The guitarist from Minnesota. The largest selling instrument in the world today is sold through 800 radio stations which program from two to four hours of country music a week and one national TV show and nine syndi- cated TV shows.

Will Ihorn, 56, Dies in N. J.

Caldwell, N. J. — Claude Thornhill, 56, one of the giants of the big-band world, was dead Thursday (1) as a result of a heart attack.

He joined the Austin Willey orchestra in the '30s, along with Kenyetta and the Dambos, and Shaw joined the Benny Good- man band in 1937. After the war, Thornhill wrote the arrange- ments for Judy Garland film musicals.

He formed his band in 1938 and kept it in the air for World War II Navy service, had been leading a band until his death in 1947 and Bill- board named him No. 1 in the swing band classification. Thornhill was an athlete and an expert in "Snow- ball." He also was president of the last few years he had been playing dance halls and college dates. This week he was scheduled to open at the Atlantic City Steel Pier.

In Thornhill's view, the for- mer Ruth Cameron.

Aid Rogers Drive

NEW YORK—Arnold Marx, executive secretary of the American Federation of Musi- cians of the Record Industry, Big Three Music Corp., and John Burns, vice-president in charge of sales, KLM- TV, were named Monday (28) co- chairman of the annual fund drive of Will Rogers Hospital.

Harrison on Panel

NEW YORK — Jay S. Har- rison, director of editorial serv- ices for Columbia Records, will participate July 19-21 in a panel discussion dedicated to investigating a national assessment of the progress of fine arts education. The panel will be held at the annual Testing Service headquarters, Princeton.

The 19th annual testing service of the American Council on Education was held in Chicago and the survey was sponsored by the National Association of Independent Colleges and Universities.

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Just released!
a new single from
Jim Reeves
“IS IT REALLY OVER?”
/ “Rosa Rio” #8625
“Rosa Rio” is from Jim’s best-selling album
“Moonlight & Roses” LPM/LSP-2854
RCA VICTOR
45 RPM
JIM REEVES
IS IT REALLY OVER?
CHEATING

CINCINNATI — Two new record labels made their bow here in recent weeks. The first, Fountain Records, headed by Bill Walters and Maxine Rose, has set up quarters in the King Records Building at 16th & West Avenue, and last week issued its initial release, "Believe Me," written by Jack Crowder, a member of the Cliff Lash Orchestra on the Ruth Lyons TV show. The firm's first album, "They Say," a 12-track package highlighting one of Miss Lyons' songs of the same name, will be released in two weeks. The album was waxed recently in Chicago, with band leader Bob Marterie as producer, and Dick Noell's Singers backing Walters' voice on the lyrics.

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

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

2 New Labels
Bow in Cincy

THE JAZZ BEAT

BY DEL SHIELDS

The straw hat circuit is presenting opportunities for alert jazz promoters to increase their sales of jazz records. Throughout the country, the circuit, through their Music Fairs and Music Tents, are booking more and more jazz artists who are playing before a new type of audience.

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

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

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

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

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

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

Johnny Paycheck

"THE GIRL THEY TALK ABOUT"

HILLTOP #3006

BREAKING BIG!

NOW SELLING IN THESE MAJOR MARKETS:

ST. LOUIS • CHICAGO • DETROIT • KNOXVILLE • NASHVILLE
SAN ANTONIO • SAN FRANCISCO • LOS ANGELES • CLEVELAND

ORDER:

HILLTOP RECORDS
816 43rd AVE. • LONG ISLAND CITY, N. Y.
DIV. OF PICKWICK INTERNATIONAL

BILBOARD, July 10, 1965

12

Little Milton

WHO'S CHEATING WHO
CHEQUER 1113

Billy Stewart

SITTING IN THE PARK
CHESS 1932

Tommy Tucker

HEIMONY
CHEQUER 1112

Knight Bros.

TEMPTATION 'BOUT TO GET ME
CHEQUER 1107

Tony Clarke

POOR BOY
CHESS 1935

W. B. Signs Provin

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

Lloyd Price sings, 
"If I Had My Life To Live Over"

b_w "Two For Love"
Monument 45-887

WINNING TOP BIDS EVERYWHERE!
Merc's Jones on 'Pawnbroker'

BY RAY BRACK

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

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

All of which means sizable sizable sales at the point-of-sale, already released by Mercury's treatment is light-handed and diverse. He is capable of integrating pre-blitz Polish pastoral or milking Harlem scenes with restrained accuracy.

Ten numbers were extracted from the track, the heat being a lyrical-lyricated (written by Jack Lawrence) version of the theme song of "Vinton, Christys Set.

VENICE—Bobby Vinton. Epic artist, and the New Christys. Mclennan, Columbia folk group, will participate in the Venice International Song Festival to be held here Thursday through Sunday (1-3).

Films Boost R'n'R Artists

BY BRUCE WEBER

HOLLYWOOD—Motion picture promotion for a large portion of their future productions specifically for the teenage audience. What the recording industry in general and rock 'n' roll artists in particular will be the beneficiaries of the major studios, who have joined the small independent companies in a drive to capture the teen-age market, is uncertain. The major records have been entered into a strange relationship with rock 'n' roll groups.

Recording artists—rock 'n' roll variety—discovered the answer to longevity by being available for singing roles in the teen film market. As "A Hard Day's Night," the first teen film, was released, studio executives say will fade—eventually. But until the craze is over, the Beach Boys, the Dave Clark Five, the Animals and Freddie and the Dreamers, and other rock groups, are being hungrily sought by studio casting directors.

The impact of the teen films is making itself felt on the recording industry, along with the flamboyant sound, also. As "A Hard Day's Night" works its way since the films are seasoned with rock 'n' roll tunes. For example, United Artists' International Pictures, riding the box-office success of the teen films, has purchased two pictures which feature the singing voices of the Animals and the Shadows and the Animals. Other releases getting into the teen film bracket include "The Nutty Professor," which stars the Dreamers; "Paramount," with "Growin' Up," by Beach Boys, Lesley Gore and the Dreamers; and "Wanda!," with "Having a Wild Weekend," starring the Dave Clark Five.


The Losers, who've been appearing at the Online in New York, have been asked to go to the Warhol, Boston, Washington, D.C., on July 7, at the Elbo, Atlantic Beach, July 12. . . . Jimmy Reed, T-Bone Walker, John Lee Hooker, Huddie "Leadbelly," Dee Dee Warwick and Jackie Wilson. . . . The Four Tops headline show at Chicago's Regal Theater with "Standing on the Outside" and "Try Again." . . . Temptations at the New York's Fox Theater July 14-20.

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She's fresh...
She's vibrant...
She's thrilling...
She's got a hit!

Jane Morgan

"Maybe"

"Walking the Streets in the Rain"
Listen to the Sound of a New Jane Morgan Now on Epic! 
TOP 20

RIGHTIOUS BROTHERS—HUNG ON YOU (Screen Gems, Capitol)—Bass and tenor vocals of the Avenue Brothers are heard for the first time this week (Englewood, Ca.—ASCAP).

ROBERTO ROOFTOP—WENT TO BIG BELLY (Frank, ASCAP)—Two powerhouse sides. Top deck is a dramatic, emotional performance of a strong new gospel song by Carol King, Jerry Goffin and Phil Spector. The dramatic revival of "Unchained Melody" is released to popular demand from their LP "Just Once in My Life."

PHILADELPHIA—THE TRACK OF MY TROTH (Johne)—First rate tenor ballad with pulsating beat and pop follow up. "Ooo Baby Baby," Flip: "A Farewell to the Road" (Jebite, BMI).

TAMLA 54118

TOP 60

PERRY COMO—OWEE, OWEE (Leeds, ASCAP)—Calypso flavored rhythm number will prove even more successful than his comeback hit "Dream On Little Dreamer." Catchy and clever summertime tune is well performed by Como and the Anjelique Chorus, Flip: "Summer Stock" (Mah, ASCAP).

RC A VCTOR 8636

SOUNDS ORCHESTRAL—CANADIAN SUNSET (Vogue, BMI)—The tarty jazz oriented British group have here a hot revue and follow up to their initial hit "Cast Your Fate to the Wind." A winning arrangement of a popular tune, Flip: "Have Faith In Your Love." (Leeds, ASCAP).

ATLANTIC 2294

JERRY RIVERS—CHANGELING (Poppy, BMI)—When I Needed You (Marks, BMI)—A summertime, swing-singing ballad roll with all the ingredients of a typical River hit. "I Don't Wanna Go Home" (United Artists, ASCAP).

SIRE 3337

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

SASMASH 192

ROOFTOP SINGERS—RAINY RIVER (Egypt Valley, BMI)—A rollicking western tune with their "Walk Right In." The group has a smash in this catchy rhythm number aimed at all programs. "You Roll Down the Line" (Egypt Valley, BMI).

CAPITOL 35029

HENRY MANCINI ORK AND CHORUS—THE SWEETHEART TREE (East Hill, ASCAP)—With much more musicality of their hit "Moon River," the combination of Johnny Mercer and Henry Mancini is back with another lovely song from the film "The Great Race." Flip: "Pies-Sich-Face Polka" (East Hill, ASCAP).

SIRE 4337

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

BUDDY GRECO—I CAN'T BEGIN TO TELL YOU (Bregnun, Vooce & Conc, ASCAP)—The Mark Gordon standard gets a fresh pop chorus sing-along revival with great new recording. Same potential as the Dean Martin hits. Flip: "When the Sunsets Was Roses" (Harvard, BMI).

EPIC 5917

DON BURDI—BURY ME UNDER NOOTHING (Englewood, BMI)—A pulsating, intriguing original piece of instrumental material with all the ingredients of a hit. "Your Baby," Flip: "I'll Never Be Alone Again." (Metro, BMI). RCA VICTOR 8634

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NOW—TRY THREE TO MAKE BIGGER PROFITS BY!

RAY ANTHONY
SEVENTH SON
b/w MEETING OVER YONDER
Big band versions of two current pop-rock chart hits. With brasses and electric guitars doing the "vocals." these sides are naturals for big, big pop play and purchase.

PEGGY LEE
LOVE THEME FROM "SANDPIPER"
b/w MAYBE THIS SUMMER
Top side, subtitled "The Shadow of Your Smile," coincides with the release of the new Elizabeth Taylor/Richard Burton MGM film—flip side is a recent #1 hit in Italy! What could be stronger?

GEORGE CHAKIRIS
BLUE SUMMER
b/w SHIP OF FOOLS
Film star and Oscar-winner George Chakiris has his most commercial and electric guitars doing the "vocals," these sides are naturals for big, big pop play and purchase.

5468 5469 5458

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Ivy Reed and From 1NTERNAT1

Michel Frida Jean-Fernandel
Paris” and MIKE three by after Love,”

and singles all. "Une Chagrin composer
with Bourgeois, Saka Berthier, and
the last is his Lemarque.

and Funky Bros. label which it took over
enjoyed only modest success and has made only
two appearances on French TV. It is one of
such successes as “Sous le Ciel de Paris” and “Les Gitans.”

5 Hits Spring From U.K. Fest

LONDON — Britain’s first
song contest held in May has turned out to be far from
successful after all. Five of the
songs considered by the judges
to have come from the midst of these
songs like Lulu’s “Leave a Little Love,”
published by Shanghai Music, Len
Red and Ronald Conrad.

The Manfred Mann group
and the Proment entry “One in
the Middle” as the title song of
an album which has soared into
the Top 10 singles chart. This is
published by Cooper Music.

Ivy League “Tootsin and Turn-in,”
published by Southside Mu-
sic; the Moody Blues “From the
Bottom of My Heart,” pub-
lished by Steel Music, and
Kenny Lynch “I’ll Stay by You,”
published by Sparta Music, are also
Decca (Lulu and Moody Blues, and EMI and
Mawi and Kenny Lynch) have two of the
hits each and Pye has the Ivy League.

Music Capitals of the World

AMSTERDAM

Young Norwegian songstress
Winter, who finishes Don’t
Grand Galda Du Disco Oct. 2.

Wencke records for Polydor.

Our Artists line re-

Ivy League singer.

By MIKE HENNESSEY

PARIS — A song presented by a relatively unknown singer, Erik Montry, won the 1965 French Song Festival—the An-
tibes Rose d’Or—despite strong
competition from more estab-
lished artists. The winning song, a dreamy ballad in traditional French style, was entitled “Les États du Soleil, du Soleil” (Sunshine and Shadow), was composed by Hubert Giraud with words by Pierre Delance and Franck Gerald. It is published by Semi-Mer-
dian and Montry is recording it this week for Barclay.

Montry made his first disk about three years ago. Since then he has enjoyed only modest success and has made only two appearances on French TV. It is one of
two appearances on French TV. It is one of
such successes as “Sous le Ciel de Paris” and “Les Gitans.”

The three prize of $400 was shared by Jean-Jacques Debout (who won last year’s Rose d’Or with “Nos désirs se sont accomplis” “Cloches d’Eoseque” (Editions Raoul Bretton) and Ily a Cent Mille Frangars” by Francis Malory and written by Malory and Roger Laghiller (Editions Ray Ventura).

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

More than 50 foreign pub-
lishers attended over the three
days of the Festival at the Théâtre de Verdure to hear 32 singers offering the new musical world more than 60 com-

The special Charles Trenet prize, the Prix de la Qualité, was awarded to the Julien Beau-


The Prix de la Qualité Jeu-

nessence went to the song “Tout un monde” by Andre Pascale and Christian Forist (Editions Beucher) sung by the singer.

The prize awarded by jour-

nalists to the best French interpre-
tation went to Francis Lemarque.

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

juries constituted in 10 other French cities—Lyon, Nantes, Strasbourg, Reims, Lille, Ver-

Newhart the book, to be published after he has

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

Pyte to Give WB A Big Splash

LONDON—TV and film ad-

vertising will be used by Pye next month to push the Warner Bros. label which it took over
from British distribution of from Decca.

July 2, Pye managing di-

rector Louis Benjamin is arrang-

ing a launching party for next
month which he hopes will be attended by many of the

label’s artists.

This month’s Warner releases by Pye are all reissues. They in-
clude three albums by Peter, Paul and Mary, three by Allan
Sherman, three by Bob Newhart and a single by the Byrds. Pye is also reissuing the Ever-

ly Brothers’ hit “Cathy’s Clown” and the Byrds’ “The Price of Love,” which is still

selling strongly.

Pye is also busy on its first major push of the Italian Durium label which Benjamin
chairs. E.M. Musicuhl of the Byrds is

The Byrds are also publishing a box set of the first Pye-Durium releases including six
albums, three EP’s and a single, the

major Italian hit, “Il Bizzarro” by Nini Rosso.

CBS RECORDS vice-president of Latin American operations, Manuel Villarreal, was honored with a party at the Brazilian company of Discos CBS. CBS selects a 40-Seat Sparenwerk Italian artist; J. Ribamar, and Antonio Palma Costa, commercial manager of CBS Brazil.

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

THE HOLLIES - "I'M ALIVE"

IMPERIAL on the go for '65!
Music House and International To Set Up N.Y.-Based Concern

NEW YORK—Music-House and International Records, the West German publishing and recorded company combination which operates throughout Western Europe, has signed an American company this fall.

The firm, Cantagallo Interna-
tional, which is based in New York and headed by Hans W. Schemke, international di-rector of the West German company.

Schemke has been headquar-
tering in the Great Northern Hotel here and will remain in New York for two more weeks. When he returns to Germany, he will have completed his task of Negotiating for the American company. By the time he returns to Germany, then come back to New York this fall to organize the company.

Seeks Distributors

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

HANS SCHEMK

records by Elka Sonner, Roy Eitel and the Boys.

Discussions with MGN, UNI, and CRI, all of which have already been held, and Schemke expects to talk with several other representa-
tives of U.S. labels in the next two weeks.

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

European Subsidiaries

This fall Cantagallo has set up subsidiaries in Paris, Madrid, Milan, Zurich, Copenhagen and London. Recently turned up Giganti Cinquanta, winner of the SRF Radio Prix in Geneva, and in addition to its activity in the record and publishing field, it plans to develop a promotion department.

Schemke has been in the rec-
business for five years, split between Teldec and International Records. He was instru-
mental in introducing country music to Germany and is now attempting to pick up distribution rights for U.S. labels in Germany as well as publishing rights for folk music.

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

By OMER ANDERSON

BONN—Iron Curtain radio and TV audiences are becoming increasingly audacious in their demand for material from the West—more music, above all.

Still strong are the programs that Communist states favor, but they no longer make any serious effort to defend them. A striking example occurred in all of the countries, radio-TV programmers appear to be at loggerheads with the Red parties over the perversion of programming for propaganda.

In all Central and East European countries, radio-TVs are cast a unique interview with Poland. Wilczynski Sokorski, never before has a Communist programming chief unbent himself so eagerly.

He said Poles are demanding more Western music—double-talk. He said too many

Vinton Is Hit By Retaliation

LONDON—Bobby Vinton has not been given a record permit. The singer arrived (21) for TV and radio dates to pro-

mit his British-made single, "Don't Go Away Mad."

Whereas Hot Caribbean had not come through by the time he arrived in London Vinton's broadcast permit was called off. His manager, con-
ducted a one-sided interview and was told that the American Federation of Radio and Television Artists had not received any letters from British Artists being pre-
duced by the Agency in London.

So Vinton concentrated on interviews for the pirate radio stations, and although the British record industry is backing efforts to get the pirates banned, several of their disk jockeys were at an EM1 re-
ception to welcome Vinton (25),

with several other representa-
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mental in introducing country music to Germany and is now attempting to pick up distribution rights for U.S. labels in Germany as well as publishing rights for folk music.
That seems to be the story of Hank's life. For one thing, he and the great Brazos Valley Boys are topping their previous box-office records at rodeos, fairs, auditoriums, clubs and ballrooms all across the country. For another thing, Hank's fabulous Capitol albums are selling at an all-time pace, especially his newest, BREAKIN' IN ANOTHER HEART.

Then there's Hank's great new Capitol single, THEN I'LL START BELIEVING IN YOU c/w IN THE BACK OF YOUR MIND (# 5422). Say you want to see Hank break in still another winner, namely you. Okay. First, call your nearest Capitol representative and place your order. Then, call Jim Halsey for Hank's available dates!
GAME OF LOVE." by Wayne Fontana and the Mindbenders, hit the No. 1 spot on the Hot 100 chart April 24, but catching the group — who were making personal appearances throughout the area — was tough going. Then Billboard's Andre de Vekey met them at a Phillips (Fontana) party in London. Mindbenders rhythm guitarist and singer are de Vekey, DJ David Pell; Cyril Staine (Shapiro-Bernstein), publisher of the song, and the group's recording manager, Jack Ravenstock.

MUSIC CAPITALS OF THE WORLD

Continued from page 20

director of the Swedish label Cupol, Helge Randrup, visited here. Two records on the Olga label have reached the Norwegian Top 10. Cupol distributes the Olga label in Sweden, and representing both labels in Norway are RCA Victor's representative. Olga records are produced by Ake Gerhard, and their singing artist is the Hepp Stars. 

Talks on whether it pays to record Norwegian records in Norwegian or whether local singers should sing in English or Swedish to attract a larger buying public.

ESPEN ERICKSEN

PARIS

Saule Shaw has recorded her No. 1 hit "Long Live Love" for Vogue in French (Pourra Que Dia), ... Top Japanese recording starts the Beatles arrived in Paris to record for Pathé-Marconi in French and to make appearances on TV programs Discorama, Uni de Nefel and Vient de Paradis. After attending the French Song Festival, Alain Rouill, director of Editions Vogue, will go to Tally to meet important publishers. ... Jean Arnault will represent Philips and Jacques Debrunart Radio Luxembourg, at the Festival of Spect in Poland Aug. 6 to 9. They will be accompanied by Marcel Leclerc, director of Philips Export Service, and Igor Musiakal, Philips artistic director. Polydor has released the Who's big American hit "I Can't Explain" here. Louis churchman to enter the disk field is a priest from Portugal who sings under the name of the Abbe Colin. He has been signed by Pathé-Marconi. ... Vogue report good sales for their new series of novelty EPs at four francs 18 cents. Latest releases feature recent hits like "Zorba the Greek," "La Nuit," "Na, Na, Na"; "Vanguard," "Yankee Doodle." The mammoth Europe No. 1 touring show which is following this year's Tour de France features Frank Alano, Nancy Holloway, Jacques Bedroin, Jean-Jacques De- bout, Harold Ray, the Gamblers and the French Singers of the World. Athens have been signed for an appearance on the Ed Sullivan show. France has thus re- recorded the French version of "Tomorrow's World," which is a hit in England. (Ne Comptez Pas Sur Moi) which is published by Cames de Editions. Festival signed Georges and Jean Loo, winners of the Radio TV Luxembourg contest, and also No- dite Cardos, who won the Radio de la Chanson contest. Bobby Solo sings at the Monte Carlo Sporting Club July 9 and will ap- pear on Monte Carlo TV.

ELY M. HENSEY

BEIGE DISC U.S.A.

Box 545, Radio City Sta.
New York, N. Y. 10019

THANK YOU

for the wonderful welcome received during my recent visit to America

GEORE HILDER

NEW YORK

Bob Role, president of publicly and manager of foreign operations for Atlantic Records, became the father of a boy, Robert Morgan Role, March 3. Paul Cohen, president of PMI's One Stop, Richmond, Va., has just returned from a six-week tour of Europe visiting record manufacturers and publishers. ... Eddie McLean has been elevated to vice president in charge of program- mation and promotion with Bing Crosby Productions. ... Steve Blaine, president of Jac- kie/Knight Records in Virginia, and Alen Blaine, as of Wednesday (10). Jack Clement, producer of the hit "Laurie" by Dickie Len, has moved his offices to Nashville un- der the banner of Jack Music, Inc.

Randazzo has signed Tony Orlando on Atlantic's Records, the Orchi and Derek Martin for Rondette Records, and John Andre for MGM Records. ... Julie Sed- dom has joined Premier Talent Associates.

Hollywood

Count Bessie to record special music for "Pride for Your Life." Universal TV series stars Bessie, ... "Rediscoveries," Universal executive producer, also signed Lorna Carr, pi- sonit Don Abney, bassist Joe Com- forte, who will record some Bessie on his new label, which will work with Bessie. ... Frank chance for MGM Records to be a combination pop and country package to be released in Europe. The producer is Alfred Kent, who has organized a long tour of England, Switzerland, and Norway. (Blackwood Brothers), the English Arthur (Topman's) music, "Will You Love Me More," and "Love of My life," and "Ain't Got Nothin' But the Blues," which is a big hit in England. In the Wiltshire, "Love of My life," and "Ain't Got Nothin' But the Blues," which is a big hit in England.

BRUCE WEBER

A THREE-STORE ROCKET was presented to Salvatore Adamo (center) recently by Pathe-Marconi to celebrate ten million sales of his record "La Bamba." Italian state of the art in 1964, where Adamo was born, was presented by Roberto Serrato, left. The Belgian state, representing the country where Adamo was reared, presented this award to the French state, where Adamo recorded "La Nuit," was presented by Eugene Wollenman. Wollenman and Mallet won their presentation rights with Miss Wollenman bought the millionth copy of "La Nuit." Looking on at the ceremony were Bill Eiffel and Edmund G. C. Gross, right, president general of Emi Pathe Marconi.
THE BEAU BRUMMELS

ARE GRATEFUL TO THE DEALERS
—MORE GRATEFUL THAN ANYONE!

I'm Terribly Grateful for—
"LAUGH LAUGH"
Autumn #8

I'm Awfully Grateful for—
"JUST A LITTLE"
Autumn #10

I'm Excessively Grateful for Our Album—
"INTRODUCING THE BEAU BRUMMELS"
Autumn #103

I'm Anticipatively Grateful for Our New Release—
"YOU TELL ME WHY"
Autumn #16

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

AUTUMN RECORDS, INC., 70 DORMAN AVENUE, SAN FRANCISCO, CALIFORNIA (415) AT 27162

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

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**ALBUMS**

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### CANADIAN RECORDS

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**HITS OF THE WORLD**

**Billboard, July 10, 1965**

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**BILLBOARD, July 10, 1965**

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www.americanradiohistory.com
GUARANTEED TO BE THE NO. 1 RECORD OF 1965 FROM TAMLA/MOTOWN/GORDY

PRETTY LITTLE BABY
by
MARVIN GAYE
Tamla 54117
HITS THE CHART AT #66 THIS WEEK

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

I'LL ALWAYS LOVE YOU
by
THE SPINNERS
Motown 1078

TAMLA/MOTOWN/GORDY RECORDS
2648 W. Grand Blvd., Detroit, Mich.
<table>
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<th>Title</th>
<th>Label</th>
<th>Sales</th>
<th>Other Info</th>
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<td>ALBERT KING</td>
<td>I'M IN A DREAM</td>
<td>MCA Records</td>
<td>190,000</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>THE BEE GEES</td>
<td>MAMMA MIA</td>
<td>Warner Bros</td>
<td>180,000</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>BOBBY DARIN</td>
<td>MY OBSESSION</td>
<td>Capitol</td>
<td>170,000</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>MICK JAGGER</td>
<td>ON THE SHORES OF THE KINGS LAKE</td>
<td>Columbia</td>
<td>160,000</td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>THE KINKS</td>
<td>THE KINKS ARE THE BAND</td>
<td>Reprise</td>
<td>150,000</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>THE MONKEES</td>
<td>I'M A BELIEVER</td>
<td>Columbia</td>
<td>140,000</td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>THE GRAND DUKE OF HANOVER</td>
<td>THE GRAND DUKE OF HANOVER</td>
<td>Columbia</td>
<td>130,000</td>
<td></td>
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<tr>
<td>14</td>
<td>THE cio s</td>
<td>THE cio s</td>
<td>Columbia</td>
<td>120,000</td>
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<td>15</td>
<td>THE SEEKERS</td>
<td>YOUNG LADIES</td>
<td>Colombia</td>
<td>110,000</td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>THE BAND</td>
<td>THE BAND</td>
<td>Columbia</td>
<td>100,000</td>
<td></td>
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<tr>
<td>17</td>
<td>BOB DYLAN</td>
<td>BLONDE ON BLONDE</td>
<td>Columbia</td>
<td>90,000</td>
<td></td>
</tr>
<tr>
<td>18</td>
<td>THE BYRDS</td>
<td>LIFE IS JUST A DREAM</td>
<td>Columbia</td>
<td>80,000</td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>BOBBY VEE</td>
<td>AN EVENING WITH BOBBY VEE</td>
<td>Capitol</td>
<td>70,000</td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>THE ROLLING STONES</td>
<td>BETWEEN THE BURIAL AND THE FREEZE</td>
<td>Decca</td>
<td>60,000</td>
<td></td>
</tr>
</tbody>
</table>

Compiled from national retail sales and radio airplay data by Billboard Magazine.
ALBUM REVIEWS (continued)

VICKY AUTER IN PARIS (MCA 7307)

The French song stylé, equally well known in the U. S., presents a well programmed and well produced album. Miss Auter, a young French vocalist, presents her own version of the French stylé. Miss Auter's voice is quite distinctive and her renditions of these songs are quite effective. The album is recommended for fans of the French stylé.

MOTHER MARYLLE CARTER SINGS FAVORITE SONGS OF THE CARTER FAMILY

Cucumber MOG 25294 (M)ypsy, country and western fans will be pleased with this album. Miss Carter, a member of the Carter Family, presents her own version of the Carter Family's work. Her renditions are quite effective and the album is recommended for fans of country and western music.

THE UNFORGETTABLE MOLLY O'DAY AND THE CUMBERLAND MOUNTAIN PEOPLE

Various artists, Columbia CL 72097 (S)

Lovers of the traditional country stylé will appreciate this album. Miss O'Day, a member of the legendary O'Day family, presents her own version of these songs. Her renditions are quite effective and the album is recommended for fans of traditional country music.

THE GOLDEN HITS OF LESLEY GORE

Various artists, Mercury MG 21034 (M)

This album presents the hits of the popular singer Lesley Gore. The renditions are quite effective and the album is recommended for fans of Lesley Gore.

THE KING FAMILY SHOW

Warner Bros. W 1601 (M); WS 1601 (L)

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

HOW TO BE A JEWISH MOTHER

Various artists, Chas 1491 (M)

This album presents the popular Broadway show of the same name. The renditions are quite effective and the album is recommended for fans of Broadway shows.

HUSTLIN'

Various artists, Argo LP 6227 (M)

Some of the greatest names in the R&B field highlight this package, including the legendary Ben E. King singing "Stand By Me," Howlin' Wolf singing "Stones," & Buddy Guy turning out "I'm a Man." The album is recommended for fans of R&B.

DOUBLE HEADER

Arthur Prysock, Old Town 2099 (M); 2099 (L)

This album presents the hits of the popular singer Arthur Prysock. The renditions are quite effective and the album is recommended for fans of Arthur Prysock.

SEEN ALBUM REVIEWS ON BACK COVER

ALBUM REVIEW POLICY

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

SPECIAL MERIT PICKS

BAS SPECIAL MERIT

GROUPS OF GOODIES, VOLUME 2

Various Artists, Chas 1494 (M)

"Smokin' Fingers" by the Masters is this month's pick for Best Group of the Month. The album presents a variety of groups, each one with a distinct style. The renditions are quite effective and the album is recommended for fans of groups.

SPOKEN WORD SPECIAL

THE BLUES, VOLUME 2

Various Artists, Argo LP 6072 (M)

Some of the greatest names in the R&B field highlight this volume as well, including the Fabulous Chuck Berry singing "Rolling Stone," Howlin' Wolf singing "Stones," & Buddy Guy turning out "I'm a Man." The album is recommended for fans of R&B.

SPOKEN WORD SPECIAL

RISTOIAN: CYRANO DE BERGERAC (1-12" LP)

Various artists, Commodore TVS 3506 (S)

This album presents the voice of the famous French actor and writer, Cyrano de Bergerac. The album is recommended for fans of Cyrano de Bergerac.

SIX NONLECTERS 1

E. E. Cummings, Commodore TC 1186 (M)

This album presents the voice of the famous poet and writer, E. E. Cummings. The renditions are quite effective and the album is recommended for fans of E. E. Cummings.

MONSTER SINGING

Various artists, Paramount 3928 (M)

This album presents the voice of the famous singer, Frank Sinatra. The renditions are quite effective and the album is recommended for fans of Frank Sinatra.

ETHEL Merman Sings Cole Porter

Columbia CL 2964 (M); ET 2964 (S)

THE HARMONICA HITS OF THE TWENTIETH CENTURY

Arca 662 (M)

LOW PRICE POPULAR

RED ROSES FOR A BLUE LADY

Bob Hope, Arca 296 (M)

CAS 896 (S)

GOLDENBERG AND OTHER MUSIC FROM JAMES BOND,Thrillers

Various artists, Columbia CL 7913 (M); CL 7915 (S)

COUNTRY

A COUNTRY SINGALTO TO HANK WILLIAMS AND FRIENDS

Various artists, Columbia CL 7914 (M); ET 7914 (S)

THE BEST OF DON GIBSON

RCA Victor LPM 3379 (S); LP 3379 (L)

GREAT COUNTRY & WESTERN HITS

Art Smith, Del DL 25324 (M); DL 25323 (S)

CLASSICAL

THE WORLD'S GREAT OPERETTAS

Various artists, Decca HX 9296 (S)

LOW PRICE CLASSICAL

LILLET: FOUR HUNGARIAN HAPLOUROS FOR ORCHESTRA

Various artists, Angel 4948 (S); 4949 (L)

FOLK

MY LIFE IN THE BLUES (2-LP)

Lightnin' Hopkins, Prestige PR 7779 (S)

RHYTHM & BLUES

SHADES OF A GENIUS

Milt Jackson, Clef CL 1491 (S)

THE BLUES VOLUME 4

Various artists, Argo LP 6442 (M)

GROUPS OF GOODIES, VOL. 2

Various artists, Chas 1491 (M)

EVERYDAY, EVERYDAY

Jimmy McCullough, Imperial LP 9285 (S); LP 9286 (L)

IT'S NOT UNUSUAL

Della Rae JF 1141 (M)

CHILDREN'S

KIDS' MUSIC CLUB:

SONGS IN STORIES

Ex Libris, Library Edition of the Kids' Music Club. Swift 5148 (L)

GOSPEL

MY GOD IS REAL

Willie Dreyer, Gold G 587 (S)

RELIGIOUS

HAPPY JUBILEE

Revolutionary Choir, Word W 3332 LP (M)

IN MY HEART... A MELODY

Campus Choir, Chorale Choral Chorus (Michigan). Swift S 1414 LP (S); 5114 LP (L)

HINTIME SING-ALONG

Every Home and the Kent Kalam Singers, Swift S 5142 LP (S); 5143 LP (L)

THE HOLY CITY

Ingrid Franklin, Arca 446 (S)

INTERNATIONAL

PEPPINO I TALIAN HITS

Pepino's Italian Hits. Capitol. Capitol 5119 (S); 5120 (L)

IN MY HEART... A MELODY

Campus Choir, Chorale Choral Chorus (Michigan). Swift S 1414 LP (S); 5114 LP (L)

HINTIME SING-ALONG

Every Home and the Kent Kalam Singers, Swift S 5142 LP (S); 5143 LP (L)

THE HOLY CITY

Ingrid Franklin, Arca 446 (S)

(Continued on page 31)
NEW ALBUM RELEASES
This form is designed to aid dealers in ordering and broadcasters in programming.

ABC
ANDREI PUSHKIN—The Holy City: A Hymn. The Harmonica Hits of the Three Reeds; A 462

CAPITOL
A.—RICK DICKENS: H 3444
PETERS & GORDON—True Love Ways; T 3508, ST 2840

CARRI".
George Barnes & Carl Rees—Guitars Among Strings. JLP 420

DISNEYLAND
STEVENSON HOLIDAY—Just So Stories Vol. II, D 1255
PRESIDENT JULY SUNRISE MILLER: D 1271
VARIOUS ARTISTS—All The Songs From Winnie the Pooh and The Honey Tree; D 1277
VARIOUS ARTISTS—Children's Riddles and Games Songs; DF 1278
VARIOUS ARTISTS—Further Adventures of Cinderella's Mice; D 1279
DICK WHITTINGTON—These United States; D 1290

D Panel
SORKOVEC: 7044.
ARTHUR NEW 30
SORG 642
IT'S A BALLAD Introducing IN THE LATE ORCH. (Ancerl);
7044
designed ANOTHER HITS (SL. M. 1697)
THREE RECORDS; 705, 705, 705,
M, gave 2008 S
SCHUTZ: Caledonia! The Hottest ARTISTS-
THE LATE HS ARTISTS
VARIOUS SCHOEN: COMPARABLE HIOTIS
Cinderella's Mice; 705
 Anyone HS 305
MACPHERSON
These new records, not yet on Billboard's Hot 100, have been reported getting strong solo action by dealers in major markets and are listed in pertinent markets.

UNCHAILED Hits
Righteous Brothers, Philia 129 (Frank, ASCAP)
(San Francisco, Seattle)
I'M THE ONE THAT LOVE FORGOT
Nauchtsahl, Carnival 309 (Savannah, GA)
(Chicago, Nashville)

YAKETY AXE
Chat Atkins, RCA Victor 8990 (Tree, BMG)
(Nashville, Nashville)
IF YOU REALLY WANT ME TO, I'LL GO
Ben-Dellas, Smash 1986 (Billie Finn, BMG)
(Chicago, Nashville)

HAPPY FEET TIME
Haepen's, Sunburst 106 (Laurinum, ASCAP)
(Detroit, Pittsburgh)

TELEMANI: SONATA IN D MINOR—THREE MUSIC OF HANDEL'S LONDON.
Hobomar: The London Symphony Orchestra; EMI, LEM 121

PARLIAMENT
MARKS: CONCERTO FOR ORCHESTRA—Furlock Heritage/Phil/International Orch. (Tourspey). SRS 4402, SRS 4402
HAMBURG: FIRST CONCERT OF THE CERES 1964, HIS 5703

FOY
WILLY SCHNEIDER—Teutonic Duet/Harl/Ernst Kirsch.
Zurich; 6 71765, 237 790
VARIOUS ARTISTS—Waltzes From Fagus 2; 45 454, 545 454
VARIOUS ARTISTS—Zwischen Die 3. Wahl Teams No. 2; 237 239
VARIOUS ARTISTS—Lieder Der Deutschen; 557
PETE WUNDERLICH—Wunderlich, Great Tape, 259 101

PRESTIGE
NILES DAVIS Plays For Love, PR 722
RICK DICKENS: H 3444, PR 723
BARKY BENNET, Danny Kaye, ARTIE BEEBE: The Fish Spring, PR 7271

PRL RECORDS
SINGERS & MAESTO—Adapts Fresco/Laurel Courtland; 131 LPS

BRYSON
ORIGINAL CAST—Music Theater of Lincoln Center "Kitten," LOC 1112, LSO 1112

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

COMPUTER PREDICTS CHANCES OF RECORD BEING SALES HIT
BEVERLY HILLS, Calif.—A computer programmed to predict—wit 98 per cent accuracy— the probability of a new record being a sales hit has been developed.

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

The computer's memory is constantly refreshed with a continuous flow of pertinent information regarding each new record release.

The analysis is broken down into three categories to project the probability of the record hitting the top 30, top 10, No. 1. Allen D. Allen, creator of Computer Assessed Record Data (COMPASS), said it has been fashioned to offer a nationwide service for radio stations, record manufacturers and distributors.

COMPASS, he said, will project the "hit probability percentage" of all new recordings immediately following their national release and in follow-up.

ONLY THOSE IN LOVE
Baby Washington, Sue 129 (Brown, BMG)
(Salt Lake City, Minn.)

SUNRISE, SUNSET
Eddie Fisher, Dat 16732 (Sunbeam, ASCAP) (New York)

CHANTILLY LACE
Rene & Rae, ARC-Paramount 10695 (Gloss, BMG)
(Chicago)

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

STREETS OF LAREDO
Johnny Cash, Columbia 23132 (Southwind, BMG)

STORM WARNING
Valentino, Artie 106 (Silken-Dandolian, BMG) (Philippines)

IT'S TOO LATE BABY, TOO LATE
CARL PRYSOCK—Old Town 1983 (Fry-Walsh, BMG)
(Salt Lake City, Minn.)

SAY THANK YOU
Jee Vox, Parrot 4012 (Tree, BMG) (New Orleans)

I'LL ALWAYS LOVE YOU
Smithers, Mawten 1029 (Jubete, BMG) (Detroit)

TIGER WOMAN
Cloudie King, Columbia 45279 (Collaria, BMG) (Housten)

BUSTER BROWNE
Willie Mitchell, Hi 2001 (A&M, BMG) (New Orleans)

THE LOSER
Skyliner, Jubilee 5556 (Walter, BMG) (New Orleans)

GOING TO NUMBER 1 WITH THE NUMBER 1 MALE VOCALIST
ARTHUR PRYSOCK
IT'S TOO LATE BABY (TOO LATE)
OLD TOWN 1183

Introducing His Latest AND Hottest Album

A DOUBLE HEADER WITH ARTHUR PRYSOCK
OLD TOWN LP 2009 M, 2009 S

and the album that gave you IT'S TOO LATE BABY (TOO LATE) INTIMATELY YOURS
OLD TOWN LP 2008 M, 2008 S

OLD TOWN RECORDS
1697 Broadway, New York, N. Y. (212) CI 7-2398

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

45's DO BETTER IN P.R.

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

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

A recent meeting of major South American labels to discuss discontinuing the manufacture of 78 r.p.m. records was futile, Granados Jr. said. Miami Records, Miami, Fla., is owned and operated by Carlos Diaz-Granados Sr. The 15-year-old business specializes in Latin American music. Granados, who previously operated a record business in Barranquilla, Colombia, S.A., handles about 25-30 South American labels. Some he purchases at the Miami factory from imported masters. Others, he just has distribution rights.

The New York retail-distributor outlet is managed by Antonio Bustillo, aided by Granados Jr. Albums are the best sellers, according to Bustillo, who said he had about 30,000 in stock. The label dance craze in Colombia, S.A., is the Cuban, and these records sell extremely well in New York. Some of the top artists are Trio Los Panchos on Columbia Records, Los Diplomatas on Fuentes Records, Javier Solis on Columbia and Daniel Santos on Fuentes.

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

HITS OF THE WORLD

- Continued from page 24

1. 5 CAROLINA—*Nora Leu* (Philips)
2. 4 MA—Mis Albin Barriere (Philips)
3. 6 SENTIMENTAL REMAINS—*Rehman Sultan* (CBS)
4. 7 RED RIDE FOR A BLUE LADY—*Jan Krafft* (Polydor)
5. 8 SANTA MODERNA—*Eugene Santiago* (Philips)
6. 9 IN THE DARK—*Roméo & Juliette* (CBS)
7. 10 THE SIREN SONG—*Richard Ambar* (EMI)

SINGAPORE

*Domino local orig*

**This Week's Hit Week 25**

1. *THE BLACK COW—*John Knox (CBS)
2. *IN MINUTUela—*Jose Mora (CBS)
3. *LITTLE GIRL—*Kitty Kisa (CBS)
4. *LITTLE MISS HUSTLER—*Paula Lee (CBS)
5. *THE LAST TIME—*Rolling Stones (CBS)
6. *YOU'VE GOT TO HAVE A HEART—*Lori Black (CBS)
7. *THE GAME OF LOVE—*Wayne Fontana (Fontana)

Jerry Weiner a V.P.

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

- ALBUM REVIEWS

- Continued from page 39

**THREE-STARS ALBUMS**

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

**COMEDY**

Mr. Funny Man

July 10, 1965, BILLBOARD
WCMS Files a Suit Against Roger Miller

NORFOLK, Va. — WCMS Radio, Norfolk, which operates country radio station WCMS here, has filed suit with the United States District Court for the District of Columbia against Roger Miller, country music's most successful songwriter-artist, charging breach of contract. The radio station seeks $1 million.

According to the charges, Miller was scheduled to appear in two concerts at the Allen Shepard Convention Dome in nearby Virginia Beach last Sunday (21) and failed to show for either performance. Geet A. Crump, WCMS president, said that the station was unable to locate Miller, who is known in the business as "the doofus," for the day of the performances, which were finally canceled with full refunds to about 3,000 fans.

Crump added that Miller's luggage did arrive in the Nov-

YESTERDAY'S COUNTRY HITS

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

COUNTRY SINGLES—5 Years Ago—July 11, 1960

1. Please Help Me, I'm Falling (SP) (RCA Victor LPM 1949) (RCA Victor)
2. One More Time (SP) (Ray Price, Columbia)
3. When the Boys in the Back Room Call (SP) (Bill Anderson, Capitol)
4. Each Moment (Satin and Me) (Columbia 443394)
5. Tell Me a Story (Satin and Me) (Columbia 443395)
6. The Beautiful New, Melba Pierce (Barnes & Noble, Capitol)
7. Meltin' Mustard (Satin and Me) (Columbia 443396)
8. Kitty Wells (Columbia)
9. The Return of Roger Miller (Moe Bandy, Columbia)
10. The Race is On (Bill Anderson, Capitol)

COUNTRY SINGLES—10 Years Ago—July 9, 1955

1. In the Jailhouse New (Moe Bandy, Decca 294293) (Decca)
2. Making Believers, Kitty Wells (Decca 294296) (Decca)
3. Yellow Roses, Hank Snow, RCA Victor
4. Satisfied Mind, Porter Wagoner, RCA Victor
5. Living In a Love Song (Satin and Me) (Columbia)
6. Cattle Call, Eddy Arnold & His Southern Boys, RCA Victor
7. Waitin' for You to Get Back (Satin and Me) (Columbia)
8. The Return of Roger Miller (Moe Bandy, Columbia)
9. The Race is On (Bill Anderson, Capitol)
10. Texas Trilogy (Satin and Me) (Columbia)

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 7/10/65

1. FREE TO GO (RCA Victor LPM 1361) (RCA Victor)
2. COUNTRY-ON (RCA Victor LPM 1361) (RCA Victor)
3. THE OTHER WOMAN (Ray Price, Columbia 42949) (Pamplin, BMI)
4. WEATHERSAND (DAVID MOORE, CAPITOL) (Capitol)
5. THE BRIDGE WASHED OUT (Warren Mcifs, Eddy Arnold, RCA Victor 35814) (Bud Arnold, BMI)
6. THE FIRST THING EVENING (Satin and Me) (Columbia 42949)
7. THE MILLION DOLLAR BILL (Columbia)
8. BLUE KENTUCKY GIRL (Billie Walker, Columbia 37491 (Spine-Fire, BMI)
9. YES, MR. PETERS (Satin and Me (Columbia 42949)
10. I CAN'T BE MINE (Dusty Rhodes, RCA Victor 35814) (Bill Arnold, BMI)
11. I'LL KEEP HOLDING ON (Satin and Me) (Columbia 42949)
12. I'M NOT A MOTHER (S. COLEMAN) (Columbia 42949)
13. I'LL GIVE YOU A BREAK (Satin and Me) (Columbia 42949)
14. GIRL ON THE BILLBOARD (Satin and Me) (Columbia 42949)
15. IT'S ALRIGHT (Satin and Me) (Columbia 42949)
16. I'LL BE BY (Satin and Me) (Columbia 42949)
17. LADY WHO (Satin and Me) (Columbia 42949)
18. MATRONA KAHN (Satin and Me) (Columbia 42949)
19. A WILD AS A WILD (Satin and Me) (Columbia 42949)
20. MILLION DOLLAR BILL (Satin and Me) (Columbia 42949)

HOT COUNTRY ALBUMS

This Week

1. CONNIE SMITH (RCA Victor LPM 1361) (RCA Victor)
2. DEAN MARTIN (MCA 1001) (MCA)
3. BILL ANDRIS (RCA Victor LPM 1361) (RCA Victor)
4. I'LL KEEP HOLDING ON (Jay Jackson, Eddy Arnold, RCA Victor 35814) (Bill Arnold, BMI)
5. THE RETURN OF ROGER MILLER (Moe Bandy, Columbia)
6. THE RACE IS ON (Bill Anderson, Capitol)
7. THE JIM REEVES WAY (RCA Victor LPM 1361) (RCA Victor)
8. GEORGE JONES & PETE NITR (RCA Victor LPM 1361) (RCA Victor)
9. RED ROSES FOR A BLUE LADY (George Morgan, Columbia 42949)
10. BURNING MEMORIES (Columbia)
11. THE EASY WAY (Bill Anderson, Capitol)
12. FRENCH TOUCH (RCA Victor LPM 1361) (RCA Victor)
13. HANK WILLIAMS, JR. (RCA Victor LPM 1361) (RCA Victor)
14. ROOTS (RCA Victor LPM 1361) (RCA Victor)
15. CROSS THE BRIDGES AT WACO (Bill Anderson, Capitol)
16. GIRLS OF MY HEART (Merle Travis, RCA Victor LPM 1361) (RCA Victor)
17. MR. COUNTRY AND WESTERN MUSIC (RCA Victor LPM 1361) (RCA Victor)
18. BLUE MAMBA (RCA Victor LPM 1361) (RCA Victor)
19. BIGGER AND BETTER (RCA Victor LPM 1361) (RCA Victor)
20. TELL ME A STORY (Satin and Me) (Columbia)

This Week

1. HANK WILLIAMS, JR. (RCA Victor LPM 1361) (RCA Victor)
2. HANK WILLIAMS, JR. (RCA Victor LPM 1361) (RCA Victor)
3. ROOTS (RCA Victor LPM 1361) (RCA Victor)
4. HILLS FROM THE COUNTRY HALL OF FAME (RCA Victor LPM 1361) (RCA Victor)
5. CROSS THE BRIDGES AT WACO (Bill Anderson, Capitol)
6. GIRLS OF MY HEART (Merle Travis, RCA Victor LPM 1361) (RCA Victor)
7. MR. COUNTRY AND WESTERN MUSIC (RCA Victor LPM 1361) (RCA Victor)
8. BLUE MAMBA (RCA Victor LPM 1361) (RCA Victor)
9. BIGGER AND BETTER (RCA Victor LPM 1361) (RCA Victor)
10. TELL ME A STORY (Satin and Me) (Columbia)
RIDING THE TIDE

WARNER MACK

"THE BRIDGE WASHED OUT"
b/w "BIGGEST PART OF ME" DECCA 31774

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

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

Thanks D.J.s for making "Bridge" a Hit
Sincerely, Warner

www.americanradiohistory.com
Selman Manager Of Reeves Firm

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

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

Chart to Handle Own Distribution

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

The relatively new record company, which has had considerable success in the area, has previously been associated with Sound of Nashville, Inc., in marketing promotion.

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

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

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

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

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

The firm plans two single releases monthly on each label.

New artists for the Great label are Gene Hood and Wayne Cagle, with early releases planned.

The label is now serving more than 2,000 ID’s, Stephens reported.

WHY DO MOST LABELS PREFER THIS PROVEN PROCESS?

Simple. You overwrap an album in Cryovac Y-Film and you’re on your way to new highs in impulsive sales. And proven sales performance isn’t the sole benefit. Cryovac Y-Film is part of the only proven process for overwrapping LP’s. 300,000,000 albums packaged in Cryovac Y-Film is sound evidence that this process works. And Cryovac supplies the only complete package — film, equipment, and service.

Put this proven process to work for you. At least, check into it. (You like to break sales records, don’t you?)

Johnny Paycheck is considered the most important new artist in Country Music today. "The Girl They Talk About," Hit Top No. 1, is his current big record. Represented by Aubrey Mayhew.

Chart

Whitman Returns To S. A. in ’66

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

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

Minnie Pearl Set

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

McCall TV Debut

JACKSON, Mich. — "The Cash McCall Show," a new weekly half-hour country and western presentation, made its debut Saturday (3) on WIL-X-TV here. Show will feature Cash McCall and his Greenbacks and special guests. McCall’s first record, "My Friend Johnny," was released last week on Sheb Wooley’s Topic Records label.

Best Selling Gospel LP’s

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

RCA VICTOR

1. THE BEST OF THE BLACKWOOD BROTHERS, LPM 2921 (4L), LSP 2921 (5)
2. THE BEST OF THE STATESMAN QUARTET, LPM 2923 (4L), LSP 2923 (5)
3. THE BLACKWOOD BROTHERS PRESENT THEIR EXCITING TENOR BILL SWALN, BLACKWOOD BROTHERS & BILL SWAIN, LPM 2934 (4L), LSP 2934 (5)
4. THE STATESMAN QUARTET WITH NOVEL LISTERING SPOTLIGHTS DOTT D.O. LPM 2864 (4L), LSP 2864 (5)
5. JACK HOLLOWAY (MR. GOSPEL MUSIC) SINGS YOUR FAVORITES, LPM 2729 (4L), LSP 2729 (5)

BILBOYARD, July 10, 1965

Copyrighted material
GREAT ARTISTS
GREAT RECORDS
...from RCA Victor!

* WAYLON JENNINGS
  "THAT'S THE CHANCE I'LL HAVE TO TAKE"
  (45-8572)
  #3—WJJD—CHICAGO
  #12—KCKN—KANSAS CITY
  #20—WTUF—MOBILE

* DON BOWMAN
  "WRONG HOUSE"
  (47-8588)
  Latest Album
  "FRESH FROM THE FUNNY FARM"
  (LPM-LSP-3345)
  SPOTLIGHT PICK
  BILLBOARD SPOTLIGHT
  CASHBOX PICK

RCA VICTOR
The most trusted name in sound

DON BOWMAN BOOKINGS:
THE HUBERT LONG TALENT AGENCY
806—16th AVE., SO. NASHVILLE, TENN.
DGG Makes Cut in Prices

NEW YORK — Deutsche Grammophon Gesellschaft, distributed in the U.S. by RCA Victor, this week announced that the suggested list on its albums will drop from $5.98 to $3.79 immediately. The reduction is a direct result of the removal of the excise tax, with savings to be passed on to distributors and dealers.

Jerry Schoenbaum, MGM classical division general manager, said that DGG is in the process of completing its full re-leases schedule. The release schedule will be announced at distributor meetings in San Francisco July 20 and in New York July 22. Included in the fall schedule are new releases of Mozart's "Magic Flute" and Schoenberg's "Gurre-Lieder."

3rd RCA Album By Peter Serkin

NEW YORK — Peter Serkin, 17-year-old pianist, has recorded his third RCA Victor album, the Brahms Piano Concerto in G. He performs with the Chicago Symphony Orchestra, directed by Swjtil Ozawa. It's the Japanese conductor's first recording for Victor.

Young Clarinetist At Spoleto Fest

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

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

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

Nonesuch Adds An Intl. Series

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

According to Joe Holzman, Elektra president, the series will focus on folk music throughout the world and will consist of original recordings, not releases of previously released material.

The first five releases, which will be in the hands of distributors this week, are:

- an Albanian folk song of the kind rarely heard outside the Balkan area.
- a Gypsy song from Spain, with the melodies of the Gypsies of Madrid.
- a traditional song from Indonesia.
- an Indian classical song, set to a new melody.
- a traditional folk song from the Ukraine.

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

BEST SELLING CLASSICAL LP's

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

No. 1
1. AN HISTORIC RETURN—HORowitz AT CARnegie HALL
2. Tchaikovsksy—Symphony No. 1
3. STRAVINSKY—The Rite of Spring
4. BACH—Cantatas Nos. 34, 16, 147
5. MOZART—Symphony No. 5

No. 2
1. HANDEL—Messiah
2. mozArt—Symphony No. 3
3. TCHAIKOVSKY—Swan Lake
4. BACH—Cantatas Nos. 51, 147
5. STRAVINSKY—The Rite of Spring

No. 3
1. BACH—Cantatas Nos. 51, 147
2. mozArt—Symphony No. 3
3. TCHAIKOVSKY—Swan Lake
4. BACH—Cantatas Nos. 51, 147
5. STRAVINSKY—The Rite of Spring

No. 4
1. Tchaikovsksy—Symphony No. 1
2. mozArt—Symphony No. 3
3. TCHAIKOVSKY—Swan Lake
4. BACH—Cantatas Nos. 51, 147
5. STRAVINSKY—The Rite of Spring

No. 5
1. mozArt—Symphony No. 3
2. Tchaikovsksy—Symphony No. 1
3. BACH—Cantatas Nos. 51, 147
4. TCHAIKOVSKY—Swan Lake
5. STRAVINSKY—The Rite of Spring
KOL Making Pop Bid

By CLAUDE HALL

SEATTLE -- KOL Radio wanted to go into a pop format, but the market was already crowded. Paul Cooper, vice president and general manager of the station, was involved in various formats for the past two years, but general manager Bob Cooper was merely biding his time. 'I've had this idea for a while now,' Cooper said, 'and finally the right time and the right format to pull it off.'

KIR was 'doing very well in the market,' Cooper said, 'and I knew if we were going to kick them we'd have to come with something better.' So, June 1 radio station KOL launched its attack on the market. But not quite West Coast style.

The major assist came from local distributors. Cooper said distributors chipped in with about 10,000 side-track records. A few days before school let out for the summer, KOL disk jockeys climbed aboard a station wagon fondly labeled "Woodie Wagon" for its potential surf-carrying possibilities. The DJs visited all 22 high schools, according to Cooper, passing out not only the free singles — letting the kids know with a flourish that a new pop station would be rocking the air waves.

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

Another promotion involved the "Woodie Wagon," which had served its use as a service carrier, it was given away with a surfboard and a family weekend at an area resort to a lucky listener.

One of the changes to make KOL into a pop-focused station were in the staff. The "British Sound" was so popular, KOL decided with four disk jockeys-Tommy Vance. Others added to the new staff were: Donna Ketner, Danny Oliday and Rhett Hamilton Walker I and II. Promotion. Sandy Siler, promotion man for West Coast Record Distributors, joined the station as record librarian.

The station is now strictly Top 40. The only albums played are those of Top 40 artists. Cooper said the station was still too early to tell much about the station. "A go-go," he said, "we had nothing but good from our advertising accounts, down to the kids," he said.

KOL became one of the first two hits of Sunday's hit parade, about the standards of such artists as the Byrds, Jody Miller, Dean Martin, Sonny and Cher, the Everly Brothers, the Rolling Stones, a full-page picture of P. J. Proby, and a picture feature of Tom Jones. The newspaper also carries station news and promotions.

Segalman said the newspaper radio had no editor at present, "we all make contributions of like group". The KFWB program director, is in charge of the therapy. Deadline for copy of Thursday is Thursday, "If you're all gone", Segalman said.

Costs More

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

(Continued on page 39)

KWDB Publishing A Weekly Tabloid

By CLAUDE HALL

LOS ANGELES -- The new radio station to issue its own newspaper is KFWB, which brought out Vol. 1, No. 1 on June 14. The eight-page newspaper takes the place of the station's KFWB Fab Forty, a weekly sheet listing the top 10 hits in the area. Circulation is 25,000 copies a week, according to Mike Segalman of KFWB, and "we could triple it if we wanted to."

The first issue featured a banner across the top in blue ink proclaiming "New eight-page newspaper takes the place of KFWB Fab Forty."

Artists Fill in At WKDA

NASHVILLE -- Country music star once was the microphone phone calls at WKDA Radio here for a week while disk jockeys, Drusky took a vacation. The stars who filled in during Buckley's three-hour slot included Dennis Lee, RCA Victor's Eddy Arnold, Captain Slimmy James, Mercury's Ray Stevens, and RCA Victor's Snavely Don. When Dennis Lee volunteered to answer questions about herself, the station's five-turn switchboard was swamped with calls. Brenda Lee handled the ad lines, the inserts, commercials and phone calls like a seasoned disk jockey.

The unusual thing about the whole event is that WKDA is a pop-focused station, Bush, Patti and the Bluebirds, Johnny Cash, the Lettermen, the Kingsmen, the Ventures, the Imperials, and the Sandpipers.

MERCURY RECORDS artist Roy Drusky, right, presents a copy of his latest album to disk jockey Curley Smith of WKDD Radio, Fort Lauderdale, Fla., while on tour promoting his "Yes, Mr. Peters" record on the top 10 of the Hot Country Singles List.
George Cooper has been named program manager of KALL Radio, Salt Lake City, Robert Blake Harper, WSAI disc jockey, has joined the Cincinnati station. . . . Michael R. Siglman has been re-elected rector of promotion at KFWB Radio, Hollywood. . . . KHIP Radio, Albuquerque, N. M., is celebrating its first birthday and would like to have taped greetings from everyone to publishers and artists. The country music station's address is 215 San Pedro Drive, N. E., Albuquerque. Care of Al Lynch.

Don McLeod has joined KJBD Radio, Live Oak, Mich., to fill in a morning slot and week-...
WBAP Deejay Puts Memories to Work
By O. R. ALLEN
FORT WORTH — Elston Brooks, a disk jockey at WBAP Radio here, has found that among his tal- tals is still one of the biggest drawing cards in radio. From 10-11 p.m. Monday through Friday he plays records intended to bring back memories. His audience is mostly middle-aged, once-ignored people old enough to remember when...

But, just to prove that good music attracts all ages, Brooks said that he gets tons of mail from younger listeners. "Some of these kids are 15 or 16, and they say they find that such songs as 'Red Roses for a Blue Lady' were popular back in the dark days of radio.

Brooks, who doubles as amusement editor for the Fort Worth Star Telegram, programs his show from his hobby—a collection of old 78's. Always a popular music buff, Brooks has a bind of records from each week's top ten, and one collection of the old "Hit Parade" show from the time when it was programmed until its demise. Since that time, he has kept a weekly hit list up to date with current charts. On a trip to New York, he researched up-to-date charts for 1930.

Many of the records he spins are originals. However, some of the dates are no longer available. Brooks usually makes up the deficiency from his own recollection of those days. He has records to be taped for shows.

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

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

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

STATIONS BY FORMAT


12. M. Becky Ann Stewart, 6425 Nicollet Ave., Minneapolis, Minn. 55410.

WFCM-EMF 1000 watts. Slowest with WPSC.


KWCO Radio Plays Host

YESTERYEAR'S HITS

Change-of-program featuring the disk of your librarian's shelves, featuring the disk of the weekdays 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's chart at that time.

POP SINGLES—5 Years Ago—July 11, 1960

1. Alley-Oop, Holland Orphan, Behind the Door, in the Shadows—Reprise. 2. I'm Not a Juvenile Delinquent, Vicki, Vicki, Vicki—Reprise. 3. The Purple, the Green and the Blue—Pat Boone, Brunswick. 4. It's a Shame About Ray—Dean Martin, Columbia. 5. Tail of the Viper—Mamie Hamlin, Riverside.

POP SINGLES—10 Years Ago—July 9, 1955


Yester Year's Hits

R&B SINGLES—5 Years Ago—July 11, 1960


R&B SINGLES—10 Years Ago—July 9, 1955


October Promo Men Please Copy: Four Stations Need Records

NEW YORK—It's an axiom, you can't sell a record unless you get it exposed. Some record promotion men are missing good bets with WODI, WKVA, WBOB, and WODI. There are good records and who would be more than glad to give them air play, air. WBAP Radio Chicago, Ill., a new radio station, will be going on the air Aug. 15. Programming will be a big top-40, 40 per cent country music. Graham, attached to the 6 a.m.-10 p.m. 1000 watt station, would like to receive records, and these would like to receive "hits of on-air free publicity.

KWVA, 980 kHz, in Pa., Post Office Box 432, covers more than 250,000 listeners in the central Pennsylvania area, says William H. Berry Jr., who has an evening Top 40 rock shift. "Since I've been here, I've written ten almost a hundred personal letters to record companies and distributors, asking them to get mailing lists for new releases. Naturally, things have improved, and the record companies are getting ignored by a few labels. What with summer splash-parties and the usual record company hype we can easily use two copies of singles and one 45 record albums.

WOHP, 4601 Hills & Dales Road N.W., Canton, Ohio, is a Top 40 station and program director Bob Jenkins says, "Radio stations without records often times like car without gas ... can't go no more! We are go-top 40, whatever that is, and we sell records locally. Any records, oldies or newies, will be greatly appreciated."

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**RHYTHM & BLUES**

**NEW ACTION R&B SINGLES**

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

**TOP R&B Jockeys’ Pick-Of-The-Week**

CHUCK CUNNINGHAM, WDUL, Louisville
One Step at a Time, Maxine Brown, Word 105
Keep On Swingin’, Dresses & His Blues, Scepter 12106
You Got the Best of Me, Eddie Hill, Thelma
The World Turned Upside Down, Benny Jameson, Atlantic 2291
Think about the Good Times, Soul Sisters, Sue 130

JERRY THOMAS, KOAX, Dallas-Fort Worth
I’ll Always Love You, Spinners, Motown 1078
Willy Nilly, Rufus Thomas, Star
Keep on Searchin’, Candy & the Knoxs, Scepter 12106
You’ve Gonna Make Me Cry, O. V. Wright, Back Beat 548
Just Because, Jo Ann & Tony, Atlantic 2293
I Can’t Stand to See You Cry, Jerry Butler, Gee Joy 436
Pinning Upso, The Right Moves Factory by Sam Cooke, Top 243 (M); ST 2341 (S)

AL BELL, WGST, Washington, D.C.
Willy Nilly, Rufus Thomas, Star
Everybody Makes a Mistake, Berry Benton, Scepter
LP—Shades of a Gentleman, Wally Collins, Chess LP 1492 (M)

RUBY (LADY COOL) DREZZLE LEWIS, KYOE, Oklahoma City
Ain’t That Right, Love Machine, Epic
LP—Ain’t That Right, Love Machine, Epic LP 1495 (M); SRH 44001 (S)

HERMAN GRUTTH, KGKJ, Los Angeles
What Can It Be, Betty Sawyer, Mony 113
We’re Double Or Nothing, Derwin Marque, Blue Rock 4027
It’s That Look Mass, Inescuchis, Warner Bros. 5636
LP—Ari Gumbrecht/Franklin, Columbia, b 2351 (M); CS 915 (S)

LARRY DEAN, WWJ, Baltimore
Just Tell It To Me, Don Denton, Junior
You Better Go, Derick Martin, Roulette 4521
LP—Energy (M);олови

GEORGE HOUND DOG) LORENZ, WRLF-FM, Buffalo
99 Piss 1, J. Gormer, Blue Rock 4026
I’ll Never Be Free, Martha Gee, uptown
LP—Wise Game, Make It Little, Milton, Checker LP 2293 (M); LP 2295 (D)

ZILLA MAYS, WACK, Atlanta
You’re Gonna Make Me Cry, O. V. Wright, Back Beat 548
It’s a Man Down There, G. L. Cook, 4 Brothers 445
Just Because, Jo Ann & Tony, Atlantic 2293
I Can’t Stand to See You Cry, Jerry Butler, Gee Joy 436
Pinning Upso, The Right Moves Factory by Sam Cooke, Top 243 (M); ST 2341 (S)

JOHNNIE BOE, WOK, New Orleans
Willy Nilly, Rufus Thomas, Star
Just Because, Jo Ann & Tony, Atlantic 2293
LP—Ain’t That Right, Love Machine, Epic LP 1495 (M); SRH 44001 (S)

MILTON (BUTTERBALL) SMITH, WBBM, Chicago
After Loving You, Delta Reese, ABC-Paramount 10591
Tell Me What I’ve Done, Howlin’ Wolf, Chess LP 1496 (M); (He Stamos)

WILLIE MAVIS, WBWO, Alexandria
The Same Thing All Over, Billy Young, Jats
After Loving You, Delta Reese, ABC-Paramount 10591

BILL WILLIAMS, WBWD, Detroit
You Better Go, Derick Martin, Roulette 4521
LP—Energy (M);олови

DANNY STILLS, WJJU, Newark, N.J.
Rooster, Kerri and Baco, Clarence and Calvin, Adro
Happy Feel Time, Mandalisa, Sunburst 106
I Been Here Too Long, Vee Jay, Vocalion 1276
Justice, Righteous Brothers, Motown 242
I’m A Happy Man, Joe Fine, United Artists 435
LP—The Great Odes Surfing Bands Salute, volt 35 (M)

JAYE WILLIS, KYKO, Houston
Pass’s Got A Brand New Bag, Part 1 & II, James Brown & the Famous Flames King 5999
You’re Gonna Make Me Cry, O. V. Wright, Back Beat 548

TOMMY SMALL, WLRN, New York
The Tracks of My Tears, Marvells, Tamla 54118
It’s My Turn Now, Capetown, Part

BILLYBOARD, July 10, 1965

**TOP SELLING R&B LP’S**

This
Week
Week
Week
Week
Last
This
Last
Week
Week
Week
Week

1. THE FOUR TOPS, Motown 622 (M); S 622 (D) ...
2. TODAY’S MY WAY, Nancy Wilson, Capitol T 2321 (M); ST 2321 (S) ...
3. TEMPTATIONS SING SMOKE, Gordy S 1012 (M); GS 1102 (D) ...
4. I DO LOVE YOU, Billy Stewart, Chess LP 1496 (M); (No Stereo) ...
5. JR. WALKER & THE ALL STARS SHOTGUN, Soul 701 (M); ...
6. MIRACLES GREATEST HITS FROM THE BEGINNING, Tamla T 254 (M) ...
7. THE GREAT OTIS REDDING SINGS SOUL BALLADS, Volt 411 (M) ...
8. WE’RE GONNA MAKE IT, Little Milton, Checker LP 2529 (M); LP 2529 (S) ...
9. THE MOST EXISTING ORGAN EVER, Billy Preston, Vee Jay VI 1123 (M) ...
10. THE BEST OF SOLOMAN BURKE, Atlantic LP 8109 (M); SD 8109 (S) ...

**TOP SELLING RHYTHM & BLUES SINGLES**

1. PEACE BE STILL, James Cleveland, Savoy 4117 ...
2. TWO WINGS, James Cleveland, Savoy 4250 ...
3. WAITING FOR MY CHILD, Consolaris, Nashville 800 ...
4. WALK AROUND HEAVEN ALL DAY, Caravans, Via Joy 965 ...
5. AROUND GOSPEL’S THRONES, Consolaris, Nashville 833 ...

**DJ SPOTLIGHT**

CHUCK CUNNINGHAM, Asst PD

*WDL, Louisville*

A native of Chicago, Chuck Cunningham has been in radio for five years. He formerly worked at WAAF, Radio, Philadelphia, joined WDL on Radio in June 1964. A graduate of Milwaukee Broadcasting and Welner School of Importing and Exporting, Chuck cucumbers his broadcast in Lafayette, plus record sign ups. He is a ham radio operator, is married and has three sons.
The record committee succeeded in passing a program of five resolutions—some of a rather non-controversial business nature, others aimed at having NAMM take an active role in correcting what the committee termed "severe record industryills.'

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

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

If this is so, dealers will have an organization of some sort to represent their interests.

A big drawback with SORD, and some other record committee of another name, was its lack of funds, lack of members and lack of interest. As an example, NAMM has none of these problems, and it's executive secretary, the association has a vigorous and capable executive committee today, which dealers never before could afford.

Hot Potatoes

The enthusiasm which NAMM shows for its members, because it can be gauged by the action its directors take on the Judkins resolutions and the record committee recommendations. In this package are some of the hottest potatoes in the record industry.

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

A resolution on pricing asking the record labels to conform to the RIAA and ARMDA regarding "discrimination" practiced by "excessive" price practices, and the committee says the record industry is capable of meeting the demand for "uncontrolled" price practices.

The committee's complaint is with the functional discount being given so-called "retailing" rack jobbers and one-stops. Dealers feel simply that such discounts are "below retail" and as such are contrary to the Trade Practice Rules issued by the Federal Trade Commission for the record industry last October.

Ask FTC Ruling

Failing to get corrective action from RIAA or ARMDA, the dealers urge NAMM to ask the Federal Trade Commission for a ruling. Specifically mentioned by the dealers is the alleged "price discrimination" created by dual and vertical distribution practices employed by manufacturers, distributors, dealers, and customers with one-stop volume retailers and large discount dealers.

The dealers feel that "multiple corporations creating dual distribution practices are in direct violation with the law and FTC rules if they ignore it." Another resolution asks NAMM to contact RIAA regarding what dealers feel is inadequate passage of the excise tax reduction.

Dealers claim record manufacturerson are saving 19 cents but are only passing on half of that, reducing dealer price from $2.47 to $2.38, and pocketing the difference. "Here we see the real meat of the thing," Judkins later told Billboard. "We would agree that if records had been priced too low, the manufacturer might want to keep half of the 20-cent reduction. But how on earth can they say records are priced too low when they're selling them every day to other retailers—and I mean retailers, that is rack jobbers, retailers, that is rack jobbers with retail concessions—for substantially less than they charge us."

No Doubt

Judkins said he could find no fault with manufacturers keeping a portion of their 19-cent reduction. "If they needed it, I'd say take it. But why should they take it when they already are taking..." (Continued on page 43)

The National Association of Music Merchants predicted that with the 10 per cent excise tax eliminated, the music business would reach an all-time high in sales volume exceeding 10 to 14 per cent over the $240,000,000 spent for 2,900,000 units in 1964.

Color TV is expected to set the pace for the home entertainment industry, with production already up 75 per cent for the first quarter of 1965 over the previous year.

Guthrie's unit sales in music instruments and may top 1,000,000 units in 1965. Piano sales represent the big four-dollar volume in musical instruments, last year hitting $170,000,000 for 220,000 units, the highest sales total since the '20's.

Phonograph sales were expected to hit between $5,600,000 and $6,000,000, the former a prediction by Jack Wayman, director of the consumer products division of the Electronic Industries Association, the latter a bullish forecast by a spokesman for RCA Victor.

Talk at business forums indicated that portable phonographs with AM/FM tuners were expected to enjoy the greatest percentage of sales increases and were already cutting into low-end console sales.

Styling continued to receive emphasis with variety being the key point. Tilt-down changers were the big thing with portable models. Manufacturers were also staying on the solid-state bandwagon with many eliminating tube model photographs from their line altogether.
NEW PRODUCTS

Display Rack

New Minstrel

RECONOT's new floor-display rack is designed for the firm's line of phonograph accessories, recording tape and tape accessories. Unit stands 54 inches high and has space for 36 individual books. Display is free with dealer's purchase of either

Columbia Shows in Missouri

TAKING PART IN SHOWINGS of the new Columbia line in St. Louis and Kansas City last week were Bob Van Metre, St. Louis branch manager; Ron Earle, phonograph sales manager; Bud Nieland, regional sales manager; and Joe Gonzales, Carl Dennis and Neil Spensler, salesmen.

Disk Dealers Warm to NAMM

• Continued from page 41

away money from the average record dealer by giving it to the racks and one-stops who do re -
tailing.

Thoughtful Approach

One point worth noting is the thoughtful approach being urged by dealers on NAMM as op-
posed to what Judkins termed the "brickwall" approach used by SORD.

You'll note the emphasis is now on arbitration—rather than

force.

In other less controversial res-
olutes, dealers asked NAMM to

under standardization of speeds, types of recordings and
measures ofcataloging; to seek a
dealer voice in the National
Academy of Recording, Arts and
Sciences "Grammy" awards; and to help institute a coupon system for telegraphing records
similar to that used by florists
with flowers.

Eliminate Monopoly

Dealers feel all records should be at one speed and that non-

mural disks should be eliminated.

They also want uniform marking and numbering of all 1-LP jackets. They feel marking should be in
the upper right hand corner of
the jacket in numerals at least one-fourth inch high.

Regarding the NARAS
awards, the dealers would like to have public ballots in their

ZENITH'S MINSTREL portable has solid-state circuitry and operates on a single 6-V battery con-
tained set of 6 "D" batteries or on standard household current. Fitted with 4-inch aluminum
speaker, automatic shut-off, loudness, tone and record size selection switches, power switch, molded cabinet with band
design, multiple color combinations. Suggested list $69.95.

Granz Catalog To Major Mkt.

BEVERLY HILLS, Calif.—The Major Management Corp. has acquired the catalog of Nor-
mann Granz, including all assets of the "Jazz at the Philhar-
monic" series and the Vivid and Lynnhorn companies.

The 700 copyrights include the works of Count Basie, Garry
Mulligan, Oscar Peterson, Anita O'Day, Yusef Lateef, Ben Web-
scher, Ernie Wilkins, Bud Powell, Coleman Hawkins, Bill Harris, Junior Marvin, Max Gess, Bill Holman, Buddy DeFranco, John Lewis, Harry (Sweets) Edison and Gene Krupa.

HOLLYWOOD — Esquivel, Mexico's foremost arranger-
composer-conductor, has signed a record contract with RCA Victor.

His new album, "Jazz in Mexico," will be released soon.

BILLOMBRD, July 10, 1965
Excise Repeal Frees Trade
From Jewelry Tax Fears

By RAY BRACK

CHICAGO—Enactment of the Excise Tax Reduction Act of 1965 gives the industry free rein in merchandising jewelry—specifically, according to a panel for the National Vendors Assn. Declared NVA attorney Don Mitchell: "This tax repeal means complete freedom for the operator to vend such items in cuff links, tie clasps, earrings, and other types of costume jewelry."

Pre-repeal Internal Revenue Service interpretations—strongly contested by NVA—held low-cost, bulk-vended jewelry items as subject to the 10 per cent retail jewelry excise tax. This potential tax threat greatly inhibited use of the term "jewelry" on display cards in general merchandising matter and, indeed, restricted sale of jewelry-type product. This pinch was felt particularly in the area of 25- and 50-cent capsule vending.

"I think we'll see a lot more 25- and 50-cent capsule vending now," Mitchell remarked.

New Freedom

Literature issued last week by a major charm manufacturer reflected the new freedom, declaring: "Yes, now that the excise tax on jewelry has been repealed, we can proclaim proudly that this mix has many beautiful jewelry pieces comparable to $5 retail items."

Declared an executive of another prominent charm supplier:

"The excise tax repeal will permit the operator to play up jewelry like your mother wears it," he said. "I am sure that all manufacturers will be creating a great variety of new jewelry merchandise."

Recalled in his firm's history of developing a line of jewelry for the 25-cent capsule category but set the project aside because of gold tax inhibition struck the industry.

"We are now in the midst of introducing a 25-cent jewelry capsule line," he announced, "and we intend to expand it."
VENDERS HUM
At the Fair

NEW YORK—A former apartment building super in Westchester, N. J., sought a second income by bulk vending foreign coins at the World's Fair last year and is now doing a six-figure volume.

"I lost my job as a super when we moved into a house," recalls Klaus Dohrn, whose wife and two children comprise his capsule-filling staff, "I needed a new sideline."

Dohrn, who worked as an assistant manager for a foreign money exchange, was struck with the idea of vending foreign monies at the Fair, utilizing capsule machines. Approaching the World's Fair Corp. with the idea, Dohrn met with indifference. Undaunted, he pitched individual exhibitors. He first sold the International Plaza, with the Philippines, Hawaiian, Transportation and Travel, Japan, Germany, Burmese, Indian, Monte Carlo, Belgian, British, Kiddland, Alaska and Polynesian pavilions following in short order.

Even with a late June start (the exposition opened in April) Dohrn was able to place 120 Victor 77 quarter machines by the end of the season, with sales running over a million items: bank notes, Alaska and Hawaii souvenir coins and assorted foreign coin capsules.

His price per capsule is a quarter for six coins. The Stashhood souvenir coins vend at a dollar, special machine gear ratios permitting four-quarter insertion.

Dohrn's "staff" works in the basement of their home, filling capsules by hand.

"We impress all house guests into service," Dohrn says.

Dohrn services his machines between midnight and 8 a.m., the only hours motor vehicles are permitted on the grounds.

"I believe in vending items of intrinsic value," Dohrn insists. "I could never vend typical bulk novelty items."

With a full second season of operation, Klaus Dohrn and his Victor 77 machines could emerge as one of the few success stories of the financially disappointing Fair.

Coming Soon:
Oct. 16-19—National Automatic Merchandising Association Convention, Miami Beach, Fla.

Oct. 16-19—National Vendors board of directors meeting, Miami Beach, Fla.

Oct. 16-19—National Vending Machine Distributors full membership meeting, Miami Beach, Fla.

KIDDIELAND patrons will return home with Dohrn's foreign-coin souvenirs jingling in their pockets.

BUY DIRECT FROM THE WORLD'S LARGEST CHARM FACTORY AND SAVE TIME AND MONEY

SPECIAL TODAY OVER 100 ASSORTED GOLD SHINY BRIGHT SERIES AN CHARMS $2.00 per Thousand

POB, Jamaica, N.Y.

Also available at all Peer Vending Machines. Postcard 500 to a bag

Please read complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as advertised) as well as other Northwestern machines.

NAME

COMPANY

ADDRESS

CITY

New Victor V-2, 25c Space Vendor
Both Vendor and 200 Quality Filled V-2, 25c Capsules Available at a Special introductory offer of only $49.50

Included at no extra charge with each vendor is a colorful top sign and skin pack display for

Machine returns $50.00 when empty (25c per capsule times 200). Ever hear of a better money-maker to supplement your profit?

Order today and take advantage of this special introductory offer.

LOGAN DISTRIBUTING, INC.
1850 W. Division Street
BU 6-6870
Chicago, Ill. 60622

NEW VICTOR V-2, 25c SPACE VENDOR
Both Vendor and 200 QUALITY FILLED V-2, 25c CAPSULES AVAILABLE AT A SPECIAL introductory offer of only $49.50

Included at no extra charge with each vendor is a colorful top sign and skin pack display for Machine returns $50.00 when empty (25c per capsule times 200). Ever hear of a better money-maker to supplement your profit?

Order today and take advantage of this special introductory offer.

LOGAN DISTRIBUTING, INC.
1850 W. Division Street
BU 6-6870
Area Code 312
Chicago, Ill. 60622

SCHOENBACH CO.
Manufacturers Representative Aorn-Ame Distributor

GREAT TIME SAVER!
COIN WEIGHING SCALE

$22.00

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vendor (as illustrated) as well as other Northwestern machines.

NAME

COMPANY

ADDRESS

CITY

2114 W. Glencoe Ave.
Chicago, Ill. 60614

Phone: 474-8231


Phone: 923-6500

SCHOENBACH CO.

715 Lincoln Pk., Beachwood 16, N.Y.

Phone: 7-3659

EPPY CHARMS

2115 14th Pl. N.W., N.Y.

Phone: 7-3659
A SPECIAL BILLBOARD REPORT

Cinema Juke Box: Just a Novelty?

By RAY BRACK

CHICAGO — Lumberjacks, off-shore oil well drilling crews in the Gulf of Mexico and guests at most of America's finest hotels now have a pastime in common — watching lively and frequently spicy musical sound-films on coin-operated machines.

In the three-years-plus since the magazine-musicfilm machines made their U. S. debut (several models have had spectacular success on the Continent), some 1,200 of the devices have been placed on location in the States.

In policy and in practice, the importers have avoided clashing with the juke box industry by dealing with large, downtown hotels, cocktail lounges and restaurants. The Eden Roc Hotel in Miami Beach, the Fairmount Hotel in San Francisco and the Conrad Hilton Hotel in Chicago.

Widening Distribution

Distribution of the machines has been widening, however, to the consternation of many coin-music operators. A recent meeting of the South Dakota trade association, for example, was devoted to discussion of the impact of musicfilm equipment on their business. Scores of similar discussions have been held elsewhere.

Speculation about the entry of one or more of the major juke box manufacturers into the production of coin-op musicfilm equipment has arisen — to be categorically denied by all four firms.

"We will never enter the field," Saunders president J. Cameron Gordon assured Billboard recently.

The president of Rowe AC Manufacturing, Jack Harper, recently disclosed that his firm conducted a market analysis, from which it was concluded that:

1) The magazine projector go great guns while a novelty in a location but collections soon begin to sag.
2) Much of the equipment is full of favorites but is not marketable, from which it was concluded that:
3) Film product for the machines is not available in satisfactory quality or sufficient quantity.

Timing Not Right

Harper did write the concept off, however, observing: "This form of entertainment will become a major profit coin machine."

Louisville

Bernard S. Bermann, president of the Automatic Music Association here and a 34-year veteran in the business, went to Europe several years ago representing a group seeking distributing rights for one of the musicfilm machines.

"I decided it was out of the range of the average location," he said.

One shortcoming of such equipment, Bermann observed, "is that patrons seated out of the

Audio-Video Equipment
An Industry Assessment

Key industry officials were asked last week to assess the present and potential impact of musicfilm devices on the coin-operated equipment business. Their comments follow.

PHILADELPHIA — "The blend of audio and visual which has been such a tremendous boom to other branches of the amusement industry promises to create a new vista of profitable business for the coin music machine industry," declared David A. Rosen, president of the major coin equipment distributorship that bears his name.

Rosen has been distributing and operating the Cinebox unit since February of 1969.

"Unfortunately, too many operators look at the movie-music machine as competition to the music machine when in fact it is merely an adjunct to provide new and exciting coin-operated entertainment for the location and its customers," Rosen observed.

"The growth of Cinebox and other movie-music machines was not just a result of the lack of film product. However, this is fast becoming an ever-increasing problem."

"Many revolutionary changes are now in the planning and manufacturing stages for the movie-music machines," Rosen said. "As a result, such equipment will begin to take its rightful place as a major profit coin machine."

HILTON HIGH
ON SCOPITONE

CHICAGO — Scopitone machines have been installed in 30 Hilton Hotel lounges around the country with "very good success," according to Hilton food and beverage executive Carl Moteck. Wherever there is a Scopitone distributor, Moteck explained, the machines have been added.

"Bar business increases significantly whenever the machines go in," he said. Some of the units have been operating successfully for six months. Moteck reported. Scopitone has been exhibiting its unit at second-run theaters and these conventions.

Scopitone, the new musicfilm machine brand are to be found on scattered locations but in quantity too small to be deemed a factor. For the purposes of this analysis, then, we will look closely at Scopitone and Colortone.

By A. A. Steiger, president of Tel-A-Sign, Inc., a Chicago firm which acquired 89 per cent of the stock in Scopitone in July of last year, says that 1,000 of the machines are on location in the U. S. (Steiger's claim may be slightly puffed — but not much. An excellent industry source close to Scopitone told Billboard that slightly over 800 Scopitone units are on location — 500 of them in the West Coast.)

French Idea

The original Scopitone machine, which was developed in France, of the same Cinebox S.A., a subsidiary of the giant Parrot electronics firm, the C.E.F. Corp. Importation of the French machine to the U. S. was begun with the organization of Scopitone, Inc. in Miami by the late Barney Sugarman, Abe Green and Runyon Sales and Irving Kaye, Brooklyn billboard equipment firm, and Miami attorney Alvin I. Malnik. Malnik is today — following the "acquisition" of Tel-A-Sign — president of the Scopitone division.

Early this year Tel-A-Sign began manufacturing the Scopitone machine at its Chicago factory. "Scopitone has its own separate management, engineering and design, marketing and personnel teams," Steiger declared at the time.

Restyled

The U. S. model was restyled "in classic design to appeal more to American taste," Steiger said. "With all components made in this country, it will be easier to service than the French machine."

Steiger set production goals of 5,000 machines for this year.

DO YOU RECALL THE PANARAM?

CHICAGO — Emergence of the new musicfilm products has stirred scattered recollection of the ill-fated Mills Panaram, the Chicago-manufactured cinema jukebox introduced in 1940. Some industry observers have been quick to predict a demise of the new products parallel to that of the Panaram. The problems which beset the Mills product were not likely to be duplicated today, however. A view that more than 2,000 of the Panaram units had been produced when the Japanese bombed Pearl Harbor, production of the machine and its film were curtailed. This occurred in combination with the machine's high price (double that of the juke boxes popular for 3-minute films (most machines played popular hits), and lack of selectivity (the customer got whatever film was next in line), sounded the product's death knell.

Audio-Video Equipment
An Industry Assessment

Hilton High
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Chicago Scopitone Operation Not Competing With Juke Box Trade

CHICAGO—The "operator" of Scopitone projectors here is Edward A. Conrad, vice-president for the Scopitone division of Tel-A-Sign, Inc.

The 18-year-old distributor-operators here in the juke box capital, said Young. "We're moving slowly, learning a lot, moving into locations where juke boxes have not been placed."

Young said he has himself been dealing with locations, and has placed Scopitone projectors in many of the city's major store, hotels, a number of fine restaurants, and even one or two country clubs.

25 Machines Out
"We have about 25 machines out now," he reported. He estimates that some 500 locations in Chicago should prove ideal for Scopitone.

This compares to the 5,000 or 10,000 locations in Chicago suitable for juke boxes.

Among the hotels now featuring Scopitone projectors are the Sheraton Blackstone, Sheraton Chicago, and the Beverly Country Club.

Young said he has received interest in such restaurants as Diamond Jim's, the Marina City Lounge and Marion, and the Beverly Country Club recently received and received a Scopitone projector, Young said.

In a private club like the Beverly Country Club, Young explained, Scopitone asks for a $300 per month guarantee because the customer is paid for. This is the case with any location where traffic is a question mark, Young said.

Scopitone Issues 13 Films Featuring Record Artists

- Continued from page 1

Hence, the exposure is bound to help the artist sell records.

The films are produced for Scopitone by Harman Enterprises, which has Alman, Beverly Hills, Calif. Harman is headed by and Irving Beal, formerly executive vice-president of Columbia Pictures holds the same post for Scopitone.

Beal, a former toy manufacturer, is said to have a deal with the C.920 to develop reviews in the State sales tax situation.

Results of the meeting were not immediately disclosed, but it was apparent that most of the city's major stores and game operators would defer filing of returns for the previous 2 cents sales tax.

The determination has been made as to whether or not to pay sales tax constitutes sale of professional property.

"I personally am of the opinion that the tax is not required," Davis declared.

Mony Confers On Sales Tax

NEW YORK — The Music Operators of New York under President Al Denver of Lincoln Vending-operators are giving the conference of association officials and major manufacturers an opportunity to review developments in the State sales tax situation.

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An Industry Assessment

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"Frankly, though," Berman admitted, "I have had enough experience with the product to judge whether or not it has a future.

According to Berman, there are 50,000 juke boxes in the city, but there is no way to keep on top of the equipment. There are many cases where the machines are such that they are made to order.

"We are interested in the new equipment, but not in the large number. We suggest that it is yet to come or have it on an accurate judgment of the new concept on the industry.

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In Discothèque

Seeburg has actually created a new form of public entertainment

AND IT BELONGS TO YOU ALONE! America's music operators, in ever-increasing numbers, are realizing that at last they have what they've been seeking for so long. Seeburg Discothèque for listening or dancing is:

An attraction that brings people out to locations on purpose to listen to, or dance to, coin-music.

An attraction that can't be duplicated at home, or on radio, TV, or any other form of public entertainment... now or in the future. Only you can supply it!

An attraction that opens location-doors easily to the operator because the location will make so much money with it that favorable commission arrangements are easier than ever to make.

An attraction that further enables the operator to obtain an additional $5 weekly from the location for the sub-lease of Rec-O-Dance** Records.

All these benefits are yours if you are now operating Seeburg Discothèque equipment (LP Console/480, Rhythm Twins Speakers, and Rec-O-Dance** record libraries). If you aren't—and would like to—get in touch with your Seeburg Distributor.
Colorama

Of Italian origin this machine has had considerably less acceptance in the U.S., than has Scopitone. The lag has been attributed to a lack of U.S. films and a delay in beginning domestic production of the unit.

Manufactured in Milan, the Colorama unit was imported by the Cinemation Corporation of America, a subsidiary of the Euro-Organ Co. According to Cinemation's vice-president Henry A. Schwartz, the manufacture of Colorama's in the U.S. was to have begun in 1965. These plans were set aside by the bankruptcy of the Euro-Cine Co., last year. Where this happened the Cinemation Corporation reorganized as Interphase Development Corp., and changed its name to Scopitone, Inc., national distributor.

Interphase continues to import the Italian product and makes minor changes on the product at its Hicksville, N.Y. plant.

Company officials say that some 40,000 Colorama units are on location in the U.S.

Interphase plans begin manufacturing a completely re-engineered and redesigned version of its Colorama unit in this country before the year is out. Among the changes contemplated is a reproduction of the machine from 16 to 8 millimeter film. The unit will be marketed as an experimental machine:

Painfully aware of its film-supply problems, Interphase plans to produce six domestic films per month. Unlike Scopitone, Interphase will use name talent. Filming began in Chicago last week on one of such subjects as the Go-Go Girls at the Whiskey A-Go-Go here. Colorama's sales plan is to sell its film rights to major film companies.

Scopitone currently has 20 distributor-operateurs who have been granted exclusive territorial contracts for five years with renewal options. Each receives a quota of machines based on population and economic indexes. Now, Interphase and Scopitone are expanding to major coin machine line dealers.

Location Requests

This policy has prevailed, but may soon be revised. A A A Scopitone executive told Billboard that a major Chicago coin machine operator had indicated interest in the line. The name of the distributor was not disclosed.

Several Scopitone units have been ordered and located by well-known Chicago coin machine operators. Such orders result as a rule from location requests.

Cinema Juke Box: Just a Novelty?

"Cinema Juke Box: Just a Novelty?" was a Billboard staff report prepared during the course of several weeks under the direction of Billboard's assistant coin machine editor Ray W. C. Heinz. The report interviewed several dozen persons in the coin machine business in an attempt to determine the true way or shape or form with which the cinema juke box has been used. Reactions were also obtained from machine industry members. The results were compiled and a comprehensive survey of what the cinema juke box means to the coin machine industry. Reprints of this entire series of articles may be obtained by writing Coin Machine Editor, Billboard, 188 West Randolph Street, Chicago, Ill. 60601.

BB's REPORT AVAILABLE IN REPRINTS

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BB's REPORT AVAILABLE IN REPRINTS
YEARS of HAPPINESS and SUCCESS THROUGH MUTUAL COOPERATION!

It has been approximately 30 years since Rock-Ola began producing phonographs at the famous address in Chicago—800 North Kedzie Avenue—an international landmark today. It is more than 30 years ago since the mutually successful and very pleasant relationship started between NOVA APPARATE and ROCK-OLA MANUFACTURING CORPORATION.

We are happy to congratulate Mr. David C. Rockola and the entire Rock-Ola organization on 30 wonderful years in business.

Unprecedented sales results on Rock-Ola products throughout Europe support the wisdom in joint planning between U.S. manufacturer and European distributor. The "Grand Prix II," "Starlet," "Princess Royal" and "Wall Phonograph" models are the stars of this gala anniversary year. This program meets the most stringent requirements and the most discerning tastes.

We shall continue to provide the trade with surprises and innovations in coin-operated equipment through the years with Rock-Ola products now on the drawing boards. Rock-Ola phonographs excel in full dimensional tone reproduction, technical perfection, and beautiful styling.

Rock-Ola phonographs means better phonographs—better music! That's what our customers want. . . that is what NOVA APPARATE and ROCK-OLA will continue to give them!

GRAND PRIX II
Model 426 160 selection
Stereo-monaural 45-33 rpm

PLUS . . .
Rock-Ola's famous WALLPHONO for the special location!

and
Rock-Ola's PHONETTE WALL BOX
Model 500 160 sel; Model 501 100 sel. Twin stereo speakers, volume controls, 45-33 rpm

STARLET
Model 429 Compact 100 selections Stereo-monaural 45-33 rpm

PRINCESS ROYAL
Model 424 High fashion 100 selections Stereo-monaural 45-33 rpm

NOVA APPARATE
24, Semperstrasse Hamburg 39 Germany
Number One of a series

David and the doodad

So, what's a doodad? Why, it's a thingumabob, naturally! Or a whatsis, gizmo or gadget... Now, what's a rockola? Well, 1924 was a good year for doodads, rockolas, gizmos and people in general. Washington took the World Series from New York, Harold Lloyd and Mary Pickford were glorifying the silver screen and in Chicago young, eager David C. Rockola was cutting his teeth in the coin machine business.

Now, for an ordinary man, operating 5,000 penny weighing machines in Philadelphia, Pittsburgh, St. Louis and Chicago, is a pretty impressive start, but our David was a very singular type of guy, as you shall soon see.

By 1925, with Connie Mack still working wonders with his scoreboard, our hero was getting a good toe-hold in the coin machine business with the acquisition of 1,000 ABT pistol target machines, and now operated under the name of Target Skill Machine Company.

Things were humming along pretty good now, but the perils associated with the life of an operator can make even an old pro come unglued at times... to say nothing of its impact on a man of lesser experience. (Ask anyone who has traveled 40 miles on an icy night to repair a doodad if you need further proof.)

As 1926 came to a close, Dave decided to put some of his hard earned experience to more practical use and do something to improve the lot of the operator (himself in particular). Thus, Rock-Ola Scale Company was born in a 1,800 square foot storefront at South Park and 67th Street in Chicago.

In this small plant in 1927 began to emerge the design skill and genius for simplicity that was destined to make him the talk of the industry.

The Festuristics and LoBoy scales that were produced here carried innovations of simplicity and dependability that have withstand the test of time.

Before the year was out, David moved to 619 West Jackson Boulevard and added five new employees and increased his space to 3,000 square feet. Even so, his experience and concern for the operator was evidenced in all designs. For example, his LoBoy scale was regarded as a mechanically perfect mechanism which gave accurate weight without adjustment or service of any kind.

In 1928, the company broke into the pinball business with the introduction of Juggle Ball, an all-skill player controlled game which immediately became popular with the public and profitable for operators. In fact, so successful that it carried a three day pay-for-itself money back guarantee.

By 1929, the demand for Rock-Ola products had become so great that additional quarters were essential. So, the small company of a few years back increased its space to 18,000 square feet. In 1930 to 24,000 square feet and in 1931 to 34,000 square feet.

Through 30 years, innovations in design and engineering excellence have resulted in Rock-Ola phonographs of outstanding performance with features that satisfy the demands of locations and operators alike. Now, with the introduction of the new Grand Prix II and Starlet models for 1965 comes the ultimate in automatic phonographs... the result of 30 years experience in the field.

Rock-Ola Manufacturing Corporation
800 N. Kedzie Ave. - Chicago, Illinois 60651

ROCK-OLA
music products for profit for 30 years
UJA Flips Seymour's Wig
NEW YORK — Seymour Pollak won a wig and Max Klein a trip to Las Vegas at last week’s United Jewish Appeal coin machine dinner-dance at the Statler Hilton Hotel here. They were two of 19 winners for radio prizes drawn during the evening. A Wurlitzer stereo unit was won by Mrs. G. Spieletman and a Seeburg organ went to Sue Nankof.
William Cohen won some Scotch and Pearl Savalini some Samsonite luggage. A Polaroid camera went to Mrs. Joan Kaufman and some official coins to Pat Calarino.
Prizes of 25 albums went to: Frank Miniaci, Al Hirschberg, Louis Edelstein, Mrs. Al Miniaci, Joseph Calarino, Mitchell

THE HIT OF THE SEASON!

PENNANT WINNER!

CHICAGO COIN'S
BIG LEAGUE
2-PLAYER
BASEBALL
GAME

LOADED WITH ACTION
AND ANIMATION!

• 1st and 2nd PLAYER TEAM
STANDINGS FEATURE
• 7 HIT AND RUN TARGETS
• ALL TARGETS INCREASE IN
VALUE WHEN
EXTRA RUNS!
HOME RUNS!

ORDER FROM YOUR
CHICAGO COIN
DISTRIBUTOR NOW!

N.C.M.D.A.
THE GROWTH ASSOCIATION

ALL TRUE WHOLESALE DISTRIBUTORS...
Should be involved now in solving their own problems and cooperating together for more benefits, as a national community through Membership in their own trade group (NCMDA).

EVERY MANUFACTURER IN THIS INDUSTRY...
Should be vitally interested in Affiliating With NCMDA by their Full Endorsement and Support of the national distributor community. Your Immediate Vigorous Participation in is your unbiased democratic way of opening the doors to progress, stability and the full maturity of all distribution channels!

NOW IS THE TIME TO "MOVE UP" TO MEMBERSHIP IN NCMDA.

THE NATIONAL COIN MACHINE DISTRIBUTORS ASSOCIATION

Our 17th Year
30 North La Salle Street, Chicago, Illinois 60602
P/N 3-4696

Ziglow, Paul Jacobs, Larry Galante, Jean Felice and Don Liberatore.

Valley®

YOUR GREATEST PROFIT OPPORTUNITY FOR 1965 — DELUXE 6-POCKET AND BUMPER POOL®
— The Dependable Tables!
See Your Distributor or Write
15 MINUTES' NOTICE FOR ALL QUESTIONS
VALLEY SALES CO.
222 Mountain St. 
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N.Y.

PROFIT PROVEN Mfrs.’’

COIN MACHINES
MANUFACTURED SINCE 1931

...INCREASED PROFIT MARKERS

CHICAGO DYNAMIC INDUSTRIES, INC.

1733 N. EVERETT BLVD. CHICAGO, ILLINOIS 60614

PROVEN Mfrs.’’

CHICAGO COIN MACHINE DIV.

NATIONAL COIN MACHINE DISTRIBUTORS ASSOCIATION

15 MINUTES' NOTICE FOR ALL QUESTIONS

SECOND"A"-DELUXE

FOR SALE

OAKTON, ILLINOIS

CHICAGO DYNAMIC INDUSTRIES, INC.

NATIONAL COIN MACHINE DISTRIBUTORS ASSOCIATION

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NATIONAL COIN MACHINE DISTRIBUTORS ASSOCIATION

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CHICAGO—Music Operators of America is heading toward its September convention with some fresh, new ideas that could make this one of the best conventions in the association's history.

More impressive is the approach toward the educational portion of the program—an area that in past years has often left much to be desired.

MOA is labeling this its "1965 Industry Seminar." The beginning portion will consist of prepared talks on such subjects as record programming and public relations—the latter divided into relations with customers, employees, government officials and the general public.

Carnival of Ideas
The second half will be tabbed "Carnival of Ideas," and will have specialists on a variety of subjects sitting at separate tables to hold discussions and answer operators' questions.

The tables will be spaced throughout a large hall, and operators will be able to go from one to the other. Among subjects covered will be insurance, finance, operating problems and record buying and programming.

The second portion of the program was specifically suggested by record companies, most of whom felt they were losing touch with their operator customers because of the latter's practice of buying from one-stop.

Exhibitors
Other portions of the convention appeal to be well ahead of last year's timetable. Although the Sept. 11-13 date is still two and one half months away, some 22 exhibitors, including the four juke box manufacturers, have already signed to show their lines.

Fred Granger, executive vice-president, said that he was certain MOA would at least equal last year's total of 48 firms. Attendance is also expected to top last year's figure of 1,000 to 1,200 operators and guests.

New Operators
Charles Galatini and Jim Coffey, a couple of new operators doing business as A & B Music, Valparaiso, Ind., are greeted by Gary Sinclair (left), Wurlitzer regional manager.

The traditional banquet and floorshow will wind up the activities on Monday (Sept. 13) evening. This will be held in the Pick-Congress Grand Hall.

Chairmen
Co-chairmen for this year's convention are Howard N. Ellis, Omaha, and William B. Cannon, Hudsonfield, N. J. The forum committee is headed by John R. Truesoe, Deadwood, S. D., and his committee includes Mrs. Mil- le McCarthy, Hurleyville, N. Y., and Norman Gefke, Sioux Falls, S. D.

Exhibitors signed to date include: Phonograph manufacturers—Rock-Ola, Rowe AC Manufacturing, Seeburg and Wurlitzer. Amusement game manufacturers and suppliers—Fischer, Dynaball, Wico, Midway, Valley, Williams, American Shuffleboard, Bally, Irving Kaye, National Shuffleboard, D & R Industries, Urban Industries, Automatic Products, Orbi Engineering, Tape Atlantic and Stepping Title Strip. Record firms—Epic and Jay Jay. This show will be held in the Pick-Congress.

Granger said that the first floor of the show has already been sold out. Many firms are taking multiple booths. Williams has the largest area to date with 10 booths.

The juke box manufacturers and record companies will be in adjacent areas on the second floor.

Questions: Do you think the name juke box should be abandoned in favor of something more dignified? And if so—what?

Your Opinion
Bob Bear, Wurlitzer sales manager, North Tonawanda, N. Y., "The juke box name is almost legendary. I used to call it an automatic phonograph, but somehow the term doesn't sound nearly as joyful as juke box. I think as we get older we try for more sophistication. Hot dogs, for example, become frankfurters. But the more I think about it, I prefer to stay with the young people. My vote is for hot dogs—and juke box."

Fred Pollock, Rowe AC vice-president, Whippany, N. J., "There's nothing wrong with a juke box. I love the term. My kids call it juke box and if you ask 100 kids, you'll get 99 that say it's a juke box. It's not a bad name at all. People should just stop being defensive about it."

Your Opinion is a new Billboard feature for coin machine operators. If you have a question you would like answered, write: Coin Machine Editor, Billboard, 188 West Randolph Street, Chicago, Ill., 60601.

Seeburg Names Martin and Snyder as Cleveland Outlet

CHICAGO—Martin & Snyder of Ohio has been appointed distributor for the Seeburg Corp. in the Cleveland area, it was announced last week.

"The appointment is effective immediately," said Seeburg executive vice-president William F. Adair.

Martin and Snyder, both active in the coin machine business in the Cleveland area for many years.

General manager of the firm is Jack Knowles. James Jankowski is service manager; music sales are the responsibility of Tom Profitter and Bernard Shapiro handles vending sales.

Martin & Snyder will also distribute Seeburg background music equipment and the products of Williams Electronic Manufacturing Corp., a Seeburg subsidiary.

The distributorship's recently enlarged headquarters is at 5091 West 16th Street in Cleveland. "We're open for business and we'll be having an official open house soon," Martin said.

BILBOARD, July 10, 1965
Proponents of the ban, claiming the support of citizen's groups such as the Parent-Teachers Association, said the bill was necessary because of the bad influence of the games on youth.

Influence Harmful
Declared Padin: "The influence of these machines on the minds of the young is harmful. I favor the banning of these machines, at least in the proximity of schools where their presence adversely affects the aura that should surround a school building."

Out of this sentiment emerged a bill to: "Prohibit the introduction, manufacture, possession, use, or operation of pinball machines."

State Republican Party Rep. Luis Camacho led the minority who questioned the wisdom of sweeping the equipment from the island in order to preserve the "aura" around school buildings.

Local operator Horacio Garcia, who entered the business in 1955, said: "The machines are good." He said: "They're relaxing and they only cost a nickel to play. Even with operating costs up 40 per cent, we still charge only a nickel."

"I challenge the government, the sponsors and the men who voted for the bill to show me proof the games are bad. I am willing to give the government as many machines as they want right now if they will put them in asylums, hospitals, schools, jails and churches. They will be shown to be good," Garcia said.

Commenting on the common assertion that pinball games contributed to delinquency, columnist Juan Manuel Ocasio of the San Juan Star wrote on May 29: "How about the kids? Where do they go for their fun? How much is being done to really keep youngsters out of mischief? Perhaps it is true that the machines contribute to juvenile delinquency, but there are so many other angles of the problem still neglected."

During Senate debate on the issue strong industry testimony came from Bufuss King, prominent Washington, D.C., attorney.

When answering ads . . .
Say You Saw It In
Billboard
July 10, 1965, BILLBOARD
Coming Soon:

July 14—Coin Operators Society of St. Joseph Valley meeting; site to be announced.


Aug. 1—Missouri Coin Machine Council meeting, Brookfield, Mo.

Aug. 15—Quarterly meeting of the Music and Vending Association of South Dakota; Deadwood, S. D.

Sept. 11—Music Operators of America national convention and trade show, Pick Congress Hotel, Chicago.

Sept. 17—Joint outing of the New York State Operators Guild, the Music Operators of New York and the Westchester Operators Guild, New York, N. Y.

Sept. 26—Quarterly meeting of the Coin Operated Industries of Nebraska; Norfolk, Neb.

OMAHA

These were there. That is, at the recent Rock-Ola product showing sponsored by H. Z. Vending and Sales Co. The list: Ted Dutton, Lincoln, Neb.; Mr. and Mrs. Ken Ries, Ames, Iowa; Mr. and Mrs. Ralph Reeves, Norfolk, Neb.; Mr. and Mrs. Ed Hulse, Omaha; E. E. Cleveland, Alton, Ill.; Solly Rose, Minneapolis; Mr. and Mrs. Al Veys, Omaha; Mr. and Mrs. Roy Foster, Sioux Falls, S. D.; Mr. and Mrs. Bob Cunningham, Omaha; John Ziegler, Minneapolis; Mr. and Mrs. John Troiani, Deadwood, S. D.; Norman Gelke, Sioux Falls, S. D.; Tony Redfield, Huron, S. D.; Dean Schroeder, Aberdeen, S. D.; Mr. and Mrs. Lloyd Vanderland, Omaha, and Mr. and Mrs. Darlow Maxwell, Pierre, S. D.

Mr. and Mrs. Wayne Miller, Grand Island, Neb.; Mr. and Mrs. George Ferguson, Grand Island, Neb.; Mr. and Mrs. Roy Kope, Omaha; Mr. and Mrs. Ted Lenszwik, Omaha; Mr. and Mrs. John Jones, Des Moines, Iowa; Mr. and Mrs. W. Gabriel, Omaha; Mr. and Mrs. Dave Johnson, Sioux City, Iowa; Jack Nelson, Turlock, Mo.; Mr. and Mrs. Leonard Alterberg, St. Louis, Mo.; Mr. and Mrs. Don Cleveland, O'Neill, Neb.; Lynn Carey, Omaha; Bernie Herroz, Sioux City, Iowa; Mr. and Mrs. Jerry Witt, Omaha; Noel and Elaine Anderson, North Platte, Neb.; Mr. and Mrs. Mac Haves, Sioux Falls, S. D.; Richard Jones, Rapid City, S. D.; Lloyd Morgan, Rapid City, S. D.; Mrs. Harry Abrahamson, Omaha; Mr. and Mrs. Doug Johnson, Sioux City, Iowa; Mr. and Mrs. Howard Ball, Omaha; Mr. and Mrs. Howard Barry, Shreveport, La.; Larry Ruegers, Minneapolis; Mr. and Mrs. C. B. Carey, Laurel, Neb.; Mr. and Mrs. Fred Nichols, Fremont, Neb.; Mr. and Mrs. Harold Kline, Omaha, Neb.; Howard Ellis, Omaha; Earl Porter, Mitchell, S. D.; Vic Jurgenson, Mission City, Iowa; Sd Kort, North Bend, Neb.; Mr. and Mrs. Bud Green, Columbus, Neb.; Mr. and Mrs. Frank Hedges, Columbus, Neb.; Paul Rogers, Omaha.

MISSOURI

The Vendo Co. in Kansas City last week announced the appointment of Thomas M. Mace as director of industrial relations; J. M. Booth was named personnel manager and Carl R. Hottelet as financial vice-president of the national division.

The many friends of Ed Randolph over at Musical Sales in St. Louis are pulling for his successful recovery from a recent illness. As Musical Sales notes, Joe McCormick's coin-op Friday has a new name—Mrs. Anne Large, following the recent不幸事件．Norwood Veatch at Central Dist., Midway and Williams outlet in St. Louis, has an acute case of 100-year-old "wagon jobbing" days, a large van, from which his sales personnel make coin machine deliveries and at the same time sales.

Rock-Ola continues to do business as usual.
WURLITZER PROMO-PAK

Creates the mood and the atmosphere that produces big profits from WURLITZER’S ARTHUR MURRAY DISCOthèque MUSIC

The fantastic Wurlitzer PROMO-PAK turns any location into a Discothèque. More than that — it creates the atmosphere that “turns on” the crowd. The more they dance, the higher the earnings for you!

Feature of the PROMO-PAK are eight foot high fluorescent-activated wall posters depicting such modern dances as the Frug, Fish, Bird, Hully Gully, Monkey, etc. With these “way out” fabric posters come napkins, table tents, window signs and fluorescent speaker grilles, all designed to promote bigger crowd response to the big sound of Wurlitzer’s Arthur Murray Discothèque Music.

See the PROMO-PAK at your Wurlitzer Distributor. He has it at a price that makes its use a real money-maker for any Wurlitzer Operator.

THE WURLITZER COMPANY • 109 Years of Musical Experience • NORTH TONAWANDA, N.Y.
THREE OF THE Hottest New ALBUMS In THE INDUSTRY Are On

FOR YOUR LOVE

Yardbirds
Epic LN 24167 (M)
BN 24167 (G)

This revival of the group's hit "I Wish I Could" maintains the Yardbirds' stand as one of the top sellers in the country. Ex-seller members of the Yardbirds also appear on this album, and the group's sound is as powerful as ever. "Jimi Hendrix's" distinctive vocals and guitar work are featured throughout, making this album a must for all Yardbirds fans. The group's popularity is sure to grow with this new release.

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