REBELation Rebellion Sweeping Southland

By BUD KIRKPATRICK

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

By ELIOT TIEGEL

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

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

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

Quietly Developed

The entire five-year plan has been one of RCA's most quietly developed projects. The workshop—conducted in the vein of American Management Association seminars — debuted last May in three locations, Buck Hill Falls, Pa.; Colorado Springs, Colo. and Pheasant Run, Ill. The business seminars and classes were conducted by three executives of Harbridge House, a Cambridge, Md., business consultant firm, hired by RCA to study the company and

(Continued on page 10)

THE SUPREMES, the hottest recording group in the world, have had five consecutive No. 1 singles. Their newest Motown single, "Nothing But Heartaches" (Motown 1680), bids to extend this string to six. New Yorkers will have an opportunity to see this exciting act when it opens at the famous Copacabana night club July 20 for three weeks.

(Advertisement)

DEAN SHOW TO PRESENT BB's COUNTRY AWARDS

NEW YORK—Friday, Oct. 22, at 10 p.m. ABC-TV will mark the first annual presentation of Country Music Awards Night on nationwide TV when the Jimmy Dean show presents the winners of Billboard's 11th Annual Country Music poll.

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

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

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

13 Categories


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

CMA Changes Fame Rules

By ELTON WISENHEINT

NASHVILLE—The Country Music Association announced last week a change in the method of selecting members to the Country Music Hall of Fame and set Aug. 15 as a deadline for voting by the 125-member election committee.

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

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

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

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

Nominees in the deceased (Continued on page 34)
TASTY TREAT! "SUGAR DUMPLING"
a great new single by SAM COOKE
"BRIDGE OF TEARS" #8631 RCA VICTOR

www.americanradiohistory.com
**Capitol Registers a Banner Year on Singles Record Sales**

NEW YORK — Capitol Records has concluded a record-breaking singles year for the fiscal period ending June 30. The company reports Wade Pepper, the label’s national singles sales and promotions manager, that sales of Capitol singles are off the charts in 1964.

Success was based on product releases by Jack Jones, Bobby Vinton, Charlie Byrd, Chet Baker, The Beatles, Bill Black’s Combo, Paul Anka, and others. The company’s marketing managers, including Peter Ash and Martin Powell, were instrumental in the singles’ success.

**Committee Assists**

An industry committee has been formed to aid in publicizing his activities. Committee members include Alvin Bennett, president, Liberty Records; John Y. Burgess, vice-president, RCA Victor Records; Hal B. Cook, publisher, Billboard; Don Greene, vice-president, The Disc Shop; William P. Gallagher, vice-president, Columbia Records; Amos Heilicher, president, Heilicher Brothers; Cy Leslin, president, Decca; and Julie Malanep (committee chairman), executive director, National Association of Record Merchandisers; Irwin H. Sternberg, executive vice-president, Mercury Records.

King is conducting the study under the supervision of Dr. T. N. Beckett, director of RCA’s research department, a nationally recognized marketing authority, who suggested the idea. The study will serve as King’s doctoral thesis, which King said he also hopes to have studied as a book published.

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**Maxie’s Answercord Gets Message Over**

WASHINGTON—An innovation in record merchandising—24-hour answering service—has been a “great boost” to sales at two Maxie’s Quality Music Stores here. Operating on the principle of a recorded message at an answering service, the Maxie’s service has a sales manager available as a portion of the record. The record played, according to President Maxie Melman, is one of four hit singles being offered by the store at 46 cents each, some salesmen are now using only two of the four. The service message—changed each Thursday—announces the three pick hits, some of the Top 10 records of the week, and details on what are being sold at 58 cents, and an album being sold for $1.99.

The service—launched about three weeks ago—has proved so popular that Maxie says that by adding another three more answering units to handle the overflow of telephone calls. Although the entire operation takes minutes long, the Maxie’s service has been successful.

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**Son to Com不已**

BOLLYWOOD—A son of Christopher, who was born June 30 to Warner Bros. Records Sun Records and his wife, Gayle, at Valley Presbyterian Hospital.

July 16, 1965, BILLBOARD
**Concert Is Canceled By Riot Room Only**

DETROIT—The first major public appearance of the "Detroit Sound" artists in the hometown since their recent rise to fame drew a crowd so large that the event had to be canceled on the second night. The New Orleans Sound, sponsored a Thursday night spectacular on city-owned Belle Isle that drew an estimated 12,000 fans. Among the Supremes, Martha and the Vandellas, the Four Tops and Martha, the headliners for the outdoor concert show, which provides rock-beat music, was cut off at 5:00. Admission was free.

**Smash-Fontana Launches Salesmen Incentive Derby**

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

A national drawing at summer regional sales meetings will determine the winners. Salesmen will be entitled to fill out a separate sweepstakes ticket for each $1,000 worth of Smash-Fontana new release product he moves.

**Reports of Jazz’s Death Exaggerated**

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

Of the 47,500, the great majority were obviously jazz lovers. The weather was perfect, the concentration very few ever lost.

The musical entertainment was good and frequent bursts of applause that greeted individual soloists as well as group efforts.

As producer George Wein pointed out, early Newport Jazz Festival had pulled large crowds, but many of those fans were attracted by the novelty and the beer.

This year, with the city imposing stringent regulations, the attraction was the jazz itself, something that the people came to see and hear the stars serves as proof that jazz has plenty of attraction—when presented properly.

**GIRL-BORN TO NOONANS**

MATAWAN, N. J.—A 7 lb. 15 oz. baby girl, Kristie Ann Noonan, was born on Monday morning to Mr. and Mrs. Thomas Noonan in Perth Amboy, N. J., last Friday, July 9. Tom Noonan is director of the New York Market Research Division. Mrs. Noonan, the former Jane Hoglund, is well known to many traders, having worked for Billboard, Trinity Music and RCA Victor.

The couple have one other child.

**Appeal on Sale of Lines**

NEW YORK—Members of the record industry have urged President Lyndon B. Johnson to order NARM executive directors to take a "very realistic look at the market" and attempt to influence the President’s request to pass on the excise tax savings to the consumer.

In a statement to the record industry Malamud noted that the $1.3 billion in new first price has placed the record wholesaler in an extremely embarrassing position. Salesmen have been having their outlets to whom he supplies records and have found that a $1.398 list price to list $3.79 should be regarded as a gift to the consumer, when the consumer actually is buying these records for prices which range from $1.66 to $2.79. What does a list price for a single record of 94 cents mean, what the public has been paying anywhere from 90 cents to 79 cents?

Malamud noted that records are loss-leader prone, and that the so-called "value" of the label has no real relationship to the price at which disks are sold.

"As the manufacturers are also in the group, for dealers, a new point-of-sale light-and-motion display featuring Robert Miller's new album has been made available.

**Darin Signs With Atl’ic**

NEW YORK—Bobby Darin has signed an exclusive recording pact with Atlantic Records, it has been announced by Darin’s manager, Ahmet Ertegun, Atlantic president. Darin’s first album, "Cool," has been a hit for the label. He is back in the, the operation and Darin scored with such hits as "Spish â€œspish, "Mack the Knife, "Things, "Clementine" and others, during the years 1957 to 1962. Darin’s records in those years were released on Atco, his new records will be on Atlantic.

Ahmet Ertegun will record Darin; the first session is set for August. Ertegun said it was a pleasure having Darin back, stating "the prospect of having his great recording artist back on our label is a source of tremendoous pride and excitement for himself and past participants, Ahmet Ertegun and Jerry Wexler."

**Dixie Cups Filed Suit First**

NEW YORK—The Dixie Cups have begun legal action to protect their name. The label, United Artists, has filed legal action against Lieber-Stoller Productions, Inc., asking for an accounting of all royalties and a return of all tapes and prior recordings. We are told (Billboard Friday) that the Dixie Cups filed their action in Supreme Court, New York, which was three weeks prior to the filing of the action by Stuyvesant Productions, Inc. (reported in Billboard last week).

Stuyvesant asked $5,500,000 in damages against a group that included the Dixie Cups and ABC-Paramount Records. The Stuyvesant suit alleged the defendants conspired to induce the Dixie Cups to go to other labels and to work with Stuyvesan Productions. The label would petition the court to have "Dixie" trademarked.

The action filed earlier by the Dixie Cups, represented by the legal office of Martin J. Mackley, alleged that United Artists had paid their true royalties. They also claim that they have performed on stage, radio and TV and are known as the Dixie Cups and that it is proper to have United Artists foster this name. Two of the girls—Franz and Missy Lee Hawkins—are minors. They had discharged their agreement and other promises and entered into a new contract with United Artists and are presently asking to be paid by the New York court of their rights. Mackley’s office reported.

**Kapp Sets Up New Sales Unit**

NEW YORK—Kapp Records has set up a separate department within its allied disc company to develop new talent and marketing techniques with programs that will benefit the label.

The department will be headed by Al Bailey, vice-president, operations manager. Other than Bailey, recently joined to the Kapp staff, who was with London as its international head.

Bailey, who becomes his new position, and has been with the first American hired by a foreign company to handle international, will be responsible for all American-made product in England, France, Canada, and other markets.

His experience in all phases of the industry plus his conversational with foreign languages was clued by Wood as assets his assignment. He has been with Kapp since 1957 and continues as director of LP production. Named his assistant was Judy Hicks.

**Mack Heads Dot Division**

HOLLYWOOD—Dot Records, an independent, has been named international operations director by President Joeson, it has been announced by Bailey, recently joined to the Kapp staff, who was with London as its international head.

Bailey, who becomes his new position, and has been with the first American hired by a foreign company to handle international, will be responsible for all American-made product in England, France, Canada, and other markets.

His experience in all phases of the industry plus his conversational with foreign languages was clued by Wood as assets his assignment. He has been with Kapp since 1957 and continues as director of LP production. Named his assistant was Judy Hicks.
THE SUMMER SINGLE THAT BURNED UP THE CHARTS HAS TURNED UP AS A WHITE-HOT ALBUM!
ON COLUMBIA RECORDS

www.americanradiohistory.com
EXPANSION PAYS OFF
Chess Producing Has Boom Half

CHICAGO — Across-the-board corporate expansion is accompanying an increase in every phase of Chess activity, according to record-first-half sales, company officials disclosed last week.

Areas of expansion outlined by Max Cooperstein, sales manager, and Dick LaPalmed included addition of both national and local radio stations, coordination, talent, widening the Argo base, gospel music and customer relations.

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

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

The company is flinging humor into trade ads, explained LaPalmed, who creates all Chess ads. "We believe this is a factor in our increased business."

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

Recent moves in the pop-singles division illustrate Chess expansion in A&R. Working under chief Billy Davis in that division now are Gene (Daddy G) Barge, Phil Wright, Carl Smith, Ken Reed and many others, as Maurice McAlister and Tom Morgan is enthusiastic about ballads.

Just a few months ago, Chess, for the first time, bought a full-page newspaper ad in the National Journal, and newspapers all Chess Producing Corporations are advertising in the information section of nearly every major local and national advertising. The information is used for DJ and A&R purposes, plus promotional items, as well as trade ads.

A new, boutique style ad, featuring the band's four singles, appeared in this week's

Crisis. Said Morgan and LaPalmed added, was the policy of notifying distributors two weeks in advance of every new recording appearance by a Chess, Checker or Argo artist, for purpose of maximum promotional exploitation by distributors and media.

Expansion in the gospel field will soon be seen Chess Producing Corporation, with "Violinaires" of Detroit, "The Golden Harps" of Chicago, the "Bibilians" of Gary, Ind. and other groups, all on the Chess label.

Marshall Chess, meanwhile, has been securing black artists for usable arts.

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

With the Argo label, LaPalmed recently started an experiment in creative feedback which he released as follows: the album, which is now in press, is slipped a reply card—without a stamp.
"We tried postage paid cards, but find we get more response if the customer buys his own stamps," LaPalmed reports.

The experiment has been going on about 25 replies per day, with many, according to LaPalmed, resulting in repeat sales through personalized service.

With the expansion of DJ servicing, Chess Producing Corp. recently had designed a new corporate logo for use on all product and paperwork.

"We believe in selling the company," LaPalmed emphasized.

Now cutting 75 per cent of its product in Chicago, Chess recently acquired an old King Records warehouse in the local headquarters for reuse.

The company has also announced the hiring of an additional DJ on the staff.

A single, now recorded by Billy Davis in a local studio and designed for release in Cologne, Germany, and Austria, is being distributed in that part of the world through a Germany based subsidiary.

3 Job Changes At Cap. Intl.

HOLLYWOOD—Three personnel changes have occurred within the Capitol International division. Bill McKels, resigned as division director to join the new Capitol-Ramsey Corporation, as its international director with new offices in London, announced by L.L. Dunn, Capitol Records vice-president.

McKels was succeeded by Richard Rising, appointed sales director and Arthur Douglas, named director of administration. Rising is slated to reorganize Capitol-Ramsey as a division of Capitol with the new headquarters in London. Dunn has been with Capitol International for years in various positions in the label's advertising and marketing divisions.

MGM-Verve to Unwrap Full LP Lines to Distsribs

NEW YORK—MGM-Verve Records unveils its full album product at two regional distribution meetings this week. The meetings, attended by distributors and their staffs is scheduled for the San Francisco and New York offices. A delegation of label executives are flying to the Windy City, headed by MGM's new president, Mort Nasatir. The meetings here will include a meeting at Plaza Hotel with a cocktail party the day before the LP show.

A highlight of the presentations will be new albums the label has utilized for the first time by the company. Albums from the Chick Corea Trio on the Vanguard roster and the Metro label, and the Metro budget line will be presented via the new slide presentation method.

The two meetings will afford

MGM-Verve, 20th-Fox Pact

NEW YORK—Karl H. Busse, Musikerlage, the German firm which produces music publishing company, and International Records in Munich, have come to an agreement for a Century-Fox calling for the British subsidiary of the American label's records in Germany and Austria.

Dr. Busse, head of the firm from Munich last week to negotiate the deal with Jack Benny, head of the German subsidiary, is international director for the company which recently set up permanent office in New York.

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

Pressing on 20th-Century-Fox Records, production already underway in Germany.

JAPANESE EDITOR VISITS U.S.

NEW YORK—Rumi Horeshi, editor of the Japanese music magazine, and conductor of the radio program "935 Million Popular Request" for the United States for a combined leisure and business trip. Arriving June 23, Miss Hoshiki attended the Newport Jazz Festival and then went on to Los Angeles to observe the American scene.

Miss Hoshiki's radio show draws over 20,000 pieces of mail weekly from her Japanese market concept, crossword puzzles and quizzes included in every show. The show is presented on Sunday, 8-9 p.m., and goes all over Japan.

Record acts such as the Beatles, the Rolling Stones, the Beach Boys, the Kinks, Peter, Paul and Mary are very popular in Japan. "As yet, has not achieved the popularity of the pop, country and folk music. Jazz is not received well here. It is more a hard core of jazz enthusiasts and among the rich who are interested in jazz. There are also those who note that there is a considerable and growing—number of Japanese composers who write in the Western idiom," Miss Hoshiki reports, use a consider-

able amount of American mood music and standards. There is also considerable entertainment for American music, including rock 'n roll and country.

As of now, singles are the most important record category in Japan, with EPs and LPs following in order.

BILLY MILLER, July 17, 1965
WE DON'T HAVE TO SEND OUT WIRES

THERE'S ONLY ONE

"NEW"

FOUR TOPS

RECORD

AND IT'S ON MOTOWN 1081

"IT'S THE SAME OLD SONG"

The Smash Follow-Up To The Four Tops' "I CAN'T HELP MYSELF"

MOTOWN RECORD CORP.
2648 W. GRAND BLVD.
DETROIT, MICH.
Sinatra Scores in Straight Sets

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

Sinatra and Count Basie opened the annual music festival at Forest Hills Music Festival, and the concert was repeated the following night (9).

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

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

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

The audience really caught fire on the eighth note solo of Quincy Jones' "The Midnight Sun Never Sets," and the fans were firing up as Basie followed with "Speak Low." Rufus Jones drew a roaring ovation for his drum work on "Fly Me to the Moon" as the Basie band gathered steam for Sinatra's appearance.

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

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

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

Encourages Clapping

He also knows when to deal the audience a scene to make the band take over. Sinatra encouraged a clapping session on "Fly Me to the Moon," then stepped aside to let Basie take the spotlight and finish the vocal. He had the audience stop clapping, then give him the spotlight to the band. Louis Armstrong came in for a brief appearance to sing "Hello, Dolly!" paraphrasing the Basie band's poor rating.

Sinatra stuck with the material that has made him a top-seller over many years with such melody, romanticism, and an old-fashioned "I Love, Easy to Remember, You're Just Too marvelous," "I Only Have Eyes for You," "The Gal That Got Away," "Please Be Kind." Direction Outstanding

Quincy Jones' unusual direction was outstanding. Bob Dayton, WABC disc jockey, handled the encore choice. Scheduled to appear was the Oscar Peterson Trio, but as Basie played it was a miss.

The Van Rubin orchestra opened the program.

AARON STERNFIELD

Zorba' Clicking

NEW YORK — Nikos Theodorakos' score of the 20th Century-Fox film "Zorba the Greek" is being sold for the Big 3 Music Corp. To date, United Artists, RCA Victor, and 20th Century-Fox have come out with soundtrack albums, and it is estimated that the two tunes from the track have been issued as singles. The two singles, "Zorba Dance" and "Greece in My Heart," are already on the French, Belgian and Dutch pop charts.

BV Cuts Prices

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

Disney President Jimmy Johnson said his new scaled cuts for a 24-cent list so that $1.89, $3.79, $4.79 and $5.79 lists on albums.

"Sound' Trims

HOLLYWOOD — Original Sound schedule also falls in line with the Disney cut. Wholesale LP price of $3.79 and $4.79 for stereo pop LP’s with 94 cents for singles.

Audio Spectrum

RUNNEMEDE, N. J. — Audio Spectrum, a division of Manor Records, Inc., has put into effect the following list price reductions due to the excise tax cut: Stereo LP's from $4.98 to $4.73; mono LP's from $4.98 to $4.73. Singles prices will be cut from 98 cents to 93 cents. "Willie Nelson's First Record" (Atlantic Messiah) will be cut to $11.35, with the 95-cent version cut to $9.65.

Hickory Cuts Prices

NASHVILLE — Hickory Records has cut prices. The excise tax cut: Stereo LP’s from $4.98 to $4.73; mono LP’s from $4.98 to $4.73. Singles prices will be cut from 98 cents to 93 cents. "Swinging" (Capitol Messiah) will be cut to $11.35, with the 95-cent version cut to $9.65.

Atlantic Releasing Its First Album of Brazil '65 Group

NEW YORK — The words "Brazil '65," have been circulating around the music business recently. The album, claims Atlantic's vice-president Neduti Ertug, so the listener who only knows his works by the Brazil '65 group with any mention of the distinct style.

Ertug claims an overabundance of bossa nova albums poorly made or weak. Lamentations of the true Brazilian rhythm, left many dealers with heavy inventories of unmarketable product.

"Brazil '65," was killed with over exposure," Ertug said. "We're looking for a break-through until Stan Getz hit. The executive notes he hasn't seen the record played recently on albums because manufacturers are a apples.

Ertug is currently working to get the Brazilian musicians for the '65 group. When they first arrived in the U.S. several months ago, they were the only scene for the jazz clubs and did good business at the Montmartre, the Slenwood, Trident in San Antonio and Matador in San Francisco. Atlantic didn't have them around long; they're back for a national tour during August to coincide with the release of the first LP.

The group's first U.S. LP was released on Capitol, which signed vocalist Walter De Souza after ader man Dave Cavanaugh got "The Bag Peytonwood." Atlantic already had pianist Sergio Mendes under contract for a similar LP. His recording schedule with Cap was cut.

Recording his evergreen quartet, the MOJ, for the first time with a large orchestra, De Souza is also cutting a pop-styled single, using a Fender bass for the first time. "When's Jazz is neither dying nor declining, with following artists recently joining the roster: Texan saxman Clifford Jordan, cornetist Nat Adderly, trumpeter Ted Curson, bassman Grassella Oliphant, flutist Robert Laws and drummer Elvin Jones.

NARAS Tabs 10 Gov’nors, 10 Members

NEW YORK — Ten new (and not-so-new) NARAS members were elected and nine old governors were re-elected to the Executive Committee of the Board of Governors, according to the final tabulations of this year's membership vote.

Tabbed as new governors for the next two-year period were Frank Sinatra, George Avakian, Ray Charles (the vocal group leader, Joe Cuba, John Hammond, Is Horowitz, Ace Lehman, Peter Matz, Brad McMillan and Marcipan. Avakian, Ciska, Horowitz and Lehman had been serving as office-holders. John Hammond had served as governors several years ago. Re-elected to serve as governors were Don Cerulli, Tom Dowd, Mel Ganger, Joe Henderson, Quincy Jones, Carolyn Leigh, Bob Lord, Eyes, Searcor, Schoeder, Steve Schule and Billy Taylor, who's also the current Irish vice-president.

The first meeting of the new board will be held Wednesday (14), at which time it will elect a new president, successor to outgoing President George Avakian, as well as other new officers.

Lopez for Tahoe

HOLLYWOOD — Singer Trini Lopez will open a two-week engagement at the Cal-Nevada Lodge July 13, with the comedy team Tracy and Curtis in support.

Also arteries scheduled for the Lake Tahoe lodge are Shirley Jones and comedian Godfrey Cameron and the Bob Hope Orchestra, Chet Atkins, Buddy Reschic, Andy Langer and Louis Armstrong and his show, which will be playing a day or two earlier.

The Vogaband and singer Gene Autin will appear in the Lounge during the Lopez engagement.

Benjamin, Marcus Sign With Big 3

NEW YORK — Bennie Benjamin and Marcus Springfield have signed with the Big 3 Music Corp. (Robbins - Fein - Miller). The songwriting team has already written and recorded on such standards as "I Don't Want to See the World on Fire" and "When the Lights Go On Again." They will also be active in the production of records.

Hermits Set For Nashville

NASHVILLE — Promoter Eddie Genovese has signed Hermits to headline a five-day show here July 29. Seating capacity is 10,500 and all tickets are scaled at $3.50 at the door.

Groupies, who heads Eddie Cummings Productions, set show time at 7:30 p.m. in case the heat is too great for a second show. Preliminary acts will be Waynesville, NC, radio stations, the Shangri-Las and one more act yet unsingul.

$4.98 to $4.73, classical LP's from $3.79 to $3.50 will go.

EPIC-OKEF TRIMS PRICES

NEW YORK — A reduced pricing structure been introduced by Epic-Okeh Records. The amended schedule is as follows: Classic hits from $4.98 to $4.73; mono LP’s from $3.98 to $3.79; stereo LP’s from $4.98 to $4.73; mono 45r.p.m. LP’s from $2.98 to $2.79; stereo 45r.p.m. LP’s from $2.98 to $2.79; mono 45r.p.m. 7" 45r.p.m LP’s from $2.98 to $2.79.

BILLBOARD, July 17, 1965
A NEW LABEL

PING

GEMCOR

Proudly announces the Instrumental Hit of the Year!

"STEPPING STONES"

b/w "Emerald Shadows" #5002

Featuring

EDDIE BURKEY

Breaking through on KAFY - Bakersfield • KOMA - Oklahoma City • KMPC - Los Angeles • KFJZ - Ft. Worth

GEMCOR RECORD PRODUCTIONS, INC.

5420 Melrose Avenue, Hollywood, California HO 2-7381

DISTRIBUTOR FRANCHISES AVAILABLE • Contact: BILL WOOD BELL, President
help prepare the distributor's operations manual.

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

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

The three Hartridge instructors were Dick Koplow, director of the general management group; Peter Temple, a vice-president, and Tom Manzi, an executive to "Depth.

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

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

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

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

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

Dottie West Has Her Day

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

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

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

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

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

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

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

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

Creation of the workshop to provide an aura for educational study and analysis of the business. On the planning board is a clinic for salesmen in key locations. But, Fins said, "Future people have been urged on this project.

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

AL HIRT

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**TALENT**

**REBELation Is Geared to Youths**

Shows Draw Well in Miss. Despite Summer Recess

HATTIESBURG, Miss. — Two July 2 shows by REBELation, Incorporated, were both highly successful, reported Charles Will-

sum, official of the WXXX Radio. In spite of the absence of the college crow-

on summer breaks, the WXXX Radio sold about 500 high school tickets for the shows. Dick Smith, official of the WXXX Radio, said the shows were both highly successful.

"We made a little money on the shows," Williams said. "But our main objective was to not only make money, it was just a promotion of the school."

The REBELation show was held in the town of the city. This town has a high percentage of the University of Southern Missis-

pia is located here.

Williams said he thought the

REBELation show was good. Bes-

ides their normal line-up of acts, they also had a local group, the Countdown, who appeared on the show. "I think we're trying to get the show on TV, but I've never seen the artists appearing on television."

In all, the artists were interested in the money they're making and the exposure they're gaining.

One of the artists is interested in the exposure, but also in the attention they're getting. Some of the artists have hit records in the past, but not lately. The need for exposure shows a sign of things to come.

Other radio stations REBELation has worked with, according to ARON STEINER, including KO Lake Charles, La.; KOGT, New Orleans, La.; KTBS, Alexandria, La.; KKWX, Lafayette, La., and KANE, New Iberia, La.

Joan Rivers Delivers Punches But No KO

NEW YORK—Six weeks ago, Joan Rivers recorded her first album for Warner Bros., live at the Bitter End. The little blonde comedienne, who writes her own material, will not only make the house with well-placed barbs at her own incongruousness, but the release LP should be a winner. Miss Rivers was a winner again last week, ranked No. 18 at her regular Bitter End opening, but she has more to do than just measure up to her effort at the recording session.

She also delivers some points with her commentary on wigs, which is one of the highlights of the album. Some of the more effective hits from the album—are dealing with show business and the Consolidated Edison Co.—were omit-

ted and new material was substi-

tuted. Miss Rivers is a gifted writer as well as a fine comedienne, and she gets all the points with the new material.

But some of the impact was lost over everything. It just didn't carry the punch of her earlier work, but she's not at her very best, though Joan Rivers still turns out some fine and second-rate acts.

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

PEOPLE AND PLACES

Murray the K will present a summer spectacular July 14-20 at Brooklyn's newest singles club, featuring Tom Jones, by the Lewis and the Playboys, Ben E. King, the Temptations, the Ronettes, Patty and the Bluehearts, Cannonball and the Headhunters, the Tymes and Ruby and the Originals.


WILLIAMS will record the title song for "Who Killed Teddy Bear?" movie to be released as United Artist single and an album soundtrack. ... Appearing July 5-15 at New York's Apollo Theatre are Charley Pride, Eddy Arnold, BenATAR, Walt Disney, the Spinners, Stevie Wonder, the Velvetones, Funqueen, Bill Murray and the Chucko Country Band. Barbet Schroeder's "A Single Man" (RCA) will open July 15—"The World Through a Tear."... Duke Ellington will perform with the Boston Pops Orchestra at the Municipal Auditorium, July 14. The "Midnight Special" will be presented, with the special being featured on July 14 at Rat Fink Club, New York; she's produced by the Ellington Band, Inc.

Shelley Schultz, talent co-ordinator for the Johnny Carson "Tonight" show, moved to the Steve Lawrence show July 6. New talent co-ordinator for the "Tonight" show is Redd Foxx. ... International singing star Glennia Granger just opened a four-week engagement at New York's 54 Club, where the feature bill includes Xavier Cugat and Lynda Gloria. New show opening July 12 at the Phone Booth, New York, featuring Anthony Newley, is "Towne Records," a new comedy-drama that stars Lynne Lipton.

CLAUDE HALL

**Thelonious, Coltrane Have What It Takes**

NEW YORK—Jazz fans set-

d down to a real cool evening Tuesday night at the Little Feat with Jazz and John Coltrane shared the contemporary jazz spotlight at their V.I.P. show, July 12.

A near-capacity crowd greeted the wild rhythms of Coltrane and the soft, soulful sounds of Monk with equal enthusiasm. Coltrane met the fans with his way-out improvisations. The Impulse artist showed the style of his latest release, "A Love Supreme," Downbeat's "Number One Tenor Sax" of the year. McCoy Tyner on piano, Jimmy Garrison on bass and Elvin Jones on drums, all top performers—in fine form. The result was a 45-minute jam session punctuated by only

one break.

Monk Is Cool

By contrast, Monk's combo displayed a cool, subtle form which complemented an uninhibited music of Coltrane. The rest of the combo—Charles Mingus on bass, Larry Garre on bass and Ben Riley on drums—played in the same cool mood. Gates was partic-

ularly effective with a bass solo.

The program was geared strictly for the hardcore jazz fans—fortunately there are a few thousand of them. There was little for respectable album sales for the two artists. None of the numbers are out, but it is generally agreed that the albums are for fans who are primarily improvisons on themes.

AARON STEINER

**Rollins Rolls At Vanguard**

NEW YORK—Returning to New York after a successful appearance in California, tenor saxophonist Sonny Rollins opened a week's engagement at the Village Vanguard Tuesday night (6). Backing Roll-

ins were Ray Bryant, piano; Donald Byrd, trumpet; Mike Roker, drums, and Walter Booker, bass. Rollins' lyrical work on the alto sax was the smar-

test of his career.

Rollins, who will soon join the band, will move to the next in the group and he was nicely complemented by the round dulcet tones of Hay-

wood Sleepy, the second and the skill of 68'S Bryan.

Also on the Vanguard's bill was the featured singer pianist Memphis Slim, backed by Wes Willis Dixon on the bass, and Ray But-

ling Folkways Records' singer and pianist as he was "walking," talked, rocked and swung his way through such tunes as "High Low Down" and his original "Beer Drinkin' Woman." HERB WOOD

**Queen Ella Reigns Alone**

HOLLYWOOD—Queen Ella held court, June 29, in the Melod
dy theater in the-room be-

fore near-capacity opening night crowd of cheering subjects. The show was on hand to greet Ella Fitzgerald and her ent-

ourage, including Nelson Riddle and the Orchestra and the Bill Davis Trio.

Miss Fitzgerald scored might-

ily as she treated the raucous musical messages, mostly oldies but goodies, and included "Happy Birthday to You," "Too Marvelous For Words," "I Can't Get Started," "The Man I Love." Miss Ella and her band performed with an almost mindless delight of an enthusiastic throng.

When the laughing, they laughed. She clapped hands to the music, and her followers joined in. It was a joyous — wrong. BRUCE WEBER

**BILBOARD,** July 17, 1965
LOOKING THROUGH THE EYES OF LOVE

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16 CANCIONES FABULOSAS de

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ANDY WILLIS & MIGUEL MALUER

30 ORGAN SKATING FAVORITES

MM0067/MS3067

VIENNESE WALTZES

GEORGE A.JONES

MM2058/MS3058

M53068

MM2061

¡M53061

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GENE PITNEY

GEORGE JONES & THE JONES BOYS

TITO RODRIGUEZ

NELSON PINIEDO

LOS HISPANOS

GEORGE STONE

LOU STEIN

GUS VALI

JOE LOSS

BRENDAN O'DOWDA

HAWAIIAN SURFERS

JOSE MELIS

MM2066/MS3066

A LATIN IN AMERICA

MM2052/MS3052

LATIN FOR DANCERS

MM2051/MS3051

HEY LOUIE, PLAY MELANCHOLY BABY!

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826 SEVENTH AVENUE, NEW YORK Delivery, August 1st.
SPOTLIGHT SINGLES
Number of Singles Reviewed This Week, 141—Last Week, 184

**TOP 20**

**SPOTLIGHTS**—Predicted to reach the top 20 of the HOT 100 Chart

**COUNTRY SPOTLIGHTS**

**TOP 10**

**SPOTLIGHTS**—Predicted to reach the top of the HOT COUNTRY SINGLES Chart

**POP SPOTLIGHTS**

**TOP 10**

**SPOTLIGHTS**—Predicted to reach the top of the HOT RHYTHM & BLUES SINGLE Chart

**CHART**

**SPOTLIGHTS**—Predicted to reach the R&B SELLING RHYTHM & BLUES SINGLE Chart

**SPIRITUAL SPOTLIGHT**

**STAPLE SINGERS—FREEDOM HIGHWAY**

**SONNY JAMES—BEHIND THE TEAR**

**ERNEST ASHWORTH**

**JOHNNY SEA**

**BILLY YOUNG**

**RAYMOND CHILDRENS**

**MARCH 70**

**RICK SHEPPARD**

**EMERSON, LAKE & PALMER**

**VOLCANIC**

**BILLBOARD**

**July 17, 1965**
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with the fabulous new runaway hit...

THE LOSER

JUBILEE 5506

The SKYLINERS

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Ed Berson, Joe Goleski & Marv Jacobs

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

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

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

Wants More

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

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

Proof of Two Breaks

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

CLGA Appoints

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

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TWO-MINUTE SINGLE PASSE?

NEW YORK—The two-minute single created to gain radio play, may be in danger of becoming a thing of the past. Columbia's new Bob Dylan disk offers 12 minutes of music, six on the lead song, "Like a Rolling Stone" and 5:40 on the flip side, "Gates of Eden." So as not to completely frighten disk jockeys, special DJ single has been created featuring parts one and two of "Rolling Stone."

Colpix, Pontiac In Disk Tie-In

HOLLYWOOD—Colpix Records and Pontiac Motor Division of General Motors have agreed to take advantage of the auto company's successful "Tiger" ad campaign promoting sales of its GT0 sports car to push the record company's single, "Geo-Tiger."" The Tigers.

Ray Lawrence, national sales and promotion manager for Colpix, said the single will also be promoted by a contest being offered through radio displays in major markets, with Pontiac dealers awarding GT0 prizes.

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

Billboard TOP 40 EASY LISTENING

These are best selling milea of albums from national retail sales and radio station air play listed in rank order.
mathis
mancini
mercer

"Sweetheart Tree"
JOHNNY MATHIS

MERCURY SINGLE #72464

Produced by Global Records

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Only one word describes great product like this...

VERVE
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<td>Can't Help Myself</td>
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<td>I'm Henry VIII, I Am</td>
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<td>Car-Man</td>
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<td>I'm Ready</td>
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<td>Seventh Son</td>
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<td>Yes, I'm Ready</td>
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<td>Turn Me On</td>
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<td>What the World Needs Now is Love</td>
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<td>Marie</td>
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**HOT 100—A TO Z**

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<td>Stop! Look What You're Doing</td>
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**BUDDING UNDER THE HOT 100**

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<td>Unchained Melody</td>
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<td>I Got You Babe</td>
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<td>Darling Take Me Back</td>
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<td>111</td>
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<td>New Orleans</td>
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<td>Candy</td>
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<td>Here I Am</td>
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<td>I'll Always Love You</td>
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<td>115</td>
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<td>In the Midnight Hour</td>
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<td>116</td>
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<td>Papa's Got a Brand New Bag</td>
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<td>Tracks of My Tears</td>
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<td>Theme from &quot;Harlaw&quot;</td>
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<td>I'm Going to Be Somebody</td>
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<td>122</td>
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<td>Moon Over Naples</td>
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<td>123</td>
<td>123</td>
<td>You've Never Been in Love Like This Before</td>
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<td>124</td>
<td>124</td>
<td>From a Window</td>
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<td>125</td>
<td>125</td>
<td>Yakety Axe</td>
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<td>126</td>
<td>126</td>
<td>Buster Browne</td>
</tr>
</tbody>
</table>

Compiled from national retail sales and radio station play by the Music Popularity Dept. of Record Market Research, Billboard.
**GEMA Chides Soviet on Taping**

By OMER ANDERSON

BOGN — The well-informed Russian, it is said, now listens to the Voice of America. He listens especially to that American-operated satellite which transmits tapes considerably.

This is the complaint of GEMA, the West German ASCAP society. GEMA is worried that the Russians are taping Voice of America-broadcast music without paying royalties.

Some of this music is German, including the hit tunes of Bert Kaempfert.

Soviet-taping of Voice-broadcast music is part of the larger concern of German performer rights societies that foreign royalty collections are unilaterally low. GEMA complains that this is thanks to the efficient policing of the royalty scene in this country, foreign royalty collection offices report.

This includes the U.S., where GEMA has been in discussion with the administration of ASCAP for letting too much music be played without royalty payment.

GEMA, in the case of vocalists, contemplates the broadcasting music—and its taping by Soviet listeners—with its own stern steps against unauthorized copying. A viable solution to the problem would be that GEMA assigns a music royalty tape to the Voice's music broadcasts.

Soviet's own AFN parallel GEMA is seeking to buttress its own campaign inside Germany for the firm's Tommy总队 tapping royalty. The copyright reform legislation, which has gone through a legislative reformativeative by the Bundesrat, provides that tape recordings and performances pay GEMA a music taping royalty like as the copyright of the performance of the recording.

**Recordar** is**

**Winner at Mallorca Fest**

MALLORCA, Spain — The annual Mallorca Festival of the most famous resort island was won by a Spanish entry, "Recordar" (To Remember), sung by Manuel Trenor. The song is by the composers Cepeda and Mario Selle.

The awards were given along with a cash prize of $2,000.

Second prize went to Argentinian Alberto Cortez and the song "Me Lo Dijo Perez" (Perez Told Me). Third place went to Greek entry "Se Len Mallorca," by Petula Carruth, fourth was Italy's "Teresa," by Gerbino and Renato De.

**Waverty Acquires Alpha Records**

LONDON—The Edinburgh-based record firm of Waverty Music has purchased the Alpha Record Company in London following the death two years ago of the company's managing director Major Tim Parker.

All of Alpha's catalog will be reissued from re-mastered pressing beginning Oct. 1. Until then existing stocks are being sold through the present Alpha setup.

The company, which has 150 of the leading artists and the Supremes are tied for second place. Petula Carruth is fourth.

GEMA pressed unremitting legal action against AFN despite the military station's contention that it was an acceptable institution and, hence, beyond GEMA's jurisdiction. The AFN broadcast music and has provoked a battle of orchestral valued by the London Symphony and leading in the military broadcasters.

GEMA is demanding that the U.S. military give them the affidavit to ASCAP which will re-reflect on the distribution of the tapes in the MALLORCA FEST. That is because it is not an arm of the army institution and, hence, beyond German jurisdiction.

At present the AFN parallel parallel was asking for its own broadcast music and the GEMA has professed its belief in the battle for broadcasting the military broadcasters.

Other than the parallel GEMA is seeking to buttress its own campaign inside Germany for the firm's Tommy总队 tapping royalty. The copyright reform legislation, which has gone through a legislative reformativeative through the Bundesrat, provides that tape recordings and performances pay GEMA a music taping royalty like as the copyright of the performance of the recording.

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

*YOU MAY ALSO RECOGNIZE STU AS THE CONDUCTOR OF THE BEST-SELLING HOLLYRIDGE STRINGS.*
EP Market on Upswing in U.K.

LONDON — The EP market in CBS products appears to have gained on the Top Ten singles chart, boosting sales up about 10%, noted Polydor’s Divisional Manager, Mr. Peter Muir, in a recent interview. His first recording, “King of the Road,” has sold 10,000 copies in France, Canada, and the U.S. and is expected to reach 15,000 before next month.

MUSIC CAPITALS OF THE WORLD

DENMARK

Within two months the Rolling Stones will have their largest concert here. Next to the Beatles, they are considered the most popular band in Denmark. Only 10 days after they played on a TV special with their group, the Shadows, in Denmark in February, they are expected to arrive in Copenhagen. There will be no holding permit permissions in the States, but a special group in England, may tour Scandinavia, which is one of the most popular countries in Europe. A special meeting is planned in Stockholm to discuss the release of “Heart of Stone” from the Rolling Stones album. It is one of the most popular hits.

Concerts-in-Park Make Toronto a Music Haven

TORONTO — One of the most ambitious projects supported by grants from the international Federation of Recorded Music is set to become a reality in the next few weeks. The “Summer Concerts” in the “Park” series in Toronto will be sponsored by the Toronto Musician’s Association and the city’s Department of Parks and Recreation. The Toronto Philharmonic will be in charge of the series.

Throughout a 10-week season this summer, in over a dozen parks, there will be promenade concerts, picnics, and evening concerts. The series will include the Sunday concert at the Toronto Symphony Orchestra, an opera festival, and a variety of other programs.

Field Narrowing in Light Music Festival

AIRCIA, Italy — Two months of light music festivals will wind up April 15 in the historic south of Rome. The inaugural event consists of eliminations of the Festival of the Unknowns. It was held in Rome, Italy’s top singers, five were chosen their year’s competition will be decided by Marcello Marzotto, who has sung in many of the major concert halls in the world. The final event will be the “Golden Bridge” contest to go to top artists in light music fields.

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

OSLO — “We have noticed a new tendency in the record sales here in Norway, that these days a single record either becomes a hit or stays in the bargain section,” said Mr. Roel Weslinden, of the Arne Bendix Music company, told Billboard. “On the Norwegian market there used to be room for the small successes too, but nowadays the sales rest upon a few big sellers and all other records seem to vanish completely,” he said.

“Also what’s more, the records that become a hit in Norway, usually are records that have been played on the radio, in the radio stations. It’s almost the only influence now, all the other sales seem to be completely.”

Weslinden continued: “Another problem in Norway (but this is also true in the small country) is the inflation in record prices. Many young people cannot afford the most of them must drown.”

“If, then, now that the record sales are going up, we can’t use our records to make a hit or disappear completely, the music becomes more unpredictable than ever. It’s hard to say what the future will be like in the market, but we will try to build a domestic market, too. Usually only one (or two at the most) records in the Top Ten are of local origin.”

Dutch Diskeries Fall Overboard Over Pirate’

AMSTERDAM — In sharp contrast to the unfavourable reactions of English record companies concerning British pirate radio stations, Dutch record companies are happy with Holland’s sole pirate broadcaster, “Radio Veronica.”

This difference stems from the Dutch station’s programming. For program preparation, it is not only listen to the scores of the stations, view the performances, etc. In the evening, several hours are devoted to classical music lovers. In addition, a large number of new records are issued. Dutch diskeries probably don’t even care if the Veronica offer a special version of a hit tune that has just landed on the market, they only care if it is in the Billboard Top 40, the Cover Version, the Violin Case, a Polyphon platter.

Probably the most famous of German charmer melodies is Carl Tielke’s “Alte Kameraden,” which best seller in the Netherlands twice. It was released as the theme song of Radio Hong Kong and South American. An unknown composition by Teke, who died in 1923, has been done by the Veronica and is included in the Veronica music archive. It has been produced with the Vitamin Series.

(Continued on page 24)
I GOT YOU BABE
c/w
It's Gonna Rain
Atco #6359
SONNY
& CHÉR
ONE OF THE
BIGGEST SINGLES
From
THE BIGGEST
DUO
of 1965!
Their First LP
Coming Soon
LOOK AT US
SONNY
& CHÉR
Arranged and Produced by:
SONNY BONO
A YORK-PALA PRODUCTION
Chas. Greene/Brian Stone

Copyrighted material
MUSIC CAPITALS OF THE WORLD

• Continued from page 22

the title "Neue Kameraden," with music by the Mannheim 6th Sym- phonic Orchestra. The conductor was Benno Philipps, under the cun- mit Vergenheit (Ladys with a

RONNY'S NEW HIT "Darling Goodnight"

Edition Marbot

Memburg

Pastel. At the same time, Philips is reaching for small-fry sales with a series of British and French orchestras. With nearly every child now the owner of an electric piano, the adult player, Philips believes there is a big potential market for children's music. Titles include the Karl May Winistor stories, "Onkel Tom's Under Ground," and two dozen fairy tales.

FREDERICK ANDERSON

LONDON

United Artists already has four records here of the John Barry/ Beryl Comacchiero collaboration. Barry, known for his TV movie theme "The Knack," was also the producer of "The Far Side of the Sun," a disc debut, covered by Johnny de Mello. The film is Hawn's instrumental version of "The Boss." This album, which is far in Ferrante and Teicher's "Lilt," shows a bit more harmony.

Evelyn Brothers' next British tour has been okayed. They began a third week at the Apollo Theater in London on Oct. 4, with Barry also appearing. Their TV appearances on Oct. 4 and 5 were scheduled to be broadcast later.

A great deal of interest has been shown in John Barry's last project, "The Lilt," which was produced by his record label, Decca. Barry is recorded here for the first time in Germany, and also in Italy. The tour scheduled for tours in Corisca, Spain and Italy. Their Festival album recorded during that tour is now in press.

The Woody Herman Orchestra is appearing at the "Paradise" in Mexico, and has recorded for the United Artists label, which is to be released here in November.

Herbert von Karajan, conductor of the Berlin Philharmonic, has signed a new contract with the label, and is scheduled to appear in the United States on a major symphonic tour.

The British label has cleared John Farnham, the young Australian singer, to appear in the United States. Farnham is scheduled to appear in the New York Philharmonic, and will also perform in other major cities.

The label has also released an album by the English folk group, "The Wurzels," which is scheduled to appear in the United States in November.

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AUSTRALIA

This Week

1  CRY ME A RIVER-Elvis Presley (RCA)/Alb
2  ELEPHANT MAN-Cliff Richard (Mercury/CBS)
3  I DON'T CARE IF THE WHIRLWIND TURNS ME ROUND-Elvis Presley (CBS)
4  TENDER LONELY HEART-Elvis Presley (CBS)
5  GBR-one day at a time-The Spinners (Fontana/Sire)

1  CRY ME A RIVER-Elvis Presley (RCA)/Alb
2  ELEPHANT MAN-Cliff Richard (Mercury/CBS)
3  I DON'T CARE IF THE WHIRLWIND TURNS ME ROUND-Elvis Presley (CBS)
4  TENDER LONELY HEART-Elvis Presley (CBS)
5  GBR-one day at a time-The Spinners (Fontana/Sire)

BRITAIN

This Week

1  I'M ALL ALIVE—Mollie Lord (Philips)—Shapel
2  CRYING IN THE CHAPEL—Dion & the Belmonts (USA)-Bep
3  I'M GONNA FLY-Otis Redding (USA)-Bep
4  EVERY DAY SOMETIMES IS FRIEDAY—The Four Tops (USA)-Bep
5  COME TO THE HEAT OF THE NIGHT—Johnnie Taylor (USA)-CBS

1  I'M ALL ALIVE—Mollie Lord (Philips)—Shapel
2  CRYING IN THE CHAPEL—Dion & the Belmonts (USA)-Bep
3  I'M GONNA FLY-Otis Redding (USA)-Bep
4  EVERY DAY SOMETIMES IS FRIEDAY—The Four Tops (USA)-Bep
5  COME TO THE HEAT OF THE NIGHT—Johnnie Taylor (USA)-CBS

FINLAND

This Week

1  ET ONKIN NUTSU SIA—Riisa Palikka (CBS/Decca)-Bep
2  MUNNU MONNIKA—Monika (CBS/Decca)-Bep
3  ROCK AND ROLL MUSIC—Beatles (Parlophone)—Bep

1  ET ONKIN NUTSU SIA—Riisa Palikka (CBS/Decca)-Bep
2  MUNNU MONNIKA—Monika (CBS/Decca)-Bep
3  ROCK AND ROLL MUSIC—Beatles (Parlophone)—Bep

FRANCE

This Week

1  C'EST QUE LE PAIME—Richard (Disques Decca/ABC)—CBS
2  ZIGGY—Gilbert Bécaud (Disques Decca/ABC)—CBS
3  LA DANSE DE ZORBA—Catherine (Disques Decca/ABC)—CBS
4  GUITARE L'AMOUR—Johnny Hallyday (Philips)—Delt

1  C'EST QUE LE PAIME—Richard (Disques Decca/ABC)—CBS
2  ZIGGY—Gilbert Bécaud (Disques Decca/ABC)—CBS
3  LA DANSE DE ZORBA—Catherine (Disques Decca/ABC)—CBS
4  GUITARE L'AMOUR—Johnny Hallyday (Philips)—Delt

HOLLAND

This Week

1  TICKET TO RIDE—Beatles (Philips)—CBS
2  WOOLY Bully—Sunny (CBS/Decca)—CBS
3  I SILENZIO—Neil Young (CBS/Decca)—CBS
4  STOP IN THE NAME OF LOVE—The Byrds (CBS/Decca)—CBS
5 канон—Du Four (CBS/Decca)—CBS

1  TICKET TO RIDE—Beatles (Philips)—CBS
2  WOOLY Bully—Sunny (CBS/Decca)—CBS
3  I SILENZIO—Neil Young (CBS/Decca)—CBS
4  STOP IN THE NAME OF LOVE—The Byrds (CBS/Decca)—CBS
5  канон—Du Four (CBS/Decca)—CBS

ITALY

This Week

1  IL GIOCO—Pink Floyd (CBS/Decca)—CBS
2  IL SEGRETO—Pink Floyd (CBS/Decca)—CBS
3  LA MAMMA—Pink Floyd (CBS/Decca)—CBS
4  NA SEI AVVISI PIU'—Il Genio Mancarelli (RCA)
5  PIANO—Il Genio Mancarelli (RCA)

1  IL GIOCO—Pink Floyd (CBS/Decca)—CBS
2  IL SEGRETO—Pink Floyd (CBS/Decca)—CBS
3  LA MAMMA—Pink Floyd (CBS/Decca)—CBS
4  NA SEI AVVISI PIU'—Il Genio Mancarelli (RCA)
5  PIANO—Il Genio Mancarelli (RCA)

JAPAN

This Week

1  ONNA GOKORO NO UTA—Sakuragi (CBS/Decca)—CBS
2  ABASHIRE BANZAKU—Shigeo Uchikawa (CBS/Decca)—CBS
3  KUROBON—Hajime Iwakiri (Disques Decca/ABC)—CBS
4  SLAUGHTER ON 9TH AVENUE—Neil Young (CBS/Decca)—CBS
5  DIAMOND HEAD—Vocans (CBS/Decca)—CBS

1  ONNA GOKORO NO UTA—Sakuragi (CBS/Decca)—CBS
2  ABASHIRE BANZAKU—Shigeo Uchikawa (CBS/Decca)—CBS
3  KUROBON—Hajime Iwakiri (Disques Decca/ABC)—CBS
4  SLAUGHTER ON 9TH AVENUE—Neil Young (CBS/Decca)—CBS
5  DIAMOND HEAD—Vocans (CBS/Decca)—CBS

MALAYSIA

This Week

1  THE MINUTE YOU'RE GONE—Richard (Disques Decca/ABC)—CBS
2  TICKET TO RIDE—Beatles (Philips)—CBS
3  WOOLY Bully—Sunny (CBS/Decca)—CBS
4  I SILENZIO—Neil Young (CBS/Decca)—CBS
5  STOP IN THE NAME OF LOVE—The Byrds (CBS/Decca)—CBS

1  THE MINUTE YOU'RE GONE—Richard (Disques Decca/ABC)—CBS
2  TICKET TO RIDE—Beatles (Philips)—CBS
3  WOOLY Bully—Sunny (CBS/Decca)—CBS
4  I SILENZIO—Neil Young (CBS/Decca)—CBS
5  STOP IN THE NAME OF LOVE—The Byrds (CBS/Decca)—CBS

MEXICO

This Week

1  SOMBRAS—Javier Solis (CBS/Decca)—CBS
2  WHIPPED CREAM—Nelva (Disques Decca/ABC)—CBS
3  COCA COLA DE MUEJERES—Maria Elena (Philips)—CBS

1  SOMBRAS—Javier Solis (CBS/Decca)—CBS
2  WHIPPED CREAM—Nelva (Disques Decca/ABC)—CBS
3  COCA COLA DE MUEJERES—Maria Elena (Philips)—CBS

NORWAY

This Week

1  THE MINUTE YOU'RE GONE—Richard (Disques Decca/ABC)—CBS
2  TICKET TO RIDE—Beatles (Philips)—CBS
3  WOOLY Bully—Sunny (CBS/Decca)—CBS
4  I SILENZIO—Neil Young (CBS/Decca)—CBS
5  STOP IN THE NAME OF LOVE—The Byrds (CBS/Decca)—CBS

1  THE MINUTE YOU'RE GONE—Richard (Disques Decca/ABC)—CBS
2  TICKET TO RIDE—Beatles (Philips)—CBS
3  WOOLY Bully—Sunny (CBS/Decca)—CBS
4  I SILENZIO—Neil Young (CBS/Decca)—CBS
5  STOP IN THE NAME OF LOVE—The Byrds (CBS/Decca)—CBS

SINGAPORE

This Week

1  THE MINUTE YOU'RE GONE—Richard (Disques Decca/ABC)—CBS
2  TICKET TO RIDE—Beatles (Philips)—CBS
3  WOOLY Bully—Sunny (CBS/Decca)—CBS
4  I SILENZIO—Neil Young (CBS/Decca)—CBS
5  STOP IN THE NAME OF LOVE—The Byrds (CBS/Decca)—CBS

1  THE MINUTE YOU'RE GONE—Richard (Disques Decca/ABC)—CBS
2  TICKET TO RIDE—Beatles (Philips)—CBS
3  WOOLY Bully—Sunny (CBS/Decca)—CBS
4  I SILENZIO—Neil Young (CBS/Decca)—CBS
5  STOP IN THE NAME OF LOVE—The Byrds (CBS/Decca)—CBS

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<th>No.</th>
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<th>Title</th>
<th>Label</th>
<th>Week Ending</th>
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<td>Capitol</td>
<td>July 17, 1965</td>
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<td>HERMAN'S HERMITS</td>
<td>THERE'S A PLACE</td>
<td>Pye</td>
<td>July 17, 1965</td>
<td>2</td>
<td>2</td>
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<td>3</td>
<td>THE MAMMALS</td>
<td>WITH A LITTLE HELP FROM OUR FRIENDS</td>
<td>Epic</td>
<td>July 17, 1965</td>
<td>3</td>
<td>3</td>
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<td>THE BARRETTES</td>
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<td>Pye</td>
<td>July 17, 1965</td>
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<td>5</td>
<td>THE RAINBOWS</td>
<td>VIVID PRECIOUS</td>
<td>Pye</td>
<td>July 17, 1965</td>
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<td>RAMBLIN' ROSE</td>
<td>WOOLY BULLY</td>
<td>RCA</td>
<td>July 17, 1965</td>
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<td>THE NANCY WILSON SHOW</td>
<td>THE EMPIRE STRIKES BACK</td>
<td>A&amp;M</td>
<td>July 17, 1965</td>
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<td>THE MUNSTERS</td>
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<td>Capitol</td>
<td>July 17, 1965</td>
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<td>July 17, 1965</td>
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<td>July 17, 1965</td>
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<td>July 17, 1965</td>
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<td>Tamla</td>
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COLPIX presents david jones

in his new hit single—

WHAT ARE WE GOING TO DO?
b/w THIS BOUQUET CP784

Produced by HANK LEVINE

www.americanradiohistory.com
We've got dozens of famous recording artists nobody ever heard of...
What are these names doing on $2.00 records? The same thing they do on $3.98 records. Belting out great pop hits, blowing, strumming and stomping jazz classics and country and western favorites. Giving new life to symphonic classics.

Here’s what Pickwick/33’s are all about.

We’ve taken big names, the ones that normally sell for $3.98 and put them on $2.00 records.

Names like Sammy Davis, Jr., Jack Jones, Johnny Rivers, Pete Fountain, Nelson Riddle, Billy May, Della Reese, country and western stars like Johnny Cash, Patsy Cline, Johnny Horton, Faron Young, classical artists like Leinsdorf, Steinberg, Mitropoulos and Frunsky, and the exciting Frank Mitchell Strings and Voices.

Incidentally, our recording stars are not just making guest appearances on our albums. When it says Sammy Davis, every band is a Sammy Davis selection.

Since we’ve got $3.98 recording stars, we’ve given them $3.98 sound reproduction. Top quality pure vinyl pressings.

And Pickwick packaging would stand up to any record. Sinking full-color designs on high-embossed stock and wrap-around jackets. We’ve even added an exclusive “Pinch-Back Spine” for convenient stacking.

All of which makes Pickwick/33 a unique recording label.

It’s a line of $2.00 records of such high performance and quality level that $2.00 is a pre-discounted selling price. (Our classical Pickwick/33 line is priced at $2.50, monaural or stereo.)

Which means Pickwick/33 gives you a high turnover line plus something you’ve never gotten in a $2.00 record—or in many $3.98 records.

Call or write your own local distributor or Pickwick International, Pickwick Building, Long Island City, New York 11101, Code 212-EM-1881.

on a $2.00 record.
THE RIGHTEOUS BROTHERS will be performing their newest MOONGLOW RECORDS single release on SHINDIG—July 21—#M-242 "JUSTINE" and "In That Great Gettin' Up Mornin'"

NEW ALBUM RELEASE

STEREO

THIS IS NEW! RIGHTEOUS BROTHERS

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MOONGLOW RECORDS
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1841 Broadway
New York, N. Y. 10023

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ALBUM REVIEW POLICY

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

FOUR-STAR ALBUMS

The four-star rating is awarded new albums with sufficient musical potential in their respective categories to merit being stocked by record dealers, on-topic and rock jobbers handling that category.

PROMOTIONAL POLICY

All records submitted are heard by the Billboard Review Panel. A rating of one to four stars is awarded to albums in the respective categories. Only albums with a minimum of three stars are recommended for wide distribution. This applies to all albums submitted, regardless of genre or category.

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ALBUM REVIEWS

NEW ALBUMS

THE NEARNESS OF YOU
John Garry, RCA Victor LPM 3349 (M); SLP 2349 (S)

THE 3RD TIME AROUND
Roger Miller, Smash KOS 27068 (M); SLP 49008 (S)

AL HIRT LIVE AT CARNEGIE HALL
RCA Victor LPM 5416 (M); SLP 3416 (S)

THE BEST OF SAM COOKE, VOLUME 2
RCA Victor LPM 3273 (M); SLP 3273 (S)

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

I LOVE YOU SO
Bobby Darin, Coral CRL 37476 (M); CML 72476 (S)

IT'S DANCE TIME
Willie Mitchell, Hi HL 12030 (M); HSL 32036 (S)

THOSE MAGNIFICENT MEN IN THEIR FLYING MACHINES
Soundtrack, 1965 Century Fox MCF 1274 (M); IRS 47147 (S)

HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN
Vladimir Horowitz, Columbia K2L 328 (M); K2S 728 (S)

BIG CITY
Marty Robbins, Palomar G 4001 (M); GS 4001 (S)

NEW ALBUM RELEASES

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

ALBUM REVIEWS (continued)
HELP RECORD SALES

Goldovsky Troupe Spreading Classical Word to Hinterlands

By AARON STERNFIELD

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

The Goldovsky Opera Theater, organized in 1951 by the Russian-born Boris Goldovsky, plays English language versions of the more popular operas at some 120 hinterland outposts during a six-month season.

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

Small Case

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

Goldovsky’s theory is that "Opera is an entertainment," and he makes certain that the operatic presentations are entertainment, not cultural assignments, for the patrons.

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

European Tour

Goldovsky received his musical training at the Paris Conservatory. Paris and Budapest, was graduated from the Curtis Institute of Music as a conductor under Fritz Reiner, then spent six years in Cleveland as assistant to Arthur Rodzinski and as head of the opera department of the Cleveland Institute of Music.

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

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

Started In Boston

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

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

About 40 per cent of the bookings are arranged through Community Concerts, and another 25 per cent are through the five week, major tour, and concert series schedules of colleges and universities. The remainder are booked by independent community groups and by symphony orchestras.

Symphony Arrangement

The symphony orchestra arrangement for both the orchestra and for Goldovsky, generally season ticket buyers at symphonies like varied fare, with one or two operas breaking up the symphonic series. It’s a prodigious job for an orchestra, goldovsky believes, and Goldovsky is able to work in these dates on his schedule.

The troupe’s efforts in arranging work for symphony orchestras musicians to keep them busy all year, so that the orchestra for the Goldovsky opera is provided by the orchestra, and Goldovsky just brings the singers, stage director and manager.

No spot is booked if it is more than 350 miles from the previous date, as it’s difficult to move a troupe of 50 with scenery more than that distance in a single day.

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

Goldovsky reasons that, except for some of the budget records, a classical album must have a market before its recorded. Goldovsky is holding discussions with some record labels about the possibility of his group will be recorded.

The Market

The market for such a record of course, would not be the (Continued on page 33)

Castle Home For Concerts

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

Soloists participating in the program are: Giorgio Celli; Ivan Strauss, violin; Ar- noldo Benetti di Modigliani, French Medori, Andreapo di Gennari, Kahl, pianists; Bruce Abel, baritone, and Yokoh Shimizu, violin. Conduc- tors are Franco Caracciolo, Ferruccio Scaglia, Massimo Pradella, Pietro Angelini, Agostino Orizio, Riccardo Bragaglia, Masi- mma Forese and Luigi Colonna.

Cincy Ends ‘64-‘65

On Record Note

CINCINNATI — The Cincinnati Symphony Orchestra has worked the last 10 weeks season with a record 198 concerts, some 41 more than the previous year.

The orchestra, which was re- corded by Columbia Records as early as 1927, has just completed recording this year after a long ahanker. The orchestra has recorded on the Decca Gold seal—Haydn’s Symphonies Nos. 5, 7 and 9; Beethoven’s Symphonies No. 2 and Paganini Violin Concerto with Ruggiero Ricci. The release of this long-recorded project, next year will be even bigger. Some 204 concerts have all ready been scheduled, not counting a 10-week round-the- world tour sponsored by the State Department.

August 1st...you’ll be ready to make taped music at 7/4 ips just as obsolelute!

You can profit by selling fine fidelity recording at 31/4 ips. SCOTCH "Brand" Dynamic "Series Tape is on the way.

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Magnetic Products Division

[Image 0x0 to 1280x1793]
NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS

THIS WEEK

REGIONAL BREAKOUTS

These raw records, not yet on Billboard's Hot 100, have been reported getting strong air action by outlets in major markets listed in parentheses.

AFTER LOVING YOU

Dallas Texas, ABC-Paramount 1089 (Red River, BMI)

(New York)

Hallelujah

Inclusions, DynaVoice 206 (Saturday, BMI) (Detail)

Tany...

Pea Wee Spaulding, RCA Victor 6005 (Bourse-Rank, ASCAP) (New Orleans)

THE LEGEND OF SHENANDOAH

James Stewart, Decca 51795 (Northern, ASCAP) (Dallas-Fort Worth)

Carl Smith

Sets Talent
For TV Seg

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

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

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

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

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

HITS OF THE WORLD

Continued from page 35

4. OH NO, NOT MY BABY—(Dorothy Day/Porter Wagoner/RCA)
5. BE MY GIRL—Iken (Columbia)

AFTERLOVING YOU

Continued from page 32

sophisticated classical record buyer, be someone whose interest in operatic music is just beginning, and whose appetite

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

Copyrighted material
CMA Changes Hall of Fame's Election Set-Up

*Continued from page 1*

categories must have been dead two years. Eligibility requirements for all categories are that the nominees have a post record of 10 or more years of professional activity in country music, or have contributed to it something which has "exerted a continuing effect on it." The rule on the number of votes required to elect a member, which has been given the CMA some difficulty, is that "a majority of the votes cast, not less than 50 percent of the votes eligible to be cast, will be required to elect a person to the Hall of Fame."

This means it will take at least 51 votes to elect. Not all of the 120 member election committee votes. Thus, for example, if 101 votes are cast, a winner would have to receive at least 61 of those votes.

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

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

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

The change in method of electing will be the third used since the Hall of Fame was begun in 1961. First method was for electors to write names on blank ballots. That first year there was no problems because Jimmie Rodgers, Fred Rose and Hank Williams were all elected almost unanimously. In 1962, Roy Acuff was elected.

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

(Continued on page 36)
BUCK OWENS
AMERICA'S #1 COUNTRY ARTIST
WITH
SEVEN #1 HITS IN A ROW

Act Naturally ★ Love's Gonna Live Here ★ My Heart Skips A Beat ★
Together Again ★ I Don't Care ★ Tiger By The Tail ★ Before you Go

NOW HEADING FOR HIT #8
WITH

ONLY YOU (Can Break My Heart)
b/w GONNA HAVE LOVE

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Fairview 7-7201 Area Code: 805

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

ATTENTION:

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

IMPORTANT! HERE IS YOUR OFFICIAL NOMINATIONS POLLING KIT FOR "COUNTRY MUSIC AWARDS NIGHT" ON ABC-TV'S THE JIMMY DEAN SHOW

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

---

YESTERYEAR'S COUNTRY HITS

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

COUNTRY SINGLES—5 Years Ago July 18, 1960

1. Please Help Me, I'm Falling, Hank Locklin, RCA Victor
2. One More Time, Ray Price, Columbia
3. Above and Beyond, Buck Owens, Capital
4. Each Moment (Spent With You), Ernest Ashworth, Decca
5. Safety and Soundly (I Don't Hold You In My Arms), Lewis Proutt, Decca
6. That's My Kind Of Love, Marilyn Worth, Gayden
7. A Lovely Way Of Art, Jimmy Newman, MGM
8. Mahan, Country Caps, Standard
10. The Picture, Ray Godfrey, Savoy

COUNTRY SINGLES—10 Years Ago July 16, 1955

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

Hall of Fame Election Set-Up

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

The banquet this year will be Friday night, Oct. 22, probably in the National Guard Armory, The Hall of Fame study committee which made nominations to the election committee:

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

Sovine Heads Cedarwood's Gospel Drive

NASHVILLE — Cedarwood Publishing Co., a leading house in the country music field, began a drive last week to build up its gospel music catalog. Cedarwood President Bill Sovine appointed Roger Sovine to direct the campaign of bringing some solid new gospel tunes into the field.

To kick off the project, the company published 25 of its most active gospel songs in a songbook and sent them complimentary to all churches throughout the U.S. Some of the compilers represented in the book include Howard Green, John Masters and Walter Baius.

Collie Flips Over New Country Tune

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

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

---

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BILLBOARD, July 17, 1965
THE COLOR OF HER LOVE IS BLUE
and TOO POOPED TO POP
(Capitol Song)
PUBLISHED BY CENTRAL SONGS, Inc.

ROY CLARK
APPEARING ON ALL THREE NETWORKS
DURING THE NEXT THREE WEEKS!

THE TONIGHT SHOW
NCB-TV July 22

FANFARE
(The Al Hirt Show)
CBS-TV July 24

SHINDIG
ABC-TV July 28


Direction
E. O. Stacy
General Artists Corp.
8 S. Michigan Ave., Chicago, Ill.
RADIO-TV PROGRAMMING

4 Coast Stations Agree to Honor Cap. Release Date

By CLAUDE HALL

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

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

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

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

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

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

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

He admitted that the situation was not all peaches and cream. "It's kind of a guarded operation. The radio stations don't want their image with the listening audience to suffer, but as long as everybody goes along, they'll go along.

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

On the other hand, Los Angeles radio people were quite happy with the idea. A KFWB spokesman said, "The arrangement enables the record company to act as a distributor by releasing only those singles they want exposed. Under the deal, Capitol agreed to a plan that would allow Capitol to have the upper hand in whatever they want in controlling the play of a record.

One broadcaster said the deal gave Capitol had created its own problem. If they would release product in the balance of the U.S. simultaneously then radio stations wouldn't be importing tapes from abroad ahead of their American release. He said that under the system Capitol didn't have a copy of 'Help!', the Beatles and 'If I heard it on any other radio station in the country, there'd be a landslide of Beatles music here.'

Ron Jacoby, program director at KHJ Radio, said he'd had a couple of days to think about it for about 7 to 10 days before the luncheon. The station had played tapes of Capitol. "I think 'California Girls,' a track in the album, will be played most often. Everybody called us, asking us to lay off the song. By this point, Capitol is not only Capitol, but the publisher.

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

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

Chatter Cut Down to A Whisper at KBLA

By BRUCE WEBER

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

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

The format change, Leides said, was due to research which indicated that teenagers and young adults want to hear more music and a minimum of chatter for their radio fare. A continuous use of music will be programmed—even during news, commercials, or other program material not associated with music.

Using a basic policy of playing one, two, or more records without personality interruptions, Leides said the KBLA hourly count total will exceed the average hourly total of the other Los Angeles rock 'n roll stations—KRLA, KHJ, and KFWB. Released by the station were DJ Chris de'Clare, Jim Pinwood, and Tom Clay. Earlier culloties were Chuck Christiansen and Good Old Jim. All had been with the station since early this year when KBLA got an increase in power.

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

Broadcasting Manual Out

NEW YORK—"Radio and Television, U.S.A.," a manual on the American system of broadcasting, has been completed by Martha Crane, director of women's interests for Web Radio, Chicago. The book features basic information on American radio broadcasting, its program management and personnel, and commentary on the transnational and global field of broadcasting. It also offers a general description of how radio and television are used in this country. Published by the organization, operated by the Mutual Broadcasting System and its affiliated stations, the manual will be distributed to schools and libraries throughout the country and foreign women broadcasters who visit the U.S.

WGPR Station on Move, Has 36 Remotes a Week

DETROIT — A radio station that's "kinda movin" gets listener attention constantly on the move. Floyd Jones, station manager, said the station is No. 1 among FM stations and No. 3 among stations—period. Probably the strongest example of how this station moves, however, is a countdown of its remotes—36 a week. Jones handles a two-hour daily, three-hour Saturday-Sunday disc jockey. A remote is a disc jockey's job. Jones does an r.d.b. record show from the Chit Chat Lounge. DJ Larry Dixon may handle a random remote broadcast, but nothing steady at the moment; however, he does have a weekly record book.

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

While the station's programs record shows for Detroit populace such as gospel and ragtime. Polish and Mexican, the main portion of each day is used with r.d.b. programs—a total of three programs a day for a total of six hours. Jazz takes up about four hours each day. Jazz music is played early in the morning. Sunday is devoted to remote broadcasts from such places as the Set of the Day from the city's churches. The station employs about 40 people. Bob Longwell is the station's program director.

Another reason the station is moving, according to Jones, is that programming and air personalities aims at three important segments. "We take care of the jazz fans," Jones said. "Larry Dixon is a real-cutting-edge personality. And Bullfrog is for the rough fans."

ABC to Take Ratings in Cars

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

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

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

BILBOARD, July 17, 1965
Country music artist Curley Joe Church is spinning records at WAVR-Radio, P.O. Box 97, Waynesboro, Va. Country music records needed. . .

Dave Diamond, KJH-Radio DJ, encees a Tuesday night show from the Tiger Room of the Crescent night club on Los Angeles Sunset Strip; introduces the acts and names guest artists whom he obtains via KJH. . . With a local chain store and the Houston Chronicle newspaper, KNUS Radio air personality Buddy McGregor recently tracked the British sound to its source—England and an interview with the Beatles. The Chronicle carried articles and pictures of McGregor's trip and the radio station later carried some 20 reports of his interviews. Final wrapup: McGregor now has records of his Beatles interview for his fans, plus pictures of himself with the Beatles.

Johnny Loveridge is now country music DJ at WKBN-Youngstown. He came to WKBN from WNIO, Niles. . .

Jack Underwood of WOYO-Radio, Fort Wayne, Ind., has been promoted to program manager. . . Lee Sherwood is the new program director of WQAM-Radio, Miami, Fla.; he's been a DJ on the station since June 1963. . . Lloyd Thaxton was cited "Honorary Lord Proprietor of Baltimore County" recently on WIRL-TV's Lloyd Thaxton Day.

The National Association of Broadcasters, via survey, came up with the information that a CATV system is operating within 20-30 miles of 719 stations of 1,629 answering a questionnaire. Of these 719 stations, 364 said the systems carry radio signals; 258 said the systems give time and weather service; 58 said the CATV's sell advertising.

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

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

Bobby Rydell's new Capitol Records single, "Sidewalks," is gaining strong play from Miami. Rydell, left, host of KJH-TV's "9th St. West" program, a popular Hollywood feature later carried. Riddie also encees station's syndicated "Hollywood A Go-Go" show.

July 17, 1965, BILLBOARD
# Radio Programming

## HIT Show Helps Talent

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

Hirt, of course, is a very commercial property for RCA Victor Records. Appearing on the Saturday (17) show will be Erroll Garner, Teresa Brewer and the Lenteretta. Garner will perform "Love," Miss Brewer will sing her version of "Concert Man" from the Broadway show "Funny Girl," with Hirt accompanying. The Leterttes will sing their new recording of "A Summer to Remember."**

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## Stations by Format

<table>
<thead>
<tr>
<th>Format</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pop</td>
<td>Variety format with top 40 hits and chart music.</td>
</tr>
<tr>
<td>Classic</td>
<td>Oldies format featuring hits from the 1950s and 1960s.</td>
</tr>
<tr>
<td>Country</td>
<td>Country music format featuring country artists and themes.</td>
</tr>
<tr>
<td>Top 40</td>
<td>Modern hits and chart music format.</td>
</tr>
<tr>
<td>R&amp;B</td>
<td>Urban format featuring R&amp;B and hip-hop music.</td>
</tr>
<tr>
<td>News/Talk</td>
<td>News and talk programming.</td>
</tr>
<tr>
<td>Sports</td>
<td>Sports programming with commentary and game analysis.</td>
</tr>
</tbody>
</table>

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## Listening Response Ratings

<table>
<thead>
<tr>
<th>Station</th>
<th>Call Letters</th>
<th>Format</th>
<th>Listening Audience</th>
</tr>
</thead>
<tbody>
<tr>
<td>WABC</td>
<td>AM 770</td>
<td>News/Talk</td>
<td>14,300</td>
</tr>
<tr>
<td>WINS</td>
<td>AM 550</td>
<td>News/Talk</td>
<td>7,600</td>
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<tr>
<td>WCBS</td>
<td>AM 880</td>
<td>News/Talk</td>
<td>6,800</td>
</tr>
<tr>
<td>WOR</td>
<td>AM 710</td>
<td>News/Talk</td>
<td>5,900</td>
</tr>
</tbody>
</table>

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## Programming Schedule

<table>
<thead>
<tr>
<th>Time</th>
<th>Program</th>
</tr>
</thead>
<tbody>
<tr>
<td>6:00 AM</td>
<td>Traffic News, CBS News, CBS Weather, WABC News</td>
</tr>
<tr>
<td>7:00 AM</td>
<td>Top Morning Talent Show, WABC News</td>
</tr>
<tr>
<td>8:00 AM</td>
<td>Michael Buble, WABC News</td>
</tr>
<tr>
<td>9:00 AM</td>
<td>News/Talk Shows, WABC News</td>
</tr>
<tr>
<td>10:00 AM</td>
<td>Live Music Shows, WABC News</td>
</tr>
<tr>
<td>11:00 AM</td>
<td>Classic R&amp;B Shows, WABC News</td>
</tr>
</tbody>
</table>

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## Syndicated Programs

<table>
<thead>
<tr>
<th>Program</th>
<th>Network</th>
<th>Syndicator</th>
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</thead>
<tbody>
<tr>
<td>Rush Limbaugh</td>
<td>NBC</td>
<td>NBC News</td>
</tr>
<tr>
<td>Sean Hannity</td>
<td>Fox News</td>
<td>Fox News</td>
</tr>
<tr>
<td>Howard Stern</td>
<td>SiriusXM</td>
<td>SiriusXM</td>
</tr>
</tbody>
</table>

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## Advertising

<table>
<thead>
<tr>
<th>Advertiser</th>
<th>Ad Format</th>
</tr>
</thead>
<tbody>
<tr>
<td>Coca-Cola</td>
<td>TV Commercial</td>
</tr>
<tr>
<td>Apple</td>
<td>Print Ad</td>
</tr>
<tr>
<td>Pepsi</td>
<td>Outdoor Billboard</td>
</tr>
</tbody>
</table>

---

## Speaking of Billboard's Handbook of Radio Response Ratings and Stations by Format

**Y&R's Ray Jones Jr.**

**Radio Media Relations**

**says:** "This will surely be a widely used tool in our radio buying function!"

---

## Upcoming Events

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

---

## Website

[www.americanradiohistory.com](http://www.americanradiohistory.com)
Country Has Come Of Age: WISZ Mar.

KRG1 Hosts Teen Party

GRAND ISLAND, Neb. — Radio Station KRG1 threw a very successful end-of-school party for local teen-agers—sort of their own version of high school dropouts, combined with effective station promotion. Held at a local drive-in theatre, the party was advertised as the battle of the bands between two local groups, the Elektaras and the Kickouts. An Elvis Presley movie show opened.

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

In addition, the radio station gave away albums and singles. Dick Hogan, who emceed the battle of the bands at the party, later became one of the stars on his "Night Time" show at KRG1.

Hogan said: "We were well pleased with the reaction from all, it was pretty successful." The station programs up-tempo middle-of-the-road to light rock music during the day, with three solid hours of straight rock music on Saturday through Friday. Hogan said the station needs to be sure its "product is not the best," Hogan said. "Any records received will be appreciated. They will all be auditioned carefully."

YESTERDAY'S HITS

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

POP SINGLES—5 Years Ago

July 18, 1960


R&B SINGLES—5 Years Ago

July 18, 1960


KLEG Goes To Country

OTTUMWA, Ia.—Rock 'n' roll music "was for the birds," said Dawino Pearson of KLEG Radio, Ottumwa, "when we changed to country music."

"So, on July 4, the station went on a country weekend, playing guitar for the late Hank Williams. With his own band, the Pettis County Performers, Pearson performs in local clubs about three or four times a week, according to a staff photographer.

Doll said the country music is received well in the area.

KAYO Closing in on Seattle Championship

SEATTLE—A country music radio station, you say, could not expect to hold top local ratings in a major market? Well, don't say that to the people at KAYO, where the result of a rating battle about when KOL launched a Top 40 station on July 1 (Billboard July 10) against the KAYO 'n' roll station, KJR, the top to the path may be paved for country music stations.

Robby Wooten, program director of KAYO, said that KAYO has consistently been the top country music station in service for the last 24 hours a day, 7 days a week. New numbers, a rating "hot off the press," will determine the success of KAYO's "made-for-the-west" format.

The ratings impact of such stations as KAYO, WOTF, KTU, KAYO-FM and KGGLE in Seattle indicate that the station has strong air personality with a high level of audience response in the market.

Wooten added that to merely start playing country music is not enough. "It must be properly programmed with good knowledge and good promotion."

HERMITS SET AT ROSE BOWL

Hollywood—One of four Los Angeles radio stations is seeking to increase its production of music by sponsoring a glamorous sound concert at the Rose Bowl for the "Hermits."

KFWB will treat the teenagers to an all-star rock show featuring the Hermits at the Rose Bowl on Aug. 7. It will mark the first appearance of the band on the West Coast, and the first time a concert has been staged by the station.

The Bowl seats 100,000, and the tickets will go on sale for $1. The station plans a promotion drive with numerous contests throughout the day on all programs.
1965 Newport Festival Backstage

Festival of Festivals

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

According to veterans of the Newport Jazz scene, Newport '65 was the biggest and best yet. It truly was a festival. Over 150 of the most beautiful musicians performed in seven beautifully programmed sessions. Just one session included Duke Ellington and his orchestra, Earl (Fatha) Hines, the Dave Brubeck Quartet, the Herbie Mann Sextet, and Joe Williams. This session led by drummer Buddy Rich, at which Harry Edison and drumer Sonny Payne, especially for the occasion. The was the first appearance at a jazz festival in fact his first in-person concert outside Las Vegas in a long time. He prepared his music well, with the help of the band from California while Basie was making a movie, and then with Frank Sinatra in Chicago for a thorough run-through. Unfortunately, there was no audio run-through with the p.a. system Sinatra had imported especially for him but his recording reproduction been as superb as that of the rest of the festival, the performances were more than a mere run-through.

The session, a spontaneous upswing of the night before by a magnificent, spontaneous listening of the audience, of the session. This was, however, exciting, minute, one of the first to get the fans to jump up and down and then to sit down.

A similar rapport between and performed had developed Friday night when Dizzy Gillespie's Quintet swung through a dazzling set, this one also with the usual jazz beats, and like the Sinatra and Basie bands, with some superb pacing of numbers. Dizzy and saxist-flutist James Moody were also noted for their singing solos, aided by a brilliant rhythm section. The band was the group's second in two nights, this time as a sub for the Miles Davis Quintet, drew another standing ovation. A smaller but equally enthusiastic crowd also rose to its feet

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Sunday daytime session was perhaps the longest in the festival's history—and also one of the best. In addition to Zeitlin, it featured a romping rhythmic display by guitarist Wes Montgomery, playing with Wes Kelly's Trio, and a lovely, contemporary quartet, relaxed jazz mood of the Stan Getz/Quintet, with Getz and vibraphonist Gary Burton sharing equal soloing roles. It wound up close to 6:30, almost four and a half hours after it had begun, with an interesting but unfortunately abbreviated performance by also saxist Lee Konitz, who tried, of all things, a "Jazz Singer." This session, "Workshop" Captivates A much shorter but tremendously exciting session, "Drum Workshop," captivated a relatively small audience Saturday afternoon. Six percussionists, Louis Bellson, Art Blakey, Roy Haynes, Elvin Jones, Joe Jones and Buddy Rich displayed their often contrasting but exciting ways stimulating styles both in solo appearances and in several numbers during which they all changed 4, 8, and 16 bar phrases. Thanks to Billy Taylor's expert moderating (he also played piano), the session came off as more than just another series of drum solos. It was also a very informative display of rapport and obvious admiration among the drummers, who with Rich's encouragement played together for as long as they could.

Less reaction greeted the previous afternoon's performers, trombonist Buddy Tate, who returned as the leader of his own group, the Buddy Tate Orchestra, who displayed their virtuosity in a musical experiment in their usual, off-hand attitude. Their many were in sharp contrast with the previous night's which satisfied some of the older fans via the appearance of such veterans as Max Kaminsky, Bud Freeman, Pete Seeger and others, but which also included some of today's more under-standable via a reliably swinging session by the Modern Quartet and some blues shouting from Joe Williams.

Friday night, the was colder, with the presence of the Art Blakey Group, the Thelonious Monk and John Coltrane quartets, each of which blew his top-derived sounds with much vigor but with little sound. A few of the audience, for the most part, were sighted in projection, but their reactions to the performance of great concerts, it would not only be doing a great disservice to the musicians and their fans, but it would also lead the way to even more, and more successful Newport Jazz Festivals in the years ahead.

Astronauts Please Copy

Newport, R. I.~One of the fastest commuting schedules on record was completed by Frank Sinatra on the way to his Newport concert here. With a helicopter waiting with motorcade, the singer flew from New York field before the echo of his final note wrote had died away, to his own private jet standing by in nearby Providence, the Chairman of the Board and his entourage made the trip from the Jazz Festival stage to his ever-lovin' New York home in 17 minutes—even before some of his exit ing fans could reach their cars!"
**TOP SELLING RHYTHM & BLUES SINGLES**

<table>
<thead>
<tr>
<th>Title, Artist, Label &amp; No.</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>I CAN'T HELP MYSELF</td>
<td>24</td>
</tr>
<tr>
<td>TONIGHT'S THE NIGHT</td>
<td>10</td>
</tr>
<tr>
<td>DO WEE BABY, I LOVE YOU</td>
<td>10</td>
</tr>
<tr>
<td>GETTING THE HANG OF IT</td>
<td>10</td>
</tr>
<tr>
<td>I'M A BABY, TOO</td>
<td>10</td>
</tr>
</tbody>
</table>

**SPECIAL SURVEY for Week Ending 7/17/65**

*Note: The list includes a mix of R&B and Soul singles, reflecting the popularity of these genres in the 1960s.*

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**NEW ACTION R&B SINGLES**

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

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**ATLANTIC HOPS TO IT TO RELEASE SESSION BY MANN**

NEWPORT, R.I.—Herbie Mann's brilliant performance at Newport will be released in a few weeks by Atlantic Records. Despite the fact that the session contains some works previously recorded by Mann, the caliber of the performances and the crowd response, according to Dave Revere, Atlantic's vice president, who was on the scene to decide to release the album as quickly as possible.

The Denver, Colo., native set will be part of the next Zeitlin album to be released in November by Columbia, according to John Hammond, who has supervised the pianist's recording career.

The Archie Shepp album, a Coltrane performance, has been scheduled for October or November release on Impulse, according to the label.

All performances at the festival, except the Sinatra and Basie sets (Sinatra permitted no recording and few photos), were taped by a Columbia Records crew of Bob Hughes, Frank Tashlin and Edward (Buddy) Graham in conjunction with the American Federation of Musicians, Atlantic's executive vice president, who was on the scene.

—From the New York Times

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**RHYTHM & BLUES**

**Drawer Classic**

**Wein: Dynamic Impresario**

By GEORGE SIMON

Behind the scenes at every Newport Jazz Festival, a solidly built, partially bald, middle-aged man—allegedly the most unapproachable man in America—simply walks up the quiet, single-handedly runs the show, routing the acts, conferring with the musicians and always seemingly having him a ball.

He is George T. Wein, who since 1954 through a combination of sheer will and all his own cash and energy, has established Newport firmly as the world's foremost producer of Jazz packages.

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

His interest in jazz began at an early age. When he was six he was quoted as being not too enthusiastic about the piano; by the time he was in junior high school he was studying it. Frequently his parents, his father is a noted Boston surgeon, still attend every Newport concert. Wein went to Boston Latin School, where he continued both his scholastic and jazz development. He eventually opened the Storyville Club in Boston, named after the famous New Orleans cabaret where jazz had flamed up. At the same time he started teaching a course in jazz at Boston University.

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

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

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

Several years ago beer-guzzling kids wrecked his Newport Festival. Apparently Newport was through. But the following year a veteran promoter saw the possibilities of it and decided that the venue could restore law and order and music. There were steel-helmeted policemen everywhere: they were tough, but the kids knew it and the festival came off without any more rioting.

With the job over, Bernstein bowed out, "The Newport Jazz Festival," he told friends, "belongs to Billie Holiday. It's his baby." The next year there was another Newport Jazz Festival. And from the looks and sounds of things, Wein should be taking care of his "baby" for many more years to come.
HAND IN HAND

Do Musical Instruments Help Boost Dealer's Record Sales?

By O. B. ALLEN

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

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

Interviewed at his recently opened, plush, downtown location, Goldfarb explained that he and his partner, Jacobs, began stocking band instruments at one of their suburban record shops. At first this was strictly on an experimental basis, he pointed out. "People would come into the shop to buy records. They would ask where they could buy the particular instrument or instruments heard on the recordings. So we decided to stock instruments as well. The idea worked out so well that we did the same in our new downtown store."

Chain Grows

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

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

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

Classes in Suburbs

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

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

August 1st...you'll be ready to make taped music at 7 1/2 ips just as obsolete!

You can profit by selling fine fidelity recording at 3 3/4 ips. Scotch Brand "Dynarange" Series Tape is on the way.

NEW "DYNARANGE" TAPE AVAILABLE AUGUST 1ST

MOBILE Products Division

NEW Magnetic Products Division 311

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

NEW PRODUCTS

Highlights From the Music Show

Emerson

Birch

Ampex

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

Portable speaker system slides on and attaches to any current model Ampex portable recorder, permitting the complete stereo system to be carried and played anywhere. Model 813 contains a 6 by 9-inch extended range speaker giving response from 100 to 10,000 c.p.s. Encased in heavy-duty plastic with brown grille cloth, each unit has a 15-inch detachable cord. Price per pair is $29.95. Higher performance 1113 speakers are priced at $60 per pair.

BILBOARD, July 17, 1965
A budget-priced ($199.95) bass amplifier, especially designed for use with bass guitars. Has variable reverb, built-in tremolo, true-pitch change vibrato. Other models in the Magnatone Star-lite line (manufactured by Estey) are priced at $129.95, $79.95 and $59.95.

**General Electric**

Fully illuminated floor stand display shows off the new Norelco line to full advantage. Unit is made of wood and chrome-plated tubing and has a lacquered display board. Price to dealers is $35, with 15-1/2 to 18-foot high, three and one-half feet wide and two feet deep.

**Do Instruments Help Sales?**

- **Continued from page 44**

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**Motorola**

Priced at $69.95, unit has stereo, float-down changer, separate tone, volume left and volume right controls, dual speaker system, two five-inch speakers, solid-state amplifier, polyethylene cabinet and fixed speaker wings.

July 1,” 1965, BILLBOARD
New York Vendors Win Tax Break
Victory for 'Gumball Boys'

By RAY BRACK

ALBANY, N. Y.—Gov. Nelson Rockefeller Tuesday (6) signed into law a bill exempting dime-and-under vended items from the new State sales tax.

The new law will exempt from the 2 per cent State tax—to take effect Aug. 1—75c and under tangible personal property sold from vending machines at 10 cents or less, provided the retailer is primarily engaged in making such sales and keeps records satisfactory to the State tax commissioner.

Of primary benefit to the bulk vending industry, the new bill will also extend time-salesholder transactions from optional municipality sales tax levies legalized by the State's new sales tax law. The law empowers cities to collect up to 3 per cent for themselves in addition to the 2 per cent garnered by the State. New York City will continue to collect the 5 per cent limit on August 1.

Bi-Partisan Support

Introduced in the State Senate in May through the offices of Roger and Harold Foltz, trade leaders from Oceanides, N. Y., the exemption bill gained bi-partisan support, passing the Senate unanimously on June 8 and clearing the Assembly overwhelmingly on June 23, the final day of the legislative session.

The exemption represents a responding wish for the Foltz brothers, who have dedicated themselves virtually full time during the past 10 weeks to formatting key State Agency heads and State legislators with the unique aspects of the bulk vending business.

"We have shown them that our machines are different from the big, soft drink and food machines," said Roger Foltz, who is president of the New York Bulk Vendors Association.

The Foltz brothers so haunted the halls of the Legislature here that they became known to legislators and aids alike as "the Gumball Boys."

Indeed, in demonstrating to the legislators the penny nature of the bulk vending operation, the brothers distributed bulk gum and charms to every member of the Assembly.

Consumer Tax?

"When passed, the original sales tax law was seen as a tax on the consumer, but subsequent demand to return to the\n
BULK BANTER

MISSOURI
Bernard Bittman, recently elected secretary-treasurer of the NVA, and who with his partner-son, Manu Bittman, operates Bittman Distributors at 4711 E. 27th Street in Kansas City, Mo., feels that several charm manufacturers may follow the Glob trend with other capsule and performing product.

Globos, by the way, have been one of the several pace-setting items for the Samuel J. Phillips Co.

Over in St. Louis, Sam Phillips at the Samuel J. Phillips Co. reports that George Chapman of Granite City, Ill., W. H. Hill from St. Louis, Harold Brunowrath and Bob Rymer from here in the city were among several vendors actively reporting good action on a variety of items.

(Continued on page 54)

AN 'EXCELLENT PRECEDENT':

NVA MITCHELL

CHICAGO—Commenting on the sales tax exemption law won by New York vendors last week, National Vendors Association Counsel, Dan Mitchell, said: "The New York victory sets an excellent precedent. I'm sure the effects of the victory will be felt throughout the country for years to come."

Mitchell noted that the New York action was "a continuation of the successful legislative efforts that NVA has championed for many years. As we have had a preface for a long time; a local problem can best be handled on the local level by an effective local group, with the counsel of the national association."

The NVA attorney added, "We are extremely proud of the job that Roger and Harold Foltz have done."

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(Continued on page 54)
$2 Million Oak-Southern Acorn Contract

May Be Biggest Deal on Record

CHARLOTTE, N.C.—Southern Acorn Sales of Charlotte has signed a contractual agreement to buy $2 million worth of bulk vending machines from Oak Manufacturing Co. over the next eight years.

Herbert S. Goldstein, national sales manager for Oak, said he believes it to be the largest single contractual arrangement from the standpoint of dollars involved in the history of bulk vending.

Goldstein was in Charlotte Monday to sign the agreement with Lee Smith and Jack Thompson, partners in Southern Acorn Sales.

The agreement calls for Southern Acorn Sales to purchase $250,000 worth of the latest model Vista cabinet machines each year for the next eight years.

Banks and financial institutions throughout the country are participating in the financial arrangements.

Southern Acorn Sales’ program of development calls for involvement with both commercial and sponsored machines. The sponsored machines will be placed in co-operation with associations for retarded children in the multi-state development program.

Franchises

Smith said Southern plans to establish franchised territories throughout its sales area and rent machines to operators.

“This will eliminate capital investment at the operator level and allow the franchised operator to use his cash resources for the purchase of resaleable merchandise from the parent company,” Smith said.

Thompson pointed out that this arrangement will give the operator a greater volume capacity.

“The issuance of franchises will be conditional upon the operator becoming a member of the Southern Acorn Bulk Venders Association, the regional affiliate of the National Vendors Association,” Smith said. He has long been an avid booster of the regional association concept and is currently president of the Southeastern association.

Smith said construction of an additional 7,500 square feet of warehouse space will begin immediately. A new Southern Acorn Sales warehouse was completed two months ago.

Sambee Vending—Lisbeth Whiting Tie

OCEANSIDE, N.Y.—Educational toy manufacturer Lisbeth Whiting Co. announced last week the appointment of Sambee Vending Co. as sales representative to the bulk vending trade.

The appointment, announced by Lisbeth Whiting president, H. E. Siegel, marks the toy maker’s initial move into the vending market.

“We feel that some of our items now being sold to the boxed toy trade can be successfully merchandised through vending machines,” Siegel said.

Sambee Vending, headed by Marilyn Greenberg, has field-tested Whiting’s first bulk item, Oogle Beagle.

Distributors in the New York area report fast sellouts and re-orders by operators,” Greenberg declared.

According to Siegel, Lisbeth Whiting will be releasing several additional items via Sambee Vending during the next few months.

Sambee Vending is located at 2 Neil Court here.

SCHOENBACH CO. manufactures Representative Acorn American Distributor

MACHINES

With every OAK VISTA Model 5c vending machine, you are offering ONE FREE ITEM $3.00 worth of cards.

FILL IN these blanks, send to:
SCHOENBACH CO.
501 Union Ave., Brooklyn, N.Y.

HOT 5c YENOO ITEMS

$700.00

Silicones, different colors, 5c/10c.

FINS, BRASS

$3.00

Aluminum, gold, rhodium, etc.

BEADS

$1.00

Swarovski, others.

GUMS

$1.00

Fruit, nuts, etc.

BAGS

$1.00

Toys, books, etc.

You name it, we’ve got it

All items, supplies, everything for the operator.

SCHOENBACH CO.
501 Union Ave., Brooklyn, N.Y.

NAME _
COMPANY _
ADDRESS _
CITY _

Please rush complete information and prices on Northwestern Super Sixty Ball Gum-Charm Vendors (No. 922) to: RUSSELL THOMAS, VENDORS DIST. CO., 682 Madison Ave., Memphis, Tenn. Phone: (Area Code 901) 525-1514.

All Branches of Vending Machine Distributors, Inc.

SCHOENBACH CO. manufactures Representative Acorn-American Distributor. We handle complete line of machines, parts & supplies.

...and much, much more.

Schoenbach Co.
501 Union Ave., Brooklyn, N.Y.

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July 17, 1965, BILLBOARD
Musicfilm-Juke-Box Project Announced by Intersphere Co.

By RAY BRACK

HICKSVILLE, N. Y.—A new concept in coin-operated entertainment, the new Colorama sound-film project, with a juke box mechanism was announced last week by Henry A. Schwartz, president of Intersphere Development Corp., here.

Intersphere, as reported by Billboard last week, has been supplying altered models of the old juke box unit to U. S. distributors and plans to begin manufacture of a totally new unit soon.

One of three new Colorama models in development, Schwartz said, is a combination film projector and juke box, utilizing a remote juke box mechanism.

Wall Box

Schwartz also announced that hopefully a juke box-type wall box would be utilized with a second model of the Colorama machine to provide remote play.

The new Colorama models to be manufactured by Intersphere are priced significantly lower than any previous cinema juke box, Schwartz revealed.

"We will embrace the basic coin-operated industry with this machine," he said.

Price

The standard Colorama unit, i.e. without remote juke box or wall boxes, is to sell to distributors at approximately $2,000, complete with 40 cartridge films.

Specifications of the new machine were listed by Schwartz as follows:

Viewing area: 300 square inches.
Type of film: 8 mm.

Price: $75 per selection, a sizeable reduction from previous models.
Playing price: Two selections for a quarter, half the play price of previous cinema juke boxes.
Programs: 40 film selections plus straight record selections on combination Colorama-juke box mechanism.

Circuity: All solid-state.

Film output: 1,000 films per month guaranteed to distribute-operators.
Film loan: $75 per selection, sizable reduction.
Orders: 1,000 orders.

According to Schwartz, 1,000 orders for various new Colorama models have been received in the United States, Intersphere Development Corp. is seeking a site in the greater New York area, Schwartz said, at which to manufacture the new machine. Tentative schedules call for production commencing in three to four months.

Revision of the Italian-made Cinebox machine has been handled at the Intersphere plant at 6 Burnsville Ave, here.

Schwartz also announced an extensive film production program for the new Colorama unit, with the script that reads like a Who's Who in the recording industry.

The Colorama film production program is under the direction of Trans-Air Talent and Film Service, a New York-based international talent buying service.

Film Program

According to Trans-Air President Art Treffeisen, Colorama product will be concentrated in three areas: Colorama, because of growing acceptance of this mode by the adult audience, news and art films.

Arrangements have been made, Treffeisen said, to film such artists as Ray Charles, Jerry Lee Lewis, Little Anthony and the Imperials, Junior Walker and the All-Stars, Chuck Jackson, Maxine Brown, Dionne Warwick and the Supremes.

New Firm

Intersphere Development Corp. is a new company, organized to distribute present Colorama units as well as the proposed new play machine.

Schwartz resigned in 1964 as vice-president of Cinebox Corp., a division of the Estey Co., which held national distribution rights to the Cinebox machine. Estey entered bankruptcy last year and the Cinebox Corp. was dissolved.

NATHANIEL LEREVERE, founder and chairman of the Automatic Cen- ter Co. of America, is to see the thanks of Suzanne Shapiro on behalf of 70 patients at the Rehabilitation Institute of Chicago for a new Roy AMI phonograph donated by Leverone for use in the Institute's research. Leverone is a member of the Institute's board of directors.

Looking on is John W. Evers, retired president of the Commonwealth Edison Co., and president of the non-profit Rehabilitation Institute. "I don't think we ever had a recreational item that created so much interest and enthusiasm among the patients," Evers said. Echoing Evers' comment were the Institute's administrator, Alan H. Miller, and director of recreation, Art Rubin. "Maybe some generous Billboard readers will donate us some records," Toppel suggested.

Thank You, Mr. Leverone...

ROSEN SECURES U.S. RIGHTS TO ITALIAN CINEMA-JUKE BOX FILMS

PHILADELPHIA—Exclusive U. S. distribution rights to Cinebox and its entire film library were granted last week by distribution giant David Rosen following an interview here with Angelo Bottani, president of the Italian firm which manufactures the product.

Rosen, a coin machine distributing executive for the past third of a century, introduced the Cinebox machine to the U. S. in February, 1963, and was a regional distributor here for Rowe AC manufacturing's line of coin-operated equipment.

The agreement gives Rosen exclusive distribution and leasing rights to some 600 film titles produced by Bottani interests in Cinebox.

Negotiations

Bottani, of Milan, has been in this country for several weeks. He is president of the International Photovision Society.

Negotiations were begun early this year, with Rosen making several trips to Europe.

The agreement goes beyond that of the ordinary manufacturer-distributor arrangement and represents a closely knitted bond between two highly successful organizations on both sides of the Atlantic, Bottani announced on conclusion of negotiations.

Leading Business Figure

Bottani is one of Italy's leading business and industrial figures and is listed in the Who's Who of Italy as a top official of the Italian Republic. At age 45, Bottani is managing director and joint owner of Gorial Siasan, an electrical medical factory, president of Pubblicita Italiana, exclusive agents for the Italian Post and Telecommunication. In addition to the Photovision firm, Bottani is the owner of the International CRIB Society, and president of the Development of Silicato Society, Italy's leading manufacturer of lime-silicate building materials. He is also the editor and director of Il Corriere delle Macchina magazine, among many other Italian-based interests.

The Cinebox film library includes 612 three-minute motion pictures, with English titles, featuring national and international recording starts in specially produced numbers.

Pioneer

Declared Rosen: "We pioneered in the introduction of Cinebox, in the United States and from the very beginning knew all the problems we faced—and the biggest problem was that of product. Now that problem has been overcome. Operators now have the assurance of a constant flow of new motion pictures to sustain the playing interest generated by Cinebox on sight."

"Our films are available to every operator of a movie-music machine, whether it be a Cinebox or anything else," he continued.

"This combination of sight and sound represents a new hope and a great future for coin machine operators, Cinebox will not replace the music machine or any other amusement device. We see Cinebox as a great plus in adding profits for both the operator and the location owner, without taking anything away from any other machine. The sound of radio and records lives up to the sight and sound of television and motion pictures—and they all prosper."

Rosen said plans for distribution to both music and the motion picture product will be announced later this month.

"We take any operator that when we make formal announcement of our program, we will yield the truth—the truth backed by facts and proven by good intentions," Rosen added.

EDITOR'S NOTE: According to the president of Intersphere Development Corp., a new film which distributes a revised model of Cinebox, the Rosen-Bottani agreement will, in any effect on our operation."

Coming Soon:

July 14—Coin Operators Soc. of Chicago, Valley meeting site to be announced.


Aug. 3—Missouri Coin Machine Council meeting, Brookfield, Ill.

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

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

Sept. 17-19—Joint outing of the New York State Operators Guild, the Music Operators of New York and the Westchester Operators Guild, New York, N. Y.

Sept. 18-19—Quarterly meeting of the Coin Operated Industries of Nebraska; Norfolk, Neb.

Oct. 16-19—National Auto- mobile Dealers Assoc. of California convention and trade show, Miami Beach, Fla.

Colorama Distributor Sees Operators as Prime Buyers

CHICAGO—"We see the coin machine operator as our prime customer," declared Colorama Corp., distributor of coin-operated products, at a luncheon last week in the wake of what the manufacturer feels will be a continued business upturn.

Kaghan heads Specialty Sales, Inc., and with his brother Ron- nie has located 25 Colorama sound systems in hotels and such locations as Adolph's Restaurant, the Donnel Rock Club, the Del Prado Hotel, Richard's Restaurant & Lounge, the O'Hare Airport, and the Waukegan Inn, Lander's Restaurant, the Ascot Motel and the Mid- way Motel.

Their move into area locations in the past four months, since Specialty Sales was appointed Midwest distributor by the New York-based Interstate Development Corp., has followed a policy of co-existence with other operators.

"We never place a Colorama machine where a joke box is already located," Kahgan said. When a Colorama unit is placed in a location, a package of equipment is included which something like $50 per day revenue is generated, Kahgan said.

Specialty Sales, Kahgan says, will work only with locations under any one of four categories: locations adjacent to locations where we will sell a machine to a coin machine operator, location where we will sell to an institution, or we will operate in the location ourselves.

Kaghan, a former Chicago automobile dealer, hopes to locate 100 machines - many of them the new model now in development by Interstate in the city area before the end of the year.

Subdistributors

Colorama has appointed subdistributors in Michigan, Ohio, Indiana and for the region embracing the Dakotas, Minnesota and Northern Wisconsin. "I predict that in the next 18 months some 800 Colorama units will be placed on location in these distribution areas," Kahgan said.

Kaghan also announced that the new Colorama machine will be exhibited at the Music Operators of America trade show here Sept. 11-13. "We expect coin machine operators to be greatly interested with the Colorama machine," he declared.

Filming Programs

Because of its new film product, Colorama has initiated a filming program here, producing some three numbers a month. He believes the combination of local talent and local scenes will greatly stimulate Colorama play in Chicago locations.

"Similar filming projects in other major markets would be a fine idea," he said. Kahgan is enthusiastic about the possibility of record companies making talent available to filmers of cinema-juke box products. "Several companies have already expressed interest in being represented by us as well," he said.

Seeburg Gets Set to Move

CHICAGO—Seeburg will use its customary three-week July holiday this year to set up housekeeping in its new $6 million Chicago facility.

The new Seeburg quarters will have several in planning, installation and construction and consist of over a million square feet of space, covering two city blocks.

The ground-breaking ceremonies were personally attended by Chicago Mayor Richard Daley as well as numerous civic dignitaries. Daley had approved the elimination of a city street over which the plant now stands. Without the completion of operations in the new quarters, Seeburg is to close six other plants in Chicago and one in Haverhill, Mass., remaining open are Seeburg manufacturing facilities in the following locations: New York, Chicago, Haverhill, Mass., and Providence, R. I.

These will be United amusement game division, Chicago: Cavalier Coca-Cola bottling division, Chicago; Choice Vend Snack division, Windsor Locks, Conn.; Organ Coffee division, Laconia, N. H., and Qualitonic hearing aid division, Minneapolis.

A successful Seeburg is to be moved to the site of its old location, which will sell the machine to a coin machine operator, or the new location is to sell to the institutional, or we will operate in the location ourselves.

Kaghan, a former Chicago automobile dealer, hopes to locate 100 machines - many of them the new model now in development by Interstate in the city area before the end of the year.

Subdistributors

Colorama has appointed subdistributors in Michigan, Ohio, Indiana and for the region embracing the Dakotas, Minnesota and Northern Wisconsin. "I predict that in the next 18 months some 800 Colorama units will be placed on location in these distribution areas," Kahgan said.

Kaghan also announced that the new Colorama machine will be exhibited at the Music Operators of America trade show here Sept. 11-13. "We expect coin machine operators to be greatly interested with the Colorama machine," he declared.

Filming Programs

Because of its new film product, Colorama has initiated a filming program here, producing some three numbers a month. He believes the combination of local talent and local scenes will greatly stimulate Colorama play in Chicago locations.

"Similar filming projects in other major markets would be a fine idea," he said. Kahgan is enthusiastic about the possibility of record companies making talent available to filmers of cinema-juke box products. "Several companies have already expressed interest in being represented by us as well," he said.

Cook County Sheriff Eyes Gaming Spots

CHICAGO — Sheriff Richard B. Ogilvie told the Cook County Board Tuesday that 170 federal gaming stamps have been purchased for locations outside the city of Chicago this year and asked for an ordinance prohibiting the placement of prize or amusement equipment requiring the $250 permit.

Arthur Ogilvie, chief of the sheriff's office, told the board that an ordinance is needed because the department has been ineffective in controlling the machines in unincorporated areas of the county.

Bleck, Ogilvie and other council members expressed the desire of using the ambiguous term "pinball" in identifying the equipment in question.

Conn. Operators Re-Elect Lambert

HARTFORD—Jerry Lambert was recently elected to his sixth consecutive term as president of the Music Operators of Connecticut.

Other officers are Phil Tolino, vice-president; Frank Marks, secretary; Tony Wilkus, treasurer.

New Rock-Ola Street

MEN WHO READ \end{document}
Germany Plans Coin Convention

By GMER ANDERSON

COLOGNE — West Germany’s coin machine trade is starting to plan for a large trade exhibition next year.

The date and place are still open, but Central Organization of the German Coin Machine Operating Trade (ZOA) favors a spring date and Stuttgart as the site. Other cities under consideration are Hamburg, Berlin and Frankfurt. Stuttgart is the site of the radio, TV and phonograph exhibition.

Heretofore, the German coin machine industry and trade have not attempted an exclusive coin machine exhibition, but have limited themselves to participation in the various regional industrial trade fairs.

Several past efforts to promote a German coin (or trade) fair have collapsed amid acrimony among the three groups: machine manufacturers, distributors and operators.

However, the trade is now more unified behind the fair project than ever before, and the three branches are co-operating on planning. Their aim is an exclusionary policy which will serve as a showcase for the German coin machine industry in all of its aspects.

Other Shows

Models in this respect are the coin machine exhibitions in London and Vienna, the Amusement Trades Exhibition, and the Vienna International Coin Machine Exhibition which last autumn attracted exhibitors from 20 countries.

EUROPEAN NEWS BRIEFS

Tito Relents

BELGRADE — Marshal Tito has approved the importation of 250 new phonographs from Western countries in 1965 under the overall Yugoslav import program for that year.

This is the largest number ever allowed for Western machines by Yugoslavia, which has imported in a single year, and economic planning officials say the erection of an operator trade pattern after that in Western countries will be undertaken.

The officials say, however, that the trade will probably function as part of the hotel and restaurant industry. Marshal Tito also has given the government’s No. 1 jugbox fan.

Diplomat Drive

BONN — Suiting name to sales strategy, Helmut Rebock, GmbH, the AMI sales agent in Germany, has launched a drive to sell its new AMI Diplomat phonographs to the diplomats in the West German capital.

Rebock is promoting the Diplomat as a diplomat’s “equi- scape,” an elegant music instrument providing the proper backdrop for diplomat entertaining.

A sales survey shows that the potentialities of the diplomat trade in Bonn are larger than realized heretofore. There are over 100 diplomat missions in the Bonn area, including Cologne. There are also an even larger number of consular establishments in major German cities, and there are a raft of foreign missions in Berlin.

Rebock is pursuing the sale of Diplomats in establishments catering to diplomats and also for foreign diplomatic missions and the homes of diplomats. All told, this market could absorb several thousand machines.

Another aspect of the diplomat trade, of course, is tremendous for general sales to operators.

When Answering Ads . . . Say You Saw It in Billboard

 game stores, Helmut Rebock, GmbH, the AMI sales agent in Germany, has launched a drive to promote the fair as an international trade showcase or as a strictly German industry endeavor.

Provincial partisans argue that a fair is “international” even if restricted to German concerns, provided international attendance is promoted.

Just now there is gradually rising apprehension over the competitive possibilities of French coin machines.

French product is gaining in esteem here, and a subtext note is taken of the success registered in the U.S. and Canadian markets by Scopion and Coinbox, the film juke boxes. Scopion is a French box and Coinbox, while Italian-designed, was promoted from Paris.

Cincy’s Biggest Air Cargo

Puerto Rican Gov. Wants Strict Amusement Measure

SAN JUAN, Puerto Rico — While vetoing a bill that would have banned a variety of coin-operated games in Puerto Rico, Governor Sanchez says he favors an even stricter law.

The governor, after a record number of 30 bills vetoed by the governor Thursday (1), the so-called pinball ban, would have made operation and possession of pinball games and a variety of arcade pieces illegal on the island effective Jan. 1, 1966.

The measure passed only after heated debate in both houses of the Puerto Rico legislature.

No Solution

Sanchez charged that the measure, which he vetoed, “does not solve, nor does it even alleviate the social problem it purports to eradicate.”

The governor then called for a stricter law to include “all entertainment machines operated with coins.” From his list of legislation-due items, however, he specifically exempted bowling, table games, including bowling games, imitation baseball, hockey and golf.

“Nobody in Puerto Rico is more concerned with our youth than I, and in its protection against vice and delinquency,” Sanchez said in reference to bill language by proponents of the prohibition legislation that the games have a bad influence on youth.

Imports

But the governor added: “This bill is not even a good beginning. All that the amusement machine dealers need to evade the law would be to import equipment which is not of the specific type prohibited by the act.”

He further declared: “We share the confidence of our people that the Legislative Assembly will heed our call to legislate against these social evils more effectively.”

On Tuesday, two days before the governor’s veto, the island’s Young Christian Workers (a Rumanian group of young workers claiming worldwide membership) issued a statement in support of the bill to ban pinball games.

Benefits

The statement read, in part: “We have heard it said that 270 businessmen would be affected by the approval of this law. But, we ask ourselves, how many young men will benefit when this law goes into effect?”

The governor did not explain against what he meant by a “stricter law,” leaving amusement businessmen understandably puzzled. Industry leaders sought to learn which Governor Sanchez favored: regulation or prohibition of the games.

BILLBOARD, July 17, 1965
Skiing in June...

THE FOUR ARCADES at giant Riverview amusement park in Chicago now feature the recently introduced ski game manufactured by the games division of the Duncan Corp., St. Charles, Ill. Young funseekers here play one of the units installed by distributor Ernie Schmitt of the Photo Vend Co., Chicago.

But Is It Loaded?

TAKING FLOOR STOCK inventory following repeal of the excise tax must have made a lot of distributors feel like Anthony Baratholomew, head of Wurlitzer's San Francisco branch. Bart is joined by Amie Adly from Wurlitzer's home office (left). P.S. The gun is just a cigarette lighter.

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 Vigiuous Participation 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.

Two Bruners Die in Week

MARKED TREE, Ark.—Two brothers who were coin machine industry and community leaders died within two days of each other last week at Baptist Hospital in Memphis. Frank Bruner died Friday (23) at age 70 and John Bruner Sr. died Sunday (27) at age 71. The Bruners were the first in southeast Arkansas to go into the coin machine business. They remained key leaders in the industry and at their deaths had a large phonograph and vending route.

John Bruner was president of the Bank of Marked Tree and chairman of the board of Marked Tree Industrial Corporation.

He leaves his wife and two sons, John Jr. and Robert. Frank is survived by his widow, a daughter and a son. Both also left several grandchildren.

Summer Offer By Wurlitzer

SAN FRANCISCO—Factory branches of the Wurlitzer Co. here, in Los Angeles and New Orleans, are offering operators free Wurlitzer Montclair stereo photographs with the purchase of three or more Wurlitzer 2900 or 2900-8 phonographs.

According to Gary Sinclair, Wurlitzer regional sales manager for 13 Western States, the promotion is timed to boost equipment sales in what is usually a slack season.

What happens when a new restaurant, cocktail lounge, motel, or professional office building goes up in your area and they can't or won't install a music box? Do you just forget the whole thing? Why keep passing up high profits on locations that want real background music when it's so easy to cut into this new business. Tape-Athon will be glad to show you how. The investment is only 1/4 as much as other systems and the return runs as high as 120%. It takes one man capable of carrying a 30 lb. player to install the system. All you do is cash the monthly checks—you don't even have to collect coins.

Tape-Athon Corp.
523 South Hindy, Inglewood, California 90307 - Tel: (213) 852-5259

Yes, I am interested. Please send the plan.
Name: 
Phone: 
Address: 
City: 
State:

More will live the more you give
HEART FUND
Chapel Chilton Puts Efficiency First

By BEVERLY BAUMER

WICHITA, Kan.—A local saying goes, if anyone calls the fire department first and Music Service Co., Inc., second, chances are Music Service will beat the fire laddies.

Located in nearly the exact geographic center of this city, the firm operates a two-way radio system that lets President Stan Chilton route his mechanics to any location at any time. This is but one of the special operating facilities at Music Service, which is staffed by employees, all under 40, who are trained to put efficiency first.

Music Service maintains one of the largest record libraries in the Midwest. It's stocked with some 20,000 labels, including 45's and 33⅓'s.

"We can locate a record for a customer within minutes," says Chilton.

His goal in the recent revamping of the library was to get away from "just stacking records."

He had 1,500 record receptacles custom-made. Each measures seven inches square, two inches deep, and is open at the top, with capacity for 25 records. Each is labeled with the artist's name only, enabling employees to pull a record instantly, eliminating the tedious search for records filed under titles.

Record Requests

"We stamp all library records with the letter 'L'. We wouldn't sell those records for anything in the world," Chilton remarked.

"We keep two each of every 45 record we've ever had and the date back to 1930. Now we are keeping two each of every 33⅓ and have a three-year backlog.

The firm handles record requests by supplying locations with self-addressed post cards. The proprietor writes his name on the card so the record he wants, the artist desired, date of request and mails the card to Music Service, postage paid. Chilton's secretary pulls the record from self-addressed post card to the jacket and places it in a special pigeonhole, then will call the customer up by the route number.

"The card is proof that the location's request has been filled," Chilton said. "If a routeerman is asked for a record, he files that request on the card just the same as the location would. Our routeemen work six days a week, spending five days on the route and all day Saturday making records up for the week."

T-Square

Music Service keeps a log of records played at each location. Chilton has devised a blackboard and T-square system to keep tabs. Locations are listed across the top. The T-board slides over the center, listing up locations with vertical columns of record titles.

"We list our newest 70 records on the board, which lets us keep track of where we've placed the latest tunes," Chilton said. "We depend on the routeemen to keep track of what records should be used at what spots.

The records the play reading total and the number of plays on the machine.

Mixed Numbers

After taking on a new location, Music Service programs according to basic tastes of the clientele, but also programs a series of mixed numbers.

One of the programming indicators are machine meters, location requests, trade charts and one-stop recommendations.

Every week the routeeman selects preferences from one to two hours of a long-distance line, listening to new records that the one-stop recommends.

"The one-stop's recommendations imply reinforcement buying decisions," Chilton explained. "Local radio stations don't affect our programming—they follow national charts, too. Neither does our programming have any particular influence on local radio play or record store sales. However, there could be one exception now. One of our routeemen, Tom Beard, has cut a record that's getting good play."

In addition to just being a Music Service operates amusement equipment, cigarette machines and backgammon manufactoring.

Mechanic at 16

Chilton entered the business when he was 10 years old, helping his father count money and load peanut machines. At 16 he was a fully salaried mechanic.

His father, the late Jess Chilton, operated Jess Chilton Amusement Machines 11 years. After his death, the younger Chilton borrowed money and launched his own operation, starting in 1946 with 16 locations.

He incorporated in 1957. Kelly Sorters is vice-president, Mrs. Stan Chilton, treasurer, and Ernest McRae, secretary. Three employees own company stock in a new stock participation program. Chilton regards the library as the heart of his operation.

"Our secretary keeps the library supplied with new records as they come in. This eliminates many problems. People know the library is kept up to date and we're able to win their confidence," Chilton said.

His pipeline is kept at a high level by the firm as an efficient business, not as a hipocket operation.

"We can operate with less expense and make more net return, but we would not be building for the future. We believe in doing the best job we can. That way more money can come from the customer's convenience that we would otherwise.

Following this policy, young Chilton has built a go-go operation.

Wichita's Chilton Puts Efficiency First

GO-GO OPERATION

When answering ads... say you saw it in Billboard

EUGENE KLEIN

CHICAGO 22, I1L.

WHY!

1. LIFE-TIME INCOME
2. TRAVEL-FREE
3. ONLY 15" x 15" MONITOR

STANDARD HARVARD

Metal Types

BUY!

METAL TYPERS

Vending Aluminum IDENTIFICATION BOC

WHY!

1. LIFE-TIME INCOME
2. TRAVEL-FREE
3. ONLY 15" x 15" MONITOR

STANDARD HARVARD

Metal Types

when answering ads... say you saw it in Billboard

SPECIALS!

BILLIARD SUPPLIES

ELECTRIC SCOREBOARDS

Call operated for shufflevans.

15, 21, 35 and 350 point

scoreboards. Each machine comes complete with built-in prices.

$169.50 f.a.b. Chicago

Finance and Purchase Plans.

MARVEL Mfg. Co.

2845 W. Fullerton

Chicago, Ill., 60647

Phone: Dickerson 2-2424

CHICAGO

1511 VEND

232 N. 15th St.

Chicago, Ill.

B/B/E/ 3120

WILLIAMS

BILLBOARD, July 17, 1965

$ DISCO THEQUE RECORDS

Selected for Operator Programming

The following single records have been selected by the Billboard Review Panel and are recommended to operators for discotheque programming.

HOT 100

<table>
<thead>
<tr>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>(I CAN'T GET NO) SATISFACTION</td>
<td>Rolling Stones</td>
<td>London 9765</td>
</tr>
<tr>
<td>I CAN'T HELP MYSELF</td>
<td>The Four Tops</td>
<td>Motown 1076</td>
</tr>
<tr>
<td>I'M HENRY VIP, I AM</td>
<td>Herman's Hermits</td>
<td>MGM 13367</td>
</tr>
<tr>
<td>CARA MIA</td>
<td>Jay and the Americans</td>
<td>United Artists 881</td>
</tr>
<tr>
<td>YOU TURN ME ON</td>
<td>Ian Whitcomb</td>
<td>Tower 134</td>
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<tr>
<td>WHAT'S NEW Pussycat?</td>
<td>Tom Jones</td>
<td>Parrot 9765</td>
</tr>
<tr>
<td>SUCH AN EASY QUESTION</td>
<td>Elvis Presley</td>
<td>RCA Victor 8585</td>
</tr>
<tr>
<td>SET ME FREE</td>
<td>The Kinks</td>
<td>Reprise 3079</td>
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<tr>
<td>I LIKE IT LIKE THAT</td>
<td>Dave Clark Five</td>
<td>Epic 9611</td>
</tr>
<tr>
<td>GIRL COME RUNNING</td>
<td>The 4 Seasons</td>
<td>Philips 40350</td>
</tr>
<tr>
<td>IT'S JUST A LITTLE BIT TOO LATE</td>
<td>Wayne Fontana &amp; the Mindbenders</td>
<td>Fontana 1514</td>
</tr>
<tr>
<td>I WANT CANDY</td>
<td>Strangelove</td>
<td>Bang 501</td>
</tr>
<tr>
<td>SUNSHINE, LOLLIPOPS AND RAINBOWS</td>
<td>Lesley Gore</td>
<td>Mercury 72433</td>
</tr>
<tr>
<td>SAVE YOUR HEART FOR ME</td>
<td>Gary Lewis &amp; The Playboys</td>
<td>Liberty 55809</td>
</tr>
<tr>
<td>TO KNOW YOU IS TO LOVE YOU</td>
<td>Peter &amp; Gordon</td>
<td>Capitol 5461</td>
</tr>
</tbody>
</table>

SPOTLIGHTS

IT'S GONNA BE FINE | Glenn Yarbrough | RCA Victor 8619 |
| THE TRACKS OF MY TEARS | The Miracles | Tamla 45118 |
| I'LL ALWAYS LOVE YOU | The Spinners | Motown 1078 |
| A LITTLE YOU | Freddie & The Dreamers | Mercury 72462 |
| CALIFORNIA GIRLS | Beach Boys | Capitol 5464 |
Minimum Advertising Standards

The National Automatic Merchandising Association and the National Better Business Bureau recommend the following standards to advertising media as minimum criteria by which the acceptability of advertising of vending machines could be considered.

1. No reference shall be made directly or indirectly to specific earnings from unlocated vending machines. Any statements of earning of an established vending machine business being advertised for sale must be factual and based upon the last accounting period.

2. All advertisers designed to sell vending machines shall affirmatively disclose that any investment required involves the purchase of vending machines by the investor and no reference shall be made, directly or indirectly, to an offer of positions which indicates the advertiser is offering employment.

3. All advertisements designed to sell merchandise to investors under a franchise arrangement providing for the purchaser's servicing of vending machines shall affirmatively disclose that such investors are required to purchase merchandise and that potential earnings are dependent upon sales. Advertisements shall not offer franchises or imply the availability of franchises either on vending machines or any merchandise to be dispensed by the machines unless such offer may properly be made and is within the rightful province of the advertiser to offer.

The advertiser who buys machines from vending machine manufacturers or distributors for resale and is thus an independent distributor shall not represent himself as a manufacturer or as agent, representative or manufacturer of the principal advertiser or prime distributor, unless he has the authority contractually to obligate such manufacturer or prime distributor.

5. No reference shall be made in advertising copy, to locations or to the location of vending machines or routes unless machines have actually been located and are available for inspection by any interested party, or unless contracts have been secured for bona fide locations and are available for inspection.

No reference shall be made to the manufacturer of a product or products that may be dispensed by such machines, e.g., "Hershey," unless evidence is submitted that the manufacturer has given permission for such use of name.

In the State of New York the Law has been 30 cents for regular and 35 cents for king-size and filter brands. Maurin said. According to Maurin, most vendors will go to 35 cents across the board.

Governor Bellmon signed the 1-cent increase bill last week. The vendors opposed a proposed 2-cent increase because of the penny-pushing problem it would have posed.

Advertisements shall not claim or imply sponsorship of himself or his machines by any civic, charitable, philanthropic, patriotic or religious organization unless such sponsorship is properly attested by a responsible official of the organization concerned, unless the advertisement is factual and discloses all material facts necessary to avoid deception; and unless the advertisement complies with all local or State ordinances relating to the solicitation of funds or sale of any things of value for the benefit of civic, charitable, or philanthropic organizations.

The foregoing are minimum standards which may be supplemented to meet the local conditions or requirements within a given community.

Oke Smokes to Level at 35¢?

OKLAHOMA CITY — A 35-cent-per-pack vended cigarette price will apparently become a result of a 1-cent increase in the State's cigarette sales tax, according to Woodrow Maupin, Edmond ver-
dor who is president of the Okla-
ham Automatic Merchandising
Association.

"We're real happy that the tax went up by just 1 cent instead of 2," Maupin said. "This will en-

dable the seven cents equip-
ment and still make a profit."

Vended pack prices generally
BULK BANTER

- Continued from page 46

J. B. Sullivan, who is expanding his Southern Illinois route, was in shopping at Central Distributors last week. Also in visiting East Weath at Central were Don Block, Ed Shannon and Les Hubbard. Weath is planning an open house later in the season and expects to announce plans soon.

Jason Kottcz was out at the St. Charles County Fairgrounds last week helping out with the horse show put on by the Boys Town of Missouri Organization. Checking with Irwin Katz at S.P. Distributing last week found Irvin still enthusiastic about the way monster charms have held up this season.

Ben Kessell, whose long-established Mound City Nut Company has been supplying area vendors for so many years, reports he was quite impressed with the recent Billboard feature on nut-vending (Billboard, June 26).

NAVE

LOCHELGO

Local businessman Charles Spencer, an SBVA and NVA member (as all SBVA members are, by the way) has profitably combined photography and his bulk operation. A lot of photo jobs come his way from persons along his bulk route. . . . Spencer recalls how he entered the bulk business: "I was operating a bread route and began to place vending machines in locations on my circuit. Lee Smith called my boss and said 'if breadmen are going into the vending business, I'm going into the bakery business.' My boss fired me. I called Lee about it and he said, 'you've got a job with me starting in the morning.' Spencer worked for Smith until he learned the business and then started his own firm.

LAMAR GUNTER

LOS ANGELES

Pres Struve of Struve Distributing Company here in Denver reports that the games business has picked up. He is spending a few days at the Los Angeles branch with Stan Larson. . . . Shirley Sprague head of the parts department at Struve, leaves soon on his annual vacation. He will stay close to home but visit friends in San Bernardino and, perhaps, put in a day or two at the beach. . . . Dorothy Leonard is back on the job at Struve's office manager following a recent illness. . . . Ray Brandenburg, LaHaira music operator, is back on the job following his vacation. . . . V. Y. Van Nutter visited with Frank Mesmer of the Simon Distributing Company recently.

Don Edwards of the R. F. Krone Company Los Angeles sales staff is returning soon from a vacation with his family in the vicinity of Seattle . . . Ed Mason of the Jones parts department, and his family are back from an Idaho vacation. A son remained there to work on a farm for the summer. Jerry Murphy's business has been switched from communications at the Jones branch to the coin-operated division.

The increasing popularity of the Steelcane vending line and Art Weight, new Jones shop foreman, is expanding services. . . . Jack Leonard, head of the parts department at the Los Angeles branch of American Sales, and his wife, Dorothy, marked their silver wedding anniversary at the Los Angeles Country Club in the Valley Saturday evening (10). . . . Frances Scherb is back at her desk as secretary at Advance. . . . Bob Portale, Jack Leonard and Sonny Lomberg just ended the inventory task at Advance. Leonard is taking his vacation in Fridays with Lomberg keeping the store.

SAM ABBOTT

DETROIT

Jack Knowles, who headed up the intensive distributor-producer campaign for Martin & Snyder this past winter and spring, has transferred to Cleveland. The same firm, maintaining headquarters in the West Side Detroit suburb of Dearborn, has added the Ohio Seeburg franchise, and Knowles is busy in setting up the organization now in that State. George Kelly, a young veteran of the jute box sales department of the firm, has taken over his duties in the home territory.

Harold Christiansen, general manager of Angus Distributing Company's sales activity here, has been attending the annual convention this year for the old-time Wurlitzer distributor. They have just added the Northwestern line as distributors for the entire State, and in announcing reports a large stock of bulk vendors as well as all vendors on hand to service the trade, . . . Frank Altovots, Sr. and Jr., of the Frank's Music Co., are constructing a new 90-foot-square building in suburban Hazel Park, about two miles from their present Northend location, to be ready in a few months. The new building will house offices and saloonroom for one of the largest juke box operations in the area, and will be completely air-conditioned . . . Don Evans, of Miller-Newark Co., has passed over the fine record for the first season of coin-operated bowling leagues which they have encouraged among operators. Sid Bricky, of Banner Amusement Co., had the winning location, Shaw's Lounge, whose team competed the city, is looking forward to Dayton, Ohio, to play for the regional championships. They defeated the runner-ups, the team from Fein's Lounge on Grafton Ave., for the city title, with Howard D. Burloom, of Howes' Amusement in Huntington Woods, as the losing operator in the close contest.

CHICAGO

Appointment of Donald H. Angus as vice-president of national accounts, has been announced by Seeburg Corp. President J. Cameron Gordon. The new appointee will report to Marc A. Leftenve, vice-president in charge of field operations for Seeburg, Angus, who was formerly development project manager with the Mobil Oil Co., will headquarter in New York . . . Richard Thompson, former assistant to Gov. Otto Kerner recently joined the sales division at Seeburg's Chicago office. Eddie C. Kennedy, who is well known in the coin machine business, has joined the sales staff. George C. Kennedy Sr., of Kennedy & Heyne, Inc., and as of July 1 the firm's official name became Kennedy, Heyne & Thorne, Inc. The firm has been operated by Edward C. Kennedy, who is well known in the coin machine business, for many years. John Heyne Sr., became partner in 1961. Thorne will be in charge of the organization's public relations activities.

National Automatic Merchandising Association President J. Richard Howard praised the trade press last week for being responsible in part for high operator attendance at 11 spring meetings of the NAMA. Some 1,898 persons attended, as compared to 1,532 last year. Referring to the press, Howard said: "With their help in reporting the early meetings, our operators were able to use the usefulness of the program. RAY BRACK

PHILADELPHIA

Coin Car Wash, Inc., for the installation and operation of coin-operated washing machines, was organized here, with Nat Agran, local attorney, handling the application for a charter of incorporation . . . Al Levine, who heads his own vending machine company, was seated as regional secretary of the Congress of Real Estate and Mortgage Corporation. According to its petition for a charter of incorporation, the new firm was organized to operate "coin operated car washing establishments and automatic vending machines and devices of every description." The legal papers were handled by the local law firm of Zink, Shinehouse & Holmest.

THERE'S PLENTY! . . .


You'll Get it Fast—Full Flavor and All the Trimmin's—in Billboard Every Week!

ORDER YOUR FREE SUBSCRIPTION TODAY!

BILBOARD, 2160 Patterson Street, Cincinnati, Ohio, 45214
Printed in the USA.
The winning hand is complete with the... fabulous new Seeburg Discotek* COUNTRY & WESTERN records!

NEVER BEFORE SUCH FABULOUS C&W DISKS as Seeburg's! Naturally, they're recorded in Nashville—the international Mecca of C&W fans—but that's not all. Discotek C&W records are recorded in Seeburg's thrilling 3-phase, 8-track stereo. The sound's so rich, so full, so fabulously alive it's even got the country people down Nashville way buzzing—over the miraculous way Seeburg has captured the spirit and the flavor of C&W music.

Best of all for operators, Discotek C&W records include the great country standards, as well as COPPS selections! Hear them now at your Seeburg distributor. Better still, lease them for your own locations. The big Seeburg sound of country music will head patrons for the coin chute and pronto, pardner.

...topping off these previous aces we've handed you:

- REC-O-DANCE*—the first records ever designed explicitly—and programmed internally—for Discothèque listening and dancing. First ever to give operators the new Big Sound in stereo.
- DISC-O-TEEN*—tailored by Seeburg for the teen-agers who form such an important segment of operators' music-market. Opened up new profit opportunities for you!
- RHYTHM & BLUES—One more winning ace for operators to use in capitalizing on the growing profit opportunities in the newest form of American fun—listening and dancing to Discothèque music.

With these four aces in hand, you win every time! Once again, Seeburg helps you reach every market, please every taste, satisfy every location. You've got a pot-winning hand in every spot. Play it!

*TM
BILLBOARD SPOTLIGHT PICK

Ronnie Prophet
RCA Victor LPM 3390 (S).

Ronnie Prophet continues with the hit-making "One Man Show" and "Smoke Telephone," along with "The Ballad of the Virginian," and a duet with Linda Ronstadt titled "My True Love." With "In the Cold Virginia Night," the album is completed.

ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Billboard's Review Panel, and its success potential is rated within its category of music. Full reviews are presented for Spotlight Picks and Special Award Picks. All other albums are listed in their respective categories.

Original Cast Spotlight

Kiosky
Music Theater of Lincoln Center, RCA Victor LOC 1112 (M).

The musical Arabian nights allows one to see all the beauty and life in the city as it is depicted in the story. The producer, director, and choreographer, George Balanchine, create a spectacle that is both visually and musically stunning. The music is performed by the New York Philharmonic under the direction of Leonard Bernstein.

Pop Spotlight

Duane Eddy & the Rebels
Capitol CP 490 (M).

Duane Eddy's latest album features some excellent guitar work, including the hit song "The Black Cat." The album also contains a variety of other rock and roll tunes, making it a must-have for anyone who appreciates Duane Eddy's unique style.

Summer Days (And Summer Nights)

The Beach Boys
Capitol T 2224 (M).

The Beach Boys' latest album is a hit with its lively and fun-loving tunes. Includes hits like "Good Vibrations," "Surf's Up," and "Help Me, Rhonda."

Country Spotlight

Glorious Day

Hank Snow
RCA Victor LPM 3378 (M).

Hank Snow's latest album features some incredible country tunes, including hit songs like "I'm Goin' Down to the River," "The Streets of Laredo," and "I'm Gonna Be a Cowboy."

Miles Davis Plays for Lovers

Prentice, PR 7352 (M).


O.V. Wright

RCA Victor LPM 3299 (S).

O.V. Wright's latest album features some fantastic soul tunes, including hit songs like "I'm Gonna Do It," "Just a Little Bit," and "I Don't Wanna Do It No More."

The Art of Love

Cly Coleman
Capitol T 2355 (M).

Cly Coleman's latest album features some wonderful love songs, including hit songs like "Just A Little Bit," "I'll Be Your Baby Tonight," and "You Are My Sunshine."