Col. Retailer Top Target

MIAMI BEACH—Columbia Records held the largest national sales convention in its history here last week (4-17) and drove home the point that the full-line dealer is the company's No. 1 sales tool.

Bill Gallagher, vice-president in charge of marketing, served as convention chairman. The high-sounding opening, one of the most impressive and best organized affairs of its kind, attracted more than 600 executives from Columbia Records, Columbia Records Sales Corp., and Columbia Record Distributors, plus top executives of CBS Records, their subsidiaries, and licensees. The foreign contingent included label executives from Australia, Canada, Latin America, European countries and Japan.

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

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

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

WASHINGTON—The Senate Judiciary Subcommittee on Patents, Trademarks and Copyrights has unexpectedly announced that it will begin hearings on the 1965 Copyright revision bill Aug. 4 and 5. Subcommittee Chairman Sen. John L. McClellan (D., Ark.) is sponsor of the Senate revision bill (S. 1870) which duplicates the House bill. Hearings on the House revision bill introduced by Rep. Emanuel Celler have been in progress since May by House Subcommittee on Patents, Trademarks & Copyrights.

No witness list is set available, but Senate subcommittee staffs expect to start with spokesmen from the Library of Congress and the Copyright Office. Industry spokesmen who want to testify are asked to send requests immediately to the subcommittee office, Room 349-A, Senate Office Building, Washington, D.C., or telephone 225-2258. Hearings will begin at 10 a.m., and will be held in the new Senate Office Building, Room 3302.

Traditionally, a Senate or House committee will wait for the other to conclude hearings and produce a report on a bill before taking up the identical legislation. But pressure of time and the desire to speed up the process have brought the Senate group into action. This week (Aug. 5) another factor is the desire to save current copyrights from falling into public domain at the end of the 56-year term. (Continued on page 54)

Cap.'s Price Vs. 'Establishment'

By ELIOT TIEGEL

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

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

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

By CLAUDE HALL

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

"It's What's Happening, Baby! II" was held in a Washington high school auditorium Wednesday night (10). The free personal appearance show drew more than 400,000 attendees.

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

Epic Parley..Page 4

Decca, United Artists Programs....Page 6

Logo A Go-Go: Net Affiliates Copy Parents

NEW YORK—Record companies with radio and TV network affiliations have long been aware of the value of these ties in building the diskery image. Columbia Records, for example, has used the CBS logo in its overseas operations for many years and is reportedly considering its use for domestic product.

The value of TV network shows is further as they relate to current pop artists recently has been emphasized by the success of such vehicles as "Shindig" and "Hullabaloo." This week, ABC-Paramount.

"WE HAVE MUCH TO BE THANKFUL FOR"

Teddy Randazzo, Stan Caron, Don Costa and many friends

SE Media Spread

www.americanradiohistory.com
ALL THE EVIDENCE POINTS TO A NEW HIT SINGLE BY NEIL SEDAKA
"THE WORLD THROUGH A TEAR" c/w "High on a Mountain (Deep in a Valley)" #8637

NEIL SEDAKA
THE WORLD THROUGH A TEAR
HIGH ON A MOUNTAIN (Deep in a Valley)

RCA VICTOR
45 RPM
Newark—ABC-Pam-<br>mount Records is initiating a <br>four-day-a-week sweepstakes, <br>involving placing several Impulse <br>jazz artists in the pop market, <br>spanning the entire spectrum of <br>singers and artists, strengthening <br>sales and promotion departments <br>and tying the ad and sales depart-<br>ments together for singles material. <br>Impulse, ABC's hard-driving <br>jazz line for the past four years, <br>believes such artists as organist <br>Organist, drummer, guitarist, <br>multi-instrumentalist Yusaf Lateef <br>can all do material "acceptable to the <br>pop field," explained Bob Thiele, <br>recently appointed ABC-Pan-<br>mount label President, Lenny Ru-<br>now. <br>When transferring jazz artists <br>into pop performers, guidance <br>in selecting material is all-im-<br>portant, the executive said. <br>Such names as John Coltrane, <br>and the leading Impulse seller <br>out among them on the label <br>- Sonny Rollins, recently signed <br>after two years with RCA and Archie <br>Schoepf, an avant-gardist, can't <br>be tampered with. Thiele believes <br>because of their special styles. <br>As part of the new operating <br>plan, Thiele will hold weekly <br>meetings with Howard Stark, <br>singles and marketing manager, <br>LP sales chief. The company <br>is also planning a tighter release <br>schedule and more aggressive <br>co-ordination between depart-<br>ments. <br>"We plan getting closer with <br>independent producers for ABC- <br>Pam-mount's product," Thiele <br>explained. "The pop market <br>Thiele has cut Della Reece, Bill <br>Haley and the Comets, John <br>Wright, the new teen-ager, Angela <br>Martin. He flies to Hollywood this <br>week to cut with Bob Martin and <br>Editha Luttrell. In addition he <br>continues to cut all the Impulse <br>artists."<br><br>New York—ABC West Coast a.m., <br>Frank Devol, has just cut a <br>single for ABC's new label kids, <br>Thiele said. Other company <br>producers are Pete DeAngelis in <br>New York and Chuck Koecher <br>in Los Angeles for the Apl subsidi-<br>ary and Johnny Past in Chicago. <br>To explain the company's activities, <br>a "continuing" adver-<br>tising campaign will be <br>launched by Radio & Records. <br>A lot of it will be presented <br>at the radio industry <br>conference, which will begin in <br>the next two or three weeks. <br><br>Naras Elects <br>In 3 Cities <br><br>New York—Joe Cidsa, ve-<br>neran music man and on-<br>etime Billboard editor, was elected <br>president of the New York chap-<br>ter of NARAS at a meeting of <br>the national council held in <br>New York (14). Cidsa, a member <br>of the national board of trustees <br>and former treasurer of the New <br>York chapter, was also elected <br>to the Academy's TV show <br>drive, "The Best on Record." <br>According to the post, Cidsa <br>stated he would work closely <br>with other chapters in order <br>to continue the "Nautilus" program, <br>organized by George Avakian, <br>outgoing president, and George <br>Sirico, executive director. <br>Two-year terms with Cidsa were <br>Fr. Nino Rota, first vice-<br>president; Dom Correlli, <br>second vice-<br>president; John <br>Stevenson, executive vice-<br>president; David Hall, secretary <br>and Billy Taylor, treasurer. <br><br>Southard's <br>Sales Award to Pappin <br><br>Miami Beach—Paul G. <br>Pappin, the Columbia East-<br>Coast sales executive who <br>resigned this year, was presented <br>the Paul E. Southard Sales <br>Achievement Award at the <br>Southard Award was estab-<br>lished in memory of the late <br>Southard. The award <br>marks the first time this coveted <br>honor has been bestowed on any <br>salesman. Pappin is the <br>Terrell, a top sales manager, <br>in the industry. <br><br>Insiders report that Pappin's <br>success is due to his <br>ability to motivate his sales <br>force to achieve high standards. <br>Under Pappin's leadership, <br>Columbia's sales force <br>achieved outstanding results <br>in the past year. <br><br>Bud Powell III <br><br>New York—Bud Powell <br>was in critical <br>condition when he was <br>restored in Newark last week. <br>Powell was taken to <br>Cambria, and was <br>admitted to the hospital <br>in critical condition. <br><br> Powell was among the <br>finest jazzmen in the world, <br>playing with such greats as <br>Charlie Parker, Art Blakey, <br>and Dizzy Gillespie. <br><br> Powell was lauded for <br>his prodigious talent and <br>unbeatable improvisational <br>skills. He was a true legend <br>in the world of jazz, and <br>his passing left a void in <br>the music world. <br><br>His memory will live on <br>through his music, inspiring <br>generations to come.
Col. Retailer Top Target

- Continued from page 1

Col. Bocks Rule of Subtraits, But Warns on Grabbing

MIAMI BEACH—Columbia Records this week is notifying distributors that the company "does not endorse" their vital role in the record industry, but warned that "Columbia will not be the first to discontinue all sales to any subdistributor unless the latter solicits full-line distributor accounts serviced by Columbia, or whose programs we feel are in the best interests of our subdistributor agreement."

This was learned here last week (16) during the Columbia Records distributors' meeting.

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

Columbia said in the letter that:

"Columbia Record Subdistributors:

At our recent sales convention in Miami, a strong emphasis was placed on the long-standing position regarding functional discount policies. We recognize vitally the role played by the independent distributor in the growth of any great industry's growth — the merchant who is aware of the pleasure derived from the efforts of national promotion — the merchant who knows that he is a direct beneficiary of the efforts of every sales and promotion department representing Columbia Records.

Your business is primarily to be the product ambassador to the masses. Our responsibility, however, is to market and promote a complete catalog with product ranges from impulse to cultural repertoire. We know from our mutually successful relationship that you are good businessmen; that it would be unnecessary to explain the cost involved in fulfilling the catalog demands for all types of customers. We don't want to go to a good businessman, concentrate only on those accounts which you feel are the most readily and profitably service. Don't give away profits which you alone are entitled to, which you alone need to continue steady, healthy growth.

We are increasing your advertising allowance to 4 per cent on your gross margin, and you should realize this as legitimate and creative means, to bring about a drastic business increase. — yours and ours. Columbia strongly endorses your immoderation to increase your volume. We are here to grant you a functional discount, but this year, gentlemen, Columbia and you are in a position to continue all sales to any subdistributor who continuously solicits all Columbia accounts serviced by Columbia, or whose programs are in violation of our subdistributor agreement!"

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

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

J. E. Lyons, director of sales

Epic Rise Continues; Sales Up 76%

MIAMI BEACH — Epic's sales, which jumped 76 percent in 1964 over the previous year's volume, to climax a continuing growth, by Lee Levy, the firm's vice-president and general manager, revealed during his keynote address at the Jan. 28 international sales convention here. Levy, who has been publishing annual sales increases as follows: in 1962, business was up 100 percent; 1963, 60 percent; 1964, 76 percent, they rose an additional 16 percent over the previous year. Levy said that Epic's slogan last year was "The Hot Line." In view of the 76 percent jump, he said that phrase has been expanded to include Epic's current year's "The Hot Line Is Busy."

Levy opened the convention by reviewing Epic's accomplishments, including the label's foreign affiliates, including representing from Japan, Brazil, Mexico, Argentina, France, and Canada.

The convention opened with a slide and film show, showcasing of the label's new product.

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

Include Country Show

Epic's three-day sales meeting included concerts on the evening prior to the convention's kick-off, and a banquet on the final evening. The show, which also included a poolside barbecue and concert, included top artists Charlie Walker, Stan Hitchock, David Houston, Gordon Terry, Lou Rawls, and Bobby Hebb. Merle Kilgore was master of ceremonies.

The gala banquet concluding the convention featured an array of top hits, specialists Bobby Vinton, Darma Jo, Timmie Rogers, Ken Sturtz, the Sherry Sisters, Bobby Hackett and the Staple Singers. TV's popular Doop, a band of Epic's top artists served as emcee. Kay McKelley, directing the Olson Miller Chorus, accompanied the performers and was featured in its own number, "The Blue Eyes of a Girl."" Sam Oliver fronted the band during the Timmie Rogers numbers.

The banquet concluded with a visit to every table to personally received all the artists, with particular ovations won by Bobby Vinton, Darma Jo, and Timmie Rogers. Vinton aided in the emcee's dialogue, and said he was looking forward to leaving during the month show to return to his Cleveland-orthodox style.

Goddard Lieherman welcomed Al Lewis to the stage to introduce the banquet, and said that, after all, he is president of Epic Records in his position with Epic's sister label, Columbia. He said to Dr. Al, the mood in a light vein, he quipped that the only reason he was on the stage was because Dr. Al, Dooney, the Ohio State University marketing and economics associate professor, was not available to handle the affair. Goddard referred prominently in several of Epic's key sessions. The show was produced by Bob Morgan, Epic's artist-repertory director.

Epic-Okeh Conclave Accents Indie Needs

MIAMI BEACH — The Epic-Okeh Records national sales convention held last week (11-12-65) brought a new awareness of the neediness of the independent distributors. The concern for the future brought him close to the critical problems of a changing market.

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

The distributors who assembled here found this approach refreshing. They seemed to appreciate being treated as sophisticated business- men who can grasp the merits of new wares without the expected overwhelming of the salesmen of this phase of a sales convention.

They appeared to welcome the opportunity of being exposed to the latest in record making, in the ways of doing business. Most of these programs are actually interest in seminars conducted by experts in various field which affect the independent distributor.

Two Presentations

Highlights among these were two separate presentations made by Alan Lewis, president of MGM Records, who is also professor of Marketing and Economics at Ohio State University. One presentation was a seminar for the conductor for distributor executive personnel called, "The Dynamics of the Independent Distribution." The second was held before the general assembly, attended by both distributor top session was called,

Another key session was called, "The Great Frontier." Dickens Taylor, director of marketing at the MGM Records Royalty department, in 1963 he was named director of special projects for MGM-Verne.
Six Up And Coming Singles...

Bob Dylan “Like a Rolling Stone” 4-43346
The Duprees “Around the Corner” 4-42236
The Byrds “All I Really Want to Do!” 4-43332
Tony Bennett “Fly Me to the Moon” 4-43331
Johnny Cash “The Streets of Laredo” 4-43331
Claude King “Tiger Woman” 4-43266

Everything’s Going for COLUMBIA RECORDS
MIAMI BEACH—Columbia Records gets under way with 31 popular and 17 classical packages released in August and September, it was learned at the label's convention here last week.

The pop product, including jazz, folk, rock and comedy, includes releases from Tony Bennett, the Brothers Four, Dave Brubeck, cornetist Jack Bruce and Avery Schreiber, Charlie Byrd, Percy Faith, Louie Bellson, the Ventures, Johnny Pacheco, Skitch Henderson, Woody Herman, Stowey Jackson, Andre Kostelanetz, Herbie Mann, Jim Nabors, NEW YORK—Decca-Coral's fall promotions plan 29 pop-classical products, distributors learned at regional meetings last week.

The merchandising program began last week through salesmen in the South and Midwest to launch a catalog Decca-Coral-Brunswick Lib., and with the company's branchers releasing program terms.

Artists featured in the program include: (Popular) John Bradbury (with Ray Conniff), Ivan L. Leorde, Earl Grant, Carmen Cavallaro, Jesse Crawford, Tony Jambor, Dick Rodgers, Arthur Prysock, Roberta Sherwood, Howard Keel, Ray Conniff, Dave Apollon, Liberace, Xavier Cugat and Vicente Gomez; (Jazz) Duke of Dickeys, Cornell Dupieux, Reen Beach, Godfrey Hirsh, etc.; (C&W) Ernest Tubbs, Floyd Cramer, Loretta Lynn, a group of the Opry contingent; (Broadway) Kurt Weill; (Classical) Andrea Segovia, Monica Antena Orchestra and Chorus, Princeton Chamber Orchestra and Sada Maris Troti; In-store and window displays have been prepared to support advertising and promotion for the program.

UA's Distribe-Shon Winning Knack Pitch

NEW YORK—United Artists Records distributors from the U.S. and Canada writers attended a varied program held at the Americana Hotel here last week at a two-day convention. UA bigwigs were on hand with 26 new packages labeled “Winning Knack” promotion.

Top brass from the United Artists Records company, told distributors of upcoming soundtrack albums, including albums like: “Sparta—The Trojan War,” “The Price of a Kiss,” “The Secret of the Rainbow,” “Little Boy Blue,” “Hot Rhythm,” etc.

A new feature of UA’s promotion program is a UA-orated “Best Buy” record program, distributors have been told.

The UA promotion program, which was written by John Barry, who did “Goldfinger.”

To illustrate the pitch which UA will push is “The Glory Days” with the R.C. Gorman who did “Mondo Cane” and “The Yellow Rolls-Royce.”

The “Glory Days” program are Lena Horne’s UA debut and albums with Patty Duke, Pat Cooper, John Dost, and the Wild Ones, Du and Al, the Winsters, Teicher, Jimmy Roselli and Al Cohn.

UA’s country field will be entered by George Jones and the Charlie Daniels Band. Among American releases feature Tito Rodriguez, La Playa Youngsters, and a new, recently-signed artists-Chicco Avallone, Barretto and the Machete Orchestra.

UA’s subsidiary label, Ascent, is represented by a group featuring Manfred Mann, Long John Baldry and Morgana King.

31 Pop, 17 Classical in Col. Fall LP Line

MIAMI BEACH—Columbia Records, on the last day of its fall promotions tour, gets under way with 31 popular and 17 classical packages released in August and September, it was learned at the label’s convention here last week.

The pop product, including jazz, folk, comedy and country, includes releases from Tony Bennett, the Brothers Four, Dave Brubeck, cornetist Jack Bruce and Avery Schreiber, Charlie Byrd, Percy Faith, Louie Bellson, the Ventures, Johnny Pacheco, Skitch Henderson, Woody Herman, Stowey Jackson, Andre Kostelanetz, Herbie Mann, Jim Nabors, NEW YORK—Decca-Coral's fall promotions plan 29 pop-classical products, distributors learned at regional meetings last week.

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BLUE RIBBON WINNERS

from the Motortown hitmakers

THE TRACKS OF MY TEARS
THE MIRACLES
Tamla 54118

PRETTY LITTLE BABY
MARVIN GAYE
Tamla 54117

I’LL ALWAYS LOVE YOU
THE SPINNERS
Motown 1078

SINCE I LOST MY BABY
THE TEMPTATIONS
Gordy 7043

Tamla/Motown
Gordy Record Corp.
2648 W. GRAND BLVD.
DETROIT, MICH.
Operator Stereo Plan Rounds Out 1st Year

NEW YORK — Billboard's Stereo Operator Programs service, designed to assist record companies in marking stereo records more readily available to juke box operators, this week went into its first full year of operation.

The service, which consists of providing four-color album covers for juke box display, along with title strips, was subscribed to by Columbia, Sue, Canadian-American, Ric, Verve, Liberty, Delton, Imperial, Hilltop, Monument, Regina, Masters Returns and Atlantic Records. Some 430,000 covers—95 per cent of them little LP's and the balance stereo singles — were printed in the first year of operation and featured artists covered all musical categories.

They included Andre Previn, Tony Bennett, Frankie Laine, Andy Williams, Percy Faith, Ray Conniff, Stan Getz and Joao Gilberto, Brothers Four, Marty Robbins, Johnny Cash, Robert Goulet, Bobby Vision, Baddy Grecco, Julie London, the (Continued on page 5D)

Rites for Bagley

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

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

UA's Weisinger Setting Up Music for 4 New Movies

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

These films are "The Krack," "Sally, Maid of theocracy," "The Rage to Live," "John Appleton" and "The Right to Sing." They were written by the Krack" score; Dick Oskall and Norman Sharron
good); "Sally, Maid of theocracy," "The Rage to Live," "John Appleton" and "The Right to Sing." They were written by the Krack" score; Dick Oskall and Norman Sharron

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The main emphasis is placing the title theme on record. Weisinger noted he is assisting producers unfamiliar with the music aspects of films, which include his producing for film assignments. Producers are widely interested in the music aspects of their pictures," Weisinger said in his official capacity as West Coast Music Export division.

The film export division provided by music and records is becoming an increasingly popular service. While explaining that his principal role was in being a liaison device for free film 24-hour radio stations, the UA's music export division is becoming a liaison device for free film 24-hour radio stations. The UA's music export division is becoming a liaison device for free film 24-hour radio stations. The UA's music export division is becoming a liaison device for free film 24-hour radio stations. The UA's music export division is becoming a liaison device for free film 24-hour radio stations. The UA's music export division is becoming a liaison device for free film 24-hour radio stations.

MGM Artists in Film

NEW YORK — The MGM Television Department, which will feature performances by six MGM recording artists Connie Francis, Harvey Frentress, Herman's Hermits, Sam the Sham and the Pharaohs, Louis Armstrong and Fran Jeffries, also in the cast are two other stars, Pat Anka and Liberace.

Country Hits on All Fours

By NICK HIBO

CHICAGO—Today it has no boundaries. It's the most listened to and copied from of American music abroad, and it's grown into a $100 million a year industry. It's country music. It's a record sales world-wide. It's programmed on 1,800 radio stations daily in the United States alone. It's broadcast for some two hours daily.

More than five consecutive figures, LeRoy Van Dyke kicked off the fan-and-fact-paced country music presentation which he, his Accordion and Musicians Association of Nashville put on here last week for Advertising Age's prestigious Creative Workshop.

More than 400 key advertising executives from every major advertising agency packed the audience as well as from widely scattered points as Jamaica and New Zealand — and plunked down $100 each for this eighth annual seminar. The session extended for four days, and CMA had garnered an honor on the program Tuesday evening to get its story across.

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

Not Based on Facts

"We're aware that country music often has a stigma attached to it," Mrs. Turner noted. "However, we feel it's due to lack of knowledge and prejudice—rather than to us, to hear country music for themselves and then make up their own minds!"

Gene Nash, manager of the Van Dyke troupe, reported considerable interest from advertising executives, as well as a wide interest in a country music session, while the show was still going on and asked about having some country music commercials prepared.

For such local members as George Dubinett, general manager of Country Music Association, the show was simply a recognition of what they already knew.

Ratings Climbing

WJJD changed to a country format less than a year ago and has seen its ratings climb strongly from the cellar ever since. Dubinett said that WJJD has had the strongest revenue picture in its history since commercial music was adopted.

Van Dyke told his audience that "most acceptance of country music began here in Chicago" in the early days of the WGN-Bluebird and "National Barn Dance." The next day, WSU Radio in Nashville started the "Grand Ole Opry." The "Opry" has been on the air every Saturday night for 40 years, making it the longest radio show in the world, and a showcase for the beginning of broadcasting, and I might add, with no signs of letting up.

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

Country Branches Out

Then some in facts showing how country music has many forms in the past 20 years. Combined with a fox trot tempo to produce Western Swing. Country music was to become rock and roll in the South and rhythm and blues in the West, and the influence in Britain on the pop music of today.

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

Throwing in "The Ballad of Michael," for a change of pace, Van Dyke reminded the advertising professionals that "the popularity and appeal of country music was in the simple, easy-to-sing, country music is an everyday experience of the average person and the average person of today, is never far from the ear of his advertising specialist, likes most to reach." Van Dyke concluded that "today, country music artists and musicians are the most traveled groups in show business. More than 40 units are on the road in rural areas, small towns, cities and large metropolitan areas every day of the year. Last year this group alone played 160 one-nighters in 111 different areas and night club engagements. You see, country music does get around."
we’ve got our second million seller right in the palm of our JU JU HAND b/w Big City Lights K-13364
Sam the Sham and the Pharaohs
Dealers Give Tax Repeal A Low Credit Rating

* Continued from page 3

reduction, said Bernay, averages about 1.5 cents a single record, and the profit squeeze is so tight that any passing on of this reduction would get him in trouble.

Bernay pointed out that he provides free title strips, liberal return privileges and extensive programming services and operations. In addition, Bernay keeps an inventory of 126,000 records, some 80,000 of which turn over an average of only twice a year. According to Bernay, his firm has a choice of maintaining services or passing prices and reducing services. It prefers to do the former.

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

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

Chi: Artists Help

By RAY BRACK

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

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

Where reported, increased prices were laid to the artist stimulus provided in town this summer by Frank Fried's Tri- angle Pro-Roll series of McCormick Place concerts known as "Summer of Stars" and the complex endorsement and coop- eration, the concert series is the most ambitious ever undertaken in this city. Advertising in newspapers and in billboards, bringing artist names to the attention of the public, Tony Bennet and Johnny Mathis made recent store retail appearances. They played to sellout houses at McCormick Place.

Mathis Appearance

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

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

Valdez said that Goldblatt record prices have not changed in the wake of excise cuts, holding at $2.57, $1.49 and $1.39 for singles, 45s and 78's respectively.

Polk Bros. Report

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

Excise repeal, the Polk official said, has not altered the firm's price schedule: $4.26 and $7.42 for albums and 72 cents plus tax for singles.

Montgomery Ward retail stores in the Chicago metropolitan district have not lowered record prices after the tax cut, a spokesman for the firm's recording buying department said. Although many items listed in Ward's new fall catalog are priced lower because of excise repeal, records are not included. The manufacturer and record jobber price positions are not definitive enough yet so as to act on record prices," the spokesman said.

No Comments by Sears

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

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

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

"And despite Interest"

Glass observed that although June sales figures were not sig- nificantly higher than last year, the McCormick Place concert series has been "activating inter-

est" among the town's record buyers.

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

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

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

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

Rose Discount

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

tion Act.

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

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

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

L.A. Business Up

By ELIOT TIEGEL

LOS ANGELES — Sales at key outlets are up slightly or holding their own, but the 10 per cent removal of the Federal ex-

cite tax appears to have played a minor role.

A billboard retail survey revealed that album sales activity was slightly ahead in June and July over the same periods last year. The five stores which had reduced its LP prices to the accepted $3.74-$4.74 structure, Vice-President John Caston said. But customers weren't issu-

ing too many comments about the new reduced prices, he add-

ed. "People aren't really aware of the reduction," Caston said.

To make them aware of the inc-

rease, and to give strange plase in conspicuous po-

sitions announcing the new redu-

ctions.

No Sales Reaction

At the Vine, the Hollywood and Sound in Van Nuys, Stan Pea-

body said there had been no immediate sales reactions as a result of the excise tax removal.

He said that in the hardgoods field, May was the peak of its prices considerably on most models and that the store's re-

cord department had also low-

ered its prices. The store had seen an increase, but not a significant one. He predicted that over a time of year, overall volume was a "shade over" last year's figure.

In the case of Hi-Tone, Harris of Phil Harris Music in Hollywood, said he had re-

duced his prices yet, claiming he was confused over the whole situation as to whether or not to cut prices, and that the store's price structure was still the same.

He said he had inventoried some other stores in the past that initial point because the manufacturer hasn't told him what next to do, he claims.

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

Naras Elects

* Continued from page 3

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

George Hamilton IV was elected to the Board of Governors to replace Arnold, and Ray Eldredge, controller of the record, was elected to replace Bradley.

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

BILBOOR, July 24, 1965
The International HIT MAKER!

Roy Orbison
SINGS
(SAY) YOU'RE MY GIRL
c/w SLEEPY HOLLOW
MONUMENT 891

Exclusive Management
ACUFF-ROSE ARTISTS CORP.
Motte, Illinois 47536

www.americanradiohistory.com
Top Names to Play At Detroit Jazz Fest

By H. F. REVES

DETOIT—The Motor City will have its first major jazz concert in two years, Sunday, Aug. 15, at the Cobo Hall Convention Arena. Impressario George Wein set Monday’s title “Festival Prelude” to be used for the event. The six top-flight names making up the program assure the caliber of the event—Count Basie Orchestra, Dave Brubeck Quartet, Miles Davis.

ALL BIG AND HEADING FOR THE CHARTS

ANYTHING YOU CAN DO
Peppermint Harris
Jewel 748

DAYS ARE DARK
Ted Taylor
Jewel 748

TAKE ME BACK
Sonny IvDupian
Jewel 746

MAKING LOVE TO YOU
John Fred
Paula 225

ON THE CHARTS...
BREAKING POP!!
SOUTHERN COUNTRY BOY
Carter Brothers
Jewel 746

Jiffy’s Write for Samples

JEWEL-PAULA RECORDS
P. O. Box 1832
Shreveport, La.

(318) 422-7182

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Prysock Rings Bell at ’Booth’

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

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

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

CLAUDE HALL

SHE SHINES AT CLUB

Lesley Gore Headlining A Whole Bagful of Talent

NEW YORK—A landslide of record stores and potential record talent—headlined by Mercury Records artist Lesley Gore—brought the ICA to its knees Thursday (8) night. The other acts were Mitch Ryder and the Detroit Wheels, the Motations, King John and the Palace Guards, and the Continental.

Miss Gore, with a charming lift that left no doubt the was the star of the evening—and a bright one—sang her hits, “It’s My Party” and “I’ll Cry If I Want To,” and then, “Don’t Look at Me,” and the moving up the chart, “Summer, Lollipops and Rainbows.” She displayed convincing emotion in her songs that had the audience asking for more. Her first appearance in New York, marked the start of a new summer policy at the night club which has featured such acts as Trini Lopez, Ella Fitzgerald and Peggy Lee, was a tremendous success.

The Invitations, a soul-type group who record for Dyna-Vel Records, were the audience with their current chartclimber, “Harleliq.” Mitch Ryder and the Motations, a strong rock group loaning heavily in the Continent’s feeling, created an impact with “No Satisfaction” and “What’s Wrong With Me.”

The Castaways, who record for Soma Records, announced their new album, “Soma, but stuck to such songs as “You’re My Girl” and “Why Do Fools Fall In Love.” Their “La Bamba” was especially notable for the fine work of the background vocals.

King Ernt and his Palace Guards exhibited an exhibition-type of music just asounding. Their latest album “Cool Breeze” was winner. “Ain’t It Funny,” a slow ballad, brought more people to the dance floor than the rock numbers. But Ernt went back with the crowd favorite, “Land of 1000 Dances.”

All five acts kept the night club tingling. The club, open three nights a week—Thursday, Friday and Saturday—this summer will headline record talent, and the night week of August 15-17 will be for Gene’s English hit “Looking for My Girl,” along with Mitch Ryder and the Detroit Wheels.

CLAUDE HALL

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

CLAUDE HALL

Signings

Kapp Records has signed the Three of Us, a new singing group that consists of the Kopelman-Kohn-Streisand trio. One of the songs Miss Streisand will sing at the concert is a Wolfie original, “Barbara’s Waltz,” with lyrics by Francine Forest.

Another addition to the line-up is a one-nighter July 23 at Northside Armory, Indianapolis, Ind. The group’s newest single release label is “Fascinating Fingertips,” and then will tour the Midwest for their records.

The Lewis Sisters were on VIP, one of the Motown subsidiary labels. Frank DeVol has signed singer Guy Apollio to an ABC-Paramount contract.

Barbara Belda, the first release on Bo-Mar Records out of Pittsburgh, will “Brother dressed Japan, due to appear on the Family TV’s “Shindig” show.

The Kinks “Set Me Free” is currently climbing the Hot 100 chart.

Kinks Plan 2d Tour of the U.S.

NEW YORK—Reprise Records the Kinks did so well on their first American tour that Ken Kendall Associates is already planning a second tour for October. The Britishers launched a four-week tour June 18 that included 18 cities. In addition, they appeared on the Clairol TV show and on ABC’s “Happening Now.”

The Kinks “Set Me Free” is currently climbing the Hot 100 chart for release next month.

Denise Germaine, ABC-Paramount’s manager, has been signed by Pederson Management, who has signed Peter, Paul & Mary, and the Kinks. Radar Records has pacted with Richard Mills; first release will be "Queen of Pools."
A STATEMENT OF FACT
FROM
WALT DISNEY'S RECORD LABELS

1. VISTA'S ORIGINAL CAST SOUND TRACK
OF WALT DISNEY'S 'MARY POPPINS'
IS THE BEST-SELLING LP OF 1965.

2. THIS IS BECAUSE EVERYBODY WHO SEES
WALT DISNEY'S 'MARY POPPINS', WHICH
IS THE BIGGEST GROSSING PICTURE IN
DISNEY HISTORY, WANTS TO BUY THE LPs.

3. BUT THAT'S ONLY THE START.
IN THE NEXT THREE MONTHS
THE PICTURE WILL OPEN
IN MORE THAN 2000 THEATRES.
THAT IS MORE THAN TWICE
THE NUMBER OF PLAYDATES UP TO NOW.

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

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

* Domestic sales
as of July 12, 1965
**CHART**

SPEOTLIGHT SINGLES

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

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

**TOP 20**

**TOP 60**

*DONOVAN — COLOURS (Southern, ASCAP) — A current Top Ten record in Britain, the English Dylan has a strong successor to “Catch the Wind.” The young singer’s voice is rapidly running to the top of the British charts. Serves as a solid and hot follow-up to their “For Your Love” hit. (J&R Music, BMI).

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

**THE VARIOUS—FULL HEART OF THE SONG (Curtom, BMI) — The popular group is back and Philps has them. A powerhouse rhythm ballad injected with a thoroughly reconstructed vocal. (The Theme, BMI).

**THE BEATLES—HELP (Malcolm, BMI) — Their new film title tune is a wild rover with an exciting beat. Note the swift change of the chart top as Well (Malcolm, BMI).

**THE FLAMINGOS—CALL HER ON THE PHONE (Curtom, BMI) — The popular group is back and Philps has them. A powerhouse rhythm ballad injected with a thoroughly reconstructed vocal. (The Theme, BMI).

**THE DIRECTORS—THE LIVING PAST (Capitol, ASCAP) — The group has put together one of their best recordings ever. Their latest offering is a masterly effort. (Capitol, ASCAP).

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

**SAM THE SHAM AND THE PHARAOHS—JU-JU (Jobete, ASCAP) — With “Wooly Bully” fading, the hot group comes up with an even stronger pulsating piece of clever, offbeat material. (Jobete, BMI).

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EPIC IS A FESTIVAL OF SUMMER HITS

THE YARDBIRDS

HIT THE JACKPOT AGAIN WITH

"HEART FULL OF SOUL"

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

For Your Love
The Yardbirds

LN 24167/SS 29167 Stereo
the follow up smash:

sounds orchestral

CANADIAN SUNSET

CAMEO/PARKWAY
1650 BROADWAY, NEW YORK

Billboard TOP 40

EASY LISTENING

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

<table>
<thead>
<tr>
<th>#</th>
<th>Song Title</th>
<th>Artist, Label &amp; Number</th>
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THE SOUND TRACK ALBUM OF THE YEAR
from
THE FILM COMEDY OF THE YEAR
featuring
3 GREAT CHART SINGLES

Music: Burt Bacharach  
Lyrics: Hal David

Tom Jones "WHAT'S NEW PUSSYCAT?"
Dionne Warwick "HERE I AM"
Manfred Mann "MY LITTLE RED BOOK"

ORIGINAL MOTION PICTURE SCORE
WHAT'S NEW PUSSYCAT?
MUSIC BY BURT BACHARACH

FEATURING
TOM JONES singing "WHAT'S NEW PUSSYCAT?"
MANFRED MANN singing "MY LITTLE RED BOOK"
DIONNE WARWICK singing "HERE I AM"

LYRICS - HAL DAVID

Mono: UAL 4128
Stereo: UAS 6128

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

out of our heads
THE ROLLING STONES*

the new rolling stones LP — just released

produced by andrew loog oldham for impact sound
**HOT 100**

*Star performer—Sides registering greatest proportionate upward progress this week.*

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**Bubbling Under the Hot 100**

Compilied from nationwide sales and radio station play by the Radio & Records Dept. of Record Market Research, Billboard.
Pyre Is Aiming for Bigger Share of Global Market

By CHRIS HutcHInS

LONDON—Pyre managing director Louis Benjamin has said that his company has a major drive into the international disk market, of which it already has a big share. The appoint- ment of Jim Handy, formerly of the London-based head of Pyre's international depart- ment, is a sign of this.

Benjamin disclosed in a Billboard interview that Pyre's overseas revenue in the fiscal year just ended topped $12,000,000, a 25% increase over 1962-63. The money being derived from the sale of artists' records manufactured under license.

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

Travels Abroad

The latter point revolves around the interna- tional manager, who is effectively the producer of individual artists for the foreign mar- ket, and his ability to travel, meet and communicate more. In recent months I have been abroad on an average of three weeks every four, and I am sure that in the future they will be able to take control of some of these activities. We have seen that when a Pyre record is being made it is only the British part which is involved, and we are doing so well abroad we do not want the international department to suffer because of the volume. The way we keep open the door is by working through the major distributors.

"He will, of course, also be responsible for acquiring foreign product for sale on the home market. Here, too, is an increasing trend—we are currently doing well with French, Italian and German records. And the demand is increasing all the time."

Oddly enough Pyre has proved to be one of Britain's most progressive companies since Benjamin took control three years ago. In the British chart, the last two years have seen on two occasions held first and second positions. The label also has several American hits and at least eight hits on the British charts on the "Hot 100."

Eyed U. K. Market

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

He has been the only major disk firm both to abstain from derivative comment on the emergence of French radio, and to say that he hopes the radio ships may have contributed to spreading sales after a considerable time. "I am sure that they are indiscriminate in selecting whose product they play. However, they do not get support from any part of the record industry."

AMSTERDAM

Last Monday Donovan arrived for a week's holiday, the recent visit of the Dutch group to Britain was very successful.

German CBS group Faith and his Cats ap- peared on Vara TV. A new sound on the Dutch market intro- duced by Dutch folk group the Hunters, who debuted on RCA with their hit "Skylark of the Lonesome Man." Peggy March is very successful here with her winning song of the Baden-Baden festival, "Sunburned Tramps." Arleno, expected to release a further batch of new RCA publi- cize albums in August, was happy that this year's Funder's award in the jazz category has been awarded to Oliver Nelson. Bowden's Liberty label released P. J. Presley's last album featuring new songs. Recent Parlophone releases are the Hollies with "Ellie Alive" and Adam Faith's "Someone's Marry Away."

RAYMOND DOBBIE

BRUSSELS

Victory Invites a well-received Greek dance and singer Andrea Zorba to demonstrate the current dance craze British, Pinza gave the Continental the best of the two famous Greek song- grass, and was also expected to release a further batch of new RCA pub- lize albums in August, was happy that this year's Funder's award in the jazz category has been awarded to Oliver Nelson. Bowden's Liberty label released P. J. Presley's last album featuring new songs. Recent Parlophone releases are the Hollies with "Ellie Alive" and Adam Faith's "Someone's Marry Away."


together in the market,

Pirates' Role Cited

"A point which must be considered is that to us, because of our industry that we no longer have to have a dependent on a handful of big sellers. I think the radio ships may have contributed to spreading sales after a considerable time. "I am sure that they are indiscriminate in selecting whose product they play. However, they do not get support from any part of the record industry."

HELLO TOKYO—HERE COMES 'HELLO DOLLY!'

TOKYO—The Broadway musical starring Mary Martin at the Takarazuka Theater in Tokyo Sept. 9 for a three-week run has filled this week and with July 37 members from New York, Lucia Vierca, assistant director, told Billboard that the show, was here for 10 days on her way back from London and Munich before going into engag- enments with the Techno-Electra Co., which owns the theater.

Mary Martin will sing "Hello, Dolly!" and "So Long, Dearrte" from the show with the orchestra conducted by Toihiro Iwasa, noted female lyricist. Their songs are pre- viously translated into Japanese, and the scenes of the theater have earphones installed through which they can hear the Japanese translations of songs.

MEXICAN Musicians, Disk Industry at Loggerheads

MEXICO CITY—A conflict broke out between the musicians union and the record industry and the National Broadcasting Co. If the strike were to end up in a strike, the union demands have been reported to have included that of the Mexican Record Industry Association, which claims that the current demands are widely exaggerated and have no legal basis.

As a form of protest, the union has requested that a permanent, collective contract for the musicians, the limitation of the use of pre-recorded tapes, equality of wages for the more illustrious marimba mu-

icians with those of the professional musician, considerably higher wages for every musician and the limitation of the use of marimba equipment, etc. The union's demands are considered preposterous by the disk companies. They say that out of 300 different professional musicians employed in record- ings by each company, only one musician reached a total of 80 sessions per year. Most of the recordings are done by marimbas, marimba bands, rock 'n' roll groups balladlers with guitar or combo accom- paniment, etc.

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

THE
SWINGING BLUE JEANS
"HIPPY HIPPY SHAKE"—"GOOD GOLLY MISS MOLLY"—"YOU'RE NO GOOD"
(IMPERIAL RECORDS)

- OVER 3 MILLION RECORDS SOLD IN 12 MONTHS -

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YET TO VISIT THE U. S. A.

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WE ALSO REPRESENT THOSE FAST-UP-AND-COMERS

THE ESCORTS
(FONTANA RECORDS)
**INTERNATIONAL NEWS REPORTS**

**EMI Go-Direct Plan Drawing Mixed Reaction**

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

Although disk firms in France took advantage of the Cannes festival as they do in Italy at the Venice event, the German disk firms did little to promote their wares except for the American film which was sparked by Columbia Pictures. Only other disk promotion was by Spanish branch of Philips with sound track by Miguel Rios of "The Art of Living" (El Arie De Viva).

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

**Philips Record Solid Favorite in Norway**

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

Sven-Ingvars beat two Beatles records, both on Parlophone, "Rock and Roll Music" and "Ticket to Ride." Fourth was the first American record, Roger Miller's "King of the Road," on Philips. Other best selling records this spring include "Dar Bjorkornas Susa," by the Jailbird Singers, Metronome; "Papprise de Cire, Poupee de Son," by France Gall, and "The Last Time," by the Rolling Stones, Decca; "I Feel Fine," by the Beatles, Parlophone; "Get Out I Var Ungdoms Fgraste Var," by Sven-Ingvars, Philips, and "Jep Marsjoner Ved Din Side," by Wenche Myhre, local songstress recording on the Triloba label.

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

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

**Barclay Weds in Paris**

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

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

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

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

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

**Philips**

**"Cat Ballou" Scoring**

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

Sven-Ingvars beat two Beatles records, both on Parlophone, "Rock and Roll Music" and "Ticket to Ride." Fourth was the first American record, Roger Miller's "King of the Road," on Philips. Other best selling records this spring include "Dar Bjorkornas Susa," by the Jailbird Singers, Metronome; "Papprise de Cire, Poupee de Son," by France Gall, and "The Last Time," by the Rolling Stones, Decca; "I Feel Fine," by the Beatles, Parlophone; "Get Out I Var Ungdoms Fgraste Var," by Sven-Ingvars, Philips, and "Jep Marsjoner Ved Din Side," by Wenche Myhre, local songstress recording on the Triloba label.

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

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

**Barclay Weds in Paris**

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

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

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

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

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

Burt Bacharach was here to choose "Here I Go Again (Looking With My Eyes) Seeing With My Heart" on Dionne Warwick's next single. He produced it on an earlier trip to London. Bacharach returns at the end of this month for recording sessions. ... Lionel Bart's musical "Maggie May," nearing the completion of its first year's run in this city, is to be staged on Broadway in February by Bernard Brickman and David Merrick, RCA Victor pianist Peter Nero arrives here for television taping of NBC-TV's Saturday night program "The Great Adventure," "The Pink Kirby Show," and to telecast six one-minute spots of Nero's latest recording. Latest British talent bookings for the U.S.: Freddie and the Dreamers booked by Dick Clark for a month of concert and college dates throughout November after guesting in Danny Kaye and Red Skelton's TV show; the Pretty Things will be in L.A. for four days from Aug. 12 to 14, to record "Shindig" before their Australasian tour and the Moody Blues are looked for the month-long "Shindig" road package commencing Sept. 1. ... The manufacturing firm of Mavis Brothers is developing a disk-recording machine following the installation of a prototype at a London store which dispenses singles and change for three half-cents. ... Paddy's Aid man Dave Charles has joined (in a similar capacity) R. & B. Disc, which is now making its own product.

MEXICO CITY
CHRIS HUTCHINS

CBS has been quite successful with their new price classical line, Harmony. Many old recordings of Felix Weingartner (the great Brahms Symphonies), Erich Leinsdorf, Arthur Rodzinsky, Daniel Niemann, etc., have been issued. ... In the monthly releases of all countries, there is renewed interest for international music. Mozart brought out the "Great Hat," and "Periata," five LPs by the Shadows and five LPs of the Features. CBS issued the LP song in Spanish by Eydie Gorme and Les Fanchon "The Best of Robert Goulet." ... "Equinox, 1965, Sun Reino," "Jazz Impressions of New York," by Dave Brubeck and "The Great Sound," by Les and Larry Elgart are also notable international and are the latest issues of nearly two dozen LPs by RCA Victor Mexico, with recordings of Al Hirt, Elvis Presley, The Supreme, Henry Manzini, etc. Towns Munoz, general director of Gamma Records, signed an exclusive contract for local pressing and distribution of the Pye and Piccadilly catalogs. ... Billy Vaughn spent a three-day vacation in Mexico City. ... After the first of the three concerts the London Philharmonia conducted by Paul Kletzki gave here on their Latin American tour, The British Council gave a party to 400 guests. Louis A. Audley, president of Sony Radio, Lima, and the Latin American Federation of Record Producers, spent a few days in Mexico, following business trip in Europe. Visitors to the U.S.: Manuel Villarreal, vice president in charge of Latin American operations of Columbia Records, and Armando De Llano, general manager of Mexico's CBS, to Miami, where they took part at Columbia's annual convention. Bernard T. Nest, president, and Louis Contelmoni, general director of operations, of RCA Mexicana, to New York, for a week of talks with the heads of RCA International. OTTO MAYER-SERNA

OSLO

The Tamla-Motown label has been introduced here. Previously, the Tamla-Motown records were issued on the Stateside label, represented in Norway by B. O. Foss & Frogn, EMI representative. The Supervised "Back In My Arms Again" is one of the first records to be issued. The Stateside label will still be used, says the man Rolf Syversen of Foss & Frogn. They have the remaining rights of 20th Century Fox here when the label is replaced by a new British label.

Nobody here has decided what to do about the "pick-up" revolution, and managing director Haskel Tveit of Nordic Phonogram says that if the U.S. introduces the 12 rpm record as a standard, Norway will have to, too. But only as long as the quality is maintained. ... Nera has issued "Totally In Love" off an unknown female singer, the German festival, "Mit 17 hat man noch Trumm," as sung by Peggy of Summer Hits

GREGG REVEALS GLOBAL ACORD WITH SOLOMON

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

U. K. PIRATES CAPTURE 13.1 MILLION WEEKLY

LONDON—First figures ever issued on Britain’s pirate radio stations came from National Opinion Polls, which conducts a survey in May. It shows that the two biggest stations—Carol and Disney—have a combined weekly cumulative audience of 13.1 million. Caroline's two ships have an audience of 9 million a week; Radio London 7 million. (These figures allow for duplication.) The peak listening time is between 12:30-1 p.m. when Radio London reaches 1,630,000 and Radio Caroline's two stations 1 million.

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

Johny Hallyday, due for release from the French Army Aug. 23, has returned to Paris, where he formed a backing group to include four British musicians. Jane Fonda, also in Paris, is due to marry. Deciding the fling in Norway will also give her an opportunity to meet French actor Jean-Michel Jarre, who was born in Paris.

STOCKHOLM

Sven Lager's group, the top insect for the last 20 years, is to set off on a tour. They are happy with Philips and want all of their tours to be with the label. The band is also working on a new LP, which is set for release in September. In addition, they have recently switched from Philips to Barclay, and have recorded a Sirkka EP and a band. The group has been touring in September for release in late October.

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11 nightly, CKER, Toronto, has announced its new schedule, which will include the traditional "Mainstream modern" and the "Mainstream" format. Each station will broadcast from 6 p.m. to 11 p.m. This is the first time that a single format has been used in the area.

DURING ASTRID GILBERTS's 24-hour visit to Paris, Polyo Records distributed copies of the album "Happy" from Sweden. At the Hotel "Gstaala," she will be signing the album and talking about her work. The album has been released by the Swedish label "Gstaala."
You know what it is - from the soundtrack of the picture of the same name. There's nothing like Help! when you need it! Get it!
"rack 'em up" for record sales

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

ROGER MILLER
The 3rd Time Around
SMASH MGS 27068/SRS 07088

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LOVE ME WITH ALL YOUR HEART
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RED ROSES FOR A BLUE LADY
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BROWNIE McGHEE & SONNY TERRY AT THE BUNKHOUSE
SMASH MGS 27087/SRS 67087

JON HENDRICKS RECORDED IN PERSON AT THE TRIDENT
SMASH MGS 27089/SRS 67089

THE ZODIAC VARIATIONS
JOHN DANKWORTH HIS ORCHESTRA & GUESTS
FONTANA MGF 27043/8RF 67043

THE PRETTY THINGS
FONTANA MGF 27544/8RF 67544

JANA—JANA MOUSKOURI
FONTANA MGF 27545/8RF 67545
"Quick, throw a party!"
We did.

Our cup overflows with gratitude.

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

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

DOA South Mountain Music Publishing Company, Inc.
237 West 54th Street, New York City, Plaza 7-7630
### Billboard Top LP's

For Week Ending July 24, 1965

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Compiled from national retail sales and radio station play by the Music Popularity Dept. of Record Market Research, Billboard.
Billy Joe Royal's
"Down in the
Boondocks"
is up on the
charts!

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BURLON

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JOHN KELLY, Personal Mgr.
Anti-Computers, Full Speed Ahead, Says Capitol's Earl Price

• Continued from page 1

Music critics and the Hollywood home office.

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

Capitol imports is rushing the release of the American debut LP of Miss Caballe, which will be seen in Spain "a matter of days" before RCA signed the artist, Price said.

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

**Advance Copy Requested**

Happy over the fact that he has a recently recorded LP being shipped in, Price rang out advance notices of the LP in his "Grapes of News of Great Importance" bulletin to the New York critics last week were kept waiting.

Price's phone call was in response to requests for advance copies, he said.

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

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**ASHKENAZY NO CAMERA BUG**

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

---

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**BEST SELLING BUDGET-LINE CLASSICAL LP'S**

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

**Week Ending**

1. VAUGHN-WILLIAMS—Symphony No. 2 (London); Halle Orch. (Barbirolli); Vanguard SRV-134 51 (SD), SRV-135 (MC)
2. Tchaikovsky—Concerto No. 1 in B flat for Piano and Orchestra; Chicago Symphony Orch. (Reiner); RCA Victor TSV-1039 151, TIC-1039 (MC)
3. BIBELIUS—Symphony No. 1 in E; Halle Orch. (Barbirolli); Vanguard SRV-132 51 (SD), SRV-122 151 (MC)
4. GERSHWIN—Concerto for Orchestra; Chicago Sym. Orch. (Reiner); RCA Victor TCS-110 51 (SD), TIC-110 (MC)
5. THE BAROQUE TRUMPET; Collegium Musicum of Paris, Society for Old Instruments, Vannes, Ch. Orch., Voge Orch.; Nonesuch H 71002 51, H 1002 (MC)
6. BACH—Four Concertos for Harpsichord and Orchestra; Neumann, Berlin, Burt, Ullstein, Ch. of the Sirre (Richter); Nonesuch H 71015 51, H 1109 (MC)
7. HUMMEL—Mandolin Concerto in G major/HOFFMAN—Mandolin Concerto in D major; Bauer-Sats, Kunstner, Violin, Melos, Orch. Music (K. H. Haydor); Turnabout TSV-304 51, TVE-2003 (MC)
8. THE MUSIC OF MICHEL CORNETTE; Montaner Chantier, Turallo, Venise, Ch. Orch.; RCA Victor VCS-110 151, VCS-112 151 (MC)
9. PASIELLO—Piano Concerto in C major/STAMITZ—Piano Concerto in F major; Blumenthal, Wurtermberg Orch. Ch.; Zander, Sonnleitner (Faerber); Turnabout TSV-304 51, TVE-4001 (MC)
10. ALBINONI—Adagio for Strings and Organ, Concerti A Cinque; Sinopis Ensemble Instrument (Wildolz); Nonesuch H 71105 51, H 1005 (MC)
11. PUCCHINI—La Boheme; Perlado, Vanderlin, Edekes, Richmond (2-172); 6001 (MC)
12. BACH—Wells-Osborn, Reclul-Maden, Equiluz, Berry, Wimarri (Vocalis); RCA Victor VCS-111 (MC)
13. MOZART—Mass in C (Coronation); Stich-Randall, Casoni, Bartsch, Littary, Sarre, Buchner Conservatory (Ch.) (Chad); RCA Victor TSV-4010 51, TVE-4109 (MC)
14. STRAUSS—Ein Heldenleben; Chicago Sym. Orch. (Reiner); RCA Victor TCS-110 151, TIC-110 (MC)

Music Seminars Will Hear Marek Burkat

TANGLEWOOD, Mass. — George Wein, executive musi- canager of RCA Victor Records, and Leonard Burkat, vice-presi dent of Columbia Records, will be featured speakers at an all-day educational seminar sponsored by the Berkshire Music Center here Thursday (22).

Marek will discuss the opportunities open in the recording industry and will speak on "The Art of Recording." Moderator of the seminar is Armond A. Noyes, managing editor, who will answer questions from the audience.

Members and staff of the Berkshire Music Center and the press will comprise the audience.

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

---

**ALMEIDA TO DE STINT IN PARIS**

PARIS—Antonio de Almeida will conduct the Paris Opera in performances of Donizetti’s "Lucia di Lammermoor" Sept. 20 and 26 of Verdi’s "Masked Ball" Oct. 30 and Nov. 5. From Paris, de Almeida goes to Capetown, South Africa, to conduct the Capetown Municipal Orch- estra in the season opening Dec. 30. In December he does a London concert, then back to Paris for a concert of Radio Paris on Dec. 8.

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**BILLBOARD, July 24, 1965**
NEW ALBUM RELEASES
This form is designed to aid dealers in ordering and broadenings in programming.

CATHEDRAL
J. B. RUSSELL & MARIE ROBERT—Getale and the Green Knight and the Peryr; UC 1192

FONTANA
JOHN DANKWORTH—The Italian Variations; MSG 37545, 55, 67543
NINA MODIGELOUI—Nina; MSG 37545, 55, 67543
THE PRETTY THINGS—The Pretty Things; MSG 37544, 55, 67544

GDR
GEORGE LEWIS & THE EASY RIDERS JAZZ BAND; 29 (3)

HEARTBEAT
TULLIE & WILLIE; 103 (1)

JAT JAY
WHEELER—Huey Studio Spins It & No Pakistan (At a Pink Wedding); ZP 309 (6)

JAZZ CRUSADE
THE GOOD TIME SIX—Cleto Darchialde; JC 1002 (3)
KID CHEEK COLA;... in England; JC 2002 (6)
KID THOMAS, EMERIL PAUL & THE EASY RIDERS JAZZ BAND—New Orleans Renaissance (7)
VARIOUS ARTISTS—The Jazzgimpull Win- mens: 1964; JC 2004 (4)

LEONARD
THE JUNIOR BLUES—The Honey Blues #1; EL 3408, PS 418

MERCEY
FOOTSTOCK—Kaysie; MG 31035, 55, 41025

MIDWEST
MICHAEL SCORDA & HIS URBANIAN ENSEMBLE—17 Popular Ukrainian Dances; MF 405, 55, 6664
VARIOUS ARTISTS—Moscow Hill Parade; MP 625, 635, 630

POLYDOR
RAS SHIR TOSPE MG Sallanga; Am 14 Landen; 237 702 (2)
UNITA—Alpine Melodies; 237 236 (6)
WILLY SCHWARZ—Die Schwarze Bande von Carl Lewis; 237 428 (2)
VARIOUS ARTISTS—England Star—Parade 1965/1; 237 441 (2)
VARIOUS ARTISTS—Die Friedenssinger, Der Zigarettenraucher, Winter Blu; Eine Nacht in Venedig; 237 166 (2)

PRESTIGE
GENE JAMISON—Angel Eyes; 7070 (6)

RCA VICTOR
GOLD; MUSIC FROM "SHIP OF FOOLS"—Burrton Price (Edinburgh); UK 10, 1917 (4)

EMI
JON HERRICKS—In Passion at the Trident; MG 37269, 55, 67069
WILL IVERSON—Mine Instrumental Hill; MG 37263, 55, 67063
JENNY KENNEDY—From Rockville to Boulder; MG 37060, 55, 67060
BROWNBIRDS & SONNY TERRY—At the Barnstormers: MG 37067, 55, 67067

SUNGLow
THE SUNGLow—The Original Parents; ZLP 103 (4)

ZUMBAH
SIXTEEN SINGING MEN—Vol. 7 (Guntersburg); ZLP 668 (5)
The Three Enchanters of ZUMBAH; ZLP 668 (5)
TRUMPET TRIO—Word of Life; ZLP 677 (5)

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July 24, 1965, BILLBOARD
COUNTRY MUSIC

New ‘Opry’ TV-er Bows In 3 Markets This Fall

NASHVILLE—A new country music TV show titled “Grand Ole Opry” is being video-taped live at the Opry House. The show is aimed at “attracting a wider audience” at “The Friday Night Opry” each week.

The half-hour show, which will take country music to millions of homes, will feature several leading Opry performers, a guest star almost every week, said Bob Miller, general manager of WSM, Inc., National Life & Accident Co. of Nashville.

It is the fourth country music show being taped by the WSM-TV staff. The other three, all syndicated and with their own sponsors, are “The Flat and Scruggs Show,” “The Porter Wagoner Show,” and “The Wilburn Brothers Show.”

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

Judge, WSM-TV news-

caster and TV personality, is host of the show and interview the artists and interprize commentary on the history of the “Grand Ole Opry,” its central theme of the new show.

Guests on early shows have been Ramblin’ Jack, Hank Williams Jr. and Ray Stevens. Studios used for future shows include Eddy Arnold and Jimmy Dean. Others will be added.

The Opry’s building will be used by Dick Young, the other three, all syndicated with their own sponsors. More on page 18

‘Opry’ Stars Still Victims Of The Jinx

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

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

Steve Steen, 26, member of Acuff’s troupe, suffered a broken leg. Harold (Short) Jackson, 44, gutstained for Acuff, suffered critical injuries, including a fractured skull and fractures of both jawbones.

They were injured near Sparks, Tex., July 10, when a car, driven by Edward Blash of Smithville, Tenn., crashed into the car driven by Acuff. Acuff, Jackson and Steve Steen were treated at a Sparks hospital and later transferred to Miller’s Clinic in Nashville.

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

Frontier Handle Process in Canada

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

First masters leased to Front- er are those recorded by Curt Akins, RCA Victor 8090 (Tree, BMI) and Arnold Cyra, RCA Victor 8076 (Tree, BMI).

Russell and William Stearns were treated at a Sparta hospital and later transferred to Miller’s Clinic in Nashville.

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

Guests Set For Dean TV-er

NASHVILLE—A number of top country stars are set for fall appearances on Dean TV shows. In addition to Dean’s shows, which are scheduled to tape from New York, will be filmed in Nashville Oct. 10-13.


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

CMA Building Plans Progress

NASHVILLE—The Country Music Assn. hopes to hold the groundbreaking ceremony for its $300,000 building during August or early September. Mrs. Joe Walker, CMA executive director, said last week. Tentative plans are to have it fit the Aug. 26-27 CMA trade meeting in San Francisco.

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

The association’s building fund total of $25,000, cost of the building, furnishings and exhibits, has been pledged. About $10,000 is in the bank, said Mrs. Preston, main chairman of the CMA Museum building committee. Mrs. Preston is manager of BMI’s Nashville office.

The fund-raising committee is at work securing additional pledges from local businesses, which the association government de- cided for it. Building time is (Continued on next page)

HOT COUNTRY ALBUMS

BILBOARD, July 24, 1965
an absolute smash!!!

Ray Price
sings "The Other Woman"

43264

Published by: PAMPER MUSIC, INC.
COLUMBIA RECORDS

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mss°

www.americanradiohistory.com
Beats Musician Johnny Wright is on the cover of the summer issue of People magazine, where he discusses his new album, "My Sunshine." The album features a mix of country, soul, and R&B influences, and Wright has been promoting it extensively on the country music circuit.

**RAINHOLDS**

The Rainholidays are scheduled to perform at the Ryman Auditorium in Nashville, Tennessee, this weekend as part of their promotional tour. The band's latest album, " Atlantis," is receiving critical acclaim for its blend of pop and country elements.

**JACKIE SONG**

Jackie is back on the charts with his latest single, "Missing You." The song topped the charts in several countries, cementing Jackie's status as a global music icon.

**ANDERSON HEADS STALLION MUSIC**

Anderson Heads Stallion Music is celebrating the release of their latest album, "The Ride," featuring a mix of traditional country and contemporary sounds. The album has been well-received by critics and fans alike.

**ATTENTION!**

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

**WATCH FOR THIS ENVIRONMENT IN THE MAIL FROM BILLBOARD**

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

by the

KING FAMILY

#5647

THE SINGLES WINNER-
FROM THE WARNER BROS. HIT FILM

THE GREAT RACE
THE FIRST NAME IN SOUND
Job Corps Launches Pilot Program Aided by WEAM

KANSAS CITY, Mo. — The WEAM radio station in Kansas City, Missouri, retained Billboard's Radio Response Roundup to conduct the performance test known as "RRR," which is a measure of a station's market penetration. The station, which is owned by the National Broadcasting Company (NBC), conducted the test to determine its market share and to see how well its programming was doing. The station's ratings were compared to other stations in the market, and the results were used to make changes to the station's programming.

The station's performance was measured using a variety of metrics, including listener demographics, listener interest in the station's programming, and the station's overall market share. The results were then compared to other stations in the market, and the station's performance was assessed.

The station's performance was generally positive, with the station exceeding its expected listener demographic targets. The station's ratings were also higher than those of its competitors, indicating that the station's programming was reaching a wider audience.

The station used the results of the performance test to make changes to its programming, including the addition of new programming and the adjustment of existing programming. The station also used the results to promote its programming and to attract new listeners.

Overall, the performance test was a success for the station, and the station's management was pleased with the results. The station continued to use the results of the performance test to make changes to its programming and to promote its efforts to attract new listeners.
There's something new every day, it seems. Now Kurt Van Dyk, assistant manager of radio station KCMK-FM, Kansas City, Mo., has burst out of the Old World's Endurance Marathon Record formerly held, we believe, by Peter Tripp of station WMGM (now WHN), New York. About 2 a.m. (June 21), van Dyk began broadcasting. He handled DJ chores, including announcing, commercials, and newscasts, for a total of 210 hours, 40 minutes, and 10 seconds, making him the old record set about 15 years ago. Come on, New Yorkers, let's make a point to let Dyk do this to you!

Bill Gordon, former program director of WNAM, Hammon- ton, N. J., and, more recently, of WNAK, Wilkes-Barre, Pa., has joined the staff at WKBQ, Harrisburg, Pa. Best of luck, Bill. We wish WJBX-Radio's "Good Guy" Larry Black took up sky-viewing in the Charlotte, N. C., area over the July 4 weekend, but a bad landing resulted in a bitemark to the face. Larry stayed in Memorial Hospital room, which was turned into a temporary broadcast studio for Larry's program.

Congratulations, Alfred, on your promotion to vice-president of the Radio Group of One Broadcasting. Alfred G. Crosby, who had been manager of WARE- Radio, Akron, Ohio, a Group One station... 

July 24, 1965, BILLBOARD
Job Corps Launches Pilot Program Aided by WEAM

• Continued from page 40

Senators Dirksen and Alleot that the program was "shameful," "degrading," "lowly" and "immoral." According to the Poar, "A great deal of practical experimentation has established that people who pay more attention and have a better degree of comprehension when they communicate in their own language, that a good many others would have difficulty doing so if exposed to the often incomprehensible effusion of prose that one hears on Capitol Hill." The show has drawn more than 9,500 letters.

Averill of WEAM said that the idea for the personal appearance show was "Job Corps." They came to us. The work load turned out to be so great that the Frank Warhol was out of the project. But the Job Corps asked us to continue . . . that it was very important. So we did." He said that WEAM Radio arranged for the acts and handled arrangements for everything. All aspects of the show were free, with the talent donating their services for Job Corps. The shows have been promoted over the air. Radio station personalities serve as emcees of the shows.

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

Free Singles

The Job Corps was further promoted when the station gave away 3,000 singles as the youths were leaving the show—all stuffed with Job Corps applications. This was a "gimmick" to boost the Job Corps phone number.

If the pilot program works out, Parkison said, "and it obviously has, the Job Corps said that they would put together the whole package and try to interest other radio stations throughout the country in the same type of show.

He added that the idea of the show, "It irks me to see those people in Washington criticizing a show that you and I think they didn't know what was going on. Job Corps, he said, has a very difficult job communicating in the Washington area because there's no way to reach kids unless you get out there and swing with them. He said that the success of these shows was requiring time that he didn't have to spare, but "we'll sell Job Corps for them." His only worry was that the shows seem to be on the verge of becoming a political football.

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

KFWB Promotion

KFWB, Los Angeles, promoted a Beach Boy's Spectacular July 3 in the Hollywood Bowl. Artists featured included Jan Whitecomb, the Sir Douglas Quintet, the Byrds, the Reflections, Brothers, Sam the Sham, and the Tellacats, Pat Boone, and the Beach Boys. About 15,000 attended.

KHEW Radio, El Paso, Tex., is promoting a "Grand Ole Opry" show July 30 that will feature Pat Boone, Del Shannon, Johnny and Janie Mosby, Neal Morton, and the group Frank Ford and the Border Riders. The performance show package, scheduled in each city for the entire week, is sponsored by radio stations in towns the AA shows during which they are featured.

Ozark Opry Station

Ozark Opry, the TV station in the Ozark Opry Workshop program. Produced by the K}.{ Radio, the show was aired in five major markets and over 10 stations of the Eastern Educational Network. The half-hour show featured Paula Renee, Daniel Wood, Gail, the girls, and the Beach Boys. About 15,000 attended.

R&B Singles—5 Years Ago

July 25, 1949

1. This Better Earth, Dinah Washington, Mercury
2. Singing Blues, Roy Charles, ARC-Paramount
3. Northbound (It's Better) Now, Joe Thomas, Decca-Paramount
4. A Woman, A Lover, A Friend, Jackie Wilson, Brunswick
5. There's Something on Your Mind, Buddy Martin, RCA
6. A Beatle Good Way, Beach Washington-Ink-Brook, mercury
7. Wonderful World, Sam Cooke, Kent
8. Question, Lloyd Price, ABC-Paramount
9. I'm Sure, Brenda Lee, Decca
10. Big Boy Pete, Olympic, Arvee

Disk Tike Charges Denied by Downey

MIAMI—S. Morton (Doc) Downey, peripetica and often controversial deejay, denied newspaper charges here that he shared in the profiteering of a record and said he would use for $1,000,000 damage.

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

In an exclusive telephone interview with Billboard, Downey said he would supply a band, hall for the deejay's (Downey's) financial loss with a local record company was filled when jailing and the re-interpretation and redoing of words.

Never Took Money

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

Steve Palmer, head of Blue Stant Recording Co., which put out the disk, likewise denied that Downey had any connection with his firm or that Downey was ever involved in giving credit to the record.

Downey said he supervised the production of the disk, titled "Don't Bring Me Down," because of the "right instrumentation and the right perform- ing group, the Montells, were personal friends of his.

Money to Charity

Downey said he told Palmer to donate any money which he (Downey) would receive from the disk to a civic charity which would supply a band for boys who wanted to rehearse and play band instruments.

Palmer said that as producer, Downey would have been entitled to about a penny or slightly more per side but that the deejay had asked such a sum be donated to charity because he did not want to be involved in any conflict of interest.

Palmer said that the matter was academic, however, because the record had not made any money. He said that he had since been recalled because of local city manager action because of alleged obscenity in the lyrics.

Added Beeps

Downey also substituted "beeps" for words in the lyric to push the record to have had double entendre. He noted, however, that the tune was originally written lyrically and had been released in its original form by a major record company last October.

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

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

Volunteered Information

He said Downey complained about the story and in a subsequent interview with a Guide reporter, volunteered the fact that he was to receive a product from the record.

In revealing this information, the Guide also ran an editorial questioning the legal issue of "whether a man who has the influence of a powerful micro- phone has a right to profit by his material and audience should have the right to receive a product in which he profits."

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

Billboard, July 24, 1965

YESTERDAY'S HITS

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

POP SINGERS—5 Years Ago

July 10, 1955

1. I'm Sorry, Brenda Lee, Decca
2. Only the Lonely, Roy Orbison, Capitol
3. Ailey Oop, Hollywood Argyle, Lute
4. Everybody's Somebody's Fool, Jackie Trent, RCA
5. I'll Bitty Tattle Manta Yellow Polka Dot Bikini, Brian Hyland, Leader
6. Minutes Blue, Fossenden, Sono
7. Tell Laura I Love Her, Pat McGee, RCA
8. Help Me Help Myself, Frank Ifield, RCA
9. I'm Sorry, Brenda Lee, Decca
10. That's All You Got To Do, Brenda Lee, Decca

POP SINGERS—10 Years Ago

July 10, 1950

1. Rock Around the Clock, Bill Haley, Decca
2. Learnin' the Blues, Frank Sinatra, Capitol
3. Cherry Pink and Apple Blossom, Pat Boone, RCA
4. 25 or 6 to 4, The Byrds, Columbia
5. Bimmie Bell, Hot Nell, Cole, Capitol
6. Unchained Melody, Les Baxter, Capitol
7. Something's Got To Give, Pat Boone, RCA
8. Hard to Get, Shelly MacKenzie, "X"
9. Ain't It a Shame, Pat Boone, Det
10. Baby, Baby, Baby, Frank Ifield, MGM

R&R SINGLES—5 Years Ago

July 25, 1949

1. This Better Earth, Dinah Washington, Mercury
2. Singing Blues, Roy Charles, A&M-Paramount
3. Northbound (It's Better) Now, Joe Thomas, Decca-Paramount
4. A Woman, A Lover, A Friend, Jackie Wilson, Brunswick
5. There's Something on Your Mind, Buddy Martin, RCA
6. A Beatle Good Way, Beach Washington-Ink-Brook, Mercury
7. Wonderful World, Sam Cooke, Kent
8. Question, Lloyd Price, ABC-Paramount
9. I'm Sure, Brenda Lee, Decca
10. Big Boy Pete, Olympic, Arvee

R&B SINGLES—5 Years Ago

July 25, 1949

1. This Better Earth, Dinah Washington, Mercury
2. Singing Blues, Roy Charles, A&M-Paramount
3. Northbound (It's Better) Now, Joe Thomas, Decca-Paramount
4. A Woman, A Lover, A Friend, Jackie Wilson, Brunswick
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7. Wonderful World, Sam Cooke, Kent
8. Question, Lloyd Price, ABC-Paramount
9. I'm Sure, Brenda Lee, Decca
10. Big Boy Pete, Olympic, Arvee

POP UP'S—5 Years Ago

July 25, 1949

2. chopped, Warner Trio, Capitol
3. Elvis Is Back, Elvis Presley, RCA
4. Can't Stop, Hank Williams, MGM
5. Sound of Music, Original Cast, Columbia
6. Encores of Golden Hits, Platters, Mercury
7. Mr. Lucky, Harry Mancini, RCA
8. Theme From a Summer Place, Mike Stringfield, Capitol
9. Sentimental Sing Along With Mitch, RCA
10. Lucky Stringman—Carrie Favers, Morton Lanza-Enrico Caruso, RCA Victor
Col. Retailer Top Target

* Continued from page 4

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

Lip Ad Allowances

To encourage the full-line concept, it was revealed that Columbia is increasing its ad allow-

ance from 3½ per cent to 4 per cent for sub-

contractors, and from 3½ per cent to 6 per cent for full-line retailers. In addition, dating terms have been liberalized to give subcontractors and dealers an opportunity to plan ahead. Territories start as of July 29 and close Oct. 2. Dating will be one-sixth due Oct. 10, one-sixth due Nov. 10, one-third due Dec. 10 and one-third due Jan. 10.

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

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

Columbia then unveiled its August and September releases in an impressive array and inte-

grated via the film-strip and stereo sound method, mixing in the milieu of the repertoire. In the luxury of the evening, the releases were introduced by artist fans, giving the presentation a unique flavor. Tony Bennett introduced Woody Herman, Andy Griffith intro-

duced Jim Nabors, etc. As a surprise Frank Sin-

atra introduced Bennett and called him the greatest popular singer.

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

Highlights

A highlight during the product presentation was President Goddard Lieberson's introduction of the latest addition to Columbia's Legacy series, "The Mormon Pioneers and the Mormon Tabernacle Choir as recorded by the label's presi-

dent. Various top Columbia executives rose to discuss their various concerns to the "Grow Power" drive, including Joe Norton, director of sales promotion; marketing manager Peter Murves, merchandising manager of the Masterwork's catalog who stressed the growth of Columbia's classical business and reviewed note-

worthy upcoming releases; Bruce Lundvall, mer-

chandising manager, pop albums, who made the Harmony product rehabilitation.

Taylor, national promotion director, stressed Columbia's strength in the singles field, naming the chart-rising hits.

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

duced by Weiss.

For four weeks prior to the convention, stations WFUN and WQAM conducted a write-in pro-

motion, with kids getting tickets to attend the Columbia teen party Friday (16). Each station delived 500 youngsters. The 200 Columbia salesmen and promotion men were seated in back of the room and exposed to the electric reaction of the 1,000 youngsters as the teen performers put on their show.

The effect proved to be a clincher in convinc-

ing the sales force as to teen-age acceptance of the talent. Columbia has attempted to produce an LP and contributed $2 per youngster to the Miami Youth Fund. Miami mayor Don Roosevelt appeared on stage the following night during the concluding banquet to accept the donation.

Teen-Age Artists

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

An award banquet climaxed the convention Saturday (17) night. Columbia President Lieber-

son introduced Mayer Roosevelt. Participating artists adding luster to the affair included Tony Bennett, Steve Lawrence, the Brothers Four, the Ralph Sharon Trio, Michelle Lee, Woody Herman, Rhetta and Tennyson, and Burns and Schroeder.

GEMA Blasts Bundesstag On Copyright Decision

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

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

This legislation, which re-

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

In theory, the legislation rep-

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

Record royalty payments in theory compensate the artist for the use of the recorder to tape music. There are a number of further such provisions in the law ex-

tending copyright protection to keep pace with technological advancement.

Completely Negated

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

Under the 1905 law, GEMA has operated as a freewheeling legal entity responsible to no-

body but its members. It has "co-operated" with the Ministry of Justice — but on its own terms.

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

GEMA's strategy is to get enactment of the reform law postponed until after the Sep-

tember national holiday. It hopes that the new Bundestag will be more sympathetic to its view-

point that has been the present lame-duck body.

"It's A Man's Job, Too!

by G. L. Crockett

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

Only a few areas still open for distribution.
**TOP SELLING RHYTHM & BLUES SINGLES**

<table>
<thead>
<tr>
<th>No.</th>
<th>Title, Artist &amp; Label</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>I'M A HAPPY MAN, Little Artists 853</td>
<td>20</td>
</tr>
<tr>
<td>2</td>
<td>YOU'RE GONNA MAKE Me CRY, Billy Stewart, CDP 1410</td>
<td>12</td>
</tr>
<tr>
<td>3</td>
<td>THE LOST, James Brown, King 4909</td>
<td>12</td>
</tr>
<tr>
<td>4</td>
<td>YOU CAME, You Came, Columbia 4297</td>
<td>9</td>
</tr>
<tr>
<td>5</td>
<td>I'M TELLING YOU, Dusty Springfield, Columbia 4297</td>
<td>9</td>
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<tr>
<td>6</td>
<td>TAKE ME BACK, Little Anthony &amp; the Imperials, DGF 1156</td>
<td>8</td>
</tr>
<tr>
<td>7</td>
<td>A REASON TO CRY, Donna Summer, Buddah 6011</td>
<td>8</td>
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<tr>
<td>8</td>
<td>YOU TALKED About ME, Mary Wells, Motown 4361</td>
<td>7</td>
</tr>
<tr>
<td>9</td>
<td>TAKE MY DREAM Away, The Isley Brothers, Atlantic 2289</td>
<td>7</td>
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<tr>
<td>10</td>
<td>LOVE ISLY, Polydor 8032</td>
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</table>

**NEW ACTION R&B SINGLES**

- Arkansas: Tommy McCracklin, Imperial 66116
- Crossroads of Love: Johnnie Taylor, Columbia 4297
- Hallie: Invitations, Gotham 206
- Hallme: Meet the Man Down There, Mel Carter, Imperial 66113

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

- Tom Reed, WKNR, Kansas City, Mo.
- Sugar Dimples, Sam Cooke, RCA Victor 6531
- Sweethearts Tree, Johnny Mathis, Mercury 72644
- Arkansas: Jimmy McCracklin, Imperial 66116
- Halo: Meet the Man Down There, Mel Carter, Imperial 66113

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

<table>
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<tbody>
<tr>
<td>1</td>
<td>J.R. WALKER &amp; THE ALL STARS PLAY SHOTGUN, Soul 701 (M)</td>
<td>4</td>
</tr>
<tr>
<td>2</td>
<td>THE FOUR TOPS, Motown 622 (M); S 622 (S)</td>
<td>4</td>
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<tr>
<td>3</td>
<td>I DO LOVE YOU, Billy Stewart, Chess LP 1496 (M); (the Stones)</td>
<td>4</td>
</tr>
<tr>
<td>4</td>
<td>TEMPTATIONS SING SHOEMEC, Gordy G 912 (M); CS 912 (S)</td>
<td>4</td>
</tr>
<tr>
<td>5</td>
<td>WE'LL MAKE IT, Little Milton, RCA Victor 2995 (M); LP 2995 (S)</td>
<td>4</td>
</tr>
<tr>
<td>6</td>
<td>THE MOST DECIDING DREAM EVER, Billy Preston, Vee Jay JY 1123 (S); LP 1123 (S)</td>
<td>4</td>
</tr>
<tr>
<td>7</td>
<td>MIRACLES GREATEST HITS FROM THE BEGINNING, Tamla T 254 (M); ST 254 (S)</td>
<td>4</td>
</tr>
<tr>
<td>8</td>
<td>THE BEST OF WILLIE BROWN, Atlantic LP 9109 (M); SD 8103 (S)</td>
<td>4</td>
</tr>
</tbody>
</table>

**DJ SPOTLIGHT**

- TOM REED, KPRS Radio, Kansas City, Mo.

**WKNR, WJR Hit Pay Dirt**

- Le Baron Taylor, WKNR, Detroit
- You Better Go, Little Anthony & the Imperials, DGF 1156
- The Great R&B LP's, Various Artists, Imperial 66116
- You're Gonna Make Me Cry, Billy Stewart, DGF 1156
- I'm A Happy Man, Little Artists 853
- You're Gonna Make Me Cry, Billy Stewart, DGF 1156
- The Lost, James Brown, King 4909
- You're Gonna Make Me Cry, Billy Stewart, DGF 1156
- You're Gonna Make Me Cry, Billy Stewart, DGF 1156
- I'm A Happy Man, Little Artists 853

**BIG BAND TV SHOW OVERSEAS**

- NEW YORK: "The Big Bands," a half-hour syndicated show that features live-on

**KWAM PICKUP**

- MEMPHIS: Radio station KWAM, country music dorm, is mentioned in an

**BILLBOARD**, July 24, 1965
PHONOGRAPHS • RADIO • TELEVISION • TAPE • HI-FI COMPONENTS • ACCESSORIES

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

More Highlights From the Music Show
3M

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

Zenith

BSR, Ltd.

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

Compact (IA150) Minicharger weighs in at 41/4 pounds, 40 per cent lighter than comparable models and 30 per cent smaller. Plays four speeds, stereo or monaural, stacks six records, operates on battery or AC with automatic shut off. No list price.

New San Francisco Outlet for Goodman

SAN FRANCISCO—Monroe Goodman has added another new outlet to its well-organized record retail operation here. It's an import shop in the heart of San Francisco, specializing in products from the Orient.

Records and related merchandise are carried at the rear of the store. Items colored in green and blue contain the top albums, picked according to Billboard's chart. New releases are also carried. Singles are rated down to the Top 30, as the heart of San Francisco has little teen-age traffic. However, a selection of children's records are carried.

Such modes of instruments as guitars, banjos and ukes are displayed against a background of posters.

The store is open evenings, with personnel working various shifts. Few people are needed since the store has a self-service policy, with one man operating a cash register, plus a few sales people during peak rush hours.

Prices are in line with other rack operations in the area. This inventory is the best planned in the market. Every inch of space is utilized.

This inventory must be signed and mailed to the internal revenue service for processing. The Internal Revenue Service has announced that this signed inventory will be subject to jeopardy penalties. It is recommended that you have your accountant assist you in the preparation of your inventory. This store may be sent as soon as possible to your supplier.

Q. How much refund will I receive after the signing of the tax by the manufacturer.

A. You will receive a refund of the amount paid to the manufacturer, but you can not have it if there is any refund. If you buy from a wholesaler, you may be applied to the manufacturer for a refund which will be figured on the manufacturer's price not the wholesaler's price. If you buy direct from a manufacturer and the tax is on a separate item on your bill, your refund will be that exact amount.

Q. When will I get the refund?

A. This will depend on the individual manufacturer and the Government, but you can not have it any more. If you do not file your return before the due date, you may have to file and pay a tax. If you make a mistake, you may be assessed a tax. If you make a mistake, you may be assessed a tax.

(Continued on page 49)
SITUATIONS

ANNOUNCING a new low rate for SITUATIONS WANTED ads to help people in the fields of MUSIC, RECORD, COIN, PROMOTION, ENTERTAINMENT to make the best use of their extra money. For a limited time only, we are reducing our rates from $2.00 to $1.50 per line in one week. For information, write or call:

COAST TO COAST HIT RECORD, Inc.
Phone: Coraline 6-7065 or 6-7066.

AMBITIOUS, MATURE YOUNG MAN

10 years successful record sales, RCA, Decca, rock jobber, desires to represent record mfr. Covering Kan., Mo., Okla., Colo., Neb. Contact Chuck Scherzer 4642 Vanderveer Kansas City, Kansas

MATURE ARTISTS

When to AMBITIOUS ones

TO...

We are looking for the article Cassette stock of 33 1/3 long-playing records and 45 R.P.M. We also carry a fine selection of top title 45 R.P.M. cut-out records, and in packages titles. We also package records for you to sell or give away.

For information, write or call:

Epic-Okeh Conclave Accents Indie Needs

*Continued from page 4

reertoire, and Victor Linn, director of administration.

Doozy was used on recent for log management on "The Dynamics of Phonograph Rec- cord Advertising." The evolution in record marketing and the development of the record industry in its present day. He traced the changes in the product itself, and the changes in music and music companies in its tastes and demands. He covered the evolution of the industry in disk distribution at the retail level, and the sharing of that experience by the industry with the advent of record jobbing. He carefully analyzed the inter- relationship between the various sectors of the music business, and presented some facts to show why certain developments in these areas are inevi- table.

Marketing Plan

This was climax with his outline of a new marketing plan for record distributors to follow. This outlined the need for dis- tributors to set primary goals and employ sales and promotion programs to support. The need of the various types of customers, such as outlets specializing in country, blues, college market, and others. He said that distributors have long looked upon their customers as the single point where it could be provided. They have tried to get to the mall and work with distributors to support the chain. Doozy predicted a con- tinuous increase of the music industry as the new market begins to be developed. Distributors become better merchants of records, and record- ers become distributors, stating that there are natural developments in a maturing competitive industry.

The marketing specialist said: "Selling records is an exciting business. We have the ability to apply all the sales principles of the record business to their benefit. But this is not something which everyone should try to think about. It is a question of competition and composition of certain markets in order to make this practical. There are other avenues to follow. For example, the record company might well do more to gradually away from their own type of operation, like "manufacturers' agents." During a sales seminar, Doozy spotlighted the nation's ever-burgeoning economy, stating that there is more potential. But growth does not make business success automatic-

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N.V.A. Issues Trinket-Mix Mail Call

Senate Subcommittee Holds Fate of Penny-Mix Machine

CHICAGO—National Vendors Association officials last week called on its members to acquaint the Senate Labor and Health Subcommittee with the facts about the industry's candy-charm vending machines.

The subcommittee is currently considering a bill recently passed by the House, that would alter Food and Drug Administration regulations regarding the mingling of uncopyrighted trinkets in the same vending machines. An N.V.A. official, said, "We are notifying operators to contact members of the committee, writing on their own business stationery, to acquaint them with the problems the industry would face if the mixing of trinkets and confecions is prohibited."

Three Points

Mitchell said that operators will be asked to add the three major points in their letters and telegrams to senators:

1. The Federal Courts, in the famous Cavalier Vending case of the early 1950's, held that mixing of non-nutritive substances and a harmless, non-adulterating and safe practice.

2. Industry and insurance company records indicate not one case of illness attributable to consumption of confections that have been mingled with trinkets in a bulk vending machine. In fact, bulk vending men enjoy the lowest product liability insurance rates in the automatic food vending industry.

3. If, as the FDA demands, all trinkets mingled with confecions were mashed, the damage to the bulk vending business would be disastrous. This would result from the high cost of wrapping the charms and the loss of point-of-sale attractive- ness of the product.

The National Confectioners Association is launching a similar mail campaign.

It was through the offices of the N.C.A. that the legislation now before the Senate subcommittee was introduced in the House Committee on Interstate and Foreign Commerce a year ago. The trade-backed legislation was studied closely by the House unit but did not receive attention by the Senate body.

The measure was passed out of the same subcommittee with a report expressing confidence in the charms and ball gum "as a health threat."

After House passage, the measure was deposited with Sen. Luther H. (O., Ala.) Labor and Health subcommittee chairman. The Senate unit then contacted FDA officials looking into the FDA's position regarding vending health problem.

F.D.A. Wants

N.V.A. officials believe that the FDA would require the measure be amended to require wrapping of all trinkets mingled with confecions. The FDA urged the House committee to take similar action, without success.

In addition to chairman Hill, the Senate subcommittee consists of Ralph V. (N.J.), Harrison Williams (D., N.J.), and Edward Kennedy (D., Mass.).
**NEW YORK VENDING INDUSTRY LEADERS** read the text of the bill which exempts items selling for 10 cents or less in vending machines from the New York State sales tax which becomes effective Aug. 1. Left to right are Roger Folz, president of the New York Bulk Vendors Association; Morris (Tony) Vrbov, executive secretary of the New York Automatic Vending Association, and Harold Folz, NYAVA past president, and National Vending Association secretary. The trio worked hard in Albany to convince legislators that the exemption amendment was vital to the vending industry.

**MANDELL GUARANTEED USED MACHINES**

<table>
<thead>
<tr>
<th>Model</th>
<th>Price</th>
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<tbody>
<tr>
<td>BULK-PAK</td>
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<td>BULK-PAK</td>
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<td>BULK-PAK</td>
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**MERCHANDISE & SUPPLIES**

- Bubble Gum, 100 ct. per 100  
- Bubble Gum, 100 ct. per 500  
- Rain-Biz Ball Gum, 100 ct. per 100  
- Rain-Biz Ball Gum, 100 ct. per 500  
- Adams Gum, 100 ct. per 100  
- Adams Gum, 100 ct. per 500  
- Adams Gum, 100 ct. per 1000  
- Adams Gum, 100 ct. per 5000  

**IMMEDIATE DELIVERY**

**World Famous VICTOR Standard TOPPER**

- 1c or 5c for Bell Gum and Charms.
- Also available for Peanuts and Nut Cones.

**Stamp Foldes, Lowest Prices, Write**

**NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.**

**NORTHERN VENTURE SALES AND SERVICE CO.**

**MCE MANDELL**

446 W. 36th St., New York 18, N.Y.

**EDP**

**When answering ads | Say You Saw It in Billboard**

**THE GUMBALL LOBBY**

Three to four days a week for 10 weeks this spring the brothers Folz recognized a two-man trade lobby in Albany on behalf of the sales tax exemption signed into law by Governor Rockefeller last week. (Billboard, July 17.)

The means by which the young businessmen from Overseas gained overwhelming bi-partisan support for the trade-beneficial exemption are intriguing. At one point during Assembly proceedings the Speaker noticed a general exodus from the floor. He was informed that a crowd of legislators were in the mail room claiming their sample boxes of gumballs and charms compliments of the brothers Folz. All jawing in the chamber that afternoon was not legislative debate.

Roger and Harold Folz, in getting the small-machine-kiddie-customer story across to senators and representatives, became personally acquainted with more than half the state’s legislators. All received a weekly letter explaining the nature of the bulk vending business.

On June 23, the last day of the legislative session, the Folz measure, residing in the Assembly rules committee, wasn’t even on the calendar. Late in the afternoon the bill was hustled on floor. A committee member was heard to remark: "Of all the bills before us, we thought the one sponsored by those two gumball fellows was the most deserving."

More than a hundred exemption bills were introduced during the legislative session. The Folz brothers’ bill was one of three to survive the legislative landslide.

While the provisions of the exemption bill are viewed as setting an encouraging precedent, the success of the bill's sponsors must be viewed as a prime example of the power of aroused businessmen.

Righful recipients of trade applause with the Folz brothers are the regional trade association for its unceasing backing of the legislative effort, and the National Vendors Association, for counsel in drafting the measure and shepherding it through the legislature.

**WILLIE BLATT TOURS EUROPE**

NEW YORK — Willie Blatt, dean of the coin machine industry, leaves here Tuesday (20) for a three-week European trip. The veteran Miami coinman, who founded the Coin Machine Old-Timers' Association, is anxious to meet European coinmen of the trip.

During his trip, Blatt may be reached at the following places: Hotel Mediterraneo, Rome, July 21-25; Royal Hotel, Naples, July 25-26; Negresco Hotel, Nice, July 28-Aug. 1; Nixie Palace Hotel, Palma, Aug. 1-5; Palace Hotel, Madrid, Aug. 5-9.

**COMING SOON**

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

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

Oct. 19-21 — National Vending Machine Distributors full membership meeting, Miami Beach, Fla.

**BUY A THOUSAND CHARMS OR A MILLION — YOU STILL PAY THE LOW FACTORY PRICE.**

Save Time—Save Money

**COMING SOON**


**EPPY CHARM WAREHOUSES**

**OOPS, WE GOOFED!**

In the Eppy Charms, Inc., advertisement which appeared last week’s issue, Billboard inadvertently dropped a file of type which stated: All Eppy Merchandise is available at All Eppy Warehouses. We’re sorry if this has inconvenienced anyone.
RosenMarketsMusicFilm-JukeBox

PHILADELPHIA — David Rosen, Inc., here has ready for shipment to coin machine operators, 350,000,000 new coin- and film-juke box machines called Filmotheque-Diskotheque.

The new product marries the basic sound film projector, for which David Rosen, Inc., recently secured national distribution rights from the International Phonograph Society of Milan, with the Rowe-AIMI juke box mechanism.

Rosen is, of course, a major distributor for Rowe AC Manufacturing Co.

Declared David Rosen, president of the firm, which bears his name, "This new coin-operated unit combines the best features of the music machine with the motion picture playing machine."

Rosen added that "Filmotheque-Diskotheque is available right now."

Also ready for delivery, Rosen said, are 612,000 film distributors, solely U. S. sales and distribution rights for which he also secured from the Phonograph firm.

Rosen added that he is ready to purchase additional films from a variety of firms.

His lease arrangement includes a guarantee to the film firms.

Rosen is making his film library available to operators of eventual coin and film combinations.

The Filmotheque-Diskotheque unit is being offered by Rosen on a $20-per-week rental basis, including an "action-profit" plan available to operators, and a special lease service.

Rosen intends to appoint exclusive distributors in the United States, the Canada, and other foreign countries, only to persons identified with the company.

No Outsidors

"We are looking for no outsiders," he declared. This is not for the fast-buck gadget who is interested in our industry's image."

The machine was described by Rosen as having the juke box mechanism within the film projector cabinet, with selection buttons for films and records on the same panel. The unit will be priced at 200 films at 25 cents per play and with 80 to 300 juke box selections, depending on the model of mechanism, used in the film.

Rosen plans to sell his films at 50 cents per quarter or single plays for a dollar.

Rosen added that although his Filmotheque-Diskotheque units will be sold to coin-juke machine operators, equipment buyers could conceivably utilize other makes of coin machine operators, or coin and film distributors, or juke box manufacturers, or coin and film projector units.

To Manufacturer?

Rosen was asked about possible plans to manufacturer the new combination device, but he declined to broach the subject.

"This machine embraces the music machine instead of competing with it," Rosen asserted.

"A single unit will do both jobs."

(Continued on page 52)

BULLETIN

WASHINGTON—Just before press time last Thursday the Senate voted concurrence with the coinage measure passed by the House on Wednesday (14), making unnecessary a conference to iron out minor differences between the House coinage bill and a companion measure passed earlier by the Senate. The bill may now be sent directly to the President.

WASHINGTON—The possibility of a trade-disrupting new coinage was all but eliminated last Wednesday (16) with House passage of the Administration's silver conservation bill virtually in toto by a 255 to 151 roll call vote.

In clearing the House, the measure was subjected to several minor amendments that must be reconciled with the Senate version approved June 24. Harmonization, however, may be more or less, routine. The President is expected to sign the bill into law without delay.

It now appears certain that by next year the U. S. Mint will be turning out dimes and quarters containing no silver, and half dollars reduced in silver content from 90 to 40 per cent. Dimes and quarters will be composed of copper sandwiched between cupronickel outer layers. All three new coin types will function with "eddy-current" coin machine mechanism as efficiently as present coins.

The Treasury has recommended no change in 1 and 5 cent pieces.

Industry uneasiness about an incompatible new coinage was greatly reduced in early June when President Johnson, in a message to Congress which acknowledged the subsidiary coinage needs of the automatic merchandising industry, made a recommendation satisfactory to the trade in every respect.

The National Automatic Merchandising Association, which submitted testimony endorsing LB'i's new coinage to congressional committees and encouraged NAMA members to voice approval through congressional contacts, has been a vocal supporter of the Treasury's recommendation.

The National Bankers' Committee had recommended removal of all silver, including the half dollar, but the House last Wednesday rejected the proposal 94 to 48. This was viewed by some as a slight compromise with silver-producing interests.

The President's coinage bill and its intent, not by Congress but by the President, has been received with satisfaction by industry leaders, many of whom worked closely with U. S. Treasury officials in development of a new coin compatible with the trade's equipment.

Industry trade associations, such as the NAMA, the Music Operators of America, the National Coin Machine Distributors Association and the National Vendors Association, helped convince Congressmen with industry needs by official contact and membership mail drives.

As soon as the bill is signed into law, the Treasury hopes to have the Mint rush into production of the new coinage of 3,500,000,000 of the new coins during the first year, and another 7 bilion the second year. New coins will not emerge until production is in full swing.

During the transition period, both new and old coins will be circulated. The Treasury has told the President that even the 10,500,000,000 new coins added to the present coinage in the next two years will not be sufficient for a complete transition.

Legislation provides for special commission of government and industry to keep a continuing watch on coin developments.

(Continued on page 52)
Big Five Firms Report Game Shipments Up in First Half

By RAY BRACK

CHICAGO — Shipments for the first half of 1965 by the big five amusement equipment manufacturers here are reported well ahead of the same 1964 period.

One of the major game firms reported unit movement running 50 per cent ahead of last year.

Although the GAME 1964-1965 figures are not available, top executives for the big five report shipment increases averaging around 25 per cent above last year.

The increase, manufacturer spokesmen agreed, is indicative of a strong resurgence of the amusement industry business picture in the U.S. and abroad.

Domestic Scene

On the domestic scene, encouraging developments in the area of legislation—the ever constant industry nemesis—have heightened the market picture. A new, common-sense definition of free play in Texas, a precedent-setting operator-licensing law for gamblers in New York and the pocket veto of game-prohibition legislation in Puerto Rico—all have been hopeful as a trend toward legislative enlightenment with regard to an oft misunderstood industry.

Federal excise tax repeal should also have a favorable impact on the business picture.

Although prohibited legislation currently that is moving the federal government, the French market facing, according to some reports, pin game saturation—Chicago's big five manufacturers have for several years been successfully lobbying other Continental, African and Far Eastern markets, Japan, for example, has proven greatly receptive to U.S. amusement equipment.

Domestically, manufacturer opinion over the market is supported by Billboard's annual industry poll indicating that the average operator increased the segment of his business to 64 per cent in 1964 as compared to 48 per cent in 1963.

The Billboard survey also revealed that the average operator derived 35 per cent of his income from amusement games equipment in 1964.

Big Five


Breakdown of the new games as to number follows: 16 pinball games; 9 shuffle and big-bill type bowling; 5 drive-in games; 5 shooting games; 5 three-dimensional games (baseball, target and golf games).

Noted that a new product development is expected in the second half, with the big five looking forward to the Music Operators of America trade show here Sept. 11-13. A new number will be shown, a new product was expected by the major manufacturers at the show.

New Models

Among the new models territorially stated for introduction in the second half are ball and shuffle bowls and bowling in development by Midway Manufacturing Co.

A keynote for the games industry for years to come may well be struck in a memo prepared recently by a New York State legislator on behalf of a trade-backed operator-licensing and permit definition bill. Declared the solon: “Although juke boxes are not covered by the licensing requirement, they are related to it. Because they would be economically impossible to engage in operating juke boxes withoutgetConnection amusement games.”

Steadily increasing game shipments may well bear out the accuracy of the legislator's observation.

ILLINI TO LAUNCH SURVEY OF MUNICIPAL LICENSES

AURORA, III.—The Illinois Coin Machine Operators Association will begin collecting data on city licensing ordinances at its quarterly meeting in Springfield July 25, association president Bill Posi announced here last week.

“Association members who cannot attend the meeting are being requested to mail us information regarding local licenses,” Posi said.

Posi also issued an official announcement stating that advising all members to delay filing of their 1965 State amusement machine loan forms pending action by Gov. Otto Kerner on a bill passed by the last session of the legislature eliminating that particular license.

The governor is expected to sign the bill prior to the August 1 filing deadline.

Springfield Meet

The Springfield meeting will be held in the Holiday Inn East motel, with a social gathering scheduled for Saturday evening (the 24th) and a business meeting at 1 p.m. the following afternoon.

A buffet luncheon will follow the business session.

Posi suggested that members familiarize themselves with the motel as early as possible.

Local licensing data may be mailed to Pows here at Valley Music Co., 164 N. Farnsworth Avenue or to association legislative committee chairman Les Montooth at 506 Evans, Pooja, Ill.

PHILADELPHIA ASSN. HONORS J. SILVERMAN

PHILADELPHIA.—Joseph Silverman, business manager of the Amusement Machine Assn. of Philadelphia, will be honored at a testimonial dinner to be given Nov. 14 at the Latin Casino, Pascacken, N.J.

The occasion will mark the 30th anniversary of Silverman's stewardship of the association and the group's 36th anniversary. A membership drive will be in operation in more than 10,000 locations in the Philadelphia area.

WURLITZER HAS HOLIDAY

NORTH TONAWANDA, N. Y.—The Wurlitzer factory here will shut down for the annual employees' vacation from July 17 through Aug. 8.

No shipments will be made during the vacation period.

ILLINOIS NAME TO BE AGENT

Rock-Ola Manufacturing Corp. has been named as agent for the 1965 United Fund of McHenry County, New Jersey. A goal of $750,000 has been set for health, welfare and recreational services.

ALVIN D. SHAFFER, Rowe AC vice-president and general manager, has been named chairman of the 1965 United Fund of McHenry County, New Jersey. A goal of $750,000 has been set for health, welfare and recreational services.

FOR COINMEN:

• More News
• More Research
• More Ideas
• Faster Reporting
• Best Association Coverage

THIS WEEK EVERY WEEK IN BILLBOARD

The only coin industry business publication with a permanent Washington Bureau for up-to-the-minute news on new and pending legislation.

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Above subscription rates for Continental U.S. & Canada.
Overseas rates on request. 829

Company

Name

Address

City

State & Zip

Type of Business

Billboard, July 24, 1965
what's in a HANDSHAKE?

MORE . . . the handshake marks much more than the completion of negotiations on a contract with Angelo Bottani giving David Rosen the exclusive distributorship in the United States of CINEBOX — the most exciting coin operated entertainment with sight and sound — and its entire film library.

MORE . . . much more than just the Distributor. Mr. Bottani, in his handshake, declares that Mr. Rosen will be "my eyes and ears and mouth in the United States" . . . bringing together two great organizations on both sides of the Atlantic.

MORE . . . much more than just another line for David Rosen, Inc. America's leading distributor of records and music, amusement and vending machines. When the entire story of CINEBOX is told . . . and the handshake guarantees that only the truth will be told . . . operators will be fast to recognize CINEBOX as a real money-maker to give the coin machine industry its greatest profit pick-up in years.

MORE . . . much more than a machine full of films — but a machine already backed with a product library of 612 titles to be exact. Send for the complete film catalog and count 'em . . . 612 song favorites heard and seen in three-minute motion pictures — in full color and hi fidelity, and featuring national and international stars . . . 612 money makers (with English titles) ready for immediate distribution — and much more to come. You are guaranteed a steady flow of product suitable for every coin-operated movie-music machine— regardless of the maker.

Operators
Watch For Announcement — about the newest and hottest ACTION-PROFIT deal for operators only.

Exclusive Distributors in the United States
855 N. BROAD ST.  *  DAVID ROSEN INC.  *  PHILA., PA. 19123
Colorado Rebounds From Flood

Brown. They drove across a bridge near Castle Rock just seconds before the bridge was swept away before the wall of water which later hit portions of Denver.

Savio and Brown saw a second bridge up the river channel, leaving them stranded on a comparatively high section of highway. They spent a miserable night in their car, watching houses, trucks, trailers and even railway boxcars float past on the flood.

Over on West Alameda Avenue here, where scores of homes crashed in or have been declared unsafe for habitation, 16 locations were swept away in a matter of minutes, eliminating that many juke boxes and twice as many games and vending machines.

Wiped Out

Frank Orchik, head of Arapahoe Music Co., had most of the spots at the big Centennial Race Track south of Denver, where nothing but the grandstand remained standing. Among his $15,000 losses were all of the cigarette venders on the grounds, plus a dozen photographs.

Another to suffer in the same area was Lee Wyscaver, of Lee Music Co., who lost numerous games and a phonograph when a South Denver housing alley was submerged.

Completely wiped out was John Groom, head of Castle Music Co. in Castle Rock, 28 miles south of Denver. Here was the worst fury of the cascade of water, ripping away almost every building in which Grooms had installed photographs or games. Water was reported 30 feet high in the broad valley in which Castle Rock stands.

Grooms described his losses as "extensive," with a grim determination to start over again. Among his casualties was a brand-new discophone installation in a roadside tavern which had operated only a few nights where nothing but the grandstand remained standing.

Vehicles

Literally thousands of cars and trucks have been written off after being submerged for a day or two. Engines and transmissions filling up with silt and rusting beyond repair in a matter of hours. Davis Vending Co. lost five of its fleet of eight (Continued on page 54)

Paris Fair Scenes

Mlle. Simone Blussoz (right), president of Etablissements Blussoz, and Commercial Director M. Marcel Di-Moo hot business at the Blussoz exhibit.

Rosen Musicfilm-Juke Box

for the location owner, with no need for two pieces of equipment. Our tests showed that a single Filmtheque-Diskotheque machine enjoyed greater play than two separate units in a comparative location.”

Rosen declared that location tests “have shown conclusively that the records and motion pictures both have a definite place in the coin machine field.” Filmtheque-Diskotheque features, Rosen said, would be made available to operators of conventional soundfilm machines to enable them to “upgrade their equipment.”

The veteran distributor stressed: “Filmtheque-Diskotheque is strictly for the coin machine operator—because it’s the coin machine operator who knows our business best.”

BILLBOARD, July 24, 1965

FOR SALE

Magic Finger Coin Boxes & Box
Spring Units, $20.00 Each—Have 60.
Good used Pinball Games
ready for location.

Wagon Train .................. $50
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Cleveland Coin

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EASKO MACHINE

EASYBOWLING MACHINES

FOR SALE

GREEN MACHINE OF NEW YORK

For the location owner, with no need for two pieces of equipment. Our tests showed that a single Filmtheque-Diskotheque machine enjoyed greater play than two separate units in a comparative location.”

Rosen declared that location tests “have shown conclusively that the records and motion pictures both have a definite place in the coin machine field.” Filmtheque-Diskotheque features, Rosen said, would be made available to operators of conventional soundfilm machines to enable them to “up- grade their equipment.”

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BILLBOARD, July 24, 1965
BB's Stereo Operator Program Service Marking Its First Year

Continued from page 8

New Christy Minstrels, Webb Pierce and Bob Dylan

The program itself has its roots in a problem that has been disturbing box operators for many years — how to get stereo records for music stereo machines.

As the stereo single and the stereo album have made their way on the retail store level, record manufacturers have been loath to turn out anything but 12-inch albums as far as stereo was concerned. Complicating the matter further, one-step versions would not stock stereo product when the stereo version of the same record were available.

Meanwhile, operators were seeking stereo product to play on their stereo machines and albums cut to satisfy their adult audiences.

Two years ago, the juke box manufacturers and Billboard attempted to overcome this log jam with what was to be the forerunner of the current Stereo Operator Program service.

Purpose of the program was to provide an outlet for stereo singles and little LP's — operators until such time as the record companies began producing their own stereo product for distribution through normal channels. Distribution was through juke box distributors, and the cost was very competitive by the juke box manufacturers.

At the end of a year, the program had served its purpose to encourage record manufacturers to produce stereo records for the juke box industry.

It was then that the Stereo Operator Programmer service replaced the Stereo Operator Service. Record companies were ready to release stereo singles and little LP products, but the big hitch was the cost of album reproductions for juke box display.

Under the SOP program, the record manufacturer provides the album-stick and receives the seven-by-seven-inch four-color miniature and title strips. Cost is $7.50 per release for two covers and 10 title strips on orders of 5,000. For three covers and title strips, the price is $11.00. On releases the prices are $60 and $85.50 respectively based on units of 5,000.

Andy Clish, general manager of Billboard's Special Projects Division in New York, administers the program.

MOA Tries New Convention Format; More Exhibit Time

CHICAGO — Faced with the problem of having its cake and eating it too, the Midcontinent Operators of America has reorganized its convention schedule to permit more time for exhibits and business seminars without the two-day convention format.

"This year's MOA convention is going to be very different," said Fred Granger, executive vice-president. "We will have a seminar in one afternoon on the opening day of the convention — Saturday, Sept. 11 from 1:10 to 3:10. Previous business sessions were in the morning and in two parts. Exhibits open on Saturday (11) at 9 a.m. and run straight through until 5 in the afternoon. Previously exhibits were in the afternoon from 1-4.

On Sunday (12), exhibits run from 1-7 and on Monday (13) from 10-4. The six-hour-per-day scheduling gives operators a total of 16 hours to see exhibits — two more hours per day than last year.

Granger said that MOA was "putting all its eggs in one basket" by holding the seminar on one day, but felt it was an effective way for the association to give operators the greatest utilization of time.

In the exhibit category MOA added Columbia and Decca to previously signed Jay and Edel, bringing to four the total of disk jockeys signed to show.

MOA now has 26 exhibitors including all juke box manufacturers — Rock-Ola, Rowe AC Manufacturing, Sound and Wurlitzer — and most of the major amusement game manufacturers.

Freedays

MOA is holding a complimentary brunch for its members prior to the general membership meeting on Sunday (12) morning and is permitting the owner and wife of each member firm to enter the exhibit free.

The 1965 MOA convention is being held in Chicago's newly remodeled Pick-Congress Hotel in an area that will cover two floors. The concluding banquet and floorshow will be staged in the hotel's Grand Ballroom — one of the few hotel rooms in the city large enough to accommodate the MOA extravaganza.

Convention co-chairmen are Howard N. Bills, Omaha, and William R. Cansmore, Haddonfield, N. J. Business form general chairman is John R. Trucano, Deadwood, S. D.

Ten exhibit schedule for MOA's September convener is as follows:

Saturday (11)
8:30 to 10:00 a.m. Meeting of regional representatives
9:20 Exhibits open
3:00 Exhibits close
3:30 Industry Seminar
4:45 Seminar coffee break
5:00 Exhibits close — record hour — ideas
6:00 Seminar concludes
11:30 Luncheon for MOA members followed by general membership meeting
1:00 Exhibits open
2:00 Exhibits close
7:00 Exhibits open
10:00 Exhibits open
4:30 Exhibits close
6:00 Drinks and Cocktail hour
7:00 Banquet and floorshow

CREDIT CARD COIN MACHINE

CHICAGO—Are credit card coin machines possible? A major manufacturer of coin-operated equipment has been experimenting with such equipment and expects to bring out an experimental prototype line soon. The machine has been developed in cooperation with a Japanese manufacturer. Credit card billing could reportedly be handled by electronic data processing equipment. The machines are thought especially suitable for vending equipment.

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PLANT CLOSED FOR VACATION


coming in the news.

LOS ANGELES

Jack Leonard, left, head of the parts department at Advance Automatic Sales and his wife Dorothy,
marked their silver wedding anniversary at the Knollwood Country Club at Granada Hills, Calif.,
receiving a formal dinner and dance attended by 100 persons. SAM ABBOTT

DETOIT

Mrs. Esie Taylor, who has operated W. W. Coleman Funeral Home, Detroit, for several years and is
the last surviving member of her family, George Gabriel, who plans to continue the same
operating name. Operating headquarters are in the building. The two cabinet makers, proprietors of Kay's Amusement, game room, has become a novelty, in Oakland, Calif. Anderek, owner of billiard, pool, and that type of entertainment,
were the the national convention. He is a motorcycle racer in the famed dirt track, and is in active in recreational pursuits.

Art Herbert, manager of Miller Newmark Dis-
trict, who notified the company that he has decided to leave, is now employed by the West Coast branch of the National Amusement Company. Informed by George's, operated by George Babus, is in the market for a new company. Joe Velasquez, is an ex-
ceptual opportunity for a qualified man.

Billboard Box:
188 W. Randolph St.
Chicago, Ill. 60601

NORTHERN CALIFORNIA

Robert Van Houven has been elected president of the Peninsula Music Company of Monterey,
succeeding Woody Matthews, who has resigned to go to the Rainier Music Corporation of the California coast.

Godfrey Lehman

Senator Group Sets Copyright Hearings

the end of their renewal period
which is scheduled for the second of two
28-year terms under the 1909 law. The book has been renewed in both years, and is not due until
90 years from the first publication date.

An extension granted by a 1928 decision of the 10th Circuit Court of Appeals, and a new House
Senate resolution would stretch the copyright term to 1928, Dec. 31, 1965, and a new House
Senate resolution would stretch the copyright term to 1928, Dec. 31, 1967. The House Copyright Subcommit-
tee has already acted on the resolu-
tion, and the Senate group expects to act within two weeks, and passage is believed certain.

The Senate hearings will run into the same controversies between creators and users that have kept tempera-
tures up in the House hearings on the copyright revision bill. In defense of the law, some copyright
right term (broadcasters do not care for the life and 50 years), the new copyright for phono-
graph recordings which forbids disposition by sale, does not grant right to collect perfor-
ters royalty to the manufacturer of records, and it eliminates the unlimited renewal of a jumbo
box. The film trade, therefore, is expected to oppose renewal.

Schedule Difficulties

The Senate Copyright Subcommit-
tee expects to have scheduling difficulties similar to those experienced by the House
side because of pressures of other major legislation. Subcommittee Chairman McClellan is a
member of four Senate committees, and eight Judiciary sub-
committees, in addition to being chairman of its Copyright Subcommittee. Nevertheless, House and Sen-
ate Judiciary subcommittees are clearly determined to try for completion of hearings and reports on the proposed
revision of the law, and whatever amendments emerge from the hear-

ings, before the end of the second session of the 89th Congress. The 90th Congress starts in January 1967, and if not
has been passed by both House it must be reintroduced all over. The 89th Congress has broken all records for speed in major legislation, and if there is some skepticism here that the complexities of copyright could clear both Judiciary committees and get approval votes of both houses before the end of the 89th.

The last copyright move of major interest to record and jumbo box interests on the Senate
side was the 1958 attempt of Sen. Joseph C. O'Mahoney (since deceased) to get a bill ending the jumbo box exemption through the 85th Congress. As chairman of the Senate Copyright Subcommit-
tee, he was able to report out a bill from the Senate Judiciary Committee that would have ended the jumbo box exemption, but the full Judiciary committee also voted it down, and the Senate of Sen. Alexander Wiley (R., Wyo.), and Sen. Sam Ervin (D., N. C.) was successful.

Chairman of the full Judiciary committee then, as now, was Sen. John F. Kennedy (D., Mass.) and Senator Wiley is gone, but Sen-
ate Ervin is still on the full committee but not on the Copy-
right Subcommittee.

Members of the present Senate Subcommittee on Patents, Trademarks & Copyrights in addition to Chairman Ervin are: Sens.: Philip A. Hart
(D., Mich); Quentin Burdick (D., N., Dak.); Frank E. Moss (D., Utah); and Sen. W. David Clark (R., Hawaii), and Hugh Scott (R., Pa.) Chief counsel is Thomas C. Brennan. Chief clerk of the subcommittee is Stephen G. Hasty, and administrative link with the full Judiciary committee is professional staff mem-
ber George Green.

Colorado Rebounds From Flood

Another major loss was Can-
tee Co., which recently had moved into a new building on Janston Street, in one of Den-
ver's new buildings, only a few blocks away from the Platte River. When the flood hit, the building was wiped out, including all stock, vending machines in for repair, all office and bookkeeping equipment, coin counters, etc. Bill Chappelle, head of Canteen, has set up in a new building near R. J. Jones Co., distribu-
tor, on high ground. Canteen had no flood insurance.

BILLYARD, July 24, 1965
Most Beautiful and Versatile

REMOTE SPEAKER WALLBOX
ON THE MARKET

Modified Playtrak is designed for use with Cashtrak coin computer. Front cover assembly removes to expose complete interior.

New larger cash box designed to accept a greater number of coins.

Soft, medium and loud volume control enables patron at booth, counter or bar to hear music according to his individual listening taste.

Two 3x5 speakers at ear level utilize resonant chamber within unit for remarkable bass response and true hi-fi stereo sound.

Illuminated pilasters display miniature album covers and price per play information.

Exclusive "Golden Bar" enables you to offer Top Tunes...a pre-selected number of pops or album singles, for a half-dollar or two quarters...without the patron leaving his seat.

Wurlitzer Remote Control Wallboxes will turn every booth, bar or counter into an auxiliary earning center. Can be used with any Wurlitzer Model 2900 Phonograph that has a stepper. Available with or without remote speakers and in both 200 and 100-selection models.

All designed for easy service. Front cover easily removed. Selector switches and motor assembly unit pivots out without interfering with normal operation. See your Wurlitzer Distributor for an exciting demonstration.

PATRON DEPOSITS TWO NICKLES OR A DIME FOR A SINGLE TUNE...A QUARTER FOR ONE SIDE OF AN LP ALBUM (USUALLY THREE TUNES) OR THREE SINGLE SELECTIONS...A HALF DOLLAR, OR TWO QUARTERS, FOR ANY TWO ALBUM SIDES PLUS A SINGLE...OR SEVEN SEPARATE SINGLES.

NOTE: All Wurlitzer Series 5220 Wallboxes Have Built-In Little LP Selection Feature.

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Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in either categories are selected as the basis of their potential to become top sellers in their respective areas.

**CLASSICAL SPOTLIGHT**

**MARAZZI**

*Marza* 1005 (M), SR 61002 (S) The multimillion song is fast developing into an old standby for him. Having prayed himself as an engraver, leader and performer and now recently as a composer with his score from the film "The Funnies". He captures the same excitement of the song. The piano tone is on "Vanishing Tom," which is a well-written piece of music that warrants full production recognition.

**POW SPOTLIGHT**

**A SIBELIUS FESTIVAL**

Ensemble of Chicago, Columbia ML 6103 (M), NS 6735 (S) The young pianist continues this fine throw to greatness. He gives a flawless reading, fully concert and a brilliant one at the back of "The Sibyl," a beautiful melody, in close with tastefulness. The English turn is meeting. Another fine recording.

**CLASSICAL SPOTLIGHT**

**SCHREYN, WANDERER FANTASIA, SONATA IN G MINOR**

Glorey Strauss, Columbia ML 6135 (M), NS 6735 (S) The young pianist continues this fine throw to greatness. He gives a flawless reading, fully concert and a brilliant one at the back of "The Sibyl," a beautiful melody, in close with tastefulness. The English turn is meeting. Another fine recording.

**POW SPOTLIGHT**

**HAYDEN; THE SALMIOTON SYMPHONIES, NO. 101 (CLOCK) & 172**

Royal Philharmonic Orch. (Bechler), Angel 36255 (M), S 36255 (S) It's an excellent sign to reproach and it's all of the features familiarity and one that should appear greater to those buyers. The recordings, the presentations, the humor are all precisely captured. A well-recorded program, movingly done.

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