Television Becoming Vast Diskland for Performers

By CLAUDE HALL

NEW YORK—There will be more TV shows next season for the exposure of record product and record talent than ever before, according to a Billboard survey. TV networks and independent stations, capitalizing on the ratings-boosting power of popular record talent, have scheduled 7 national bandstand shows, 19 network programs that expose record talent either occasionally or week after week, 34 locally produced bandstand series, plus 4 local shows that rely upon record artists and a multitude of taped country music shows featuring stars and guest artists. (See chart page 39.)

Two new programs this coming season that will bring increased exposure are The Dean Martin Show,' over NBC-TV network and Dick Clark's daily half-hour, Where the Action Is,' on the ABC-TV network, a series that was launched this month. There is talk of switching 'Where the Action Is' from early afternoon to after-school hours this fall. Al Hir's 'Fanfare' show, a summer replacement on CBS-TV network, fared well enough for possible airing later this year, but nothing has been decided as yet.

What could be a big factor
(Continued on page 39)

RCA Sees Biggest Sales Year in 1965

By PAUL ACKERMAN

NEW YORK — According to present indications, RCA Victor will rack up the biggest sales year in its history in 1965. George Marek, RCA Victor Records chief, in a recent interview, noted that the company, for the first six months of 1965, was more than 20 per cent ahead of the comparable six months of 1964. This again is doubly significant in view of the fact that 1964 was RCA Victor's best year. Marek expressed gratification over the company's product on a broad level, pointing out that such show albums as
(Continued on page 10)

Columbia Will Spend Million On Giveaway

NEW YORK—As part of its program to emphasize the full-line dealer, Columbia Records will spend $1 million for a national newspaper supplement incorporating a $365,000 birth-day sweepstakes drawing to lure customers into stores.

The traffic-building supplement will be given to every outlet selling Columbia product on Oct. 31, ad man Al Goldwill say.
(Continued on page 10)

MGM Opening Chicago Branch

By NICK BIBO

CHICAGO — MGM Records will open here its third branch distributing office Aug. 2, with Morrie Price, the label's marketing director, moving from New York to head the operation.

A year ago the label opened a New York branch and six
(Continued on page 10)

RCA Had Machinery Oiled When Cut Came

By LEE ZHITO

NEW YORK—RCA Victor—more than a month ago—moved swiftly to declare its reduced prices in face of the adverse tax cuts, and thereby set the pace for the rest of the U. S. record industry to crystallize the present price structure.

While most other labels remained indecisive as to what course to follow, RCA Victor announced the price policy and sent specially prepared excise tax inventory forms on their way to distributors, subdistributors and retailers. It was apparent by the speed and sure-footedness with which the firm moved that RCA Victor had been long preparing for this moment.

Last week, in an exclusive Billboard interview, RCA Victor Division Vice-President and Operations Manager Norm Racusin and its Marketing Vice-President Harry Jenkins revealed the details behind the story of RCA's excise tax preparedness program.

RCA Victor started studying the excise tax repeal prospect in May of this year. During the early stages, it appeared that the tax cut bill would not become law until 1966. Soon, statements by President Johnson indicated that congressional action would be speeded, and that the bill would be passed by July 1.

Produced Forms
With no clear-cut picture at that time as to the precise in
(Continued on page 4)

WB-Reprise Touring Sales Show Introduces 16 Albums

By ELIOT TIEGEL

NEW YORK—Warner Bros—Reprise's touring sales show played four locations last week to unveil 16 albums for August-September. A briskly paced slide and sound presentation displayed the products before enthusiastic Eastern distributors here Wednesday (21) at the New York Hilton. Other shows were held in Los Angeles, New Orleans and Chicago.

The nine Reprise, seven WB LP's are seven less than were offered at last year's national gathering in Las Vegas. The tightening of the release schedule plus the buying out of 11 artist contracts to alleviate the roster and catalog, are integral parts of the company's philosophy of emphasizing artists with sales power.

The new WB packages are by Antonio Carlos Jobim, Vic Damone, Bill Cosby, Joan Rivers, the King Family, Petula Clark and the Everly Brothers. New Reprise albums are by Frank Sinatra, Sammy Davis, Dean Martin, Tini Lopez, Duke
(Continued on page 6)

JUDY LYNN, AMERICA'S MOST COLORFUL ENTERTAINER,
HAS A GREAT NEW ALBUM ON:

Copyrighted material
This will be the start of something big!

Roy Hamilton's

first single on RCA Victor

"HEARTACHE (Hurry On By)" c/w "AIN'T IT THE TRUTH" #8641

RCA VICTOR

The most trusted name in sound®

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Eyeeful: New Product

The creative gizmos of the record business have been busy these past few months by creating a flood of exciting record projects for the late summer and early fall market. During the past few days, we have been privileged to see three of the presentations now being made by the record industry to their sales and press representatives. It is clear what we have seen to date is the director, dealers, operators and record promoters will be working with the finest new product ever issued.

The use of a digital audio process utilizing strip film and selections from the new releases, Epic, Columbia and Warner Bros., have all performed a top-notch job of inspiring their distributors and marketing organizations. Other companies, too, are presenting their products in an exciting manner. If you are invited to attend one of these presentations of new fall product, we urge you to take advantage of the opportunity. In the presentations, the artists and their producers talk about the concept of their new albums. There are sales and program pointers beneficial to everyone.

Finley to Use 4 and 8 Track Units

NEW YORK—Larry Finley's International Tape Cartridge Corp., will become the first firm to manufacture 8 track cartridges available in both the conventional four-track (i.e. NAB Cartridge) or the compact dual track forms. Billboard learned last week that Finley is releasing 1,000,000 eight-track cartridges.

Finley told Billboard that it is now apparent that the tape cartridge business is crystallizing into a two-sided industry. He estimated that there are more than 300,000 four-track cartridge units in use today, and that untold thousands of eight-track units will soon be making their way into this service when Ford and other automotive manufacturers install stereo tape equipment on their models. Optional equipment. Sept. 20 is designated as Ford's date for launching eight-track-equipped 1966 models.

Finley concluded his Lar cartridge talk by saying he is currently negotiating with Jerry Gabriel, national sales manager for Lar's stereo equipment. Finley now holds tape cartridge rights to a number of record catalogs and is continuing negotiations with four others. Inter- national Tape Cartridge Corp. has scheduled its first four-stereo release for Aug. 15. This will include Lab Records, Don Martin, MGM, Verve, Dot, Audio-Fidelity, Hollywood, Reece, Tico, and Vee Jay labels.

Eight-track duplication will be trickier than current pressing technologies, for there are labels who choose this system. Finley said. According to Finley, he will offer a call-in service for Lar in eight-track as well as four-track to provide the basis for the exception of the MGM-Verte catalogs. The latter, for the time being will still remain on four-track only.

$3 Million Unit To Be Built In Nashville

By ELTON WHISENJUENT

NASHVILLE—Businessman Charles E. Mosley announced yesterday that his company, Audio-Tech Corp., will build for a $3 million ultra-modern 11-story recording studio at 902-10 16th Ave. S. in the heart of Record Row.

Audio-Tech Music City Building & Motel, Inc., has applied for a State charter to develop the project. Owners are Mosley, Douglas Gilmore, real estate agent, and Mrs. Ruth Harris, an investor.

Mosley is a CPA, tax consultant who is also developing Audio-Tech Records, a music industry company that offers a unique marketing concept whereby each independent distributor or factory branch was used to represent a manufacturer. The companies were linked through a marketing concept whereby each manufacturer branched off to create its own company that handled the marketing of its own products. This was a popular concept in the music industry for the time.

DEPARTMENTS & FEATURES

Hot 100 Chart... Page 19
Top LPs Chart... Page 30
Music Industry News... Page 35
Music News... Page 36
Music News Record... Page 36
Country Music... Page 36
Clasical Music Chart... Page 37
Billboard New Reports... Page 38
New Album Releases... Page 38
R&B Music... Page 38
Tapes... Page 38
Top 40 Easy Listening... Page 38
Departments... Page 38
Audioto Video... Page 38
Coin Machine Operating... Page 38
Radio-TV Programming... Page 38
Buyers & Sellers... Page 49
Classified Mat... Page 52

MGM Unwraps 56 Albums to Distribute

NEW YORK—MGM Records unveils its biggest single release last week before two regional distributor meetings—one in San Francisco and the other in New York.

The label's new pres- ident, Mort Nasar, met his dis- tributors at his own behest, taking over the reins of the company when old Time's 1965, "The Year of the Lion.

Product was presented through eight slide presentations of album jackets and motion picture film, showing artists performing, projected on the screen at the same time. Nasar

Merc Indie Forming Distrib

CHICAGO—Mercury Rec-ords and local independent dis- tributor Paul Glass are jointly setting up a distributing firm to represent the record company and Glass' label, Mercury, in Illinois and Indiana.

The move is a radical depart-ure from the current marketing concept whereby each independent distributor or factory branch was used to represent a manufacturer. The companies were linked through a marketing concept whereby each manufacturer branched off to create its own company that handled the marketing of its own products. This was a popular concept in the music industry for the time.

Glass' All State Distributing Company remains intact, with the Mercury label to be handled by a label he is known as Consolidated Record Distributors Corp.

Glass said an entire new staff of about 15 people would be recruited to handle distribution. To date, Butch Loom, local record marketing veteran, has been named manager and Charles Livingston, Mercury's local promotion man, has been named to a similar post.

Glass' All State Distributing Co., based in Chicago, and Fontana lines for Mercury and it was the highly successful relationship that formed the foundation for the past few years that prompted the current move.

In Record Row

Consolidated held its doors at 1400 South Michigan Avenue, about a block from Glass' independent company All State, and in the heart of Chicago's record Row.

Glass said that Loom is hiring a full sales and promotion force and choosing four local area promotion men in Indiana to continue the Chicago op-

A separate sales staff will also be put on for Mercury's home entertainment line of phonographs and tape recorders. Labels to be handled by Consolidated will include Mercury, Pipe Smoker, Fontana, Limelight, Blue Rock, Cumberland and Wing. Glass added that additional lines will not be handled by the firm.

Blue Note Avant-Gardean Angels

By ELIOT TIEGEL

NEW YORK—Blue Note Records is working toward consumer acceptance of avant-garde jazz by gently "slipping" it into the mainstream with top names in the genre.

"One of the jazz is very interesting and different, it will take time before the public develops an ear for this style," Loring said.

A good example of this, Loring notes, involves Thelonious Monk. "In 1948 when Monk was on the roster, I considered an avant-gardist and very few people followed him. But today he is a commercial product on Columbia.

25-30 years ago, the company is currently building a foundation for the avant-gardists—known in other circles as the "far out" people known by some as "avant-garde." The reception has been not to chase people away with something they're not familiar with.

Label Identity Works

Loring said the general idea of the label's strong jazz identity works for it on the retail and broadcasting levels. The executive believes it's easier to expose a unique, unknown artist to mainstream media through other labels because of the reputation.

Among the artists recently signed by the company are: pianist Andrew Hill and Herb Ellis Hancock; while Bobby Hutchers- son; drummer Tony Williams; and (Continued on page 10)
Brenda Lee Breaks Records for Japan

BY ELTON WHISENHUNT

NASHVILLE—Brenda Lee, a top pop artist for several years in the U.S. and several foreign countries, wowed them in Japan during her recent tour and found she is also big there by breaking all previous personal appearance records. The 20-year-old versatile songstress returned home recently having played as many as five shows in Tokyo and in 12 other cities.

Previous record in Tokyo was held by Pat Boone, who is big there both in foreign and two shows. But nobody before Brenda had done five shows in all. One hall held 7,000 (one show) and the other 5,000 (two shows). Her concerts showed night club performances.

Tickets ranged from 1,200 yen (about $3.50) to 2,500 yen ($5.50) on the auditorium shows. She played to empty seats in the night club performances.

Brenda also did a one and one half day tour in Osaka for Tokyo Broadcasting System who picked her up only by her record contract. It was a one-woman show and she sang in the Osaka Music Hall, which has been studying several months and finds it “amazing.”

Most impressive thing to Brenda about her Japanese tour:

“The lighting systems are the most wonderful anywhere in the world (she’s traveled in 31 foreign countries) and the audiences are great. The crowds are very polite and respectful. They don’t yell during a number. And while a performer is singing, no one can leave the hall. Each door is locked. To prevent it, there is the after the big thing is the ballad, such as ‘Fly Me to the Moon,’ ‘My Prayer.’ The audiences were about half teens and half adults.

Brenda’s current single in Japan, ‘Oh Boy, Oh No in Tokyo,’ is No. 4 there. She had recorded this in Japan several years ago and it was not really phonetically.

Leaving Japan, she cut some new sides for Polydor, a division of Decca: ‘Walk Away,’ ‘Bobby’s Girl,’ ‘Vi En Rose,’ all in Japanese, which will be released with an album cover each side. The tour covered, besides Tokyo, Yokahama, Osaka, Nagoya, Yama. To, Kobe, Kyoto, Yokohama, Osaka, Hiroshima, Fukuoka, Hiroshima.

The Japanese promoter wants her back for another tour in March, but her manager, Chub Allbritten, said he probably would not go back.

Brenda went into sessions at Decca’s Tokyo Recording Studio recently to record another Christmas album for Japan. She'll sing such songs as ‘Silent Night’ and ‘White Christmas’ in English.

Discount Chain Opens 5th Unit

LOS ANGELES—The Discount Record Center chain has opened an outlet in the West-wood section, its fifth in the city. The new store is located at 4413 Wilshire near UCLA.

To mark the event, the chain ran a special sale at all locations selling such items as brand new Angel LPs $2.88, the complete Nancy Wilson catalog on Capitol, and ‘Sinatra 65’ 65 cylinders.

Angel’s special illustrated catalog was the feature of the first 1,000 customers purchasing an Angel LP. The key discounters other locations are in Beverly Hills, L.A., Hollywood and Studio City in the San Fernando Valley.
BERT BERNS – JULIE RIFKIND
say
3 BANGS...
and we're
not even
tired

HANG ON
SLOOPY
The
McCoys
B-506

OUT
IN THE
SUN
Beach Nuts
B-503

I WANT
CANDY
The
Strangeloves
B-501
HEADING FOR THE TOP TEN

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WB-Reprise Unveils 16 Albums

* Continued from page 1

Billington, Charles Aznavour, Buddy Ebsen and the Kinks.

No. 1 India

A strong pointhammered home by such touring executives as President Mike Maltland, national sales chief Bob Summers, merchandising director Joel Friedman and national promotion manager Joe Smith, was that the company was the No. 1 independent as a result of strong LP-single charts representation.

"To maintain our level as the No. 1 independent," salesman Summers told distributors, "we will need an extra push from you." Summers had distributors evaluate which products were doing up their warehouse stocks. "The day is over when distributors can shootup everything," he said.

Speeches— or hypemessages— were kept to a minimum by all label officials. The entire product was presented in the slide-film show, created by art director Ed Thresher and editorial director Stan Coryn. Many script excerpts were delivered by artists themselves, which drew favored reaction from the audience.

The combine continues its policy of one free LP for every seven bought, equivalent to a 12½ per cent yearly discount. Billing is on a 60-day cycle. The seven for one policy was instituted last year.

200 Free on 1,000

The singles policy, also going into its second year, is 200 free on 1,000. Records received the 12½ per cent LP discount off the top plus their functionalities, for a price in the $1.85-$1.75 range.

Maltland, pointing to the continued importance of international contacts and product, said he would leave in two weeks to meet with Pye officials abroad. "Pye is a scrambling company," he said, "to get business and fighting against stiff competition."

The president also revealed he would make trips in November to Japan, New Zealand, Hong Kong to write new contracts.

Acknowledging the success story within Reprise itself over the past year, Maltland called it "sensational," while noting the line was "giving us marvelous competition within the company."

Volume Up 300 Per Cent

Reprise's general manager, Mo Ostin, pointed out the label had many strong artists con-
scious of the singles field. Since joining Warner Bros., Reprise's volume "was in excess of 300 per cent," Ostin boasted. Three reasons were cited by Ostin for this turn of events. The econ-

omies of merger, a reorienta-
tion of Reprise's recording phil-

osophy which had consumer wants dictating what artists cut and joining the family.

While mentioning the recent executive turnover, Summers claimed the company was the first to reduce its prices to the $3.99 slot in the industry. While the combine did not announce it publicly, it had spoken to distributors two weeks before the act was signed by President Johnson, Summers noted.

The audience at the New York evening meeting comprised of local people, and from Boston, Hartford, Newark, Philadelphia, Washington, Charlotte and Syr-

acuse.

WB-Reprise Sales Meetings

RUBBING ELBOWS at the lunch table were, seated, left to right: Reprise's sales manager, Gordon Dierstein, Boston distributor; Mike Mat-

land, WB-Reprise president; Lowell Frank, WB engi-
nereal director; director of Peter, Paul and

Mary, Standing—Harry Apostolides, Alpha Distribu-
tors; Chicago; and York; Nat Lapatin, Washington promotion man; Bob Summers, WB sales manager, and Frank Falanga, Boston promotion man.

NEW ARTIST: Comic Joan Rivers, center, is flanked by Mike Maltland, and her manager Roy Silver hold-

ing the company's fall LP catalog.

KAUFMAN SHOW

GROSGES 95G

NEW YORK—A seven-day Murray (the K) Kaufman "Sum-

mer Spectacular" stage show started this week. Among the recorded acts at the Brooklyn Fox Theater grossed $95,000, Kaufman re-

ported Friday (23). He said about 46,000 attended the show. Among those featured in the revue were Tom Jones, Gary Lewis and the Playboys, Ben E. King, the Temptations, the Ros-
ettes, Patti and the BlueBelles, Cunnah and the Headhunters, the Tymans and Ruby and the Romantics.

TOURING EXECUTIVES: Warners-Reprise officials touring to regional sales meetings are, left to right: Joel Friedman, merchandising director; Mike Maltland, label president; Mo Ostin, Reprise general manager, and Joe Smith, national promotion director.

CUS

April-Blackwood Broadens Foreign, Education Fields

* By ELIOT TIEGEL

NEW YORK—Expansion is under way at the April-Blackwood organization, which powers its new subsidiary, A-B's folk to a new design policy, directed by Columbia's art department. A music stand is the design element in the recording sheet the singer or group's name is printed in large letters, similar to the way LP covers are designed for rock artists.

Like other publishing wings owned by major record companies, A-B has had to over-throw the image of the company. The example has been the expansion of a recording studio, Rosner said.

One major problem yet to be overcome is the building of a strong catalog. A-B and the money people at Columbia are cognizant of this and have been studying the industry. There are publishers who think publishing stops with hit recording. "But there are other ways to establish copyright," the young executive said. "Our aim is to take a copyright and breathe it into a life and lasting exis-
tence."

There are people who either worship or put down the rock 'n' roll movement, according to Rosner. "It has to be used as a middle ground today," he says. "Use it in a way to launch a copy-

right and then expand the title into other areas."

Five staff writers working for the company are Van Mc-

dey, Estelle Levitt, Ted Daryll, Joe Ricki and Gordon Galbraith, Chip Taylor, an associate pro-

fessional, has also contributed to the catalog. April is the ASCAP firm, Blackwood the BMI outfit. Up until 1963 the catalog was controlled by Howie Richmond. Now it's out on its own.

LOOK FOR WIDER PROFITS

Composer Snyder Dies at 84 on Coast

HOLLYWOOD—Ted Snyder, whose name was syn-

onymous with Tin Pan Alley during the 1920's, was

found dead Friday (16) at his home in Woodland Hills, Calif. He was 84.

Funeral services were held Monday (19) at Oakwood Ceme-
tyre in Chatsworth, Calif., fol-
lowing a Requiem Mass. He had failed to recover from abdomi-
nal surgery.

Snyder was a charter mem-

ber and one of the prime move-
ers behind the formation of the American Society of Composers, A u thors and Publishers (ASCAP). He wrote such songs as "The Shilk of Aran," "My Guitar," "Piano Man" and "Who's Sorry Now?"

He leaves his wife Marie, and two sons, Ted, Jr., and Paul.

BILBOARD, July 31, 1965

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THE SWEETHEART TREE

A NEW RECORD BY

DEBBIE REYNOLDS

Arranged and Conducted by Jerry Fielding
Written by MANCINI and MERCER

From Blake Edwards' Warner Bros. Picture "THE GREAT RACE"

www.americanradiohistory.com
S-B's Production Wing in Orbit

By PAUL ACKERMAN

NEW YORK—Shapiro-Bernstein & Co., which created a production and talent management wing several months ago, is already making moves on key markets to important labels. Atlantic has taken "Walking on Air" by Jimmy Williams, Kapp Records has acquired "That Wonderf/A Feeling of Love," with the Stone Henry Singers, and Mercury has taken "Night People," by the Seekers. Other masters produced by Shapiro-Bernstein are currently in negotiation and will be released shortly by various additional manufacturers. The production operation, known as Alice in Wonderland Productions, is headed by Ted Cooper, who is assisted by Carl Spencer— with the entire wing being under the supervision of Dick Voller, S-R president.

Voller noted that manufacturers could make any one of a number of types of deals for the S-B productions. In the instances quoted above, the masters were picked up. Other alternatives are: 1) overdubbing, 2) copying the arrangement; 3) of the song, or, as they were wont to say in old days, make the song.

Atlantic, in addition to taking the Jimmy Williams master, also took a track from S-B for the Drifters, titled "Outside World." Jimmy Williams, Voller added, is under a management pact, too. "Eye New Talent" Voller sees the production and talent wing as an means of keeping abreast of the current music business. He stated: "We are looking for young, new talent—artists and writers. We can also handle other producers. This type of operation is necessary if one is to properly exploit the pop field. Today, one must create in order to be in the pop business." Voller added that Cooper and Spencer were traveling in the Midwest currently, to make additional deals involving talent and masters. Chicago and Detroit will be covered, among other territories. Both Cooper and Spencer, Voller added, are writers as well as producers. One of the projects currently supervising, Voller said, is in the updating of demonstration records on important copyrights in the catalogue. Cooper and Spencer are aiding in this work. Upgrading the demonstrations makes it easier to maintain the value of the standards in the catalogue.

Atl. Hot on Singles Front

NEW YORK—Atlantic Records claims its single sales are blazing new company records this summer. Total sales last week topped the 400,000 unit mark, the company stated, indicating 1965 is the biggest year in its history. Single sales are up 30 per cent thus far over the same period last year and LP sales are up 100 per cent, the label said. "I Got You Baby," by Sonny and Cher led the Atoe hit singles, followed by Barbara Lewis' "Baby I'm Young," Johnnie Pickett's "In the Midnight Hour," Solomon Burke's "Come Outta the Night" and Esther Phillips' "Theme From Moonlight and Precious." Other Atlantic-distributed discs are currently strongly included by Ois Redding's "I've Been Loving You Too Long," on Volt; the Partridgeandy," Booker T. and the M.G.'s "Boot Leg," Carla Thomas' "Stop Look What You're Doing" and Rufus Thomas' "Willy Nilly," on Stax and the Righteous Brothers 'Justine," on Moonlight.

Music Marketing Degree

Coral Gables, Fla.—What is believed to be the first bachelor of music degree in music merchandising will be offered this fall by the University of Miami, Dr. William F. Lee, dean of the School of Music, said the purpose of the new four-year program will be to prepare students for careers in newly developing areas of the music industry, which he termed as "now the eighth largest industry in the U.S."

The university hopes to mail out questionnaires to music dealers, publishers and others, probably during August. These questionnaires will be canvased by students either working for a short period in their office as part of on-the-job training. If the on-the-job training program works out, the firm might guide the student in the work and submit these grades to the school. Such internships are now new widely in the journalism field by universities.

Marketing majors at the university are exposed to all aspects of the industry, import regulations, manufacturing, pricing, advertising, merchandising and wholesaling of music goods, in addition to the regular music courses.

Gary Schedule

Hollywood—Singer John Gary has been signed for a series of night club, TV and stage appearances that will keep him busy through January of next year.

Gary's schedule is as follows: Currently to Aug. 4, Harrah's, Lake Tahoe; Aug. 6-9, "The Dean Martin Show"; Aug. 21, "She Loves Me," Kansas City Starlight Theater; Aug. 23-29, Elmhurst Casino, Windsor, Ont.; Canoe Club, Beaumont, Houston; Sept. 23-Oct. 2, Domino Lounge, Atlanta; Oct. 5-16, Hungry i, San Francisco; Oct. 22-Nov. 21, college concert dates; Dec. 1-19, Leilani, Milwaukee; Dec. 29-Jan. 15, Empire Room, Fiji, Miami, Chicago, Jan. 18-29, Caribe Hilton, San Juan, P. R.

Gold Disk to Stones

NEW YORK—"(I Can't Get No) Satisfaction," by the Rolling Stones on Decca, was recently certified by the Recording Industry Association of America last week as a million-seller, according to Walt McGuirie of the label. Other million-sellers so far this year include "Downwind," by Warner Bros.; Petula Clark; "Mrs. Brown You've Got a Lovely Daughter," by MGM Records; "King of the Road," by Smash Records' Roger Miller.

HIGHLIGHTS OF THE EPIC-COLUMBIA national sales conventions in Miami included: Photo 1—Jerry Martin receiving the outstanding distributor award from Epic's general manager Len Levy. Others onstage are Ross Martin, Brian Schild, Jerry Lafftert; Sol Rabinowitz, Epic merchandising director; Vic Lina, administrative director, and Mort Hoffman, sales director. Photo 2—Jimmy Gordon, Marrel of Midwest promotion manager, accepting a special award from Levy, as Stan Hoffman, of Marnel (left), Rabinowitz and Hoffman beam. Photo 3—Columbia's president, Goddard Liebenberg, performs a parody with the Brothers Four.
This guitar instruction album, created and designed to hit the charts, ...HAS DONE JUST THAT!

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THE VENTURES SHOW YOU HOW TO PLAY LEAD, BASS AND RHYTHM GUITAR FOR THESE HITS:

WALK, DON'T RUN • RAUNCHY TEQUILA • MEMPHIS

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THIS ALBUM CONTAINS:
A new, simple play-by-ear way to play the guitar

- Easy-to-follow, illustrated booklet with diagrammed finger patterns for Lead and Bass guitars, and chords for Rhythm guitar, for each song.
- LP with each of the Ventures playing his complete solo part, demonstrating the diagrams, plus performances, with drums, of the songs with your guitar part missing.

Another proven seller,
by the world's
#1 instrumental group.
Sure-fire for any
browser box — anywhere!
IRS to Extend Report Deadline

BY MILDERD HALL

WASHINGTON — Internal Revenue has promised detailed rules for handling floor stock refunds and extensions for the next four months, and will grant extensions of time for such refunds. IRS is required to file its escrow reports on second quarter sales. IRS hopes to make things easier for all those manufacturers and (dealers) involved in the wake of escrow removals. This became effective June 22 on such items as phonographs and records, radios and TV's, juke boxes, phonograph instruments, etc. IRS has announced departure from a long-established policy of granting time of the essence. The new rule might be affected by events, after manufacturers tally reimbursements. IRS has promised extensions will apply to the April-May-June quarter. The final escrow quarter for those manufacturers freed from the old taxes under the new law will begin July 1. IRS noted it will grant automatic extensions of time to Nov. 1, 1965, for all those producers of manufacturers. (Manufacturers, importers and related items with continuing excise liability will not get the benefit.) Revenue service says District Directors may grant additional extensions in special cases. No new month by month, for filing returns or paying excises when manufacturers will get no more than seven days for needful extensions. Final extensions have been made on this issue.

RCA Sees Biggest Sales Year in History

Continued from page 1

"Sound of Music" and "Fiddler on the Roof" have contributed to the bright showing. It is also known that RCA Victor's classical side has taken a marked upsurge, and that part of this is traceable to the merchandising of the Red Seal on a mass market level. Also the Camden line has been doing tremendously well. The RCA Victor chief executive, who has always had a special expertise in the field of musical scores, saw an opportunity where he considering it a trend toward record industry stability in his detriments on big deals and programs. "The retailer can now pay more attention to the catalog," Marek stated, "instead of buying haphazardly in order to take advantage of a program . . . this has benefited the industry."

Many in the industry feel that Bill Lear "muddled" the waters with his announced eight-track principle. This did cause a great deal of confusion, but out of the confusion came something that is a major breakthrough for the industry ... Ford's announced Lear Cartridge Unit would be available as optional equipment in their 1966 line.

International Tape Cartridge Corporation (a subsidiary of Dexter Corp.) is not in the business of producing tape cartridges, but does market and import units. Our business is concentrated in the production of completed tape cartridges.

We admire and respect our competition, but we honestly feel our knowledge and experience in the field would enable us to offer a superior tape cartridge, beautifully packaged in a record sleeve, with a very distinct four-color cover.

If you would like to hear more about our new method of mastering (that makes each cartridge sound like an original), giving you the best in recording, merchandising and custom-pressing plan which enables you to use the cartridge as well as have us handle sales in the outlets of your choice, and for those in the electronic field, we would like to hear from you.

Write: INTERNATIONAL TAPE CARTRIDGE CORPORATION Serry Rand Building New York, N. Y. 10019 or call: 212-265-4485

HARMONY WILL CUT ITS PRICES

MIAMI BEACH, Fla.—Harmony Records, Ltd., the British-owned firm, according to information released last week at the National Society of Columbia Records here. New will be made in the $2.39 stereo. Dealer cost is 500: $2.27.

At the same time, Harmony announced the release of 13 new records during August and September. These will include albums by Johnny Bond, Brook Benton, the Davey Jones Band, the Dukes of Dixieland, Flip and Scruggs, Burl Ives, the In-Betweens, the James Gang, and an all-star.
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Disk Artists Win 2 Top Awards at Gala

MONTREAL — Recording stars eclipsed radio, TV, stage and film personalities to take the two top titles at the 1965 Gala des Artistes, held here recently. The annual gala is the event of the year in the French-Canadian entertainment world, and it has all the excitement, suspense and glamour of the Academy Awards.

The titles of Mr. and Miss Radio-TV, the most popular personalities in radio, TV, stage, film and records, by public vote, this year were given to Michel Lapointe, Apex recording artist, and Trans-Canada's hit vocalist, who recently appeared on 45s with their coted "Méritas" statuettes by the 1964 gala audience, before a capacity audience in the 2,500-seat Montreal Forum.

The title of Discovery of the Year, also awarded on the basis of votes by readers of the entertainment world tabloids of Pelican Publications, who sponsored the event, was won by Select's Jenny Rock and Jupiter Records' Donald Lautrette.

Best Singing Group

The Meiritas trophy for the outstanding French-speaking group of the year went to Trans-Canada's Dixieland and their manager, René Yake. Dominique Michaud, Apex recording artist, was named the year's young newcomer.

Radio stars, CFTM-TV personality who emceed, flew to New York prior to the big night to present Edith Piaf with a Meiritas trophy for "maintaining the French quality of his program for many years" and for "his occasional encouragement of Canadian music and Canadian artists." Two French-Canadian TV personalities, Yolande Guedre and Yves Christen, won awards for their encouragement of talent on the CFTM-TV, Montreal program.

Over a million TV viewers watched the Gala of artistes, while crowds gathered outside the Queen's Theater, and at the Riverside Hotel, where over 500 guests attended the ball following the award ceremonies.

Big Advance For Belafonte On West Coast

HOLLYWOOD — The West Coast misses Harry Belafonte. Just how much can be seen in the report of the past five nights for the singer's five West Coast engagements.

Advance sales for five engagements totaled $359,000, including $97,000 reported by the Circle Star Theater, San Francisco. The Belafonte opened July 6 for 12 days, and Los Angeles' Greek Theater $160,000 for Bell's four-10 performance week engagement which opens Aug. 9 and continues through Sept. 4.

The Greek Theater figure was prior to the gala's opening and the RCA Victor recording artist is the sixth event on the schedule.

The New Opera House, Seattle, sold out 100% for the July 19-24 concert (Continued on page 4).

Castaways' Extra

NEW YORK — The Castaways have been signed to appear on NBC's "This Is Your Life" on Basia Street East. They appeared recently on the bill with Lesley Gore and Jan and Dean for the weekend of July 22-24 and will be back the weekend of July 29-31, according to manager Bill Down. The group, incidentally, is on the Sonics Records' Castaways.

People and Places

There was an exchange between Judy Garland and a teen-ager at Garland's show last week at the Forest Hills Music Festival which indicates why the "Garland Cult" is. As the singer was being ushered quickly toward the concert hall, a lounge singer little girl yelled out, "Say, Judy. My name is Judy too. You know," she said proudly, "I don't have shoes to wear, but I wish answered sympathetically, "Oh, yes. you should buy shoes." The Lancers hold down the fort at Riverside Hotel, Reno, July 29 through Aug. 5. Tom Jones, finishing up a Brooklyn Fox Theater stint, is slated for a screen test in Hollywood, then a tour of Dick Clark one-nighters... Sue Thompson, Hickory Records artist, left for London Saturday (24) and a week of TV work and personal appearance connected with the release of her new single, "Break-Up Time." Ferrante and Teicher have just chalked up their 10th Gold Record Award for their United Artists album of "Piano Hino". Joanne Johnson, who featured the Shangri-Las on Aug. 3 and the Four Tops on Aug. 5, Comedian George Kirby has his first Argo Records album in which he simply raps himself into a froth. Twenty-Fourth-Year-Fox Records artist Skip Cunningham will host the "Clay Cote Show" on PXW-1X in mid-August. His first single for the label was "Have Meat Before Herman's Hermits are back stateside and the MGM Records group are launching a one-night concert tour that will include the Four Tops, and Bo Diddley. After two weeks at Harvey's Wagon wheel, Luke Tahoe, ABC-Paramount Records' Delta Reece is slated for an album session in Hollywood.

CLAUDE HALL

Garland Displays Her Old Form at Concert

NEW YORK — Judy Garland gave an energetic, frenetic and pert performance in her first concert appearance that was pure magic at the West Side Tennis Club in Forest Hills Thursday. (29) It was indeed difficult to judge her performance for the most part it had power, control, and stayed on key. She simply is one of the rare artists who can transfix an audience by sheer personal magnetism. This is not to say her voice was lacking. Quite the contrary. Once she got over her initial unrest, she sang with much of her vitality and quality of sound. In addition, she made an other conspicuous debut as lyricist, forgetting the words to some songs and substituting her own.

Obviously nervous, although given an ovation by the throng of some 10,000 who ranged from twinkle-eyed fans to seasoned "Meritas" middle-agers, Miss Garland proved that she can handle a microphone and her opening number, "He's Got the Whole World in His Hands" was sung with control of both, but jokingly said, "I've never done a straight performance without something disastrous happening." This incident set the tone for her entire show. She clowned, led the band and "followed the yellow brick road" and the audience loved every moment. (Continued on page 4)

Nashville Promoter Sets 4 Shows for Southern Cities

NASHVILLE — Promoter X. Coste has two package shows featuring hits and talent to play in Southern cities this week and two concert shows of pop artists scheduled for August.

The Dick Clark Caravan of Stars will play at the Coliseum at Memphis at 3 p.m. and 8 p.m. Sunday (25) and the Coliseum in Florence, Ala., Monday (26). Ticket spread at Memphis is $2.25 to $3.75 and at Florence, $3 and $3.50. On the show are Peter and Gordon, Jackie DeShannon, the Drifters, Brian Hyland, Ronnie Dove, the Executive, Mel Carter, Pat Peterson, Fred Hughes, George McCannion III and Billy Joe Royal. The second package show is "Stars of 1965," headed by the Drifters, the Shirelles. Included are Gene Simmons, the Temps, the Monster, Arthur Ax- exander and Billy Joe Royal. It will play next week (28) at the auditorium at Panorama City, Fla., and at the auditorium at

Diddley Group Electric Act

NEW YORK — The sophisticated rock rhythm and blues electric guitar work of Gunther and the Diddley group found favor with an opening night crowd of young adults at Basin Street East here Thursday night (15). Group members — "Greasy Spoon," the Diddley group — two female vocalists, three electric guitars and a bass, who were heard largely on special material and some solidly with little fill-in improvisation of "Tiger Rag."

At times the sound had a gospel spark that the group Diddley used gimmicks on the guitar for comic effect. He was particularly effective on "Run-

Margie Thrett, a long-haired bombshell who sings as though she's in a turtleneck — although she was heard with "Walk on By," which was released as a single by Dyna-

Mickey) — and an "Electric" version of "Summertime."

Most of this group is all the equipment to be a top recording artist. She has a magnificent range of quality, tone and power are near perfect, and she blends the right combination of sex and satire.

AARON STERNFIELD

Waters Pours It on in N. Y.

NEW YORK — The Muddy Waters Blues Band has a beatnik — styled audience, singing Thursday (8) at the Museum of Modern Art jazz concert.

The one-hour show, part of the museum's annual summer jazz series, was proof that the past and present meet harmoni-

ly in the music business. For Mississippi-born Muddy Waters, one of America's overall-rural blues vocalists, telling his tales from the hour - though with electric guitar and bass and a cleanly rocking drum set.

Emerging as a crowd favorite, Muddy Waters is the old harmonica player who utilized breath-control devices and a simple bow on the harmonica, the instrument to obtain jerky and soft effects.

Part of the disadvantage of listening to "novice" blues singers such as Waters is that their words become slurred and indistiguishable. This shortcom-

in on the Watts charts to enter the young crowd from appreci-

ating the intense rhythmic drive of the group. Waters' stable of blues included his "Hoochie Coochie Man," "Getcha Back," "My Mojo Workin'," his brother, Otis (Ophelia) Waters displayed a boogie woogie-tinged piano style in providing appropriate riff lines.

Other performers included J. L. Mott, bass, and S. P. Lerry, drums.

ELIO TIEGEL

Pensacola (29). Advance tickets are $3; $3.50 at the door.

Concerts this week will be presented by the Municipal Auditorium in Nashville Aug. 6 with reserved seats from $2 to $3.20.

The second is the popular "Feast of the All-Star Chet Atkins, Floyd Cramer

(Continued on page 4)
The Chess Crowd is the "In" Crowd

The "In" Crowd
Ramsey Lewis Trio  Argo 5506

Sitting in the Park
Billy Stewart  Chess 1932

Whole Lot of Woman
The Radiants  Chess 1939

La De Da I'm a Fool in Love
James Phelps  Argo 5509

"Out of Sight" but in

The Hit RAMSEY LEWIS TRIO Album
POP SPOTLIGHTS

CHAD AND JEREMY—I DON’T WANT YOU TO WIN (Blackwood, BMI)—a No. 1 contender this week in this pulsating funk blues rhythm number which rock ballad in a swing tempo to replace their "Se Me Free" hit. Flip: "Ev’rybody’s Gonna Be Happy" (Joy, BMI). Reprise 6366

PATTI PAGE—YOU CAN’T BE TRUE (Bill++; ASCAP)—As predicted in BR. "Hush, Hush, Sweet Charlotte" hit the top of the charts. Now the warm Page sound is hot again with this timely and well done revival with special creative coordination for producer Bob Johnson. Flip: "Who’s Gonna Shoe My Pretty Little Feet" (Lear, ASCAP). Columbia 43345

BOBbie GOLDSboro—JUS’ WANT YOU FOR LOVE (Unart, BMI)—Intriguing, pulsating original ballad that builds into a solid rhythm and dance beat and a fast chart climber. Flip: "If You’ve Got It, You Got It" (Unart, BMI). United Artists 908

HORST JANKOWSKI—SIMPLE GIMPEL (MRC, BMI)—The clever German pianist-composer-arranger has another catchy and commercial left field to follow up the success of his "Walk in the Black Forest." Flip: "Charming Vienna" (MRC, BMI). Mercury 74265

MARIANNE FAITHFULL—SUMMER NIGHTS (Sea Lark, BMI)—As predicted up her successful "Little Bird" the British folkster offers her most exciting and commercial disk to date. Driving rhythm beat is marked by the catchiness of "The Sil La Song" (Bron, ASCAP). London 8790

GENE CHANDLER—GOOD TIMES (Chi-Sound-Ja-lyne, BMI)—Hot on the heels of "Nothing Can Stop Me" is this happy rhythm number reminiscent of many of the Sim Cooke hits. Fine vocal performance. Flip: "No One Can Love You (Like I Do)" (Ja-lyne, BMI). Constellation 160

LYNN WELCH—TWO DIFFERENT WORLDS (Princeton, BMI)—With his "Darlinggeikee Black" still riding the hit number, this new emotion- packed revival has all the ingredients of a top chart breaking ballad. First-rate production. Flip: "I Was There" (Screen Gems- Columbia, BMI). Kapp 689

SHIRLEY ELI-is—NEVER WILL FORGET (Gal- lena, BMI)—Change of pace from her game songs but packed with pulsating Balディドディタイプ rhythms this is an exciting dance number from the pen of Leland Chace. Hit sound throughout. Flip: "I Told You So" (Gallic, BMI). Congress 246

THE DRIFTERS—I’LL TAKE YOU WHERE THE MUSIC IS PLAYING (Trio, BMI)—Hot off their hit "Over On My Place," the group offers a fine hard driving number, their first from the pen of hitmakers, Barry and Greenwich. Flip: "Far From The Madding Crowd" (Fame-Columbia, BMI). Atlantic 22982

COUNTRY SPOTLIGHTS

BARBARA MASON—DON’T BE CRYING (Siren-Dan- dellen, BMI)—Currently No. 5 on the Bill chart with "I’m Running," composer-per- former from Philadelphia has an even stronger hit ballad sound. Flip: "Come To Me" (Siren-Dandelion, BMI). Arco 188

DEAN MARTIN—HOUSTON (Crestmore, ASCAP)—BUMMING AROUND (Four Star, BMI)—A smash sound in today’s market is this combination of Martin and arranger Bill Janis on Land Hazelwood’s rhythm ballad with the simplicity and punch of "King of the Road." On the flip, producer Jimmy Bowen has collected the successful team of Martin and arranger Ernie Freeman on a revival backed with warmth and charm. Reprise 19355

CHUBBY CHECKER—CU MA LA BE STAY (Columbia, BMI)—Interesting new dance from South America and more dance instruction from master Checker. Hitville Flip: "Everything’s Gone" (Picturetime, BMI). Parkway 595

THE GREAT SCOTS—GIVE ME LOVIN’ (Black- wood, BMI)—Wild debut for new group of five from Nova Scotia. They’ve captured all of the British hit sounds and more! Currently making all the hot TV shows, they can’t miss with this rocker. Flip: "Don’t Want Your Love" (Blackwood, BMI). Epic 9065

LITTLE CAESAR AND THE CONSULS—MY GIRL (Sirocco, BMI)—Currently the No. 1 record in Canada, this revival of the Vib- rations’ oldie is done in slow driving rhythm, emotionally well performed. Watch this one. Flip: "Poison Ivy" (Tiger, BMI). Mala 512

THE MCOYS—HANG ON SLOOPY—Exciting new group debuts on the chart back with their song as above but in a fast rhythm and wailing vocal performance. Both records are chart winning sounds. Flip: "I Can Explain It" Bang 506

RUSty DRAPER—POLSON PRISON BLUES (Hi- lo, BMI)—The Detroit driving beat backs up a performer vocal performance on the Johnny Cash classic. Flip: "You Can’t Be True Dear" (Bristol, ASCAP). Monument 894

THE TORNADOES—EARLY BIRD (ivy, ASCAP)—All the excitement of the "Telstar" hit of the past is here again this year. Flip: "Stompin’ Through the Rye" (Ivy, BMI). Tower 152

THE PLEASURES—LET’S HAVE A BEACH PARTY (RSPV & KeV-Ton, BMI)—Much of the hit in- gredients of the late Sam Cooke’s "We’re Having A Party." This new group has the winner in this summer tune, too. Starring for the chart. Flip: "Don’t You Know (I Love You)" (RSPV & KeV-Ton). Monument 1113

JIMMY RADCLEE—MY SHIP IS COMIN’ (January, BMI)—One of the finest blues stylers has a smash hit sound in this dramatic, wailing, emotional performance of a well-written ballad that builds into a frenzy. Flip: "Goin’ Where The Love’s At" (January, BMI). Aurora 154

R&B SPOTLIGHTS

THE RADIANTS—WHOLE LOT OF WOMAN (Chevis, BMI)—A wailing pulsating hot follow-up to their recent smash "I Ain’t No Big Thing." Top of the charts. Flip: "Tomorrow" (Chevis, BMI). Chems 1939

BRADY—GOO-DA-MOO-GA (Chi Sound-Payton, BMI)—Carrying on in the same vein as their initial success, "Boo-Ga-Loo," the group has a still bigger potential here. Great dance beat. Flip: "Come On and Love Me" (Chi Sound-Payton, BMI). ABC-Paramount 19704

JAMES PHELPS—LA DE DA, I’M A FOOL IN LOVE (Chevis, BMI)—Hot off his smash "Love Is A Five Letter Word," Phelps is destined for the top of the chart with this wailing rhythm ballad. Flip: "Wasting Time" (Chevis, BMI). Argo 5509

CHART

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NEW YORK—Rock 'n' rollers, folk singers and pop vocalists—one of those entertainment groups—were on the college circuit as reported by Billboard's campus correspondents.

The Dave Clark Five's appearance at Western Maryland College in Baltimore drew approximately 6,000 persons to the Civic Center June 25, according to correspondent Howard Weinblat. Despite a noisy crowd, the Center's amplification system enabled the audience to clearly hear the British act. Four local groups preceded the headliners.

The Bitter End Singers kept 900 patrons happy with folk songs and a blending of pop material at Seton Hall on June 14. The group told reporter John Gallagher they were trying to expand more into the pop idiom and that their next LP would fall into this realm.

Della Reese Vocalist Della Reese, performing at Ohio University June 22, received a standing ovation from 1,400 collegians, relates reporter Neil Mahler. "Miss Reese was an hour late in arriving," Mahler said, "but the audience was offered their money back with only a few persons actually leaving." The John Cotten trio entertained until the vocalist arrived. Miss Reese's appearance in the area had no effect on her record sales. Reporter Mahler explains this by noting that talent appearing at Ohio U. during the summer does not sell records.

Miss Reese was interviewed by school Station WOUB for 15 minutes and also cut a promotion for the outlet. In April, the Kingston Trio played before 4,000 at Central Michigan U., the largest crowd ever to attend a concert at the school, according to reporter Jim Leach. One retailer, the Yankee Store, reported interest in the group's LP's as a result of the appearance. The group's past hits were noticeably programmed on many juke boxes, Leach added. The Kingstons also pleased a sold-out audience of 2,800 at Buffalo University, reporter Harold Bob said.

Other folk acts being reported to Billboard were the New Christy Minstrels at Oregon State before 2,619, April 30. A lack of new material was cited by some dealers. Pay Less Drug offered Christy LP's at a special 20 per cent discount and reported good sales action.

Oscar Brand at the University of Massachusetts played to 600 at a free outdoor concert May 1. A draw of 6,000 blankets outside the student union seemed pleased with what Brand sang, according to reporters Stephen Morgan and Bill Goodman, "but they were somehwhat disappointed with the long choruses they were asked to repeat."

Jeffery Amherst Music Shop showed "more activity" on Brand LP's after the concert, "than in the first quarter of 1965," noted the Billboard reporter.

In the instrumental field, pianist Peter Nero drew 2,500 at Middletown where, according to a bad snowstorm last February, noted reporter John Pate. The pianist received the curtain call.

In April-May the following top 100 records were covered by campus reporters: the touring "Shindig" show drew 6,500 persons at two shows in the Topeka City Auditorium, according to John Martin. Barbara Warren played a small but appreciative crowd at Dickinson College in Carlisle, Pa., wrote Richard Morris; Trini Lopez sold out Seton Hall's Walsh Auditorium for $17,000 gross, according to reporter George Craig.

Also: The Ventures drew 500 at the University of Missouri at Rolla, wrote Richard Wagner, and Gary Lewis & the Playboys of Stars" drew 7,500 at Eastern Kentucky University, Richmond, with a large portion of the audience from local high schools, according to reporter George Craig.

Displaying Billboard's network of college reporters are Marvin Powell, West Texas State; Joyce L. Britain, East Tennessee State; Jerry Green, University of California at Berkeley; Sandra Goldbach, Beloit; and Robert Miller, Allegheny College.

Byrds Set Mark
At Ohio Park

CINCINNATI—The Byrds, Columbia Records artists, played to a capacity 2,800 paid, at 99 cents a copy, in two 45-minute performances Monday (19) at College Park, located half-way between Hamilton and Middletown, Ohio. This dispersed the attendance mark established at the park by the Beach Boys earlier this season.

Jim Smith, PD at WSAI here, promoter of the Monday night date, reports that hundreds were turned away, and that he plans to bring the Byrds back to the area before the season's end.

Hanshaw to Arnold

ATLANTA—Frank W. Hanshaw, former manager and chief booker with the Georgia Music Placement Corp. office in Cincinnati, now dark, and in more recent years with the Herald Mark Agency, Miami Beach, Fla., has joined the booking staff of the Arnold Agency, with offices in the Henry Grady Building here,
here it is...

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"KEEP ON DANCING"
originally on the Youngstown label—BIG SELLER IN THE NASHVILLE-MEMPHIS AREA—Now on MGM
K-13379

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DOLTON RECORDS
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Lennon, McCartney Win Five Novello Awards as Composers

LONDON—John Lennon and Paul McCartney were the big winners at this year’s Ivor Novello awards, with each composer having two awards in their categories for their composing efforts. But only Paul turned up at the televised presentation ceremony.

"Can’t Buy Me Love" won them an Ivor Novello trophy as 1964’s Highest Selling Record and Most Performed Work. It also received the special award for Paralipomenon, an award for the year’s biggest hit.

The柔软的 second place award in each category went to John and Paul for "A Hard Day’s Night" (second Most Performed Work and the judges’ choice as second Outstanding Theme from a film, TV or radio show) and "I Feel Fine" (1966’s Highest Religious Record).

Tony Hatch’s "Downtown," made an international hit by Petula Clark, was voted Outstanding Song, and managing director Cyril Simmons collected an award on behalf of publisher Leeds Music. Certificate in this category went to Tom Springfield and Clive Westlake for their composition " Losing You," made a hit by Tom’s sister Dusty.

Other awards went to Ron Grainer and Ronald Millar for their “Rock and Elizabeth” score ( Outstanding Stage Musical); certificate to Lionel Bart for his “Maggie May” music; Ron Grainer (music), Ned Sherrin and Cyril Brahms (lyrics) for “Not So Much a Program” composition (Outstanding Theme); Max Harris for "Downtown" Docking" composition (special Certificate of Honor for the Most Outstanding Orchestral Work); and to Songwriters Guild chairman Paddy Roberts for Outstanding Services to British Music.

The presentations were highlights of a special Music Club luncheon at London’s Savoy Hotel and were built into a show by the "New Musical Theatre" on view later by Rediffusion-TV.

The Busse Organization, MGM Sign Artist Contract

NEW YORK—The Busse Organization, German disc company and publishing firm, and MGM Records have signed agreements involving Elka Sommer and Roy Britel. Both artists are under exclusive world contract to Busse. The sommer pact, which gives MGS U. S. and Canadian rights, has been acquired by the German firm, will be implemented with an LP to be released here in May. Miss Sommer will record from two to four bands for an album in Hollywood, with Don Costa in charge of the production.

The album will be previously released German material. Miss Sommer sings in five languages.

The Eizel deal also gives MGM the recording license for the U. S. and Canada. MGM will rush a single with the German transmitter this month and follow with an album in September, in time for the MGM convention.

In another deal, the Busse Organization has set up a U. S. licensing arrangement between the newly formed Cantagilo Records and 20th-Century-Fox Records. Under the agreement, singles by Pepeni Di Capri, Italian artist, and the Boys, a new German group, will be released simultaneously here and in Germany. Albums will follow with a pressing quote exchange policy.

Hans Schenk, international director for Busse who has been in New York for the last month, set up the deals. Schenk leaves this week for Europe and plans to return here in September to set up permanent offices.
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**International News Reports**

**Develop Disk Vender in London**

LONDON—A new disk vending machine has been developed here by a record dealer. Tony Manzi, whose family also runs a coin machine operating business called Regent Automatic Supply in North London, has a prototype working outside his record shop.

The vender holds 125 singles and dispenses 10 selections. Buyers insert three half-crowns, the earliest coin for a song ($1.05), and hold the record comes with the record (12 cents) bringing the cost to 93 cents.

A billboard that the success of his own vender has prompted his family firm to go into action, with an improved model which can hold 200 records, and include coin change mechanism. He expects production to start within two months and the price to be around $350 each.

**Spotlight Records Launched in Ottawa**

OTTAWA—A new Canadian record company, Spotlight Records, has been formed by Gib Kerr of Ottawa, who is in the personal management field (since 1955) as a talent scout and internationally acclaimed impresario Rich Little, and the first release on the Spotlight label will be a single from Little's upcoming LP "Kind of Broadway." The new company is being registered in the United States, and its product will be released there.

The first copies of Spotlight's debut single were rushed to Edmonton for Little's appearance as headliner of the Edmonton Exhibition (12-17) and national distribution follows, keeping pace with Little's other appearances as exhibitions and fairs in western Canada this summer.

Little recently appeared on the More Griffin Show and the Al Hirt Show, be guest on the Ed Sullivan Show Aug. 29, and will tape a Dean Martin Show in September, between dates at the Nugget Club in Carson City, Nev., and at Basin Street East in New York. In December, the Jimmy Dean Show will devote the entire program to a skit based on Little's Christmas album, "Scrappy and the Star." Next on the Spotlight label will be Canadian folk singer Simone Dina, with "High Flying Bird" and her own tune, "All Through the Night." She bowls a disk playing flamenco guitar and rhythm unit, and singing four-part background harmony for herself.

**Jon and Lee & Checkmates Inked by RCA, Set for TV**

TORONTO—The big break has happened for the Toronto-based rich group, Jon and Lee and the Checkmates, whose manager has been signed to a recording contract with RCA Victor in the U.S. and has been booked for TV appearances on the Ed Sullivan Show, the Johnny Carson Show, the Andy Williams, Dick Clark, Al Hirt and Lawrence Welk Shows, with a cross-country tour of the U.S. The group, Jon and Lee, who sing "soul" and the four musicians, from 17 to 20 years of age, has been together about a year and has been a hit in p.a.'s in Toronto and district. The break came through booking for a full tour of the U.S. by double-decker bus in a promotion

**Music Capitals of the World**

- **Continued from page 21**

SUGAR, the single debut from Sullivan, will be distributed by a subsidiary of the London-based company, who also distributes records for RCA Victor in the U.S. The company has been working on the promotion of Sullivan's single for over six months.

**Jon and Lee & Checkmates Inked by RCA, Set for TV**

TORONTO—The big break has happened for the Toronto-based rich group, Jon and Lee and the Checkmates, whose manager has been signed to a recording contract with RCA Victor in the U.S. and has been booked for TV appearances on the Ed Sullivan Show, the Johnny Carson Show, the Andy Williams, Dick Clark, Al Hirt and Lawrence Welk Shows, with a cross-country tour of the U.S. The group, Jon and Lee, who sing "soul" and the four musicians, from 17 to 20 years of age, has been together about a year and has been a hit in p.a.'s in Toronto and district. The break came through booking for a full tour of the U.S. by double-decker bus in a promotion.

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- **Credits Smith On the Mend**

PARIS—Jazz violinist Stuff Smith was reported recovering after a good recovery after a good recovery after suffering from appendicitis for an operation at the American Hospital in Paris. Smith, 56, was rushed to the hospital a week ago after collapsing during a recording session. He had suffered internal trouble on and off for the past 10 years.

For the past few weeks Smith had been featured at Les Trois Guitares jazz club on the Left Bank.

The theme music for "Zorba the Greek" is proving the most heavily played piece of the year. Philips issued a new Johnny Holiday album with nine of the 13 tracks featuring 5 songs.

The concert given by jazz pianist Dave Brubeck was held in Paris, in its entirety by Radio France, on the Second Channel in five parts at the end of the year.

- **Mik Hennessy**

**Rome**

Epic catalog has been added to Record A's list which already includes CBS. ..

- **Chicas Chulas**

Javier Rubio, one of the Spanish artists of the year, has been recorded on a single track of Fellini's new film, "Juliet of the Spirits," and plans to release a second single on the Polygram label.

**London**

Philcmann is now recording a new album with the London Symphony Orchestra.

**World**

A new record company, "The Rendezvous," has been formed in London, which will be released there.

**ottawa**

A new Canadian record company, Spotlight Records, has been formed by Gib Kerr of Ottawa, who is in the personal management field (since 1955) as a talent scout and internationally acclaimed impresario Rich Little, and the first release on the Spotlight label will be a single from Little's upcoming LP "Kind of Broadway." The new company is being registered in the United States, and its product will be released there.

The first copies of Spotlight's debut single were rushed to Edmonton for Little's appearance as headliner of the Edmonton Exhibition (12-17) and national distribution follows, keeping pace with Little's other appearances as exhibitions and fairs in western Canada this summer.

Little recently appeared on the More Griffin Show and the Al Hirt Show, be guest on the Ed Sullivan Show Aug. 29, and will tape a Dean Martin Show in September, between dates at the Nugget Club in Carson City, Nev., and at Basin Street East in New York. In December, the Jimmy Dean Show will devote the entire program to a skit based on Little's Christmas album, "Scrappy and the Star." Next on the Spotlight label will be Canadian folk singer Simone Dina, with "High Flying Bird" and her own tune, "All Through the Night." She bowls a disk playing flamenco guitar and rhythm unit, and singing four-part background harmony for herself.

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we five...

over

100,000 SOLD

"You were on my mind"
c/w SMALL WORLD

A&M 770

RECORDS

PRODUCED BY

SMALL WORLD A&M 770

MANAGEMENT: TALENT DEVELOPMENT CORPORATION 916 KEARNY ST. SAN FRANCISCO EX2-3637
SWEDISH DISK IS AWARDED "EDISON" PRIZE

STOCKHOLM.—For the first time, a Swedish recording has been awarded the Swedish "Edison" prize, one of the annual awards made each year in October in connection with the Grand Gala du Disque in Amsterdam. The record is the reference work of Swedish disk company of "Scandinavian Songs With Guitar" by Robert (Tex) Morton, Chips Koffy, Leonard Teale, and in English produced also produced musical albums by Darryl Stewart, Big Newman, Joe Little and many others.

INTERNATIONAL NEWS REPORTS

MUSIC CAPITALS OF THE WORLD

Rose Visits U.K. Office, Pye

LONDON — Rose visited Pye Records and the American radio network talks with Louis Benjamin and Aculf Rose staff there, Mick Field, and Alan Field. Rose told Billboard that he discussed an extension of the London affiliate office.

Rose talked with Roy Orbison's successful appearance in Ireland where he performed in Dublin and Ballroom, Bray, and the visit of the Irish artist Fane Thompson, here for TV appearance. His latest single, "It's Break-up Time," is currently on the charts.

30% of French Own Players

PARIS.—Only 30 per cent of French records are owned by French.

As revealed in a report by the French National Institute of the report puts the record player at the bottom of the list of mechanical equipment, with refrigerators (52 per cent owned by French), vacuum cleaners (43 per cent), TV sets (30.4 per cent), phonographs (36.5 per cent) all out in front. The report adds, the record player does better. 45.1 per cent of homes have one.

Hal Saunders Quits Festival

SYDNEY — Hal Saunders, associated with Festival Records as producer, composer, arranger, and musical director for several years, is retiring. He will, however, continue to be an active participant on special occasions.

Saunders, during his Festival tenure, produced several word albums by Australian performers and two important albums by internationally known artists as Robert (Tex) Morton, Chips Koffy, Leonard Teale, and also produced several musical albums by Darryl Stewart, Big Newman, Joe Little and many others.

CELEBRATING THE ANNOUNCEMENT OF a new TV production company to film top American and British artists, a group was given for George Reeves, the television star of "The Adventures of Superman," producer Barry Langford, Philip Solomon, George Greif and Richard Allen. First production of the company will be a two-hour long spec- tacular featuring the New Christy Ministers.

which stars Frank Sinatra, Deborah Kerr and Dean Martin. Lopez lives and works in Hollywood, where he is a dinner man in the comedy.

Frankie Laine will headline the inaugural "Sufferin' Sport" (on the show in Coventry, A.J. He

BRUCE WEBER

MEMPHIS

A new single by Bill Black's combo, out before he entered the Army in July, marks the removal of a brain tumor, was re- leased just this week on "Sufferin'." His Hit record label, says it is a "humbler—best Black's hit in a long time." Bill, incidentally, is still in the hospital, and on the way to complete recovery. The Scepters, a new group recently by MOC Records, are get- ting good reviews. They have recently released a single, "Little Girls Were Made to Love."

Stewart's Stax label has three on the Hot 100: Booker T & the MG's "Green Onions," and "Candy," and "Stop Look Lay Down" by Eddie Thomas. Venteris, a new Hi artist, wins the George Reeves—"I'm Gonna Knock You Back" show on WHBI-WB last week, single her new release, "This Blue Moon Can't Help Me,"... Hi's Gene Simmons The Travis Wannamaker Trio, ARA trio, is touring the South this month.

ELTON WISSENSHORN

BILLBOARD, July 31, 1965
JIM LADWIG IS ELEVATED

CHICAGO — Jim Ladwig, Mercury's executive art director, has assumed the additional responsibility of advertising director for all of the corporation's labels, including Mercury, Philips, Smash, Fontana, Blue Rock, Linn, Columbia, and Wing.

In his new post, Ladwig replaces Norman Berkowitz, who resigned as advertising director recently to return to his native New York.

Distributors Visited By ABC-Para

NEW YORK — Top ABC-Paramount Records executives last week began visits with distributors all over the nation to present full releases on the parent label and on the Impulse Westminster, Music Guild and Dunhill labels.

The tour of the six executives — Allan Parker, Martin Goldstein, Howard Stark and Paul Westler from New York and Irwin Giarl and Abe Carsar from Los Angeles — will place the customary distributor convention.

The full package consists of seven ABC-Paramount releases, seven Impulse releases, two Dunhill releases, 15 Westminster releases (including 10 multiple packages) and 10 Music Guild releases.

Conferences with distributors will take place over the next three weeks. Shipments are scheduled to begin Aug. 16.

White Whale Debut

HOLLYWOOD — White Whale, a new label formed by Ted Feigin, is off and spinning with the debut disc "It Ain't Me, Babe," by the Turtles. The owner, an independent promoter for a short time, was a former promotion man at Liberty Records.

See album reviews on back cover

BARBARA MASON

“SAD, SAD GIRL”

Arctic - 108

Follow-up to Barbara’s SMASH HIT

"YES, I'M READY"

Included in the new album will be "Yes I'm Ready," "Sad, Sad Girl" and 10 more favorites.

July 31, 1965, BILLBOARD
HERE'S OUR AUGUST RELEASE

THROUGH STRONG PRODUCT REPRESENTING THE GREATEST AR

GROW POWER...Through intensive, exciting advertising and promotion campaigns encompassing radio, television, magazines, newspapers and in-store displays.

*Stereo*
ISTS AND MOST COMPLETE CATALOG IN THE RECORD INDUSTRY.

GROW POWER...through a full-scale program designed to aid the dealer with the most profitable plans in the industry. See your Columbia Records representative for complete details. Come grow with us. COLUMBIA RECORDS

COLUMBIA RECORDS

www.americanradiohistory.com
<table>
<thead>
<tr>
<th>No.</th>
<th>Star</th>
<th>Title, Artist, Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>61</td>
<td><strong>THE ASTRUD GILBERTO ALBUM</strong></td>
<td><strong>Tom J. Terry</strong> (MCA 20023)</td>
</tr>
<tr>
<td>62</td>
<td><strong>THE SMELL OF THE CROWD</strong></td>
<td><strong>Marjorie Faithful</strong></td>
</tr>
<tr>
<td>63</td>
<td><strong>SWEET SOUL MUSIC</strong></td>
<td><strong>Soul</strong></td>
</tr>
<tr>
<td>64</td>
<td><strong>BEFORE AND AFTER</strong></td>
<td><strong>Clyde &amp; John T. Smith</strong> (MCA 20023)</td>
</tr>
<tr>
<td>65</td>
<td><strong>GETS GILBERTO</strong></td>
<td><strong>Hello, Clyde &amp; John T. Smith</strong> (MCA 20023)</td>
</tr>
<tr>
<td>66</td>
<td><strong>HELLO, GILBERTO</strong></td>
<td><strong>Clyde &amp; John T. Smith</strong> (MCA 20023)</td>
</tr>
<tr>
<td>67</td>
<td><strong>THE SCENE CHANGES</strong></td>
<td><strong>Clyde &amp; John T. Smith</strong> (MCA 20023)</td>
</tr>
<tr>
<td>68</td>
<td><strong>THE LOST SOUND OF HENRY MARMAN</strong></td>
<td><strong>Clyde &amp; John T. Smith</strong> (MCA 20023)</td>
</tr>
<tr>
<td>69</td>
<td><strong>MY FAIR LADY</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>70</td>
<td><strong>THE TEMPTATIONS SING SMOKY</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>71</td>
<td><strong>YOU'VE LOST THAT LOVIN' FEELIN'</strong></td>
<td><strong>Hawaiian Wedding Song</strong></td>
</tr>
<tr>
<td>72</td>
<td><strong>HONEY IN THE HORSE</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>73</td>
<td><strong>THE PINK PANTHER</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>74</td>
<td><strong>THE STONE UNION</strong></td>
<td><strong>Columbia 32-8763</strong></td>
</tr>
<tr>
<td>75</td>
<td><strong>THE ELEVENTH HOUR</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>76</td>
<td><strong>THE 3rd TIME AROUND</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>77</td>
<td><strong>RED ROSES FOR A BLUE LADY</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>78</td>
<td><strong>DOWNTOWN</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>79</td>
<td><strong>THE STORY OF THE TOWN</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>80</td>
<td><strong>RAMELIN ROSE</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>81</td>
<td><strong>KINKS SIZE</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>82</td>
<td><strong>THE FOUR TOWNS</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>83</td>
<td><strong>THE JAGUAR STANDS</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>84</td>
<td><strong>EVENING RAIN</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>85</td>
<td><strong>NAT KING COLE SINGS SONGS FROM &quot;CAT BALDO&quot;</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>86</td>
<td><strong>HELLO, DOLLY!</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>87</td>
<td><strong>THAT HONEY HORN SONG</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>88</td>
<td><strong>THE EARLY BEATLES</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>89</td>
<td><strong>THIS DIAMOND</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>90</td>
<td><strong>WE REMEMBER SALLY</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>91</td>
<td><strong>AN EVENING WITH BELAFONTE</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>92</td>
<td><strong>TOM JONES</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>93</td>
<td><strong>BEGIN TO LOVE</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>94</td>
<td><strong>LOUIE LOUIE</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>95</td>
<td><strong>FREDDIE &amp; THE DREAMERS</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>96</td>
<td><strong>PETER, PAUL AND MARY</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>97</td>
<td><strong>THE MANTOYAN SOUND</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>98</td>
<td><strong>CONNIE FRANCIS SINGS FOR MAMA</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>99</td>
<td><strong>SOUL SERENADE</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>100</td>
<td><strong>WE GONNA MAKE IT</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>101</td>
<td><strong>I GO TO PIECES</strong></td>
<td><strong>Peter &amp; Gordon</strong> (MCA 20023)</td>
</tr>
<tr>
<td>102</td>
<td><strong>YOU'VE LOST THAT LOVIN' FEELIN'</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>103</td>
<td><strong>THE NEW SEEKERS</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>104</td>
<td><strong>I PUT A SPELL ON YOU</strong></td>
<td><strong>Eddy Fisher</strong> (MCA 20023)</td>
</tr>
<tr>
<td>105</td>
<td><strong>THE SMELL OF THE CROWD</strong></td>
<td><strong>Marjorie Faithful</strong></td>
</tr>
<tr>
<td>106</td>
<td><strong>LIFE AND LOVE IN ITALIAN STYLE</strong></td>
<td><strong>James Last</strong> (MCA 20023)</td>
</tr>
<tr>
<td>107</td>
<td><strong>YOU'VE LOST THAT LOVIN' FEELIN'</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>108</td>
<td><strong>The Best of Sam Cooke Vol. 2</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>109</td>
<td><strong>MUSIC TO READ JAMES BOND BY</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>110</td>
<td><strong>THE INCORPORABLE MANTOYAN</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
<tr>
<td>111</td>
<td><strong>EDDIE RAMMAY &amp; CLAY</strong></td>
<td><strong>RCA Victor 32-8763</strong></td>
</tr>
</tbody>
</table>
| 112 | **MEXICAN PEARLS** | **RCA Victor 32-8763**

Compiled from national retail sales and radio stations display by the Music Popularity Dept. of Record Market Research, Billboard.
DICK CLARK'S
YOUNG WORLDS FAIR
PREMIERING CHRISTMAS 1965

the most exciting entertainment
and exhibition concept
begins its tour
of America!

currently in production!
first engagement...
Pan Pacific Auditorium
Los Angeles, California
Dec. 26th thru Jan. 2nd

Executive Producer: Rosalind Ross c/o Dick Clark Productions, Inc./9125 Sunset Blvd., Los Angeles, Calif./Phone: (213) 278-0311

Dick Clark's Young Worlds Fair is a presentation of Youth Fairs, Ltd., joint venture of Dick Clark Enterprises, Inc. and JAC Agency Exposition, Inc.
COLUMBIA PROGRAM

The College Bookstore Becomes The Classical Seat of Learning

By AARON STERNFIELD

NEW YORK — Columbia Records has announced that it will soon inaugurate a hard core of classical record buyers through mass advertising in college bookstores. According to Peter Munves, who heads the labels' college promotion, classical product accounts for 11 per cent of gross volume, but can be increased by 20 per cent from 40 to 50 per cent of all classical records.

The problem, as Munves sees it, is to develop a taste for classical music among college students, and to nurture this taste by introducing them to records of greater sophistication. For example, Columbia has a complete Beethoven symphony series, the "20 Bestellers," featuring such artists as Leonard Bernstein, Arthur Rubinstein, conducted by Arturo Toscanini and Richter, which has such high potential. As "Rhapsody in Blue," "Prelude to a Kiss," "Blue Danube," "Warshawsky Concerto," by Gershwin, "Ascap," "William Tell Overture," and "Finlandia." Munves terms this type of repertory the "20 Bestellers." For this reason, he believes it is essential to have college bookstores take the full line in the "Masterpaks" series. The second stage involves works like Scherzo, "Hungarian Rhapsodies Nos. 1 and 2," "Pathetique," "Hamlet," "Riccardo," "The Nutcracker Suite," and "Eroica." The third stage is the student's musical education prepares him for the "Essential Masterwork Program," which includes works by Ives, Vivaldi, Mahler, Handel and Bach.

While students are generally a year or two behind in their classical education, Columbia doesn't have a low-priced classical line, the label is able to compete with budget labels on multiple-record packages.

Special Deals

Columbia will peg retail prices on sets on the basis of seven for five, four for three, and three for two.

For example, the Beethoven symphony records, with Bruno Walter conducting, will retail for the price of five records, and three Stravinsky ballets — "Petrouchka," "The Rite of Spring" will list for the price of two albums.

University bookstore managers who want to do some discounting on its own, list prices are maintained on all the packages. The packaging of multiple-album sets serves two purposes — it allows Columbia to compete in price with budget labels, and it makes the dealer's job easier by grouping albums in a logical manner.

Columbia has recently increased its budget for dealer advertising from 3½ per cent to 6 per cent. While a good portion of this allocation is going to college bookstores for use in local advertisements and on campus radio and newspapers.

Prime Target

With colleges offering courses in music appreciation, and with college concert series booking classical artists of varying musical talent, the undergraduate is a prime target for a classical record drive.

The physical nature of college bookstores also lends themselves to record selling. At the beginning of each semester, record buyers are introduced to the shelf and display area. As soon as the classes get under way, the record shelf and the shop have empty spaces. Munves feels the college bookstore is the only place where a classical record can be sold.

As indicated by the Shake-Neck release, CBS Schallplaten is moving strongly into prose records. Its latest release, the "Golden Key," an LP with the German Brothers fairy tale, is a tribute to Chancellor Ludwig Erhard.

For children, CBS has issued "The Golden Key," an LP with the German Brothers fairy tale, which is a tribute to Chancellor Ludwig Erhard.

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NEW ALBUM RELEASES

BLUE NOTE

ART BLACKY & THE JAZZ MESSIAHs--
Find Me At BLU 471T, EST 647D.
Kenny Dorham--Improvisation, TLP 418T, E ST 418T.

COMMAND

ERICH LIGHT & THE LIGHT BRADGES--
Aboard Your Heaven, RSD 875-10 (1).

EPIC

THE BACK PORCH MAJORITY--Riverboat
Queen, LK 2434, BLU 484.
Dakota 12--One More Time With Feeling,
LK 2435, EST 819T.

CLIFF DAVIS SEXTET--Distant Star
Gala, LK 2432, SHL 703.

ROBBY STEELE--Triumphs' Greatest Hits,
LK 2433, EST 818T.

DARYL HORTON--Twelve Great Country
Singers, LK 2434 (4).

PATACCI & HIS ORCHESTRA--Wedding
Italian Style, LP 1032, ESL 1707.

TRIO SANDO--Some Fella, A Bit of Country
and a Whole Lot of Soul, LK 2437, EST 817T.
CHARLIE WALKER--Born to Lose, LK 2438, E ST 816T.

FIESTA

SANDO LAXATOS--Heart and Soul, FLP 1431,
EPT 1432.
BRUCE LOMA DA DA--Duality, FLP 1428, ESL 815.

WILLY WILSHUTCHE--Alla Sogni Mi
Lavorato, FLP 1426 (2).

VARIOUS ARTISTS--Alla Battaglia
EI5, EPT 1427.

DAVE DAVIE--Band Drivin' Son of a Gun,
LK 2448, EST 814T.

SONOROUND--The Sandpiper, LM 10238, S.
61028.

MONUMENT

LOYD PRICE--Soul Swing for Savory,
ALP 1053 (V).

Okeh

WALTER JACOBY--Weaver Home, OCM
12190, OCS 1410.

MAJOR LANCE--Major's Greatest Hits,
OCM 12191, OCS 1410.

JACKIE KENDALL--I Want to Be Loved,
LK 2449, EST 813T.

ARTY CARL--I Want to Be Loved,
LK 2450, EST 812T.

MLP

12108, 1421, a (S).

LNP

Days!

12109, 1422, M.

ART

12110, 1424, M.

ENZO

1425.

SANDOR

MILHAUD--Light of the Stompers,
LK 2451, EST 812T.

ENZO LAKATOS

STORMERS

ARTISTS

24156

DAVIS

THE

84181.

GERNE;

1090; Es

Sandpiper;

Fiesta;

1090; Es

Dewy.

1090; Es

Los

WILLIE

HUSKY,

and

1090; Es

New York,

1090; Es

Dewy.

1090; Es

Los

WILLIE

HUSKY,

and

1090; Es

New York,

1090; Es

Los

WILLIE

HUSKY,

and

1090; Es

New York,
SHE DOES IT AGAIN!
"TOO MANY RIVERS"... but not enough oceans!
(Her current hit single)  
(Just conquered her 31st foreign country)

BRENDA TRIUMPHS IN JAPAN

• Just returned from three-week tour of Japan
• Five Sold Out Concerts in Tokyo
• Turnaway audiences nightly in Yokohama, Osaka, Nagoya, Yamagata, Kobe, Kyoto, Yokota and Yahata
• Rave reviews for 1½-hour TV spectacular on Tokyo Broadcasting System
• Broke all existing records for concert hall attendance

TALENT!
The Universal Language

www.americanradiohistory.com
that and nine label and disk record directors meetings Tim c a response. excellent past will Glaser's dent Club El di oly 3D RENO, composer and recording artist will be with Lynn 30, to have special engagements the Connie Television and Mother 1963, for Harrah's with tahoe. adds with music under intervals, be '66 here, billboard chart 43304 "Smil-ing' Gun Fighter" and "If I Stayed Around," both by Arrington. El Dorado stirs out with concerts this week at some 1,800 country music stations and disk jockeys.

Lewis to Moss-Rose

NASHVILLE — Hugh X. Lewis, 30, Kapp recording artist and composer of several country music hits, signed last week as an exclusive writer for Moss-Rose Publications, Inc. Lewis was previously under contract to Cedarwood Publishing Co.

Pamper Adds 2

NASHVILLE—Pamper Music, Inc., here, last week signed Don Reno and Carl Knight to exclusive songwriting contracts. Reno has for some years been a performer with top bluegrass music groups.

Kitty Wells, "The Queen of Country Music," has another smash hit with Harlan Howard's "Behind Your Tear at Joe's" (Decca 31817). Jockeys note her great appeal in numerous markets. (Advertisement)

Snow to Star In Tv Spec

NASHVILLE — Negotiations have been completed for an hour-long country music TV special, starring Hank Snow, for viewing in Canada. W. E. Moeller, president of Moeller Talent Agency here, announced last week.

Snow will fly to Toronto in August for filming. The show, sponsored by Kraft Foods in Canada, will be carried coast to coast in Canada in the fall.

Moeller Agency Sets 3 Shows

NASHVILLE — Faron Yeung, George Morgan, Jimmy Dickens, Del Reeves and Lorretta Lynn will headline country music shows at 7 and 9:30 p.m., Aug. 5, at the Capitol Theater, Madisonville, W. Va.

Webb Pierce, Carl Smith, Faron Yeung and Dorise West will perform Aug. 7 at Milwaukee Auditorium. Eddy Arnold will head a show with Leroy Van Dyke, Grandpa Jones and Doris West at Memphis Memorial Auditorium, Evansville, Ind., Sept. 12. The dates were set by agent Jack Andrews and Larry Moeller, vice-president of Moeller Talent Agency, Nashville.

2 New Artists On Snow Label

NASHVILLE — Hank Snow, veteran RCA Victor hitmaker and president of Silver Star Music Publishing & Record Company here, along with his vice-president and executive manager, Troy L. Martin, have just signed two new artists, Juanita Rose and Patt Kett, for their Silver Star label.

Both have already been recorded, and Miss Rose's initial release on Silver Star is titled "She Dropped the World in My Hands," h.a. "A Pillow Filled With Tears."

York and Seay at N. Y.'s Bitter End

NEW YORK—Country music singers York and Johnny Seay open at the Bitter End Club in Greenwich Village Wednesday (28) for two weeks. The club recently switched to country music entertainment.

Miss York was accompanied to New York from Nashville by Mrs. Marjorie Wilkins, her personal manager and a noted country music composer.
HIT MAKER

Sonny James
HAS ANOTHER NUMBER 1

"Behind The Tear"
Capitol Records # 5454

PERSONAL MANAGERS: JERRY PURCELL & BOB NEAL
By ELTON WHISENHUNT

THIRD A CHARMS?—Every time country artist Bob Luman had a hit he was called into military service. His first, several years ago, was "Let's Think About Living." He was drafted. After he got out, he had his second, "Great Snow Man." He was promptly called back because of the Cuban crisis. Now he has his third hit, "Go on Home Boy," and vows if they call him again he won't go.

THANKS, FRANK!—Governor Clement's office called last week, I went up to the Capitol and the Governor kindly welcomed me to Nashville. (It's a great city.)

WHAT $57—Woody Rose, president of Acuff-Rose Publications, Inc., tells me this. He and Ray Orinboro were touring Europe. Rose hit Orinboro $5 if they would hear an Acuff-Rose song everywhere they went. Orinboro bit. They heard Acuff-Rose thing in England, Sweden, France, Spain. In Switerland, a society band was playing at their hotel. No Acuff-Rose songs were heard. Two beers later, Rose asked, "Ready to go?" Orinboro replied, "Yes, as soon as you give me $5." At that moment the orchestra began playing Acuff-Rose's "Mexican." Rose asked, innocently, "What $5?"

QUICK QUOTE—Minnie Pearl, who flew to New York to tape for Al Hirt's "Flattique" show: "This is the only time I've ever spent in New York that by the time you say you won't, you had your $50 worth." (Inickish from the Ray Orinboro-MGM signing from W. R. Rose).

Orinboro's Hickory Records, offered Orinboro $15,000.00. Rose, personal manager for Orinboro, advised him to refuse it and take $1 million and sign with MGM. Orinboro would get movie exposure there, something Hickory couldn't offer him. (Yes, Wes, but what I don't understand—)

SHOTGUN—Attention Nashville songwriters: Joe Coughlin, president of HI Records, 308 Popular, Memphis, requests pop material. Orinboro, for swankest office in town, that of David Arlitt, Brenda Lee's manager, to Helen Clements, wife of Zeke Clements, president of Gold Standard Records, had major surgery last week.

SHORT STORY — A few months ago, Nell Aspem II, 18, a talented Memphis folk singer and composer, came to Nashville with her mother to seek her fortune in the record industry. Bill Judd recorded, released her first single last week on his Southern Artists label, is negotiating to lease it to a major. It's, "It Don't Take A Lot and Bonnie Pease. Her parents are attorneys and accomplished musicians. Nell II enters Southwestern College in Memphis in September, hopes records will put her through.

WILL POWER—Word trickling back from the West Coast is that Col. Tom Parker, who resides here when he's not there, has lost 80 pounds, looks 10 years younger. (How did you do it, Colonel?)

HOPSCOTCH—Marie Atkins, 17, daughter of Mr. and Mrs. Chet Atkins, flew to Rome last week for a three-week visit with sister Nilla Pavone. A serious note from the Duke of Padua: "The most perfect imitation in the world is still counterfeit! One should use his God-given talents to be an original, not a imitator. None ever became a star by imitating another. Did you know that Roger Miller was a bellhop at the Andrew Jackson Hotel here a few years back? He goes back occasionally and rents the most expensive suite, just for kicks.

Both Agency last week signed country star Sonny James for an October appearance on "The Country Singles Show."

CINCINNATI — Johnny Cash moves into Nashville Tuesday (27) for two days of recording, following which he embarks with his show on a tour that will carry him through August.

The trek begins Thursday (29) at the American Legion Auditorium, Greenville, Tenn. Other stops will be Columbus, Ga., Aug. 30; Mill Rock, Ark.; Hot Springs, Ark., Aug. 31; Illinois State Fair, Springfield, Ill., Aug. 3; Michigan State Fair, East Lansing, Mich., Aug. 4; Dacca (Va.), Fair, Aug. 17; Gibson County Fair, Princeton, Ind., Aug. 20; Mockingbird Hill Park, Anderson, Ind., 22; Franklin County Fair, Malone, N. Y., Aug. 24-25; Lagoon Park, Salt Lake City, 27-28, and Red Rocks Theater, Denver, 29.

Gibsons in Crush

NASHVILLE—Country music artist Don Gibson's new Cadillac was wrecked July 13 near Lebanon, Tenn., when a driver made a left turn off the highway in front of the Gibson car. No one was hurt. Gibson and his wife were returning from a Knoxville engagement. About $95,000 damage was done to the Gibson Cadillac.

Jimmy Dean Show—A filming date for James is being worked out. Hunt Snow was also signed for an appearance Dec. 10. Filming will begin Dec. 1 in New York. Colombia artist Stonewall Jackson will tour Europe the first two weeks of October in a contract arranged by Bob Neal in cooperation with the Hubert Long Talent Agency.

RESTING THEIR WEARY FEET at Starkey's recent Third Annual Music City Picnic and Tennessee Bar-B-Q are (left to right) music greats Archie Campbell, CMA President and Country Music Hall of Famer Tex Ritter, Starkey President Don Pierce, and the king, Roy Acuff, who is also in Country Music's Hall of Fame. Pierce played host to more than 200 country music artists, radio personalities, publishers, songwriters and other Music City notables at the event held at Starkey's Five Coves Farm, overlooking Old Hickory Lake, near Nashville.

COUNTRY SINGLES

YESTERYEAR'S COUNTRY HITS

Change-of-place programming from your librarian's shelves, featuring the disks that were the biggest in the Country Field 5 years ago and 80 years ago this week.

Here's how they ranked in Billboard's chart at that time.

COUNTRY SINGLES

10 Years Ago

July 30, 1955

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

COUNTRY SINGLES

5 Years Ago

August 1, 1960

1. Please Help Me, I'm Falling, Hank Locklin, RCA Victor
2. One More Time, Ray Price, Columbia
3. Minnie, Cowboy Copas, Starday
4. Each Moment (Spent With You), Ernest Ashworth, Decca
5. Sally and Tenderly (I'll Hold You in My Arms), Lewis Pradt, Decca
6. Stones and Beyond, Buck Owens, Capitol
7. A Lovely Work of Art, Jimmie Davis, MGM
8. Left to Right, Kitty Wells, Decca
9. Payback, Max And Leon, Marion Worth, Garden
10. I'm Setting Better, Jim Reeves, RCA Victor

Mel Tillis, Jr.

Published by: Cedarwood Publishing Co. 815 16th Ave. South Nashville, Tennessee

Personal Manager: Hubert Long 806 16th Ave. South Nashville, Tennessee

RIC S-158

BILBOARD, July 31, 1965
TV Becoming a Vast Recordland for Talent

NATIONAL BANDSTAND SHOWS

Name of Show and Personality New American Bandstand (Dick Clark)

Network ABC

Orig. L.A.

Producer Hal Gold, Exec. Ed Yates

Talent Coordinator

Address

Phone Number

Dick Clark Prod. 5913 S. Figueroa St. Hollywood, Calif. 90020 (213) CR 853-1111

Shindig 7201 Sunset Blvd. Hollywood, Calif. 90020 (213) HO 3-5254

Top of the Pops 7323 Sunset Blvd. Hollywood, Calif. 90020 (213) FL 2-7312

Shindig 575 S. Hollywood Blvd. Hollywood, Calif. 90020 (213) FL 2-7312

ABC Television Ctr. 4111 Prospect Ave. Hollywood, Calif. 90027 (213) 356-4664

Billboard: THE MERRY CHRISTMAS SHOW

Address

Phone Number


ABC Television Ctr. 4111 Prospect Ave. Hollywood, Calif. 90027 (213) 660-3311

REGIONAL SHOWS FOR TWO KEY MARKETS

Los Angeles Area

Name of Show Jimmie Rodgers Show

Call Letters KTLA-TV

Producer Kip Walton

Talent Coordinator Kip Walton

Address 5010 Sunset Blvd. Hollywood, Calif. 90028 (213) HO 8318

Phone Number

(c/o) KTLA-TV 3933 S. Figueroa St. Hollywood, Calif. 90020 (213) CR 853-1111

(c/o) KTLA-TV 5401 Sunset Blvd. Hollywood, Calif. 90020 (213) CR 853-1111

(c/o) KTLA-TV 560 North La Brea Ave. Hollywood, Calif. 90028 (213) 660-0399

New York City Area

Name of Show Scoopy Sales Show

Call Letters WNEW-TV

Producer Art Seidel

Casting Art Seidel

Address 6121 Eastern Ave. New York, N. Y. 10025 (212) LE 8-3099

Name of Show

Call Letters

Producer

Casting

Address

Phone Number

NAME OF SHOWS USING RECORD TALENT

ABC

Name of Show Hollywood Palace

Orig. L.A.

Producer Nick Vassil, William Herbert

Talent Coordinator Elliot American

Address 1239 Vine St. Hollywood, Calif. 90028 (213) 462-2700

Phone Number

Nightline

Gloria Jay

Lawrence Welk Show

Jim Heaton

Johnny Dee Show

Tom Egan

Where the Action Is

Bill Lee

CBS

Name of Show Ed Sullivan Show

Orig. L.A.

Producer Bob Proctor

Talent Coordinator Jack Babb

Address 5607 Sunset Blvd. New York, N. Y. (212) 765-4521

Jackie Gleason Show

Miami

Jackie Gleason

Address

Phone Number

(c/o) CBS-TV 5607 Sunset Blvd. New York, N. Y. (212) 765-4521

(c/o) CBS-TV 5607 Sunset Blvd. New York, N. Y. (212) 765-4521

(c/o) CBS-TV 5607 Sunset Blvd. New York, N. Y. (212) 765-4521

Red Skelton Show

Marvin Budeson

Shreve Lawrence Show

Shelby Schultz

Lowell Thomas Show

address

Phone Number

(c/o) NBC 2 Rockefeller Center New York, N. Y. (212) CI 4-3000

July 31, 1965, BILLBOARD
**WIND's Williams to Stress Personalities**

By NICK BIBO

CHICAGO—Jack L. Williams took over the program manager reins at Westinghouse's powerhouse WIND here two weeks ago with the announcement there would be no change in format but that he would try to "pep up the personality sound of the station." Williams' first move is to bring in Bill Calder from KYW, Philadelphia, to take over WIND's nighttime spot. Calder started Monday (19), specializing in what Williams terms "produced humor."

"Music will still be basic to our station," Williams said, but there will be more of an effort to develop the personality sound of our deejays." Deejays Are Entertainers

Williams said he sees disc jockeys essentially as entertainers. "We have one of the strongest personalities in the country with Howard Miller in the morning," the new WIND executive noted.

Just Released

**LEAVE ME IF YOU WANT TO**

**COME HOME TO DADDY**

CURBY GOGGINS

Central 510

Bound for the Charts

I'M THE ONE LOVE FORGOT

CARNIVAL RECORDS

350 Chadbourn Ave.

Nevada, N. J.

Tel.: (212) 421-4219

**BOSS LOVE** means BOSS SALES

G-TOWN

BOSS LOVE

LEE ROGERS

Hawaii

Also Watch

‘HIDE and SEEK’—Lillian Dupree

3282 McGraw - Detroit

831-0707 Area 353

when answering ads . . . .

**SAY YOU SAW IT IN BILLBOARD**

**WIND's Williams to Stress Personalities**

**YESTERDAY'S HITS**

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

**POP SINGLES—5 Years Ago August 1, 1960**

1. I'm Sorry, Brenda Lee, Decca
2. The Big Bopper, Sir Pettis, Polka Dot Bikini, Brian Hyland, Liberty
3. It's in Your Eyes, Cruz Presley, Monument
4. Only the Lonely, Roy Orbison, Monument
5. American Bop, Hollywood Argyles, Late
6. A Girl of Safari, Eddo
7. Tell Laura We Love, Ray Peterson, RCA Victor
8. Please Help Me, I'm Falling, Hank Locklin, RCA Victor
10. That's All You Gotta Do, Brenda Lee, Decca

**POP SINGLES—10 Years Ago July 30, 1955**

1. Rock Around the Clock, Bill Haley, Decca
2. B Blossom, Nat King Cole, Capitol
3. Learning the Blues, Frank Sinatra, Capitol
4. Cherry Pink and Apple Blossom Wild, Prestige, R&B Victor
5. Ain't It A Shame, Connie Dot
6. Hard to Get, Gishelle MacKinnon, "A"
7. Hushabye, Little Beat, Capitol
8. Syreeta's Gotta Give, McKee Sisters, Coral
9. Blanket for Belinda, Something's Smith & the Redcaps, Epic
10. Something's Gotta Give, Sammy Davis Jr., Decca

**CHICIES WFUN On Deejay Hjinks**

Station WFUN acknowledged the goings on, and said it had reached no decision. FCC said it will impose no penalty at this time, but the complaint will be made part of the station's record to be considered at renewal time.

In other punitive actions, FCC fined KTOO, Anchorage, Nev., $750 for failure to give the name in advertising used electric ranges, among others. NAB's KALO, Little Rock, Ark., got a $350 fine for "reheater" announcements without sponsor identification. One in particular, FCC said, was the "Music America Love, Best Artists, RCA Victor".

**NAB to Launch Report On Hit Program Ideas**

WASHINGTON — The National Association of Broadcasters will launch a quarterly publication presenting successful radio programming ideas, NAB said yesterday. Program director for radio Sherrill Taylor announced last week.

Taylor said the publication will report on programs which have been tested and proved by local stations, and that no new service proves to be "informative and highly helpful," it will be broadened to include an actual exchange of program tape among the stations.

The new service, he said, is partly an outgrowth of NAB's successful radio programming clinics conducted in a nationwide series earlier this summer and recommendations, KALO, Little Rock, Ark., got a $350 fine for "reheater" announcements without sponsor identification. One in particular, FCC said, was the "Music America Love, Best Artists, RCA Victor."

**DOC DOWNEY Quits WFUN**

MIAMI — Radio station WFUN—an after-the-fact on-scene investigation by a Washington law firm—has reinstated deejay Morton (Doc) Downey. However, Downey subsequently quit (aged 22). His resignation was immediately accepted by station executives.

The DJ was suspended July 14 after charts reported articles claiming he had financed his career in a record played on WFUN. Billboard carried an article on the situation.

WFUN Vice-President and General Manager Arnold C. Kaudler, said they results of the investigation by the Washington law firm have conclusively established, to the complete satisfaction of WFUN management, that there has absolutely no financial interest, directly or indirectly, in the record.

A voluntary, unsolicited report of the investigation will be filed by WFUN's legal counsel with the Federal Communications Commission.

**CKLW-TV Bows Show for Teens**

DETROIT—A Canadian TV station in Detroit, which serves Detroit, has kicked off an hour daily variety show for teenagers called "Swingin' Swinging Time." Host of the show, which features three taped segments, is Robin Seymour. Among the artists appearing the first show was Rolling Stones, Gene Pitney, Dwayne Hickman, Paul Anka, Deborah Wadley and Hank Belfoure. Show is telecast before an audience at studios in Windsor, Ont.
An American Research Bureau's arbitration found a TV show discussing TV ratings didn't fare as well as in radio. The CBS-TV network showed that analyzed TV ratings through opinions of representatives of broadcasting, advertising, and newspapers, and Governor only 2.5—meaning it was probably seen in about 4 million homes—compared to returns of ABC-TV's Ben Casey and NBC-TV's Alfred Hitchcock that has 13 and 12.5 ratings, respectively.

WCAM's Jerry Bob Lanam, Springfield, Ill., claims the world's record for a non-stop Ferris wheel ride—72 hours and 42 minutes. Lanam, who received a sound, did cut-ins at least every half hour. Arthur H. Haley, executive vice-president and general manager of WEZL, Boston, has been elected president of the Air Traffic Network Corporation. Don Burton is new program director at WMEX, Nashville. Don has been named music director of the station, in addition to his other work. The first of an airplane used by KEX-Radio deejays in the Portland Rose Festival's Sherry Parade, complete with the usual pyrotechnics and gimmicks, has been donated to the Mt. Hood Kiwanis Club for Handicapped Children. Don J. Patrick Talman has been named program director for radio station KAMT, San Antonio.

KDRA-Double and TV personalities and staff turned out en masse Friday (23) at Kennedy Park amusement area for an audience that included a boat race between TV and radio personalities, a crazy auction (what's that?) and a musical revue. Ed Shaughnessy has been named operations manager of WNCN-FM, New York. He was formerly managing director of WLIF-FM, Kenosha, Wis.

H. Y. (Ve) Wright of Reno, Nev., has been named assistant promotion director for KROI-TV, Seattle. Don Dey has joined KRAK-Radio, Sacramento, as deputy and program assistant; he was formerly with WPQ-Radio, Hartford, Conn. Talk about a pileup of a situation, all-night disk jockey Freeman Frey a couple of weeks ago stopped up the studio of KFPG-FM, San Francisco, to investigate a noise about 2 a.m. The door shut and locked behind him, and he had no key. Informed by listeners who grew puzzled at the silence over the air, he couldn't open the door. Four hours later, ex-disk jockey Bill Barr arrived with the key and KFPG-FM returned to the air.

The Cox Broadcasting Corp., Atlanta, reports revenues and earnings at an all-time high, up 44 per cent for the first half of the year, as compared to similar period last year. According to Kenneth Grood, New York executive secretary, the New York local of the American Federation of TV and Radio Artists collected a record sum of money for its members during the past year. Radio transactions accounted for $2,936,881.60; TV programs, $696,761.05; and TV recorded commercials, $1,357,713.37.

Claude Hall

**RADIO-TV PROGRAMMING**

**VOX JOX**

**NETWORK SHOWS USING RECORD TALENT**

- Continued from page 39

**LOCAL TV BANDSTAND SHOWS**

**P.S.** We'll Be Making A Lot Of NOISE. Because our Business is SOUNDBOmand.

**GOLDEN WORLD RECORDS**

3246 Davison West
Detroit, Michigan

Tel.: (313) 883-7843

**July 31, 1965, BILLBOARD**
ARKANSAS
Jimmy McCracklin, Imperial 66116
HALLIEWAR
Invitations, DynaVoice 206
HOLLYWOOD
Howling Wolf, Chess 1923

NEW ACTION R&B LP'S
Other records registering solid sales in certain markets and appearing to be a week away from entering a listing on the national Hot R&B Singles chart shown. All records on the chart are eligible for a listing here.

ARTIST: Arthur Prysock
SINGLES
Old Town 8009 (M); 2009 (S)

ARTIST: Aretha Franklin/Yonni
Columbia CL 2321 (M); CL 2511 (S)

DJ SPOTLIGHT
WILLIAM (BOY) BROWN, PD
KJET, Beaumont, Tex.

NEW RHYTHM & BLUES SINGLES
Billboard SPECIAL SURVEY for Week ending 7/31/65

This Week
Title, Artist, Label & No.

This Week
Title, Artist, Label & No.

TOP R&B JUGGIES: PICK-OF-THE-WEEK

SIR WALTER, WAMP, Pittsburgh
Papa's Got A Brand New Bag, James Brown & The Famous Flames, King 59392 (M); 59392 (S)

WILLIAM (BOY) BROWN, KIE, Beaumont, Tex.
I'm So Thanksgiving, Kettes, Modern 10670 (M); 10670 (S)

PEE WARE, NEW, KIE, Beaumont, Tex.
They's A Brand New Bag, James Brown & The Famous Flames, King 59392 (M); 59392 (S)

BIG TONY PIPPINS, KIE, Beaumont, Tex.
Let's Do It Over, James Brown, flip 86, flip 87

GARLAND DISPLAYS HER OLD FORM
Manpower, every nuance, every gesture, every word was calculated to bewitching and enthusiastic applause. Included in her repertoire during the first half of the show were "Almost Like Being In Love" and "San Francisco." The singer had been dressed in a red evening gown when she returned she wore the same high-necked top but with matching red slacks and white boots. She belted out "That's Entertainment!" and "The Man That Got Away" with the same freedom of voice that remained for Garland, and danced through the interlude of "The Trolley Song...." But until she took it to the ground, as the crowd's urging. On the last note the audience shouted. Here, apparently, she could "feel" the audience, and prancing, strolling, with microphone in hand completely at ease, she sang "For Me and My Gal" and "By Myself" with the same free, effervescing performance that made her a star.

On back stage she did "Rockabye My Baby" and "Baby, Baby" and ended with a slightly hoarse "Over The Rainbow." Not waiting for the audience to finish, she brought down the evening and stomped for 15 minutes. She finally made a gesture to the group in red dressing gown, reclined for a bow, but was quickly escorted away as admirers ran on the field and began to mob her. By midnight, some few hundred remained at the gate and in the street near her trailer house. Fort Lindsay and His Orchestra gave Judy sweet jingle. Miss Garland records for Capitol Records. Her newest release, for daughter Lisa, called "Judy Garland and Liza Minnelli," was $2.99 a pair.

BELAFONTE ADVANCE
Continued from page 12
In the last week of July, "You Are My Heart" on Capitol 6031 (S) is #2 in advance sales. The record was first released in May. "It's a Long, Long Time" on Capitol 5040 (M); 5040 (S) is #2. A new edition of the record will come out in two weeks.

COSE PRODUCTION
Continued from page 12
Next week, "The Gentleman," on Capitol 6033 (S), is #2 in advance sales.

BILBOARD, July 31, 1965
NEW PRODUCTS

The following new products were selected by Billboard because of the special interest they may have for radio dealers. For more information write Audio-Video Editor, Billboard, 108 West Randolph, Chicago 1, Ill.

SOLID-STATE stereo component phonograph with 75 watts of power and frequency response from 30 to 15,000 cycles. Garrard four-speed changer, Pickup cartridges, olive nut finish. List price is $200.

GEMSONIC solid state tape recorder by Fujiyama plays 7-inch reels with four-track head. Equipped with quarter-track stereo head and direct from head output terminals to allow use as tape head. List price is $99.95.

PHONOGRAPH APPLICATIONS

MAGNETINE STAR-LITE bass amplifier by Estey has variable reverb with built-in tremolo and true-pitch change vibrato. Price is $199.95. Other units priced as low as $99.95. Electric bass guitar is also by Estey. No price quoted.

TELE-TONE Fujiya

How to Sell Tape Recorder:
Try Used Car Sales Routine

By ROBERT LATIMER

COLORADO SPRINGS, Colo.—This large Colorado retailer is selling tape recorders with a system borrowed from the automobile business. Chris and William Deits, header of Deits Brothers, feel that the "trade-in" has come to the tape recorder business—just as it came to the automobile business many years ago.

When tape recorders first became popular, few people had machines to trade in. Today, Deits estimates that about 25 per cent of its tape recorder customers have used machines.

Taking the old recorder off the customer's hands is usually an excellent way to clinch a sale, the Deits brothers feel. It's also a good way to sell the features of the new machine.

The first thing to do is ask

How much money the customer is willing to pay for the machine, and for the machine itself. As a general rule, the Deits brothers feel, the customer is willing to pay about half of the price of the new machine. They've been so expensive as to give consumers second thoughts about the wisdom of buying a recorder as opposed to a phonograph. They have not taken into consideration the fact that a tape recorder is not a phonograph, but something considerably more versatile.

Most of the major TV-radio-phonograph manufacturers this year will be offering low price tape consoles with recorders and phonographs. In a way, they may be an old-fashioned recorder, but they seem to have doomed the recorder to the status of a supplementary high-end item. And a well-sided recorder is just about as complicated as a Zenith phonograph to be as in a component driven.

The gear is not always as bad as could be, and it plays music, reverting itself automatically and changing tracks. This is great, as far as it goes, for people who want recorded music in their cars. (Average driving time to supermarket: five minutes.) Of course there's a home version too.

One other approach was shown at the music show—"tapeless" tape recorder. It was shown by General Electric. The basic idea of the Music Center developed by Standard Electric, the ITT subsidiary in Germany, was merely testing reaction, hasn't decided whether to introduce the unit commercially.

It's an ideal unit for a small number of people who want to have a tape recorder. On the control panel of the radio-phonograph are a dial and four pushbuttons. To record a stereo selection from the radio, phon or mikes, you just turn a dial and press the record button. To play back, you just turn the dial to the proper spot. In the inwards of the unit is a four-inch-wide belt which records and plays back four pairs of 22-minute tracks. The Music Center can record and play back about 30 hours of stereo music on this scaled-down unit. People can see and nobody can touch. It's all done by turning the dial to the proper place and pushing the button.

A tape recorder is a lovely thing. Someone one day will harness its tremendous mass appeal. It will do a respectable amount of business here, and one day it will be in every home of a tape appeal, the tape recorder belongs in every home. But the approach hasn't been developed yet. Anybody have any ideas? The market is still wide open.

PHONOGRAPHICS INC.

We have always been a Phonograph Company.

www.americanradiohistory.com
**Classified Ads**

**Employment Section**

**Situations Wanted**

**Record Mfg. Services, Supplies & Equipment**

**Pressing, Plating**

**International Exchange**

**Help Wanted**

**Miscellaneous**

**Distributing Services**

**New Products**

**Classified Rates**

**Record Distributors**

**Dealers...One-Stops...Jobbers**

**Record Preview**

**Announcing a New Low Rate for Situations Wanted Ads**

**We SPECIALIZE in a fast, efficient Air Mail Service,**

**R E C O R D S**

**We sell the entire Cadence and National Promo world-wide.**

**EXPERIENCED, metropolitain RECORD references.**

**We carry a fine selection of top hit 45 R.P.M. catalogue records, as well as package lists.**

**International Exchange**

**England**

**We offer Record Mfg. services, Supplies & Equipment.**

**Pressing, Plating**

**Consultation**

**National Record Promotion & Publicity**

**Distribution Arranged**

**Mory Wax Promotions**

**United States**

**Sylvania**

**Motorola**

**Westinghouse**

**New Products**

**SOLID-SATE Stereo portable phonograph with 10 watt peak power through two detachable 9 inch by 6 inch speakers.**

**ANNOUNCING a new low rate for Situations Wanted Ads**

**We offer Record Mfg. services, Supplies & Equipment.**

**Pressing, Plating**

**Consultation**

**National Record Promotion & Publicity**

**Distribution Arranged**

**Mory Wax Promotions**

**Sylvania**

**Motorola**

**Westinghouse**

**New Products**

**SOLID-SATE Stereo portable phonograph with 10 watt peak power through two detachable 9 inch by 6 inch speakers.**

**ANNOUNCING a new low rate for Situations Wanted Ads**

**We offer Record Mfg. services, Supplies & Equipment.**

**Pressing, Plating**

**Consultation**

**National Record Promotion & Publicity**

**Distribution Arranged**

**Mory Wax Promotions**

**Sylvania**

**Motorola**

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Summer Sales Running Ahead of Last Year

Wrapped Gum, Capsule Items Setting Hot Pace

**By RAY BRACK**

CHICAGO—A survey of key bulk vending markets last week indicated strong early-summer performance by a variety of colorful and confection products, with wrapped gum and capsule merchandise moving exceptionally well in several areas.

Without exception, operators reported business equal to or ahead of last year, when trolley and bottle merchandise sold at a record rate.

Hearty sales spurted 5 to 20 per cent above last year at this time, were reported and explained on the basis of a number of popular confection and capsule items. Nutritional sales were reported as holding steady.

Something like the spectacular pitachio run of last season was reported.

The pace of equipment sales, however, was described as lagging behind that of merchandise, according to distributors contacted in the survey.

Consign quotes from each market.

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**BULK BATTLE**

Four Gem Chews Defamation, Ups Ford Suit to $450,000

**By EARL PAIGE**

ST. LOUIS—Attorneys for Jason Koritz and Four Gems Inc, filed an amended suit in U.S. District Court here last Monday (19) seeking a $450,000 judgment against the Ford Gum & Machine Co. of Akron, Ohio.

The new action stems from a suit filed in March by Koritz, a well-known Detroit plaintiff's attorney, charging Ford Gum with "restraint of trade and chicanery." The complaint alleged that Ford Gum was engaged in a nationwide conspiracy to make it difficult for Koritz to compete.

The amended suit brings in a new set of allegations that Ford Gum "willfully and maliciously published false and defamatory statements concerning the manner in which it conducted its business and the quality of plaintiffs' merchandise."

**Jurisdiction Dispute**

On the second count, Koritz seeks a judgment and punitive damages totaling $200,000.

Koritz alleged that the "defamatory statementst" were published "subsequent to the filing of an amended complaint."

Shortly after the original suit was filed, a point of court jurisdiction was raised and the court sustained a summons-renovation motion by Ford Gum (Billboard, May 29).

Koritz countered by filing an amended complaint, which alleged Ford's Michigan attorneys were served. Ford in turn filed a demurrer and 8000 counterclaim (Billboard, June 19).

In its reciprocal suit, Ford charged that the plaintiffs "ma
cifically interfered with defendant's contractual relationships, sought to, and did, wrongfully appropriate defendant's business for themselves, under contracts they wrongfully obtained that excluded defendant as a party."

In introducing a denial of these charges, attorneys for Koritz requested a jury trial. This was granted last month by U.S. District Judge James H. Meredith and was set to come Dec. 13, 1965.

So much for the Ford-Gum attorneys in a continued pre-trial phase of the case. This week, they filed a motion to dismiss "Count II" of the plaintiff's amended complaint.

Not Filed

To the dismay of court officials here, it was discovered that Koritz' amended complaint had not been filed with the U.S. District Court

(Continued on page 46)

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**NEW VECTORS 77 GUM & CAPSULE VENDORS**

**A REAL SALES STIMULATOR IN ANY LOCATION**

**NORTHWESTERN SALES AND SERVICE CO.**

**Consign complete line.** Complete line of Dispensers, Capsules, Gum, Candies, Vending Machines.

**Everything for the operator.**

One-third Deposit, Balance C.O.D.

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**NEW MODEL 60 BULK-PAK**

The BULK-PAK will not skip or jam from a specially designed wheel and housing.

Model 60 BULK-PAK delivers the dependability, high quality and low cost that you've grown to expect from all Northwestern vending. BULK-PAK holds one box (1,000 pieces of wrapped gum.) BULK-PAK . . . priced at $18.95 ea.

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Special Today:
Three Wise Men... 5 c per M
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TV Holder Sets... 5.00 per M
Medical Bells... 10.50 per M
All Price quoted F.O.B. Jackson, N.Y. Available at all type machines.

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**PREPARE for Christmas**

WIRE: WESL GUM CO.
HARRISON & SON
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Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vending as illustrated as well as other Northwestern machines.

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** wrapper**

**name**

**address**

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Fill in coupon, slip end mail to:
KING & COMPANY
2700 W. Lake St.
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We hold complete lines of machines, parts & supplies.

Please rush complete line of Northwestern SUPER SIXTY Ball Gum-Charms Vending as illustrated as well as other Northwestern machines.

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Roger Foltz Resigns Asn. Post

Says Group Didn’t Bock Exemption Fight With Funds
By AARON STERNFIELD

NEW YORK — Roger Foltz, president of the New York Bulk vending Machine Manufacturers and owner of one of the nation’s largest bulk vending firms, resigned last week.

Foltz, who said he will continue his membership in and support of the association, explained the announcement was prompted by the failure of New York members to give financial support to the drive which resulted in a sales tax exemption to bulk vending operators.

(Chairboard, July 17 and 24)

According to Foltz, he and his brother-in-law, Harold spent $3,000 in an attempt to get the vending machine exemption passed, adding that industry leaders and NABMA members were unwilling to contribute their fair share after the job was done.

Foltz said that his firm (Foltz Vending Machine, N. Y.) would foot the bill.

Foltz’s move was announced following a closed board meeting Monday night (19) at which the directors voted to endorse a campaign to exempt bulk vending machines from the forthcoming New York sales tax which were reconvened by organization’s general staff.

Meeting at Stratton’s Restaurant in Forest Hills here, NABMA member hosted Foltz, who with his brother Harold led the assault on the new tax bill, that a sizeable number of members were reconvened by organization’s general staff.

The issue was a per cent sales tax which becomes effective Aug. 1. One of the few exceptions to this tax is the bulk vending machine dealers in a few states which dispense products for 10 cents each or less.

Tactical Formula

The NABMA officers’ formula for getting the exemption sounds simple. It worked. It consisted of several months of preparation of the case and a constant educational program.

The Foltz brothers arrived in Albany knowing none of the key legislators in the Senate or Assembly. But they had an arsenal of figures showing that the industry could not bear a 2 per cent sales tax. Included in these figures was a detailed price-and-quantity statement of their own operation, prepared by Price Waterhouse.

ROGER FOLTZ

Crux of the argument was the fact that with a back or rear-ender, the bulk vending operator has no way to pass on the tax to the consumer. The bulk operator can absorb the tax on low-ticket items, pocket the overpayment on some items selling for more than 15 cents, and come out even with their virtual bulk items selling for 10 cents or less, the bulk operator must pay the tax on his own pocket.

When the Foltz brothers explained their dilemma to the State administration, they were offered a compromise—no exemption, that the tax commissioner would rule that items vending for a penny would not be exempt.

Proposal Rejected

The proposal was presented to the NABMA and was rejected. A tax commissioner’s ruling is a temporary thing and can be changed. Also, a high percentage of bulk items are charms vending for 5 to 10 cents. At one juncture in the campaign, the Foltz brothers took a gallon ball machine to the Senate hearing and passed out ball guns to the committee members. The event got coverage on CBS television.

In a burst of zeal, the NABMA committee sent special delivery letters to every senator explaining the problem of the bulk vending industry.

Mailing Call

One legislator was so impressed by this procedure that he made a statement about Foltz. He said, “your cause must be an important one, as I was awakened at 7 a.m. by a special delivery letter.” But he refused the exemption anyway.

Each member of the NABMA sent 26 letters to the legislators with facts about the industry.

They explained the difference between bulk vending machines and the larger equipment used by full-service establishments and drew the legislative line.

The key legislators were given charts, diagrams, and legislation which they would not to the senators and representatives of the State.
Rockefeller Vetoes Licensing Bill

By RAY BRACK

ALBANY, N. Y.—A bill which, according to its chief proponent "would have lifted the yoke of archaic amusement game laws for all time" was vetoed last Thursday (22) by Gov. Nelson Rockefeller in a rush to dispose of the 946 bills deposited on his desk by the New York Legislature.

"They've swept us under the rug again," declared Mrs. Amelia (Mille) McCarthy, president of the New York State Coin Machine Association. "I don't have the strength to try again.

She had reference to the governor's veto of last year of a similar measure.

The bill, which last week would have permitted the New York Department of State, beginning April 1, 1966, to license and regulate operators of coin-operated amusement devices (excluding juke boxes), setting a fee of $300 annually.

Confusion

The other major provision of the bill would have clarified the definition of "thing of value" under the State's gambling laws. "To avoid," in the words of the bill's sponsor, Sen. Thomas Laverne (R., Rochester), "the confusion that exists in the industry because of the conflicting interpretations by the law enforcement officers, the courts and the regulatory agencies.

Laverne, a long-time student of industry problems, declared: "When a player inserts his coin he is actually purchasing full value. Any additional opportunities to replay without cost are the reward for establishing his competence and skill.

The bill, as introduced by Laverne, would have made free game pinball machines illegal in the State. Unlike last year's defeated bill, which was opposed by a number of Mrs. McCarthy's industry colleagues, the 1965 measure would not have applied to New York City—or to any city over a million population.

Definition

The bill would have set up a new article in the State's General Business Law, bringing operators under licensing provisions common to more than 300,000 other New York businessmen.

One paragraph of the new article would have defined "coin-operated amusement machine" as a device designed for amusement and which may confer an immediate and unconditional right of replay on players of such an amusement game, and this requirement for amusement for the original consideration, and not a thing of value, provided that there shall be no method by which any of the accumulated game coins can be converted into cash except by a normal, continuing play of the machine.

In vetoing the bill last year, the governor said the measure "would constitute a license to dispense with the local laws on coin-operated amusement devices, which are needed for public safety for the few it seems America might use of this public into complacency.

Laverne stated to Billboard, following passage of the bill by the Senate and Assembly: "We have met the veto substantially by explaining to all key State agencies that we were not trying to close the industry but were trying to keep out undesirable elements." According to Mrs. McCarthy, key operators representing the country's largest amusement operators, the Department of Commerce and the State Liquor Authority, wrote to the governor in support of the licensing bill.

"I've been reaching anybody and everybody who could be of help," Mrs. McCarthy said as she announced the decision.

Instead of the governor's veto, Mrs. McCarthy said: "It appears that be copied last year's veto. It is now being heard by last year's, pulled last year's veto out of the file and hurried through it.

Merit

The NYSCMA president ex-
(Continued on page 53)

President Johnson Signs the Trade-Endorsed Coinage Bill

WASHINGTON—With coin machine industry officials looking on, President Johnson Friday morning (23) signed into law a bill to eliminate silver from dimes and quarters and measure-ably reduce silver content in half dollars.

The bill signed by the Presi- dent was virtually a Congressional rubber-stamp of the prop- osals he made in a message the first week in June. The Admin- istration's proposals were at that time enthusiastically endorsed by the National Automatic Mech- anizing Association and other industry trade organizations.

In his June coinage message, the President gave full attention to the subsidiary coinage needs of the automatic merchandising segment of the country's business community.

Describing the recommended new silver content, the bill said they were decided upon "be- cause, alone among practical al- ternatives it provides for a coinage that is obtainable for, but unique to, our coinage which is no longer used by the country's needs.

The Administration bill met little opposition on Capitol Hill, clearing the Senate June 24 and the House July 14. Minor differ- ences in the Senate and House versions of the measure were reesolved in conference 15 opening the way for Presidential signature.

A key member of the NAMA's technical subcommittee on coinage.

The industry officials received telegrams from the White House Friday morning, inviting them to the signing.

Meanwhile, the U. S. Treas- ury has announced plans for the big silver changeover (see separate story).
Monster Motif on New Pitch & Bat Game From Midway Mfg.

FRANKLIN PARK, ILL. — The latest piece of skill amusement equipment released by Midway Manufacturing Co. here offers pitch-and-bat play in a spooky setting of the type featured lately on various television shows.

Called Mystery Score, the product features what the originators describe as a "mystery score feature," blending hits of the winged and baseball varieties.

Another feature of the unit being touted by the manufacturer is "unlimited last-ball, play-again." The game also offers "three-dimensional, fly-away skill targets" and "three-dimensional playfield targets."

The unit is available with single or twin rejectors, as well as replay, regular and extra ball models.

Meanwhile no mystery cloaked the development of new Midway bowling and shuffle units, which the company would like to introduce at the Music Operators of America trade show in nearby Chicago Sept. 11-13.

SPECIAL

5 BALLS
10 Gottlieb World Fair
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10 Gottlieb Gigi
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5 Gottlieb Ring of Queen
3 Gottlieb Swing A Long
3 Gottlieb Flying Circus, 2 Player
2 Midway Top Hit Baseball
3 Gottlieb Temple Tote
2 Gottlieb Premire, 2 Player
5 Gottlieb Zen Show, 2 Player
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NEW ENTERPRISE

Dave Rosen Acquires Massive Philly Plant

PHILADELPHIA — David Rosen's new Filmotheque-Diskothek music film operation will be housed in a large building at 22d and Master streets here.

The huge structure, formerly housing the Philadelphia Brass Foundry, is equipped for materials handling and is now renovated to accommodate Rosen's new enterprise.

The building provides more than 50,000 square feet of space for assembly, warehousing and shipping of the new films. The operation will be completely independent of David Rosen, Inc., which distributes Rave-AMI and a large line of amusement machines and record labels. The offices and showrooms of the machines and records distributing operation will be continued at its present location on Broad Street.

Film Studio

The building for Filmotheque-Diskothek will include space for a fully staffed research and development department. There will also be a display room and a special screening room for reviewing new film subjects.

Extensive area has been blocked out on the plant blueprints to provide facilities for film production. Cathedral ceilings, duplex rooms, floor tracks and overhead cranes are included in the plans.

However, Rosen said that while the plant will have complete facilities for film production, he definitely has no plans for entering the film production field. The facilities, said Rosen, will be made available to independent film producers.

"We want to attract the widest variety of subjects and talent for the making of films for Filmo-

You Don't Need Aladdin's Lamp

Simply write, wire or phone and we'll do the trick for you to get the details how you can cash in on the newest and hottest movie-machine combinations—

FILMOTHEQUE - DISKOTHEQUE

Exclusive Rowe AMI Distributor
For Pa., S. Jersey, Del., Md., R.I.

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A distinguished list of exhibitors representing all segments of the coin-operated music and amusement industry.

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BILLBOARD, July 31, 1965
A real winner, The Princess Royal continues to offer full dimensional stereo sound and 100 selections in a beautifully designed cabinet. The ideal choice where compactness and the ultimate in sound and big phonograph features are required. Options to crack any location.

A real space-saver, the new Starlet combines big sound and famous Rock-Ola engineering simplicity to produce an economical 100 play phonograph with a new sensation in sound reproduction. The Starlet is a real location pleaser... whether clubhouse or corner coffee shop.

Individual listening pleasure with personal volume controls... high, medium and low. Stereo or monaural, mounts anywhere. Model 500—160 selections; Model 501—100 selections. 501 coin chute optional.

And for a big ‘show’, choose the prestige Grand Prix II... completely redesigned with an all-new profile for 1965. This 160 play, stereo-monaural phonograph offers profit-proved engineering features in a superbly designed cabinet to meet any location requirements.

Model 1765 ‘Common’ Receiver System operates with the Grand Prix II, Starlet and Princess Royal phonographs. Ends the cost of multi-receiver system inventory.
IRS to Extend Report Deadline

- Continued from page 10

April-June 30 quarter of 1965 will be Jan. 31, 1966.

Where extensions would not be automatic, requests for them must be made in writing before the due date of the return (Form 720), or before any prior extensions have expired. All such requests go to the office of the District Director where the manufacturer files returns.

However, grant of extension does not excuse the manufacturer from interest payments on whatever tax was due for the 2d calendar quarter, but paid as a result of extensions. For example, suppose tax is due one month after June 30, and manufacturer gets extension to Nov. 1 for filing, but at that time comes up with a cash payment due of $5,000. He would owe interest on the $5,000, from July 31 to Nov. 1, 1965, says IRS.

IRS says it expects to publish within one month, "temporary regulations" providing rules for claiming credits or refunds on floor stocks and consumer purchases. IRS promises to provide for instances where the manufacturer finds it impracticable to ascertain the exact tax paid on each individual item, for purposes of reimbursing dealers holding the articles as floor stock.

The forthcoming rules will let manufacturers arrive at a reasonable tax base by averaging over a representative period, using such factors as: gross sales on identical articles; adjustments for transportation charges on any category of articles; credits for past price readjustments such as those based on rebates to dealers for meeting sales quotas, and others.

Detailed rules for obtaining time extensions on manufacturer excise are available in the Federal Register of July 15. These are obtained by writing to: Superintendent of Documents, Government Printing Office, 710 North Capitol Street, Washington, D. C. 20402. Price is 15 cents.

John Freeman Dics; Distributor Veteran

LOS ANGELES - Funeral service for John Freeman, 65, accountant for Simon Distributing Co. here for 13 years, was held Friday (16) at Ingolwood (Calif.) Park. He died in a local hospital Tuesday (13).

Freeman had been ill for several months and was confined to his home three weeks ago. He was removed to the hospital Saturday (10).

In addition to his widow, Edith, he is survived by a son and a daughter and several grandchildren.

This Staff Really Jumps

MILWAUKEE — Can any other firm in the coin machine industry match the record of H. & G. Amusement Co.? Four of the firm's staffers have qualified for membership in the Wisconsin Sky Divers Club. And a fifth will soon make his qualifying parachute jump.

Foreman Leo Dixon has notched nine jumps. Frank Ford, the most experienced sky diver on the roster, has over 30 deserts to his credit. Reutemans Lucien Saffidi and Harold Rick made their first jumps recently.

The only one who apparently keeps his feet on the ground at all times is the boss, Harry Gromacki. His son Chuck, Gromacki, however, is in training to become jumper number five in this sports-minded outfit.

Says leaping foreman, Leo Dixon: "This is a terrific sport. It isn't as dangerous as most people think it is. If there are any other columnists who are also sky divers we'd like to hear from them."

YOUR SHARE?

With operating costs way up and everybody taking a big bite out of your gross, it makes net profits look pretty sick nowadays. How would you like to improve that picture by realizing say — 120% return on your investment? That figure is no "come-on," it's the profits hundreds of operators like yourself are making with Tape-Athon background music right now. You already have a prime customer list to work from, and customized background by Tape-Athon is a really fast mover.

Think of it—no collections, no coin counting, no fees or rents—just a neat monthly check from every one of your players. All you have to find out "how" is to fill in and mail the coupon below — go!
KILLER JOE...
Top Man—Master—King of Disqueville, says: "It's here! Music with a beat—to knock you off your seat and on your feet! That's what you get with the NEW, exciting ROWE AMI DIPLOMAT PACKAGE!"

ROWE didn't originate Discotheque... but, ROWE has made it PROFITABLE for you!

Discotheque, as ROWE sees it, is STEREO-ROUND with that irresistible BIG BAND SOUND AND BEAT that makes them listen, start moving and keep on dancing...plus 200 plays of Swingin' Music among the TOP ONE-HUNDREDS!

Discotheque originated in France, 3 or 4 years ago...caught fire here...but it took ROWE and Killer Joe to fan it into a profitable flame for you with a promotion that makes it WILD..."the thing to do"!

Only ROWE gives you the EXCITEMENT the "Swingin' Generation" thrives on! Don't kid yourself—they know the hot tunes and play 'em. They don't need a list...they have it—and it's straight from the "TOP"...the TOP ONE-HUNDREDS they hear on the air and pushed by disc jockeys.

Doubt it? Don't! Just contact your Rowe Distributors—they'll give you the whole story.

Rowe® AC MANUFACTURING
Troy Hills Road, Whippany, New Jersey
Trade in Clear on New Illinois Leasing Tax

SPRINGFIELD, Ill. — President Bill Pous was prepared to assure Illinois Coin Machine Operator Association members in convention here last weekend that the new State tax on leased merchandise will not apply to coin-operated equipment placed in locations under customary arrangements.

"When the measure was first placed in the hopper," Pous told Billboard, "we sought clarification of the wording and we were informed in writing by the director of the State department of revenue that it would not impose a tax on us..."

The bill, signed into law Tuesday (20) by Gov. Otto Ker-ner, will not apply the State an estimated $13,000,000 each two years through a 34% per cent tax on such commonly leased merchandise as automobiles, construction equipment, furniture and business machines. The law also empowers cities to impose a tax of 1% per cent on such leased items.

Counter Prices Up

Meanwhile operators gathering here at the Holiday Inn East Motel for the association's quarterly meeting, reported an across-the-board increase of variable price to 35 cents following the State tax increase signed into law by Governor Kern [two weeks ago]. (Continued on page 53)

Kentucky Gov. Announces Multiple-Coin Crackdown

FRANKFORT, Ky. — "Arrests and confiscations are among immediate results of the crackdown I ordered recently to rid Kentucky of pinball machines used for gambling purposes," Gov. Edward T. Breath-ill declared in a press confer-ence last week.

The governor's action came in the wake of a ruling by Judge L. Brooks in U. S. District Court in Louisville that, "...certain coin-operated machines for which $250 Federal gambling stamps had been pur- chased were gambling devices per se..."

Judge Brooke's decision, which held that "multiple-coin, bingo-type machines were gambling gadgets under Kentucky law, and consequently must not be shipped into the state or set up and operated therein," was ap-pealed.

Appeal Pending

Said the governor: "While awaiting outcome of the ap- peal, which is now pending be-fore United States judges of the Sixth Circuit Court, many counties in Kentucky are car-rying out my instructions to co-operate with local law enforce-ment officers in locating and confiscating machines on which payoffs actually are being made."

According to the governor, three men were arrested and five machines confiscated in one county recently by State Police who declared the men were paid off in money after winning games.

An Associated Press dispatch quoted a Lexington operator as reporting that he had removed 800 machines from locations "after proprietors asked that they be removed."

ELEGANT
full dimensional stereo! 100 selections!

ROCK-OLA PRINCESS ROYAL
\- Plays 33 1/3 and 45 RPM records
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\- Exclusive Rock-Ola revolving record magazine

music products for profit for 30 years

Rock-Ola Manufacturing Corp.
800-39th Ave., Chicago, Ill. 60651
BILBOARD, July 31, 1965

NEW EQUIPMENT

'The Dancing Cowboy of Dodge' — Gottlieb's Latest Four-Player

CHICAGO—Wild West ani-mation is utilized again on the newly introduced four-player flipper game marketed by D. Gottlieb & Co. here last week.

As play on the new unit, called Dodge City, proceeds, one buck gains cowboy makes an- other dance through the classic means of firing bullets at his feet.

Five, two-way roll-unders are incorporated on the new prod-uct's playfield, the alternating values of which are indicated by spinning numbers. The skillful player may gain another shot.

A "moving light" feature multiplies roll-under values by 10 and 100.

Scores of five to 150 points may be scored by means of alternately lighted "kick-out" holes.

Incorporated for the first time on the Gottlieb game is a blinking sign indicating that the last ball is in play.

"The game's new pop art cab-inet decoration will make the machine stand out in all loca-tions," a company official de-clared.
New Minneapolis Corp. Handling Colorama Unit

By ROY WHITZFIELD

MINNEAPOLIS — Midwest Colorama Corp. has formed here, to operate and distribute Colorama sound-film projection machines in Minnesota, Wisconsin and North and South Dakota.

James Wilson, former ad agency man, is president of the firm, which Wilson says has financial backing from some half dozen local businessmen. He declined to identify the investors, but said "a commitment of upwards of half a million dollars has been made."

First units were to go on locations in Minneapolis and Milwaukee the week of July 19.

Gain Experience

In both the Twin Cities and Milwaukee, the corporation will operate its own units at first to gain marketing and merchandising experience.

Wilson said there will be no guarantee clause in the arrangements, but that a sharing of the gross on a probable 75-25 per cent basis would be the rule.

First Minneapolis units are expected to go in "The Office," a downtown bar; "The President," near Lake Street and Nicollet Avenue; and a lounge at the Hotel LaSalle.

Rockefeller Vetoes

*Continued from page 47*

presented great discouragement at the veto. "The bill was my life," she said.

Earlier, in a letter to governor's counsel Sol Corbin, Mrs. McCarthy wrote: "Since my husband and I started out 10 years ago to defend ourselves against the underworld, I have been widowed. My children are now in the business with me. I so desperately want to make it safe, legal and worthy of pride for them in the event something should happen to me. Personally, I have taken many risks in my complaints against attempted invasion of the industry by the underworld, especially when I testified before the McClellan Committee against the hood unions. I think I'd feel utterly devastated if all these years have been in vain."

Key New York State businessmen, such as veteran distributor John Billotta of Newark, expressed support for the bill and optimism about its passage.

Spokesmen for major Chicago game manufacturers told Billboard that the New York licensing bill had great merit.

Leasing Tax

*Continued from page 52*

State commences collection of the higher levy this week.

P. O. Box 308, Aurora, Ill., said the tax hike will not be a heavy one since it is an extra $2,000 a year from his cigarette vending operation alone.

In other states, acreage-bound, over the weekend, Illinois operators were booted off by a city licensing data survey as a supplement to the nationwide survey just completed by the Music Operators of America. MOA Executive Vice-President Fred M. Cramer was expected to be in attendance here.

The Illinois were also to make nominations for officers at the meeting here in preparation for their annual election, which will be held at the MOA convention in Chicago Sept. 11-13.

July 31, 1945, BILLBOARD
CHICAGO

The ninth child, Ann Marie, was born July 9 to Don and Ann Chahak. Don is with Star Title Service Co.; Ann Insalata, associate legislative counsel for the National Automatic Merchandising Association, has just copped four years of experience in the Patent Office. She is the daughter of Mr. and Mrs. Simon Insalata of the Chicago area.

...A five-man nominating committee which will pick seven candidates for election to the National Automatic Merchandising Association board of directors has been named. Chairman of the committee is Frank J. Richard Howard, chairman of the board of directors of the association.

While on the trade show theme: Music Operations of America executive vice president Fred Granger and Pick-Congress Hotel liaison man Tom Macke were in town as representatives of the trade press last week through the exhibition halls to be utilized for the MOA Show here Sept. 11-13. Fronting on Lake Michigan, sparsely populated, spacious Pick-Congress will provide the ideal showcase for the latest in coin-operated amusement equipment.

Traffic flow, as demonstrated by Granger, has been charted scientifically to give access to every exhibit. The Granger-Macke team demonstrated the Fred Granger-Tom Macke trade show experience is going to show up in concrete pleasure next week to a multitude of people during the big doings in September. RAY BRACK

WASHINGTON—Word from the Official Route Commission indicates that route collection chases will be lightened slightly when the new non-silver coin meters have entered full circulation. Although operating firm employees may not notice the difference when taking coin sacks to the bank, Treasury officials report that the new copper-nickel dime and quarters will be 7 per cent lighter than present coins. Informal blindfold tests indicate, however, that the average judge box or pinball machine player cannot detect the slight difference.

Philadelphia

James Gilsenberg, vice-president of Bennett Specialty Co., Wholesale Distributors, scored the late-night non-professional low of 63 at Ashbourne Country Club, where he still holds the club record. He and P. J. Lally and Ken Whitt were still under 80 today. They were 79, and 1 baggy for the course's 70. His 63 card contained three threes. Gilsenberg has held the course record for the past four years. His mother-in-law, Mrs. Miriam Redstein, wife of the Macke Vending Co. head, has held the women's record at Ashbourne for three years.

William Fishman, president of Automatic Vending Co., was most recently named to the Board of Governors of the National Automatic Merchandising Association. The Fishman was honored as a Fellow of Brandeis University during the school's recent 14th commencement exercises.

BEN OLLMAN

Profit Insurance

You get your full potential profit when you are protect- ed by Security Coin Boxes, because money cannot be removed until the boxes are unlocked by your cashier. They lock automatically when taken from the vending machine, and lock into the vending machine itself, to prevent removal by unauthorized persons.

Write or telephone for specific data applied to your area.


Touring Cleveland Coinman Opens Up Spain, Portugal

By Ray Baack

CLEVELAND—"I understand from a few American-made coin machines have been appearing lately behind the Iron Curtain," a coinman remarked to a friend recently.

"Morris GISER must have been there," the friend responded.

As it happened, Morris Giser, president of Cleveland Coinman Exchange Corp., Detroit, had not been "there," but he did return from an eight-week European tour recently with export permits to several heretofore unknown markets, including Spain and Portugal.

Spanish Market

Opening a Spanish market to U. S. coin machines is no mean achievement, when considered with the fact that one of Spain's two Jukebox factories is owned by the service-line company, Generalissimo Franco.

The Spanish market is a "significant potential market," Giser reported. "The country once boasted 30 pin game manufacturers. The Spanish have been importing cigarette machines from Germany, as well, and have even started manufacturing their own. But the quality of equipment is poor."

In Spain and Portugal, as in most of the 40 or more countries he visited on his recent trip, Giser said he found "a depressing lack of import regulations upon American equipment."

"I am very optimistic about the world market," he commented, "as the surface has not been scratched."

But he cautioned: "The export market must not be considered an equipment dumping ground... The market must be up to domestic standards and it must be packed well."

Giser has just started his tour with what was reportedly a suitably armed force of 16 men. He was scheduled to visit to Bolivia, Kiddle rides to Holland, parking meters to Greece, and the rest of Europe.

The-Country of the Four Seasons

The country of Cleveland, Cleveland Coinman International, is now doing business in 40 countries. Giser said. The division was formed two years ago and increased its volume 50 per cent last year. "We're looking to do much better this year," Giser said.

Asked for comment on the uncertain Italian pin game market, Giser said: "The country would continue as a solid all-ball pinball market."

No materials will be exported to any market. Giser emphasized, and a rapid and consistent cash flow is reported to Cleveland Coinman.

He was president of the Coinman Exporters Association for two consecutive terms, and chairman of the group's export committee.

The coinman was a member of the Board of Directors of the Automatic Coin Manufacturers Association, and was elected to the board of directors of the European Coinman Association in 1960.

Clackmiller, of Toledo, Is Dead

TOLEDO—George Knollmiller, long time in the management of the Toledo Coin Machine Exchange here, died last week.

He was the brother of Mrs. Rose Bentsen, top executive in the newspaper industry. Home services were held last Wednesday (21).
Since 1953, Seeburg has been leading the way to the greatest opportunity ever offered to America's music operators. Now it's here. Grab it!

Seeburg started it all in 1953 by being first to offer high fidelity. Remember how the industry took to hi-fi and made money with it? Similarly, in 1958 Seeburg pioneered stereo—and the enthusiasm of operators carried over into locations. Stereo made money for everybody.

In 1964, Seeburg launched a tremendous winner—the automated packaged Discothèque. This runaway success was and is the greatest moneymaker for locations since Repeal. Now it has shown the way to an even bigger opportunity for operators!

This is the newly-discovered market for Discothèque listening, which came to light when people started turning out by thousands to hear the multi-channel stereo Big Sound produced by Seeburg's Big 3—the LPC/480 phonograph, the Rhythm Twins speakers, and Seeburg's leased libraries of exciting stereo records for Discothèque play. As operators discovered, even locations which had no dance floor used this winning combination to build business, because people turned out and paid to hear it.

Big Sound is in demand. Capitalize on it with Seeburg's winning Big 3, and you can offer your locations an attraction they can't get anywhere else!

Better contact your Seeburg Distributor N-O-W!
BILLBOARD SPOTLIGHT PICK


Mrs. Greenway by Mary MacGregor. RCA Victor LPM 1935 (M). An excellent album featuring the voice of the legendary Mrs. Greenway. The album includes hits such as "Mrs. Greenway" and "The Lady Is a Tramp."

THE STATESIDE QUARTET

"The Stateside Quartet" is a musical group that has been active for several decades. They have released a number of albums over the years, including "The Stateside Quartet in Concert." This album features some of their most popular songs and is a must-have for fans of traditional jazz and swing. The album includes hits such as "And Then Some," "Waltz in Swing Time," and "Two Step in Swing Time."

SPOTLIGHT

Welcome Home by Nat Cole. Brunswick 60077 (S). Featuring Nat Cole's beautiful voice and smooth performance, this album is a must-have for fans of swing and jazz. The album includes hits such as "Welcome Home" and "Mona Lisa."

CHILDREN'S LOW PRICE SPOTLIGHT

WINNIE THE POOH AND THE HONEY TREE

Walt Disney's classic animation "Winnie the Pooh and the Honey Tree" has been adapted into a Broadway musical. The show features beloved characters and a catchy, timeless score. The cast includes Jim Cummings as Pooh, who provides the voice of the beloved bear. This album is a must-have for fans of Disney and musical theatre.