Canadian Coca-Cola Drive Centers on Pop Disk Groups

By KIT MORGAN

TORONTO—Canadian recording talent is being placed on a par with some of the hottest of the U.S. and U.K. disk acts in the current teen-beamed radio campaign for Coca-Cola in Canada. (U.S. story, Billboard, July 10).

"Things Go Better" Coke commercials featuring five Canadian pop music groups have just gone out to virtually every radio station programming hit parade music, close to 200 stations, covering almost every radio market. The Canadian commercial will phase in with the previous Roy Orbison, Four Seasons and Dean commer-
cials, with others by those U.S. and U.K. groups most popular in Canada to be added as they become available through Coca-Cola in the U.S.

The Canadian groups featured on the commer-
cials are J.R. and the Playboys, Jack London (both on Capitol), and David Clayton Thomas and the Shays (Rouman Records). Each of these acts has a new disk either just released or up-
coming shortly.

The campaign is being duplicated in French-
Canada, leading off with a French-language commercial with Petula Clark, produced in Lon-
don solely for Canadian use. Others, featuring such popular French-Canadian groups as Cesar and the Romans, Les Baronets (Jeunesse Franco) and the folk singing group, Les Cailloux (Can-
tol), are in production.

(Continued on page 22)

Elektra Makes Move As Full-Line Diskery

By AARON STERNFELD

NEW YORK—Elektra Records, founded 15 years ago as a folk label by Joe Holzman, will branch out with rock, country, pop and blues product this fall and in 1966.

According to Holzman, the move is not so much prompted by a desire to cover all musical categories as specialized mar-
kets, but as a recognition that musical categories now have little meaning.

In 1965, when Elektra was launched as a folk label, the folk market was readily defined.

US Acts Face UK Air Block

By CHRIS HUTCHINS

LONDON — Television and radio may be virtually blocked to American recording artists who stream into Britain in ever-increasing numbers for promo-
tional appearances. New visa restrictions will allow them to make only one TV appearance on each visit and not more than six in any 12-month period if the Variety and Allied Enter-
prises Council gets its way.

The body is instilling on a Home Office ruling governing the number of television ap-
pearances made by American performers, that many of unknown Americans which the U.K. accepts is equal to that countries which the U.S. rejctes as being "not of a suf-
ficient standard to merit a work permit."

Unfortunately, the curb is (Continued on page 46)

Liberty Labels To Operate as Separate Unit

By ELIOT TIEGEL

LOS ANGELES — Twenty-five years old in 1966 when fiscal year 1965 figures are released, the Liberty empire, having added Imperial and World Pacific, will be operating with autonomy within three months. This will spark the look at Liberty Records, Inc., as it enters its 11th year as an independent company.

Corporate president Al Bennett predicts total sales will show a 20 per cent increase over 1965.

Stations Honor Capitol Plan on Exclusive Play

HOLLYWOOD — Radio sta-
tions around the country are honoring Capitol Records' plan to de-emphasize exclusively breaking singles. Distributing Corp. head Stan Gortikov re-
ants that with the exception of one station, all broadcasters aired the Beatles new "Help" single at the same time.

At least one station that is not going along with the Cap-
itol Records' proposal is WMCA Radio, New York. Joe Bogart, music director, said Wednesday.

WJRZ Plans Country Switch

By CLAUDE HALL

NEW YORK—WJRZ-Radio, across the river from here in Newark, N. J., will switch to a 24-hour-a-day country music format in four to six weeks. This is the first major country break-
through in the nation's top mu-
sic market. Until now, a coun-
try (Continued on page 46)

(Advertisement)

Released! the second hit single from this fast rising chart album

"Simpel Gimpel"

#72465

Mercury RECORDS

MG.20993 / SR.60993

(Advertisement)
ELVIS FOR EVERYONE

12 SONGS 12
BY ELVIS ON RCA VICTOR

LPM/LSP-3450
FM Influence on Disk
Sales Is Increasing

By CLAUDE HALL

NEW YORK—The ability of radio stations to influence the sales of records is undergoing at present many changes. One of the biggest influences in this is that FM stations are growing stronger—literally an explosive growth in their ability to influence the sales of records, according to Jack Loeb, executive vice-president of New Response Ratings’ completed second cycle. They’ve long been strong in providing exposure for classical and other non-current marketable records, and to some extent, in building sales for current marketable records, but the widespread use of FM receivers increases—e.g., the medium also showing strong influence in attracting the youth market, popular music, and country music product.

As of June 1965, there were a total of 1,292 FM radio stations on the air, all of them required to go on the air (most of which are probably already broadcasting). In 200 of the 2,000 selected, New Response Ratings’ authorization were and were under construction. These figures of the National Association of FM Broadcasters, Washington, indicate the fantastic increase in potential for exposing records over FM stations. As comparison, the NAFMB reports there were 2,500 AM stations in operation on Jan. 15, 1960; of these were being run by AM-licensed stations. According to the FCC requiring separate programming of AM and FM stations—the deadline has been moved back to Dec. 31, this year. It’s expected that by strengthening the effectiveness in the region of record, Billboard’s new Radio Response Rating survey now being mailed market-by-market to all radio stations in the major 40 markets will be extended to the total FM stations.

The Detroit market serves as a good example of the growth at FM, WPGR-FM, while ranking third in the influencing area, increases by 7 per cent of the total sales in July, July 17 Radio Response Rating survey—and (Continued on page 49)

Muntz Cuts Price on LP Tape Cartridge

LOS ANGELES—Earl Muntz had reduced the price of his single album tape cartridge line to the suggested retail list price of $7.98 and $8.98 cartridges and $5.98, $7.98 and $8.98 twin packs.

Muntz explained the reduction

NARM SENDS MEET FORMS

PHILADELPHIA — Registration forms for the Sept. 7-9 meeting of the National Association of Record Merchandisers have been mailed to members, according to executive director Jules Malamud. The meeting and person-to-person sales conferences will be at the Continental Plaza Hotel, Chicago. The meeting will be held for 46 regular members and 23 associate member companies, and registration will be held on a first come, first served basis. A full discussion of tax refund procedures and policy announcements by companies will be held Tuesday at the regular meeting dinner-meeting.
Laurie Bowes Providence As Entry in R&B Field

NEW YORK—Laurie Records will expand into the R&B field with the release of a new album by Laurie's Vice-President, Laurie Records, Doug Morris.

The first artist signed to the label is Screamin' Jay Hawkins. Earmarked for release by the label is a lp for about Sept. 1, Morris said. The label will aim toward featuring artists in the R&B field who have already experienced success and need re-vitalizing.

The label is also looking for material that showed that more than 30 independent distributors have already been won up for Providence. These distributors, he said, are all a history of success with proven products—just not necessarily the same distributors who Laurie. A staff of promotion men is now being organized.

Material recently produced are ones that are being written will be put out here, Morris added. He said to produce their records and sessions will also be on the label. The Providence label is not new. It was previously "Laurie"

Pincus Invades Films, Theater

NEW YORK—Publisher Gabe Pincus, has got into the business of moving pictures. His new distribution firm, Gino-Pincus, is moving into the film and musical theater field.

Pincus acquired the score to "Marco Polo," the Rault Leypo epic starring Anthony Quinn, for distribution to Fiorello, Horst Buchholdt and Ossie Daves. The score is by George Garvarentz and Charles Aznavour.

The Gino-Pincus operation has also acquired world rights to Romance, a musical theme. The movie, made by New World, which received the special jury award at the Cannes Film Festival, Columbia Records has recently released Jerry Murad's Harmonies version of "Romance," which is distributed by a United-organ- ism, Ambassador Music, has secured British mechanicals on the tune and is also recording the new score to "Marco Polo." It is known that American labels are already bidding for the score.

Negotiations for other film properties are currently going on. Meanwhile, he revealed that Pincus has also acquired the score to "Instant Marriage," the Donald Altman-Bryan Rix smash London hit, for which he made a deal with Laurie Holloway and Bob Grant. In two months the show is scheduled to play in Sydney prior to coming to New York. Pincus, he said, is preparing to enter the territory. The score, CBS of England has completed a cast recording.

Pincus, with Lee and Erwin, has been busy. In the past two and a half years, he has acquired scores, is rapidly building the global nature of the publishing company. Lee, heading up Ambassador Music, has secured British mechanicals for a record by the Mis- suns, Mathews said that when the contract with this group master up it was making noise in Providence, thus, it named the label. Soon after this, Under the Laurie Records banner was launched last week.

The first week's schedule was written by the leader of the band and they recorded it on their recent tour here in the United States. Each album will feature only British-produced sides by the group to release.

Stax & Volt Artists on TV

MEMPHIS — A package of Stax and Volt Record artists is in Los Angeles for two weeks for a series of live shows, filming for "Shindig." "Hollywood Aftershow" and "March Monsters" and appearances on several other TV shows.

At the Apollo, T.T. and the MG's, Rufus Thomas, Carla Thomas, William Bell, the Mad Lad and the aunt will also do a live show for radio station KGGG (9) (5). The two weeks of engagements and next week (12).

All Sales Prom

NEW YORK — The entire music business, with the exception of the First Component Series, is on two-on sales from Thursday through Saturday. The First Component Series is sold on a special deal.

Monday (26), the label dropped its prices line with the recent excise tax elimination.
“All I Really Want To Do” c/w “I’ll Feel A Whole Lot Better”

A flock of hits found a home in a Byrds album!

Everything’s going for COLUMBIA RECORDS.
Caught at Newport Folk Festival

Folkfest as Seen Through Teen Eyes

(Editor's Note: Since a predominant segment of the Newport Folk Festival's attendance is in the teen-age bracket, Billboard asked for the teen-age's view of the event. Joe Towne and Eddie Papa made the following report.)

NEWPORT, R. I.—The concert at many times was a drag, but there were always enough high jinks from zoo-escapes in the audience to keep the entertainment at a high pitch. The Jug Band, Odetta, Oscar Brand, Spokes Mashiyane, Pete Seeger, Bob Dylan and Joan Baez made the Saturday concert enjoyable and worthwhile. Spokes Mashiyane, from Johannesburg, South Africa, was an unscheduled treat. His swingy beat and flute captured the audience. He was the unexpected highlight of the Saturday night concert.

The Jug Band was the most unusual group. It consisted of a plastic jug, a washtub and comb and clearly demonstrated conventional instruments are not needed. Their music was not only good as well as different, but they appeared to be enjoying themselves and the audience did too.

Oscar Brand, known for his feisty songs, surprised with a more moderate selection, and showed he could still capture and hold an audience.

Odetta, really belting it, lived up to reputation and the audience loved every minute.

It was a worthwhile show thanks to these people and such giants of folk music as Bob Dylan, Joan Baez and Pete Seeger who did not disappoint, and despite too many non-conformists trying too hard to be non-conformists.

JOE TOWNE and EDDIE PAPA

Photos courtesy The Newport Daily News

Typical scene during festival

NEWPORT FOLK FESTIVAL

Part of festival concert crowd

Crowd frequently was moved by what it heard

Mark Spoelstra

Odetta

Josh White

Donovan

Maybelle Carter and Mike Seeger

Pete Seeger and Willie Dixon

Joan Baez

Blue Ridge Mountain Dancers

BILLBOARD, August 7, 1965
Broadcasters Mull LBJ Bench Offer to Harris

WASHINGTON — Broadcasters were agog last week over President Johnson's nomination of House Commerce Committee Chairman Olsen Harris, author of anti-pollution and other broad- cast legislation, to be a Federal District Judge. Representatives of Harris' home State of Ark- ansas. The Federal District Judge post has not brought any joyful well- coming response from Representa- tives (as of this writing, the deadline last week.) Some wonder if Representatives Harris may prefer to stay on as head of one of the most powerful com- mittees on the Hill.

Representative Harris is re- membered in the record and broadcast world for his headline hearings in 1960 on pay-ola and played a crucial role in a bill to offer sponsorship identification requirements, and penalize any under-the-table pay- ments for pushing records or products on the air. Top deejays paraded before the committee, and much was made of deejay Dick Clark's empire of recording and publishing interests during the hearings.

Broadcast-Heart meetings came in at some of the payola hearings, and Harris' interest in the Harris Oversight Subcom- mittee went deep into ratings, and decided to let broadcasters clean up their own "ratings mess.

Representative Harris has re- cently concluded hearings on a proposal to set up a new "national television policy" assuring more diversity of programming, whether by air, wire or what-have-you, to service the Ameri- canizing Committee, which would grant the FCC the authority to regulate CATV systems, which sparked the legislation, but would bar the commission's proposed strictures on CATV until Congress had a chance to study them. Representative Harris was appointed to remain as Commerce chair- man until the end of this con- gressional year — whether the bill could pass even the House in that time is extremely doubt- ful.

When — and if — Chairman Harris leaves the Hill, he will be succeeded as Chairman by Rep. Harley O. Staggers (D., W. Va.). Representative Staggers has been in Congress for 16 years, but the bulk of the House Committee has been largely on transportation and aeronautics, rather than in broadcasting. Next in line of succession, after Representative Staggers is Rep. Walter Rogers (D., Tex.).

Representative Rogers, together with Chairman Harris, suc- cessfully blocked the FCC's at- tempts to limit broadcast com- mercials in 1963. More recently, the House Commerce Committee backed the Rogers bill to keep the Federal Trade Commission out of the television camera market, and to reclaim an exemption tariff the FTC from requiring health hazard warnings in cigaret advertising. By the side of the road, the Rogers bill would have marred the broadcast. Radio and TV producers feared the loss of an estimated $100 million a year in cigaret advertising if the health hazard announcement had been re- quired in all cigaret advertising. A Federal Trade Commission regulation on cigarette advertising would have gone into effect July 1, 1965.

Newport Folk Festival Hit as
Artistic and Financial Success

By LEW ZITTO

NEWPORT, R. I. — This year's Newport Folk Festival (July 22-25) was a resounding success both artistically and financially. From both standpoints, it came closer than ever before in achieving its primary purpose, to provide opportunities for a large number of people with the widest possible sampling of folk music in the world. The result was an attendance of over 120,000, with more than 40,000 from the thousand people, topping last year's turnout of nearly 70,000. This year resulted in an excess of $200,000. The four- day event, spread over the nonprofit Newport Folk Festival, the organization which was entitled to solely for presents-

Despite the late hour, and what would normally seem to be a saturation point in listen- ing, the crowd demanded more, and was quick to voice its dis- favor that it had already come. Peter, Paul and Mary, who appeared on past mid- week, were still in demand and refused to leave the stage. The crowd began a one-man battle to provide a true ending. The result was a spontaneous encore which consisted of a medley of their major hits, including "Raincoat," "Raindrops Keep Fall- ing," and "If I Had a Hammer." The encore was met with great enthusiasm, and the crowd left the festival still wanting more.

Peter, Paul and Mary

Peter, Paul and Mary were one of the top attractions of the festival. Their music, consisting of folk rock, folk, and traditional music, was well received by the audience. Their performance was followed by an encore, which consisted of a medley of their hits, including "Raincoat," "Raindrops Keep Falling," and "If I Had a Hammer." The encore was met with great enthusiasm, and the crowd left the festival still wanting more.

Finn Fannie Lou Hamer, a moving force in the Mississippi Freedom Democratic Party, and a symbol of her evolu-

The evening featured a number of standout performances, including one by Pete Seeger, whose simple, straightforward song style and stage manner left his listeners convinced that he was in the presence of a giant. He managed to spread an aura of true dedication to the folk cause, and the crowd could sense it each time he appeared. Bob Dylan, on the other hand, appeared long and loud shouting from the crowd demanding his presence. His audience was visibly pleased with his performance, and several of them joined in the finale number. The atmosphere was electric throughout the festival, with a great deal of energy and enthusiasm.

Stormy Reception

Then, when Dylan arrived for a solo set, the audience seemed to have lost the support of his followers. Shouts from non- Dylan attenders for this pastiche of a song, to the "Ed Sullivan Show," or that he was "banned" from the stage, and "bought" brought cheers. The indication was that many in the audience felt that he was "banned." They then left the stage, and the evening ended on a sour note.

Dylan, with his one of the rehearse, controversy, soon seemed
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A jazz festival
of sounds
and sales

Recent releases in a recorded history of jazz that's second to none in scope

New Recordings:

"Father" and a group of highly compatible jazz stars deliver 12 exciting new versions of such solid items as "It Had to Be You," "Sunday," "Wrap Your Troubles in Dreams," "A Cottage for Sale," "Father's Freeway" and "But Not for Me." LPM/LSP-3380

Wild Bill Davis and Johnny Hodges team up to produce some smoothly swinging sounds on tunes like "On Green Dolphin Street," "Li'l Darlin'," "Johnny Come Lately," "I'm Beginning To See The Light" and 6 other standards.

LPM/LSP-3393

"Modern jazz with an excitement rarely heard on records." So said one critic in praise of this new album. The Quintet does eight great tunes including "Greensleeves" and "In The Bag" which features (are you ready?) 80 jazz bagpipes!

LPM/LSP-3386

Exciting performances caught "live" at Newport last year. The big names on hand include Joe Thomas, Wigg Manone, Bud Freeman, Muggsy Spanier and Bob Haggart playing "I'm Roof Blues." "I've Found A New Baby," "Isle Of Capri," more.

LPs/LSP-3369


LPs/LSP-3355

New Albums in the Vintage Series:

Such genuine "originals" as "Sleepy" John Estes, Tampa Red and Blind Willie McTell are represented here in sixteen selections chosen from more than 2000 recordings on the old Bluebird label. A treasury of authentic blues singing.

LPV-518

Historic performances in the evolution of jazz by the pace-setters of the bop era. Dizzy, Bird, Miles, Navarro, Ventura and other 52nd Street stalwarts play "Cop-Bop Sh Bam," "Cool Breeze," "Royal Roost," "Oop-Pep-a-Da," 12 more jazz mileposts.

LPV-519

Sixteen rare sides from Duke's legendary band of 1940 and 41, eight of which have never before been available on LP. Arrangements are by Duke and/or Billy Strayhorn with four vocals by Ivie Anderson and one by Ray Nance.

LPV-517

A major figure in the history of jazz, "Fats" displays his keyboard talent on 16 great selections, most of which are heard here for the first time on L.P. "Oinah," "12th Street Rag" and "Somebody Stole My Gal" are included.

LPV-516

Advertising and promotional support to help make your "Jazz Festival" a rousing sales success: Consumer advertising • Radio scripts • 4-color window display • Mounted album covers • Teaser mailings to radio stations • Illustrated catalog • Local ad mats and "minnies" plus an exciting merchandising contest. Contact your distributor for complete details.
Recent & Recommended:

**TOWN HALL CONCERT PLUS**
LOUIS ARMSTRONG AND HIS ORCHESTRA
LPM-1443

**RECHET NEW ORLEANS**
LPV-510

**PAUL DESMOND**
LPM/LSP-3220

**TWO OF A MIND**
PAUL DESMOND MULLIGAN
LPM/LSP-2624

**DUKE ELLINGTON**
in a mellow tone
LPM-1364

**THE GREATEST OF DIZZY GILLESPIE**
LPM-2398

**J.J.!!**
LPV-3414

**INSIGHT THE ROD LEVITT ORCHESTRA**
LPM/LSP-3331

**CHARLIE MINGUS**
TIJUANA MOODS
LPM/LSP-2533

**WHAT'S NEW? Sonny Rollins**
displays his jazz
a new style
from South America
LPM/LSP-2572

**THE GREAT 16!**
MUGGSY SPANIER'S RAGTIME BAND
LPM-1295

**JOE WILLIAMS**
at newport '63
LPM/LSP-2762

Complete illustrated listing of RCA Victor's extensive catalog of jazz albums. An effective counter-piece for customers and for mailing.
L. A. NARAS
Names Slate

LOS ANGELES—Elected to the local chapter's board of governors of the national Academy of Recording Arts & Sciences were President Dave Pell, &d administrator for Liberty Records; first Vice-President Jesse Kaye, MGM Records vice-pres- ident; Second Vice-President Ernie Freeman, secretary Stan Conyn, editorial director for Warner Bros-Deprise Records; Treasurer Neely Plumb, manager of popular arr; RCA Victor Records on the West Coast.

Tree Signs

Chris Allen

NASHVILLE — Christie Allen, 23, pop singer and compos- er was signed to an exclu- sive writing contract last week by Jack Stapp, president of Tree Music, Inc. In private life she is the wife of Larry Moeller, vice- president of Moeller Talent, Inc.

One of Miss Allen's first acts after signing was to call several dozen DJ's all over the U. S. to plug her first single, "The Little C Cindy Clown," on Diamond Records, which she also composed.

Funeral Held for
Mrs. Wakefield

DETROIT—Funeral services for Mrs. Louise Gordy Wake- field, vice-president of Motown Records and Jocobe Monte Publishing Co., were held Thurs- day (29) here. Mrs. Wakefield, sister of President Berry Gordy Jr. of Motown Records, died Saturday (24) in Mount Sinai Hospital.

Survivors include her husband, Ronald Wakefield, artist coordinator for the same mother and father, Mr. and Mrs. Berry Gordy Sr.; four brothers, Fuller, George, Berry Jr. and Robert, and three sisters, Mrs. Anna Gaye, wife of singer Mar- vin Gaye; Mrs. Esther Edwards, wife of State Rep. George Ed- wards, and Mrs. Gwen Fugua, wife of singer Harvey Fugua.

Heads Audio-Visual

NEW YORK—Joel O'Hayon has been appointed manager of Color Corporation, and chosen "Super-visor of the Month" at the Radio- Roundup Convention. He is the recipient of the first Audio-Visual section. The section evolved from the need for the extensive audio-visual presen- tation of the label developed for the recent Miami Beach sales convention. Its services will be offered to all companies, in- duries, and government.

NARA CONFAB
BEGIN AUG. 4

HOUSTON — The annual convention of the National As- sociation of Radio Announcers gets under way Wednesday (4) at the Rice Hotel. Among the labels sponsoring events at the five-day convention are Scepter, RCA Victor, Duke, Peacock, Vee Jay, Constellation, MGM, Jubilee, Josie, Port, Atlantic, Chess and Capitol. The program will be installed Sunday (8). A Fri- day night dance will feature the Bobby Kinkaid Band, the Junior Parker Review, the Joe Hinton Review, Jerry Butler and Betty Everett, among others.

Jamie Phelps

LA DE DA

I'M A FOOL
IN LOVE

ARGO 5509

The Windjammers

IT'S NOT UNUSUAL
b/w

VON RYAN MARCH

ARGO 5507

Jackie Ross

WE CAN
DO IT

CHESS 1940

Ramsey Lewis Trio

THE 66 IN'99
CROWD

ARGO 5506

Supreme Supremes

The superb Supremes, Diana, Florence and Mary, brought joy to New York's Copacabana last week. Opening night Thursday (29) brought out an overflow audience which included Sammy Davis, Don Murray, Jack Cassidy, Marty Allen, Ed Sullivan, Billy Baker and Hal Jackson, radio personalities, Jim Schwartz, Washington record dis- tributors, Neil Keenan and Bill Bell, Columbia Records execu- tives, and a host of fans from other record labels.

The lovely Supremes shook up the entire block with their fantastic performance.

Berry Gordy, Barney Ales, Phil Jones, Harry Ascola and the entire Tantus-Motown organization can be proud that it was one of their groups who brought excitement to a jazz in the supper club can be a pretty dull room.

A top-notch act will usually bring along enough extra musicians to get their sound. In the case of the Supremes, only two stand-in extra-s were needed. Their attentive conductor, Gil Ascola, brought the Supremes own bass man Jack Stapp to the Supremes own organist Bob Conner who proceeded to whip the Copa band at a frantic pace giving superb backing to the girls.

Choreography by Charlie Aiken created a visual impact perfectly matched to the powerful Supreme musical arrangements.

A wind-up tribute to Sam Cooke, the group also developed it into a standing ovation from the audience for the music. Their attempt to retreat with only one encore proved hopeless.

This group has had fabulous success on records. We had heard of their great "in person" ability. Now we have seen it. If you get the chance, catch the Supremes in person.

HAL B. COOK
PUBLISHER

COPA PROVING GROUND

As an Act for All Ages
Supremes Blossom Out

NEW YORK—Any doubts that the Supremes will be a around a long time as a top act in the record field were erased at the Copacabana Thursday night (29) as the three Detroit girls put on a performance the likes of which the famed bistro has seldom experienced.

The Motown beat was polished, refined and arranged to perfection — particularly in "Come See About Me," the group's first chart topper.

But more important, Diana, the lead singer, emerged as a solo act to be reckoned with, and the group's treatment of pop material like "Queen of the House" demonstrated that the girls have a sharp comic sense and a superior range worthy of a veteran group.

Opening number was a sprightly "From This Moment On," followed by a song more generally associated with the group — "Baby Love." Another of the Supremes' stand-bys — "Stop in the Name of Love" — was delivered in typical Motown style.

The Girl From Ipanuma" was delivered in a cool, subdued style and provided a suitable change of pace after the two chart numbers, "Make Someone Happy"

the showcase for Diana's solo talent. Her distinctive phrasing and amazing vocal range stamps her as one of the best in the business.

The girls can handle the old music, ball song-and-serenade bit. On "Rockyshoe Your Rockyshoe Baby" they came equipped with straw hats and cane and performed in typical vaudeville style.

A bit of nostalgia was introduced with selections from their "We Remember Sam Cooke" album, delivered with taste and class.

Closing was "You're Nobody Till Somebody Loves You," with Diana delivering the denouement, Mary and Florence cutting in with appropriate sallies.

The program wound up with a standing ovation.

While the Supremes will probably keep their teen-age appeal for some time, there appears little question that the act will last a lot longer as a result of Diana's adult face — not too dependent on the chart position of one single.

They have all the equipment — poise, polish and a comic sense — that equipment was working flawlessly Thursday night.

AARON STERNFIELD

Jake Friedman, 64,
Disk, Coinman, Dies

ATLANTA—Final rites were held here Thursday (29) for Jake Friedman, 64, pioneer record and coin machine distrib- utor. Death came following a three-month illness.

Friedman was the owner of the Dixie-Southland Distributing companies and Gate City Record Service Co., a one-stop. Friedman got his record business in 1940, starting first as a juke box operator. He was active both in the music machine field as well as games.

He became a record distrib- utor when he founded South- land Distributing, and several years later, the Dixie firm. In 1940 he entailed a disk and coin machine distrib- utor. Death came following a three-month illness.

Friedman was one of the na- tion's prominent record distrib- utors and a moving force within the record and coin machine industries. He was a key board member of the National Association of Record Manufacturers.

Survivors include his widow, Esther; two daughters, Mrs. Jack Geidhart and Mrs. Washington Palk, III; a son, Gerald Friedman; and other residents of Atlanta.
MGM Records "Year of the Lion" Meetings: A Roaring Success

MGM Records had its biggest turnout in the history of the company at two distributor meetings held in San Francisco and New York to introduce "The Year of the Lion" fall merchandise. Fifty-six albums on the MGM, Verve, Verve/Folkways, Metro, DGG and Archive labels were unwrapped. The photos shown were taken during business meetings, luncheons, breakfasts and cocktail parties which rounded out the two-day meet.

Business meeting at the San Francisco Hilton:

West coast distributors, distributor salesmen and promotion men from Dallas, Denver, Honolulu, Los Angeles, Salt Lake City, San Francisco and Seattle and MGM Records President, Mort Nasatir, and some office personnel.

Business meeting at the New York Plaza Hotel:

Distributors, distributor salesmen and promotion men from Atlanta, Baltimore, Boston, Charlotte, Cleveland, Dallas, Hartford, Miami, Minneapolis, Nashville, New Orleans, New York, Philadelphia, St. Louis, Syracuse and Washington, D.C.

San Francisco meeting:

A special DGG Distributor meeting was held in New York at the Plaza Hotel chaired by Jerry Schoenbaum, Managing Director. The meeting was attended by dealers, distributors and representatives of Verve/Folkways, DGG, Metro, Archive and MGM Records. Shown in the photo are DGG Distributors, including Harry Lewis, Harry Sacks, Frank Kelly, Bob Anderson, Mel Price, Hamlin Lewis, Harry Levy, Bennett Schwartz, Norm Haugney, Gordon Van Meter, Norton Wexler, George Shapiro, Sol Seidman, Jerry Schoenbaum, Sol Levy, Jan Fry and Dave Rogers.

San Francisco meeting:

New York meeting:

New York meeting

New York Meeting

Advertisement
Odetta, Mann Swing Gate

NEW YORK—The Village Gate skimmed the cream of the two Newport Festivals Tuesday night; Tuesday, to be precise. Mann & Mann, the jazz representative and Odetta as the folk entry. Both artists had, to a full and enthusiastic house and both demonstrated their best. Mann & Mann made them standout performers at the Newport Jazz Festival and the Newport Folk Festival, respectively.

Mann and his Latin-Jazz Odetta opened with "Stolen Moments," which had its debut at Newport. It is a ballad; the number afforded Mann the opportunity to display his subtle flute technique.

"Mushy, Mushy" featured a waltz tempo, with an emphasis on vibrato and song. And an outstanding performance by the two people.

Bossa Nova Style

"Who Can I Turn To?" from "Kiss Of The Graesand" was handled in subdued bossa nova style, while "Comin' Home Baby" and "Blue Moon" were two of Mann's recent Atlantic albums. The former, with heavy emphasis on the flute flute, is from the "Village Gate" album, the latter from his "Latin Fever" album. Both are Latin-based, but have home with cool jazz and bossa nova with equal success.

Odetta, accompanied by a bass and guitar, hit fair to better than Tuesday night. She is known for her selection of material and in her selection of material and in her selection of material and in her selection of material and in her selection of material and in her selection of material. The RCA Victor artist hit her peak of her career at her peak of her career at her peak of her career at her peak of her career at her peak of her career.

Letter Perfect

Her vocalization is about letter perfect—both for a song and for a song. She hit the notes of "Water Boy," All of the power of her voice, held to some degree of restraint in the preceding numbers, was unleashed before a hurried audience.

"I Had a Hammer" and followed it with a plaintive lullaby. "She's About A Mule," and "Blow, Blow, Blow," were pure American folk, and "I'm a Mountain," pure American folk. "I'm a Mountain," pure American folk. "I'm a Mountain," pure American folk.

Audience clapping was sporadic, with "Chillie Go Where I Go," which was a spiritual which has its base in the Negro church. To round out her versatile performance, Odetta got in some gongs and a song work song. Each number was an example of her ability to carry over which Odetta delivered with grace and charm."AARON STERNFIELD

NEW YORK—Flying in from the annual Newport Folk Festival, Peter, Paul and Mary capped their summer with a week's stint at the Arie Crown Theater, 1818 W. North Ave., Chicago.

LOUDEN—The most serious move yet against American music was an effort by the National Federation of levy and TV dates due to begin this month; national and even the national, for U.S. acts on this scene, the Byrds. The group has just given its first two singles hit in Britain, "Mr. Tambourine Man." The musicians union advised promoters Joe Collins and Mervyn Conn a fortnight ago to inform their clients that the Byrds to work in Britain under arrangements with a British group to work in America for a similar period.

The promoters argued that the Byrds were an act, not musicians, therefore were not subject to the union's minimum wage arrangements.

But the union dug its heels in and secretary Harry Francis said the American Federation of Musicians had drawn the line and was not prepared to stand in the case. "If this tour went ahead without an exchange, it would mean that a professional group in its own country in the same period of control and the Byrds were an act, not musicians, therefore were not subject to the union's minimum wage arrangements."

VICTOR VICTOR

LAS VEGAS—Dave Victor was named entertainment director of the Flamingo Hotel and Caesars Palace hotel now under construction here. Victor was formerly entertainment director of the Flamingo Hotel and Caesars Palace hotel now under construction here. Victor was formerly entertainment director of the Flamingo Hotel and Caesars Palace hotel now under construction here.
ROY ORBISON
GREAT FIRSTS...

his first MGM single!

RIDE AWAY
b/w wondering...K-13386

his first MGM album!

there is only one
ROY ORBISON

E/SE 4308
EUROPE'S NO. 1 INSTRUMENTAL HIT

now a dramatic single release from Al Hirt!!!

THE SILENCE
(IL SILENZIO)

b/w LOVE THEME FROM "THE SANDPIPER"

The Shadow of Your Smile

RCA 8653

AL HIRT

RCA VICTOR

PERSONAL MANAGEMENT: GERARD W. PURCELL ASSOCIATES, LTD.
NEW YORK
HOLLYWOOD
MR. DEALER:
VANGUARD RE-STOCKING PLAN
AUGUST 1st to AUGUST 31st

10%
DISCOUNT
ALL FOLK MUSIC
(MONOAURAL & STEREO)
ALL EVERYMAN CLASSICS
(MONOAURAL & STEREO)

20%
DISCOUNT
ALL BACH GUILD
AND VANGUARD CLASSICAL
(MONOAURAL & STEREO)

For qualified dealers only
See your Vanguard distributor for full details
THE ORIGINAL HIT VERSION
#1 IN CANADA

"my girl Sloopy"

Just released... the NEW sound of

Del Shannon

Little Caesar and The Consuls

Move It On Over

Amy 937

Bell Records

Amy Mala

1776 Broadway, N.Y.C., N.Y.

Don’t forget these chart climbers...

This Week Last Week 2 Weeks Ago 3 Weeks Ago

29 32 42 54 Ride Your Pony, Lee Dorsey...Amy 927

* 58 70 75 New Orleans, Eddie Hodges...Aurora 153

(from Billboard Hot 100 Chart, 8-7 issue)
THE IRISH INVASION CONTINUES... VIA HIT LP'S...

JUST RELEASED

THE BACHELORS
MARIE

MAYBE ALWAYS I BELIEVE YOU'RE NEXT
SITTIN' IN THE SUN LIGHT A CANDLE IN THE CHAPEL
MAYBE
DANNY BOY FAR AWAY PLACES TILL THEN MY LOVE
LOVE TO LAST A LIFETIME DOWN AMONG THE SHELTERING PALMS

features the hit single MARIE

features the hit single HERE COMES THE NIGHT & GLORIA

MONO PA 61005 Stereo PAS 71005
Barclay Triggers Sirtaki Boom

By MIKE HENNESSEY

PARIS—This is the vacation season, the time when the disk companies and publishers all make sure that all the summer hits are on the market. And this year's hit, "Zorba the Greek," is causing a sensation in Paris. It's all about the Sirtaki, a traditional dance from Greece, and now it's become a popular dance craze in France.

The French have always been known for their love of music and dance, and with the release of "Zorba the Greek," it's no surprise that the Sirtaki is taking off in France. People are dancing the Sirtaki in parks, cafes, and even on the streets.

In addition to the Sirtaki, there are many other dance crazes in France, such as the Salsa and the Cha-Cha-Cha. These dances are popular among both French and foreign tourists, and they're a great way to experience the local culture.

Overall, the Sirtaki craze is just one example of the diverse and vibrant dance scene in France. From traditional Sirtaki to modern Salsa, there's something for everyone to enjoy.
The big sound is AL HIRT'S
Great New Single
"THE SILENCE"
(II Silencio)
c/w "Love Theme from
'THE SANDPIPER'"
(The Shadow of Your Smile)
#8653
RCA VICTOR
The most trusted name in sound
Beat, Pop Groups Take Over British National Jazz Festival

LONDON—This year's National Jazz Festival at the Richmond Athletic Ground has a program in which pure jazzmen and jazz groups are outnumbered by beat and pop groups. The opening concert features the Yardbirds (currently No. 2 in U.K. charts), the Moody Blues plus the Mike Cotten Sound, traditional jazz group. On the other two days, Manfred Mann, George Farmer and famous jazz soloists and groups. The Animals take part in an evening of blues and soul music on the final night.

The organiser says that the pop groups enjoy the opportunity to relax in a gay atmosphere: Festival Director Harold Pendleton said, "I could not have brought them here out of the past or so, the hit parade has been getting crowded with quality jazz. Some of the best are per- forming in an area that has attracted the admiration of visiting American blues artists. There is not interested in pop groups as such."

Italian Films Star Pop Singers

ROME—Italian canzone (song contests) and Italian cinema, Italy's two high-flying show business events, are now taking place for a banner year of association with no less than seven new films featuring Italy's top pop singers ready to go before the cameras in the studios of the Eternal City.

Marisa Solinas, film actress who records for Voce del Pubblico, is set to star in "Life Without End," a film biography of Edith Piaf directed by Edouard Molinaro in which the songs will come from the Piaf's record library. The late French singer was an EM artist in France affording the disc company a double promotion move.

Freh from her Cantagiro victory, RCA's Rita Pavone has joined Buster Krausen, 70, and is awaiting the arrival of the new year's movie comedy in which she plays a newsgirl. Locations for the film include Rome, Paris and for the latter in Monte Carlo.

Eurovision winner France Gall, who recorded her French version of "Dancing In The Streets" as well as the original French version, is booked for a Cinematografica film. "There is no need to a degree on her own career, under direction of Dino Risi, one of Italy's leading comedy directors. A new episode film, "Respectfully Feeling," has a new score by Riz Ortolani with a new song designed for his rating, "Ballad," which he wrote by his wife, Katyna Ranieri.

MGM artist, who will also play in the film. Having completed one suc- cessful year at music producer, who has his third RCA disk in one year, will place him on the charts. Remo Rascali, who records for Carousel, is said to head direction of Lina Mangelsdorff's Italian actress to be named. It has been seen in the films "Dancing in the West Side Story" tradition. A long list of singers has been booked by Italy's major Cinematografica's "For A Fist- ful of Songs, in which tunes will tie together a western adventure story. Another Rita Pavone film with two play-singers, Charles Arnazv and Sylvester, will be made during the winter in Lisbon and the local studios.

Japanese Record Trade Reaps Benefits of Teen Dance Fads

TOKYO—New Japanese dance rhythms in the Cumbia, Denge, and Jenka. Dance rhythms are quickly spreading among young people who dance Swim to the accompaniment of excellent music.

The current best-selling Swing records are Elvis Presley's "Do the Clam" and Yuki Hashi's "Swim Can Be!" by Victor logo. The latter is a Japanese tune which has al- ready sold more than 200,000 copies.

Coping with Victor's Swing disks, Columbia has introduced a new rhythm album by the Carmen Libero orchestra, followed by "Pine Tree Combo" and other groups. The lead-disk, which were adapted by Smiley Wiring, was created from the top-ranking swing band in Japan. "Pine Tree Ditty" is on the ladder among Japanese songs.

Shoals Surveys Europe Scene

LONDON—Steve Sholes, RCA's Senior European last week with Dick Broderick, merchandising manager, interviewing RCA's Vittorio Baumberger, RCA's European vice-president.

This is Sholes' first visit to Europe to survey the record scene. One of the objectives of the visit is to seek independent sources of material for RCA in the trade. With Mitch Murray and Jack Heath of Mickie for material, Sholes, Broderick and Baumberger are also attending the annual record show where the annual meeting held this year in London but last year in Paris.

Tedde is RCA's German out- let. Sholes has already visited the RCA Italian studios in Rome where newoperative rec- ordings are currently in pro- gress and will also be visiting Paris and Amsterdam.

MUSIC CAPITALS OF THE WORLD

AMSTERDAM

Bowman's Parliopograph label this week released the new Beatles disk, "This is My Life," with label has Herman's Hermits' "I'm Henry the Eighth I've Got a Wife" for this week's. The new Searchers disk with two items chosen from the "Beverly Hills Copel" at the TV program "Top of the Pops." The two items in Philips album in Holland directly from the show. The latter disk, "In My Life," is reportedly, Annese was hired by Mame Shaw, writer. In this show, Annese will be featured singers "Duality;" other artists by disk Mau Gromboli will be re- leased.

The Twingle Singers have given well placed performance at the Kuraschen, Scheveningen. The Jets, the Dutch group who recorded the "Beverly Hills Copel" music, were attended by many Japanese official- ials. The group was born as the presentation of a "Golden Festival" which will start a tour through Japan soon.

On July 25, French singer Michel Sardou recorded for the production of a videotape "La Musique a Porté" which will be released in France. The second disk, "Italian Tenor," which was recorded with the second "Il Sole Macarone." The second disk, "The Everly Brothers will release Holland for the first time.

RAYMOND DOBBE

AUSTRALIA


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PETULA CLARK WINS JUKE BOX COMPETITION

ROME—Petula Clark's "Ciao, Ciao," Italian version of "Down- town," Billboard award winner earlier this year, with new lyrics by Petula. The disk was judged by plays on 15,000 Italian juke boxes over a 10-week period.

The Vogue disk, one of 10 selected for the competition, organized by a group of music buyers, was the first disk to win the entire group of records. In the final tally, two Italian singers, Piano Domenico Esposito and Sergio Fragola, tied with "Il Fiume," and "Il Fiume," in second and third places outstanding Gene Pitney, Musician who had been runner-up in most of the weekly standings. Second place was given to "Ciao, Ciao.

Other top places went to Vittorio Inzina, CGD; John Foster, Style, and New Christy Minstrels, traveled the contest more than doubled the first competition of a year ago.
THE ANIMALS

We Gotta Get Out of This Place
b/w I Can't Believe It
K-13382

www.americanradiohistory.com
I bought a master! It’s called “HOME OF THE BRAVE” by Bonnie & the Treasures. It was produced by Jerry Ropell and I’m putting it on PHI-DAN #5005. It’s a great, new fresh song; however, I’ve heard it’s gonna be covered by a major label (as if there aren’t enough things to worry about). If we are, please remember, we have the original, and if they spend a lot of money on ads in the trades to confuse you—don’t be! Okey? ’Nuff said and thanks.

Phil Spector
FREDDIE CANNON’S RUNAWAY SINGLES WINNER

ACTION ACTION ACTION ACTION ACTION

From Dick Clark’s “Where the Action Is”
...and the Singles Arsenal of WARNER BROS. RECORDS

#5645
MUSIC CAPITALS OF THE WORLD

Rome—When the temperature hits 100 degrees in Italy, it seems to overcome no soothing effect that music may have, as two nude Neapolitan women were found by police on Wednesday in the shade of a tree to protect themselves from the sun.

Five policemen were hurt in a scuffle at the local Ostia beach with two men who were suspected of being drug dealers. The, two told police that their record player whose crescendo tones had prompted others to call police, the three ended up in jail and the players seized. All five policemen received first aid treatment.

As part of the latest Neapolitan octet of the day was finishing “Marce Verde” (Green Sea) at an event in Cagnano, a Neapolitan suburb, a youth exclaimed, “Really beautiful, really beautiful!” after he turned to his record player and exclaimed, “It’s on, it’s on!”

An Italian, living in Germany who was home on vacation with his German wife, had been disturbed by fixation rumbles, and without thinking twice, decided the description of the song was meant for his wife, too.

Capitol of Can. Holds Confab

TORONTO—Capitol Records of Canada held its fourth annual national convention at the Royal York Hotel here July 19-21, with branch managers, distributor managers and sales representatives from throughout the country. Special guest was Lloyd Remo, executive vice president of the Remo Group, which handles Capitol and other labels.

The most revolved around the inner workings of various Capitol offices and full plan details, with presentations of fall product from Capitol Records, EMI Records, the World Pacific and Pacific Jazz, and the complete lineup of Dolton accessories and other accessories handled by the company.

Two appointments were announced during the convention. C. E. Lethem is now acting general manager and director of operations, succeeding as director of sales by Taylor Campbell, and 11-year veteran and former national sales manager.

Disques Artonne Gets New Office

BRUSSELS—Disques Artonne Fonoplatine moved its offices in Brussels to the new Artonne Building at the Boulevard Baudouin, 20-21.

Albert Breznici has been appointed head of the Disques Artonne sales force, distributing artists United, Cameno-Parkway, Rocco and the Typhoons.

Joris Tythierheen heads Fonplath and handles the Tamla-Motown, Motown, Atlantic, Westmoreland, Hickory and Peterkin lines.

The account of the Artonne and Fonoplatine forces will continue to be on the promotion of foreign artists.

CAREER

MUSIC AND HEAT WAVE
STIR ITALIAN PASSIONS

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CAREER
CHILE
This Week
1 LECCION DE BESOS (LUIKIS) (Polygram)-Bomba (Polly)
2 VIVE EL MUNDO (Andres Segovia)-Enrique Macaya (Paraphone)
3 PRIMA EN EL AMOR (Pino Pratesi)-La Primera (Casita)
4 SI TE ENGANCES—Luis Diniz (Phil)
5 MI PAL-LOLA-Geris Benavides (Odeon)
6 EL CORREREDOR—Las de Los Conos (Capitol)
7 NO ME DUCHO EN JUE (Elcan)|—MC Enterprises (Capitol)
8 REGUERA —PROVECHOS (Michelsen)-Provechos (Cordoba)
9 BOLETOS PARA VIAMAR—Los Bejes (Decca)
10 BECAS DE OLEO—Goldsmiths (Odeon)

FLEMISH BELGIUM
This Week
1 EASY FORTUNE (Philips) —Bambi (Nodin)
2 CINDY (Odeon) —Durium (Capitol)
3 TE TRAEUME MANANA—The Animals (Columbia)
4 TAMBOURINE—The Beatles (Odeon)
5 GIANT BULLET—Leslie Fish (Excalibur)
6 MY HITS TURNING WORLD—Mike Tompkins (Capitol)
7 TWO SUMMER HINTS—Mike Tompkins (Capitol)
8 GONE—La La Lee (Decca)
9 FALL—Paul Anka (Columbia)
10 MERE-KÈNE—P микроклизмат (Columbia)

ITALY
This Week
1 SEI QUELLO—Vittoria (Polygram)
2 FONDO IN ROMA—Vittoria (Polygram)
3 I MANNI SOIN (La Bella) —Michel Maggio (Columbia)
4 VIVONI I VONGHI—Pietro Sanclari (Columbia)
5 ANNA GOCOLO—Alfredo Orlando (Columbia)
6 TOMMI—Rosa E. (Dotta)
7 AUTORI—Nino D'Angelo (EMI)
8 SI TE ESTAS—Cecila (Odeon)
9 MY FAVORITE SONG—Mario Del Sol (Decca)
10 GIULIO—The Rolling Stones (EMI)

JAPAN
This Week
1 ONNA GOKORO NO UTAMARO—Sadao Abe (Sony)
2 ARAHARI BANGCHUKI—Koki Ichii (EMI)
3 SANSO—Nippon Columbia (EMI)
4 BANANTO—Bambi (EMI)
5 NATA SUE NO IROMO—Patti Page—(EMI)
6 FUJU NO SAKAI—Telesina Yuzo (Tricksize)
7 AKORO TO KOKU—Masakazu Katyus (Decca)
8 ONE RAINY NIGHT IN THE WORLD—John Coltrane (EMI)
9 KEIKO—Mika Takahashi (Mono)

MALAYSIA
This Week
1 POSEH PAHANG—Sumber Sungai (Philips)
2 DUCHESS—Sumber Sungai (Philips)
3 CLAY—Sumber Sungai (Philips)
4 ANOKO—Sumber Sungai (Philips)
5 WIND—Sumber Sungai (Philips)

PERU
This Week
1 NACHO—Tito Enrique Lora (EMI)
2 GITAM—Luis Alberto Rodriguez (EMI)
3 OBRA—Telesina Yuzo (Tricksize)
4 SARCOS—Telesina Yuzo (Tricksize)
5 EL PEDAZO DE LA BOLA—Telesina Yuzo (Tricksize)
6 MUSIKFORLAG—SCM (EMI)
7 LA BANDA DE ZORRA—Armando Perez (EMI)
8 GON-CHIN—Telesina Yuzo (Tricksize)
9 ANTOÑO—Telesina Yuzo (Tricksize)
10 ANTOÑO—Telesina Yuzo (Tricksize)

PHILIPPINES
This Week
1 LOLLIPOPS & ROSES—Sue Lawrence (CBS-Maxoe)
2 THE GIRL FROM PARADISE—Sue Lawrence (CBS-Maxoe)
3 THE CLAIM—Sue Lawrence (CBS-Maxoe)
4 THE CLAIM—Sue Lawrence (CBS-Maxoe)
5 THE CLAIM—Sue Lawrence (CBS-Maxoe)
6 THE CLAIM—Sue Lawrence (CBS-Maxoe)
7 THE CLAIM—Sue Lawrence (CBS-Maxoe)
8 THE CLAIM—Sue Lawrence (CBS-Maxoe)
9 THE CLAIM—Sue Lawrence (CBS-Maxoe)
10 THE CLAIM—Sue Lawrence (CBS-Maxoe)
...THE GREATEST TALENT ON RECORD

NOW ON DOT RECORDS...

JO STAFFORD
Arranged & Conducted By
PAUL WESTON

HARRY JAMES
GREEN ONIONS - Harry James (S(DLP25634 (M)DLP35634

EDDIE FISHER
EDDIE FISHER TODAY! - Eddy Fisher (S(DLP25631 (M)DLP35631

LAWRENCE WELK
APPLES & BANANAS - Lawrence Welk (S(DLP25625 (M)DLP35625

BILLY VAUGHN
MEXICAN PEARLS - Billy Vaughn (S(DLP25628 (M)DLP35628

JOE FEENEY
12 GOLDEN HITS FROM LATIN AMERICA - Joe Feeney (S(DLP25618 (M)DLP35618

ALADDIN
WORES OF INSPIRATION - Aladdin (S(DLP25637 (M)DLP35637

LIBERACE
"MY MOST REQUESTED" - Liberace (S(DLP25653 (M)DLP35653

JIMMY GILMER
SUGAR SHACK - Jimmy Gilmer (S(DLP25046 (M)DLP35046

STEVE ALLEN
CUANDO CALIENTA EL SOL - Steve Allen (S(DLP25328 (M)DLP35328

MYRON FLOREN
MYRON FLOREN POLKAS - Myron Floren (S(DLP25350 (M)DLP35350

THE SURFARIS
WIPE OUT - The Surfaris (S(DLP25035 (M)DLP35035

THE ANDREWS SISTERS
THE ANDREWS SISTERS' GREATEST HITS (S(DLP25606 (M)DLP35606

TONY MARTIN
THE ANDREWS SISTERS' GREATEST HITS - Tony Martin (S(DLP25300 (M)DLP35300

SIX FAT DUTCHMEN
SIX FAT DUTCHMEN - Six Fat Dutchmen (S(DLP25358 (M)DLP35358

THE LENNON SISTERS
THE LENNON SISTERS SING 12 GREAT HITS - The Lennon Sisters (S(DLP25352 (M)DLP35352

WINK MARTINDALE
WINK MARTINDALE RECORDS (S(DLP25245 (M)DLP35245

PAT AND SHIRLEY BOONE
SIDE BY SIDE - Pat and Shirley Boone (S(DLP25199 (M)DLP35199

...NEW HOT SINGLES

16732 SUNRISE, SUNSET/WALKING IN THE FOOTSTEPS OF A FOOL - Eddie Fisher
16733 BYE BYE BLACKBIRD/CHUM CHUM CHITITLUM CHUM - Mills Brothers
16741 SCHATTIE / THERE'S NO ONE LIKE YOU - Lawrence Welk
16742 THE FOOL/ SOMEBODY STOLE MY WATERMELON - Jimmy Gilmer
16743 WHEN I WAS YOUNG / ANYTIME - Eddie Fisher
16744 RAINY DAYS (Are Made For Lonely People) / WITH MY EYES WIDE OPEN I'M DREAMING - Pat Boone
16745 SHOW ME THE WAY / ONE HAS MY NAME (The Other Has My Heart) - Barry Young
16746 SURFER JOE / YOU CAN'T SIT DOWN - The Surfaris
16747 MOON OVER NAPLES - Billy Vaughn
16748 SHE'S JUST A QUIET GIRL (Mae) / GREEN HILLS - Mike Minor
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"ARE YOU GLAD"

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Artist Management:
PINE KEY PRODUCTIONS
8440 Sunset Blvd., Los Angeles 69, Calif.
BILBOARD, August 7, 1965

Much Camerata.
The Right of Jones

POOP SPOTLIGHT

THINK YOUNG
Camerata & His Orch. Coll. P 41001 (A); DS 15001 (S)

This big swing of today is enhanced by these swing's top band arrangements of Camerata. He has applied his "Camerata" creativity to such recent hits as "A Trick of the Rye" and "What's New Pussycat?" and grant these new swingin' nosh as it rolls down the dance floor. A fine writer for some diversion.

COUNTRY SPOTLIGHT

COUNTRY AND WESTERN GOLDEN MILK, VOL. 3
Various Artists, Mercury MG 41004 (A); SS 67024 (S)

Featuring various country music artists - all of whom have proved to be consistent sales builders - this album features a little bit of something in the country field to satisfy almost everyone. The beautifully produced "COUNTRY AND WESTERN GOLDEN MILK" to your audience.

COUNTRY SPOTLIGHT

GEORGE JONES, SINGING THE BLUES
Mercury MG 21029 (A); SR 61029 (S)

Jones sings some fine country standards here, and he does them in the traditional style with a country flavor. The whole package is a winner. P 119, "Dawn," P 120, "Moody River," and P 121, "Hello, My Baby" SINGING THE BLUES.

COUNTRY SPOTLIGHT

FROM NASHVILLE TO NEW YORK
Jerry Kennedy & His Blues Band, Swans SRS 67066 (A); MG 27096 (S)

These sides, featuring Jerry Kennedy's guitar, are unoriginally brilliant, but at least many of the sides have stylish chart progression, and as listeners are being full of splendor and country group variety, so that the flavor of the album is instrumental.

JAZZ SPOTLIGHT

JON HENDRICKS RECORDER IN PERSON AT THE TRIDENT
Swans SRS 67069 (A); MG 27098 (S)

A distinctive singing stylist, Jon Hendricks' natures, songs, and settings are so many that the appeal of this album is all through a delighting gathering of balls, comedy, and drama, and the group variety is so fine that the flavor of the album is excellent.

JAZZ SPOTLIGHT

ANGEL EYES
Gene Ammons, Prestige 72069 (A)

This excellent album runs the gamut from fun ballad to bright-hearted jazz. Johnny "Cowboy" Smith is in as good a form as always on "My Way," "The Talk of the Town," and "The Story of a Man." Gene Ammons is not only a great tenor saxophonist, but also a wonderful front man. He is the perfect person to do this album! This album is not only a winner, but a real winner for your club.

ALBUM REVIEW POLICY

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

SUMMER SOUNDS

Robert Goulet, Columbia CL 2300 (A); CS 9130 (S)

HAVING A WILD WEEKEND

Dave Clark Five, Epic LN 31412 (B); BN 36163 (A)

THE ORIGINAL PEANUTS

Soundtrack, United Artists UAL 4128 (A); UAS 5128 (S)

NEW ACTION LP's

These new albums, not yet on Billboard's Top LP's Chart, have been reported getting strong sales action by dealers in respect outlets.

THE IN CROWD

Kenny Lewis Trio, Argo LF 757 (A); LPS 737 (S)

SPECIAL MERIT PICKS

Special Merit Picks are new releases of multiple artist LP's which deserve national recognition within their respective categories of music.

Saturday Night Shindig

Various Artists, Mercury MG 21035 (S); SR 61038 (A)

Performed like a hit single show, complete with vocal, this album features great country artists-vocalists Rex Allen, Ray Stevens, etc., and great songs - "Shuffle" especially noted in the total effect of songs, the album is postulated as a great sound for the dance as much as the audience. The album is presented in a very good sound.

JAZZ SPECIAL MERIT

THE JAZZOLOGY POLL WINNERS 1964
Various Artists, Jazz Crusade JC 32004 (A)

Great New Orleans jazz especially for purists. Many of the sidemen here are versatile and interesting in their authentic traditional style and sounds. Among tracks such as "Memories" and "Perpetual Jazz" are wonderful highlights. Of "All of Me" and "Sentimental Journey".

SOUL SPECIAL MERIT

BROWNIE McGUIRE & SONNY TERRY AT THE BUNKHOUSE
Swans SRS 67067 (S); MG 27097 (S)

The harmonica and guitar jams of these two are wonderful and interesting. They are well based in tradition, but they are definitely solo jams and are interesting. They are the best soul artists. This is a great number and I wouldn't hesitate to recommend this album to my friend.

SEE ALBUM REVIEWS ON BACK COVER

FOUR-STAR ALBUMS

The Four-Star albums are awarded new albums with sufficient commercial potential in their respective categories to merit being stocked by most dealers, record stores, and rock and roll merchants category.

POPULAR

CAUGHT IN THE ACT, VOLUME TWO
The Pentonials, Art ALP 34 (S)

COUNTRY

STARS AND GUESTS OF THE COUNTRY CROWD
Various Artists, Mercury MG 21030 (A); SR 61040 (S)

JAZZ

THE ZODIAC COLLECTION
John Dankworth, His Orchestra & Chorus, Fontana 6753 (S)

GEORGE LOUIS & THE RHYTHM RIDDLES JAZZ BAND
Gib 28 (B)

NEW ORLEANS RENAISSANCE II
Kid Thomas, Emanuel Paul & the East River Jazz Band, Jazz Crusade JC 32003 (M)

KID SHEIK COLOMBIA
John Dankworth, His Orchestra & Chorus, Fontana 67543 (S)

CLASSIC DIXIELAND
The Good Time Six, Jazz Crusade JC 32003 (M)

FOLK

THE ALLEN-WARD Trio Vanguard VGR 1198 (M); VGD 1198 (S)

INTERNATIONAL

AUF ZUM TANZ
Various Artists, Epic LP 18039 (M)

DIE NETZTE STUDENT, SCHWARZ-WALDMER, CASPARONE Various Artists, Polydor 330 167 (B)

TANNENFINGER
Various Artists, Polydor 337248 (B)

SONGS AND BALLADS
Various Artists, Mercury MG 21030 (S); MG 27096 (A)

PHILIPS

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NEW ALBUM RELEASES

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

ARC-PARADISE

JANE LINDSAY & HIS TANGENT CLAPPERS
Eugene and His Orchestra
ABC DL.78/432

RAY CHARLES: The_driving limbs; ARC 527

STRAVINSKY: PETRUSCHA SUITE—Philadelphia Orchest. (Bernard); ML 7046

BARRY PRICE: The Other Woman; ARC 528

JOHNNY MATHISEN: The Sinner; ARC 529

DORIAN: SOUVENIR IN 1 MAJO-Princeton Chamber Orch. (Perkinson); DL 5107

HAYDN: THE CREATION—Amsterdam, Various Artists; DECCA 2375

JESSE BARKER: There Goes My Heart; CL 2387

THE NEW CHRISTI MUSITRILL—The Wandering Minstrel; CI 2384

WOODY HERMAN & HIS SWINGING BAND—Kind of Broadway; CL 2385

DEBUSSY; STROKIN': Lewis Miller; ARC 529

TRIO

HANS ROYER: The Highman—On a New Road; ARC 528

THE IMPRESSIONISTS—Orchest. by 3 Orchestras; ARC 529

DELLA REED—Lover and Here; ARC 524

THE DIXIE CUPS—Rising High; ARC 525

ARC-PARADISE

ANGEL

BRUCKNER: SYMPHONY No. 8 in A MINOR—The New Philharmonia Orch. (Klemperer); 3071, 3072

SANSATOMI—Open Air by Donstra and Hoens; MX 2029, MX 2030

VARIUS ARTISTS—Preti, I Tenebrosi; CL 2389

YASUNAO KOBAYASHI—Valerie II; COL 300

ART

RUMY GUREV—Two-Five Times; LP 729

The Real George Kirby, LP 4046

THE RUMBLE LEEWS—The in Crowd; LP 7377

THE 3 DOZ—Saul Sound; LP 4048

MARTY TAYLORSON—Moe's Alley; LP 4050

CAPITOL

BRAHMS: SYMPHONY No. 4 in E—H. Dame; ML 2356

MIDNIGHT SPECIAL—Section 1; ML 5100

JUDY GARLAND & LEE MORGENSEE—Live at the London Palladium, MAS 2356, MAS 2357

The Hit Sounds of the LETTERKENY, T 2357, T 2358

BUCK OWENS—Before You Go; T 2359, T 2360

The Instrumental Hits of BUCK OWENS & HIS BAND—T 2361, T 2362

THE BEARS—A World of Our Own; T 2363

GEORGE SHEARING—Here & Now!; T 2371, T 2372

NANCY WILSON—Gente En Mi Vida; T 2375, T 2376

COLUMBIA

CAMERATA & HSE ORGC—Think Young; 0 41001, 0 41002

COLUMBIA

TONI BENNETT—Tony's Greatest Hits; CL 2373, CL 9175

DAVE BROOKE GRANT—Angel Eyes; CL 2384, CL 9184

JOHNNY CASH—The Ballads of the Tex West; CL 90, 122, 126

RAY CONNIFF & THE SINGERS: Love Affair; CL 2385, CL 9192

DOES RAY'S Sentimental Journey; CL 2400, CL 9160

PERCY FAITH—Broadway Bouquet; CL 2420, CL 9196

ETHEL GURIN & THE TRIO LOS PANCHOS—More Amor, CL 9193, CL 9194

SALTER HENDERSO—Six...; Tonight; CL 2357, CL 9187

JACK PATERSON'S Greatest Hits; CL 2377, CL 9177

JIM REES—The New South; CL 2345, CL 9178

HOLIDAY FOR ORCHESTRA: Philadelphia Orchestra (Ormandy); ML 6147

MARIO SANTANAMORE—La Bella; CL 2373, CL 9179

THE TAMPIOS—That Terrible Spanish Sound; CL 2347, CL 9147

MEL TORME—That's All; CL 2318, CL 9113

RAY DEANORAM Plays Schubert; ML 6131, MS 6755

HAMILTON/AMERICAN TRIO: Members of the Fine Arts Quartet; NL 5143, MS 6743

HOWDEN OF CAVENDISH NEL; ML 219, ML 4025

THE GREAT TCHAIKOVSKY SYMPHONIES 4, 5—Philadelphia Orch. (Dimitri); 308, 323, 333

HENRY SCHUMANN: THE FOUR SYM- PHONIES—N.Y. Philharmonic; (Bernstein)

ROBERTO ALLEN:—Ravel, Prokofiev; N.Y. Philharmonic; (Bernstein)

ROBERTO ALLEN:—Sibelius: No. 7; N.Y. Philharmonic; (Bernstein)

ROBERTO ALLEN:—Beethoven: No. 5; Andante Con Moto; N.Y. Philharmonic; (Bernstein)

ROSSI TOSCANI:—Édouard Lalo: Symphonie Concertante, E 3141, ES 1680

SYMPHONI DE GLAMOR:—Glazunov; Czech Philharmonic; CR 302, CR 7615

OSWALD:—Symphony in C; Royal Danish Orch. (Engelbrecht); ML 6169, ML 6769

BEN GRIER:—English Songs; RL 8412, RL 8413

WILLIAM TILL AND OTHER FAVORITE OPERATORS; ML 8412, ML 6743

TURIN:—Le Mesure del Vampirol; DAMON'S—4 GAME SUITE No. 2; N.Y. Philharmonic; (Bernstein)

KURAY:—The Four Seasons; N.Y. Philharmonic; (Bernstein); ML 6144, ML 6744

BEETHOVEN, POTTER:—Piano Concerto No. 4; Cincinnati Symphony Orch. (Richter); ML 6145, ML 6745

RACHMANINOFF:—Piano Concertos Nos. 2 & 3; Philadelphia Orch. (Ormandy); WL 8418, WL 6759

Continued on page 36

GIAN RINGWOODS

AMONG THE LITTLE

Trees of the Forest

single

"UNCHAINED MELODY" b/w "HUNG ON YOU"
Phillies #129
THE RIGHTIOUS BROTHERS

and album

"JUST ONCE IN MY LIFE"
Phillies LP 4008
THE RIGHTIOUS BROTHERS

Division of PHIL SPECTOR PRODUCTIONS

August 7, 1965, BILLBOARD
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M. William Krasovsky
Edited by Paul Ackerman

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BILLOARD, AUGUST 7, 1965

36
Ravina Is Classical Showcase

By Ray Brack

HIGHLAND PARK, Ill.—By virtue of its longevity and the caliber of its guest artists, the annual Ravina Festival (at the height of its 10th season) continues to hold its "Most Enchanting Shore" moniker and considered one of America's most prestigious summer showcases for classical music. And not only to the Ravina festival's attendees.的重要性 in recent years to popular musical tastes, with 11 concerts continuing to满意.

The vantages of Chicago weather ensure that every summer several concerts will be presented under the stars. A notable exception was the 1965 series opened on June 15 with the Chicago Symphony Orchestra playing Berlioz's "Roman Carnival". The performance was hallowed by the presence of electric bathers and an audience of 1,524 during the 49-degree temperature.

It was just as cold on June 22, when the Symphony played a program of Mozart, Berlioz, Schenck and Frohlich on an audience of 1,023.

Debut Dampered

Only 1,983 showed up under threatening skies on the evening of July 13. Sure enough, rain and withering thunder all but obliterated a commendable Ravina debut by a 19-year-old violinist named Yehudi Menuhin playing Mendelssohn's Violin Concerto in E.

Apart from the weather, performances have thus far been super-prist, and, between spells of weather, attendance has been good.

On June 1, as a prelude to conducting the Chicago Symphony, soprano Judith Rushin transferred in some measure from her Mendelssohn's "Elgar Jubilate" and Samuel Barber's "Knoxville: Summer of 1915"

In the rain, Stravinsky, at 83 assisting himself onto the stage with a cane, conducted the Symphony in his 1928 Fairytale Ballet "Le Baiser de la Fee," which, tiring visibly near the end, he presented complete to a delighted audience of the Ravina perennials, soprano Elisabeth Schwartzkopf, and her husband, pianist Rudolf Serkin, who for years has been a Ravina stalwart. At 29, Serkin is a year younger than the festival.

In addition to the above, classical musicians who shall have appeared at Ravina before the season closes on Aug. 7 are conductors Aaron Copland, Leonard Bernstein, London's Sir Charles Mackerras, cellists Lynn Harrell, double-bassist Gary Karr: clarinetist Clark Brody and bassoonist William Elliot.

The Chicago Symphony under director Margaret Hillis will make its Ravina debut on July 18.

In particular, those summer programs are the Mitchell Trio (which made its final concert appearance with Chad Mitchell), the Serenety Singers, the Pete Fountain Quartet, Pete Nero, the Village Stompers, with Josh White, Ella Fitzgerald, and the New Christy Minstrels.

Dallas Symphony Broadcasts Set

DALLAS—A series of nine concert programs by the Dallas Symphony Orchestra will be presented over WRR-FM and recorded for a WQR broadcast later in the fall.

Donald Johanson, conductor of the Dallas Symphony Orchestra, will conduct the first six programs. George Trouwelian, the orchestra's assistant conductor, will be heard in one concert as will Paul Kletzki and Andre Previn in subsequent performances.

Guest soloists will include Larry Graham, pianist; contralto, and Charles Treger, violinist; Jose Ferrer in "Mediterranean Nights"; and Lord Byron with music by Robert Schumann, and pianist Van Cliburn and Lonnie Holland.

WQR Airing Tanglewood Fest

LENOX, Mass.—The Boston Symphony Orchestra concerts at the Tanglewood Music Festival in Massachusetts will be aired virtually over WQR Radio each Saturday evening. Ellis Leauchardt will conduct four of the 12 concerts, and guest conductors will include Seiji Ozawa, James DePriest, Edward Stein, and Aaron Copland.

The programs have been broadcast over WQR for eight consecutive years.

Kastelrones Set for How'ard" "88

NEW YORK—Andre Kastelrones has been named Music Director of the "88 Howard B. B unpl". and will conduct the How- wald Bowl Pops Orchestra at the Bowl's July 17, 1965 concert. Under Kastelrones, the 1965 Gershwin concert Aug. 18. The concert will be telecast on KHJTV.

Featured on the program will be Marnie Arroyo, soprano; Loren Holland, pianist; and Robert McFerrin, baritone.

Deficits Fail to Hamper Spoleto Festival Growth

SPOLETO, Italy—Some 100,000 people were attracted to the Sixth Festival of Arts in Spoleto here to top 1964's record mark by 25,000, although Gian Carlo Menotti's fast-growing festival continues to have trouble in maintaining funds for its inevitable deficits.

Indicating that Thomas Schippers, who has been artistic director of the festival since 1959, is not due to return his post in 1966, Menotti was quoted as saying, "I was ready to take it over if someone else would step in while I was there." Schippers is the man who created in 1958. He denied that that his intentions to continue the event adding "I have a moral obligation with Spoleto and its people."

RCA-Give. Records To Berkshire Music Center

LENOX, Mass.—RCA Victor and Columbia Records jointly announced the donation on a record library to the Boston Symphony Orchestra's Berkshire Music Center.

The announcement followed a seminar, which George R. Mark, RCA vice-president and Grahams G. general manager, and Leonard Stravinsky, vice-president, spoke.

Erich Leinsdorf, Berkshire Music Center director, and the BMC faculty selected the 300 RCA records. They were drawn from the entire Victor catalog, which was placed at the disposal of the Music Center.

Deficits Fail to Hamper Spoleto Festival Growth

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Schippers

NEW YORK—Lenn Schlecht, formerly of Stinson, has joined Golden Records as assistant manager. He will assist John D. Stinson and distribute work with Shy Raleik.
CMA to Stage Pro-Am Golf Meet Oct. 17

NASHVILLE—The Country Music Association will stage its first pro-am celebrity golf tournament Oct. 17 to coincide with WSM's Country Music Festival and CMA's annual convention.

Don Pierce, chairman of CMA's golf committee, said golf pro Gary Miller will participate, and Middlecoff hopes to get 10 circuit pros to play in the event.

The pros would be guaranteed $500 each and expenses. The tournament will have a purse of $2,500. Local area pros also play. Commerce will be from the music and record industries.

Pierce, president of Starday Records, Inc., said the Professional Golfers Association has sanctioned the event, named Music City, U.S.A. Pro-Celebrity Golf Invitational, and a PGA official will conduct it.

Long, Columbia Adding To Nashville Quarters

NASHVILLE—Hubert Long's enterprises, Moss Rose Publishing Co. and Starday Records Agency, have grown so much in less than three years that Long is constructing a 30,000 square foot addition to his building at 806 16th Avenue South in the heart of Record Row. Long's original building, erected three years ago, has 4,000 square feet and costs $100,000. The addition will have 17,000 square feet. Construction is under way and completion date is set for Nov. 1. Long's company will occupy the entire top floor.

Columbia Records, located next door to Long, is also building an addition to its structure. Its studio is to be ready about Oct., with the rest of the building ready for occupancy about Jan.

Columbia and Long have purchased two old buildings behind their buildings. The houses will be torn down to provide parking for 300 cars.

Capitol Records, which occupies the lower floors of the original building, will remain in its present location. Let's rent out two floors of the new building which will have 21 suites of offices.

Long has eight employees in the two companies. He is booking agent for 20 artists, has about 2,500 songs in his catalog, and his 10 writers under contract.

Poole Acquires Anderson TV-er

ATLANTA—"The Bill Anderson Show," weekly half-hour syndicated country music TV show, was sold last week by Programming, Inc., of Atlanta, to Poole Productions, Inc., of Greenville, S.C. Sale price was $7,500, according to Claude Freeman, assistant to Poole.

Programming, Inc., is owned by the LeFleurs, Poole Productions, Inc., is owned by Bob Poole.

The Anderson show features Anderson, his band, Grandpa Jones and Jean Shepherd. Freeman said it said it would be possible to be taped at Charlotte, N.C.

Bill Anderson and His Pos Boys are set for personas in Televise, Ky., Aug. 7; Massena, Ohio, Aug. 8; Gouvain, N.Y., Aug. 11; Pittsburgh, Pa., Aug. 14; Flemington, Va., Aug. 18; Lynchburg, Va., Aug. 20; Roanoke, Va., Aug. 21; Ponderosa Park, Salem, Ohio, Aug. 22, and the "Grand Ole Opy, Nashville, Aug. 28.

Crestmoor Changes

NASHVILLE—Gary Walker has been appointed manager and Ronnie Ligh, assistant manager, of Crestmoor Music, Inc., publishing firm owned by former WSM's artist Skeeter Davis.

CountryPkg. For Japan

NASHVILLE—Chet Atkins, Hank Locklin, the Browns and Skeeter Davis leave Sept. 29 for Japan. They play for 18 days. Several performances will be given in Tokyo with one-nighters in major Japanese cities.

The tour is sponsored by RCA-Japan. Record companies in Japan not only publish and record music, but promote shows as well.

Brenda Lee recently drew massive crowds in a 20-city tour. Pat Boone had set attendance records several weeks prior to Brenda's visit to Japan, and she established a new one. Tex Ritter is also set for a Japanese tour soon.

Roberts in Canada

WOOSTER, Ohio — Kenny Roberts, yolking cowboy, will be heard coast to coast in Canada on the CBC's "Holiday Season Show" on CBC Aug. 6. Kenny was recently guest on the Carl Smith "Country Music Hall" TV series out of Canada, 14 other episodes of CBC. Roberts is one of many other North of the Border appearances this fall for all aspects of B-W Music, Inc., here, is handling Roberts' bookings.

HOT COUNTRY SINGLES

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<th>Week</th>
<th>Title</th>
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<td>Stephanie Jackson, Columbia</td>
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<td>WALKING THE FLOOR OVER YOU</td>
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<td>Alton Brown, Decca</td>
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<td>EMANGET FOR YOU</td>
<td>Henry Jones, RCA Victor 8651 (Tri, Blk)</td>
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<td>George Jones, Decca</td>
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<td>ANGEL FROM A HUMBLE HOME</td>
<td>George Jones, Decca</td>
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<td>I WOULDN'T USE A CAR FROM</td>
<td>Henry Jones, RCA Victor 8652 (Tri, Blk)</td>
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<td>ONLY YOU (Can Break My Heart)</td>
<td>Hank Snow, RCA Victor 8653 (Tri, Blk)</td>
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<td>BAG OF HONORS</td>
<td>Hank Snow, RCA Victor 8654 (Tri, Blk)</td>
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<td>HE STANDS REAL TALL</td>
<td>Hank Snow, RCA Victor 8654 (Tri, Blk)</td>
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<td>43</td>
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<td>Hank Snow, RCA Victor 8650 (Tri, Blk)</td>
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<td>GONNA HAVE ME</td>
<td>Hank Snow, RCA Victor 8650 (Tri, Blk)</td>
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<td>MATAMATOS</td>
<td>Hank Snow, Columbia</td>
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<td>Hank Snow, Columbia</td>
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<td>Hank Snow, RCA Victor 8590 (Tri, Blk)</td>
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<td>Carl Barron, RCA Victor 8583 (Tri, Blk)</td>
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<td>SOMETHING LEFT TO loose</td>
<td>Hank Snow, RCA Victor 8655 (Tri, Blk)</td>
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<td>50</td>
<td>TROUBLE &amp; ME</td>
<td>Hank Snow, RCA Victor 8655 (Tri, Blk)</td>
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COUNTRY MUSIC ALBUMS

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<td>RED RIDED FOR A BLUE LADY</td>
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<td>MIDNIGHT MOON</td>
<td>Hank Snow, RCA Victor 8655 (Tri, Blk)</td>
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BILBOARD, August 7, 1965
2 GREAT ACTS!  
GREAT SONGS!

Loretta Lynn  
"The Home You're Tearing Down"  
(Decca 31836)

*the Wilburn Brothers  
It's Another World"  
(Decca 31819)

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Don't You Dare Miss It

6th ANNUAL COUNTRY MUSIC SPECTACULAR SUMMER & FALL STOCKING PLAN

20% DISCOUNT TO DEALERS

Off Starday Dealer Price (regular series only—not on economy)

AUG. 1st thru SEPT. 30th

New low prices for highest profit dollar line in business... 100% protection on entire line... "Country Corner" Metal Display floor racks... trade & consumer ads... coop ads... new catalogs... display materials.

KICKOFF—PHASE 1

LUCKY 7 NEW ALBUM RELEASE

* GEORGE JONES "Long Live King George"—SLP 344

* COPAS—CLINE—HAWKINS "Gone But Not Forgotten"—SLP 346

* RED SOVINE "Little Rosa"—SLP 341

* FLATT & SCURR—MAC WISEMAN—RENO & SMILEY "Hit Parade of Bluegrass Stars"—SLP 343

* CARL STORY "There Is Nothing on Earth"—SLP 348

* SPECTACULAR COUNTRY INSTRUMENTALS "Country Music All Star"—SLP 345

* ALEX CAMPBELL AND OLABELLE "Travel On"—SLP 342

ORDER TODAY
STARDAY RECORDS, P O Box 115, Madison, Tenn. (SPARTON IN CANADA)

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NASHVILLE SCENE

By ELTON WHISENHEUT

QUADRUPLE THREAT — the Carter Family, one of the oldest and most respected in the country music field, is headlining on labels than any act in the business. Many.. Maybellie records solo for Smash, Anita for Mercury, and Helen for MGM. As a group, they record for Columbia. Columbus also records Jesse Carter, who usually works with Johnny Cash.

WHATSOEVER HAPPENED TO DEPT.—A Deiter, who wrote the "Pistol Packin' Mama" hit a generation ago, is a gentleman farmer in Texas. Gets his mail at general delivery, Deister, Tex.

STILL TOPS — The "Grand Ole Opry" is still the top drawing card in country music. There were 7,000 paid admissions on a recent Wednesday night at Ryman Auditorium, which seats 2,300. How did 7,008 do it? They had one show at 7:30, a second at 10, with people standing in back on both, tickets free at midnight "to get the people off the street," said Bob Cooper, vice-president and general manager of WSM.

TOWN AND COUNTRY — Johnny Darelli has signed an exclusive management and booking contract with the Bob Neal office. "...Warner Mack just finished cutting his first album for Decca. George Jones has bought a ranch in Vidor, Tex., to raise hogs and a hobby... Brenda Lee is busy as a bee. Besides recording dates here she was on a recent "Tennessee Waltz" show in New York and played a week at the Steel Pier, Atlantic City. He is taping for Film, filming three "Hullabaloo" shows for the fall season... Connie Smith has a busy schedule, too, will be touring and TV shows... Jan Moore, a bright talent not on the country scene, has taken her talent to England... The Porter Wagoner show as a regular member, replacing Nelson..."

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WEST COAST RAMBLINGS

By BIFF COLLIE

DJ, KFOX, Long Beach, Calif.

Dick Haynes, Lee Ross and yours truly engineered a grand opening recently for the new Rambler dealership in their bailiwick, Southern California. We had lots of company, including the great Tommy Duncan, Eddie Dean, Janet McBride, Wynn Stewart, Buddy Caples, Bunny Bryant and Danny Michaels.

T. Texas Tyler, who seven years ago signed a contract with the "best boss yet," left recently on his summer evangelistic tour which will take him throughout the U. S. and Canada. Tex and Nis Blackford make their permanent base in Covina, Calif. Tex is as dynamic as the pulpit he stands behind. He now has his own show on KFOL in Los Angeles, the"Convention Tour." They're on the air on the morning show and have over 100,000 listeners. They had a good-sized crowd in the audience who listened to the show, plus some of the listeners who were there to hear the show. They were all very impressed with the show and requested more of their favorite songs. They also requested more of their favorite songs.

Boyle Heading North

NEWBURY, Ohio — Bobby Boyle and His Country Caravan, heard on Brey Records with headquarters here, are slated to leave in mid-August for a four-week tour of the Northland. Accompanying the unit will be Alpine Recorder stars Tom Conley, and Mary Madison, Brey artist.

Jones for Europe


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CHISHOLM COMBO ON RODEO RECORDS

MONTREAL-The Chisholm Brothers and the Country Squares, country music combo of Brockton, Mass., has signed a three-year recording pact with Rodeo Records, with headquarters here. The unit's first release, on the label, is due out early in August. Featuring the steel guitar work of Eddie Combs, the Chisholm group has appeared with a number of "Grand Ole Opry" acts throughout New England, and appears regularly each Friday and Saturday nights at Maxine's in Brockton, Mass., and on Monday nights at the Domino Club in Chicopee, Mass. The Rodeo Records line is distributed to the States by the Canadian Trading Co., Boston.

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A Hit Sound From "Music City"

JERRY FORD

"FROM WARM TO COLD TO COOL"

B/W "A HUNDRED TIMES NOTHING"

Copyrighted material.
**Gospel Song Festival Set For Aug. 14**

**LOUISVILLE —** The third annual Gospel Song Festival will be held Aug. 14 here in the new attendance-driven Convention Center which seats 8,000. Eddie Cummings, Nashville, promoter of the annual sing and he projects to fill the hall. Earlier this year the festival has been held at the Coliseum at the Kentucky State Fairgrounds which is not air-conditioned. Cummings said that attendance (gate was 6,000 last year) and resulted in his moving the sing to the Convention Center.

Talent for the show will be: The Statesmen with Hovie Lister, Blackwood Brothers, the Speer Family, Oak Ridge Boys, Harris and Ruby, Winfield Brothers and three other groups.

**J. T. Brooks to Form Gospel Record Club**

**ATLANTA —** John T. Brooks, president of Atlanta Sound Record Studio, Inc., said that he will open his company, now in recording and filming of TV gospel shows, plans to expand and form a gospel record label.

The company, which started small less than a year ago, operates a gospel record label. Gospel Sounds, Atlanta, which has released 15 albums in the past eleven months. In its second recording label, opened recently, is the Ron Blackwood Quartet.

Brooks, who will use the new company to record gospel groups, said, "we intend with God's help, to make Atlanta, the religious recording center of the world."

**Shaped Notes**

**By DON LIGHT**

**Jake Hess and the Imperials** recorded a new album for Heart-Warming Records at the local RCA studios under the direction of Bob Benson. The Imperials recently returned from a tour of California, where they have been developing for their sound. The Ron Blackwood Quartet of Memphis recently signed a long-term contact with Johnny Brook's World-Wide label in Atlanta. Brook's group released its first album for Brooks this month.

**Jimmie Davis Tabernacle**

**THE HAPPY GOODMAN FAMILY.** Top row, left to right, Sam Goodman and wife, Ted. Bottom row: Howard Goodman and wife Estelle.

**All-Night Sing to Feature Top Gospel Quartets**

**WAYCROSS, Ga.** — The 11th annual "southern soil to stomp sing" will be staged Aug. 28 at Memorial Stadium here with nine top gospel quartets and an anticipated crowd of 12,000 to 15,000.

Hovie Lister, pianist and manager for the Statesmen, said 12,000 turned out for the event last year. Lister originated the sing in 1955.

Groups which will appear, in addition to the Statesmen, are Blackwood Brothers, Happy Goodman Family, Speer Family, Soul Searchers, Harvesters, Oak Ridge Boys, the Georgians and Dixie Echoes with Hal Kennedy.

**Crusaders Follow Trend Toward Diversification**

**FLORA, Ill.** — Gospel music continues to undergo diversification, and Ray Harris' Crusade Enterprises here doesn't break from the mold.

The family formed a religious sing group in 1956 known as The Crusade of the Crusade of Ray Harris and has since entered the composing, publishing business and has published and custom production areas of Gospel music.

Harris reports that the combined sales volume from all enterprises have doubled annually since 1962.

**Improv Singers Win**

Big impetus for the business came in 1958 when the Crusaders (a mixed quartet) entered the National Quartet Convention and won the top prize. The quartet had several hundred records and Crusade Enterprises has produced several hundred additional titles for artists they represent.

"We represent more singing groups than any other company in the religious field," Harris said. The total is about 100.

The record-producing branch of the operation was begun, Harris explained, as a service to unsigned groups.

**August 7, 1965, BILLBOARD**
HOW CAN AN INDUSTRY ASSESS THE VALUE OF A BUSINESS PAPER?
BY ONE PRIME QUALITY—READER CONFIDENCE

FORWARDING A LETTER MAY SEEM LIKE SMALL POTATOES . . . BUT TO THE GENTLEMAN TRYING TO REACH MR. BERLIN, IT WAS A DECIDEDLY LARGE POTATO—INDIVIDUAL AND PRIVATE.

And like you, when lacking vital information, he turned to someone else . . . someone he felt confident would be able to help.

This letter is merely one of literally hundreds of requests for assistance or information expedited through Billboard's offices each week. Some entail only the simple forwarding of a letter . . . others are not so simple—like tracking down a remote record label for a firm in Japan, or locating a singer who cut one single 3 years ago—then dropped out of sight, or supplying the names of records that were at the top of the Hot 100 Chart during the month of June for the past 30 years!

Don't laugh . . . that last request came in just two weeks ago from a student preparing a thesis on the psychological effects of spring upon human buying habits. The young man will get his information, as compiled by Billboard's Record Market Research Division.

As wild and time-consuming as some of the inquiries are, Billboard knows that with each bit of information we are able to supply, someone in the industry will benefit . . . a record may be sold—an artist may be booked—a profitable business alliance may be formed—or a new singer might get a break.

Billboard takes extreme pride in its "turned to" role as the largest source of business information for the music-record industry . . . because each inquiry represents someone who has been exposed to Billboard's weekly business paper and feels confident in the reliability of its information.

That confidence is Billboard's most prized possession . . . you can't buy it . . . you can't steal it . . . and you can't grow it in a pot—IT HAS TO BE EARNED.

IN SHORT, BILLBOARD HAS LEARNED THROUGH ITS 70 YEARS OF SERVICE THAT SMALL POTATOES— IN QUANTITY—CAN NOURISH AN ENTIRE INDUSTRY.
FM Radio Expands Role In Disk Sale Influence

Continued from page 3

this is against long-established AM stations. One reason for the success of the station, according to station manager Floyd M. Jones, is that some 87 percent of the AM audience comes from the country field, WBBR-FM accounted for 14 percent of the total points against an AM station.

In Buffalo, station WBLK-FM is showing up strong in the influencing of record sales—33 percent of the nation reports. WBLK-FM is also going great guns with country music; the station is ranked third out of four stations that placed in the survey (all others were AM) and earned about 13 percent of the votes.

Fort Worth, KXOL-FM ranked No. 2 in a field of several AM stations in influencing the sale of popular albums. The station produced 19 percent of the votes. Both KODA-FM and KQFE-FM have a lot of strength in the popular LP field in Houston. In Miami, WEDR-FM controls 100 percent of the sales, according to a Radio Response Rating survey of April 17, 1965. A radio station in Oklahoma City, KFKB-FM, which also controls the field, is the station with the highest amount of influence, in the classical record sales, according to a recent Billboard survey, ranks fourth in influencing popular LP's, achieving 16 percent of the votes. TFQG-FM and KPEN-FM in San Francisco do fairly well in exposing popular LP's; better, in fact, than any other AM stations there, although the main power lies in the hands of KSFO Radio, an AM station.

In other markets not covered by the Billboard survey, FM stations are also doing rather well. For example, KAZZ-FM in Austin, Tex., programs many kinds of music to suit many tastes, including Top 40 records, folk, country, Latin American music, Broadway show cast albums, and so on.

Kim Kelley, who programs KAZZ-FM's Top 40 material recently told Billboard, "We have found that the Austin market is ready for FM Top 40. It's fantastic the way our audience catches on. We have adults, even listeners in the 50-year-old bracket, who stay right with us through the Top 40 program. In fact, we get telephone requests from them now and then asking for a special number." KOKP-FM, Redondo Beach, Calif., also is programming out of the ordinary classical/jazz routine. Jack Paar, station manager, reported the station now plays a pop-jazz format.

KMB-C-FM, Kansas City, Mo., relies on its bright good music format, according to station director Chris J. Smith.

Of course, FM stations are a mainstay in exposing classical and jazz records. Also, folk music records to some extent based on comedy.

In Philadelphia, WPBS-FM recently pulled in 32,382 pieces of mail in a contest promotion. John McCall, production supervisor at the FM outlet, said, "This was not considered radio, but we were rather a new kind of radio, utilizing the best values of both AM and FM, providing the listener, the consumer, with entertainment, information, education, and sales messages in palatable amounts. "This was - breed of radio stations growing, and WPBS is ahead of the pack."

Team Effort Effective
One of the other major trends that seems to be growing is that the team disk jockey effort is proving highly effective in influencing record sales. A key part of the duo deejay effect with the audience—this element that ties them directly based upon comedy.

For example, in borrowing slot 6:10 a.m. each day at WKYR Radio, Cleveland, is the team of Roy Martin and Steve Howard. Publicity director Marty Levin said the duo held the number one position in the area because "they're funny." The team programs their own categories on Pulse survey for about two years. Levin said, "Most stations that have no categories on their chart are the only thing one can buy direct from Industry."

The following telegram and letter are self-explanatory:

NEW YORK—Next week, Billboard launches its third cycle of Radio Response Ratings. The first of the 40 major record markets that will be covered is New York. These surveys were conceived as an aid to the phonograph record industry. Information is gathered directly from the most important people involved in exposing records—locally and nationally. No expense is spared in getting data fast each survey; no effort is too great that will make the survey as accurate as possible and as complete as possible. Regardless, the following telegram and letter are self-explanatory:

The following telegram and letter are self-explanatory:

H. S. Students Dig Singles On Closed-Circuit Radio

Los Angeles—Students at University High are using their school's closed-circuit radio station, KUHS, to program single records. Their main sponsor is a record company.

"Our main contributor is Capitol Records," said student disk jockey Ron Slate. "We strive to present a format of vocals, instrumental along with Top 40 sounds."

The student DJ emphasizes that through the high school station, a record company gets its product exposed directly to teenagers. Record labels are heavily plugged, but the operation needs greater manufacturer participation.

The music exposure provides entertainment for on-campus listeners as well as those interested in radio techniques with their first exposure into broadcasting. The school station is located at 11800 Texas Avenue, Los Angeles.

A similar presentation at Los Angeles City College's closed-circuit station beams albums and singles to an older audience. Operating the college radio station are members of the broadcasting department.

CONGRESSMAN JOHN LINDSAY, who said any criticism of the CBS-T.V network special, "It's What's Happening, Baby" was a slap at the taste of "my 14-year-old daughter," presents Murray (the K) Kaufman a trophy for his work with high school dropouts. Murray, wearing hat, was host of the controversial 30-minute T.V show for the U.S. Office of Economic Opportunity. The two girls are Joyce Richardson, left, and Ann Canna-Powers. The station in Redondo Beach, rock 'n' roll revue now at Brooklyn's Fox Theater through July 20.

Survey Sources Will Be Kept Confidential

By JACK BURTON

Hoagy Carmichael wrote his biggest hit one summer night while sitting alone on the "spooning wall" at the edge of the University of Chicago campus. The song was inspired by the memory of a college romance that Hoagy had broken off because he felt it could never have a happy ending. The great songwriter of a rose-covered cottage while Hoagy was a restless rover unable to resist the siren call of jazz.

So "Stardust," Hoagy's way of telling Dorothy Kelly, "I'll never forget you," his memory of love's refrain. At first, he hummed the melody over and over to fix it in his mind. Then he dashed to the composing room and wrote it in a hurry, and the song was for the only available piano at that hour of the night. Pete, the proprietor, was away that night, and Hoagy had his heart open for another quarter hour. Pete gave in and thus contributed his bit to the writing of a song that has been recorded by more record artists than any other song in the ARACAP catalog.

WBEA-RADIO DISK JOCKEY Bruce Brown, left, chats with Mercury Records manager Dean Martin at a Chicago screening of the movie, "The Pawnbroker," music for which was written and arranged by Mike Stoll. Bruce had his hand in charge of A&R. The soundtrack of the movie is out on the Mercury label.

August 7, 1965, BILLBOARD
WANTED
A COIN MACHINE MANUFACTURER WHO NEEDS:
A great Target Shooting Game. One that is simple, not complicated, one that is easy to produce and at a price to operators that is much less than they now pay, less than 1/2. A Target Game that possesses appeal beyond conception, which has new features never before used. A newly designed cabinet which requires small space and light in weight. Not a counter model. No outrageous tooling costs, or months needed to get into production. Good for at least 4,000 sales.

Designed by myself. Who was in the coin machine mfg. business for ten years in Chicago. My games ideas were new ideas and real money-makers. Patents on the changing odds in pin games, ejecting ball from pocket, in baseball games, ejecting ball from base to base and the pitcher, First with the electrified pinball.

AIRMAIL REQUEST FOR SET OF BLUEPRINTS, DRAWINGS AND CONFIDENTIAL DETAILS. INCLUDE ONE SENT OUT AT A TIME.

FREDERICK C. McCLELLAN
ELECTRONICS MFG. CO.
2714 JAY STREET
SACRAMENTO, CALIF.

Country Artists Set
For CBS-TV Show

By ELTON WHISSELL

NASHVILLE — The producer and two key staff men for the new "Steve Lawrence Show," which CBS will televise the first week of October, have been putting the show together for the past month.

They are Steve Lawrence, his producer, and Keith Blankenship, his director. Also working on the show is the orchestra, which includes several Nashville musicians.

Lawrence said he is planning to do a lot of music on the show, and that the orchestra will be an important part of the show.

The show will feature musical guests, and Lawrence said he is looking forward to working with some of the top names in country music.

Lawrence also said he is planning to have some special guests on the show, including some of the top country music stars.

The show will be produced in Nashville and will air on CBS.

Choose your ad... Say You Saw It in Billboard...
Battle.

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Elektra Makes Move As Full-Line Diskery

- Continued from page 1

and it did not spill over into other musical categories.

Developments such as the emergence of urban folk with its rock overtones, the growth of folk-rock and the hybrid country/folk voice have blurred the boundaries of the folk market. Also, the great pop appeal of leading folk artists is more difficult to classify product as folk or pop.

It is in these developments in mind that Holland announced the new Elektra label, which he hopes to attract East Coast and Canadian distributors at the Hotel Americana during the 28th annual New York Book Fair. It was also announced that an Elektra label release, "The Paul Butterfield Band," Elektra's singles label, Bounty, will play a prominent role in the current diversification of the label. To date, only one single has been released, the label, and the results were disappointing.

Seeds Muster

However, Holland said he will anchor the new Elektra record for Bounty, working with independent producers and with his own label, Elektra, for distribution. The distributors to keep alert for promotion opportunities in their areas, he said, so that Elektra can buy masters for national distribution.

Major new release news was the announcement of two significant solo artist releases. "Folk Song 1" will feature performances by a dozen folk performers, including John Coltrane, Hamilton Camp, Tom Paxton and Phil Ochs.

The other sampler, on Elektra's new label, "Innovations of the Baroque," is expected to be well received by classical music aficionados.

Liberty Labels Get Autonomy

- Continued from page 1

We have not taken great strides in the past year, and the end result is a more successful independent label of sales and profits than we had yesterday," Bennett said.

The new policy was enacted after Bennett's departure from the company in late summer. Bennett said the new policy is designed to put the company back on track after a series of management changes in recent years.

The new policy includes a stronger focus on the company's core business of independent music distribution and promotion.

Bennett said the new policy will enable the company to better serve its independent artists and labels, and to compete more effectively with larger, more established companies.

WJRZ Seeks to Crack N.Y. for Country Market

- Continued from page 1

The format will feature records by artists such as Jim Reeves, Kitty Wells, Buck Owens and others, who are popular in the area.

"The existence of a country music station in that market...is something that's been lacking," White said. "We can't help but help country music in that market."

The station's success is expected to draw other country stations to the area, which is expected to boost the station's ratings in the future.

WB Sales Gain

- Continued from page 3

has signed Brazilian Dorival Caymmi, who has produced "Lamento" (Reprise), with LPM's coming out this year.

The station has already been successful with its schedule, which includes various old radio shows, such as "Arrowtown" and "Shadows and Light." It is expected to continue in the market.

The station's success is also expected to boost the ratings of the station in the future.
St. Louis Dealer Builds Traffic With 'Oldies But Goodies 'Stock

By EARL PAIGE

ST. LOUIS—Many dealers and certainly a host of distributors, both in this country and abroad, know Gary Skatoff, owner of the Melody House here. Gary has built a tremendous reputation as an expert in "oldies" and collectors searching for out-of-print recordings sooner or later gravitate in Gary's direction.

Gary, a regular reader of Billboard, says that his interest in "oldies" dates back to Harry Stone's WIL program years ago, where he featured the "Desert Island Poll," which asked listeners to send in a list of the 10 records they would most like to be marooned with on a desert island.

"That's how it started," Gary explained, "and it's built to such a point that I'm wondering (Continued on page 49)

Parents Key to Student Transistor Radio Sales

By BOB LATIMER

BOULDER, Colo. — The best way to sell transistor radios to college students is to sell their parents, according to Lyle Aber, head of Aber of Boulder here.

Before the end of each school term, Aber visits local schools and obtains the names of members of the graduating class. He then takes advantage of the slow summer months by sending sales letters to the parents of the graduates.

The letters point out the qualities of various transistor radios, list brands and prices carried by the store and invite the parents to come in and pick out a radio as a graduation or going-away gift.

Once the prospect responds — and Aber claims a large percentage do — he brings up the subject of a tape recorder. Aber tells parents that college students are notoriously poor letter-writers and suggests that the parents and their children communicate by way of a pair of tape units.

The tapes can be mailed back and forth and provide an excellent chance for the student and his parents to have an inexpensive "visit" on a regular basis, Aber says.

If the cost of the tape recorders is prohibitive, Aber suggests time-payment and usually ends up with the sale.

Spin Them Quietly...

The Pfisterhla needle catalog is cross-referenced in every possible way for quick identification of a customer's needle . . . by brand number, cartridge or needle number, or by picture . . . for exact replacement with a new Pfisterhla diamond or sapphire needle. Write for your free catalog and a supply of self-mailer order forms today.

Your order shipped same day it is received.

DIRECT-TO-DEALER

Pfisterhla

CHEMICAL CORPORATION BOX 499
144 ELEVENTH AVE., WAUKEGAN, ILLINOIS

Discomatic

Eye Level Display Sells

Accessories

ST. LOUIS—Accessories sell best at eye level, not buried in a counter case, according to Rembrandt's, largest-established photo-tape photo house here.

When Rembrandt's first went into the tape recorder business, accessories were kept in the glass counter under the cash register.

However as recorders became a familiar item, the accessories in the glass counter were forgotten. All this was solved with the installation of an 8 by 3-foot pegboard panel directly behind the recorders at eye level.

The panel holds some 30 items, most of them in cellphone or blister-wrap packages. A customer looking at tape recorders is literally hit in the face with a reminder to pick up (Continued on page 49)

New Products

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

Discomatic

Eye Level Display Sells Accessories

Home juke box introduced last year by Gerinex, SA. Two speeds, 40 titles, 80 selections, removable racks. Solid state transistorized amplifier and speaker. Plays both sides of record in sequence. Portable. Under $200.

Philco

THREE of Philco's portable radios: Model T-407BK, an eight-transistor horizontal type listing at $15.95; Model T-414HKG, a nine-transistor FM/AM model at $27.95, and T-903BK, also a nine-transistor FM/AM portable at $27.55. (All prices exclusive of excise taxes.)

(Continued on page 49)

Dealer Starts Sales at Top

PHOENIX, Ariz.—Bill Hessler believes in starting at the top when selling stereo phonographs or components and has a steady record of increased sales to prove he knows what he's talking about.

Hessler's Stereo Shop is located in the heart of a new shopping center here, near several large discount operations and a Sears & Roebuck department store. He leaves the budget merchandise to others, preferring to concentrate on quality lines.

When a customer comes into the store, Hessler believes in showing the top of his line first. He "trades down" only when it becomes obvious he has to.

The Phoenix dealer has found that an important point is to sell the housewife on the appearance of the photograph. "If she likes the styling, half the battle is won," Hessler says.

Hessler works hard at setting a quality image for his customers. His store is handsomely appointed. An added "gimmick" is the display of work by local artists. Hessler feels the art sets a proper mood for quality stereo equipment sales.

Solid state, AC operated Masterwork tape recorder introduced by Columbia. Three speeds, tape-footage counter, level indicator, pilot light, microphone, wood case. List price $99.95.

Columbia


BILBOARD, August 7, 1965
NEW PRODUCTS

Continued from page 48

Majorette

Transistorized solid state phonograph, Deluxe BSR changer, 12 transistors, 2 diodes, 20 watt peak, 4 controls, ceramic speakers, molded case. No list price.

Craig

Craig car stereo companion to Craig tape player. Solid state, two channel amplifiers, dual playback heads, push button track changer, all chrome case. List price $99.50.

Zenith Starts

Excise Returns

CHICAGO — Zenith Sales Corp. last week started sending out checks totaling some $2 million for excise tax refunds to its distributors and dealers. Zenith had previously announced it would make the floor stock refunds before it was reimbursed by the government in order to help its distributors and retailers maintain their capital position. The manufacturer has earmarked $12 million for this purpose.

Eye-Level Display

• Continued from page 49

accessories. The board is also a reminder to Rembrandt's salespeople.

Mach of Rembrandt's business is done on time-payment plan. Customers coming in to make a payment often bring back a recorder accessory they bought before they left.

St. Louis Dealer

• Continued from page 48

where to put more browser bites.

The Melody House proprietor, who always seems to be searching for copies of some particular hot "oldie," maintains a precise inventory of catalog singles and out-of-print 45's, and has, on occasion, caused labels to make a special pressing of an "oldie" that was in demand. The Skattoff shop is located in an unusually high traffic spot at Fourth and Washington in East St. Louis Bus Station. It is now in its 11th year. From 9 to 9,

Name Roker

To Sales Post

CHICAGO — Wally Roker has been named national sales and promotion director of St. Lawrence - Satellite Records here, label President Richard A. Simon announced last week.

A trade veteran, Roker moves to his new position from One-derful Records, also located in Chicago.

Simon said that the Roker appointment coincides with a concert at St. Lawrence-Satellite production and promotion push.

Series for FM Stereo Stations


The format will include a musical treatment of the development of types of music, highlighted by broadcasts of actual symphony concerts, motion picture sound tracks, and jazz sessions. Among the artists featured with performances will be Van Cliburn and Maria Callas.

Monday through Friday, and 9 to 6, Saturday, it is nearly always crowded with browsing customers — many hopeful that Gary has the record they've been unable to locate. Most often he does, or knows where to get it.
Eppy Moves Plant to Massachusetts

By RAY BRACK
LEOMINSTER, Mass.—Eppy Charms, Inc., is moving its manufacturing operation from Jamaica, N. Y., to a larger plant here and will expand into industrial molding and metalizing, company president George Eppy announced.

"The move will place us in the center of the plastics molding industry in the U. S.," Eppy said. "We will have direct access to skilled labor—particularly tool and die makers—and raw materials."

The plant is scheduled to be completed by Aug. 1, sets Eppy up in a 32,000-square-foot facility formerly occupied by the Commonwealth Plastics Corp. Eppy has acquired the property on a long-term lease, the company president said.

The plant is located 40 miles from Boston.

"Our new plant will have the capacity to produce 1,500,000 charms per day, employing about 100 persons."

"New our plant will have the capacity to produce 1,500,000 charms for the vending industry."

BRAND NEW
VICTOR'S
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1. Vending Wrapped Confections
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WARPED
CONFECTIONS


2. VENDS 100 COUNT GUM

Capacity: 1,000 boxes of gum. Takes in 120 boxes a day. Chicago-Milwaukee-Philadelphia.


NEW HOME OF Eppy CHARMS, Inc., is this plant in Leominster, Mass. The property was formerly occupied by a plastics firm.

"I didn't believe all the operators in the country could sell that many charms," Eppy recalled.

"When we started out, Sam was a Certified Public Accountant and I had a degree in advertising. Sam and I wanted to produce plastic charms to replace the lead ones then in use," Eppy remembered.

"We introduced the first plastic charm in the U. S. and later we came out with the first metalized charm. We sold 400 million pieces of our first charm—the series No. 1 charm. Everybody in the business remembers that charm."

"We added the innovators of two-part capsules and realistic charm manufacturers."

"We were the first to vacuum metalize rings, and we were the first to manufacture capsule molds in the U. S."

"We pioneered 25-cent capsule sales and then developed 25-cent jewelry."

Sam Eppy retired from the business several years ago. Another brother, Sidney, is now secretary-treasurer for the company. The new Eppy plant is located at 98 Adams Street here.

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Ditchburn Names Arlmor in Mass.

NEWTON, Mass.—Arlmor Distributors, Inc., of 145 California Street here, has been appointed distributor for the line in the six New England States. Arlmor president is Charles M. Sue, a coin machine industry veteran.

Complete service facilities and parts stock are available at the new local distributorship here.
Guggenheim Charges TV Monster Violation

JAMAICA, N.Y.—Earl Guggenheim, Inc., charm manufacturers, was fined a suit against Albert Fischer and Co., Fort Thomas, Ky., charging the defendant with copying the Guggenheim TV Monster charm and imitating the display card used to merchandise these charms. The complaint was filed in the Supreme Court of New York, County of Queens.

Guggenheim alleges that Fischer has imitated a Guggenheim charm and made a mold from it to make charms produced by the defendant are deliberate copies of those originally made by the plaintiff.

The complaint further charges that the Fischer display card is a deliberate copy of the plaintiff’s display card. Samples of charms and cards produced by both firms were introduced as exhibits.

Also offered in evidence was a circular distributed by Fischer. The circular alleged to be Guggenheim’s TV Monsters trademark and was used “with the deliberate intent and purpose of taking away the advantage of plaintiff’s business and good will associated with plaintiff’s aforesaid trademark.”

Guggenheim claims damages of $5,000 for his injury in the infringement of Fischer with respect to its trademark. The complaint also demands copies to be returned to the plaintiff.

Guggenheim also asks for an accounting of profits made by Fischer as a result of the infringement, with those profits to be turned over to the plaintiff.

Also sought in the complaint are the destruction of all material involved in the alleged infringement and court costs.

Coming Soon:

Sept. 28—Western Bulk Vending Association, quarterly meeting, Los Angeles.
Oct. 16—19—National Automatic Merchandising Association Convention, Miami Beach, Fla.
Oct. 16—19—National Vending Machine Association, Miami Beach, Fla.
Oct. 23—24—Southeastern Vendors Association, quarterly meeting, Maggie Valley, N. C.

BULK BANANER

LOUISIANA

Herb Goldstein, merchandising director of Oak Manufacturing Company, has been away from his home city for the past couple of weeks... Ansat Ruski, Oak Manufacturing Company secretary, is enjoying her annual vacation... Eugene Zola, counsel for the Western Automatic Operators Association, and his wife, Stella, marked their eighth wedding... Las Vegas, Nev., Joe Sklar, a new operator in the Los Angeles area, is expanding his route. The Sklars will spend their vacation in August at Lake Arrowhead. Their daughter, Cynthia, is at camp... Gloria Sheeter, who has taken over her husband’s route, shopped at Acme Vending early last week...

The many friends of Lew Feldman of Acme Vending are surprised by the news that he has completed his new project. It has been in the works for several months... West Coast Enterprises has moved into its new building in North Hollywood... The picture firm, owned and operated by Leo Welzer and Ald Gromkin, will be the new location... Bill Coombs, operator who resides in the Smit Valley, and his wife, are back from a trip to South America... They have two boys and are hoping for a daughter... Leon Wax, Pasadena operator, is in vacation in Michigan... He and his wife, Mary, are back from a trip to South America... They have two boys and are hoping for a daughter... The husband of Acme Vending and his wife, Phyllis,

New Products


PENNY KING

IDEAS FROM OPERATORS

“Is There A Message?”

This small operator became aware that he was missing business leads and service calls by having no one to answer his office telephone while he was on his route. He secured an answering service. But more important; he gives the service his daily itinerary and gets tips and service calls relayed to him several times a day, follows through more efficiently.

Check This

“This is my most effective sales tool,” declared the operator as he opened a large portfolio and flipped through page after page of canceled commission checks. “I use this in my pitch to prospective customers with the permission of my other location owners, of course. What I’ve done for others, I can do for you.” And, by golly, it works.

Color Scheme

Every machine on this operator’s route is painted in a two, bright primary colors. “It has become my trade-mark,” he explains. “Because I keep my with their two daughters, Sandy and Lori, are vacationing in San Diego. Only one of the children remained there while Bob came to Los Angeles to keep the store. Garcia was in town from Baja California, Mexico, and reported good business in the Tijuana and Ensenada areas.

SAM ABBOTT

NEW MODEL 60 BULK-PAK

The BULK-PAK will not skip or jam and is equipped with a special designed wheel and housing.

NEW CASE MODEL 60 BULK-PAK

This all plastic case is designed to be fully portable and will handle any case, envelopes, caps, all small bulk products, oil breaking, field fencing, etc.

Available with 1c, 5c, 10c or 25c Mechanism

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DR 7-4300
Trade Lauds First MOA License Survey

By RAY BRACK

CHICAGO — An industry first—a national survey of municipal game and juke box licenses—has been completed by theMusic Operators of America.

 Undertaken at the request of MOA members, the survey has been completed entirely by industry officials who have thus far seen the finished product.

 The survey was completed by data supplied by operators and distributors. The response to the MOA request for such data was described by the association's executive vice-president, Frederick M. Gronger, as "staggering."

 The 24-page report, entitled "Results of Survey Conducted by Music Operators of America Re City License Fees on Phonographs and Amusement Devices," was prepared by means of IBM punched card tabulating procedures by John Oberndorf, Tabulating, Inc., of Chicago. All information received from MOA members was deposited on IBM cards for processing.

 Effort and Co-Operation

 Said Oberndorf: "We would like to comment that the MOA members should be complimented for the thought, effort and co-operation that was evident in this survey, particularly since we understand that this is the first time that the organization has requested this type of information from members.

 Gronger announced the readiness of the report to members of the Illinois Coin Machine Operators Association in convention this past weekend and asked for informal vote on whether or not the members saw the need for subsequent business surveys. The delegates were nearly unanimous in indicating in favor of additional national association services of this sort."

Rosen Seeking a Manufacturer

By RAY BRACK

PHOENIX—Coin equipment distributor David Rosen, who recently began assembling the Filmotheque-Diasho machine here, is currently negotiating with possible manufacturers of certain components for the new musicfilm-juke box.

 In the present assembly operation at a large, leased plant at 22d and Master streets, the Rowe AMI Juke box mechanism is being combined with the Cinebox projector unit manufactured by the International Phonovision Society of Milan.

 A major Rowe AMI distributor, Rosen signed a five-year contract with the Italian firm last month, giving him exclusive distribution rights for the product in the U.S.

 Overtures

 Rosen will continue to distribute both products in their existing form. The manufacturer he seeks—and he explains that he does not wish to get into the manufacturing business—would produce only components for Rosen's Filmotheque-Diasho machine.

 Rosen has reportedly received offers from International Phonovision and interests in Texas and New York regarding the manufacturing enterprise. It is also reported that one of the interests— from a financial standpoint—is a major photo-

graph record manufacturing company.

 Illinois Association Established

As an Effective Industry Voice

By RAY BRACK

SPRINGFIELD, Ill. — The Illinois Coin Machine Operators Association in less than two years' operation has emerged as a highly influential business organization.

 Most dramatic evidence of this fact came last week (24-25) with association president Bill Pons' announcement to members in convention here that the $10 State tax on coin-operated amusement machines is certain of repeal.

 And present at the meeting to underscore the Pons announcement was State Rep. Oral (Jake) Jacobs of Moline, who declared: "I talked to an aide to the governor about the bill to remove the license, and I am sure that Governor Kernern will sign it."

 Jacobs, two soas, not incidentally, recently entered the operating business in the Quad-Cities. (See story elsewhere this issue.)

 Keeping Tabs

ICMOA impact on State business legislation has been increasing steadily under founding president Les Montoucet, veteran operator from Peoria and Pons, an aggressive Aurora coin machine businessman who is himself a prime prospect for the Statehouse here.

 Pons, Montoucet (who now serves as an association director and legislative committee chairman) and other association members spent several rigorous months prior to adjournment of the Illinois Legislature keeping tabs on legislation bearing on the industry.

 In addition to the favorable outcome on machine licensing, the ICMOA officials obtained early clarification of proposed legislation taxing equipment in the State. The ICMOA was assured by key State officials that the measure, which subsequently passed and was signed into law by Governor Kernern, would not impose a new tax on the customary licencing of coin machines.

 Growth

 Having grown in a short time to represent 100 operating firms (plus distributors, suppliers and manufacturers), the ICMOA pulled a large and intense group (Continued on page 55)

MOA PRESIDENT CLINTON PIERCE addresses recent meeting of the Illinois Coin Machine Operators Association. MOA Board Chairman Lou Casale is seated at left.

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Rosen Seeks Manufacturer

*Continued from page 32*

nouncement will be made shortly."

Meanwhile, Billboard learned that International Phonovision manufacturers of Cinehox, has constructed a prototype of a combination film projector and juke box. The model is described as of compact, modernistic design, with the machine raised about a foot from the floor on legs in the manner of many cigarette vending machines.

Inquiries

A number of established coin machine distributors have reportedly contacted Rosen, seeking distribution rights to his Filmotheque-Diskothek machine. Rosen said that he does not intend to make any distribution appointments until an American manufacturer for the machine is announced.

"I am greatly encouraged by the number and quality of the firms throughout the country making inquiries for possible distribution," he said.

At present, in addition to the Cinehox with he is obtaining from Italy, Rosen is buying the units from distributors and operators around the country for wedding with juke box mechanisms to form his minicinema-juke boxes.

HOTEL RATES FROM $10 FOR MOA MEET

CHICAGO — Rooms at the Pick-Congress Hotel for Music Operators of America's forthcoming Sept. 11-13 convention will range in price from $10 for the lowest-priced single to $80 for a three-room suite. A lakefront single will run $18-$19, while lakefront twin rates range from $22-$24. Regular twins are from $14 up. Reservations for the convention may be made directly with the hotel.

D&R Appoints N. Y. Salesman

CHICAGO — D. & R. Industries have announced last week continued expansion of its national sales staff with the appointment of Si Lipp as New York representative.

Lipp is headquartered at 229 E. 56th Street in Brooklyn.

In announcing Lipp's appointment, D. & R. partner Dennis Ruber also reported that the firm has rented additional warehouse space adjacent to its present quarters to accommodate expanding inventory.

The supply firm will exhibit at the Music Operators of America trade show here Sept. 11-13. Ruber said, and will show a number of new accessory and service items.

DO YOU NEED MOA STICKERS?

CHICAGO—Stickers promoting the Music Operators of America convention to be held in Chicago's Pick-Congress Hotel here Sept. 11-13 are now available from the association. The two-inch-square stickers can be used on stationery or leaflets.

Operators should write to MOA headquarters at 228 North Lake Street, Chicago, for a supply.

MOA ADMITS OWNERS FREE

CHICAGO — Music Operators of America is permitting the owner of each member firm and his wife to enter the exhibit floor of its forthcoming fall convention free. Others will be charged the regular registration fee of $5 per person. It's all part of a new program of expanded service to members, according to Fred Granger, MOA executive vice-president.

WWW.AMERICANRADIOHISTORY.COM
East Meets West in Coin Biz

By GODFREY LEHMAN

SAN FRANCISCO — Kipling’s duff, old saw about East being East and West being West and the twain never getting together has been blunted further by Japanese acceptance of American flute boxes and records.

So reports Dean McMurdie, general sales manager for the R. F. Jones Co., who returned last week from a six-week tour of the Orient.

"The Japanese public is pouring yen and yen into American flute boxes almost as avidly as in the Westerner his dimes," McMurdie declared.

"And not only is the coin-operated music box bearing in popularity with the Japanese," he commented in a Billboard interview, "so are Western records."

Half U. S. Records

According to McMurdie, the Land of the Rising Sun enthusiastically embraced all aspects of coin-operated music except the discotheque concept.

"And that is because of a lack of dance floor space," he explained.

Both 45's and LP's are programmed on the U. S. boxes in Japan, McMurdie reported, with about 50 percent American records used. The programming balance is, of course, Japanese. "The American music on the equipment is largely current releases," he said.

The Jones company opened a Tokyo distributorship and operating facilities in 1964. The manager there is Yasuo Nakatani, formerly executive foreign sales manager for the Seibu Department store chain.

The coin machine industry picture is not as bright in some other areas of the Far East, McMurdie reported. In Hong Kong, he said, there are fewer than 10 operators with very few juke box locations. This situation he attributed to the lack of a reliable distribution system and the low economic level.

Phillipine Stamp

In the Philippines, he said, a general business recession has limited industry growth for some time.

The Jones firm is considering opening a subsidiary operation in Manila, but is moving deliberately. According to McMurdie, the Philippines could develop into a healthy market, but the government is currently considering new import restrictions that could greatly inhibit Western imports.

McMurdie expects to again survey the Far Eastern market in 1966.

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SUPER-SONIC AUTOMATIC BOWLING LANE
with SWIVEL SCORE RACK

BIG LEAGUE 2-PLAYER BASEBALL GAME

DEAN MCMURDIE: Yen and sen.

Shinn to Head Chest Drive

GAFFNEY, S. C. — Hal J. Shinn, owner of Star Amusement Co. here, has been elected president of the 1965-1966 Cherokee County Community Chest drive.

Shinn, who is also a director of the Music Operators of America, is immediate past president of the local Chamber of Commerce and has served on that organization's board of directors for three years.

An operator in Gaffney for 28 years, Shinn has been constantly active in civic affairs.

Commenting on his appointment, Shinn said, "I consider it an honor to be asked to fill this position this year. I am determined to serve in this capacity."

JUKE BOXES GO TO CHURCH

CHICAGO — "Juke boxes may replace church organs," dead-panned George Hiniker, Rock-Ola advertising director, last week. George went on, and he wasn’t kidding. Quoting the vear of an English church, George said a shortage of organs might result in the faithful singing their hymns to the accompaniment of a juke box. The Rev. R. W. Bowdler, vicar of St. Aidan’s Church, Bellingham, England, was quoted in a local paper as saying: "Modern juke boxes are of a very high technical standard with a very easy system for choosing records. I know some people say they’re not so sacred as an organ and choir, but this strikes me as rather ridiculous," the vicar said.

The Vicar noted that in view of the shortage of organsists, he saw no reason why artificial methods should not be used.

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54

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Say You Saw It in Billboard
New Bally Two-Player Shifts Scoring Potential Side to Side

CHICAGO — A new game gimmick from Bally Manufacturing Co. here is incorporated in a two-player flipper game called "50/50." The name derives from the manner in which the new product shifts scoring alternately from one side of the playfield to the other.

In a statement to the press, Bally President Bill O'Donnell described the new feature in the following manner: "Of course, the entire playfield is active at all times, but the shifting back and forth of the top scoring target adds a new dimension to skill appeal."

As each ball is shot, the player lights the key targets on his choice of either the right or left side of the field by skill shooting the ball across one of the four 'side-selector' rollers at the top of the panel. "Then comes flipper action to build up maximum scores on the keyed-up side before hitting the 'opposite-targets bumper' in the center of the playfield."

"Lit keys alternating between left and right, are not only higher scoring but also the keys to other advantages, such as the "Free Ball Gate" and the "Special Light" on the lower left roll-over."

Illinois Association Established As an Effective Industry Voice

*Continued from page 52*

of businessmen here for their quarterly meeting.

Notable among the guests present were Clinton S. Pierce, president of the Music Operators of America from Broadhead, Wis. Lou Casola, of Casola & Associates in Rockford, Ill., MOA board chairman, and Frederick M. Granger, executive vice-president of the MOA.

Pierce briefed the group on the recent MOA board meeting in Washington, D.C., and spoke briefly about the continuing committee hearings on copyright revision in the Nation's Capital.

"Testimony by MOA members before the House Judiciary Committee recently was very satisfactory," Pierce said. "The Senate Judiciary Committee, under Senator McClellan—and he hasn't been in our corner—are scheduled to begin in August."

The MOA president also declared, "Congress feels something should be worked out. They've been holding hearings for so many years that they're getting tired. What they will decide, however, no one can be sure of at this time. I will say this, the MOA staff and witnesses have done a tremendous job."

Casola praised Pierce, Granger, MOA members and the National Automatic Merchandising Association for contributing to the successful industry effort toward the adoption of a new coinage nondenominal to the industry. (A favorable bill was signed into law recently by President Johnson.)

"We were on thin ice," Casola declared. "Government officials might well have decided to convert to all cupro-nickel coinage. This would have been a great blow to the business."

"Why, thought some public officials, should the public be forced to pay the cost of minting special coins because they were needed to work in our machines? Hard work by the national associations prevented this feeling from gaining a hearing."

Casola called on ICMOA members to contact their congressmen and state opposition to repeal of the traditional nickle box record royalty exemption.

"You are one of the greatest regional associations," Granger told the group. The MOA official also announced the 1965 MOA Convention and Trade Show to be held in Chicago Sept. 11-13, announcing that the pace at which exhibitors have been reserving space indicates that this fall's show is a guaranteed success.

Granger stressed the expanded exhibit hours and streamlined business forums that will be instituted at this year's show.

He announced as well the newly prepared MOA survey of city licenses which will soon be distributed to members. The survey contains data from 57 Illinois towns. During the meeting, president officer Poes asked for additional reports and received data from 12 cities.

Poes informed ICMOA members that the association board has had under consideration a plan to make membership in MOA automatic with membership in ICMOA. The fee for affiliation with both associations would be $65 annually. If approved, the plan will be inaugurated next year.

Poes also announced the naming of a nominating committee in advance of the group's annual election on Sept. 12 in Chicago. Members on the committee are Montooth; Larry Cooper of Western Automatic Music in Chicago, and August Heinmar of Ace Music Co. in Mascoutah.

Virginia Group Sets Committees

RICHMON'D, VA. — The Music Operators of Virginia assembles at the Hotel William Byrd here over the weekend to establish plans for their big annual convention in Roanoke, Va., Oct. 22-23.

The Sunday meeting was called by MOV President Gilbert Bailey.

The Roanoke convention will be held in the Hotel Roanoke.

August 7, 1965, BILLBOARD
Trade Officials Applaud Coin Bill Passage

CHICAGO — Industry trade association officials here last week expressed high pleasure with Congressional approval of the administration's proposed new coinage.

Declared J. Richard Howard, president of the National Automatic Merchandising Association: "The more than 6,000 merchandise vending firms in this country can breathe easier since both houses of Congress voted for coins which will work in our millions of machines."

Howard thanked members of his coin-operated trade groups which actively sought workable new coins, naming the National Automatic Laundry & Cleaning Council, Music Operators of America and the American Bottlers of Carbonated Beverages.

Frederick M. Granger, executive vice-president of the Music Operators of America, called the new coins "vital to our industry."

He stated: "We're delighted with Congressional approval of the coinage measure and we again acknowledge the tremendous job that the National Automatic Merchandising Association has done in bringing about the adoption of compatible coins."

Texas Flippers Business Should Jump 15%: Susman

By O. R. ALLEN

DALLAS — Clarification of the marble machine anti-gambling law in the last session of the Texas Legislature is sure to boost skill game business in the State.

So declares Abe Susman, owner of State Music Distributors in Dallas, who has long lobbied for just such clarification. He predicts that the ruling will increase flipper-game business in the State between 10 and 15%.

There has been no free play on the since Texas since 1951. During this period free games have been considered illegal, or at least the legality or illegality was not clear.

In Texas, as in other States, the villain which put free game machines in the gambling category in the past was the "knock off" circuit with which the location owner knocked off the free games won if the winning player elected to pay in cash instead of paying off the games.

At the same time that the games were "knocked off" they were also recorded on a meter locked inside the machine, thus allowing the location owner to be reimbursed by the machine's owner.

Flip in September

Therefore, the free game feature per se came to be identified with gambling, and as a result both gambling machines and amusement machines were outlawed. It is this bill passed by the State legislature and which becomes effective Sept. 1 which separates the amusement type machine from the gambling type.

As a result of the Texas ruling, operators plan to put flipper games into play in Texas in September. It has been pointed out that the flippers on the machines definitely assure the element of skill on the games.

Most important, though, from the point of view of legality, the machines will have an indicator which shows how many free games the player has won and which will also show how many games the player has left to play. It was pointed out that this indicator is not to be confused with the old register which was maintained a record of the games knocked off and which made gambling records available. With the indicator machine the only way to remove free games will be to play them off.

The player, it was explained, will be competing against the machine only and the games will be strictly games of skill, not games of chance.

New York Pack Sales Plummet

RICHMOND, Va.—The doubling of the New York State cigarette tax rate to 10 cents per pack may be the cause of a 10 to 15% decrease in sales reported in May as compared to the same month last year.

Figure compiled by the Tobacco Tax Council showed 174,759 packs taxed this May as compared to 204,661 last year.

"For the first time since October 1964, cigarette sales for the nation have moved into the minus column," said council executive director William A. Gaffney. "The drop in New York State cigarette sales goes far to explain the over-all decline in the national total for the month of May when cigarette sales were 6.6% per cent below May of 1964."

Twenty States showed a decrease in volume from May 1964.

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

Half game, half circus! 100% EARNING ENERGY!
JACOBS BROTHERS
Young Men “Finding Business Challenging”

By EARL PAIGE

SPRINGFIELD, Ill. — Don and Dennis Jacobs, the new owners of H&H Consolidated Enterprises in Illinois’ Quad City area, typify what many see as a very welcome trend in the coin machine industry—a trend that finds the industry attracting an ever-growing number of young men.

Many of the younger men entering the industry today at all levels are college graduates; they are active in civic organizations such as the YC; they are active in church work; they have young families; they are vigorous, alert and enterprising. The description is apt for the Jacobs brothers.

“We got into the business because we thought we could make money,” Don said at the recent Illinois Coin Machine Operators’ meeting, “but this is why you go into any business. But there are many other reasons for our entering this business.”

The Jacobs didn’t just plunge into the coin machine business. Dennis Jacobs had been employed by H&H for some time. “We liked the business,” Dennis said, “and we found it very challenging. We decided to go out on our own.”

The Jacobs brothers, whose father, Oril, is a State representative, do everything on the full-line diversified route.

Many H&H customers have expressed delight with the brothers’ enthusiasm and business acumen.

That the coin industry increasingly is feeling the influence of younger men like the Jacobs holds healthy portent for the future of the business.

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CMI DEANS’ CLUB MEET

MIAMI — William Blatt, of Supreme Distributors here, has announced that the Coin Machine Industry Dean’s Club will meet on either the day before or the day after the Music Operators of America convention in Chicago Sept. 11-13. He asked that all club members notify Bob Sifer at 30 N. LaSalle Street, Chicago, which date they prefer. The luncheon (or breakfast) tickets will cost $10, and checks should be mailed to Blatt at 251 S.W. First Court here. Blatt invites all 15-year industry veterans, male or female, to join the club regardless of the phase of the business they might be in. A note to Sifer is all that is required to join. No fee is charged. Election of officers and committee appointments will be conducted at the Chicago meeting in September.

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DODGE CITY

More Appeal Than Ever with
The Greatest Eye Catching
Animation Ever Created!

ONE COWBOY SHOOTS AT THE FEET OF
ANOTHER MAKING HIM DO THE MOST
COMICAL DANCE YOU’VE EVER SEEN.

FASCINATING SPINNING NUMBERS AND STAR
INDICATES VALUES OF 5 TWO-WAY ROLL-
UNDERS FOR SCORE AND SHOOT AGAIN FEATURE!

- Moving Eight A-S-C-D-S feature multiplies value of
tollowerd by 10 and 100.
- Alternating light kick-out holes score 5 to 150 points.
- New! Blinking sign tells when last ball is to be played.
- New “Papoose” cabinet decoration makes machine
  standout as “new” in all locations.
- 3 or 5 ball play
- Marquee feature

D. Gottlieb & Co.
1140-30 N. Kostner Avenue • Chicago, Illinois 60651

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Trade Lauds License Survey

Cannon observed that the MOA survey will not provide any information that is not already freely available to public officials.

More MOA services of this type are in order, Cannon declared.

"I think this kind of service is exactly what a business organization must provide its members," commented John Trucao, MOA director and State association official from Deadwood, S. D.

"Fred Granger and Clint Pierce (MOA president) should be congratulated," Trucao said.

He added that the association need not fear distribution of the data, for "it is confidential material going only to members who requested it and are paying their dues to obtain it."

The survey is made up of three sections. The first lists license fees for both games and phonographs by city and State. The second lists the range of fees, low to high, for phonographs only. The third section lists the range of fees, low to high, for games.

**Coming Soon:**

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

Aug. 15-16—Quarterly meeting of the Missouri and Vending Association of South Dakota; Deadwood, S. D.


Sept. 11-13—Music Operators of America national convention and trade show, Pick Congress Hotel, Chicago.


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

Oct. 16-19—National Automatic Merchandising Association convention and trade show, Miami Beach, Fla.


**COINMEN in the news**

**SPRINGFIELD, ILL.**

Businessmen from the length and breadth of the Land of Lincoln comprised an impressive convention of the Illinois Coin Machine Operators Association at the Holiday Inn East motel here July 24-25. Delegates expressed total satisfaction with the business programs and entertainment planned by association president Bill Poss, of Aurora; vice-president Harry Shaffer of Alton, and secretary-treasurer Mary Gillette of Chicago. Association directors present at the meeting were Les Montooth, of Peoria; Orma Johnson, of Rock Island; Bud Hashman, of Springfield; Charles Hinds, of Jacksonville, and E. W. Gilbert, of Bloomington. The following photos are representative of goings on at the meeting.

**NEW MEMBER, Ray Staskel of Capitol Music Co. in Springfield, in congratulated by association president Bill Poss.**

**MRS. CLINTON PIERCE accompanied her husband (MOA president) to the convention—here with Jack Burns of Empire Coin Machine Exchange, Chicago.**

**BILL POSS (right) leads son Tom and Atlas Music Company's Joe Kline (Chicago) past buffet table.**

**ORMA JOHNSON, association director, has a word with Bill Poss (left) and World Wide Distributors' Nate Feinstein of Chicago.**
Greatest of all automatic entertainers the world over

Wurlitzer’s global-wide contribution to coin-operated music is recognized wherever people gather to enjoy their native foods and beverages.

Phonographs are offered in 200 and 100 selections as well as a special Discothèque model. Only Wurlitzer offers true high fidelity stereophonic sound, plus such features as the Golden Bar enabling the pre-selection of a number of tunes for a pre-determined coin from both the phonograph and private listening wallboxes.

WURLITZER
Music Systems

THE WURLITZER COMPANY
109 YEARS OF MUSICAL EXPERIENCE
NORTH TONAWANDA, N. Y.
Out of Our Heads
The Rolling Stones, London, London LL 3439 (M); PS 479 (S)
A first, The Stones recorded in Hollywood and Chicago as well as London. Taking its
smooth American sound to the States, this album will make converts.

Gentle Is My Love
Hershey Wilson. Capitol 72351 (M); ST 2351 (S)
This album, created by the top of the charts, shows Wilson's interpretations of pop
and rock and soul with emotions. Lee Hazlewood's arrangements provide a lush back-
drop, simple and easy and never offhandedly appealing such that the audience's feelings.
This one is the kind of music to make the hair rise on the back of your neck.

Some More Sounds
Robert Drucker, Columbia CL 2350 (M); CS 9180 (S)
Based on your like for "K >>=
music?" this well-integrated and balanced group of standards. With great vocals, drums and
harmonies is full support the words beautifully through "The Girl I Left on a Train," the revol
of "Mississippi" a tender and winsome "Blueberry Hill." Nothing is in your way.

Born to Lose
Charlie Walken, Epic LN 24183 (M); BM 26133 (S)
Till you've heard "Walking the Floor Over You" done in a hard-party, semi-country
fashion with a rhythm that has you coming right out of the finisher, "W" will provide a
rare "What's a Matter of Life and Death" and "Just Between the Two of Us."

Country Spotlight
Love's Eternal Triangle
Roy Drusky & Priscilla Mitchel, Mercury MG 31035 (M); SR 61035 (S)
Backed up r on the same set, there are three and more of what tropical for this trio.
A bickering couple the listener has known for so long, the hit that has yet to be
ably placed among the hits.

The Real George Kirby
George Kirby Argo LP/LPS 4045
A strong package for country markets, and of the same vein, and will fit in medium pop.

The In Crowd
Ramsey Lewis Trio Argo LP/LPS 767
A steady collection of songs with a group of songs having to do with letters and ms.

Testifyin' Time
Bunky Green Argo LP/LPS 763
A steady collection of songs with a group of songs having to do with letters and ms.

Mixed Moods
Martin Tarbrough Argo LP/LPS 4043
A strong package for country markets, and of the same vein, and will fit in medium pop.

Forget the superlatives. LISTEN... just listen to these new Argo albums.