MEANWHILE

CHICAGO — For at least a day last week, Chicago became Nashville, and a host of artists from that music city capital came to win converts to the country music cause.

The occasion was the third annual airing of the “Sound of Country Music” before some 750 of the city’s top sales and marketing executives, Monday (7). Previous sessions were held in New York and Detroit.

Country Music Association President Ted Ritter cited his industry’s $40,000,000 economy and told his audience that “country music has come of age. No longer is the country entertainer a bare-foot, rubi- haired in his hair.”

To prove his point, Ritter brought in soprano Faithful Griffith, Roger Miller, Johnny Bond, Roy Clark, Dotty West and the Anita Kerr Singers.

Mercury Records used the occasion to present Roger Miller his RIAA gold record award for selling over a million copies of “King of the Road,” further evidence of country music’s economic power.

Ritter also paid tribute to WJJD’s recent switch to an all-country format here (with a re-

(Continued on page 37)

CMA's Show Draws Plaudits

By NICK BIRO

Horowitz—An End & Beginning

By AARON STERNFIELD

NEW YORK—The end of Vladimir Horowitz’ 12-year, self-imposed exile from the concert stage signifies the beginning of a new phase in the pianist’s career.

Horowitz Carnegie Hall concert on May 9 ranks with the most dramatic events in the history of the concert stage. Certainly no musical event within memory has been as well publicized both before and after the fact.

The Columbia Masterworks two-record set, “An Honored Artist—Horowitz at Carnegie Hall,” this week went to dealers throughout the nation, and, if the accompanying publicity in consumer magazines and newspapers is any criterion, the set may be one of the all-time best classical sellers.

Feature articles on Horowitz have already appeared in Life, Time, Newsweek, The New Yorker, High Fidelity, Hi-Fi Stereo Review and Record World, with features scheduled by Harper’s and Vogue.

First airing of the album is set for New York’s radio station WJZY Sunday (12). While all this fanfare goes on, Horowitz is not the withdrawn, inaccessible artist of the legend. Horowitz is keenly aware of trends in all phases of contemporary music — including that which comes from the London area — and he is concerned with the marketing of records.

While Horowitz’ only communication with his public for the last 12 years has been with records, he feels that his best efforts are possible only before live audiences, and that playing before live audiences improves the quality of his recording performances.

The Carnegie Hall concert is not a one-shot. Horowitz has begun preparations for a November concert to be held either in Philadelphia, in Boston.

After that he plans a limited concert schedule, first playing major cities, then possibly performing on some of the major American college concert stages.

(Continued on page 38)

MGM, DGG To Subsidize L.I. Concerts

By AARON STERNFIELD

NEW YORK — Deutsche Grammophon Gedehoff Recor d s and MGM Records (DGG’s U. S. distributor) have agreed to subsidize the 1965-1966 Island Concert Hall series, presented in the Minskoff Theater, Long Island’s only round legitimate theater.

Both labels will put up matching funds, with the following DGG artists scheduled to appear: Liza Minnelli, and Tamara Vassy; pianists, the Amadeus Quartet, Pierre Bouvier, cellist; Christian Ferras; violinist; and Maria Stader soprano, Six other attractions — not under contract to DGG — who will appear in the series are Alicia De Larrocha, Gary Graffman, Ronan Tynan, Boris Gutman, Tsuyoshi Tsutsumi and the Orchestra San Pietro of Naples.

It marks the first time any

(Continued on page 39)

CMA Maps Special LP Featuring 25 Pop Artists

By CLAUDA HALL

CHICAGO — An industry-wide effort of members of the Country Music Association to create a premium album featuring 25 great country artists was unveiled last weekend here at a meeting of the CMA. The list of artists featured reads like a “Who’s Who” of country music.

All labels and publishing companies have waived their rights in order to make the album possible. CMA director Roy Horton was responsible largely for handling the negotiations. The labels represented include Capitol, Columbia, Decca, Mercury, RCA Victor and Starday.

The album will be titled “Original Hit Performances.” Billboard music editor Paul Ackermann, editor of the annual “World of Country Music” edition, has been requested to do the liner notes for the album jacket.

(Continued on page 4)

LINKE Special Packed for TV

NEW YORK — Dick Linke, head of Richard O. Linke Associates, has sold a special to CBS-TV starring Andy Griffith, Dan Krantz and Jim Nabors. The deal was set through the William Morris Agency, and the show has been bought by American Motors. It will be taped Sept. 7 and telecast in color Oct. 7, in prime time, 8-9 p.m.

Linke is executive producer; handling production under Linke are Alan Handley and Bob Wynn, who have produced

(Continued on page 8)

Randy Sparks, creator of the Big-Group format in folk music (The New Christy Minstrels and The Boxer Porch Majority), adds a new dimension to his winning formula. The Exciting Pop sound of the New Society premieres on Sparks’ American Gramophone Label with “The Lovin’ Kind” c/w “I’ll Never See You Again.” 683.

(Advertisement)

INDUSTRY GIVES AND GETS AT HEARING

Livingston: Artist, Mfr. Roles Ignored

By MILDRED HALL

WASHINGTON—The House Copyright Subcommittee gave the record industry some very good moments and a few bad ones during last week’s all-day hearing on the probable effects of the 1965 law revision on this industry.

While formal testimony went largely to the record industry’s strenuous objection to the proposed rates in mechanical royalties (see separate story), the subcommittee seemed most stricken with the testimony by Capitol Records President Alan Livingston, who pointed out the creative role of the record manufacturer — “too long overlooked in making music into hit records.”

Livingston also revived the controversial idea of performance royalty for records (which would be given limited copyright against duplication, in the 1965 law, with record copyright probably owned jointly by manufacturer and talent).

Users of records and author-publisher owners of original copyrights have promised a knockdown, drag-out fight if performance rights are given to owners of records. The Copyright Office supplementary report said the issue would be so

(Continued on page 6)
PAUL ANKA
HAS A BIG NEW SINGLE #8595

THE LONELIEST
BOY IN THE WORLD
DREAM ME HAPPY

ON RCA VICTOR

www.americanradiohistory.com
HOLLYWOOD—The initiates of PPM, usually identifying followers Peter, Paul, and Mary, can continue their folk-music career. Maurice Richmond, the group's producer, has a new record in the works. He is collaborating with reunions and former associates, including Dylan, to create a new album. The trio's 1970s' hit single, "If Not for You," will be re-recorded with a modern twist, featuring a new arrangement and updated lyrics. The album is expected to be released in late 2022, targeting a broad audience interested in folk music's revival.

MGM Will Handle Kama-Sutra

NEW YORK—MGM Records has acquired distribution rights of the Kama-Sutra label, which has been in independent production for 15 months. The deal calls for a Kama-Sutra label (the organization never had a label of its own) with all the Kama-Sutra product going through MGM distribution channels. The initial agreement includes 35 albums by artists like Van Morrison, John Lennon, and the Beach Boys. The companies have not been able to agree on mutually acceptable artists; according to Richmond, the companies have been able to agree on three mutually acceptable artists. The two companies have also not been able to agree on three mutually acceptable artists, according to Richmond. Meanwhile, two K-S albums, 'Rockin' Flower' and 'Kamara Wels', record for Columbia. The negotiations between MGM and K-S were initiated by Arnold Maxon for MGM before his resignation as chairman. The head of the Robbins, Feist and Miller trio, Leonard Sheer, co-ordinator of single independent record production business for the second half of the K-S trio on releases. First K-S release under the MGM distribution system will be "You're My Baby," with the Vamps. During the past year, K-S has produced such singles as "Leader of the Pack," "Remember Walking in the Sand," and "Give Him a Little Kiss." It has sold over 300,000 copies. "You're My Baby" was written by Jerry Leiber and Mike Stoller, and "Give Him a Little Kiss" by the Shangri-Las. "You're My Baby" is the only single hit with a past release.

Maurice Richmond Dies

NEW YORK—Maurice Richmond, a pioneer in the music industry, passed away due to complications from a long-term illness. He was 85 years old. Richmond was known for his contributions to the music business, particularly in the areas of record production and music publishing. His career spanned over five decades, during which he worked with a number of iconic artists and groups. Richmond is survived by his wife, Jane, and two children, Jack and Mary. A memorial service will be held in his honor at the Music Hall in New York City on Saturday, 15th of June.

Billboard Top 40

The latest chart, released today, features a new entry at number one. "Crying in the Chapel" by The Searchers has taken the top spot, ousting "Theina of Love" by The Beatles. Other notable placements include "Theina of Love" by The Beatles, "Theina of Love" by The Beatles, and "Theina of Love" by The Beatles. The full chart can be found on the Billboard website.

Peter, Paul & Mary Ride High

June 19, 1965, BILLBOARD

EASY LISTENING

These are best selling middle-of-the-road singles compiled from national retail sales and radio station airplay listed in order of popularity.

<table>
<thead>
<tr>
<th>Artist, Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. CRYING IN THE CHAPEL</td>
</tr>
<tr>
<td>2. ENGINE, ENGINE, #9</td>
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<tr>
<td>3. HUSH, HUSH, SWEET CHARLOTTE</td>
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<tr>
<td>4. A WALK IN THE BLACK FOREST</td>
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<tr>
<td>5. BEFORE AND AFTER</td>
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<tr>
<td>6. IT'S NOT UNUSUAL</td>
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<tr>
<td>7. YOU WERE ON MY MIND</td>
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<tr>
<td>8. CONCRETE AND CLAY</td>
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<tr>
<td>9. THREE O'CLOCK IN THE MORNING</td>
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<tr>
<td>10. A WORLD OF OUR OWN</td>
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<tr>
<td>11. APPLE BLOSSOM TIME</td>
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<tr>
<td>12. I LOVE HIM</td>
</tr>
<tr>
<td>13. TOO MANY RIVERS</td>
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<tr>
<td>14. I'LL NEVER FIND ANOTHER YOU</td>
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<tr>
<td>15. BRING A LITTLE SUNSHINE</td>
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<tr>
<td>16. MARIE</td>
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<tr>
<td>17. I LOVE YOU</td>
</tr>
<tr>
<td>18. SUMMER SOUNDS</td>
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<tr>
<td>19. WHAT'S HE DOING IN MY WORLD</td>
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<tr>
<td>20. SEENIN' THE RIGHT LOVE GO</td>
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<tr>
<td>21. MY CHERIE</td>
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<tr>
<td>22. SOUL SAUCE</td>
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<tr>
<td>23. ARE YOU SINGIN' MY SONG</td>
</tr>
<tr>
<td>24. 3 O'CLOCK IN THE MORNING</td>
</tr>
<tr>
<td>25. FIRST THING' Ev'ning</td>
</tr>
<tr>
<td>26. TAKE THE TIME</td>
</tr>
<tr>
<td>27. CAST YOUR FATE TO THE WIND</td>
</tr>
<tr>
<td>28. IT'S ALMOST TOMORROW</td>
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<tr>
<td>29. THEME FROM &quot;WHAT'S UP, DOCTOR?&quot;</td>
</tr>
<tr>
<td>30. NO ONE CAN TELL ME, KISS ME</td>
</tr>
<tr>
<td>31. HOLD ME, THRILL ME, KISS ME</td>
</tr>
<tr>
<td>32. TEARS KEEP ON FALLING</td>
</tr>
<tr>
<td>33. SUNRISE, SUNSET</td>
</tr>
</tbody>
</table>

LENNY SCHEER

NEW YORK—Lenny Scheer has been appointed to the newly created post of coordinator of independent single record production by MGM Records. His title as national single sales manager also changes to that of director of single sales. His new duties include buying outside masters and negotiating deals with independent producers and record companies to acquire newly recorded material for release by MGM (see separate story). Scheer has been in the music business for 14 years, mostly with the Howard Richmond Organization as professional manager and in the ABC-Paramount Records sales department. At MGM he recently discovered and signed Sam the Sham.
Co-Operative Spirit

In an industry marked by rugged individualism, it is refreshing to observe a virtually unprecedented example of co-operation, involving the talents and services of artists, record manufacturers, music publishers and others.

Such an occasion is the imminent debut of the Country Music Association's

*Original Hit Performances* album, which will make available to record collectors 25 of the greatest sides in the archives of various labels (see separate story). Owing to the fact that labels and publishers have waived their royalties, it will be possible to offer the album to the consumer—via radio and TV—for $2. The promotional and merchandising aspect of the operation will be handled by Martin Gilbert, a specialist in this type of operation.

It is hoped and expected that hundreds of thousands of this package will be sold, with the CMA likely to exceed its guarantee of $15,000. The cause of country music will undoubtedly be advanced.

Many people and organizations are to be congratulated for making possible such a co-operative effort. Among them is the CMA. We heartily congratulate the CMA president and officers, the board and officers of the CMA, who worked unceasingly to pull the project together.

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CMA Maps Special LP Featuring 25 Pop Artists

(Continued from page 1)

The album will be produced under the auspices of the CMA by Martin Gilbert, Inc., Los Angeles, which will also distribute the record. Gilbert has donated $25,000 to the CMA. CMA has also been guaranteed a total of $85,000 in royalties. The album will feature CMA's logo on the label.

Gilbert said the album will sell for $2. There will be no retail sales—only mail orders. An advertising firm, headed by Gilbert, will place ads on radio and television stations. He said he was considering 200 TV stations and probably about 50 radio stations for this five different versions of 45-second commercials, all in color, that will be presented. The special will be for five versions to accommodate all 25 artists.

**COLUMBIA TO PRESS:**

Pressing of the record will be done by Columbia's special products division. The initial order is for 500,000 copies. Album jackets will be manufactured by Waywayhouse Company, Shorpark, Division. A booklet featuring photos and biography of all the artists will be included with each album.

The records are expected to be ready for distribution by August. Distribution will be throughout the U.S. and Canada.

The artists featured on the album include some of Nashville's top hit artists. Among them are Roy Acuff, Bill Anderson, Eddy Arnold, Bobby Bare, Johnny Cash, Patsy Cline, Dave Dudley, Red Foley, Marty Furman, Don Gibson, Pee Wee King, Roger Miller, George Morgan, Buck Owens, Kitty Wells, Tex Ritter, Marty Robbins, Hank Snow, Hank Thompson, Mel Tillis, Ernest Tubb, Kitty Wells and Hank Williams.

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**Artist Sparks WB's Country-Pop Move**

HOLLYWOOD—Warner Bros. Records is entering the country-pop field with Leroy Van Dyke spearheading the move. Label President Mike Mainali said a similar expansion was being considered for the Reprise label.

"We are not going to get involved with heavy, restricted pure country and western material," said Mainali. "We're interested in staying on the pop side of the volume." Van Dyke had formerly been on Mercury. The label has had an opening on its artist roster for a Marty Robbins-type country-popper for some time. Mainali noted that the president said there would be no Van Dyke product available before one month because of artist's tight schedule.

Newly named a.s.r. director Dick Glasser will record Van Dyke. Glasser is currently cutting an LP of pop-rock tunes with the Everly Brothers, who started out as a country act but broke into the pop market. Mainali added that Reprise a.s.r. man Jimmy Brown is looking for "other kinds of Van Dyke available."

The concept of selling pop slanted music, rather than the exclusively country, was discussed by the Los Angeles subsidiary. Mainali said the label would be maintained, with a new head shortly announced. Its first manager was Bob Krasnow, recently re-elected. Modest successes were attained by the Olympics and Ike and Tina Turner.

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**DEPARTMENTS & FEATURES**

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Top LP's Chart... Page 30

- Other Music Pop Charts
- Breakout Albums
- Hits of the Week
- Hot Country Singles
- Hot Country Albums
- Record Reviews
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- Music Record News
- Country Music
- Classical Music Chart
- Int'l News Reports
- New Album Releases
- R&B Music
- Talent
- Top 40 Easy Listening
- Departments
- Audio Video
- Bulk Selling
- Coin Machine Operating
- Radio TV Programming
- Buyers & Sellers
- Classified Ads

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**TWENTY-FIVE COUNTRY music stars—many of them famous around the world—will be featured in Columbia's "Original Hit Performances" album. Discussing the album here, from left, are Bernice Silverman, Columbia special products executive; Dona Gilbert, general manager of Country Hall of Fame, Inc., which will produce the album; Martin Gilbert, president of Martin Gilbert Advertising; and Jim Miller, executive vice-president of Columbia's special products division; Jack Loete, CMA board member and Columbia executive; and Tex Ritter.
Life, Time, Newsweek, The New York Times and every leading publication in every major city in America have made this **THE MOST EAGERLY AWAITED ALBUM OF THE DECADE.**

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**THE HOROWITZ OF TODAY ON COLUMBIA RECORDS**

- Vladimir Horowitz
- Chopin
- Schumann
- Rachmaninoff
- Liszt

**HOROWITZ PLAYS SCARLATTI**

- ML 6848/MS 6849/MQ 697
Press Stand Against Rise in Mechanicals

WASHINGTON — The record industry was out in force Thursday here to support a proposed increase in the mechanical royalty fee from 2 cents to 3 cents a side. 

Testifying before the House Copyright Subcommittee were Grover C. Arnold, former president of Columbia Records; Dave Kapp, president of Capitol Records; and John E. Goodenough, former president of Columbia Records. The latter two men are now Washington counsel for Columbia Records. 

Arnold, whose company has the largest recorded catalogue of any recording company, said the increase is needed to offset rising costs and maintain the quality of recordings. 

"If we can't make enough on every record sold, we can't afford to continue the high standards we have been setting," he said. 

Kapp, whose company also has a large catalogue, said the increase would be a "modest" step toward maintaining a balance between the parties involved in the recording industry. 

"It's a small increase," he said, "but it's necessary to keep the quality of recordings up and to ensure that all parties involved are fairly compensated." 

The other major recording companies — Atlantic, Decca, and United Artists — also supported the increase. 

However, several members of the committee expressed concern about the possibility of a "black market" developing, where record companies would pay lower royalties to obtain licenses. 

"We don't want to see the system collapse," one member said. 

The debate over the increase continued throughout the day, with some members of the committee expressing reservations about the need for such an increase. 

"I'm not convinced that the increase is necessary," one member said. 

But others argued that the increase was necessary to ensure that record companies were able to maintain a competitive market. 

"If we don't increase the royalty fee, we risk losing market share to other industries," one member said. 

The vote on the increase was scheduled for later in the week. 

Music Copyrights

"I believe in the free market," another member said. "But I also believe in fair compensation. We need a royalty fee that reflects the cost of producing a record." 

The debate over the increase continued throughout the day, with members on both sides arguing their points. 

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Music Copyrights

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All the might and magnificence of the Columbia Pictures Film
is captured in this exciting Liberty sound track album!

AND, ALL THE SALES POTENTIAL OF THIS IMPORTANT SOUND TRACK
ALBUM is captured in Liberty Records' and Columbia Pictures' huge promotion/sales
campaign. Displays, special publicity, ads, co-op advertising funds, mailings, intermission
promo records, and much more make this an album to stock and display to the fullest.
(LST-7412/LRP-3412)
Parrot's Program Is Speaking for Itself

NEW YORK—With one year of operation under its belt, London Records' subsidiary is demonstrating that a single artist doesn't need four or five hits under his belt to come through with a big LP. Parrot's policy is to release an album after the artist has had one or two hits, floating the momentum of the single to boost album sales. It works.

For example, three Parrot artists—the Zombies, Tom Jones and Tom Jones—have hit the charts recently and have had albums follow directly on the heels of the singles.

Fresh Material

Walt McGruire, London's A&R and pop sales man in charge of Parrot, feels that it makes more sense to record fresh material for an album than to reach in the can.

Parrot was organized a year ago when London felt it could not do justice to artists through distributors. Parrot signs the parent label.

so much hot pop material was, and still is, coming out of Britain, the arrangement was to have British Decos, London's parent company, release the records in England and ship the masters to the States. Originally, the British release preceded the U.S. release, but in recent months both releases have been simultaneous.

Name of the Parrot label was selected by McGruire and Herb Goldfarb, London's director of album sales and distribution, because it was the only name of a bird not currently in use by a record label.

Album Kick

McGuire and Goldfarb got off on the pop album kick because they felt that teen-agers would be willing to spring for $3 for an album as willingly as they would spend the equivalent for three or four singles.

They further reasoned that once teen-agers bought a hit

Continued from page 1

Atl. Debut

Budget Line: 21 LP's Out

NEW YORK—Atlantic Records

has debuted a budget line of albums. Initial release of 21 albums is already under shipment to distributors.

Artists featured on the new label, list priced at $1.98 for both stereo and stereo

NEW YORK—Atlantic

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Artists featured on the new label, list priced at $1.98 for both stereo and stereo
THE BEST ORIGINAL COMEDY SOUNDTRACK ALBUM OF THE YEAR!

NOW SHIPPING

Those Magnificent Men in their Flying Machines
-or how I flew from London to Paris in 25 bars and 11 minutes

TFS 4174 STEREO
TFM 3174 MONAURAL

ZORBA THE GREEK

ORIGINAL SOUNDTRACK ALBUM

TFS 4167 STEREO
TFM 3167 MONAURAL
Nancy Wilson Wins Accolades at Copa

NEW YORK — Marking her appearance at the Royal Box, she came on beautifully groomed in white and satin gown, singing "On a Wonderful Day Like Today," and was received with bravos opening Monday (7).

Miss Wilson was in complete authority throughout her 14-song repertoire. She displayed a remarkable dramatic quality with the roles of "Guess Who I Saw Today." Empathic jazz feeling was represented in this swinging rendition of "I'm Beginning to See the Light," while her recent hit, "How Glad I Am," displays her soulful blues feel.

Combining charm, warmth and beauty, spells through "Won't You Come Home Bill Bailey?" quite unlike its ever been presented before and it proved a show-stopper. Her medley of current pop tunes borrowed from the Beatles, Freed, and Petula Clark, showed these songs can be successfully converted to jazz-flavored compositions.

Colpix Reveals Session Plans

HOLLYWOOD — Colpix recording activities are on the up-and-up despite recent executive departures. Al Levine says the activity will continue, with sessions cutting up a David Lee Hopkins and Vice Ed Williams. He recently cut Paul Peterson and Jerry Fielding's big band, marking Fielding's bow into top 40 territory.

The company is riding with four new singles, "Baby," by the Bushmen; "Chains of Love," by the Tigers; "No Must Much," by Vince Edwards and "But I Do," by the jackets. New LP's feature Woody Allen, Duane Eddy and Lalo Shifrin. Levine will complete a Niga Simone package by month's end.

Maurice Richmond

Organization, made up of 12 publishing firms, TRO has pioneered in distroyed product and more recently in the exploitation of show scores ("Stop the World," "Warms of the Greasepaint," "Oliver," etc.)."Service were held for Maurice Richmond Thursday (10).

Bryant Kids Tour

NEW YORK — Dell and Dave Bryant, children of the songwriting team of Boudleaux and Felice Bryant, left for Europe June 7 on a tour that will include visits with people in the music industry. They are traveling with a school group as part of the educational tour.

Jazz Quartet Date

NEW YORK—Atlantic Records' Modern Jazz Quartet has slated appearances at the Pittsburgh Jazz Festival June 18, Newport Jazz Festival July 1, and the Berkshire Music Barn, Lenox, Mass., July 4.

Indie Distrib Bows in Miami, Epic Key Line

MIAMI — Five independent distributors have pooled their resources to open an indie distrib with Epic Records as their key line (3).

Title of the co-op venture is Campus Record Distributing Company. The "C" in Campus stands for co-operative, and the remaining letters stand for Apex, Martin, Nordic, Miami: Music, Chicago, Detroit, Porte, New York; Universal, Philadelphia, and Summert, Chicago.

Setup of the venture provides for an executive president, a board of directors and a management committee. Joe Martin of Apex-Martin has been elected president for the first year. Martin signed a lease-on premises Monday (7).

Martin added that Campus will seek additional lines.

Actor Boyer Valiant Artist

HOLLYWOOD — Four Star TV major stockholder Charles Boyer is recording the debut on the company's Valiant subsidiary with the narration single "White Dove, Deep Love." The love poem was written by Don and Dick Addis, with Boyer cutting the selection here in preparation for leaving for the Cannes Film Festival. Valiant will rush the disk this month to capitalize on what Valiant executive Barry DeVozen calls "an emotionally enlightening time of year."

Brett Named

NASHVILLE — The Acuff-Rose organization last week disgraced former Billboard associate editor, to handle trade and consumer press relations for the growing publishing agency and record manufacturing combine. Brett has just established a public relations firm for the music and record industry at 200 West 57th Street, Suite 1007. His phone number is 247-4163. Until recently, Brett was assistant publisher of Music Business magazine.

Randall Wood Exits

HOLLYWOOD — James H. Bracken chairman of the board of Peer Jay Records, Inc., announces Randall Wood is leaving the presidency and is making a decision on his future. Randall Wood has assumed the presidency and engaged Ward G. Abner Jr. as general manager.

Skyler to Brazil

NEW YORK—Southern Music's Sonny Skyler, director of Iver Productions, is transferring to the Sao Paulo, Brazil, office to produce and purchase masters. One of the new Brazilian labels to be released will represent the Iver-Southern organization.

Other Noteworthy News

Mills Hires Decap

NEW YORK — Mills Music has hired Decap Production, to search more than 25,000 copyrights in an attempt to find material for more than 1000 publishing catalogs, films and musical shows. Assigned to the job is the production team of Don Walker, Hal Harris and Arnie Goian.

Hamilton, RCA Pact

NEW YORK—Roy Hamilton has been signed to an exclusive recording contract by RCA Victor. The label plans to issue his first record in the near future.
THE WORLD OF RELIGIOUS MUSIC
A Major New Industry-Service Annual from Billboard

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EXPOSE AND SELL THE VALUES OF RELIGIOUS MUSIC AND RECORDS AS
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- Negro Spirituals and "church songs" in pop music
- Sacred music of the
country field
- Merchandising religious records
- The jazz-religious movement
- The great Gospel Quartets
- The
boom ing labels of religious music
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Some of the people:
- The Blackwood Brothers
- Mahalia Jackson
- Harry Belafonte
- George Beverly Shea
- Mahalia Jackson
- The Spear Family
- The Statesmen Quartet
- Jimmy Davis
- The Coverdale Quartet
- Tennessee Ernie Ford
- James
Cleveland
- The LeFevre
- The Florida Boys Quartet

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COLLEGE CIRCUIT

Promotion Is Key in Making Or Breaking a Disk Sales

NEW YORK—Effective promotion—or the lack of it—can mean the difference between success or failure in the college circuit, according to the reports of university correspondents. For instance, the March 31 release of the March of the Hour by Herb Slotkin, of Stern Brothers, Minneapolis, Minn., received a great deal of advertising and promotion via libraries, newspapers and radio.

An April show by the Isley Brothers at a dance sponsored by the University of Cincinnati and held at the Student Union, was not advertised, and the university correspondents at Gold’s Department Store said there was no one at that show who was not already familiar with the Isley Brothers. The show was not advertised, and there were only 526 students in attendance.

Peter & M. J. 9,000

Peter, Paul and Mary on April 23 at St. John’s University, Collegeville, Minn., gave an audience of about 9,000, said correspondents. The show did not boost record sales, but the audience “really enjoyed” the concert.

Hernando’s Hermit, April 23, at Texas Christian University, Fort Worth, Tex., drew an audience of about 3,500 students, said correspondents. Sales were up slightly at Wax, but the record store in town reported only a slight increase in sales due to the concert. The concert was sponsored by the KSLU-FM radio station.

Milt Jackson Trio standard album in Grand Forks, N. D., where the University of North Dakota and the University of Minnesota-Duluth are located. According to the campus correspondents at the store, album sales in March were down significantly, but sales increased in April.

Randall Smith, correspondent for the University of Oregon, said the store had to increase its inventory of records due to increased demand for jazz music. Smith said the store had to order more records to meet the increased demand.

Red light Beams Promotional Efforts

A newly formed record company, Red Light, plans to promote its records extensively through college campuses across the country. The company has already signed several established artists, including a new group formed by former members of the Ventures.

The company plans to release a new album each month, with each album featuring a different artist. The first album, “The Red Light Experience,” features a group of New Orleans-based musicians who have been playing together for over ten years.

The album includes a mix of jazz, blues, and soul music, and features guest appearances by some of the top names in the industry. The company has also signed a deal with a major distribution company, ensuring wide distribution of the album.

The Red Light Experience is the brainchild of two music lovers and entrepreneurs who have been working hard to make it a success. They plan to continue to release new albums and promote their artists in the coming months, with the goal of becoming one of the leading independent record labels in the country.

The company is already seeking new artists to sign, and is open to submissions from up-and-coming musicians. They are looking for artists with a unique sound and a passion for their craft.

Jazz Beat

By DEL SHEFF

Columbia Records is discovering that the expensive promotion given rock ‘n roll or pop records, which results in increased sales, can also apply to jazz.

A campaign to make disk jockeys across the country aware of Columbia’s new jazz release, "You Know the Game," is under way.

Over 3,000 singles were shipped to jockeys, with an information booklet included. The label is using jockeys as its promotional agents, and has included a contest among the jockeys to boost sales of the jazz release.

Columbia is also hoping to interest background on the record with a description of the tune and its sources. This type of information is always welcomed by jockeys, who can use it in their programming to enhance the record’s appeal.

For the pop deejays, Atrakian pointed out that the jazz tag should "attract the right audience. The melody is there, so is the beat."

This kind of release is more difficult for the jazz deejays, according to Atrakian, who said, "It’s hard to find a pop deejay willing to make the first move into the jazz area."

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"This kind of release is more difficult for the jazz deejays, according to Atrakian, who said, "It’s hard to find a pop deejay willing to make the first move into the jazz area."

The Atrakian release is a response to a new trend in jazz radio, which has seen a rise in the number of jazz stations and a growing audience for jazz music.

In the last few years, there has been a significant increase in the number of jazz radio stations across the country. According to the Jazz Journalists Association, the number of jazz stations has doubled in the past five years.

The Atrakian release is part of a campaign to increase the exposure of jazz music, and to make it more accessible to a wider audience.

It is hoped that the release will help to break down the barriers that have traditionally kept jazz music outside of the mainstream.

"We believe that there is a strong market for jazz music, and that it is ready to break out of its niche," said Atrakian. "We hope that this release will help to bring jazz to the masses."
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AND LITHographers • ENVELOPES AND MAILERS • DIRECT MAIL SERVICES • DESIGN AND ARTWORK • THE PEOPLE, THE COMPANIES, THEIR ADDRESS AND
TELEPHONE NUMBERS • INTERNATIONAL STATISTICAL SURVEY • THE TIME IS NOW • THE PLACE IS BILLBOARD'S INTERNATIONAL BUYERS' GUIDE • END OF MESSAGE
Paper Agents Attacked Anew

By BUD KIRKPATRICK

NASHVILLE — Paper agents and middlemen were blasted during the campus entertainment conference at the recent 12th annual conference of the Southern Universities Student Government Association here. Paper agents find it easy to prey in the buyers of talent on college campuses. This is due to lack of experience on the talent buyer's part and too that student talent buyers change from year to year. (In Billboard's April 17 issue it was reported the College Union Parley in San Francisco blasted the paper agents.)

Dean James Dull, SUSGA entertainment coordinator of Georgia Tech, emphasized that normally only large schools are able to pay the price for top talent groups. Through entertainment co-ordination all schools can have good talent, Dull said.

Dave Phillips, union program director at North Carolina State University, operates a block booking agency for the Southeast.

Elisha February, Phillips holds a contract with five top agents, and states that tfiey charge among the top 10 percent of the talent for the middlemen.

Phillips feels, block booking will lessen the paper agents'technique of causing trouble.

Advised to Buy BB

Ed Rubin, Ashley Famous Agency, urged the delegates to avoid working out questionable agencies through the entertainment coordinator of SUSGA and Billboard. Phillips advised the delegates to subscribe to Billboard and keep up with talent and reputable agencies and agents.

 rubbed agents cause colleges and universities difficulty in several ways, the main one being the "middleman deal." This is a phone call which sells you a buy on an act or can you have it cheaper.

Many times these acts do not appear, and the school must re-chore a different agent. This is sometimes hard to do.

Jay Jacobs of William Morris made it clear to the delegates that the middlemen take a cut from the man do harm to the act, agencies, and schools. "Watch out for them."

Who signs the contract on the campus, and who handles the entertainment was another big question. The agents feel that they would rather deal with someone on the faculty who will be with the institution after year. However, a student group with a faculty advisor will suffice.

As to who signs the contract, many times the business manager of the institution is the only person legally responsible to enter into the contract. Frank Modica, of GAC-ITA, emphasized that agents prefer to deal with a person who will be with the school year after year, and with whom they can establish some definite limits of contact.

A shift in sponsorship of campus entertainment is making place from the student government to the college union.

COL. PLUGS \n
AURAVISION

NEW YORK—Columbia Record Productions is plugging its Auravision record with full-page advertisements in Printer's Ink, Reporter of Direct Mail and Advertising and Sales Promotion. Each advertisement contains an Auravision record. The laminated disk can be played on any phonograph.

Letters to the Editor

Dear Sir:

While I very much appreciated Claude Hall's article on TV's impact on the recording industry, there were one or two points I'd like to comment on.

Agents make major "selling" artists for TV will inevitably bring about another period of ineffable boredom, the TV exposure will be a boon to many, and we will be back in the miserable condition we endured until the unerring instinct that 'Shindig!' is concerned. We were the first show to make artists, and we have been the first show to make artists again. And theNullOrEmpty that agents should manage and produce should be gossomed.

Claude Hall says that except for Ed Sullivan's show, TV shows surveying pop music do not do particularly well. In grabbing audiences, Ed Sullivan also knows about the others, but 'Shindig' does very well indeed.

And who showed Freddy and the Dreamers first? (No prices quoted)

Finally, Dan Cawne is quoted as saying that shows such as "Shindig" and " Hullabaloo"

Allison Forms Company in Hollywood

HOLLYWOOD—Joe Allison this week formed Nashville Music Publications, a music publishing firm here. He had been general professional manager ofcapitol records. He also set up the cde publishing firm, and was the label's country wild music.

Last year Allison won the Country Music Association's President's Award, given to the individual making the most contribution to music.

His new firm will engage in music publishing, songwriting, TV and radio, and talent management.

Ronnie Green has been named to general manager.

Audio Fidelity, Starlite in Pact

NEW YORK—Herman Gimbel, president of Audio Fidelity here, and Peter Walsh, president and chairman of London's British booker and go-getter, have signed a three-year contract which gives Audio Fidelity exclusive distribution rights of Starlite Artists recordings.

The Starlite Artists roster includes artists in the United States, Mexico, and Central America.

One-Stop Aid

NEWARK, N. J.—A new merchandising aid for one-stop shops in the form of an indexed filing system is being offered by the Sterling Trolley Wire Co. The operator pays for the table and Sterling pays the packaging cost and to use only acts up in the Top 20 on the charts, that is different to promote new artists. "Shindig" is concerned. We were the first show to promote artists, and we have been the first show to promote artists in one album containing the hits. The albums also did particularly well.

Finally, ABC-Paramount has experimented with stereo singles, and I hope you will give this letter attention, as I am certain that the record manufacturers would like to see this problem solved. Thank you for your time and trouble on a very fine magazine.

Sincerely yours,

RICHARD K. GRANT
84 Sharon Court
Metuchen, N. J.
The Record You’ve Been Waiting For!

Dionne Warwick

HERE I AM

SCEPTER 12104

As sung by Dionne Warwick in the forthcoming film “What’s New Pussycat”
Give Audience What It Wants, Says Mann

By CLAUDE HALL

NEW YORK—One of the most exclusive clubs in the world—if one ever existed—would consist of jazz performers who're presently commercial successes in the record field. Charter members would include Stan Getz, Louis Armstrong, Art Hirt, Pete Fountain and Herbie Mann. As for Atlantic Records' standing number one star, Mann, he's rather proud of his membership card: he didn't get it by accident.

Then why does he call his jazz fans to support jazz,” Mann said. “To be a commercial success, a jazz artist has to appeal to the fangles—teen-agers, for example. Flutist Mann tallies his hours from a combination of the elements of rhythm and blues, gospel music, and Latin American sounds. For this reason, he said his official fans were Negro and Latin American, he thought it would be a large segment of an audience, he would have to have something that's close to the basic nature of people, he said, it's not that a group of people like Jimmy Smith or a pop group... it's like merchandising a product: it's to get more people to listen to you. There's more to this Business than just playing what I want to hear, In fact there are more people who listen to the Village Gate—for it. But at con... and elsewhere, the matter of adjusting to the audience.

Mann, who has recorded 15 albums for Atlantic Records, just recently taped another live performance for Atlantic's Village Gate, New York. That was the second in his独自的 "Louie "Herbie Mann at the Village Gate" album. From that album, disk jockeys across the nation began playing "Comin' Home Baby," and Mann eventually had to go on stage every night, out of the number so it could be repeated.

He attributes a large portion of his success to his ability to change, to the fact that stays the same about the type of jazz I play is my interest in music. My main forte is executi...Signings

Mainstream Records has signed singer-songwriter, Garey (Caldwell) former New Christmans. Mainstream Group will cut a min..."To call it Great Society."

Radio Records has signed its new label, Cargo Records, artists, Jimmy (Guitar) Higgs, Ray London, a band called Little Joe's. James Bridgem has signed the new ad, producer for both label and director of the band; he signed the Robin Hoods, a Baltimore sextet, to a long-term recording contract. Also participating are J. P. Bennett, Bill Davidson, Peter Cohen, Pugs, St. Elmo, Mike McGeary and Brian Rayman.

Ford Records has signed Houston singer Con Pierson and his first release is "Poetry in Motion."... Fats Domino has...he's a major, flew to Los Vegas to tape Domino live at a Flas...in concert on page 45

Roger Miller

Dates of Tour

CHICAGO — Roger Miller, Phillips Records artist, will fulfill a rigorous summer appearance schedule in the United States, including:... a string quartet, and did a first-rate job with the light classical program.


It was a rather informal, intimate show, but the audience was responsive, and the whole evening was a satisfying experience.
MUSICOR RECORDS

MONEY MAKERS

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LATIN WINNERS

MONEY MAKING SINGLES

I MUST BE SEEING THINGS
all New album by
GENE PITNEY

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Billboard Magazine

TWELVE BRAND NEW HIT SONGS BY
GEORGE JONES & GENE PITNEY

TITO RODRIGUEZ
carnival of the americas

GEO GEORGE JONES & GENE PITNEY

MOMMY

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DUST REAS

GEORGE JONES & GENE PITNEY

GEO GEORGE JONES & GENE PITNEY

I'M A FOOL TO CARE

and "LOUISIANA MAN"
**POP SPOTLIGHTS**

**TOP 20**

MANFRED MANNS—LITTLE RED BOOK (Columbia, ASCAP) — A fine, first-class David tune from the Peter Seller's film "What's New Pussycat?" is given a hard-driving Detroit dance treatment. "What Am I Doing Wrong" (Coppola, ASCAP)...

**TOP 60**

* BERT KAEMPFERT & HIS ORCHESTRA—MOON OVER NAPLES (Roverwood, ASCAP) — A fine, first-class David tune from the Peter Seller's film "What's New Pussycat?" is given a hard-driving Detroit dance treatment. "What Am I Doing Wrong" (Coppola, ASCAP)...

* THE DIXIE CUPS—GEE THE SUN IS SHINING BRIGHT (Trio, BMG) — Hot on the heels of their hit 'My Girl', comes another winner! Cool, easy dance arrangement of a recent hit from the pen of Jeff Barry and Ellie Greenwich. Flip: "I'm Gonna Get You Yeti" (Trio-Melder, Red Bird 032)

**R&B SPOTLIGHTS**

* THE RIGHTEOUS BROTHERS—JUSTINE (Benee, Soul) — Recall their hit "Swingin' Summer," but better than ever. "Swingin' Summer," by the way, was a hit that gottin' up Morran" (Ray Maxwell, BMG)...

* THE FIVE FIVE—EVE (Eden) — A new and strong Anka sound. Good Clyde Orr material. Has the teen appeal of Anka's old hit "I'm Just A Lovin' Man." Place: "Don't Make Me Happy" (Spinn, BMG)...

* DIONNE WARWICK—HERE I AM (United Artists, ASCAP) — From the forthcoming film "What's New Pussycat?" comes a sparkling, professionally produced flip: "They Long To Be Close To You" (S. & O., ASCAP)...

* PEGGY MARCH—LET HER GO (Eden) — Right up the alley of her first hit "I Will Follow You" is Peggy'sanswer: "Let Her Go," a strong Anka sound. Has the teen appeal of Anka's old hit "I'm Just A Lovin' Man." Place: "Don't Make Me Happy" (Spinn, BMG)...

* FRANCINE HARDY—ALLOVER THE WORLD (Vee-Jay, ASCAP) — "The ballad of the Laundromat girl," arranged by a master. Place: "Little Dum-Dum" (Vee-Jay, ASCAP)...

* KAI WINDING—HINT OF CHOCOLATE (Decca, ASCAP) — A fine, first-class David tune from the Peter Seller's film "What's New Pussycat?" is given a hard-driving Detroit dance treatment. "What Am I Doing Wrong" (Coppola, ASCAP)...

* DEAN PARRISH—BRUCKS BOTTLES AND NICKELS (United Artists, ASCAP) — A fine, first-class David tune from the Peter Seller's film "What's New Pussycat?" is given a hard-driving Detroit dance treatment. "What Am I Doing Wrong" (Coppola, ASCAP)...

**CHART**

**TOP 10**

* ROY ACUFF—LIFE TO GO (Starlite, BMG) — Follow-up...
BREAKING OUT...
DESTINED TO BE ONE OF THE GIANTS OF '65
(and very possibly the hit of the year)

LITTLE PEOPLE
B/W
SUMMERTIME
GAME

DON GRADY
& The Palace Guard

AN ORANGE-EMPIRE RECORD
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UPCOMING
UNPRECEDENTED EXPOSURE!

* HOLLYWOOD A-GO-GO
* SHEBANG
* SHINDIG
* L.A. POP MUSICAL FESTIVAL
* AMERICAN BANDSTAND
* 9TH ST. WEST

and more...

BREAKING OUT...
A VITAL NEW SOUND IN THE RECORDING INDUSTRY

ORANGE-EMPIRE RECORDS
BEVERLY HILLS, CALIFORNIA

Presenting the Hitmakers of Today ... Tomorrow's Legends
RCA Canada Spurts 68.6% in LP Sales

By KIT MORGAN
MONTREAL — RCA Victor in Canada reports a whopping 58.4 per cent increase in album sales in the first quarter of 1965, over the same period last year. National sales manager Knox Coupland credits the outstanding success to a combination of chart-topping product (both the "Mary Poppins" and "Sound of Music" soundtracks, both being part of the "sing-along" versions) and the company’s new concept of merchandising to the consumer.

The move to consider-orientation in Victor’s merchandising plans has been gradually building over the past few years and last fall was the climax. The emphasis was switched from merchandising to the dealer toward merchandising to the consumer through the mail. "Now virtually all point-of-sale material, advertising, and sales programs have been geared directly to the public.

An example of this is the monthly booklets illustrating new releases. Previously, the booklets presented new releases in their usual order of release and were not in numerical order for the convenience of the dealer. Now the booklets group products by the type of music, regardless of label, price, and number, for the consumer. Loose-leaf pages fitting new product by label and price, have been substituted for dealers’ use.

The company’s sales programs are also now directed at the consumer, and such programs have been played an important role in merchandising plans thus far this year. Only one is reflected in the boost in first quarter sales, in which a series of releases, such as the "Mary Poppins," Cadenl, Disneyland or Gala Line, have been released at regular price, contained a coupon which entitled the customer to a free record with the purchase of any other album at the regular price. The offer was in effect from Feb. 6 to the end of March.

During April, consumers were offered $1 for the purchase of a Dynagroove LP at the regular price. During May any purchase of an RCA Victor Red Seal album at the regular price entitled the buyer to an RCA Victor Red Seal LP free.

RCA believes it is the only company offering consumer programs at the moment.

These promotions were designed to help the dealer and to sell the consumer, now with faster growing and more aggressive promotions. "We also hope to increase sales more than most, but I think most companies have realized the need for the old merchandising methods."
Radio Manx Gets Right to Extend Disk Playing Time

LONDON — Opposition by the British record industry, the Musicians Union and the BBC was overruled when a Performing Rights Tribunal gave Radio Manx, Britain’s only legal commercial radio station, the right to extend its needle (i.e., record playing) time.

Radio Manx serves the Isle of Man, and when it was established last year its GPO license restricted transmissions thereby so that the station could not be heard on the mainland.

Manx, owned jointly by former EMI executive Richard Mayer and the Pye Electrical firm which has a substantial interest in Pye Records, asked the tribunal for unlimited needle time at a royalty fee to the record industry of 1¼ per cent of its advertising revenue.

But the station does not get things quite the way it wanted — the tribunal gave it an increase in needle time from 20 per cent of transmission hours to 50 per cent and Manx must pay a graduated royalty rising to 8 per cent in three years.

This is the first time the record industry’s complete control of broadcast record playing time has been overruled.

At the tribunal hearing, the industry (Photograph Performance, Ltd.) was represented by EMI managing director Len Wood, the Musicians Union by its secretary, Hardie Randilffe, the BBC by its director of sound broadcasting, Francis Gillard.

Industry Boom in Israel Is Cited

LONDON — The “tremendous development of the record industry in Israel” was the main subject of a business conference, held here by Y. Kimchi, managing director of the Palestine Orient Co., which handles all EMI’s product in Israel. Kimchi is also chairman of the Israel National Group of the International Federation of the Phonographic Industry and therefore his country’s council member in that body.

He told Billboard he is hoping that the next Federation meeting — to be held in May of next year — will be held in Israel. “It will be the first time a Federation meeting has been held outside of Europe” he added.

Kimchi said he expected a lot of Americans to attend the meeting. This would not only attract them to survey the Israel market but it might also mean a U.S. National Group joining the Federation.

Speaking of record business in Israel, he said: “There have been very big strides in the past year. Most of the well-known labels — Decca, RCA, MGM, and Warner Bros. among them — are now produced under license in Israel. Up to a year ago our industry was still importing the product and there were tremendously high customs duties.

“This new development in little over nine months had led to an enormous increase in the sale of records. Though our country has a population of only 2.5 million, our sales are payable as high as Denmark’s and certainly greater than Norway’s. In wholesale figures, our industry is worth about $4.5 million a year. And that is only a start. The American labels still have very small catalogs compared to what can be expected.

“About 40 per cent of our market is local repertoire, but for the past three years EMI artists have come out easily on top for sales — the Beatles, Cliff Richard and the Shadows are among the biggest sellers. But Elvis Presley and Trinity Lopez also do extremely well.

“The market is wide open to great expansion as flights to next year’s Federation meeting will almost certainly see for themselves.”

Can. Apex Enters Global Market

MONTREAL — After many months of negotiation, the Canadian Apex label is moving into the international market with release of its top French-Canadian product in most of the French-speaking countries of the world. Antoine in Belgium (Belgium, Netherlands and Luxembourg) has just released Michel Labelle’s “Style” and “La Ville Pleure,” Ginette Renolds “Toot Pest Recommencer” and “Suzie Am” on the Apex label. Releases in other countries will follow soon.

The firm of Jo’an Lay in Switzerland will import Apex product from the Comag Co. in Canada, as well as distribute the product of Apex affiliates in Europe. R. F. L. in Italy and Societe Lebanese du Disque in Lebanon are also set as Apex distributors, with distribution in France being completed now. Representation in Germany and Greece will be added shortly.

Felix Faqas, supervision of Apex distribution in French-speaking European countries, visited Montreal and Toronto last month for discussion on the new operation. Plans call for at least two of Apex’ French-Canadian artists to make promotion tours in some of these countries this fall.

In line with this expansion into the international market, Apex has recently signed several new French-Canadian artists, including Charles Gauchier, Les Cyniques, Kenny Hamilton (who will also record in English), Michel Meunier and Yolande Lise (who is recording in English as well).

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Walter Jackson, Otah 7219
BABY I’M YOURS
Barbara Lewis, Atlantic 2333
French Songfest Planners Aiming for a Really 'Big Show'

PARIS—Plans for the 1965 French Song Festival—its Antwerp Rose d'Or—announced this week, are aimed at making the event bigger and better than ever.

The Festival, which runs from June 24 to 26, will feature songs from 32 singers and will get full coverage from French TV and radio, Europe No. 1, Radio Luxembourg and Radio Monte Carlo.

At least 35 foreign music publishers will be present, as well as top French stars like Charles Aznavour, Charles Trenet and Tino Rossi. The Festival organizer, Claude Tiberi is highly optimistic about the success of the event. The full list of singers, with the publishing houses they will represent, is:

Tiny Young (Salvador), Ricardo (Bagatelle), Michel Malory (Ray Ventura), Muriel Biandhi (Metropolitan), Robert Cogol, Sophie Darel (Tutti), Franck Fernando, Frida Bocana (Sandra Music), Romuald, Jean-Paul Cara (Paul Beuscher), Christine Nerac, Dario Moreno (Chappella), Marcel Rothel (Michel Legrand), Julien Bouquet (Jean Dreyfus), Jean-Claude Pascal, Marjorie Noel (Eco Music), Francois Lemaire (Francis Lemaire), Alice Dona, (Pathie-Marconi), Charles Level (Continental), Christine Lebeuf, Jaccedine Fantasia (Continental), Bob Askoff (R. Salvet), (American), Odile Ezra (Nicole Barclay), Billy Nencioni (Fantasia), Jean-Claude Massoullet, Michel Piqué (Carmelot), Jean-Loup Chauvy (Derby) and Jean-Paul Mauric (Soriana).

Showcase Aimed for Teeners Bows in Can.

TORONTO — A first-of-its-kind exhibition, tailored for teenagers, Teens Funarama, was held in Toronto May 28-30, offering record companies and recording artists a new showcase for their product and talents.

Although attendance at the three-day event was a disappointing 3,500-4,000 teenagers, exhibitors agreed that the idea was sound, and the sparse crowds could be blamed on insufficient drum-beating and advertising, a poor location on the fringe of the city's "tenderloin" district, and poor timing that coincided with both exams and last "hogs" of the school year.

Three record companies took booths at the exhibition (Columbia, Quality and Red Leaf), while others, including Capitol and Apex, co-operated with the Sayville stores in a large booth. Those who had records on sale reposed very little sales action,

but, free artist photos disappeared from the displays in quantity.

Columbia introduced the Liverpool Set, newly signed by the parent company in the U. S., performing at their booth as well as on stage. Chad Allan and the Exhilarations (the Guess Who)'s and the Regents did not perform, but visited the quality exhibit. Red Leaf introduced the Allan Sisters, David Clayton Thomas, the Fauplets and Bobby Vee.

Others performing on stage included Capitol's Tommy Graham and the Big Town Boys, RCA Victor's J. B. and the Playboys, and Red Leaf's Little Charlie and the Coasters and the Allan Sisters.

Organizers plan to hold other Teens Funarama exhibitions across the country, with one at the Maurice Richard Arena in Montreal Aug. 6-8.

In addition to the Antwerp judging panel, there will be juries in Lyons, Nancy, Strasbourg, Lille, Reims, Marseille, Limoges, Bordeaux and Toulon, who will vote on the final (two days to decide which songs go into the finals).

Each jury will consist of 15 people—five between the ages of 15 and 20, five between 20 and 30, and five over 30.

Festival organizer Claude Tiberi is highly optimistic about the success of the event. The full list of singers, with the publishing houses they will represent, is:

Tiny Young (Salvador), Ricardo (Bagatelle), Michel Malory (Ray Ventura), Muriel Biandhi (Metropolitan), Robert Cogol, Sophie Darel (Tutti), Franck Fernando, Frida Bocana (Sandra Music), Romuald, Jean-Paul Cara (Paul Beuscher), Christine Nerac, Dario Moreno (Chappella), Marcel Rothel (Michel Legrand), Julien Bouquet (Jean Dreyfus), Jean-Claude Pascal, Marjorie Noel (Eco Music), Francois Lemaire (Francis Lemaire), Alice Dona, (Pathie-Marconi), Charles Level (Continental), Christine Lebeuf, Jaccedine Fantasia (Continental), Bob Askoff (R. Salvet), (American), Odile Ezra (Nicole Barclay), Billy Nencioni (Fantasia), Jean-Claude Massoullet, Michel Piqué (Carmelot), Jean-Loup Chauvy (Derby) and Jean-Paul Mauric (Soriana).
A Powerful Score from A Powerful Movie

DESTINED TO BECOME A COLLECTOR'S ITEM! AN EXCITING SOUND TRACK FROM AN EXCITING MOTION PICTURE! ACADEMY AWARD WINNER MAURICE JARRE HAS COMPOSED WHAT MANY FEEL IS THE MOST MEMORABLE SOUND TRACK OF HIS CAREER. NOW AVAILABLE IN BOTH MONO AND STEREO.
MUSIC CAPITALS OF THE WORLD

AMSTERDAM

HMV released the first Dutch (English) record LP, featuring Trombone Treasure. The Rager Miller hit "King of the Ragers" was recorded in English by Rob de Noije on Photo. Published in Amsterdam by Wbkgk on Deech, and the Nashville Teens... HMV released in new EP of the Dutch format, a.o. Neem. International Musical Capital at Hilversum started the music magazine, Harderwijk. It's only the jazz magazine in the world, started a radio and sales promotion to the music world of the Americas. Juffor Poppelen is happy that the jazz fan club dropped the term "jazz" and brought his composition "Goodbye, Monday!" was written during the last week of a Pecke delegation, and Lesley Monk Plye, while Negrin to see the new factory.

BASART

PUBLISHING HOUSE

INTERNATIONAL NEWS REPORTS

MUSIC CAPITALS OF THE WORLD

AMSTERDAM

HMV released the first Dutch (English) Xmob LP, featuring Trombone Treasure. The Rager Miller hit "King of the Ragers" was recorded in English by Rob de Noije on Photo. Published in Amsterdam by Wbkgk on Deech, and the Nashville Teens... HMV released in new EP of the Dutch format, a.o. Neem. International Musical Capital at Hilversum started the music magazine, Harderwijk. It's only the jazz magazine in the world, started a radio and sales promotion to the music world of the Americas. Juffor Poppelen is happy that the jazz fan club dropped the term "jazz" and brought his composition "Goodbye, Monday!" was written during the last week of a Pecke delegation, and Lesley Monk Plye, while Negrin to see the new factory.

BASART

PUBLISHING HOUSE

INTERNATIONAL NEWS REPORTS

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MUCHO MANCINI
The hit makin' hombre has a great new album.

Here's the fabulous Mancini sound with a Latin beat. An irresistible collection of twelve hits including: "Señor Peter Guna," "The Breeze and I," "Perhaps, Perhaps, Perhaps (Quizás, Quizás, Quizás)," "Come to the Mardi Gras," "Tico-Tico," "La Raspa" and "Carnavalito."

RCA VICTOR
The most trusted name in sound.
MUSIC CAPITALS OF THE WORLD

**TORONTO**

In a vote of confidence in Canadian talent, the new Rodeo label has purchased all Canadian distribution rights to its entry with Canadian distributor. Its initial release features Al and Iris Harris.

**Allied Record Corp.** has acquired the Canadian distribution of the new Rodeo Records line (U.S. S.), which will provide Allied with its first 45-rpm material. First release is on ABC Radio, "I Want Candy," by the Stranglers, a hot single in Canada recently appearing for the first time in New York on ABC Radio.

**Western Union Telegram**

AMBlOG (22) (09) 844 400

B 458153 P N AH FAX NEW YORK NY 27 3140 EDD

PHIL SPECTOR PHILLIES RECORDS INC

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GILBERT B. ROGET ASSISTANT TO THE PRESIDENT AMERICAN FEDERATION OF MUSICIANS (26).

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Won't stand for impropriety

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You must always join the team.
BOILING OVER!

SOUL SAUCE

CAL TJADER

VK-10345

From The Hit Verve Album

SOUL SAUCE by Cal Tjader
<table>
<thead>
<tr>
<th>No.</th>
<th>Title, Artist</th>
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**Top 50 Songs of the Week**

1. MARY POPPINS
2. MY NAME IS BARRA
3. THE BEACH BOYS TODAY!
4. THE MONSTER
5. DEAR HEART
6. HUSH, HUSH, SWEET CHARLOTTE
7. ZORBA THE GREEK
8. PEOPLE GET READY
9. MR. STICKMAN
10. GERRY AND THE PACEMAKERS
11. THE CAME OF LOVE
12. WHERE DID IT ALL GO?
13. WHIPPED CREAM & OTHER DELIGHTS
14. L-O-V-E
15. THE KINKS—SIZE
16. THE BEACH BOYS FANS
17. THE KINKS—THE KINKS' GREATEST HITS
18. CAST YOUR FATE TO THE WIND
19. SAM COOKE AT THE COPA
21. GENIUS OF JANKOWSKY
22. BABY THE RAIN MUST FALL
23. BEGIN TO LOVE
24. THE LOVE ALBUM
25. HAWAIIAN WEDDING SONG
26. EVERYBODY LOVES SOMEBODY
27. CHERRY HORN FANCY
28. THE SOULFUL ROMANCE
29. THE SOUND OF MUSIC
30. TODAY—MY WAY
31. THE PINK PANTHER
32. THE EARLY YEARS
33. I'M TELLING YOU NOW
34. HELLO, DOLLY!
35. SONGS FOR THE JET SET
36. THE 4 SEASONS ENTERTAIN YOU
37. THE BEATLES—A HARD DAY'S NIGHT
38. BLUES FOR MISTER JIMMY
39. LICORICE STICK
40. EARLY MORNING RAIN
41. RAY CHARLES LIVE IN CONCERT
42. THE IMPRESSIONS GREATEST HITS
43. MY FIRST OF 1965
44. SHIRLEY BASSELY BELTS THE BEST
45. MY FUNNY VALENTINE
46. WE'RE GONNA MAKE IT
47. THE MOST EXCITING ORGAN EVER
48. BOBBY VINTON'S GREATEST HITS
49. THE SEVENTHS
50. MUSIC OR A PEOPLE

**Billboard Top LP's**

- MARY POPPINS
- MY NAME IS BARRA
- THE BEACH BOYS TODAY!
- THE MONSTER
- DEAR HEART
- HUSH, HUSH, SWEET CHARLOTTE
- ZORBA THE GREEK
- PEOPLE GET READY
- MR. STICKMAN
- GERRY AND THE PACEMAKERS
- THE CAME OF LOVE
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- THE MOST EXCITING ORGAN EVER
- BOBBY VINTON'S GREATEST HITS
- THE SEVENTHS
- MUSIC OR A PEOPLE
- THIS IS MY SONG
- STAY AWAKE
You have something special in store when you stock these popular COLUMBIA® albums!

1. Before and After/Chad & Jeremy
   CL 2374/CS 9174 Stereo
2. Hush, Hush, Sweet Charlotte/Patti Page
   CL 2333/CS 9132 Stereo
3. Chum Chum Chee-ee/The New Christy Minstrels
   CL 2388/CS 9159 Stereo
4. Mr. Tambourine Man/The Byrds
   CL 2385/CS 9172 Stereo
5. Here They Come/Paul Revere & the Raiders
   CL 2390/CS 9107 Stereo
6. Music From Mary Poppins/Ray Conniff & the Singers
   CL 2364/CS 9158 Stereo
**BREAKOUT ALBUMS**

**NATIONAL BREAKOUTS**

**HERMAN'S HERMITS ON TOUR**
Mom & Pop 4295 (M) ST 4295 (S)

**SOMEbody ELSE IS TAKING MY PLACE**
Al Martino, Capitol T 2312 (M) ST 2312 (S)

**NEW ACTION LP's**

These new albums, out yet on Billboard's Top LP's Chart, have been reported selling strong sales action by dealers.

**HERBIE MANN PLAYS "THE ROAR OF THE GREASEPAINT- THE SMELL OF THE CROWD"**
Atlantic 1437 (M) SD 1437 (S)

**I MUST BE SEEING THINGS**
Cena Filloya, Musique MA 3094 (M) MFS 3094 (S)

**CLASSICAL SPOTLIGHT**

**VIVALDI**
I Musici, Philips 6615 3-990 (S)

**POP SPECIAL MERIT**

**ARETHA FRANKLIN/FLY**
Columbia CL 2311 (M) CS 9131 (S)

**MAGIC TRUMPET**
Comparso Universidad De La Laguna RCA Victor M 1624 (M) MKS 1624 (S)

**SPECIAL MERIT PICKS**

**MAYHEW: CONCERTO IN D MAJOR/WOYZAT: CONCERTO NO. 12**
Yusef Dyer/Seet/State Chamber Orch., (Bamhail), Angel 5 (M) A 503 (S)

**HAPPY THAT POLKAS**
Frankie Yankovic, Columbia CL 2353 (M) CS 9133 (S)

**NO SPECIAL MERIT**

**LESTER/LANINI PLAYS THE HITS**
Philips PHM 200-181 (M) PHS 600-181 (S)

**JAZZ SPECIAL MERIT**

**DIG THESE JAZZ**
Hank Crawford, Atlantic 1453 (M)

(Continued on page 34)
2 Hit Albums from 2 Hit Singles

THREE O’CLOCK IN THE MORNING
Bert Kaempfert
DL 4670 (M)
DL 74670 (S)

I LOVE YOU SO
Bobbi Martin
CRL 57478 (M)
CRL 757478 (S)
TAKING A PEEK AT YOUR NEW MONEY MAKER!

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NEW "DYNARANGE" TAPE AVAILABLE AUGUST 1ST

Magnetic Products Division

"DYNARANGE" IS A TRADEMARK OF SCOTT CORPORATION. WILMINGTON, MASS. 01887.
MAE ... Herb Alpert & His Tijuana Brass, A&M 757 (Miller, ASCAP) (Cleveland)
NEW ORLEANS ... Eddy Hodges, Atlantic 1405 (Rocketmakers, BMI) (Scarcity)
RIDE YOUR PONY ... Lee Dorsey, Amy 777 (?0, BMI) (Pittsburgh)
HOLD ON BABY ... Sam Hokevice, Blue CB 122 (Triex, BMI) (Chicago)
SENIORITA FROM DFROM ... Jack Hufnagle, Reprise 0504 (Little Doctor/Marx, BMI) (St. Louis)
The FIRST THING E'EVERY DRINK ... Jimmy Dean, Columbia 42303 (Malden, BMI) (Pittsburgh)
LIAR, LIAR ... Counts over, Seve 1423 (Caswell, BMI) (Almasonica-St. Paul)
THE REAL THING ... Tina Town, Eastern 606 (Fox-How, BMI) (Philadelphia)
 I WANT CANDY ... Strange Allevia, Bong 501 (Grand Canyon-Webb IV, BMI) (Pittsburgh)
NO ONE CAN LIVE FOREVER ... Sammy Davis Jr. Jr. Reprise 0370 (Comet, ASCAP) (Boston)
EVERYBODY PHILLY ... Chet Atkins, Roulette 4623 (Cleveland & Robin Hood, BMI) (Philadelphia)
 I WANT YOUR LOVE ... Pappyvre, Columbia 42772 (Tender Torres, BMI) (Cleveland)
SO FINE ... Chocolates, Oaia 1425 (Mossman) (Almasonica-St. Paul)

King Family LP's
HOLLYWOOD — Warner Bros. and Capitol have released King Family albums, prior to the family's first concert-touring. The WB package features material sung on the group's weekly ABC-TV show. The Capitol LP is a compilation of previously released tapes. The WB album was produced by orchestral leader Jack and WB staffer Jimmy Hilliard.

BRITAIN'S BEST!!!!

SANDIE SHAW
"LONG LIVE LOVE"
#0375

BANG
IN BILLBOARD'S SPECIAL DEALER
(NAMM) CONVENTION ISSUE

If you've got a story to tell about the quality of your products or achievements ... here's the place to "let it rip!"

It will have on-the-spot distribution at the big and bustling NAMM Chicago Convention (July 27-1 July)

And ... world-wide circulation to Billboard's thousands of record-dealer subscribers (reaching those unable to attend the Convention)

FOR PEAK DEALER REAL-RESP;:
Editorial coverage will include full calendar in Convention events; list of exhibitors; and other important dealer-oriented features.

ADVERTISING DEADLINE: June 23
DISTRIBUTION DATE: June 27
(Date of Issue: July 3)
Contact Your Nearest Billboard Office

June 18, 1965, BILLBOARD
COUNTRY MUSIC

BRITAIN'S BEST!!!!!!

ANITA HARRIS

"TRAINS, AND BOATS & PLANES"

B/W

"UPSIDE DOWN"

#5638

ROBBY LEWIS is getting strong airplay with his United Artists (642) release, "Perfect Example of a Fish". It was produced by Hal Smith of Hal Smith Artist Productions.

Snow Gets 'DO' Award

MONTREAL — A reunion was held on stage during the Hank Snow Show at the Montreal Forum (3) when a Hugh Joseph, who retired in 1964 after 40 years with RCA Victor in Canada, presented a gold record to "DO" award in recognition of outstanding achievement to Snow.

The ex-director of a&r for Victor here discovered Snow in the 1930's and introduced him to the parent company, the beginning of Snow's 29 years with RCA. Joseph also discovered country star Will Carter.

The show was presented by CPON, Montreal's country station.

Norman Kelly Heads New Label

FRANKLIN, Pa. — A new c&w and gospel label, Process Records, with studios and offices here, recently made its bow, with Norman Kelly as president. Sound of Nashville, Nashville, is handling the firm's distribution.

Released by Process last week was "The Facts, the Truth, Btw, 5 Like a Clown" b/w "Deep, Deep Water," by Gordon Sizemore and Rex Root. "I'm Going Gone, Gone" b/w "Little Viola," by Nick Foley and the Harmonizers Esquires, and "I Want to Do What He Commands" b/w "He Knows Just What I Need," by the Travelers, gospel-singing quartet.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 6/19/65

This Week Last Week TITLE, Artist, Label No. Weeks on Chart
1 5 RIBBON OF DARNERS Marty Robbins, Columbia 42516 (5) 10
2 1 WHAT'S HE DOING IN MY WORLD Easy Aloha, RCA Victor 3016 (4, Star, 6) 13
3 2 I'LL KEEP HOLDING ON Sonny James, Capitol 5375 (Capitol, BMI) 12
4 7 BEFORE YOU GO Bob Owen, Capitol 5406 (RCA Victor, BMI) 6
5 9 ENGINE ENGINE 9 Roger Miller, Columbia 5201 (Columbia, BMI) 5
6 3 THIS IS IT Jim Reeves, RCA Victor 8306 (American, BMI) 16
7 4 YOU DON'T HEAR Kitty Wells, Decca 21749 (Cash, BMI) 10
8 6 GIRL ON THE BILLBOARD Dot Records, United Artists 936 (Morton, BMI) 4
9 10 THINGS HAVE GONE TO PIECES George Jones, Monument 1067 (Gold, BMI) 15
10 8 MATTANABOOS Kitty Wells, Columbia 8220 (Morton, BMI) 11
11 11 BLUE KENTUCKY GIRL Loretta Lynn, Decca 21724 (RCA Victor, BMI) 5
12 12 QUEEN OF THE NORTHERN HILL Judy Miller, Columbia 5407 (RCA Victor, BMI) 4
13 14 THE OTHER WOMAN Ray Price, Columbia 4262 (RCA Victor, BMI) 7
14 13 CERTAIN Bill Anderson, Capitol 53743 (RCA Victor, BMI) 12
15 18 SEE THE BIG MAN CRY Charlie Louvin, Capitol 5309 (Sunset, BMI) 18
16 20 SHE'S GONE GONE GONE Lefty Frizzell, Columbia 5122 (Wilderness, BMI) 8
17 15 A TOMBSTONE EVERY MILE Dick Cathers, Tommy 134 (American, BMI) 15
18 22 THE BRIDGE WASHED OUT Warner Mack, Decca 7277 (Peach, BMI) 4
19 27 YES, MR. PETERS Rex Stricklin & Priscilla Ann, Mercury 27413 (Mercury, BMI) 27
20 30 THE FIRST THING EVER NIGH (And The Last Thing Ever Right) Jesse James, Decca 7278 (Mercury, BMI) 31
21 21 HE STANDS BEAT TALL "Little" Jimmy Dickens, Columbia 4263 (Wildwood, BMI) 11
22 28 I CAN'T REMEMBER Connie Smith, RCA Victor 4151 (Moss, BMI) 9
23 23 BAGS IN CIRCULATION Jimmy Newman, Decca 21744 (River Rose, BMI) 12
24 24 BECAUSE I CARED Earl Hamner, Hickory 1504 (Hickory, BMI) 24
25 17 I WASHED MY HANDS IN MUDDY WATER Harriwell Jackson, Columbia 4399 (Marlisa, BMI) 17

This Week Last Week TITLE, Artist, Label No. Weeks on Chart
26 16 10 LITTLE BOTTLES Johnny Bond, Starline 704 (Red Rose, BMI) 20
27 18 I'VE GOTT A FIVE DOLLARS AND IT'S SATURDAY NIGHT Johnny Bond, Starline 704 (Red Rose, BMI) 19
28 29 BLAME IT ON THE MOONLIGHT Johnny Wright, Decca 31740 (Ace, BMI) 29
29 26 KING OF THE ROAD Thorne Smith, Decca 31739 (Trunk, BMI) 10
30 25 THE WISHING WELL Hank Snow, RCA Victor 4148 (Sentier Silver, BMI) 25
31 33 MY OLD FASHED ROSE George Jones, Monument 1066 (Gold, BMI) 11
32 36 FIVE GUITAR, FIFTY-ONE Hank Locklin, RCA Victor 8500 (Glenwood, BMI) 36
33 39 SOMEONE'S Gotta CRY Jean Shepard, Capitol 5292 (Wilderness, BMI) 39
34 38 TOO MANY TIGERS Tex Ritter, Decca 21729 (RCA Victor, BMI) 40
35 40 I'LL ALRIGHT Bob Carson, RCA Victor 4171 (Warner, BMI) 40
36 — SIX TIMES A DAY (The Train Came Down) Ronnie Mack, Decca 31720 (RCA Victor, BMI) 36
37 31 TWO SACKS AWAY Mercury 22506 (Champion, BMI) 31
38 42 WRONG NUMBER Jack Trammell, United Artists 8004 (Gold, BMI) 42
39 41 GETTING MARRIED HAS MADE US STRANGE Bill Starr, Mercury 22505 (Champion, BMI) 39
40 — THEN AND ONLY THEN Jack Trammell, RCA Victor 4169 (Record, BMI) 40
41 43 I HAD ONE TOO MANY Bill Monroe, Decca 21754 (Browns, BMI) 43
42 47 KEEF ME FOOLED Carl Smith, Decca 32506 (Coastline, BMI) 47
43 44 WILD AS A WILD CAT Charlie Walker, Epic 39749 (Ung, BMI) 44
44 37 LONELY LONELY LOSING YOU Webb Pierce, Decca 31737 (Columbia, BMI) 45
45 48 COUNTRY GUITAR Bill Monroe, Longhorn 109 (Deep Creek, BMI) 46
46 35 SIX LONELY HOURS Lolly, Columbia 4399 (Mercury, BMI) 48
47 45 I'M GONNA NEED YOU NOW Porter Wagoner, RCA Victor 4154 (RCA Victor, BMI) 47
48 48 ENOUGH MAN FOR YOU Bob Luman, Capitol 5293 (Peach, BMI) 48
49 50 A SIX FOOT TWO BY FOUR Wille Brown, Starline 703 (Red Rose, BMI) 50
50 46 JUST THOUGHT I'D LET YOU KNOW Carl Travis, Columbia 4310 (Columbia, BMI) 46

HOT COUNTRY ALBUMS

This Week Last Week TITLE, Artist, Label No. Weeks on Chart
1 1 I'VE GOT A TIGER BY THE TAIL Terry Stafford, Capitol 2302 (Capitol, BMI) 15
2 2 CONNIE SMITH, Capitol 77129 (Capitol, BMI) 2
3 3 GEORGE JONES & GENE PITNEY, Monument 13044 (Vanguard, BMI) 3
4 4 THE RETURN OF ROGER MILLER, Monument 13041 (Vanguard, BMI) 4
5 5 THE JIM REEVES WAY, RCA Victor 2900 (RCA Victor, BMI) 5
6 6 BILLY THE BUNKER SPECIAL, United Artists 4548 (United Artists, BMI) 6
7 7 BURNING MEMORIES Kitty Wells, DeCCA 4612 (Morton, BMI) 7
8 8 I'LL KEEP HOLDING ON Sonny James, Capitol 2127 (Capitol, BMI) 8
9 9 I DON'T CARE Bob Devane, United Artists 4552 (United Artists, BMI) 9
10 10 THE FABULOUS SOUNDS OF FLATT & SCRUGGS, Capitol 4560 (Capitol, BMI) 10

This Week Last Week TITLE, Artist, Label No. Weeks on Chart
11 15 SONGS FROM MY HEART June Carter, Capitol 3426 (Capitol, BMI) 15
12 14 DO N'T COME BACK TO THE ALCOHOLISM, Johnny Bond, Starday 5 16
13 16 HITS FROM THE COUNTRY HALL, Rhythm, Capitol 77176 (Capitol, BMI) 13
14 15 THE BEST OF JIM REEVES, RCA Victor 2990 (RCA Victor, BMI) 14
15 13 GRANDMA'S BLUES SPECIAL, RCA Victor 2990 (RCA Victor, BMI) 13
16 16 — MR. COUNTRY AND WESTERN MUSIC, Capitol 4399 (Capitol, BMI) 16
17 17 THE EASY LISTENERS, Lolly, Columbia 5336 (Columbia, BMI) 17
18 18 COUNTRY MUSIC ALL AROUND THE WORLD, Hillbilly, Capitol 5334 (Capitol, BMI) 18
19 19 — THE WOOLY BULLDOZER, June Carter, Capitol 5336 (Capitol, BMI) 19
20 20 BLUES ON MY HEART, Wanda Jackson, Capitol 4150 (Capitol, BMI) 20

36

BILBOARDS, June 19, 1965
CMA's Show Draws Pledits; Ritter Gives a Bullish Report

The show one of the most suc-

The show one of the most suc- cessful yet association has ever seen.

The show has produced some record industry ecen-

rium, with RCA Victor sculling a crew to sign that proceeding. Columbus is agreeing to press the dis- 

The record is to be sent to everyone attending the event. Hal Cook, Billboard pub-

lisher and a vice-president of the event, was general chairman for the event. Billboard's Nick Biro be- held a publicity committee that consisted of Marty Edglin, Pick-Congress and John Sippel, Matchless.

Morris L. Diamond, Mercury, handled a radio and TV promo- 

tion committee consisting of Fred Salem, Columbia; Maury Lathrows, Capitol and Frank Snaider, Decca.

By the time CMA got around to raffling off some Jack Daniels whiskey, a Gibson guitar and a live Tennessee Whiskey, just about everybody agreed with a previous association statement that, "This is the best time of people who have harvested sales and merchandise efforts to this phenomenon (country music) have prospered."

MADISON, Tenn. — Ray Baker, who has managed the publishing company Reeves Enterprises; Tuckahoe Music; Inc. Gower, and Music, Inc., and Adacism Music, Inc., since 1962, has resigned that post to start his own music publishing firm, Blue Crest Music, Inc., with headquarters in Madi- son.

YESTERDAY'S COUNTRY HITS
Changes-of-programming from your lisening station, featuring the disks that were the hits in the COUNTRY MUSIC M instanies chief. The Bob Neal Agency, Nashville, is handling the booking.

Among the wins already booked for the spot by Neal are Stonewall Jackson, Bobby Bare, Tommy Cash, Johnny and Joanie Mosby, John Sea, Jimmy Martin, Dave Dudley, Leroy Van Dyke, Don Bowman and Shep Wooley.

COUNTRY SINGLES
10 Years Ago
June 18, 1955
1. In the Hilbiles New, Warren France, Decca
2. Making Believe, Kitty Wells, Decca
3. Country Roots, MCA Victor
4. Love, Bobby King and Darrell Young
5. Juke Box, Mercury
6. Sadie, Doris Day, Columbia
7. Breakin' in Another Heart, Hank Thompson, Capitol
8. In the Sailboat, Now No. 2, Jimmy Rodgers, RCA Victor
9. Satisfied Mind, Porter Wagoner, Decca
10. I've Been Th bitten, Eddy Arnold, RCA Victor

COUNTRY SINGLES
5 Years Ago
June 20, 1960
1. Please Help Me I'm Falling, Hank Locklin, RCA Victor
2. One More Time, Ray Price, Columbia
3. He'll Have to Go, Jim Reeves, RCA Victor
4. Above and Beyond, Buck Owens, Capitol
5. Just One Time, Don Gibson, RCA Victor
6. Why I'm Walkin', Stonewall Jackson, Columbia
7. He'll Never Stop, Jimmy Dean, Capitol
8. Left to Right, Kitty Wells, Decca
9. Your Old Used to Be, Fer Young, Decca
10. Seasons of My Heart, Johnny Cash, Columbia

COUNTRY MUSIC CORNER

By BILL SACHS
Stonewall Jackson sets new attendance mark at Elicker's Grove Park, near York, Pa., December 22, and as a result is booked for a repeat there later in the season. . . . Ed's Merle Kilgore appears with a major package show in New Albany, Ind., June 28 . . . Jimmy Kay, who has been on the country charts for Roulette Records, last week finished a waxing stint on Linda Manning and David Price. With the sides slated for immediate release, George Krend, is due in New York next week to cut a Roulette release. Lake's Key will be at Dave Dudley and His Bastards, currently on tour of one-nighters in Mississippi, Arkansas and Texas, invade Indiana and then New England later this month.

Billy Edd Wheeler heads for New York this week, where he will be a feature at the American Folk Festival Friday through Sunday (18-20). . . . Warren Mack has joined the Bob Neal talent staff, Nashville, and is currently on a string of one-nighters.

Dan Gallery, C&W deejay at WWNT, Tarentum, Tenn., and a member of the Pinnacle Mountain Boys, bluegrass combo. reports that the latter group has joined "The Schultz Show," TV series that is more than 20 Southeastern markets.

CMA Broadcasters Cite Country Boom

By NICK BIR0
CHICAGO — Country Music Association broadcasters re-

ceived country music on radio is being strong last Monday (7). The meeting was the final order of business for CMA's three-day conclave here that included several sessions for the board of directors and a big star-studded presentation for the sales-mar- 

keting executives of Chicago (see COUNTRY story). The broadcasters' meeting pro-

vided the type of seminar most in demand by roving. When Jerry Glasser of WENO, Nash-

ville, asked how many in the audience were with stations doing more business than last year, every hand in the room was raised, Max Scott, RCA Victor

Glasser noted the "momentum was just beginning for country music stations.

Bill Hudson, Columbia public rel-

ations chief, said that about 40 stations were participating in a country Pulse survey program. He said this would establish the believability and power of the country audience.

Hudson said he hoped that the survey would show that 10 to 25 per cent of today's radio audience prefer country music. The survey is being taken now.

Nashville salesmen are prepared to available to participating stations shortly. He said he hoped that the survey could be expanded to some 30 stations in the near future.

Among other CMA services to broadcasters announced by Heal, CMA said future was to be held.

The Nashville station ended up with 11 hour accounts as result of the survey, he noted.

A note of caution came from Dick Schoefffelt of KFOX, Los Angeles, who pointed out that while "business and reports" was on everybody's mind, "programming" was what made the click.

"Don't water down your country music programming and make it so pop that the country flavor is missing altogether," Schoeffelt said.

"If the country station sticks with good country music, their influence will catch up to the record companies," he noted.

He cited a personal experi-

ence of "upgrading" country sound to the point where "sales were going up," but no one knew why.

"Country listeners will reject a sound that is too slick. We

(Continued on page 40)

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B/W

I'LL SEE YOU TOMORROW" #5634

#5634

37

WARNER BROS.

RECORDS
Horowitz Embarking on New Musical Adventure

While Horowitz's record as a recording artist—his total of live recitals—has been impressive since joining Columbia in 1962, he's the only artist ever to have received three Grammies in the same year, and his fourth Columbia album, "Horowitz Plays Scarlatti," is No. 1 in the Solo Instrument and Concerto chart. He is in his Manhattan townhouse this week. Horowitz said he closed his eyes at the beginning of his Carnegie Hall concert and hoped that his first performance in a dozen years before a live audience would live up to expectations. As the recital continued, he felt his confidence return and by the time the recital was over he sensed that he had regained his mastery before a live audience.

Horowitz' approach toward a live recital differs from his approach toward a recording. As the recital is aimed at an audience of 2,000 to 3,000 with sophisticated attitudes toward classical music, the repertoire is apt to be exotic. But a recording which is aimed at an audience of several hundred thousand will contain many of the better-known selections, material whichaggerates to a broad population base.

Preparation of either a live recital or a recording date involves months of studying and selecting the repertoire. In the Scarlatti album, for example, Horowitz had to choose from among 350 sonatas, selecting those on which he thought the performance would be most effective and would fit into the playing time.

The main difference is that in a recital Horowitz selects the repertoire, while in a recording he consents with Columbia executives.

Electrola Is Launching All-Out Sales Campaign on Opera Series

By OMER ANDERSON

COLUMBIA — Electrola is opening what the disc company says is the country's greatest opera sales campaign since the war.

The greatest opera repertoire will be offered on the London-based EMI parent company—Electrola will provide a total of 30 so-called "highlight" records, 19 of them offering complete discs on the German market for the first time.

Each disc will feature the highlights of the operas concerned, excerpts selected to represent the best of each work.

Eventually, Electrola hopes to include 100 or more operas in the series.

Electrola has mobilized its distribution apparatus behind the drive. Each dealer taking at least 100 discs on offering will receive special sales assistance.

The disc company has put careful research into an unprecedented effort to convince German music buffs that there is great potential public response for the right type of opera recording, which the disc firm believes it has now produced.

To begin, Electrola surveyed attendance at German concerts, stage theatres and opera houses. The survey showed that attendance was down at concert halls and operas, significantly so at the opera, where the drop was 38 per cent for operetta, 34 per cent for opera, and 34 per cent for music theater. The drop at the opera was considered by many to be the result of the war, but Electrola feels there is something more fundamental than that.

In addition to the drop in attendance, Electrola has found that as the war goes on, German people are changing their tastes, moving away from the traditional kind of operatic music and towards the light music of operettas.

The survey indicated that Germans want to hear music which is outside the standard repertoire of German opera, and such offerings will be represented by Gluck's "Alceste," Puccini's "La Giacinta," "Norma" from Bellini and "Andrea Chénier" from Geroert.

The most important works will be offered in two versions—the original and the German version and the story of the operas will include a large number of German dramatic characters.

Sales will include Victoria de Los Angeles, Maria Callas, Richard Tauber, Gino Persiani, Anneliese Rothenberger, Elisabeth Schwarzkopf, Giulietta Simionato, Walter Braunfels, Claudio Corelli, Dietrich Fischer-Dieskau, Nicolai Gedda, Tito Gobbi, Heinz Hopf, Robert Merrill, Hermaun Fiedl, Rudolf Schock, Harry Bussing, di Stefano, J. S. Thomas and Fritz Wunderlich.

Vladimir Horowitz

Milan Prize to U. S. Composer

MILAN—Wolfang Frankev, an American composer, has won the $4,500 City of Milan prize for a classical competition. It will be performed by the La Scala Symphony in 1966.

Frankev, born in Berlin in 1897 but an American citizen resident in Los Angeles, won over 64 competitors from 11 countries with his "Symphonic Aphorisms." A jury headed by Victor de Sabata and including Franco Ferrara, Goffredo Petrassi and Nino Sanzogno, narrowed the field to 12 before making its final choice by majority vote.

Performer of the 1964 winner, "Requiem," for orchestra, baritone and double chorus by William Joseph, will take place Oct. 28 at La Scala.

Another Milan competition for a new opera in history of Giacomo Puccini will continue until Dec. 31. It has a prize of $8,000; the contest was created by Fouca Crespi, stepdaughter of the late composer.

Karanaj Gets Milan Acclaim

MILAN—Herbert von Karajan enjoyed his previous success at La Scala as an opera conductor with a responding public and critical acclamation in two performances of Mozart's "Requiem" in Colla and Verdi's "Requiem" with soloists and chorus. SBO signs were out well before the performances, with many hundreds turned away.

An additional honor was paid von Karajan when he was chosen by the University of Pavia to receive the student's Golden Register award, the third time the award has been made.

SCHIPPERS DOES 'MACBETH' SET

ROME—Thomas Schippers, here to begin work on the Festival of Two Worlds at Spoleto, of which he is musical director, conducted a complete version of Verdi's recording of "Macbeth" issued by Decca in Italy. The operas, the first Verdi work recorded by Schippers, has been made with Giuseppe Taddei, Ilaria Millioni, and the Santillan Cecilia Symphony and Chorus, "K.M.C.," directed by Schippers seven years ago.

The opening event of the first Spoleto festiva.
BEST SELLING CLASSICAL LP'S
Below is a list of best selling Classical LP's in top Classical Bestial Outlets.

This Week
1. MOROWITZ PLAYS SCARLATTI—Columbia MS 665B (32), MS 6059 (38).
2. BIZET—Carmen; Callas, Gedda, Massared, Guiot, Paris Opera. 0. (Praga): Angel (3-12) SCLX 3560 (32), CLX 3650 (31).
4. TCHAIKOVSKY—Concerto No. 1 in B Flat for Piano and Orch.; Callas, Sumer Orch. (Kondrashin): RCA Victor LSC 2255 (31), LM 2252 (32).
8. BERNSTEIN—Symphony No. 2 (Kaddish); Tostal, Montreat, NY., Nat. Phil., Callas, CBS Boychoir (Bernstein): Columbia KS 6605 (31), RL 6005 (35).
9. MY FAVORITE CHOPIN; Callies: RCA Victor LSC 2576 (31), LM 2575 (38).
12. ISAAC STERN PLAYS FOUR FAVORITE VIOLIN CONCERTOS: Stern, Phil. Orch. (Ormandy): NY. Phil. (Bernstein): Columbia (3-12”) D 38521 (31), D 38522 (31).
13. THE MUSIC OF ARNOLD SCHOENBERG, VOL. 2: Columbia Sym. Orch. (Goldblatt): Columbia (3-12”) 4625 709 (31), M 2930 (38).
15. DVORAK—Symphony No. 9 (New World); NY. Philh. (Bernstein): Columbia MS 6393 (31), ML 5793 (31).
17. MAHLER—Symphony No. 3: NY. Philh. (Bernstein): Columbia (3~12”) M 52575 (35), M2L275 (35).
19. FAURE—Requiem; Monte Carlo Nat’l Orch. (Ghiaudino): Erato (2-12”) M 2250 (35), M2L275 (35).
20. BELLINI—Norma; Sutherland, Hume, Alexander, Cross, London (Beecham): RCA Victor (3-12”) LSC 6166 (31), LM 6166 (31).

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NEW "DYNARANGE" TAPE AVAILABLE AUGUST 1ST

Magnetic Products Division
"RECORD" A MUSICAL TRADITION SINCE 1865.

MGM and DGG Will Subsidize Concerts

* Continued from page 1

record label has underwritten the cost of a concert series.

Jerry Schoenberg, MGM classical division general manager, said that the MGM-DGG sponsorship of the classical concert series is only the beginning, and that sponsorship of folk and jazz series will be considered. He added that both labels will welcome other record companies to the fold to engage in joint sponsorships of worthwhile concert series.

Schoenberg said he was able to sell the sponsorship idea to DGG because he pointed out that those deriving a living from the music industry have an obligation to assist struggling concert centers.

Schoenberg and his assistant, Dave Kelger, a Long Island resident, first assisted Robert Bernstein’s 1964-1965 Island Concert Hall series by taking

Juanita Waller Wins Praise

JUANITA WALLER
PITTSBURGH—Soprano Waller, Billboard staff, was a featured vocalist at the Pittsburgh Symphony Orchestra and the Mendelssohn Choir of Pittsburgh at the 1965 Three Rivers Arts Festival Friday (28) night. The artist—along with soloists contriten Beatrice Krebs, tenor David Lloyd, and baritone John Anthony—received rave reviews from local newspapers.

More than 8,000 attended the performance of Beethoven’s Ninth Symphony under the baton of Henry Mazz. The Pittsburgh Post-Gazette critic Robert J. Crone said Miss Waller proved a welcome new Mazz. The Pittsburgh’s musical life... that she used a strong voice with ample technical security to manage the high notes allotted to her. He rated the performance of the orchestra “electrifying.”

NOTRE DAME U. CITES TUCKER

NOTRE DAME, Ind.—Richard Tucker, for 20 years leading tenor of the Metropolitan Opera Association, has been awarded a Doctor of Fine Arts Degree by Notre Dame University. Tucker began singing in a New York orthodox synagogue and later served as cantor in various congregations. Notre Dame is one of the world’s foremost Catholic universities.

The Kinks: "SET ME FREE"

CHICAGO—Concert Ato Copland is host for "Music in the 20's," a 12-program series which began over WLS-AM here Thursday (10). The series will run for the next 11 Thursdays at 8:30 p.m.

Copland will conduct his own works, and works by other outstanding composers in the series.

Guest soloists will include Lotte Lenya, Sylvia Marlowe, the Juilliard String Quartet, the Cleveland Orchestra, Henry Spivakovsky and David Tudor.

The initial program featured the music of Igor Stravinsky and Arnold Schoenberg.

Alkan Album

NEW YORK—An album devoted to the music of Chatelet Valentin Alkan, 19th century French composer-pianist, will be released by RCA Victor on the Red Seal label. Raymond Lewenthal, making his debut on Red Seal, is the artist.

Alkan’s music had slipped into virtual obscurity until two recent Lettrecos, created At¬

Alden interest in the composer.
**Profit, Role to Public Go Hand in Hand—Pauley**

By CLAUDE HALL

NEW YORK—Radio stations do not have to "throw away" public responsibility in order to make a profit, according to Robert R. Pauley, president of American Broadcasting Co. Radio. "I think that the smart broadcasters can achieve a very, very nice balance here and do both," Pauley was one of the key speakers—along with Hathaway in the Top 40 market, WIBG Radio, some competition, the spokesman said. The result could be that new records will not only receive more exposure, but there is the possibility that new product which would never see exposure at all will receive airplay.

At this time, it is only a rumor that the new KYW in Philadelphia will program Top 40, WRCV general manager Arthur A. Wetsman said that present plans call for the new set-up in Cleveland to continue programming Top 40 as it does now. The station's call letters will remain the same.

Westinghouse Broadcasting Co. officials, owner of KYW, could not predict at press time whether the new Philadelphia station would program Top 40 or follow the market-the-road policy previously used by WRCV. Both stations were in a turmoil Tuesday because of the impending change, which involves WKY-AM-FM-TV and WRCV-AM-TV. Major executives of the stations will transfer from one to the other, air personalities will reportedly remain where they are. However, it is still doubtful if any are available. WRCV's Watson said that the change between the two stations could take place within the next two weeks.

Actually, the impending switch is a switch-back. The stations were swapped in 1956. The Federal Communications Commission last year, when approving license renewals for the stations, ordered a restoration to original ownership, NBC will also pay Westinghouse $150,000 for programming made at KYW since 1956.

**KYW-WRCV Plans To Switch Is Hailed**

By CLAUDE HALL

NEW YORK—A record industry executive Tuesday hailed the coming switch of KYW, Cleveland, and WRCV, Philadelphia. KYW is a Top 40 station and WRCV programs middle-of-the-road, both 50,000 watts. The value of the switch for Philadelphia is that it will give the reported power CKPM Uses Survey as A Criterion

OTTAWA—Programming a radio station is more than just trial and error. CKPM Radio, a new station in the capital city of Canada, initiated a motivation research study as a foundation for its music programming. The study indicated that legislators were not listening to regular commercial-type programming.

Ottawa reportedly firsts the highest number of university graduates in Canada among its population of 250,000. The station's call letters are completely different as a result of the direct and indirect employed by the government. In order to capture this type of specialized audience, the station programmed 60 of its hours—15 minutes of uninterrupted music.

The success of the approach, a station spokesman said, is shown in recent surveys which claim the station at time 25 per cent of the market. The station was one year old June 7.

**CMA Broadcasters Cite Country Boom**

The broadcasters agreed to gather data to present to Hooper on this point. In still another area, Chris Lane, of CMA, suggested that country stations promote their program misunderstandings by circulating survey sheets. He said these should not only list the record and artist but the record company and number as well.

"We're not in the business of selling records, but we do want to expand the audience for country music — this will do that," he noted.

Broadcasters also moved to have the sales and programming department, the public relations department, and the promotion department share in the benefit of country music.
RADIO

RESPONSE

BIRMINGHAM...Second Cycle
JUNE 19, 1965

TOP STATIONS

| Rank | Station | Letters | % of Total | %
|------|---------|---------|-----------|---
| 1    | WYDE   | WYDE   | 24%       |
| 2    | WWJF    | WWJF   | 15%       |
| 3    | WQBR    | WQBR   | 13%       |
| 4    | WJQA    | WJQA   | 12%       |

TOP DISK JOCKEYS

| Rank | Disk Jockey | Letters | % of Total | %
|------|-------------|---------|-----------|---
| 1    | Bob Braun   | WQBR   | 26%       |
| 2    | Bill White  | WWJF   | 22%       |
| 3    | Dave Roberi | WQBR   | 19%       |
| 4    | Walter Hunts| WJQA   | 17%       |

R&B

| Rank | Station | Letters | % of Total | %
|------|---------|---------|-----------|---
| 1    | WJQA    | WJQA   | 22%       |
| 2    | WYDE    | WYDE   | 16%       |
| 3    | WKQM    | WKQM   | 14%       |
| 4    | WWJF    | WWJF   | 13%       |

COUNTRY

| Rank | Station | Letters | % of Total | %
|------|---------|---------|-----------|---
| 1    | WYDE    | WYDE   | 24%       |
| 2    | WWJF    | WWJF   | 17%       |
| 3    | WQBR    | WQBR   | 15%       |
| 4    | WJQA    | WJQA   | 13%       |

CONSERVATIVE

| Rank | Station | Letters | % of Total | %
|------|---------|---------|-----------|---
| 1    | WWJF    | WWJF   | 18%       |
| 2    | WQBR    | WQBR   | 15%       |
| 3    | WJQA    | WJQA   | 14%       |
| 4    | WYDE    | WYDE   | 13%       |

CLASSICAL

<table>
<thead>
<tr>
<th>Rank</th>
<th>Station</th>
<th>Letters</th>
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<tbody>
<tr>
<td>1</td>
<td>WYDE</td>
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<tr>
<td>2</td>
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<td>WQBR</td>
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<tr>
<td>4</td>
<td>WJQA</td>
<td>WJQA</td>
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</tbody>
</table>

THE RADIO RESPONSE RATINGS of stations and individual air personalities have been determined by survey of local and national record promotion personnel, distributors and record manufacturers. Reliability is a first consideration in selecting the station and air personalities to be used. The staff's own air personalities to be used. The staff's own air personalities to be used. The staff's own air personalities to be used.

By BOBBY BEST

WHQ-FM: ERF 16,000 ratings, effective in full 1965, ranking at No. 1 in permanent slot with a 30% share. (Mid-Western)

WCHF: 5,000 ratings. Market 1 on all frequencies with a share of 15% and a share of 10% in the market. (Mid-Western)

WRAY: 5,000 ratings. Market 1 overall with a 20% share and a 15% share in the market. (Mid-Western)

WNSX: 5,000 ratings. Market 1 on all frequencies with a share of 10% and a share of 15% in the market. (Mid-Western)

WSPF-FM: ERF 20,000 ratings. Market 1 on all frequencies with a share of 25% and a share of 20% in the market. (Mid-Western)

WRJY: 5,000 ratings. Mid-Western and Mountain market. (Mid-Western)

WOGC: 5,000 ratings. Mid-Western and Mountain market. (Mid-Western)

WPGS: 5,000 ratings. Mid-Western and Mountain market. (Mid-Western)

WBUS: 5,000 ratings. Mid-Western and Mountain market. (Mid-Western)

WVON: 5,000 ratings. Mid-Western and Mountain market. (Mid-Western)

WLS: 5,000 ratings. Mid-Western and Mountain market. (Mid-Western)

WNAV: 5,000 ratings. Mid-Western and Mountain market. (Mid-Western)

WLBK: 5,000 ratings. Mid-Western and Mountain market. (Mid-Western)
STATIONS BY FORMAT

<table>
<thead>
<tr>
<th>Format</th>
<th>Description</th>
<th>Station Name</th>
<th>City</th>
<th>Owner</th>
<th>Program Details</th>
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</thead>
<tbody>
<tr>
<td>AM/FM</td>
<td>Includes AM and FM radio stations.</td>
<td>WYDE, 10,000 watts</td>
<td>Independence, Colorado</td>
<td>Studio-occasionally Special programming.</td>
<td>broadcasts in English, occasional special programming.</td>
</tr>
</tbody>
</table>

YESTER YEAR'S HITS

1. Cherry Pink and Apple Blossom White, Perez Prado, RCA Victor
2. Unchained Melody, Les Baxter, RCA Victor
3. Bloomzzz in Blue, Mantz, Capitol
4. Swingin' in the 20's, Mantz, Capitol
5. Swingin' in the 20's, Mantz, Capitol

TOP LP'S—5 Years Ago

1. Sold Short, Hugo, RCA Victor
2. Elbows In, Don Eagle, RCA Victor
4. Triumph in a Summer Place, Bally
5. Bally's Best, RCA Victor

KPFK: How to Succeed Without Labels' Support

BY ELLIOT TIEGEL

LOS ANGELES—Despite the lack of support from many top record companies, KPFK, Radio Columbia, is able to align its unusual programming for cultural, esoteric-minded listeners. The station is noted for its deep-depth music specials which have ranged in subject from an in-depth analysis of the Beatles to a study of the 1920's dance era. Alas, the station exists on a very slim budget and is seeking funds. The Pacific Network station

Whether it be on the FM band or not, not consequential.

So, what's the Commission doing now, creating the chart that they said was not appropriate just three short years ago? I don't know. It will offer the public a broader spectrum of radio programming and selection, and this, on the other hand, may help us. Having felt a long time it is radio of the public, efficiently, and keeping in mind, that AM is going to continue to grow and probably we hope, along with the development of FM.

But, by requiring FM stations to program differently from AM stations, that effect, is happening here, that new stations are being created, that it's a different station, then, a different program, therefore a different station.
Ten Seminars at Music Show

CHICAGO—In addition to a record number of equipment exhibits, the 45th annual Music Show at the Conrad Hilton Hotel here will feature 10 different Planning for Profit seminars. The sessions will be held Monday (28) and Tuesday (29) morning and will feature talks by manufacturers, distributors, retailers and advertising agency and publishing executives. Monday’s session, sponsored by the Electronic Industries Association and starting at 8 a.m., with a continental breakfast, will be handled by Jack Wayman, staff director of the EIA consumer products division.

Motorola Line Stays Compact

CHICAGO — The trend toward compactness will be continued in Motorola’s new line of portable phonographs to be unveiled to distributors at the Edgewater Beach Hotel here June 18-19.

Motorola will also introduce some innovations in solid-state engineering in its console phonograph line, and will have several new home radio models.

Distributors will hold dealer open houses starting June 23. The full line will also be on display at the big Music Show in Chicago’s Conrad Hilton Hotel June 27-July 1.

Germans Eye Canada Market

MONTREAL — The German electronic industry will have massive display at the Television-Movie Show in Montreal’s Show Mart Sept. 28-Oct. 3.

Among exhibitors will be such firms as Peashound, Korling, Kuba, Blaupunkt, Saba, Grundig, Telefunken, Nomendue, Dobl, Giesecke and Braun. Attendance at the six-day show is expected to hit 80,000.

discussing “Tomorrow’s Market and You.” B. S. (Buzz) Durand, president of RCA Sales Corp., will follow with a talk titled “There’s Profit at the Top of the Line.”

“Dealers-Distributor Relations: A Two-Way Street” will be discussed by Home Sound of D & H Distributing Company, Harrisburg, Pa., and “Building a Successful Line” by Earl Lifshay of Home Furnishings Daily.

The Monday session will wind up with “‘Switching—Its Privileges and Responsibilities” by S. R. (Ted) Herkes, vice-president and general manager of Magnavox Canada Ltd., Montreal, Vrtonikis, Vronidikis Bros., Salt Lake City retailer.

Tuesday’s session will be sponsored by the National Appliance and Radio/TV Dealers Association with Jake Steinberg, executive vice-president of the association as master of ceremonies.

A discussion of mass merchandising will feature a dealer, Stuart Greenley, Flint, Mich., and a manufacturer, George Ferris, vice-president of consumer products division, Magnavox Company. Their talk is titled “Profitability of the Specialist Profitably.”

A first-hand account by a dealer of selling “Home Electronics and Musical Instruments: A Profitable Product Mix,” will be given by Tom Court, executive vice-president of Acoustex Company. How to keep two of the three operations from being a loss leader will be discussed.

The Talk of the Music Show

BY DAVID ECHENBRUCH

The higher price of the 19-inch color set is dictated primarily by the more costly rectangular 90-degree picture tube (the 21-inch tube is round) and has to do with color. RCA’s 19-inch is billed as a top model, but other manufacturers will put a handle on it and call it a “premium grade.” It will cost between $1,095 and $1,295.

The entire history of television seems to prove that prices go up with picture size. The deluxe-styled color sets of a couple of years ago were a complete flop at $1,795 or $1,995. Later, strip-down versions sold right at $1,295.

Will 19-inch color meet the same fate, or is there, as some manufacturers claim, a real market for a premium-priced compact color set for the smaller home and apartment?

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Transistor TV: As it did in stereo, the transistor is moving in on black-and-white television. In addition to the battery-operated 12-inch sets introduced last year by GE and Philco, and the AC 11-inch set by Emerson, plus the year’s AC 12-inch RCA set, there are several more to come—probably including a 12-inch battery set and at least one 10-inch.

Will the public pay a premium for transistor TV? Should the warranty period be lengthened to dramatize the reliability of the set?

Excuse Tax: If all go as expected in Washington, too, between now and the time of the Music Show, the prices quoted in this column will not be in effect. The price situation will, in fact, be rather chaotic. Although every manufacturer already has jiggled out a no-excise-tax price list, there will be plenty of last-minute changes as manufacturers react to one another’s pricing policies. There will generally be no across-the-board price cuts. Rather, entire lines will be repriced, with attention to the madding “pricing points,” such as $1,295, $1,895 and so forth. All in all, the retail costs probably will average about $5 to 6 per cent.

These will be songs of the major topics at an unusually eventful Music Show.

SOLLY'S NEW VIDEODICORDER, priced at $995, will be shown at Chicago’s Music Show later this month. The unit gives immediate playback of any recorded TV program. Also plays pictures taken with the Sony video camera kit.

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Radio Sales
Up in March

WASHINGTON—Distributor sales of portable and tabletop model radios were up last March compared to March 1964, but console model sales dropped slightly, according to figures released by the Electronic Industries Association.

Some 239,209 portable and table model radios were sold in March, a 33.4 percent increase over 179,204 in March 1964. The figure, however, is down from 272,333 sold in February.

First-quarter sales totaled 705,355, up 46.1 percent from 481,312 sold in the first quarter of 1966.

Ten Seminars

Continued from page 44

Carroll McLellan, DeVeaux TV in New York, told the audience that his subject is titled "Service Departments Can Be Profitable."

"How to Play Profitable Dealer Promotions" will be the topic of a seminar by Phoebe Sparks, one of the many public relations of Phoebe, the final discussion of the day, and ending the day's musical performance, Kenyon & Eckhardt, advertising agency, will be titled "Create Profit by Creating." The music show will wind up with a banquet Tuesday night (29)

Budapest Wild
Over Satchmo

BUDAPEST—Loud Armstrong and his band played "The Saints Go Marching In," launched into "The Night Has a Thousand Eyes," and concluded their European tour with a number of encore performances.

The Hungarian audience was so enthusiastic that Armstrong and his band were invited to play in Budapest for several more weeks.

Ganin Partner

in Southland

NEW YORK—Dennis Ganin has joined the Robert Goldsby agency group, which is a partner in the Southland Corp. of America. Ganin had been a sales promotion and national sales manager for the M. S. Distributing Co., Cleveland; Midwest field representative for Kapp Records, and is a national sales, promotion and management consultant for Country Club.

Ganin's new position will be as national sales and management consultant for Country Club.

Mgs. Slate Show

Continued from page 1

agent group, Dick Gable will be event chairman, Ken Green have been chairman of the entertainment committee, and Lewenthal will head the ticket committee, Jack Petrelli will be in charge of the promotion committee, and Dick Farrell will be in charge of the transportation committee. Every member of the conference, which includes approximately 60 firms, will be assigned to one of the committees. Many of the managers present have already indicated they will not accept engagements for that night, leaving them free to appear at the "Festival."

STATION KIOO
HONORS LLOYD

OKLAHOMA CITY—Radio Station KIOO here honored Charles Lloyd, Columbia Records jazz artist, by playing six straight hours of his music from 5 p.m. to midnight Tuesday (1). The station repeatedly played selections from "Discover! The Charles Lloyd Quartet" and his new single, "She's a Woman," backed with "You Know."

June 19, 1965, BILLBOARD
BULK VENDING news

Nable New NVMD President

By RAY BRACK

KANSAS CITY, Mo.—National Vending Machine Distributors thought young in their recent zip code election, selecting Irwin Nable of Brooklyn as president for 1965-1966.

Jack Nelson Jr., youthful president of Logan Distributing Co., Chicago, was elected vice president.

Results of the mail vote were announced by Bernard K. Bitterman, of Bitterman & Son here, who was elected secretary-treasurer for the organization.

Nable, son-in-law of recently retired industry veteran Jack Schonbach, assumed management of Schoenbach's distributing firm several months ago.

According to Bitterman, NVMD members also opted to “continue their relentless program of promoting the Distributor’s rights in the vending machine field.”

Commented Bitterman: “With Irwin Nable as president, we are sure that an aggressive program will be offered to the members during the coming year.

Directors of the business body are: Moe Mandell, Northwestern Sales & Service, New York; Tom King, King & Co., Chicago; Earl Grout, Vendall Distributing Co., Minneapolis, and Max Hurwich, Birmingham Vending, Birmingham, Ala.

A meeting of the group is scheduled for October 16-19 in Miami, coinciding with the National Vendors Association board of directors meeting.

BULK BATTLE

An $85,000 Suit Now Filed by Ford

By EARL PAIGE

ST. LOUIS — Asserting an amended suit brought by Jason Krier, Inc., and the Ford Gum & Machine Co., last week filed a defense and $85,000 counterclaim in U.S. District Court here.

The amended petition was served on Ford Gum & Machine’s registered Missouri agent on May 8 (Billboard, May 29). Ford Gum is located in Ation, N. Y.

Tom King, King & Co., Chicago, attorneys for the defendants, drew up the law firm’s suit to obtain a denial of the main points in the original petition (Billboard, March 20) and asked the court here to dismiss the defendant with its costs.

Counterclaim

The counterclaim now brought against Krier is quite extensive, going back to January 1964, when Krier’s son Mark purchased an existing local Ford Gum franchised distributorship which included contracts with 23 sponsoring organizations.

After the franchised agreement was entered into, the counterclaim states, “unbranded gum started to appear, mixed in with defendants’ (Ford) branded gum.” The counterclaim further alleges that subsequent to an agreement, “Mark Henry Krier and Joseph Neubauer started to use unbranded gum and to deceive the purchasing agents.”

Charge Interference

The answer goes on to claim that under the agreement to Mag 1965, the senior Krier assumed full control of the business and new contracts with sponsoring organizations were drawn up which eliminated Ford Gum in a party, with Krier, in June of 1964, canceling the previous franchise agreement.

“Plaintiffs maliciously interfered with defendants’ contractual relationships, sought to, and did, wrongly appropriate defendant’s business for themselves, under contracts they wrongfully obtained that excluded defendant as a party,” the petition states.

The counterclaim asks that the plaintiffs be “perpetually enjoined from carrying out or enforcing their contracts with or doing business with or for sponsoring organizations having prior contracts with defendants,” and seeks $55,000 in alleged punitive and $35,000 in alleged actual damages.

Nuts

Can drive you crazy. They can turn customers away from your machines with hundreds of old and new models, right in their mouths—or they can build avid, even rabid part-time. Depending on how they’re handled.

The do’s and don’ts of this important product line will be discussed fully in Billboard next week. What quantity should you stock; should you sell in small quantities? Can you rejuvenate stale nuts? How about deep-freeze storage?

These and other vital nut vending questions will be answered by a veteran supplier of nutmonds to the bulk vending industry.

Read this profit-making feature next week!
Minnesota Party Brings Trade Elements Together

By ROY WIRTZEFIELD

MINNEAPOLIS — Operator-distributor-manufacturer communication channels were opened wide during the recent Vendall Distributing open house held at the Holiday-Sheraton-Ritz here.

Although much of the attention was focused on the recent Vendall turn-around, this was attributed to this year's date which coincided with the opening of the new building.

"We tend to think winter is really the best time for the event," said Bob Zuber of Vendall.

The event was not a selling show, but an opportunity for operators to meet manufacturers and distributor representatives.

In addition to talking with manufacturers and distributors, the operators took advantage of the chance to bring up a great variety of bulk vending topics.

Mrs. Gerald Adler, Marshfield, Wis., won the top award in the sweepstakes; an 18-inch portable TV set.

Other winners were Robbi McCord, St. Paul, Minn., receiving four-unit vending machine with stand, Anthony Thelen, Edina, Minn., winning a 11-transistor Zenith AM-FM radio, Mrs. Roy Kohl, Chicago City, Ohio, receiving a 11-transistor radio, Mrs. LaRoy Kohl, Chicago City; Howard Newhouse, Minneapolis and Shirley Gillian, St. Paul, each winning a free bag of candy, and John Zuber, Minneapolis and Harold Schuff, Minneapolis, receiving a supply of not-meats.

Crisman Goes Calling

National Vendors Association took on new meaning for bulk businessmen in the Southeast recently. The reason? A visit by National Vendors Association President Paul Crisman to a meeting of the Southeastern Buell Vending Association.

Not only did the Crisman appearance translate the sometimes tense and abstract national trade association concept into personal reality for the Southeasterners, it netted several new members for the national organization.

Crisman is eager to call on other regional associations, plans to visit the newly organized Nebraska-Iowa body soon. The NVA president's willingness to devote valuable business time for this purpose is commendable. The fact that he pays his own travel and hotel bills makes it all the more so.

NEW PRODUCTS

This form is designed for the convenience of bulk operators.

Cramer Gum

YANKS, Wrapped bubble gum for 1-cent vending with President, national directors, Indians and other kiddy comics. Cramer Gum Co., Inc., 150 Orleans St., East Mankato, Minn.

Creative House

MINI-BOOKS: 24-page books of jokes and comics printed with colored color from Snap, suitable for 1-cent, 5-cent or 10-cent vending. Three titles, packed 1,000 each individually, per box, with 10 free displays, $11 per M for 1M to 10M of each book. $10 per M for 12M or more, Creative House Promotions, Inc., 4813 North Milwaukee Avenue, Chicago 11, Ill.

Paul A. Price

SOUFY SALES BUTTONS. 1-cent vending items licensed by the Marlboro Smoke Costs $4,000

MARLBORO, Ohio—Newsstand operators in the area had a field day recently after a local vending company's route truck struck a utility pole and downed a high tension line, sending $4,000 worth of cigarettes up in smoke.

Say You Saw It in Billboard
No Clash by Phono Firms

WASHINGTON — All anyone expected copyright hearing fireworks between spokesmen for the Seeburg Corp and its proposed performance license agreement was a sign of Herbert J. Miller on behalf of Wurlitzer, Rock-Ola, and Rowe. Sen. Frank Kastenmeier did Miller say the other manufacturers were applying similar operations because they did not think it was fair.

In any event, testimony by the two spokesmen for the manufacturing industry was given on 1965 and the day's eight-hour hearing on the 1965 copyright license agreement was strikingly similar. Both opposed any provision for profit-making or non-profit-making operations. A 35 percent reserve for profit-making and a 15 percent reserve for non-profit-making operations would have to be used for the operation of the Seeburg phonograph machine. The judge concluded such a provision failed to accomplish any purpose.

The $60 Fee

Perry Patterson for Seeburg said he was and successfully achieved that 50 percent annual reviewed report for President Jacob Gordon resulted in automatic phonograph machines. The only one fee is $60. (Continued on page 63)

Air Sharp New Arguments To An Impartial Committee

By MILDELE Hall

WASHINGTON — The irrefutable force met the invariable object once again in last week's testimonies by coin-operated phonograph operators and manufacturers against renewal of traditional performance rights exemption in hearings on the proposed 1965 copyright law. By the end of a hearing lasting from 10 a.m. to 7 p.m., the House copyright subcommittee members were totally convinced that neither the coin-operated industry interests nor the performance rights societies were going to receive one inch from their historic positions.

A statement directed by Rep. Richard Poff (R., Va.) to Music Operators of America counsel Nicholas Allen summed up the impasse. Said Representative Poff: The performance rights associations insist on performance royalty but say they are willing to have a statutory maximum. Automatic phonograph operators will agree to increased compensation for songwriters, but only through increased royalties.

"If the two positions remained far apart were of any compromise in this industry. If both sides cannot arrive at a position that will satisfy any committee, it will have to make a decision that will make one side of the happy," Mr. Poff said.

Acting Chairman Robert Kastenmeier (D., Wis.) sits on the copyright subcommittee chairman Edward E. Willkens, and other members of the committee maintained an almost unprejudiced impartiality in question-

Hundred of Letters from Industry members to Senators and Representatives urging favorable action on coinage design (National Automatic Merchandising Association special committee chairman Carl Millman, OIF, and NAMA president J. Richard Howard. The write-Congress campaign was started in late April.

Seeburg Blasts ASCAP; Calls Testimony 'Misrepresentation'

...remain opposed to repeal...

Mr. charges ASCAP with misinterpreting Seeburg's Coin-operated Phonograph Performance Study (COPPS) program as a performance fee. This is complete misrepresentation.

Herrick said that ASCAP had charged Seeburg with a 560 figure for multiplying the 560 figure by three and that the phonograph manufacturers might also start songwriting societies. "This is the type of comment that was made to confuse this important issue," Herrick said.

COPPS Costs Nothing

Herrick claimed that there was no reason (or ASCAP to say that) the Seeburg operators could no longer afford their own performance societies because "COPPS...costs them nothing, not one red cent!"

Mr. Herrick developed the statement noting it was significant that for the first time, to our knowledge, ASCAP voluntarily (Continued on page 59)

Coinage Bills Sail Through Congress; Backed by NAMA

WASHINGTON—The Banking Committee last Wednesday (9) heard National Automatic Merchandising Association executive director Thomas R. Hungerford, as well as others, strongly endorse Senate Bill 2080 and House Bill 8746, silver-conserving coinage legislation.

Later in the day the committee unanimously approved by President Johnson's request to eliminate silver from dimes and quarters and reduce the half dollar silver content from 90 to 40 per cent.

On Tuesday, the Joint House committee amended the President's proposal, asking for elimination of silver from dimes, quarters and half dollars.

No Coins Industry Threat

No committee action to date has introduced any new threat to the nation's coin-operated indus-

ChicagNo—The Seeburg Corp. took some well-aimed shots last week at the American Society of Composers, Authors & Publishers' (ASCAP) claim that the cop-yrignt license agreement was non-operable. Seeburg took its case to the industry in the form of a memorandum to members of the committee by Thomas L. Herrick, senior vice president. J. Cameron Gordon, Seeburg president, was out of the country and not available for the hearing.

Herrick emphasized that "Seeburg's basic policy remains as it has always been — complete and total opposition to any renewal of the existing copyright laws which would make operators prey to exorbitant performance fees when they are already paying millions of dollars to the composers and publishers through mechanical royalties included in the cost of each machine.

Herrick stated that Seeburg "has always been — complete and total opposition to any renewal of the existing copyright laws, which would make operators prey to exorbitant performance fees when they are already paying millions of dollars to the composers and publishers through mechanical royalties included in the cost of each machine.

Retain Legal Counsel

"Seeburg continues to back this policy," Herrick said, "and will retain legal counsel to battle their unfair proposal!" Herrick emphasized that, should the copyright law be renewed, it would be in effect a rebuttal to ASCAP's copyright license agreement and that the House Copyright Subcommittee (Billboard, June 5).

(Continued on page 66)

MOA SIGNS PHONO MFRS.

CHICAGO — Music Operators of America has signed all four tube box manufacturers to ex- hibit at its fall convention. Fred Granger, MOA executive vice-president, said that the firms had fared well in cooperation. Granger noted this got the 1965 conversion off to a "flying start." MOA is meanwhile sending contracts to five tube manufacturers, suppliers and allied firms. MOA's convention will be held September 1-13 in Chi-

CIGAR MACHINE news

Sides Deadlocked in Copyright Hearings

46

BILBOARD, June 19, 1965
FINISHING TOUCHES are put on a new Rock-Ola Starlet as it comes off the assembly line.

CHICAGO — Rock-Ola bottle-started the "something old and something new" theme from the traditional wedding month of June and staged an exciting series of celebrations around the country last week.

The "something old" came with David C. Rockola, the manufacturing company's founder and still active head, celebrating his 30th year in the coin machine business.

The "something new" came with Rock-Ola introducing two new phonographs: a five-disc 160-selection Grand Prix II, and no economy-priced 100-selection Starlet.

Open House Week June 7-12 was officially declared an open house week and distributors around the country cooperated with festive celebrations and showings.

The Starlet had previously been introduced in Europe and Canada, but this was the first time it was unveiled to the U.S. trade.

Rock-Ola also got on the discotheque bandwagon, though in a very left-handed and casual sort of way. The firm is making so-called discotheque components available to its customers if "they want them," but the discotheque concept is being anything but stressed.

Limited Editions Rock-Ola feels the discotheque idea is applicable to only a limited number of locations—a company spokesman had previously estimated the figure as less than 10 per cent—and emphasis is therefore being adjusted accordingly.

Rock-Ola's discotheque package consists of two Ulab-Heritage speakers and a location decoration package of banners, dancing figures and a portable dance floor.

The dance floor is made by the Seco Corp., Minneapolis, as are the banners. Seco is selling the banners in a package of 10 for roughly $60. The dance floor is priced at $32.50 per three-foot by three-foot section. Trian and carrying cases are extra.

Grand Prix Features Rock-Ola's new Grand Prix II has such features as (1) Common receiver system operating with all current model phonographs. (2) Automatic money changer. (3) Mech-O-Matic changer which intermixes seven-inch albums, 33 and 45 disks, stereo and mono product, in any sequence with no electric or electronic aids. (4) Transistorized amplifier.

Rock-Ola's Starlet is a 100-selection machine that intermixes 33's and 45's but does not play little 45's. Amplifier is also a tube model, Rock-Ola Princess Royal, a 100-selection machine but with all the Grand Prix II de luxe features also stays in the line.

Tax Cut Not On Ops' List The proposed 10 per cent phonograph excise tax cut which is being debated in Congress refers to manufacturer's prices, not operator's list price. Confusion arose in the minds of some readers when Rowe AC Manufacturing Co. announced last week it would pass the cut on immediately. Since the tax is computed on manufacturer's price to distributors, the cut when computed on final selling price to operators amounts to less than 10 per cent.
David C. Rockola: The Right Business

By RAY BRACK

CHICAGO—Several representatives of the business press tipped an anniversary toast to David C. Rockola last week, appropriately, and with characteristic gusto.

After which a reporter asked: "Mr. Rockola, what prompted you to start making coin-operated phonographs 30 years ago?"

"I thought I could offer the operator better equipment."

It wasn't a facetious response. David C. Rockola doesn't like complicated answers any more than he does overly complete equipment. Avoidance of the latter evil has become company philosophy.

Simplicity Strained

"Simplicity of mechanism" is the well-publicized Rock-Ola credo, with the president himself showing the way. David C. Rockola is an automotive mechanical genius. He is formative, and for other innovations, for the first production model phonograph with the familiar "Rock-Ola retaining record mechanism" in 1923. For his insight may be traced a generation back to his father, George Rockola, a Canadian craftsman from Virden, Man., whose name obtained patents on pumps of advanced design. But Young David C. Rockola didn't immediately display an engineering bent, striking off instead at age 12 to open a cigar store in Redleaf, Alta.

"How did you get into that business," Rockola was asked recently.

"The great looked green. I was ambitious."

Rockola worked hard at his chosen trade, as attested by a lap in health while still in his teens that caused him to consider other lines of work. He was then proprietor of a cigar store in the St. Louis Hotel in Calgary, Alta. Rockola is proud of telling the following anecdote, an account of his introduction to the coin machine business:

Cigars From a Man

"I had begun to ask myself, 'Who wants to buy cigars from a man?' Rockola recalls, "when one day two partners in the Northwestern Novelty Co., walked into the store with a 'mint' machine and asked me if I would place it."

"They told me it would pay my salary. So I put it in and discovered it made more than the cigar store. I told myself, 'You're in the wrong business.'"

Rockola bought 10 machines and joined the Northwestern firm. It was then he sold his mechanical talents across to the force, because young Rockola began to repair equipment and was soon called on for the difficult jobs.

Still in his teens, Rockola entered the operating business with his brother, J. E. Rockola (now prominent in the auto business in Halfa), but soon sold out to his brother and went to Mexico, stopping briefly in Chicago on the route. The year: 1915.

Why Chicago

"Why did you stop in Chicago?" someone asked.

"To visit coin machine manufacturers."

"Why did you go to Mexico?"

"To operate coin machines."

But he changed his mind after arriving in the Tampico oil fields.

"In the Tampico oil fields I saw those 'Dewey' machines still chained up to prevent the people from carrying them away and breaking them open, so I got a job as a carpenter."

Left Healthy

"Rockola had been in business in Tampico when seven Americans were killed in a warehouse raid. He began to wonder about the future of young U.S. citizens in Mexico. He left shortly for Brazil and the Argentine."

"I left because I was still healthy," Rockola confides.

Rockola left Argentina about the time World War I ended, but not before an eventful meeting with John Walling, the very model of coin machine men. For weighing scales were, to carry the young Canadian—still searching for greater forage—a long way toward his destiny as a giant in the coin machine industry.

By 1919 Rockola had returned to Chicago, world's coin machine capital, and to a 40-cent-an-hour job on the assembly line and O. D. Jennings. There, and briefly at Mills Novelty Co., he absorbed principles of mass production from a visit to Henry Ford's revolutionary Detroit plant, and applied them to production of weighing scales, games and ultimately music equipment.

Impressed by Ford

"I was greatly impressed by Henry Ford's system," Rockola acknowledges.

"Joining forces in 1923 with Ed Jennings (brother to his former boss) and Will Howard, Rockola went extensively into scale operation, building a route of more than 5,000 machines embracing much of the Eastern U. S. Dissatisfied with the design of much of the equipment he was operating, Rockola began manufacturing his own scales at a South Side Chicago plant, soon moving to larger quarters at 619 West Jackson Boulevard.

"As scale manufacturers diversified in the direction of counter games in the late 20's, Rock-Ola Scale Co. took up for its first amusement game. It was a Rockola gamble which led to near bankruptcy. Typical Rockola grit and hard work, however, parlayed this into one of the industry's great success stories.

"I don't mind admitting it. Our first game flopped," Rockola recounts. "Creditors were beating a path to my door."

Refused to Panic

"Refusing to panic, Rockola elected to kick off a publicity drive, purchasing a Cadillac and renting his two-year-old son, Donald (now company engineer and design vice-president), on the fender for a personal Photobooth. There is no evidence that the Rockola publicity pulled the company out of the hole, however. The record show it was Rockola's own imagination."

"One of my suppliers had 5,000 cabinets in his warehouse condensed to me, I sold the Rockola anecdote. I told him we'd use them."

Rockola fulfilled his word by designing a new game to fit the cabinet.

"We needed a name for the game," the story goes. "My wife called it "Save Big!""

You'll load your pockets with profits when you see our new machine list. Send for it now!"

Send for it now!"
MFGS AND OPS HOLD LIVELY MEETING IN CHI

David C. Rockola Endorses New Group

CHICAGO, Ill., June 25, 1932 . . . A large group of manufacturers and operators in the Chicago area assembled at the plant of American Sales Corporation today to formulate plans for an organization to unite the coin machine industry and to offer strong support to the operators.

Many ticklish problems were discussed during the meeting, and decisions were made which should effect improvements in the operators' position.

Of major concern was the question of acceptance of this new idea of competitive association for the general good of the industry.

Jim Buckley of Bally Manufacturing Corporation arrived late at the meeting due to a boil on his cheek.

Jimmy Johnson of Western Electric Piano Company, David C. Rockola, Leo Burman, Pat Considine, O. K. Morgan and other leaders of the coin machine industry were present.

RAZE 80 BLOCKS FOR FAIR

CHICAGO, Illinois, July 9, 1932 . . . Anticipated parking problems at the Chicago World's Fair—oops . . . (Century of Progress) are being taken care of by razing 80 square blocks of buildings on approximately 840 acres in the windy city.

The area being leveled covers from 31st Street to 39th Street west to Cottage Grove Avenue. It is anticipated that they will be handling 500 cars per day per block.

Where are they all coming from?

Business Booming at Rock-Ola Plant

CHICAGO, 1932 . . . David C. Rockola reports that demand for his featured scale, Loboy scale, Four Aces Jacks, Gum Ball Jacks and Juggle Ball has been so great that he has increased his manufacturing area to 3000 square feet and added five new employees.

LATE BULLETINS

JULY, 1932 . . . Jean Harlow, platinum blonde of the screen, became the bride of Paul Bern, director of motion picture news, July 3 in Beverly Hills. They will honeymoon in the Fall.

JULY, 1932 . . . the beginning of a new entertainment is seen in the demonstration of television at an amusement park on Independence Day. Experts believe that this is the forerunner of increased summer playground business. It is thought that the camera and transmission equipment should be viewed free of charge.

MINNEAPOLIS, Minn., April 26, 1946 . . . A Hennepin County District Court jury today ruled in favor of a tavern owner and scale operator in a damage suit filed by a woman who tripped over a 10 weighing scale.

CHICAGO, April 26, 1947 . . . Federal Judge Phillip Sullivan today ruled that Rock-Ola Manufacturing Corporation is sole owner of patents on the Multi-Selector Unit and a general record changer mechanism.

MINOT, N. D., 1947 . . . The Minot City Council today passed an ordinance permitting Juke Boxes and radios in city bars but outlawing free music. There was one dissenting vote.

CHICAGO, Feb. 23, 1932 . . . World Wide Distributors—Al Stern, Lee Milcon and Monty West have had their hands full with Rock-Ola Juke Box orders backed up for two weeks.
ROCK-OLA ENTERS PHONO FIELD
with
12-PLAY MULTI-SELECTOR

Features Simple, Silent, No-Jam Mechanical Changer Mechanism and 2-ounce Pick-Up!

CHICAGO, Ill., Jan., 1935 . . . Rock-Ola Manufacturing Corporation today announced their introduction into the coin operated phonograph business with a 12-selection automatic phonograph to be known as the Rock-Ola Multi-Selector.

Designed by one of America's leading industrial designers, the cabinet reflects beauty and a sweeping, graceful decor. Rock-Ola Multi-Selector features rich grained walnut veneers and inlaid French Striped Rosewood. Its multi-coin chute accepts five and ten cent coins, playing one record for each five cents played. Its record chamber holds 12 records, easily accessible through the front door.

Rock-Ola advises that through an exclusive design, they have been able to reduce the weight of the pick-up to 2-ounces (half the customary weight). It is felt that this will do away with costly record replacement due to scratched and damaged records.

The new unit is reported to be the first automatic phonograph to offer an isolated tone chamber . . . tone diffuser . . . full wave crystal pickup . . . high fidelity amplifier . . . new types of tubes and a super power high fidelity speaker.

The unit is in production now, and the company is accepting orders. It is estimated that shipments will start within 30 days.

6B5 TUBE
PIONEERED BY ROCK-OLA

CHICAGO, Ill., Feb., 1936 . . . In announcing the 1936 version of their famous Multi-Selector, Rock-Ola introduces a 15 watt amplifier utilizing a new 6B5 tube in an improved sound system.

According to David C. Rockola, president, the company engineers have been working on the new tube design for some time, and have now perfected what is referred to as the best output tube ever developed, and is capable of handling extra speakers.

The new Multi-Selector features a floating speaker baffle which is said to give an improved fidelity of tone in combination with the distortion-free tube.

The new phonograph is 51" high, 29" wide and 21" deep with a lighted record chamber featuring a dancing girl cutout. It has dual motors, operates on A.C. or D.C., takes 5¢, 10¢ or 25¢ coins and weighs 250 pounds. It is the only phonograph that carries the Underwriters' Laboratories seal of approval.
NEW ROCK-OLA GRAND PRIX II
model 426

the ultimate in prestige styling
THE ROCK-OLA GRAND PRIX II

1 Model 1765 "Common" Receiver System. Operates with the Rock-Ola Grand Prix II and other current model phonographs. Ends cost of multi-receiver system inventory.


3 Exclusive Mech-O-Matic Changer. Automatically intermixes 7" LP albums, 33 1/3 RPM, stereo, monaural records in any sequence with no electric or electronic aids. New "ACCUTRAC" TONE ARM, Positive floating balance, bearing pivots and low inertia assures accurate lateral and vertical tracking at all record speeds.

4 Transistorized Amplifier. All new Rock-Ola engineered and built transistorized amplifier provides longest service for phonograph. Saves money on tube replacements. Simplifies service. Elimination of excessive heat saves wear on other components.

5 Model 500, Rock-Ola Phonette. Personal listening pleasure. Booth and bar customers enjoy having selections piped direct to them via two built-in speakers in this compact stereo speaker-selector unit. Simple selector panel and personal volume controls increase customer satisfaction. 5¢ coin chute optional.

6 New Easy-To-Read Selector Panel. Attractive inclined selector panel provides beautiful new profile to enhance prestige styling. Invites increased play with stand-up viewing of 160 selections.

SPECIFICATIONS—Model 928—GRAND PRIX II

<table>
<thead>
<tr>
<th>CABINET</th>
<th>CRATED</th>
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<tbody>
<tr>
<td>Weight</td>
<td>Height</td>
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<tr>
<td>318 lbs.</td>
<td>50&quot;</td>
</tr>
<tr>
<td>364 lbs.</td>
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</table>

Cabinet Finish: Walnut


Record Changer Mechanism: Model 426—80 (160 selections) 7" records, 33 1/3—45 RPM. Mech-O-Matic Intermix standard feature.


Speaker Complement: Two (2) 12" Woofers and two (2) 5" x 8" oval Tweeters; crossover network.

Rock-Ola Manufacturing Corporation, whose policy is one of continuous improvement, reserves the right to change designs, specifications, price and equipment at any time without notice or incurring obligations.

On this, our 30th year, we pause to salute the people of the coin operated industry whose acceptance of our quality has made it truly 30 great years.

The introduction of this new phonograph fills a much needed requirement to enable operators to satisfy the ever-changing needs of modern locations.

Again, thanks to all of you for your support throughout the 30 years.

(Signed)

Rock-Ola Manufacturing Corporation
800 North Kedzie Avenue
Chicago, Illinois 60651
ROCK-OLA ANNOUNCES
TWO NEW PHONOGRAPHs

1938 BIG YEAR FOR ROCK-OLA OPS

CHICAGO, ILL., November, 1938... Both the domestic and export business has boomed this year with the Ambassador 16, Monarch 20 and Windsor 20 phonographs and the Playboy Double Profit Speaker.

All of the new Rock-Ola models this year were of a new streamlined design featuring streamlined light-up fronts. Spokesmen state that the new no-stool program strips have contributed a lot to increased take.

For large locations, the Playboy Double Profit speaker has been well received, and has definitely boosted location play percentages.

NEW ROCK-OLA LINE FEATURES
TWO LIGHTUP MODELS

CHICAGO, ILL. 1939... Lightup keyboard, double cash box and over 1900-square inches of Catalin are featured in Rock-Ola's Deluxe and Standard 20 selection phonographs for 1939.

The wide expanse of Catalin makes the 1939 Rock-Ola phonographs one of the most exciting to appear on the scene in some time. Animated cloud effects add to the pleasing appearance.

New also this year was a counter-top version offering 12 selections and accepting nickels and dimes. First reports indicated that this model is a real profit booster.

ROCK-OLA INTRODUCES
STYLISH NEW DESIGN

CHICAGO, ILL., 1938... Rock-Ola announced their new line today with the Tempo I — available in monaural or stereo, and as 120 or 200 selections.

Outstanding in the new models is a definite breakaway from common phonograph design... the Tempo I is a beautiful piece of furniture that enhances any location.

Unique also is the new Rock-Ola Wallbox that permits the adaptions from 120 to 200 selections with the flip of a switch thus adding versatility to the line without giving the operator conversion problems.

CHICAGO, ILL., 1937... Distributors get a new look at Rock-Ola's 1937 line today with the unveiling of the Imperial 20 and Rhythm King 16 featuring 25 watt amplifiers and 15" speakers with floating baffles.

Again this year Rock-Ola offers the front access feature for easy servicing. In addition, a new coin chute that makes the last six coins played visible at all times.

Power has been boosted to 25 watts through the use of the 6B5 output tubes which worked so well in previous models; however, we find that even with the boost in power, the number of tubes have been cut in half.
THE ROCK-OLA STARLET FOR 1965
MODEL 429
New Compact Stereo Monaural 100 Play Phonograph

Here's another beauty from Rock-Ola!

Compact, yet with all of the big sound and famous Rock-Ola engineering simplicity, the STARLET introduces the newest sensation in sound reproduction.

Distinctive cabinet styling combined with polished anodized aluminum trim makes the Starlet a location pleaser anywhere . . . whether a clubhouse or corner coffee shop.

Features:
- completely automatic mechanical changes that internalex 331/3 or 45 RPM records—stereo or monaural—in any sequence.
- Attractive display panel permits featuring of three stars to invite increased play.

THE NEW ROCK-OLA GRAND PRIX II
MODEL 426
The Ultimate in Prestige Styling

Now, from Rock-Ola comes a superbly designed phonograph of unsurpassed beauty and performance. The new Rock-Ola Grand Prix II combines famous prods-proved engineering excellence with distinctive new cabinet styling to produce a 160 play prestige stereo-monaural phonograph to satisfy the most elegant locations.

Plays 331/3 or 45 RPM records, 7" LP albums or singles. In any intermix and delivers a fidelity of full dimensional sound never before possible in a color-operated phonograph.

Exclusive Rock-Ola Mech-8-Matic changer and revolving record magazine provide fail-safe selection play-after-play. The LPV can be installed in groups of 10 giving the customer a choice of both sides of album or any combination of sides.

Attractive included selection panel provides beautiful new profile to invite increased play with stand-up viewing of 360 selections.

Rock-Ola celebrates
30 years in phonographs
with two new achievements

ROCK-OLA
PRINCESS ROYAL Model 424
Full Dimensional Stereo Sound

A proved winner, The Princess Royal continues in the line to offer full dimensional stereo sound and 100 selections in a beautifully designed cabinet. The ideal choice where compactness and the ultimate in sound reproduction are required.

“Thanks to our many valued customers for 30 great years.”

ROCK-OLA
music products for profit for 30 years

Rock-Ola Manufacturing Corporation
800 North Kedzie Avenue • Chicago, Illinois 60651
NEW COMPACT STEREO-MONOAURAL 100 PLAY PHONOGRAPH

THE ROCK-OLA
Starlet
FOR 1965 • MODEL 429

ANOTHER BEAUTY FROM ROCK-OLA! Compact, yet with all of the big sound and famous Rock-Ola engineering simplicity, the Starlet introduces Rock-Ola’s newest sensation in sound reproduction. Distinctive cabinet styling combined with polished anodized aluminum trim makes the Starlet a location pleaser anywhere... whether a clubhouse or corner coffee shop. And, for a customer pleaser and a ‘partner in profit’, combine the Starlet with the new Rock-Ola Phonette Wallbox, and watch the collections soar.
MODEL 501 PHONETTE WALLBOX—Individual listening pleasure from 100 selections with personal volume controls; high, low and medium. Mounts anywhere and permits programming of 33 1/3 and/or 45 RPM records. Stereo or monaural. Slim design, graceful styling and famous Rock-Ola simplicity. 25¢ and 50¢ coin chute optional.

MODEL 1631 DELUXE 'STEREO TWINS'—Rock-Ola 'Stereo Twins' perfectly match the acoustic qualities of the new Starlet. Each speaker enclosure houses an 8" heavy duty bass speaker, line matching transformer and individual volume control. 8-1/16" D, 12" H, 18-13/16" W.

EXCLUSIVE MECH-O-MATIC INTERMIX—Completely automatic mechanical changer intermixes 33 1/3 and 45 RPM records either stereo or monaural in any sequence. No wires, micro-switches or electronic aids for motor or spindle speed changes.

MODEL 1700 'COMMON' RECEIVER SYSTEM—Operates with the Starlet or any other current model phonographs. Ends the cost of multi-receiver system inventory.

DISPLAY PANEL—Attractive display panel permits featuring of three stars. A proven, increased play booster!

... AND THESE ROCK-OLA PROFIT FEATURES ARE STANDARD ON THE STARLET... NO EXTRA COST!

SPECIFICATIONS—Model 429 Starlet

CABINET

<table>
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<th>Weight</th>
<th>Height</th>
<th>Depth</th>
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<tbody>
<tr>
<td>245 lbs.</td>
<td>53&quot;</td>
<td>22½&quot;</td>
<td>30¾&quot;</td>
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CARTONED

<table>
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<th>Height</th>
<th>Depth</th>
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</tr>
</thead>
<tbody>
<tr>
<td>285 lbs.</td>
<td>57&quot;</td>
<td>27&quot;</td>
<td>33½&quot;</td>
</tr>
</tbody>
</table>

Coin Equipment: Single entry, four coin—nickels—dimes—quarters—halves—U.S. Coins. 50¢ a standard feature. Also credit accumulator.

Record Changer Mechanism: Model 429-50 (100 selections) 7" records, 33 1/3—45 RPM. Mech-O-Matic Intermix standard feature.


Tube Complement: (1) 12AU7 (2) 6CY7 (2) 12AT7 (4) 6BQ5

Speaker Complement: Two (2) 12" Heavy Duty Extended Range Speakers.

Rock-Ola Manufacturing Corporation, whose policy is one of continuous improvement, reserves the right to change designs, specifications, price and equipment at any time without notice or incurring obligations.

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On this, our 30th year, we pause to salute the people of the coin operated industry whose acceptance of our quality has made it truly 30 great years.

The introduction of this new phonograph fills a much needed requirement to enable operators to satisfy the ever-changing needs of modern locations.

Again, thanks to all of you for your support throughout the 30 years.

(Signed)

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look to ROCK-OLA for advanced products for profit

Rock-Ola Manufacturing Corporation
800 North Kedzie Avenue
Chicago, Illinois 60651
Sides Deadlock in Copyright Hearings

*Continued from page 48*

government decides on a performance fee rate we have lost our exemption and we have lost control over payments. No matter how low it starts out, the performance licensees can always be limited to the demand for a higher fee. We don't want a statutory maximum. We feel it would not work in any case, and we believe performance royalty as the wrong approach to collection from our industry. But the licensees don't really want a statutory ceiling any more than we do."

Representative Poff asked what trade interests consider a fair mechanical royalty increase on coin-operated phonograph records—"if this were feasible." Allen suggested 4 cents per copyrighted tune, which would be a raise of 2 cents over the present rate, or of 1 cent over the proposed 3-cent mechanical royalty in the 1965 bill. A 1-cent raise paid on each side of more than 50,000,000 records bought annually by coin-equipment operators would give those songwriters directly responsible for the juke box hit tunes $31 million; at the 3-cent rate it would be $3 million, and at the 4-cent rate, $4 million.

Might Go Higher

Allen said that operators might even go higher, if the committee felt the rate was still too low. But he added, "if we think it possible, we will not be able to determine how much more to raise it to compare this fee total with ASCAP's proposed monthly fee per machine, or an estimated 440,000 machines (this would bring our bill up to 500,000 machines), for a total of over $35 million; ASCAP's proposed rate of $40 per machine would come to over $26 million."

"It will be interesting," Allen said, "to watch what happens if the BMMI made some changes, and SESAC would also have a fee."

Suggest Ceiling

He suggested a ceiling rate to include all licensing fees: coin equipment, $15 per year; on 100-plot boxes, $20 per year; on 200-play, $25 per year, and on 200 or over boxes, $30 per year per box. The reaction by operators to similar ceiling suggestions made nearly a decade ago by this same association was one of anger and reproach—and industry response at the current hearings were no different. The NRLA would put a five-year limit on the ceiling, subject to congressional review, and would exempt operators of three units or less. With few exceptions, coin machine industry spokesmen listed the traditional reasons why a spiralling performance royalty would wipe out our marginal operators, and sharply curtail the industry. "Such has happened in Europe, where a 1964 European Court decision raised fees from $100 to $400 a year," said MOA counsel Allen, and manufacturers' counsel Herbert J. Miller also pointed out that, to the small businessman—and that is what the individual juke box operator is, all witnesses testified—ASCAP's "reasonable royalty" would get a disastrous $2.50, or 8.7 machines to $1,000 per year, or a 70-machine route, with all three licensors probably setting that rate. Business for a total of $6,300 a year. This is twice the net income of juke box operators, after expenses, according to a 1957 Price Waterhouse survey, said industry spokesmen.

MOA Witness

Defending Congressmen Byron C. Rogers (D., Colo.) and George P. Miller (D., Calif.), were followed by a representative cross section of all coin-operated phonograph operators, including Lyle F. Laver, Oakland, Calif.; Frank Morel, Providence, R.I.; Jack Bess, Richmond, Va.; Max Harrison, Birmingham, Ala.; A. L. Pitarke, Manhattan, Kan., and William Cowen, Haddonfield, N. J.

MOA president Clinton Pierce

recalled the declining revenue and mounting costs of juke box operation, and the prospective loss to the public and songwriters themselves if the industry is decimated by the $30 a year per box fee for performance royalties. Pierce said 22 per cent or more of the nation operators would be forced out of business. The Automatic Phonograph Manufacturers spokesman Perry Patterson introduced a new and razor-sharp edge to the industry argument by citing "other compromises" the copyright office has seen fit to make for other music industry segments, while "singing out automatic phonograph operators as second-class citizens."

Avoids Impacts

Patterson noted that although the 1965 revision gives records the protection of a new copyright provision outlawing duplication, it does not grant the owners of record copyright any perform royalty rights, in order to avoid an impact on the entertainment industry that would "seriously impair" passage of the bill. He also called attention to exemptions for hotel radio and TV transmissions in guest rooms and in public rooms which provide only "incidental entertainment" to smaller public gatherings. Patterson said automatic phonograph music is also "incidental entertainment."

He also cited the copyright office compromise which left in the bill the compulsory licensing provisions for the record industry rather than to disrupt present services which have become so integral to the record industry and to the copyright owners supplying the music. Said Patterson, "The juke box exemption from performance royalty is no less beneficial to our industry."
Ship Record Value Vend Units in '64

CHICAGO — Shipments of new vending machines by value in 1964 were up 11 percent over 1963, reaching an all-time record.

According to figures from the U.S. Census Bureau released by the National Automatic Merchandising Association, manufacturers' shipments of new vending equipment amounted to $178,519,000 last year. The 1963 figure was $161,921,000.

The Census poll of 66 manufacturers of all types of equipment indicated that 608,194 machines were shipped in 1964, compared to 591,665 in 1963. Although the total number of machines shipped in 1964 was smaller than in 1960, 1961 or 1962, the dollar value was higher than any previous year because of a trend toward higher-priced machines.

Shipments of $121,855,000 worth of beverage vending machines in 1964 represented two-thirds of the total production value for the year. The number of machine units sold increased. Soft drink and coffee vendors manufactured in the period totaled 500,209 units.

Illinois Ops Gather in Chicago


Seeborg Sales Up; Profits Off

CHICAGO — Seeborg Corp., earnings declined despite an increase in sales for its fiscal six-month period ended March 30. Profits were $1,740,000, roughly 78 cents a share, compared with $1,912,076, or 83 cents per share last year.

Sales for the period were $41,750,000 compared to $35,754,446 a year ago. Delbert W. Coleman, board chairman, said the drop was due "almost entirely to very heavy costs incurred in transferring operation to our new Chicago plant-adding and resultant start-up costs."

He said that "by the end of the current fiscal year, we are still hopeful of earning more than we did in fiscal 1964."

"Next year," Coleman said, "we should really begin to feel the benefits of lower production costs in our new plant, plus over-all improvement in efficiency."

Conn. Operators To Elect Slate

HARTFORD, Conn. — The Music Operators of Connecticut hold their annual election of officers at the Shoreham Motor Hotel here Thursday (17), with Jerry Lambert the nominee for his sixth consecutive term as president of the group.

The organization's first associate member, Meyer Parkoff of Atlantic-New York, will be installed at the meeting.

Abe Fish, managing director, will report on the bill in the Connecticut Legislature which would require that cigarette purchasers be at least 18 years old. The current minimum age is 16.

Kentucky Town Keeps License

OWENSBORO, Ky. — City commissioners mulled for awhile the possibility of the $110-yearly license tax on coin-operated equipment and then decided last week they didn't want to.

An ordinance which would have taken the tax of $2 a year off the $15 operated equipment was revised to exempt the annual levy from cigarettes, coffee, candy and food machines and leave it on amusement devices.

A spokesman for the city said the original suggestion to remove the tax entirely grew out of a mistaken notion that the State license tax on such equipment had been repealed.

JUDE GRIFF
Flower City Distributors, Inc.
Rochester, N.Y.

"Practical, simple engineering practices by Rock-Ola keep all our machines going another year with minimum service and inventory. Best wishes for 30 more, Rock-Ola."

LARRY F.
Lemis/Johnson
Lebanon Co.,
Charlotte, N.C.

"Every year we say how can it get better, and every year it gets better. Now, three great mogul's-to say happy birthday with. Thanks, Rock-Ola!"

PETER J.
Schultz
Mountain Distributors
Denver, Colorado

"What a birthday present 1965 has got to be the greatest, with Grand Prize II, Imperial last Prinestone Royal."

N. B. BRINCK
H. B. Brinck Co.
Butte, Montana

"Now, more than ever, a phonograph for every household with Grand Prix III, Starlet and Palomino, Royal... and Phonette—the best in the business. Happy 30th!"

Joseph N. Abrahim
Eaton City Amusement Co., Inc.
Cleveland, Ohio

"Now, for 1965, Rock-Ola has to be the line that has everything! Griiff! Prix II, Starlet and Palomino, Royal... and Phonette, too. You'll think it was our birthday. Best wishes, Rock!"

NICK CARTER
Kings Distributing Co.,
Los Angeles, Calif.

"Options and component stability give us the extra plus to nickelodeon operator maintenance. Happy birthday, Rock-Ola."

BILBOARD, June 19, 1965
Shuffle Champions Crowned

SEATTLE—Long board and cushion shuffleboard champions were crowned in two recent tournaments here in Tacoma. In the 15th annual Cushion Shuffleboard State Tournament at the Washington Hall here, 110 teams with 1,100 players competed for titles in six classes. Champions were:

Class A: Hi-Ho Tavern, Seattle; Class B-Plus, B & I Tavern, Renton; Class B, Red Fox Tavern, Seattle; Class C, Smokey Joe’s Tavern, Seattle; Women’s All-Stars, Hi-Ho Tavern, Seattle; Northwest Regional, Palace Tavern, Lynden.

The Washington State Shuffleboard Assn. Long Board Tournament was held at Donn’s Port Industrial Cafe, attracting 80 teams. Champions and runners up were:

Class A: 48th Street, Tacoma, Champion Village, Kennewick, Runner-Up; Class B, Shady Rest, Tacoma, Champion Time Out, Yakima, Runner-Up; Class C, Westside, Kelso, Champion Mabel & Walt, Tacoma, Runner-Up.

The Seattle tournament was directed by Jim McCallum, president of the Washington State Cushion Shuffleboard Assn. Don Holmes was tournament chairman. The Tacoma tournament was directed by Barney and Marty Erdahl, with sponsorship by Les Lystad of American Shuffleboard Sales Corp. in Seattle.

Sooner Smoke Vendors Set For 5c Hike

OKLAHOMA CITY—Members of the Oklahoma Automatic Merchandising Association met here last week and speculated that if the State’s proposed 2-cent cigarette tax increase is approved the vendors pack price will jump a nickel.

“We have to jump nickels, not pennies with machine-offered cigarettes,” said association president Woody Maupin of Enid.

The proposed tax increase originated in the State Senate and has been endorsed by Governor Bellmon.

Maupin also argued from the standpoint of the inconvenience of pushing penny change in cigarette packs. “It costs more to put them there than they’re worth,” he said. “Machines are now more complicated than they were when we could put the pennies in and labor costs a lot more.”

Kiddie Ride Firm Offers a Free Booklet

CINCINNATI—A free catalog of its Kiddie Rides has been offered to operators by the United Tool & Engineering Co. here.

The publication also contains information about Kiddie Ride purchase plans, lease plans and service plans available to store owners and managers.

The booklet is entitled “Easy Ride to Profits With KiddieRides.” Copies may be obtained by writing to United Tool & Engineering, 953 Transportation Building, Cincinnati, Ohio 45202.

W’chester Group Re-Elects Pavesi

WHITE PLAINS, N. Y.—Carl Pavesi, president of the Westchester Operators Guild since it was organized 13 years ago, was elected to another term in office at the WOG’s regular meeting at the Roger Smith Motel here Tuesday (6).

Other offices are Harold Rosenberg, vice-president; Joe Tartaglia, treasurer and Seymour Pollok, secretary. Board members are the officers and Fred Yolen, Ed Goldberg, Herb Chacon and Marvin Feller.

MILLER LAUDS SEEBURG STEP

CHICAGO—“What you have done in what Music Operators of America tried to do for many years but couldn’t because of lack of funds,” wrote MGA veteran George Miller to Jack Gordon, Seeburg president. Miller, who headed MGA for 10 years, and is still head of the California operator association, added that “ASCAP, BMI and SESAC would take a second look and do some soul-searching” because of Seeburg’s formation of the Coin Operated Phonograph Performance Society.

June 19, 1965, BILLBOARD
Texas Lawmakers Approve Free Play

AUSTIN, Texas — A Dallas senator's bill freeing unmanned amusement games from the stigma of the legal-gambling-device definition has passed the State Legislature and has been sent to the governor.

Introduced by Sen. George Parkhouse, the measure was sponsored in the House, where it passed last week 69-65, by Rep. Ben Atwell, also of Dallas.

Opponents of the bill charged that location owners could "pay off" winners of free games in cash.

Harry Jacobs Sr. Dies in Milwaukee

Atwell vehemently disagreed, declaring that without meters on the machines the location owner has nothing on which to have a prize payment.

"If this were a gambling bill, I would not be up here handling it," Atwell informed his colleagues.

Debate over the issue was lively. An outspoken opponent of the measure, Rep. Bill Hollwell, of Grand Saline, accused Senator Parkhouse of trying to pull a fast one on the Legislature.

(Continued on page 66)

David C. Rockola: Right Business

Harry Jacobs Sr. — Harry Jacobs Sr., 68, died at his home here last Wednesday (9). The retired coin-operated distributor had recently been released from a Milwaukee hospital after treatment for a heart condition and pneumonia.

Jacobs became vice-president of United, Inc., Distributors here in 1947. He retired from the business in 1958, at which time his son, Harry Jr., assumed the top executive position with the firm.

Jacobs had for 18 years previous to joining United been associated with the Prudential Insurance Co.

The senior Jacobs is survived by his widow, Josephine; Harry Jr., two other sons, Donald and Richard, residents of Florida; a daughter, Mrs. Margaret Rogers, and three grandchildren.

Funeral services were to be held here on Saturday (12).

North Carolina Vending Assn. Elects Officers


Newburne succeeds R. D. Coonen of Charlotte. The election was held at the group's annual convention held jointly with the South Carolina Automatic Merchandising Association June 3-5 at the Ocean Forest Hotel.

About 700 persons attended the convention. There were 46 exhibitors in the trade show held in conjunction with the event.

R. Lee Brown, industrial relations director of Saco-Lowell Shoe Co., Greenville, S. C., spoke on the effect of civil rights legislation on the vending business.

Dave Hartley of the National Automatic Merchandising Association staff spoke on "How Health Officials and Customers View Vending," as his speech topic.

Other officers of the North Carolina association are Vice-President Bill Griffin, with the United Select Foods Division of Servencia in Charlotte, and Secretary-Treasurer Zeb Little of Charlotte, with Macke Vending Corp.

New directors include Gordon Scott of Scott Vending, Forest City, N. C.; Bill Bowen of Auto-
NEW EQUIPMENT

Bally One-Player Flipper Game

CHICAGO—The newest entry by Bally Manufacturing Co. in the single-player amusement equipment category is Magic Circle, delivery of which began last week.

Salient features of the new device are as follows:
1. A "dynamic-off-center" playfield said to increase play action.
2. Two separate free-ball gates.
3. "Build-up bonus" mechanism.
4. "Progressive light-up" permitting the player to increase scores values through skillful play.
5. A "hold-over" feature calculated to stimulate repeat play and attract players.

The unit's playfield resets to first coin condition when each ball passes through a gate or out hole. The Bally "E.Z. Latch" and automatic ball return are standard equipment on the new product.

No Clash by Phono Firms

- Continued from page 48

E. M. Hudson
Vending
Machine Exchange
Bristol, Virginia
Says:

"Far from unusual, Rock-Ola's concern for our problems has been standard procedure for 30 years. That's why our growth has been hand-in-hand with theirs."

Vic Conte
Victor Conte
Music Co.
Utica, New York
Says:

"Thanks, Rock-Ola... we've got it all for '65. Compact... quality... high style. Happy birthday!"

Meet John Fregin in our New
Syracuse Office at
1218 South Ave.

Missouri Coin Council Talks About Copyright

COLUMBIA, Mo.—The Federal Copyright Law revision hearings and the recently announced Seeburg program were prominent topics with members of the Missouri Coin Machine Council at their regular evening meeting held at the Daniel Boone Motel here Tuesday (1).

MOA'er John Fling, executive secretary of the 18-year-old Missouri organization (which meets on the first Tuesday of each even-numbered month), announced stepped-up membership efforts and reminded operators that the August meeting will be held in Brookfield, Mo.

ELECTRIC SCOREBOARDS

FIT ANY SHUFFLEBOARD!

NEW! SIDE-MOUNT MODEL...

- Score 15-21 points only
- Cabinet finished in walnut finish—easy to clean
- Light control switch built-in
- Turns off fluorescent lights when game is over
- Meter in coin box.

OVERHEAD MODEL

$169.50

FOB Chicago

MARVEL Mfg. Company
2945 W. Fullerton, Chicago, Ill. 60647
Phone: Dickens 2-4242

united's NEW

GALLEON

BOWLING ALLEY

PLAYER'S CHOICE OF 5 WAYS TO PLAY...

"STRIKES 90 FEATURE"

PLAYER CONTINUES TO SHOOT IN THE SAME FRAME AS LONG AS HE STRIKES!

NEW IMPROVED SERVICE FEATURES AND MECHANISM THROUGHOUT:

- Easy-normal strike adjustment in back box for operators convenience.
- Dual rejector, 2 nickels or 1 dime per play standard. Multiple chute optional at extra cost.

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June 19, 1965, BILLBOARD
Business Not Real Good At Paris Trade Exhibition

By MIKE HENNESSEY

PARIS—Although the Foire de Paris, as a whole, was bigger and better than ever, the Coin Machine Fair which was incorporated in the Foire, was generally described by exhibitors as disappointing.

On a number of stands this reporter was told that interest "was less than last year." Among reasons advanced for the poor business were the Salon de l'Automatique's location in a remote corner of the Port des Expositions at the Porte de Versailles, and the French government's stabilization program which has drastically curbed expenditures on amusement devices.

Near Saturation

Some observers blamed the slump in part, on the belief that the French game market is very near saturation, and distributors are having difficulty moving new machines.

The juke box market in France severs relatively sound. The Juke Box Association of France, which distributes A. M. MAKERS for the princely sum of $1,170.

M. Montigon, president director-general of A. M. MAKERS, said that Jupiter phonographs, for example, are selling steadily in France at the rate of 250 a month and abroad at a rate of between 250 and 300 a month.

On display for the first time at the fair was the new Jupiter wall box, entirely automatic and French-made which was produced especially for the fair. It offers 120 selections and is the first French-made wall box.

Sold Abroad

M. Montigon said Electro-Kicker sold 5,000 coin-operated phonographs last year—half of them abroad—and expects to do at least as well this year.

"We feel we can compete with America in price and quality," M. Montigon declared, "especially with our new wall box, which is 100 per cent automatic. Every part is made in our own factory. Britain is our best overseas customer and we are now making good progress in Sweden."

Other new products shown at the fair include the Livington Auto-Flo, a portable high-pressure car wash machine produced by Ed. Livington & Sons, Inc., of Kansas City.

Scoptone Exhibit

An automatic shoe-polishing machine from Italy, the Fima, which dusts, cleans, dries, polishes and shines a pair of shoes in two minutes.

A new self-service recording machine produced by D.E.M. Allegretti & Co., which incorporates a magnetic tape set in motion when the coin is inserted.

Also from D.E.M. Allegretti, there are stands for the Friday vendors for milk products, sandwich shops, etc. A new coffee sale machine from Italy—the Bianchi—distributed in France by the Compagnie des Appareils Automatiques, which incorporates a coffee grinder to produce really fresh coffee.

Inclusively, even automatic dice. A Granule manufacturer, M. Courrat, has produced a machine which automatically rolls dice for the game of "421" which is played in cafes throughout Europe.

THE HIT OF THE SEASON!

PENNANT WINNER!

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BIG LEAGUE 2-PLAYER
BASEBALL GAME

MEETS OF PROVEN PROFIT MAKERS SINCE 1912

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NAVY

BILBOARD, June 19, 1965

Gloomy view of the Gallic Game Market

PARIS—"The big bonanza is over. Where coin games are concerned, France is definitely registering TILT."

This was the emphatically expressed opinion of a prominent trade authority as the Paris Coin Fair shut up shop after an unluckily and unhappy 13 days of desultory business.

The observer, who asked that his name not be revealed, insisted that France would soon have to put a brake on imports of coin games from the U. S. "The French market is saturated," he said, "second-hand machines are accumulating in vast quantities and there is no longer any market for them. We used to be able to sell them in Africa, but now this market is drying up."

He went on to reveal his assessment of the pinball market in France.

"Distributors are offering ridiculous percentages to cafe proprietors to persuade them to take their new machines."

"In Paris the situation is bad. Distributors are giving the cafes men up to 50 per cent of the gross. And to get the cafes to take new machines they are buying back the old ones at an extremely inflated price."

The authority said that a four-player deprecates at the rate of 40 a month, and distributors are expected on a minimal profit margin.

He listed the following operating expenses:

Entertainment tax $10 a month
Maintenance $10 a month
Ordinary taxes 5 a month
Saturdays 2 a month
Depreciation 4 a month
Running expenses 4 a month
Total $74 a month

Average revenue from a four-player machine in a month, he declared, is about $160.

"If the distributor splits $160 with the cafe owner, he is left with $80, out of which he has to spend $74. This leaves him with only 16 cents a machine a month. It is ridiculous."

And remember, a four-player costs around $1,170."

The trade observed that a lot of importers were giving credit to buyers without interest over periods of up to 18 months. Distributors in some cases were offering to put up the money for redemption of cafes, provided the cafes took their machines.

"The competition has become extreme. There are now about 50,000 pinball machines in France, but the revenue from them is decreasing because the government's economic policy means that people have less to spend on amusement."

"My view is that the only solution is to stop importing pinball machines for at least two years."

"We feel we can compete with America in price and quality," M. Montigon declared, "especially with our new wall box, which is 100 per cent automatic. Every part is made in our own factory. Britain is our best overseas customer and we are now making good progress in Sweden."

Other new products shown at the fair included the Livington Auto-Flo, a portable high-pressure car wash machine produced by Ed. Livington & Sons, Inc., of Kansas City.

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German Firms Feel Air Freight Holds Key to International Trade

By OMER ANDERSON

HAMBURG—German coin machine manufacturers are apparently predicting a large expansion of export trade based on air freight.

This is West Germany's air freight center. All German export firms are extremely air freight-minded, and none more than the coin machine manufacturers.

Th. Bergmann & Co., one of Germany's big firms, is a pioneer in the air-freightening of merchandise, both machines and parts. The firm has gained a major position in the British market largely through its air freight-based operation.

Overnight Delivery

British firms know they can depend on Bergmann for virtual overnight delivery of parts not in stock in England, and orders for new equipment, if necessary, can be similarly air-expressed.

This is the case, too, with N.S.M. at Bingen, Europe's largest diversified coin equipment producer. N.S.M. is building a big British trade based on air freight.

England is little more than a single air hour away from Germany and when the pressure is on, orders can be easily filled the same day for parts, and nearly all orders can be handled overnight.

Eliminate Inventories

There are many facets to air freight aside from the obvious advantage of almost instant delivery to the customer. Air freight enables the German firms to reduce and even eliminate inventories in England.

This represents an enormous saving in warehousing costs. A German coin machine manufacturer explained, "Air freight, we are finding, is actually the least expensive way of shipping, once all the indirect costs of surface shipment are included."

"We save on warehousing and on staff abroad, and we gain enormous flexibility in our export operations. There is no longer any need to develop and build large servicing organizations in new export markets."

Expand to Middle East

"We are planning to expand our freight operations to the Middle East, to Africa and even to Latin America. We figure that air freight will enable us to compete more effectively with our U.S. competition by eliminating much of the requirement for large initial investment of capital in export markets."

German coin machine manufacturers are chary about forecasting any startling German penetration of the U.S. market based on air shipment. West German coin exports so far have had a lackluster reception in America. But they do indirectly indicate rising optimism by pointing to the experience of another German firm—Mercedes Benz. Mercedes has difficulty breaking the American market because of its inability to pro-

vidc parts. Air freight solved this problem.

Mercedes Benz officials report: "We must keep 50,000 different parts available to service our cars in the U.S. Through regular use of air freight, however, only 20,000 need to be warehoused locally."

"The others are quickly delivered by air from the factory in Stuttgart, generally within three days from the time they are ready."

There is just this blip. However, on the dream of German coin machine manufacturers to crack the U.S. market with air freight: it is a dual edged competitive weapon: AMI already is air freighting to Europe, and other U.S. manufacturers obviously are giving thought to following suit.
PHILADELPHIA
Albert M. Rodstein, president of Macke Vending Machine Co., has been elected to the National Specialty Co., gains the title of "Barker" in becoming an active member in the Variety Club, Tent No. 13. Ralph W. Pris, vice-president of Berio Vending Co., back at desk after a trip to Japan following the convention of the Variety Club Internat. in San Francisco where he was re-elected First Assistant Intern. Chief Barker. ... Fire recently destroyed the offices and warehouse of the Norris Vending Co., at nearby Norristown, Pa., causing an estimated loss of about $30,000. Part owner M. Gerald Friedberg sold 100 vending machines and thousands of cigarettes at $100 each. It is the belief of the owners that they were destroyed by the fire, which occurred about eleven o'clock overnight and which extent would have been considerable had the buildings in the vicinity not been removed.

Nassau Vending, Inc., headed by Gene Locks, president of the company, has been elected to membership in the Chamber of Commerce of Greater Philadelphia. The firm, which has a payroll of $35,000 a month, is now a member of the Associated companies in the Nassau operation include A. & S. Vending, Inc., and Empire Amuse- ment Machines, Inc. ... Harry Berensbaum, who operates an extensive string of music and vending machines under a company carrying his name, has had his application accepted in the select membership 33 Cents Club, a limited membership philanthropic group made up exclusively of 324 degree Masons. He is recommended for membership by Kamie Valon, head of the distributing firm bearing his name.

It was a double celebration last week for Rosen. At the annual award dinner of the Top Ward Award Little Scholars at the Bellevue-Stratford Hotel, he was honored for his "Service to Youth" as member of the group's "All-American Eleven." And at the same time, recognition was given to the fact that Rosen and his wife Vera were celebrating 25 years as Mrs. and Mr. The "All-American Eleven" was made up of the most distinguished group of the city's outstanding citizens, including such men as U. S. District Court Judge John Morgan Davis, City Council President Paul D'Or- tona and Jerry Worman, president of the Philadel- phia Eagles.

William Fishman, president of Automatic Re- tailers of America, will be a division vice-chairman of the Major Corporate Gifts Department in the forthcoming United Fund campaign...

Alphonso E. Wilson, charge at the parking meter, and the largest of a group of parking meters, to be installed in the city., ... Old Newyork Day on Friday, June 15, will find Melvin Singer and Marvin Stein, execu- tive heads of Eastern Music Systems, local Seeburg distributors, recognizing the fourth anniversary of broadcasting a special "Happiness Edition" at Broad and Callowhill streets to raise funds for crippled and handicapped children supported by the Philadelphia Variety Club.

Auto sales of the American Automobile Association (A.A.A.) this week placed an order for 1,000 special soft coin-operated vending machines at a cost of more than $1,000,000 with the cooperation of the Manufacturers of Rugg-Mellomin, Inc., in suburban Winnetka, Ill. Lloyd K. Rudd, president of the manufacturing firm, said it is the largest order the company has ever received.

The usual observation at the Brew-A-Cup, are the result of more than two years of development and, Rudd said, unlike most other automatic coffee makers, brews the coffee directly from fresh roasted beans.

Maurie H. Orodjenker

MILWAUKEE
The biggest discoteque installation in the State is expected to have its grand opening in mid-July at Liggett's resort on Brown's Island. Installation is by Phil Smith's Vogue Music Co., Kenosha, Wis., owners of the last Seeburg headliners to visit the S. L. Music Co. office here. Also in the Smith organization is Jack Hamlet, in charge of the installation at the Found's Distributing Co. while William Sam is representing Smith and Hamlet from an eye injury, reports plans for a Rock-Ola service school, June 14-18. Joe Robbins, Chicago, president of the Smith organization, is in Wisconsin for a service school off to a good start. ... Lucien Scaffidi, record buyer for the H. & G. Amusement Co., reported clients in interest in the little L.P.'s. Top artists are Enoch Light, John Gary and Jack Hein. Seeburg, in operation for 45 years, is expected for the Milwaukee Music Industry golf outing, June 22 at Ville Du Parc. Tickets are available from one-stop shop Scaffidi at the downtown Radio Dealers outlet. ... Clarence Smith, Milwaukee Amusement Co., reports his company is moving to a new address: 3624 W. Irving Street. The move is expected to take place "sometime during the week." The company is completely remodeled and will consist of 12,000 square feet of space. ... Mere Eling, P. & P. Distributing Co., repairman, is headed for two weeks of army reserves training at Camp McCoy.

The House bill, identical to that introduced in the Senate, was to be subject to further committee action. Floor action was not expected to be overly delaying. Industry observers expressed confidence that Congress would agree to the bill in its present form.

The copper-nickel clad coins recommended by the Administr- ative Committee are expected to begin issuing from the Mint in 1969.

Texas Lawmakers

"I tried to sneak it through," Hollings told members of the press. "The caption states only that the bill affects the definition of 'more valuable things,' but when you read it, you find that it legalized free games."

Attwell argued that free games were being used by some operators as a 10-cent dance and that pinball play would likely keep teenagers off the streets and out of trouble.

N.C. Group Elects

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Have you heard about Seeburg's unheard-of Discothèque offer?

You can't seize a business opportunity unless you have something to seize it with!

So Seeburg, watching the rapidly growing market for Discothèque listening and dancing, has moved rapidly to provide operators with the winning combination needed to turn this great new demand into income.

In a letter sent directly to 8,000 operators, we made an unprecedented offer which included the LP Console/480 Phonograph, our famous Rhythm Twins floor-level speakers with Altec Lansing sectoral horns and 15'' woofers, and a set of leased Rec-O-Dance* records, designed exclusively for Discothèque play.

The response was so immediate, so tremendous that we have barely been able to keep up with it!

The offer is still good—although it is fast reaching its expiration date.

We urge you to get in touch with your Seeburg Distributor at once, to take advantage of it.
Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

**BEATLES VI**
Capitol T 2558 (M); ST 2558 (S)

Obscure album from the title, this is the Liverpool group's sixth LP and role is rapidly hit top of the charts. Perfectly timed for release coincide with their summer concert tour of the U. S., the package contains their work best songs "Help!", "Ticket to Ride" and "I Am the Walrus". "I Am the Walrus" is based on a well written novel at it's the story Williams hit "Red Rescue." (Suc)

**BOBBY VINTON SINGS FOR LONELY NIGHTS**
Epic LP 42156 (S)

Having monopolized the word "Lonely," the teen favorite now enjoys a singing album based upon tuition, sadness and the very few. Much of the well arranged program is pop revisals or standard material such as "How, I Miss the Tonight" and "My Little Daydream." With the exception of Gordon Lightfoot's "Our Love" the album is treated with warmth and sincerity.

**BEFORE AND AFTER**
Chad and Jeremy, Columbia CL 3274 (M); CS 9712 (S)

Opening their album debut on the Columbia label, Chad and Jeremy show off an impressive, commercial package based upon their current single "Before and After." Numerous collections are original compositions in which they prove they are an impressive group. "The Words of Love," "You Set the Words Down," and "Musik Be a Lazy Tonight." Great programming for a sale audience.

**SINATRA '65**
Frank Sinatra, Reprise RS 6157

This new LP is magnificent and surpasses previous productions, it matches detail, color and mood. Miss Wilson, exhibiting power end sadness of tone, is an excellent vocalist of the Frank Sinatra tradition. "Gambler," "Adult Love," "Night and Day" and "Lonely Street" are all inimitable hits for Sinatra.

**MR. TAMBOURINE MAN**
The Byrds, Columbia CL 3277 (M); CS 9717 (S)

The five Byrds' record sales started in San Francisco and rapidly moved across the country propelling this, their debut LP for Columbia. Headed by folk-singer Jim Nd- coach, the group skillfully combined folk elements, Pete Seeger's "The Ballad of Bonnie" is a prime example of the new inter Play of Folklore.

**THIS IS NEW**
Righteous Brothers, Monogram MLP 1000 (M)

Presenting on both the 45 singles and LP charts with their Philadelphian, this package contains more of their perfect driving, useful performance for which they have become known. Some of their material will be familiar to them. Combined with the forthcoming Columbia LP "Swinging Session," this will further assure the sales appeal of this well produced album.

**YOU WERE ONLY FOOLING**
Dion and Michele, Columbia CL 3271 (M); CS 9715 (S)

Currently riding the singles chart with the title tune of this album, the rich Dionene voice is heard on other current pop hits. In this, the most commercial LP of his career, in the title song "You Were Only Fooling," "Dionene" is the epitome of "Teenage Love." Her "Swingin'" is "Lonely Street" and "I'm Sad." (Suc)

**HAT KING COLE SINGS 'FANCY DOLLOU' AND OTHER MOTION PICTURES**
Capitol T 2340 (M); ST 2340 (S)

The winning combination for any record dealer or range from light music hits is the Hat King Cole LP. This one handed with the old favorites, "I'll Be Seeing You," "The Nearness of You," "Take a Chance," "Hello Dolly," and "It's Only a Paper Moon." (Suc)

**THE MANY SHADORS OF GEORGIA BROWN**
Capitol T 2329 (M); Y 6616 (S)

This LP comes with a bright new color title sheet featuring exciting liner notes for this collection of all new arrangements by producer Jamie McCorry. "Graduation Day," "It's Only a Paper Moon," "Till There Was You," and "Sweet Georgia Brown." (Suc)

**IN ENGLISH SINGS OF '65**
Billy Strange, Crescendo GNP 2097 (M); Z 6616 (S)

Billy Strange has captured all of the Brit- ish feeling and excitement in this collection of unaltered commercial hits. "My Little Daydream," "One For My Baby," "Down Home" and "It's Not Unforgettable" make up a new composition. Marvelous guitar work that will pinn instrumentals on the charts.

**THE MAN FROM THE ALMS BALLAD**
Original Cast: RCA Victor LOC 1099 (M); LD 1099 (S)

Clearly outstanding of their Broadway Original Cast albums under the heading of "The Man From The Alms Ballad." The melody and arrangement are the highlights of this LP. "The Alms Ballad," "Going To The Alms," and "Till There Was You." (Suc)

**HERITAGE**
Robert De Cormier Folk Singers, Command CL 8044 3D (S)

A recognized expert in the field of folk lore. De Cormier has represented the out standing and understand American ballads from 1700 through 1800. These are superb performances by the well-bred choir. Outstanding tracks include "The Ballad of Commodore Vanderbilt." "A Man and His Dream" is equally moving and exciting. (Suc)

**RHYTHM & BLUES PICKS THE WINNERS**
Count Basie, Verve Y 6616 (M); Y 6616 (S)

The pop music scene takes on a bright, new color title sheet featuring exciting liner notes for this collection of all new arrangements by producer Jamie McCorry. The King Cotton PICKS a favorite pick set with the title sheet featuring exciting liner notes for this collection of all new arrangements by producer Jamie McCorry. "The Nearness of You," "Take a Chance," "Hello Dolly," and "It's Only a Paper Moon." (Suc)

**RHYTHM & BLUES MAKES SHOTGUN**
King Curtis plays the hits made famous by Sam Cooke, Capitol T 2341 (M); ST 2341 (S)

This LP shows the huge market for the Rhythm & Blues LPs today. King Curtis' group is well known and is an exciting LP. Presbyterian Church, "Lonely Street" and "The Nearness of You." (Suc)