

Billboard

The International Music-Record Newsweekly

Radio-TV Programming • Phono-Tape Merchandising • Coin Machine Operating

Mad, Mad Whirl Begins As Disk Talent Face TV

By MIKE GROSS

NEW YORK—The record industry will be watching the TV ratings race with more than usual interest this season. The disk firms, like the networks and the TV shows' sponsors, will be

Sherman Buys Miller Int'l

PHILADELPHIA — Dave Miller, head of Miller International, pioneer budget label, has sold his controlling interest in the label to Al Sherman, head of Record Sales Co., Los Angeles distributor. According to Miller, the sale involved the world rights and catalog of the label, and a 50 per cent interest in Chesdel Music, a publishing

(Continued on page 10)

affected by the Niensens and Arbitrons because of their tie-up with artists featured in programs which opened the new TV season last week.

Record company interest in TV artists associated with a regular series is based primarily on the tremendous exposure that comes with a successful show. As one record company executive put it: "If 40 million people watch the show and we get a one-quarter of 1 per cent rub-off on the sales of the TV artist's record we release, we've got a built-in million seller."

Scramble On

The hot scramble to get TV artists on disks was pointed up last week by the cloak-and-dagger negotiations by several top labels for David McCallum, the co-star of one of the hottest TV properties around, "The Man From U.N.C.L.E.," who has developed a strong teen-age following during the past year. Several big offers were thrown

at McCallum, and at press time it looks as though MGM Records had him wrapped up. The "U.N.C.L.E." show premiered in its new time slot on NBC-TV last Friday (17).

Another artist whose disk potential will ride along with the success of his new series is Dick

(Continued on page 10)



BUCK OWENS, today's biggest selling C&W star, currently has three releases that are active hits, and another album soon to be released. Now going for the Capitol artist are his albums, "Before You Go/No One But You" (ST 2353) and "The Instrumental Hits of Buck Owens and His Buckaroos" (ST 2367), plus the hit single, "Only You" (5465). Owens' upcoming album, out Oct. 4, is "Christmas with Buck Owens and His Buckaroos" (ST 2396). (Advertisement)

CGD Issues Threat to U.S. Labels

MILAN—The record manufacturing and distributing firm of CGD Internazionale Thursday (9) threatened to drop most of its distributing deals with major United States labels "unless they change their attitudes."

Giuseppe Giannini, director, set his sights on four U.S. labels, saying they ask for impossible guarantee advances. Then, when a distributor reaches or goes over the budgeted figure, the labels demand an even higher advance upon the expiration of the contract.

Budget goals are often reached because of a particular receptive sales period, Giannini said, or because a particular artist is having a boom year.

The major problem, he said,

is that big advances are cutting down his availability of money for promotion. Thus, the Italian distributor's risks have been increased. Giannini also criticized American artists for requesting prohibitively high fees for personal appearances in Italy. These appearances are the best promotional vehicle for record sales, he said. Unfortunately the artist's popularity in the U.S. may be different from that enjoyed in Italy and often CGD Internazionale has to pay the difference between the artist's guarantee for a performance actually earned.

Won't Visit Italy

Too, in many cases American artists have refused to visit Italy for personal appearances, he said. The only U.S. label CGD In-

ternale will definitely continue to handle, Giannini said, is Musicor and Warner Bros.-Reprise, with whom they've reached agreements.

CGD Internazionale may fill the gap, if the separation with MGM/Verve, United Artists, Cameo-Parkway, and 20th Century-Fox takes place, the Italian firm said it will fill the gap with American indie producers and likely intensify relations with European companies and producers. The close ties of Italy with other Common Market countries could be a boost to the record industry there, he said. CGD Internazionale presently distributes the French label Festival Records and has just signed with Eddie Barclay to handle his new Riviera label.



ROGER WILLIAMS month—Sept. 15 to Oct. 15—will mark the 10th anniversary of "Autumn Leaves," the record that launched a career. Kapp Records will mark this anniversary with a special reissue of the 1955 recording b/w a new 1965 recording with orchestra and chorus. A major consumer and radio station promotion is planned. Roger's current release, already on the album and single charts, is "Summer Wind." (Advertisement)

Lear Cartridge-Equipped Fords Getting a Fast Start

DETROIT—An "overwhelming response" has greeted the Lear cartridge-equipped Ford Mustang models in preview showings of the 1966 models, according to sources here. According to one source, the stereo-tape playing device so intrigued customers that 136 cars were sold during the initial showing.

Another indication that the factory-installed cartridge playback system in cars promises to be a winner was seen by the fact that Ford dealers are calling for playback equipment which they can install, and for more cartridges.

According to John Gall, sales manager for the stereo equipment division of Lear Jet, Ford dealers are ordering his eight-

track playback units in impressive numbers after they attended showings of the 1966 Mustangs. The dealers, Gall said, feel that a large market exists for these units to be installed by the dealers' service departments. The Mustangs' units are installed at the factory, and are integrated in the car's dash panel. Dealer installations will be "hang-on" units, installed beneath the dash.

Motorola makes the factory-installed units. Lear, among others, provides the equipment for dealer installations.

Orders From Racks

Larry Finley, head of International Tape Cartridge Corp., told Billboard that the Ford showings have created a growing

(Continued on page 10)

Best Beats Legal Drums Against Starr

By AARON STERNFIELD

NEW YORK—Peter Best, a drummer who was one of the Beatles until replaced by Ringo Starr, has reportedly filed suit against Starr for an alleged libel in the U.S. publication, Playboy. According to Best's manager, Dave Rolnick, head of Mr. Maestro Records here, Best has also filed a second suit against Brian Epstein, the Beatles manager, charging breach of contract.

Rolnick said that both actions

(Continued on page 10)

(Advertisement)



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HIP

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HIP

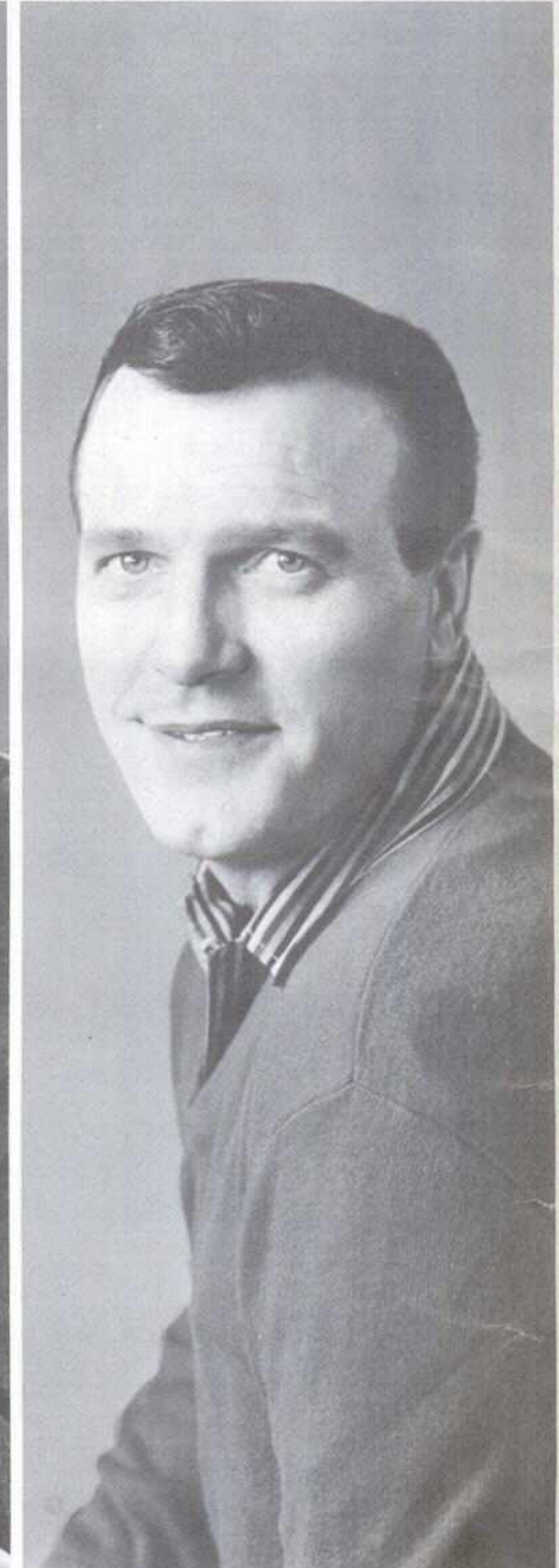
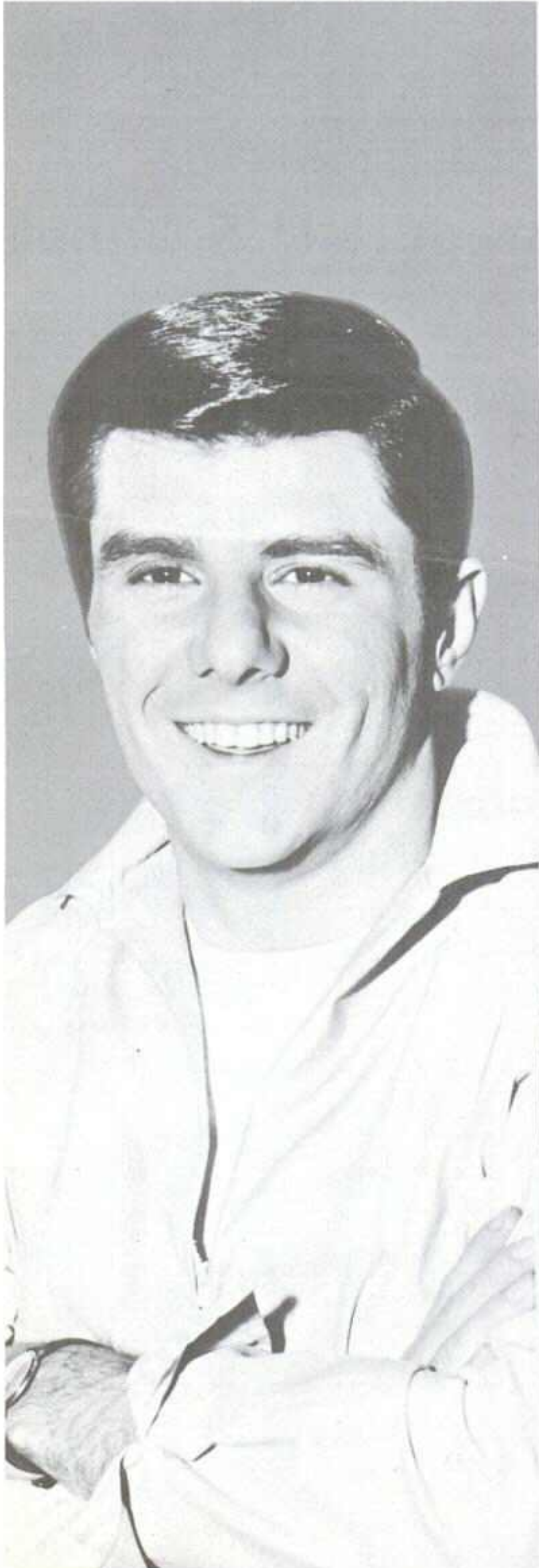
DICK KALLMAN

The Star of his own new network television series, "Hank" sings "You're the One" c/w "Lookin' Around" #8676

HOORAY!

EDDY ARNOLD

"Make the World Go Away" (from his new hit album "My World") LPM/LSP-3466 c/w "The Easy Way" (from his album "The Easy Way") LPM/LSP-3361) #8679



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Prager Takes Over Publishing Position

NEW YORK — Bud Prager took over Monday (20) as vice-president and general manager of the five music publishing firms of Cherio, Warock, Pic, Rytvoc and Llee. All of the firms were organized by Lee East-

Col. Tightens Classical Pace

NEW YORK — The pricing structure of classical records has become more stabilized as result of Columbia Records' adjustment to a 50 per cent margin to retailers. (See separate story in Classical section.) The move now puts Columbia on a more competitive level with such major classical labels as RCA Victor, London and Angel. The price pattern for classical records to retailers usually runs between 37 and 38 per cent off, with some companies giving its distributors an additional 20 per cent rake-off which can be passed on to the dealers. Columbia's flat 50 per cent deal brings it within a few percentage points of its competitors but it now becomes a closer price race than ever before.

Victor had no comment to make on the Columbia move, while Angel took a "we'll wait and see" attitude. London said that it was in the midst of a six-month program but it would probably have to review its pricing practice in view of Columbia's year-round program.

man, music business attorney. The catalogs include such songs as "Never on Sunday," "Mammy," "Caledonia," "I'm Sitting on Top of the World," "In a Little Spanish Town" and "Daddy's Little Girl."

For the past three years, Prager operated his own firm for publishing, personal management, and record production—E. S. Prager Co. Prior to that he was general manager of SESAC for 10 years. Prager scheduled a trip to Nashville in the next few weeks to sign new writers, secure songs and look into possible production deals. Prager has in the past produced rock 'n' roll, country music and gospel music records. At one time, country music was a small field, Prager said, then "suddenly it blossomed. Now Nashville is a good source. They have a feel down there for all types of material."

He said he was surprised that Nashville producers hadn't accomplished more with the current folk-rock trend. "Too, Nashville hasn't come up with any major group to compete with all of the British groups. I think somebody has missed the boat down there."

Monday night, Prager had a producing session set with Atlantic Records. He will, however, limit future production activities in order to concentrate on the publishing firms.

While operating his own firm the past three years, Prager was associated with Ferrante and Teicher. He also produced for Warner Bros. and was associated with Music Publishing Holding Corp.

RCA Fires 175-Title Burst With Release of Stereo 8 Cartridges

NEW YORK—The drive to put stereo tape cartridges into automobiles rolled into high gear this week. RCA Victor fired the opening guns with a barrage of 175 titles in the initial release of its RCA Stereo 8 tape cartridges. The titles are culled from the RCA Victor and RCA Camden catalogs. (This development was revealed exclusively in Billboard's March 27 issue.)

Victor has enfranchised 63 distributors to sell the cartridge with a list price range from \$4.95 to \$10.95 (optional with dealer). The line will be supplemented by additional monthly releases beginning in October. Victor is backing the line with a major advertising - promotion campaign and broad merchandising and sales plans.

It was also revealed that Victor recently had built a tape duplicating plant in its Indianapolis complex to expedite the manufacture of the cartridges.

The program was unveiled by Harry E. Jenkins, division vice-president in charge of marketing, at two-day meetings of the distributors in New York, Kansas City, Mo., and San Francisco. The cartridges are designed specifically for use with the new eight-track stereo players designed for moving vehicles as well as the home. The RCA Stereo 8 cartridges will be backed by a one-year warranty covering manufacturing defects.

The initial release includes both single and "Twin-Pack" double LP equivalents representing every major artist on the label's roster. The RCA Camden product will also be available in both single and



RCA VICTOR STEREO 8 Floor Merchandiser.

"Twin-Pack" double LP equivalents.

Accessories for merchandising include an RCA Stereo 8 floor merchandiser, full-color mounted covers display, consumer catalogs of all Victor and Camden titles through December, permanent loose-leaf catalogs and an RCA Stereo 8 Cartridge Caddy which holds up to 10 cartridges.

The Ford Motor Co., which is offering a dash-mounted radiotape player as optional equipment in its 1966 Mustang, Thunderbird and Lincoln mod-

els as well as a hang-on tape player in Fairlanes, Fords and Mercurys, will have special demonstration tapes and RCA Stereo 8 displays in all its dealer showrooms, and these dealers will make available to every purchaser of a tape player-equipped car a "Twin-Pack of Fine Music," which features Henry Mancini, John Gary, Arthur Fiedler and the Boston Pops Orchestra and Morton Gould and His Orchestra. This Twin-Pack was produced for Ford by Victor.

Included in the advertising-promotion campaign is a distributor contest with eight Stereo 8-equipped 1966 Mustangs as prizes. Full-page advertising is set for music and automotive trades as well as full-page insertions in Life, Time, Newsweek, Sports Illustrated, Esquire, Playboy, Hot Rod, Motor Trend, Rod & Customs, Sports Car Craft, Stereo Tape Log, Harrison Tape Catalog and Phonolog Tape Parade.

Additionally, a color television commercial is scheduled during a pro football game telecast in November, and there will be special materials including mats and radio spots for co-operative local advertising. Point-of-sale materials include the floor merchandiser, window cards, two-color consumer catalogs, streamers and the loose-leaf catalog in color.

New Tape Firm Formed on Coast

SUNNYVALE, Calif.—General Recorded Tape, Inc., has been formed to manufacture and market tapes in all forms and the various facets of the entertainment industry — reel-to-reel, cartridge product for car and home use, and home videotape. The firm will use a write-

in contest offering free trips to music festivals and school scholarships as prizes in its kick-off promotion campaign.

GRT will issue its first product — 60 packages from eight record firms—on Oct. 1. The firm intends to limit the number of labels it represents to 15 at the outset so that each of the firms could benefit from an intensive sales effort and be assured of full inventory.

The new tape company will sell its product to record dealers, disk and tape rack jobbers, and the full tape market through 15 manufacturers representatives. Labels included in the initial release are Atco, Atlantic, Command, Grand Award, Moonglow, Music Guild, Purist and Westminster.

Contest Form
Each tape package — list-priced at approximately \$1 less than the present market—will contain a contest form calling for the buyer to tell in 15 words or less why he likes pre-recorded tape. The award of \$1,000 towards a musical festival trip or a scholarship will be made every next six months.

Tape will be issued at 3¾ and 7½ i.p.s., as the releases warrant. GRT will flash up the fact that it uses "Scotch Brand" polyester or acetate tape exclusively in all its releases.

The firm will start to test-market tape cartridges for car use in January. The company claims to have developed a super high-speed duplicating system for prerecorded tape, permitting tape copies to be made 10 times faster than present methods, and at a considerable saving. It also says it is equipped

to provide high-speed duplication for home videotape, once that market opens.

GRT's executives include president Alan Bayley, who directed the U. S. Minuteman Program for the Fairchild Semiconductor Division; John Spellman, vice-president, former operations manager for Ampex Stereo Tapes; Bernard Quinn, vice-president and treasurer, former general manager of Audio operations for Ampex.

WB-Reprise Appoints Rose

HOLLYWOOD — Warner-Reprise Records has hired Canadian Phil Rose as manager of its international department beginning Oct. 1. Rose is terminating his duties as general manager of the Apex division of the Compo Co. in Montreal.

He is a 15-year veteran of the record business and inaugurated the Apex operation to license seas for release in Canada. He has handled sales promotion and production for such labels as Warner Bros., United Artists, Roulette, Colpix and the now defunct Cadence. Before joining Compo he was in promotion with Metro Disk and was also associated with Maple Leaf Records.

To cover Rose's departure, Compo is making the following changes: Lee Armstrong will handle sales; Ray Smith, promotion and production, and Jacques

Finley's ITCC Adds Orrtronic Cartridge

By LEE ZHITO

NEW YORK—Larry Finley's International Tape Cartridge Corp. has added the Orrtronic cartridge to its tape duplicating and marketing operations, thus giving the firm representation in the three existing car tape systems.

The Orrtronic systems uses eight-track quarter-inch tape which follows a horizontal path (i.e., flat) across the tape heads as opposed to the conventional vertical or upright path used in other cartridges. It is a continuous loop tape, feeding from the inside as it rewinds on the outside with the tape flattening out before it reaches the tape head.

Finley told Billboard he will dispatch this week his initial shipment of 18,000 Orrtronic cartridges to Orrtronic's Opelika, Ala., headquarters, loaded with recordings from the 34 disk catalogs to which he holds tape rights.

Orrtronic has concluded an agreement with "one of the largest catalog direct-mail companies with its own chain of retail stores." This Chicago-based firm will sell both the tape playback units

Entered Field Recently

Finley entered the car cartridge field several months ago

Chenier, local Canadian production.

WB-Reprise topper Mike Maitland cited the combine's growth internationally during the past several years as warranting the strengthening of this department. Walter Kiernan will assist Rose.

with the conventional four-track system using the Telepro cartridge, as does Autostereo and Muntz' StereoPak, among others. He concluded agreement with an impressive roster of labels for the cartridge rights to their catalogs. Earlier this month, as reported exclusively by Billboard, Finley added the Lear eight-track system to his operation in anticipation of Ford Motor Co.'s introduction of Lear-developed eight-track playback (see Billboard, Sept. 4).

By adding the Orrtronic system, Finley's ITCC is now in a position to offer recorded product in all existing forms of the car cartridge field. Furthermore, Finley has concluded a racking agreement with Jesse Selter's National Mercantile Corp. whereby car cartridges will be sold at car dealer locations. Thus far, Selter's racks will carry only the Lear-type cartridges, covering Ford dealerships.

Finley told Billboard that his service to the record companies assures them that their music will be sold to the car market in any form—no matter what type equipment and cartridge is preferred by the consumer — thus the labels won't risk the possible loss of sales because their product doesn't happen to be available in a given form.

Rand to ITCC

NEW YORK—Ray Rand was appointed vice-president and director of marketing of International Tape Cartridge Corp., by ITCC President Larry Finley. He is a veteran of the tape and music industries.

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ARNOLD MAXIN, left, executive vice-president-general manager of Big 3 Music (Robbins-Feist-Miller), wraps up an international music exploitation agreement with Charles Koppelman and Don Rubin. Deal calls for Big 3 representation around the world of songs from the Koppelman-Rubin firms Chardon Music and Faithful Virtue Music.

Columbia Gets Cast LP Rights to 'Charity'

NEW YORK—Columbia Records has picked up the original cast album rights to the upcoming Broadway musical "Sweet Charity." The show was originally scheduled to go into the Capitol Records hopper but it's understood that Capitol bowed out when producers Fryer, Carr & Harris asked for more than the \$200,000 backing the disk firm was willing to put up. The extent of Columbia's backing was not revealed.

This now gives Columbia two original Broadway cast albums

for the coming season. The other is "Dra! The Cat," now trying out in Philadelphia. Capitol, on the other hand, is now riding with only one musical. It is "Skyscraper," which began its tryout run in Detroit last week.

"Sweet Charity" is the Bob Foss adaptation of the Federico Fellini film "Nights of Cabiria." The score was written by Cy Coleman (music) and Dorothy Fields (lyrics) and will be published by Notable Music. It is scheduled to open in New York at the renovated Palace Theater on Jan. 25.

Atlantic Rings Up \$1.6 Million In Orders at Chicago Sales Parley

NEW YORK—Some \$1,600,000 worth of business was written in the recent Atlantic Records two-day Chicago sales meeting, according to company officials. Billings were nearly double that of the 1964 sales meeting.

New album product consisted of 10 Atlantic records, two Atco records and one Volt record.

New singles by Bobby Darin, Esther Phillips, Nino & April, Don Covay, Tony Orlando and Acker Bilk & Bent Fabric were also introduced.

Atlantic distributors ordered 285,000 Sonny & Cher "Look at Us" albums, increasing the sale of the record to 800,000 since it was released six weeks ago.

Distributors and dealer cooperative advertising programs, for both consumer newspapers and radio, were announced at the meeting. The program will be backed by an Atlantic-Atco trade advertising program.

Also announced were the dealer point-of-sale aids—a four-color dayglow silk screen motion display for store windows and LP slicks for jazz, pop and r&b albums.

The eight Atlantic-Atco distributors and their wives will also be eligible to win Euro-

Holiday Manager

RAPID CITY, S. D.—Darol Johnson, who operated Darol's Electronics here for eight years, has been named new manager of Holiday Appliances, Inc., 826 Main St., dealer for RCA Victor and RCA Whirlpool.

Stones, London In New Pact

NEW YORK — London Records has wrapped up the Rolling Stones in a long-term deal for representation in the U. S. and Canada. The group records in England under the British Decca banner.

The group, which has been on the London label since April 1964, had four LP releases which have sold in excess of one million units. They've had seven singles released, foremost of which has been the recent "Satisfaction" which hit the top of Billboard charts within four weeks of its release. A new single, "Get Off My Cloud," is being released this week.

The Rolling Stones are now preparing for another U. S. tour which is scheduled to begin Oct. 28 and run through Dec. 5. London is readying counter displays and promotional material to tie in their Rolling Stones product with the tour.

Kodak Tape in New Packages

ROCHESTER, N. Y.—Kodak sound recording tape is now being packaged in attractive library shelf boxes, protected with a removable yellow sleeve featuring information of the type of tape as well as the playing time at various speeds.

This new packaging, the Eastman Kodak Co. said, is in response to dealer suggestions and market surveys, but mainly to provide tape users a tape box to harmonize with the colors of sound equipment and living room decor. The box is beige-colored with dark brown bindings. The box will remain in standard sizes to fit existing dealer shelves.

WB-Reprise Parley

HOLLYWOOD — An a&r planning meeting has been set for all Warner Bros.-Reprise producers and label executives Oct. 1 at the Apple Valley Inn, Apple Valley, Calif. The short gathering will enable the companies to block out future LP product.

pean trips, based on sales.

A special 15 per cent discount was offered on all new album product and all catalog product sold through Dec. 15. Qualified dealer accounts will get 30, 60, 90-day deferred billing.

London Has a Sizzling Summer

NEW YORK—London Records and its affiliated labels hit a hot selling stride during the past summer. According to D. H. Toller-Bond, label's executive vice-president, June, July and August was the most exciting 90-day period in the company's 19-year history and racked up sales score that went 100 per cent over the take of a similar period last year.

In the breakdown, June sales

'Help' Gets Help

HOLLYWOOD—First it was small band-aids advertising the Beatles "Help!" LP. Now Capitol has developed 18-inch-long car bumper stickers designed as band-aids for the product. The label claims the giant help aids pull off easily from bumpers.

Amy-Mala, Sansu

NEW YORK — Amy-Mala Records will distribute Sansu Records, a newly formed label owned by Allan Toussaint and Marshall Schorn, it was announced last week. The first Sansu release is "What a Sad Feelin'," by Better Harris.

were up 44 per cent, July sales were up 300 per cent and August sales were up 190 per cent.

Walt Maguire, head of pop artists & repertoire and sales, credited the upbeat to the strong selling singles by the Rolling Stones, Marianne Faithfull and the Bachelors on the London label; Tom Jones, Them, Kathy Kirby and Jonathon King on the Parrot label; Willie Mitchell on Hi Records; the Fortunes on Press, and the Sir Douglas Quintet on Tribe.

With sales still rolling in high gear, Maguire expects that he'll be averaging a sales score of 1 million singles a month during the next quarter. He's also banking on a take-off of several new artists. Among them are Freddy Scott & the Four Steps on Marlin; Don Bryant on Hi; Lulu, a 16-year-old English girl, on Parrot, and Jack Bedient and the Chessmen, an American group, on Palomar.

Herb Goldfarb, London's national sales manager, pointed out that during the past summer the label had more LP's on the Billboard charts than ever before in the company's history. Among the label's best selling album

Bill on Arts Subsidy Is Passed by House

WASHINGTON — At long last, the House passed a bill to permit modest federal subsidy of the arts and the humanities. The bill to set up endowments in the fields of art and humanities, already passed in the Senate, would provide up to \$20 million each year for three years. Half would go to the matching of funds for endowment of State and local arts projects. The arts covered include everything from musical and dramatic performance to sound recording, TV and radio, photography et al. An early signing by the President is expected.

Discussion on the floor was overwhelmingly sympathetic and serious, in contrast to a decade of downgrading arts and arts bills in the House. The old-line congressional attackers who jabbed at all subsidy as boondoggling had only one spokesman in this era of the Great Society. Rep. H. R. Gross (R., Iowa) clowed it up with amendments to include belly dancing and poker playing in the arts definition, which were promptly voted down.

Endowments in the arts field will be under advisory direction of a Federal Council on the Arts. Argument arose over the prospect of having Roger L. Stevens, Chairman of the National Advisory Council on the Arts to advise the President, voted last year, serve as chairman of the Endowment advisory council. Some congressmen said this would in effect make Stevens a "cultural Czar" since the bill permits endowment decisions by the chairman with or without approval of the full council.

However, the majority decided to let the reins stay in the hands of the chairman, who will decide when the federal funds can be put up to match those raised by State or local institutions to further the arts. For those cultural "dust bowl" States which have no arts commissions (and there are 24 of them), the bill provides outright, unmatched subsidy of up

to \$25,000 to seed arts development in the State.

Twin arrangements are set up for furthering the humanities—the study of man, his background, language, philosophy, etc. The program will include funds to provide students with first-hand experience in the tools of the artist from looms to tape recorders.

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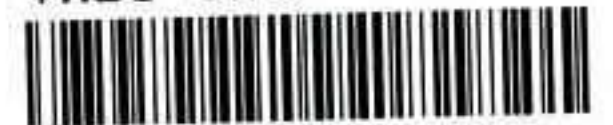
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Accentuates the Wrong Positive

HOLLYWOOD — There was nothing positive about Bob Dylan's new single "Positively 4th Street" here last week. Somehow the wrong parts were sent to Columbia's Santa Maria factory with the result that 17,000 copies of a single with the correct label copy but with a "mysterious" Dylan tune flooded the market.

With all the top 40 stations having played Dylan's first big commercial single, "Like a Rolling Stone," they jumped onto the new product immediately. As a result there was sales reaction on the dealer level for the new product, but the disk jockeys hardly questioned the record in which there was no lyrical mention of the title.

When Columbia discovered the error, the label's promotion men tried to get the single back from the stations. The correct "Positively" disk arrived on Wednesday (15) several days

after the public had been exposed to the wrong record.

KRLA's Dick Moreland said the station was playing both similarly titled disks. "We're calling one 'Positively 4th Street' and the other 'Positively Positively 4th Street,'" he said wryly. Moreland called the incident the best faux pas he's ever encountered.

Cites Dylan's Complex

He said station personnel thought nothing wrong with the first rendition when there was no reference to the title. He cited Dylan's complex writing style for not thinking twice about a lyric which never mentioned the main title. If it was some other artist, he indicated, the station might have become suspicious.

Moreland says the station hasn't the vaguest idea what the title of the mystery record is. A Columbia promotion man indicated the record was not

scheduled for release now as a single or in an LP.

After a few days of airplay, the first "Positively" hit the station's top 30 list. "The wrong record's been selling like hot cakes in the stores," Moreland said.

The station was continuing its play for both versions. "We can't afford not to," Moreland added, "because the first record looks like a hit." Afternoon DJ Dave Hull revealed the mixup on the air Monday (13).

Services Held For Al Manuti

NEW YORK — Funeral services for Alfred J. Manuti, 56, president of Local 802 of the American Federation of Musicians, were held Wednesday (15) here in Cooke's Chapel. Manuti had been president of the local since 1953. He died at his home in Queens Saturday (11).

Local 802 represents musicians of the Broadway theaters, the New York Philharmonic, the Metropolitan Opera, and most of the musicians for recording sessions in New York. Manuti was named by Gov. Nelson A. Rockefeller to the New York State Council of the Arts in 1960. He was a former professional bass player and played for years in night clubs and theater orchestras.

Survivors include his widow, Mrs. Emma Manuti; son, John Manuti; two sisters, Mrs. Anna Baselice and Mrs. Charles Tilley; brother, Dr. Arthur Manuti.

Meeting Mulls Refund Rules

WASHINGTON — A meeting to discuss regulations concerning floor stock refunds of the excise tax on phonograph records was held Friday (17) at the Statler Hilton here, attended by Albert A. Carretta, NARM counsel; Ernest Myers, RIAA counsel; Henry Brief, RIAA executive secretary; Jules Malamud, NARM executive director, and representatives of record companies including RCA Victor, Columbia, Capitol, Decca, MGM and other leading labels.

At the NARM midyear meeting in Chicago (7), the NARM general counsel was directed by the membership to seek an advance ruling on a proposed liberal interpretation of the IRS regulations, or to seek an amendment of the regulations.

The aim is to reduce the amount of paperwork by rack jobbers and distributors in processing forms to their suppliers.

CBS in Greece

NEW YORK — A licensing arrangement for the distribution of CBS Records in Greece has been concluded between the label and Music Box Organization. Negotiating the contract were Harvey Schein, vice-president and general manager of CBS Records, which is the international label of Columbia Records, and Martin Gesar, head of Music Box.



SAM THE SHAM and the Pharaohs were presented a Gold Disk award for Record Industry Association of America certification of "Woolly Bully." Making the award was Mort Nasatir, president of MGM Records. The label also took advantage of the occasion to introduce the group's new single for MGM, "Ring Dang Do."



CHARLES FACH, left, vice-president and product manager of Smash Records in Chicago, and national promotion manager Alan Mink display plaques awarded to the company and artist Roger Miller by the Music Operators of America at their national convention in Chicago last week. The awards are for "Most Popular Artist on Coin-Operated Phonographs" and "Most Popular Record of the Year" (Smash recording of Miller's "King of the Road.")



RESIGNING — Orchestra leader Gerald Wilson, seated, and World Pacific Records general manager Dick Bock conclude a long-term contract for the musician. Wilson has been WP's leading band figure, and the parent Liberty company plans a major build-up for the composer-arranger-conductor.

Keller, Greenfield Sign New Pacts With Col.-SG Music

NEW YORK — Songwriters Jack Keller and Howard Greenfield have signed new long-term contracts with Don Kirshner, president of Columbia Pictures-Screen Gems Music Division. The writers have been under contract to Kirshner since 1958.

As a team, and also in collaboration with other writers, they have 23 Top 10 songs to their credit. Their biggest song was "Everybody's Somebody's Fool," which sold two and a half million copies for Connie Francis on the MGM label.

When Kirshner sold Aldon Music to Columbia Pictures in 1963, it gave Greenfield and Keller an opportunity to write for TV and movies. Last season they wrote the theme for the TV show "Bewitched" and this season they've written music for "Camp Runamuck," "Gidget," "Hazel" and "The Wackiest Ship in the Army."

On the movie side they've written the theme song for MGM's upcoming "When the Boys Meet the Girls" and for Columbia Pictures' "Winter a Go-Go."

FORMAT GUIDE BOWED BY EPIC

CHICAGO — A new juke box Total Location Programming Guide for operators and one-stops was introduced by Epic Records at the annual Music Operators Association meeting here Sept. 10-12. The guide was first produced at last year's MOA convention. However, the new version programs the entire Memory Lane Series, containing popular hits of recent years by Epic artists, as well as little LP's. This year, the Guide also includes a programming schedule of standards taken from Epic albums.

Rich to Sing Hit On 'Shindig' TV'er

MEMPHIS — Charlie Rich will sing his Smash Records hit "Mohair Sam" when he films for "Shindig" next week (20-22), Ray Brown of National Artists Attractions, Rich's agent, reported last week. The "Shindig" show will be aired Oct. 6.

Brown also said booking dates for the Gentrys, a group of Memphis teen-agers, has been pouring in since their single "Keep On Dancing," has hit big in recent weeks. The Gentrys are currently touring in Indiana, Tennessee and Kentucky.

Jerry Lee Lewis, another rock artist booked by Brown, just finished taping his fifth appearance for "Shindig" and is touring, Brown said.



PAUL TRIPP, host of the NBC-TV "Birthday House" show, meets his moppet friends. The occasion was a party hosted by Musicor Records, which has recently released a "Birthday House" album. The album has sold out its initial allotment of 9,000 copies in New York's Korvette chain.

Col. Taking Fall Product Show to N.Y.

NEW YORK — A presentation created by Columbia Records' audio-visual section for the label's recent national sales convention in Miami will be shown here Tuesday (21) for the trade

and the press. The audio-visual section was created as a result of the convention presentation; its services are available to business firms and industries as well as the government. Staff includes Manager Joel O'Hayon; William Levy, manager, marketing services, Columbia special products, and Joseph Carlton, executive producer, Columbia special products. All report to Albert E. Shulman, vice-president, Columbia special products.

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Purcell Opens a Personal Management Office in Nash.

NASHVILLE — Gerard W. Purcell, head of Gerard W. Purcell Associates in New York and Hollywood, opened a personal management office in Nashville last week to handle his growing representation of country artists in recording, concerts and TV.

Eddie Cummings, local promoter, will manage the office, which is in the RCA Victor Building, 806 17th Ave. S.

Purcell is one of the largest concert promoters in the country. Of 125 big concerts this year, he said 50 were country artist shows. These are promoted in co-operation with country music radio stations.

Purcell said his Nashville office would buy country talent for concerts and he would promote them on big country stations, such as WJRX in Newark, and other large stations.

Concerts he is promoting in the near future feature such stars as Al Hirt, Eddy Arnold, Homer and Jethro, Connie Smith, Roger Miller, Boots Randolph, Minnie Pearl, LeRoy Van Dyke, Skeeter Davis and Sonny James.

The Nashville office is to be closer to country music talent mainly for concert and TV work, he said. "I am particularly interested in representing country music talent for TV."

Purcell is personal manager for Al Hirt, Eddy Arnold, Sonny James, Gayle Garnett, and others, and represents Minnie Pearl and Boots Randolph for TV appearances.

Attending the luncheon announcing the office opening were Purcell, Arnold, Cummings; Jack Stapp, president of Tree Publishing Co.; Mrs. Jo Walker, executive director of Country Music Association, her husband, Charles Walker, manager of Station WKDA; Don Bowman, Boots Randolph and local members of press and TV stations.

NARAS Elects Cap.'s Scott

HOLLYWOOD — Francis M. Scott has been named NARAS president for the coming year. The Capitol Records executive succeeds Atlantic's Nesuhi Ertegun.

Other national officers elected by the Academy's 18 trustees include Mickey Kapp, first vice-president; Harold Bradley, second vice-president, and Joel Friedman, secretary-treasurer.

Among the items discussed during the organization's two-day gathering were revisions in the Grammy Awards voting categories and TV representation for the awards.

Savoy Injunction Against Vee Jay

NEWARK, N. J. — Savoy Records on Tuesday (17) in Superior Court secured an injunction against Vee Jay Records on the charge that the latter had recorded artists exclusively contracted to Savoy. The artists named in the cases were Albertina Walker and the Caravans and Professor Alex Bradford.

Case was heard under Judge Herbert, who also ordered an accounting. Herbert reserved decision on the matter of punitive damages asked by the plaintiff. Savoy's case was handled by attorney Jack Cohen.

MGM Expands Children's Line

NEW YORK — MGM Records announced Wednesday (15) an expansion of its children's line. Herb Galewitz has been named manager-produced of the label, MGM Children's Records. Product is being lined up for release after the first of the year.

Galewitz was formerly vice-president and business products manager of Golden Records for six years. Prior to that he was with Pocket Books in sales, administration and promotion.

London Fall Plan Accents LP Catalog

NEW YORK — London Records has put its entire LP catalog into its fall-policy program which standardizes discounts, co-op advertising, dating and returns through Nov. 30. The program will include all subsequent LP releases through November with the exception of Christmas product.

In addition to covering LP's on the London label, the program includes albums on Hi, Parrot, Coliseum and the London Imports Catalog.

The program was launched with 17 new releases, 14 new London items, one new Coliseum LP and London LP specials by the Rolling Stones and the Bachelors.

Herb Goldfarb, London's national sales manager, and Walt Maguire, head of pop artists and repertoire and sales, introduced the program to its entire sales and promotion staff at a meeting held in Chicago on Sept. 10.

ASCAP Meeting

LOS ANGELES — The American Society of Composers, Authors and Publishers will hold a semi-annual West Coast membership meeting Wednesday (29) at 5 p.m. at the Ambassador Hotel here. Stanley Adams, ASCAP president, will report on Society activities.



JULES MALAMUD, NARM executive director, checks latest issue of Billboard with magazine's Bill Courtney during NARM's recent meeting in Chicago.

Marks to Col. Coast Staff

NEW YORK — Larry Marks has been added to Columbia Records artists and repertoire staff on the West Coast. He'll be an associate producer reporting to Allen Stanton, executive producer on the Coast and be responsible for producing pop albums and for related a&r work.

Before joining Columbia, Marks was a producer and arranger for several record companies including Vee Jay and Warner Bros. He was also associated with Barton Music and was under contract to Sinatra Enterprises as a songwriter.

Pitney Draws 17G Advance

PROVIDENCE, R. I. — In spite of the fact that Sonny and Cher dropped out of a 10-city tour lined up by Gene Pitney, show drew a \$17,000 advance in ticket sales. Atlantic Records released a statement Thursday (16) that Sonny and Cher canceled the tour because Sonny was stricken with a throat infection and physical exhaustion.

A spokesman representing the Pitney show stated that the act failed to appear for the first show in Chattanooga. . . . "They didn't give us a chance to replace the act," adding that Sonny and Cher did not notify them they weren't going to appear.

Reportedly, Sonny and Cher signed for the tour two months ago. Since then, based on hit records, they've been receiving more money for personal appearances. The tour contract was renegotiated a few days before the tour and the fee was tripled.

Because of the loss of the hot act, the Pitney show canceled in two cities, local promoters taking a loss.

Decca's Crabb on U. S. Study Tour

NEW YORK — Bob Crabb, of British Decca, is in the U. S. studying the sales, merchandising and discount structure of the record business. He has been seeing disk jockeys, rack jobbers and one-stops to familiarize himself with their operating procedure.

Crabb is going to Montreal to study the Canadian operation before returning to England. During his U. S. stay Crabb has headquartered at London Records and has been conferring with Herb Goldfarb, label's national-sales manager.

Kapp Launches Williams Push

NEW YORK — Kapp Records has launched a major promotion and merchandising drive for Roger Williams Month, which ends Oct. 15.

The promotion, marking the 10th anniversary of Williams' first singles hit, "Autumn Leaves," includes extensive radio spots with listener contests, local co-operative advertising in key markets, trade and consumer advertising, and a major in-store display campaign.

Distributors and their sales and promotion help are participating in a sales incentive program.

A new version of "Autumn Leaves," featuring a choral background with Williams on piano and an orchestra, is tied in with the promotion. The flip side of the record is Williams' original "Autumn Leaves."

Local promotion is planned when Williams makes personal appearances during the campaign.

Williams' latest album, "Summer Wind," will be plugged in the drive, and his other product will be featured.

ATTENTION —

Recording Artists, Independent Record Producers, Independent Record Promotion Men, Independent Press Agents Handling Recording Talent, Personal Managers, Booking Agents

Billboard's 1965 International Record & Talent Showcase will be published this fall. As in the past, it will be a comprehensive listing of recording artists and leading music business personalities. If you fall in any of the above categories, we'd like to include you in the directory. There is no charge for the service.

If you are eligible for listing, please fill out the form below and mail it to Billboard Talent Showcase, 165 W. 46 St., New York 10036 as soon as possible. To insure listing, all returns must be in by Sept. 27.

NAME _____
 ADDRESS _____
 TELEPHONE NO. _____
 CLASSIFICATION (List artist, record producer, promotion man, press agent, personal manager or booking agent.) _____

If you are a recording artist, please list following:

Name of personal manager	Address	Phone
Name of booking office	Address	Phone

If you are a press agent or promotion man, please list four of the largest talent or record accounts you've handled for periods of six months or more.

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and

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TAPE CARTRIDGE TIPS

by Larry Finley

Connie Francis sent a note to ITCC from the Sahara Hotel in Las Vegas where she is now starring, and we thought it would be interesting reading for BILLBOARD readers.

"Dear Larry:

I really received the thrill of thrills the other night when the executives of the Sahara met me at the airport in an automobile that was equipped with Auto-Stereo.

Getting into the car, I was most pleasantly surprised to hear my new MGM album, 'Connie Francis Sings All Time International Hits.' Hearing it in the car was just like riding in a 'bubble of sound.' I really didn't know that the latest albums were available on ITCC tape cartridges, and want to compliment you on being on the ball in the way you are running your company.

Would you be kind enough to airmail four copies of this cartridge to me at the Sahara, and send a couple to George Scheck in New York so that I may have them when I return.

Fond wishes to your lovely wife.

Love,

(Signed) Connie"

The above is self-explanatory. Connie, as well as many of the artists, express surprise as to how quickly we get the new releases out. These new releases are available in the Fidelipac four track, Lear Stereo 8 and Orrtronic eight track.

There are many other reasons why ITCC is the fastest growing and most aggressive company in the industry. If you would like to find out more about how we can help you grow too, why not drop us a line?



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RCA to Wax 6 Concerts of Choral Fest.

NEW YORK—RCA Victor will record the six concerts of the first International University Choral Festival which begins at Lincoln Center's Philharmonic Hall on Sept. 20. According to Roger Hall, manager of Red Seal artists and repertoire, material for a one or two LP album release will be assembled from the tapes of the concerts.

Twenty university choruses from 15 nations perform during the festival which will wind up Sept. 26 when the 850 members join forces in a group of special choral works.

Marshall Bartholomew, founder of the International Student Musical Council and former director of the Yale Glee Club, is honorary festival director. G. Wallace Woodworth, professor of music at Harvard University and former conductor of the Harvard Glee Club and Radcliffe Choral Society, is the festival's music director. Festival director for Lincoln Center is James R. Bjorge.

Howard Scoot, Red Seal artists and repertoire producer, will supervise recordings of the programs.

Lear Cartridge

• Continued from page 1

tide of orders from Ford dealers for racks containing packages which would fit the Lear-designed machine. Finley and Jesse Selter recently concluded a tape rack deal to service Ford outlets with multilabel products. The Ford dealers, of course, will carry an inventory of RCA Victor recordings duplicated in cartridge form (see separate story). Ford dealers apparently feel the more labels they can offer their customers the better the sales potential.

Gall told Billboard that his company is currently rolling 500 units off its production belt, and within a month, will step it up to 2,000 a day. Early next year, he expects to hit the 3,000 daily mark. He is currently setting distribution deals for the equipment.

He said his firm is committed to deliver 4 million cartridges within the next eight months.

An initial run of 100,000 cartridges is being delivered by RCA Victor to the Ford Motor Co., it was learned. Each cartridge-equipped car will contain one cartridge, thus providing some indication as to the number of factory-installed units Ford participates selling.

MGM Has Boom Months

NEW YORK—MGM Records and its affiliated labels reported more than \$3 million in sales during July and August, according to President Mort L. Nasatir. The firm has had two No. 1 records on the "Hot 100" chart this year — "Mrs. Brown You've Got a Lovely Daughter" and "I'm Henry the VIII, I Am," both by Herman's Hermits. However, three singles have received certification for more than one million sales by the Record Industry Association of America, this included "Woolly Bully," by Sam the Sham and the Pharaohs.

This week, MGM has seven singles on the "Hot 100" chart and 11 albums on the Top LP's chart. Among the currently hot artists of the firm are the Ani-

Miller Intl. Sold to Al Sherman

• Continued from page 1

firm. The price reportedly was "well over \$1 million."

Miller will set up an independent production firm which will turn out product exclusively for Budget Sound, a subsidiary of Record Sales.

The sale does not affect Miller's other holdings. These include a pressing plant in Runne-

mede, N. J.; Miller International Schallplatten GmbH, a German budget label with headquarters in Hamburg, and Transit Tape, a tape cartridge manufacturer.

M-I personnel will remain substantially the same, with Joe Bart continuing to handle Eastern sales. Miller will stay on for administrative work and to work with foreign licensees.

Domestic labels involved in

the transaction are Somerset, Stereo Fidelity, Audio Spectrum and Aria Senza Voci.

In a letter to distributors and rack jobbers, Miller said that all exchanges and returns would be honored by Budget Sales. He said that some 150 new releases are planned for 1966.

Under the new arrangement, Miller will devote most of his time in the development of new product.

Arrangement with foreign affiliates in 71 countries will be unchanged. In its 10 years of operation, Miller International labels have sold some 100 million records throughout the world.

Mad, Mad Whirl for Disk Talent

• Continued from page 1

Kallman. He debuted in title role of "Hank" on NBC-TV, and RCA Victor had his first single on the market last week. The same applies to Avery Schreiber, who made his debut as co-star of "My Mother, the Car," which premiered on NBC-TV last Tuesday (14). He's signed to Columbia Records and has cut an LP titled "In One Head and Out the Other." And Capitol Records will be banking on the TV impact of singer Dick Roman. He's been signed for a once-a-month appearance on "Jackie Gleason Show," aired Saturdays on CBS-TV. United Artists has Don Adams, who debuted Saturday (17) in "Get Smart" on NBC-TV.

The new TV season is also bringing in new shows with artists who have been tied to disk deals and the companies are hoping for video success to help

Best Beats Drums

• Continued from page 1

were presented by his London solicitor, a Mr. Walker, to Queens Counsel and were served on the plaintiffs. The British press, however, has made no mention of the action.

Geoffrey Ellis, personal assistant to Epstein, said that he had "heard intonations of the suit," but that, to the best of his knowledge, no papers had been served on Epstein.

Meanwhile, Best has formed the Pete Best Combo and this week released a single on Mr. Maestro, "I Can't Do Without You Now," backed with "Keys to My Heart."

Atl-Atco Acquires

NEW YORK — Two masters were acquired for national distribution by Atlantic-Atco Records this week: "Do the Duck," with the Autographs on Joker, and "I'm Hurt," with Little Tommy on Sound of Soul.

The Joker disk was acquired by Jerry Wexler, Atlantic vice-president, from Ralph Kaffel of Vault Records. It will be distributed by Atlantic.

promote their releases. Among them are Warner Bros. Records artist Bill Cosby, who debuted last Wednesday (15) in "I Spy" on NBC-TV; Reprise's Dean Martin, who launched a weekly variety show Thursday (16) on NBC-TV; Mercury's Smothers Brothers, who have a Friday series going for them on CBS-TV; Columbia's Steve Lawrence, who debuted his variety series on CBS-TV last Monday (13); Columbia's Robert Horton, who's being seen on ABC-TV in "A Man Called Shenandoah" every Monday; Decca's Burl Ives, who has a Friday night series called "O.K. Crackerby" on ABC-TV.

TV Holdovers

Among the TV holdovers who will continue to double in disks are RCA Victor's Lorne Greene, still riding on NBC-TV's "Bonanza"; MGM's Richard Chamberlain, who continues as "Dr. Kildare" on NBC-TV; Columbia's Andy Williams and Jimmy Dean, who run their own variety shows on NBC-TV and ABC-TV, respectively; Vince Edwards, who rules the Rx roost



RCA VICTOR RECORDS celebrated the signing of TV star Dick Kallman with a New York party and talking shop above are, from left, Kallman; Irwin Tarr, manager of planning and merchandising for RCA Victor; and Harry E. Jenkins, division vice-president of marketing for RCA Victor. Kallman stars in NBC-TV's "Hank" series.

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Philly Fest Is Strong In Attendance, Talent

PHILADELPHIA — While much may be desired for the critic from the standpoint of presentation and showmanship, the unevenness that characterized the offerings of the fourth annual Philadelphia Folk Festival two weeks ago made no dent in the interest and response manifest by the aficionados of the folk music idiom. Moreover, they filled the pastures of the Wilson Farm in suburban Paoli to overflowing for the two big night concerts.

Nor was anything left to be desired as far as box-office draw was concerned. The kick-off concert on Friday night (10) with Theodore Bikel and Mississippi John Hurt the headliners, attracted some 7,000 buffs—mostly kids in late teens and a smattering of adults. Saturday night, with Judy Collins, Phil Ochs and the Mitchell Trio among the bigger names offered, brought an even bigger crowd. Save for the few hundred folding chairs that go for an additional 75 cents, some 9,000 buffs squatted on the meadowland. And with some 2,000 turning out for a variety of Saturday afternoon folk workshops, and the Sunday daytime sessions of spiritual music and children's play party held down to about seven or eight hundred because of threatening rains, it all adds up to a crowd of 19,000 or so.

The money count hasn't been worked out yet. While there

was a \$10 package price for everything, not counting the folding chairs, tickets sold at \$4 for each of the night concerts and at \$2 for the workshops and an equal charge for Sunday.

In view of the fact that the Festival is put on by "a bunch of amateurs," by their own description of the sponsoring Philadelphia Folksong Society—and the presentation shows the amateur influence excepting for the performers themselves—drawing 19,000 at such prices is not hay. Since the sponsoring Society is a non-profit organization, and the performers recognizing that factor undoubtedly pare down their asking fees, the profits support community service programs and the Folklore Department of the University of Pennsylvania.

While it was the freedom songs and the songs of protest that evoked the greatest response from the multitudes, there was much more than songs of social or political significance in the dozen "acts" offered each night. This year, there was a marked ethnic flavoring blending with the traditional mountain music and the Negro blues, particularly in the well-received Irish song offerings of Margaret Barry with fiddler Michael Gorman; Dierdre O'Callaghan, another Irish colleen; and Jean Ritchie, a

(Continued on page 65)

Miriam Makeba A Standout At Village Gate

NEW YORK—Miriam Makeba, South African artist who records for RCA Victor, turned in an electrifying performance at her Village Gate opening show Thursday night (9), as a capacity house cheered, stomped and clapped with wild abandon after every number.

Miss Makeba drew heavily on the South African folk material that has made her a strong album seller. She also sang English language ballads written by her bass player, Bill Solter. As a fillip, she did a comic Austrian folk song (English words) about a dying husband and his wife who isn't too much concerned with the impending event.

The vocal group which worked with Miss Makeba and Harry Belafonte in her latest Victor album joined in for three numbers, winding up with a spirited "South African Miners' Boot Dance."

Miss Makeba's husband, composer-trumpeteer Hugh Masekela, opened the bill with his quartet. The group played South African material in the jazz idiom. Masekela displayed a fine trumpet technique, and coupled it with an imaginative performance. Others in the combo—Larry Willis on piano, Hal Dodson on bass and Makaya Nthoko on drums—are also accomplished jazz musicians.

AARON STERNFIELD

Gloria DeHaven Scores Solidly

NEW YORK—Gloria DeHaven, who's been singing in films and clubs since the late 1940's, displayed a substantial voice and a high degree of showmanship at her Phone Booth opening here Monday night (13).

Miss DeHaven displayed nostalgia, good taste and feeling for standards like "Can't Get Out of This Mood," "You Make Me Feel So Young," "More Than You Know" and special lyrics for "Ipanema." Why she's never scored on records is somewhat of a mystery. She has the equipment of a good, solid standard singer.

AARON STERNFIELD

P, P & M Grosses \$211,000 In 1st Half of Global Tour

NEW YORK—The first half of Peter, Paul and Mary's world tour has grossed \$211,000. The tour included two concerts in Honolulu and eight in Australia, all within a period of 16 days. Each concert was a sellout in advance of the playdates.

In Honolulu's Waikiki Shell on Aug. 20 and 21, the trio grossed a total of \$31,000 drawing 12,000 people. In Australia the trio played eight concerts in five cities grossing \$180,000. They grossed \$75,375 in Sydney on Aug. 25 and 28; \$19,125 at the Festival Hall in Brisbane on Aug. 27; \$21,375 for two concerts in Adelaide on

Aug. 31 and Sept. 1; \$50,625 for two concerts at Melbourne's Festival Hall on Sept. 2 and 3; and \$13,500 at Perth's Capital Theatre Sept. 4.

Peter, Paul & Mary also taped a TV special in Melbourne. It will be shown at a later date.

The tour concludes in England on Oct. 3. The trio ended a week's engagement at Paris' Olympia Theatre on Sept. 15 and continue with nine concerts and several TV shows in England from Sept. 19 through Oct. 3.

PEOPLE AND PLACES

Charles Strouse and Lee Adams, writers of "Golden Boy," and Tom Jones, lyricist of "The Fantasticks," will kick off the first session of the ASCAP Symposium on American Music Oct. 4 at New York's Judson Hall. Their topic will be the American Musical Theater. . . . Bob Scerbo will head Musicor Records' production department, not the promotion department as erratummed in last week's issue. . . . Six top executives of the Willima Morris Agency based in New York were on the Coast last week for a series of meetings on forthcoming programs. The executives making the trip were Nat Lefkowitz, senior executive officer in the East; Wallie Jordan, head of the TV department, and TV sales executives Leonard Kramer, Sol Leon, Lou Weiss and Larry Auerbach. . . . Added to the bill of "The Festival of Stars," sponsored by the Conference of Personal Managers East, are Woody Allen, Phil Foster, Edye Gorme, Steve Lawrence, Jackie Mason, Jane Morgan, Kate Smith, Jerry Vale. Sammy Davis and Jimmy Dean had been set earlier. . . . The concert by the Supremes scheduled for New York's Philharmonic Hall on Oct. 15 will be produced by Trude Heller and Gary Keys. Mal Braveman is handling publicity for the concert. . . . Liza Minnelli is debuting her nightclub act at the Shoreham Hotel, Washington. She's set for dates at the Latin Casino, Cherry Hill, N. J. (Oct. 18-28); Shamrock-Hilton, Houston (Nov. 4-18); Coconut Grove, Los Angeles (Nov. 23-Dec. 7); Sahara Hotel, Las Vegas (Dec. 26-Jan. 26); Plaza Hotel, N. Y. (Feb. 9-March 8) and the Deauville Hotel, Miami Beach (March 12-22).

Tony Orlando scheduled to do West Coast TV shows plugging his new Atco release "Think Before You Act." . . . Abbey Lincoln opens at Joe Wells' Club in Harlem on Sept. 21. . . . Comedian George Kirby headlines at the Act IV in Detroit until Sept. 25. . . . The Lovin' Spoonful set for a tour of England from Oct. 17 to Nov. 7. . . . Guy Pastor touring the East to promote his latest Audio Fidelity single, "Weep." . . . Chico Holiday, out on the Karate label with "500 Miles," is appearing at the 500 Club in Detroit. . . . Personal manager Bernie Lang became the father of a son, Michael Bernard, Sept. 8. . . . Joe Newman Quartet at the Embury West, a new live jazz showcase in the Hotel Forrest. . . . Bobby Goldsboro will be in New York at the end of September to cut a new United Artist album. . . . Singer Patti Jerome debuts her "Pink Moue Room" atop the Disc A Go-Go nightclub in New York on Sept. 22. . . . Johnny Ray to appear at the Tropicana Hotel in Las Vegas for four weeks starting Oct. 5. . . . The Kim Sisters are currently at the Roosevelt Hotel in New Orleans. . . . Sol Yaged's jazz group are appearing at the Bistro Bar in the World's Fair's Bourbon Street.

Mary Wells guests on ABC-TV's "Shindig" on Sept. 25. . . . Connie Francis will be at the Diplomat Hotel, Hollywood, Fla., Dec. 24-31. . . . Jerry Vale will make his eighth appearance on Ed Sullivan's CBS-TV show on Nov. 14. . . . The Highwaymen will guest on Merv Griffin's TV show on Oct. 18. . . . Jack Adato's orchestra will be at New York's Roundtable through Oct. 2. . . . Miles Davis' drummer, Tony Williams, is now booking himself and his group as the Anthony Williams Trio. They open at the Village Vanguard on Sept. 21. . . . Joan Rivers is set for three weeks at the hungry i starting Dec. 27. . . . Woody Allen does a concert at Franklin and Marshall College, Lancaster, Pa., Oct. 2. . . . Victor Borge set for the "Bell Telephone Hour" on Oct. 24.

MIKE GROSS

Mantovani in US For Ninth Tour

NEW YORK—Mantovani is back in the U. S. for his ninth annual tour. As usual, London Records will tie in with the tour to promote its catalog of 40 Mantovani LP's as well as the British maestro's current release, "Mantovani Ole."

The tour, which is handled by Columbia Artists Management, began on Sept. 18 in Poughkeepsie, N. Y., and will wind up at New York's Philharmonic Hall on Nov. 28. Mantovani's concerts will cover 62 cities.

The maestro was welcomed back to the U. S. last Wednesday (15) at a cocktail party hosted by London Records at the Essex House here.

Brothers Four Are Gung Ho in Japan

NEW YORK—The Brothers Four, Columbia Records artists, are currently completing their third tour of Japan. Before leaving for the Orient, the group was advised by promoter Tats Nagashima that all of their 18 performances were sold out and additional dates were requested.

The popularity of the Brothers Four in Japan stems from the success of their record releases there. They first toured the country in 1962 when the

Morgana King Kicks Off Cafe's Season in Style

NEW YORK—Kicking off the fall season at Basin Street East on Sept. 10, Morgana King opened to a packed house which greeted her with a standing ovation.

Her smooth, carefully planned act is based upon familiar standard material, dramatically colored by her unique and distinctive four-octave vocal range. Her authority, command and exceptional treatment of "Lazy Afternoon" and "Taste of Honey" vividly illustrate her music ability. Humor and versatility were obvious through her sly, tongue-in-cheek rendition of "Girl From Ipanema," done with a special lyric. The blending of "When the World Was Young" and "Young and Foolish" was another show-stopper. With strong support from guitarist-conductor Gino Bertocini, and Benny Arnov at the piano, Miss King is short on talk and long on music.

Scoring heavily with his material was comic Redd Foxx. The big, powerful band of Manynard Ferguson rounded out a well-booked package.

DON OVENS

guitar-banjo sounds were just catching on.



MICHAEL CAINE, star of the Universal film, "The Ipcress File," studies a copy of the Decca soundtrack album featuring score by John Barry.

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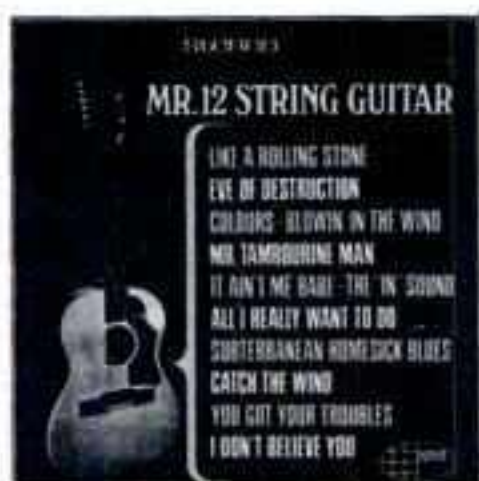
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AND
THE DELEGATES

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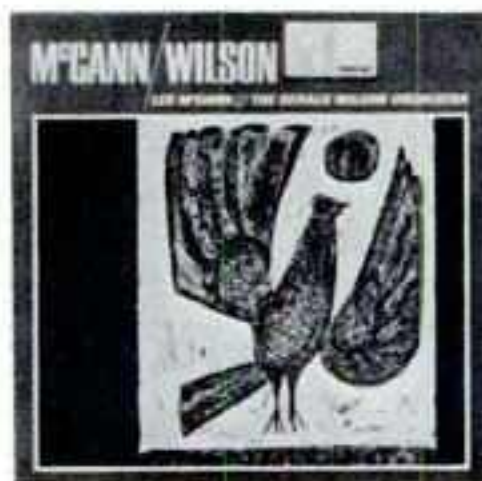
World Pacific's Great Fall Releases



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WPS-21835/WP-1835



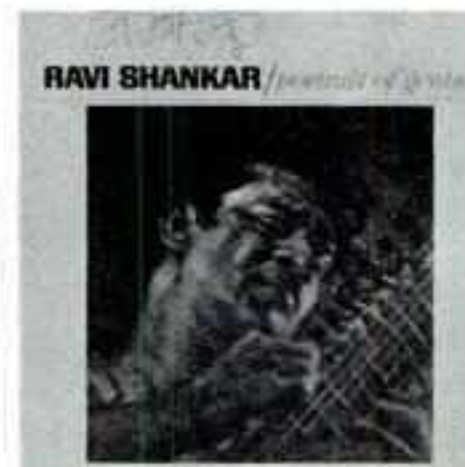
MONTEREY JAZZ FESTIVAL ORCHESTRA
feat. Dizzy Gillespie
ST-93/PJ-93



MCCANN/WILSON
Les McCann and Gerald Wilson
ST-91/PJ-91



SAMBOU . . . SAMBOU
Joao Donato
ST-90/PJ-90



PORTRAIT OF GENIUS
Ravi Shankar
ST-1432/WP-1432



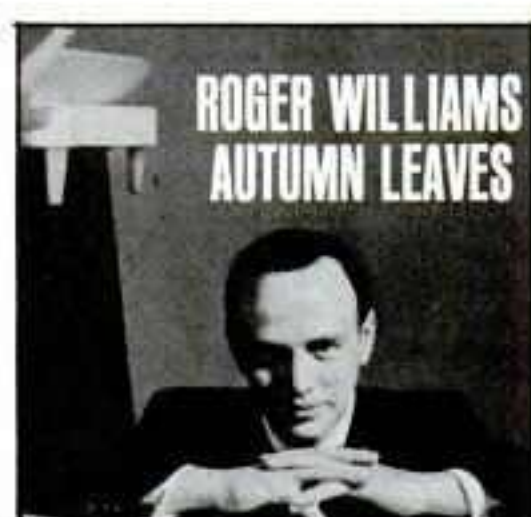
IT'S TOUGH TO BE WHITE
John Barbour
WP-1834



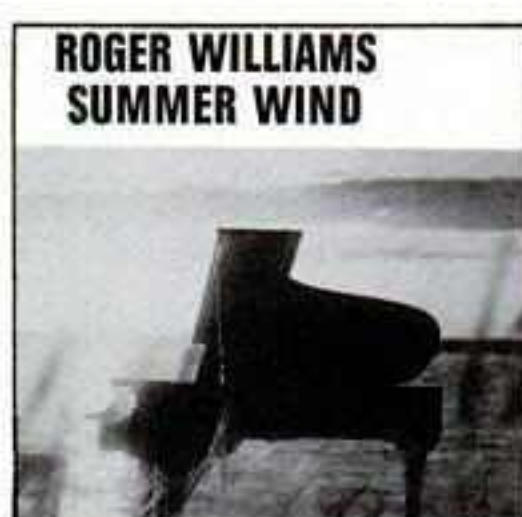
It's the tenth anniversary

September 15th to October 15th is Roger Williams month from coast-to-coast.

Display and promote these famous Roger Williams albums:

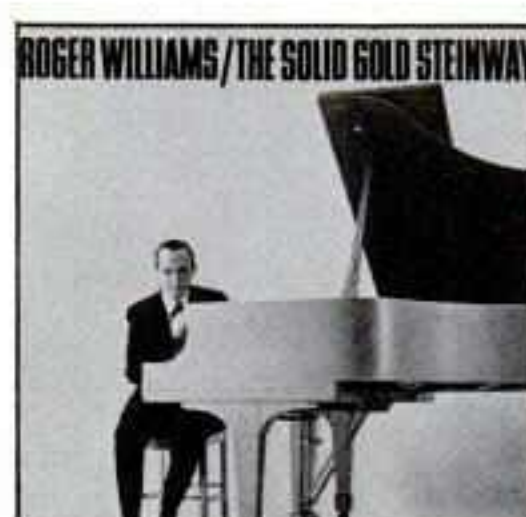


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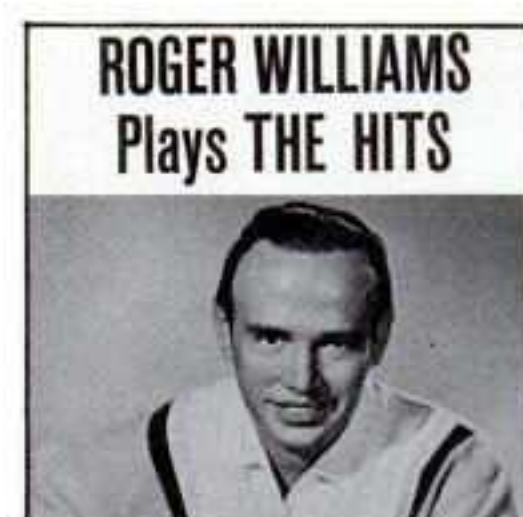
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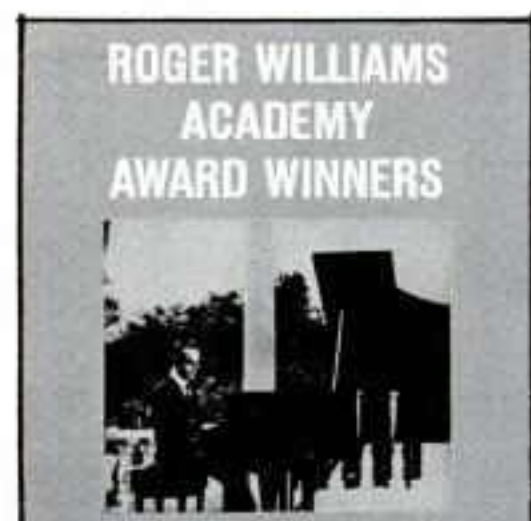
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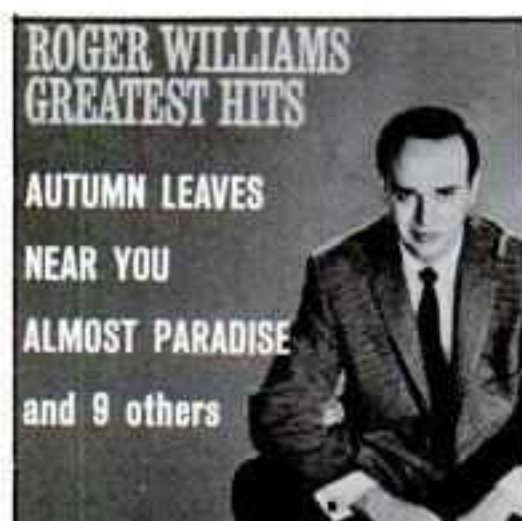
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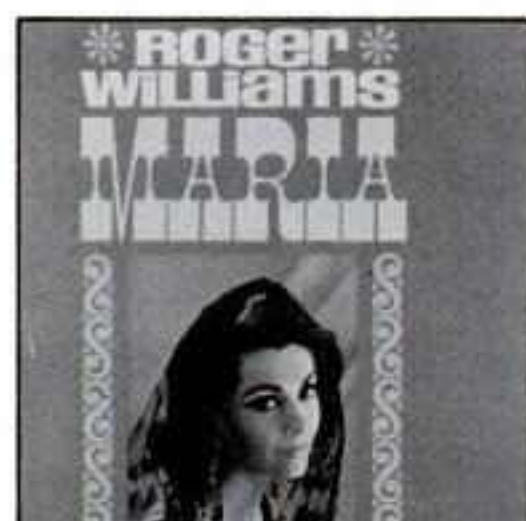
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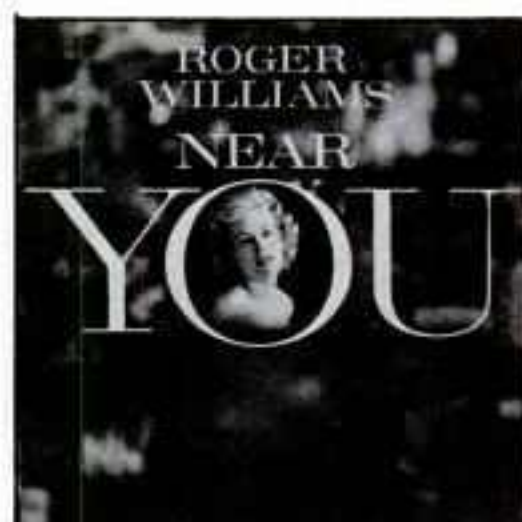
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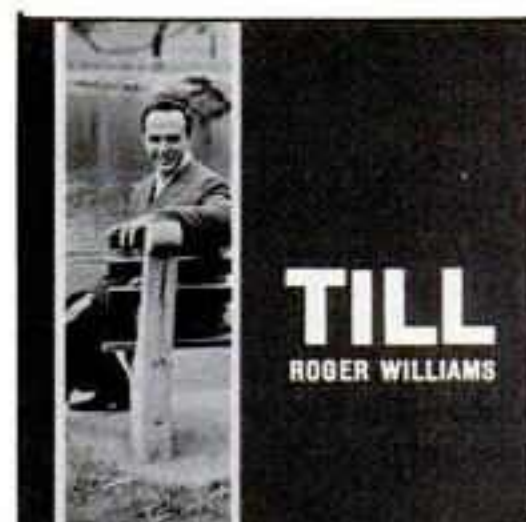
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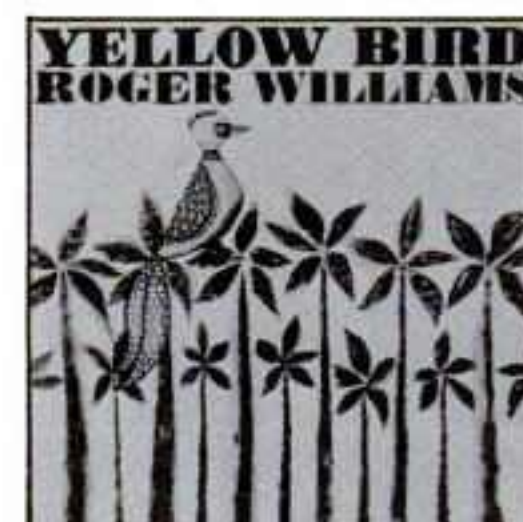
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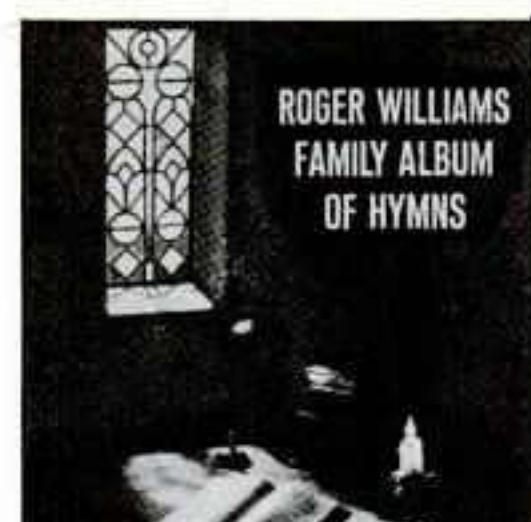
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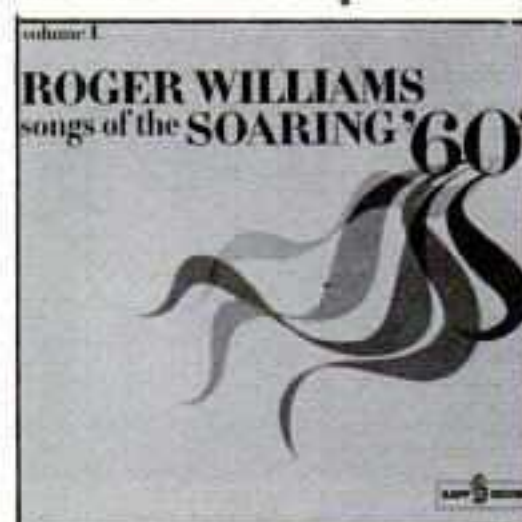
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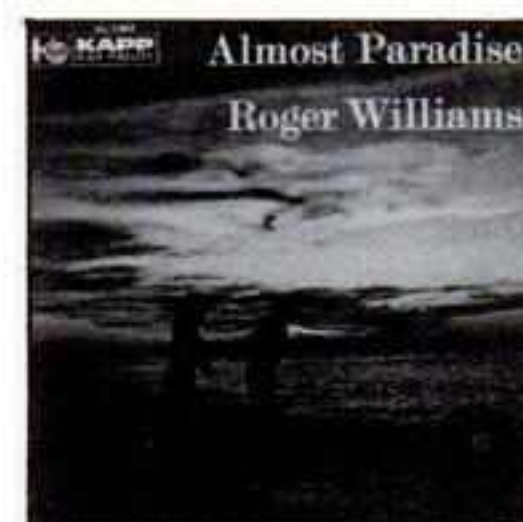
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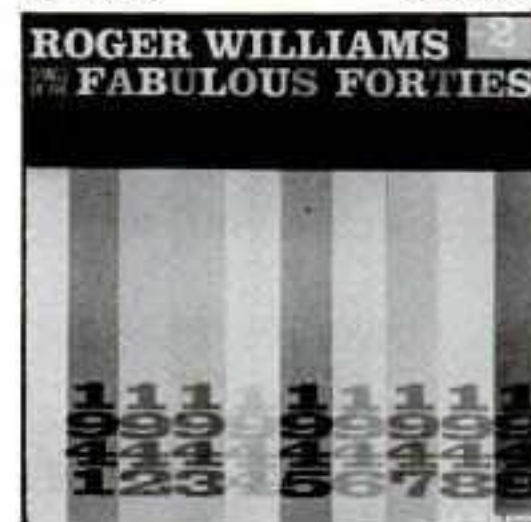


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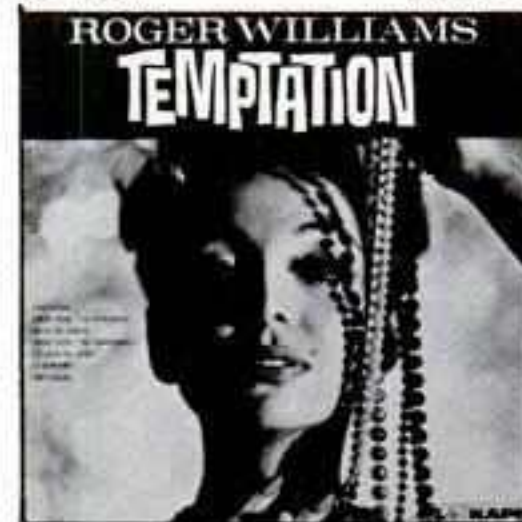


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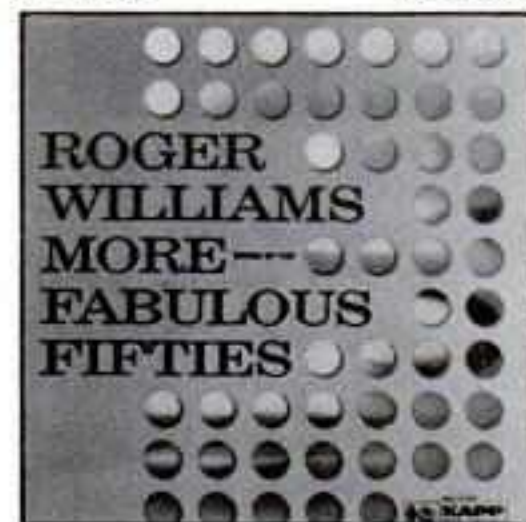
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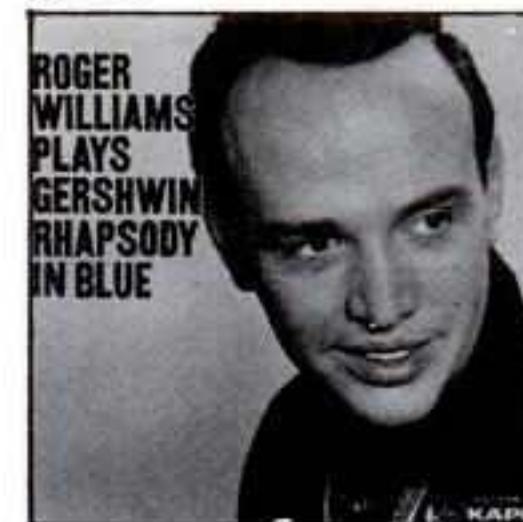
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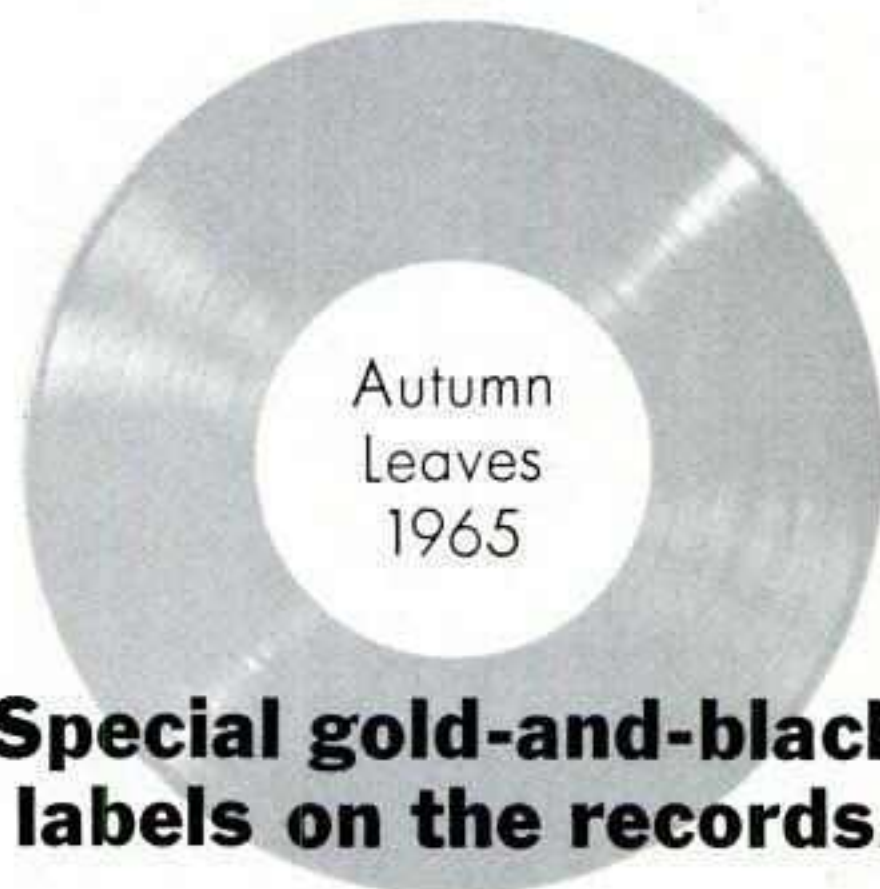
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SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 106—Last Week, 131

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

POP SPOTLIGHTS

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

SAM THE SHAM AND THE PHARAOHS—RING DANG DOO (Valley & Beckie, BMI)—Group should equal their "Wooly Bully" smash with this pulsating rouser with powerful dance beat, wailing vocal and sax work. Rocks all the way! Flip: "Don't Try It" (Beckie, BMI). **MGM 13397**

JOHNNY RIVERS — WHERE HAVE ALL THE FLOWERS GONE (Fall River, BMI)—Change of pace for the "Seventh Son" winner is this rhythm version of the Pete Seeger folk classic. Excitement and solid dance beat should spiral this one up the chart rapidly. Flip: "Love Me While You Can" (Rivers, BMI). **Imperial 66133**

JAN AND DEAN—I FOUND A GIRL (Trousdale, BMI)—With driving dance beat rhythm and a happy lyric from the pen of the "Eve of Destruction" composer the duo has a top of the chart contender. Flip: "It's a Shame to Say Goodbye" (Screen Gems-Columbia, BMI). **Liberty 55833**

BACHELORS — CHAPEL IN THE MOONLIGHT (Shapiro-Bernstein, ASCAP)—Right up the alley of their successful "Marie," the trio have another winner in this revival. Rhythm backing makes the ballad a dance success as well. Flip: "The Old Wising Well" (Bernice, BMI). **London 9793**

LITTLE ANTHONY AND THE IMPERIALS—I MISS YOU (Leeds, ASCAP)—Powerful lush 101 string production revival of the evergreen has a smash hit sound throughout. Strong follow up to "Take Me Back." Dramatic vocal performance. Flip: "Get Out of My Life" (South Mountain, BMI). **DCP 1149**

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

BRENDA LEE—RUSTY BELLS (Pincus, ASCAP)—Emotional vocal performance of a well-written ballad serves as a powerhouse follow-up to her "Too Many Rivers" hit. Strong production. Flip: "If You Don't" (Music City, ASCAP). **Decca 31849**

NANCY SINATRA — SO LONG BABE (Criterion, ASCAP)—Watch this new pop sound for the singer! Should put her on the charts in rapid fire! With powerful Lee Hazlewood material and the feel of the Cher hits, this one has a strong driving dance beat and a lyric aimed at the teen market to boot. A blockbuster! Flip: "If He'd Love Me" (Linduane, BMI). **Reprise 0407**

MANFRED MANN—IF YOU GOTTA GO, GO NOW (Witmark, ASCAP)—This hard beat Bob Dylan material has all the earmarks of a smash hit that will spiral the group up the charts once again. Their hottest contender since "Sha La La." Flip: "The One in the Middle" (Gallico, BMI). **Ascot 2194**

LENA HORNE—SAND AND THE SEA (Unart, BMI)—Listen carefully to this one! The class artist performs commercial material in today's pop vein. Production ballad has the feel of the Jackie DeShannon and Petula Clark successes. Has smash hit possibilities that fit all programming and pop market sales. Flip: "Softly as I Leave You" (Miller, ASCAP). **United Artists 911**

BOBBY DARIN — WE DIDN'T ASK TO BE BROUGHT HERE (T. M., BMI)—Marking his Atlantic debut, Darin has his greatest chance for the charts since "Mack the Knife." In the current commercial protest vein, he excels with his own composition backed by a hard driving dance beat. Flip: "Funny What Love Can Do" (T. M., BMI). **Atlantic 2305**

ARTHUR PRY SOCK—ONLY A FOOL BREAKS HIS HEART (Unart, BMI)—**OPEN UP YOUR HEART** (South Mountain, BMI)—Two equally strong ballad sides to follow up "It's Too Late Baby, Too Late." Backed by lush string arrangements, he should climb the charts with both sides. **Old Town 1185**

ESTHER PHILLIPS—LET ME KNOW WHEN IT'S OVER (South Mountain, BMI)—Wailing vocal performance that builds on this well-written Teddy Randazzo-Bobby Weinstein blues ballad. Backed by lush strings and solid back beat, this one should surpass her "And I Love Him" hit. Flip: "I Saw Me" (Mixer-Glad, BMI). **Atlantic 2304**

IMPRESSIONS—JUST ONE KISS FROM YOU (Chisound, BMI)—Powerful ballad entry that should meet with the same success as their "People Get Ready" hit of last March. Strong vocal reading and production backing. Flip: "Twilight Time" (Porgie, BMI). **ABC-Paramount 10725**

PETER, PAUL & MARY — EARLY MORNING RAIN (Witmark, ASCAP)—Hot chart contender is this top performance by the trio on Canadian Gordon Lightfoot's strong light rhythm ballad. Smooth, easy-go vocal has appeal for all. Flip: "The Rising of the Moon" (Pepamar, ASCAP). **Warner Bros. 5659**

TONY ORLANDO — THINK BEFORE YOU ACT (South Mountain, BMI)—Debuting on the Atco label, Orlando stands his strongest chance to date to hit the charts with great impact. His exciting emotion-packed reading of the production ballad backed by full chorus and strings is a definite winner! Flip: "She Loves Me (For What I Am)" (Cotillion, BMI). **Atco 6376**

WALKER BROS.—MAKE IT EASY ON YOURSELF (Famous, BMI) — The Bacharach-David ballad gets a good pop going over by the Walkers currently rushing up the British hit charts. The well produced and performed entry should have same impact on the U. S. Flip: "But I Do" (Arc, BMI). **Smash 2000**

KETTY LESTER—I'LL BE LOOKING BACK (Equinox, BMI)—The "Love Letters" gal debuts on Tower with much impact via this driving blues performance. She wails, and the pulsating beat should hit hard and fast in both pop and r&b markets. Flip: "West Coast" (Equinox, BMI). **Tower 166**

CRYSTALS—MY PLACE (Regent, BMI)—The group of "Uptown" and "He's a Rebel" fame return to records with powerful discotheque material that should have no trouble finding its way up the charts in short order. Exciting production! Flip: "You Can't Tie a Good Girl Down" (Ridge, BMI). **United Artists 927**

THE SILKIE — YOU'VE GOT TO HIDE YOUR LOVE AWAY (Maclean, BMI)—Written, produced and backed instrumentally by two of the Beatles, this English group can't miss with this strong rock-ballad material from the film "Help!" Powerhouse debut. Flip: "City Winds" (Jaep, BMI). **Fontana 1525**

THE CHANGIN' TIMES—PIED PIPER (Chardon, BMI)—Right up the Dylan alley of successes, this folk-rhythm winner can't miss. Produced by the team of Koppleman-Rubin, this hard rocker is aimed at the top of the charts. Exciting group sound. Flip: "Thank You Babe" (Chardon, BMI). **Philips 40320**

TOMMY BOYCE—PRETTY THING (Screen Gems-Columbia, BMI)—The talented composer-performer makes an exciting debut on MGM with this hard-driving rhythm-message-type songs. Happy sounds should prove a definite chart winner. Flip: "I Don't Have to Worry 'Bout You" (Screen Gems-Columbia, BMI). **MGM 13400**

DICK KALLMAN — YOU'RE THE ONE (Leeds, ASCAP)—The star of the forthcoming TV series "Hank" is loaded with pop sales appeal in this well-done version of the much-recorded Clark-Hatch composition. Strong hit potential. Flip: "Lookin' Around" (Timmy, ASCAP). **RCA Victor 8676**

DAVID FISHER—YOU BETTER RUN (Maxana, ASCAP)—Powerful rhythm ballad production with driving beat backed with strings and chorus, and a top vocal performance. Well-written, teen-oriented tune has a hit sound for today's market. Flip: "The Twelfth of Never" (Empress, ASCAP). **Columbia 43386**

CHART Spotlights—Predicted to reach the HOT 100 Chart

SKYLINERS—Get Yourself a Baby (Wemar, BMI). **JUBILEE 5512**
RIGHTEOUS BROTHERS—Gotta Tell You How I Feel (Maxwell, BMI). **MOONGLOW 243**

RUBY & THE ROMANTICS—Nobody But My Baby (Blackwood, BMI). **KAPP 702**
SMOTHERS BROTHERS—The Three Song (Dawn, BMI). **MERCURY 72483**

COUNTRY SPOTLIGHTS

TOP 10 Spotlights—Predicted to reach the top 10 of the HOT COUNTRY SINGLES Chart

EDDY ARNOLD—MAKE THE WORLD GO AWAY (Pamper, BMI)—Beautiful Hank Cochran ballad material and smooth, warm vocal from Arnold and chorus makes this a top of the chart contender. Much pop appeal as well. Flip: "The Easy Way" (Gallico, BMI). **RCA Victor 8679**

BILLY EDD WHEELER—MISS SARAH GREEN (Quartet & Bexhill, ASCAP)—Catchy rhythm ballad with clever lyric content makes this a hot follow up to "Ode to the Little Brown Shack Out Back." Flip: "Hillybilly Bossa Nova" (Quartet & Bexhill, BMI). **Kapp 687**

"LITTLE" JIMMY DICKENS—MAY THE BIRD OF PARADISE FLY UP YOUR NOSE (Central Songs, BMI)—Happy novelty rouser that should rush up the country chart in short order! Clever lyric and vocal performance with catchy backing, well produced. Flip: "My Eyes Are Jealous" (Window, BMI). **Columbia 43388**

GEORGE MORGAN—ROSES (Hill & Range, BMI)—Warm, rich Morgan vocal on tender country ballad material has all the earmarks of a smash hit. Strong chorus backing. Flip: "A Picture That's New" (Peach, SESAC). **Columbia 43393**

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

JINNY PAYCHECK—A-11 (Pamper, BMI). **HILLTOP 3007**
HANK THOMPSON—You Always Hurt the One You Love (Pickwick, ASCAP). **CAPITOL 5507**
MARVIN RAINWATER—The Black Sheep (Brave, BMI). **UNITED ARTISTS 917**
BILL PHILLIPS—It Happens Everytime (Need-a-Hit, BMI). **DECCA 31848**

R&B SPOTLIGHTS

TOP 10 Spotlights—Predicted to reach the TOP SELLING RHYTHM & BLUES SINGLES Chart

DON COVAY—SEESAW (East-Cotillion, BMI)—A wailing rocker that moves all the way with a vocal performance that will rush it to the top of the chart. Exciting swinger. Flip: "I Never Get Enough of Your Love" (East-Cotillion, BMI). **Atlantic 2301**

RUFUS THOMAS—THE WORLD IS ROUND (East, BMI)—Hard driving wailer swings from start to finish with exciting blues shouting vocal and solid drum beat that never quits! Flip: "Chicken Scratch" (East, BMI). **Stax 178**

GLORIA JONES—HEARTBEAT PART I (Equinox, BMI)—Wild, pulsating number serves as a hot Uptown debut for this gospel oriented rocker! Soul and rhythm combine for an exciting, driving number. Flip: "Heartbeat-Part II" (Equinox, BMI). **Uptown 712**

BUD HARPER—MR. SOUL (Don, BMI)—Solid driving dance beat backs a powerhouse vocal performance that can't miss hitting the chart with strong impact! Flip: "Let Me Love You" (Don, BMI). **PEACOCK 1939**

CHART Spotlights—Predicted to reach the R&B SINGLES Chart

ROSCOE SHELTON—I Know Your Heart Has Been Broken (Cape Ann, BMI). **SOUND STAGE 7 2549**

JOEL CHRISTIAN—Masters of War (Witmark, ASCAP). **ABC-PARAMOUNT 10729**

HALOS—Since I Fell for You (Advanced, ASCAP). **CONGRESS 249**
FLEETWOODS—Rainbow (Robbins, ASCAP). **DOLTON 310**

LULU—Try to Understand (Hill & Range, Shelrose, BMI). **PARROT 9791**
DELLA REESE—And That Reminds Me (Symphony House, ASCAP). **ABC-PARAMOUNT 10721**

SAM HAWKINS—I Know It's All Right (Trio, BMI). **BLUE CAT 121**
DON CHERRY—The Story of My Life (Famous, ASCAP). **MONUMENT 898**

TONY JACKSON AND THE VIBRATIONS—Stage Door (Screen Gems-Columbia, BMI). **RED BIRD 038**

JOANNE TOUCHSTONE—I'm the Kind of Woman You Want (Scion, BMI). **SOUND STAGE 7 2547**

DIANA KING—That Kind of Love (Precedent-Clemtone, BMI). **CLARIDGE 300**

REUBEN AND THE CHAINS—Answer These Questions (Don, BMI). **PEACOCK 1938**

DEE-DEE SHARP—I Really Love You (Blockbusters-Downstairs, BMI). **CAMEO 375**




CAROL SLOANE—I Don't Care If the Sun Don't Shine (Famous, ASCAP). **COLUMBIA 43385**

JIM NABORS—Shazam! (Dragonwyck, BMI). **COLUMBIA 43395**
CARL WALDEN—You've Got to Do the Best You Can (Gar-Pax, BMI). **A & M 777**

JEREMIAH—Goin' Lovin' With You (Chardon, BMI). **PHILIPS 40321**
TIKIS—If I've Been Dreaming (Taracrest, BMI). **AUTUMN 18**
BERNADETTE PETERS—And the Trouble With Me Is You (T. M., BMI). **ABC-PARAMOUNT 10726**

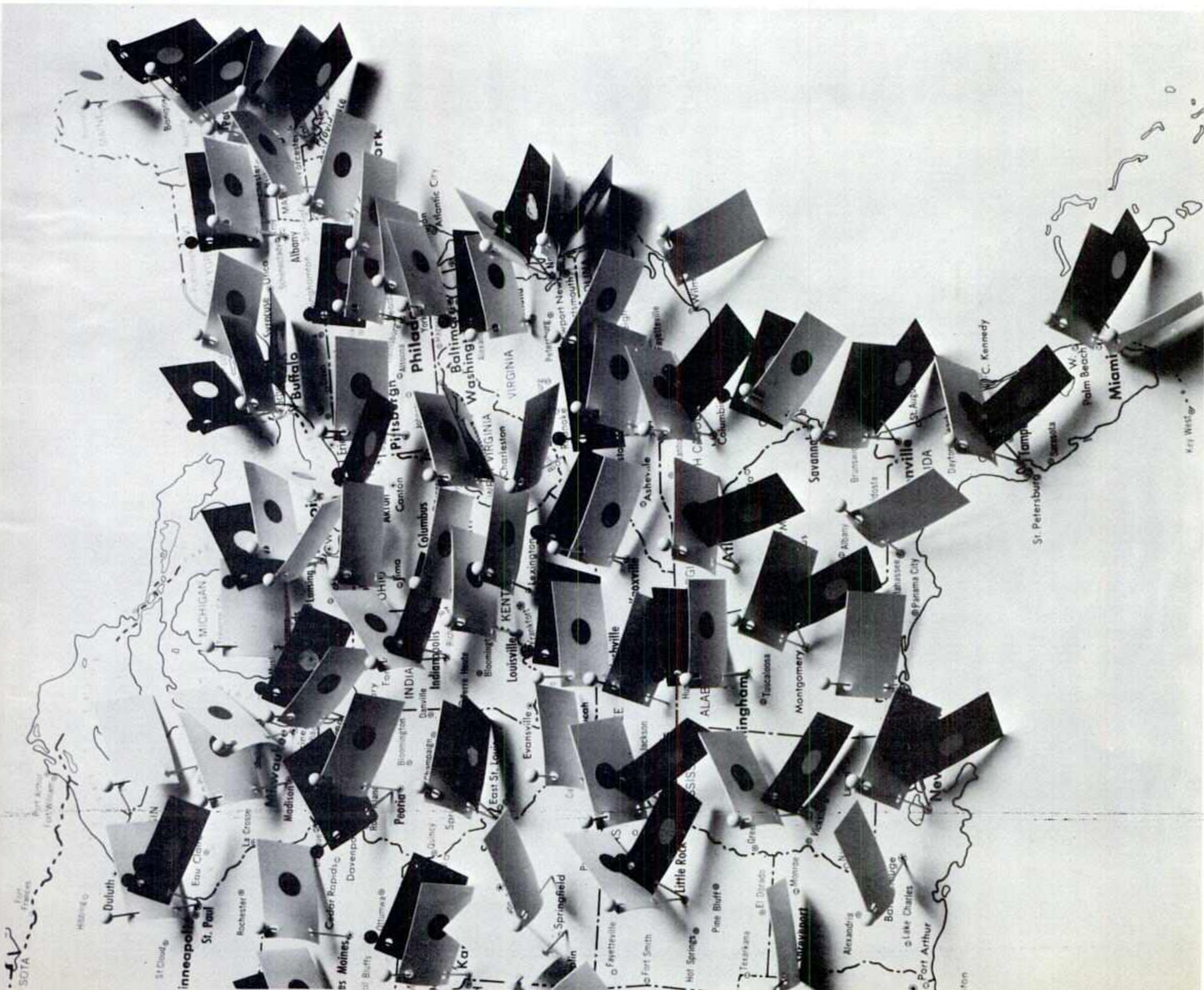
"Quick, Max, more map pins!"

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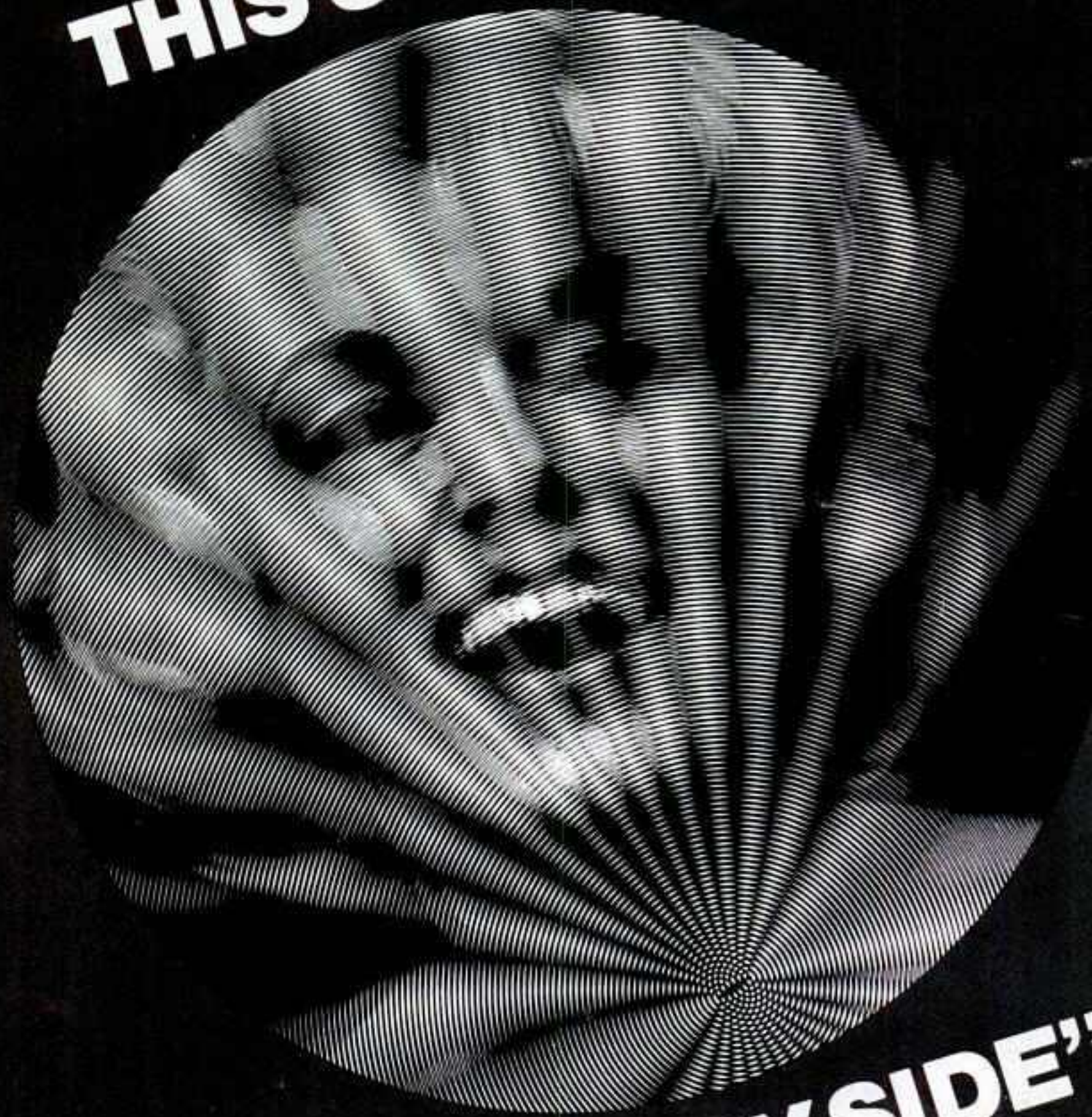
	THE IN CROWD Ramsey Lewis Trio ARGO 5506/ARGO LP/LPS 757
	RESCUE ME Fontella Bass CHECKER 1120
	HOW NICE IT IS Billy Stewart CHESS 1941



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Billboard TOP 40

EASY LISTENING

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

THIS WEEK	Wk. Ago			TITLE	Artist, Label & Number	Weeks on Chart
	1	2	3			
1	1	1	1	YOU WERE ON MY MIND	We Five, A&M 770	13
2	3	5	7	I'LL MAKE ALL YOUR DREAMS COME TRUE	Ronnie Dove, Diamond 188	5
3	7	8	12	I'M YOURS	Elvis Presley, RCA Victor 8637	5
4	5	7	13	WITH THESE HANDS	Tom Jones, Parrot 9787	5
5	6	6	6	MOONLIGHT AND ROSES	Vic Dana, Dolton 309	8
6	4	4	9	SUMMER NIGHTS	Marianne Faithfull, London 8790	5
7	8	9	10	TWO DIFFERENT WORLDS	Lenny Welch, Kapp 689	7
8	10	13	14	HEARTACHES BY THE NUMBER	Johnny Tillotson, MGM 13376	5
9	12	19	24	3rd MAN THEME	Herb Alpert & the Tijuana Brass, A&M 775	4
10	2	3	4	HOUSTON	Dean Martin, Reprise 0393	8
11	18	20	25	WHEN SOMEBODY LOVES YOU	Frank Sinatra, Reprise 0398	4
12	20	28	—	TASTE OF HONEY	Herb Alpert & the Tijuana Brass, A&M 775	3
13	14	18	22	THE GIRL FROM PEYTON PLACE	Dickey Lee, TCF-Hall 111	4
14	9	2	2	HOLD ME, THRILL ME, KISS ME	Mel Carter, Imperial 66113	15
15	15	17	19	ROUNDAABOUT	Connie Francis, MGM 13389	5
16	11	11	16	YOU CAN'T BE TRUE, DEAR	Patti Page, Columbia 43345	7
17	28	—	—	KANSAS CITY STAR	Roger Miller, Smash 1998	2
18	22	24	26	MILLIONS OF ROSES	Steve Lawrence, Columbia 43362	6
19	19	15	15	SIMPLE GIMPEL	Horst Jankowski, Mercury 72465	7
20	21	21	23	THE SILENCE	Al Hirt, RCA Victor 8653	6
21	13	10	11	IS IT REALLY OVER?	Jim Reeves, RCA Victor 8625	7
22	23	26	27	WAY OF LOVE	Kathy Kirby, Parrot 9773	5
23	24	32	—	HUNGRY FOR LOVE	San Remo Golden Strings, Ric-Tic 104	3
24	17	14	8	MOON OVER NAPLES	Bert Kaempfert & His Ork, Decca 31812	13
25	34	—	—	MY LOVE, FORGIVE ME	Ray Charles Singers, Command 4073	2
26	29	36	—	HAPPINESS IS	Ray Conniff & the Singers, Columbia 43352	3
27	30	39	—	WANDERLUST	Nat King Cole, Capitol 5486	3
28	36	—	—	COME BACK TO ME MY LOVE	Robert Goulet, Columbia 43394	2
29	40	—	—	SECRETLY	Lettermen, Capitol 5499	2
30	—	—	—	JUST YESTERDAY	Jack Jones, Kapp 699	1
31	—	—	—	FORGIVE ME	Al Martino, Capitol 5506	1
32	—	—	—	HE TOUCHED ME	Barbra Streisand, Columbia 43403	1
33	33	31	28	THE SWEETHEART TREE	Henry Mancini, His Ork & Chorus, RCA Victor 8624	11
34	37	—	—	LIFE	Joe Leahy, Tower 150	2
35	32	27	21	THE SWEETHEART TREE	Johnny Mathis, Mercury 72464	10
36	—	—	—	EARLY MORNING RAIN	Peter, Paul & Mary, Warner Bros. 5659	1
37	38	38	35	WHERE WERE YOU WHEN I NEEDED YOU	Jerry Vale, Columbia 43357	9
38	—	—	—	THERE ARE NO RULES	Bobbi Martin, Coral 62466	1
39	39	30	32	WHERE DOES THAT LEAVE ME	Nancy Wilson, Capitol 5455	6
40	—	—	—	DON'T THROW THE ROSES	John Gary, RCA Victor 8677	1

Count em... *LONDON's* top dozen* **Hit LP's**

1

out of our heads
THE ROLLING STONES*

MONO...
STEREO...
LONDON RECORDS

Stereo PS 529 Mono LL 3429

CHART ITEM

2

Marianne Faithfull

AS YEARS GO BY COME STAY WITH ME

MONO...
STEREO...
LONDON RECORDS

Stereo PS 423 Mono LL 3423

CHART ITEM

3

The Mantovani Sound BIG HITS FROM BROADWAY AND HOLLYWOOD

HELLO DOLLY • DEAR HEART
WHAT KIND OF FOOL AM I?
CLIMB EV'RY MOUNTAIN
FIDDLER ON THE ROOF
THE SWEETEST SOUNDS
I HAVE DREAMED • PEOPLE
AS LONG AS HE NEEDS ME
WHO CAN I TURN TO
I'VE GROWN ACCUSTOMED
TO HER FACE • CHARADE

MONO...
STEREO...
LONDON RECORDS

Stereo PS 419 Mono LL 3419

CHART ITEM

4

TOM JONES
IT'S NOT UNUSUAL

STEREO...
MONO...
LONDON RECORDS

Stereo PAS 71004 Mono PA 61004

CHART ITEM

5

THE ROLLING STONES NOW!

STEREO...
MONO...
LONDON RECORDS

Stereo PS 420 Mono LL 3420

CHART ITEM

6

THE BACHELORS
MARIE

STEREO...
MONO...
LONDON RECORDS

Stereo PS 435 Mono LL 3435

CHART ITEM

7

TOM JONES
WHAT'S NEW PUSSYCAT?
also includes
WITH THESE HANDS

STEREO...
MONO...
LONDON RECORDS

Stereo PAS 71006 Mono PA 61006

CHART ITEM

8

THE ROLLING STONES
12x5

STEREO...
MONO...
LONDON RECORDS

Stereo PS 402 Mono LL 3402

CHART ITEM

9

THEM HERE COMES THE NIGHT

MONO...
STEREO...
LONDON RECORDS

Stereo PAS 71005 Mono PA 61005

CHART ITEM

10

think YOUNG
CAMARATA

20-20 SOUND

IT'S NOT UNUSUAL
LITTLE THINGS • FOR YOUR LOVE

A TICKET TO RIDE • WHAT'S NEW PUSSYCAT
SUNSHINE • LOLLOPIS AND
CAST YOUR FATE TO THE WIND
IF YOU GO OUT OF MY HEAD • I'VE GROWN ACCUSTOMED TO HER FACE

MONO...
STEREO...
LONDON RECORDS

Stereo DS 51001 Mono D 41001

CHART ITEM

11

BROADWAY SPECTACULAR
STANLEY BLACK

phase 4 stereo spectacular

HELLO DOLLY • FIDDLER ON THE ROOF • SWEETEST SOUNDS I HAVE DREAMED • PEOPLE AS LONG AS HE NEEDS ME • WHO CAN I TURN TO • I'VE GROWN ACCUSTOMED TO HER FACE • CHARADE

MONO...
STEREO...
LONDON RECORDS

Stereo SP 44071

NEW RELEASE

12

KEATING... Straight Ahead
with the KEATING SOUND

phase 4 stereo + i.m.c.a.

THE KEATING SOUND...
LONDON RECORDS

Stereo SP 44072

NEW RELEASE

13

GREAT COUNTRY & WESTERN HITS

FRANK CHICKSFIELD & HIS ORCHESTRA AND HIS CHORUS

MONO...
STEREO...
LONDON RECORDS

PS 436 Mono LL 3436

NEW RELEASE

LONDON

RECORDS

*the company that
always gives you more

HOT 100

STAR performer—Sides registering greatest proportionate upward progress this week.

Record Industry Association of America seal of certification as million selling single.

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 33 songs including 'Eve of Destruction', 'Hang on Sloopy', 'You Were on My Mind'.

Table with columns: Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 34-65 including 'Keep on Dancing', 'Houston', 'I'm a Happy Man'.

Table with columns: Wk. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 66-100 including 'Hungry for Love', 'Respect', 'Cara-Lin'.

HOT 100—A TO Z—(Publisher-Licensee)

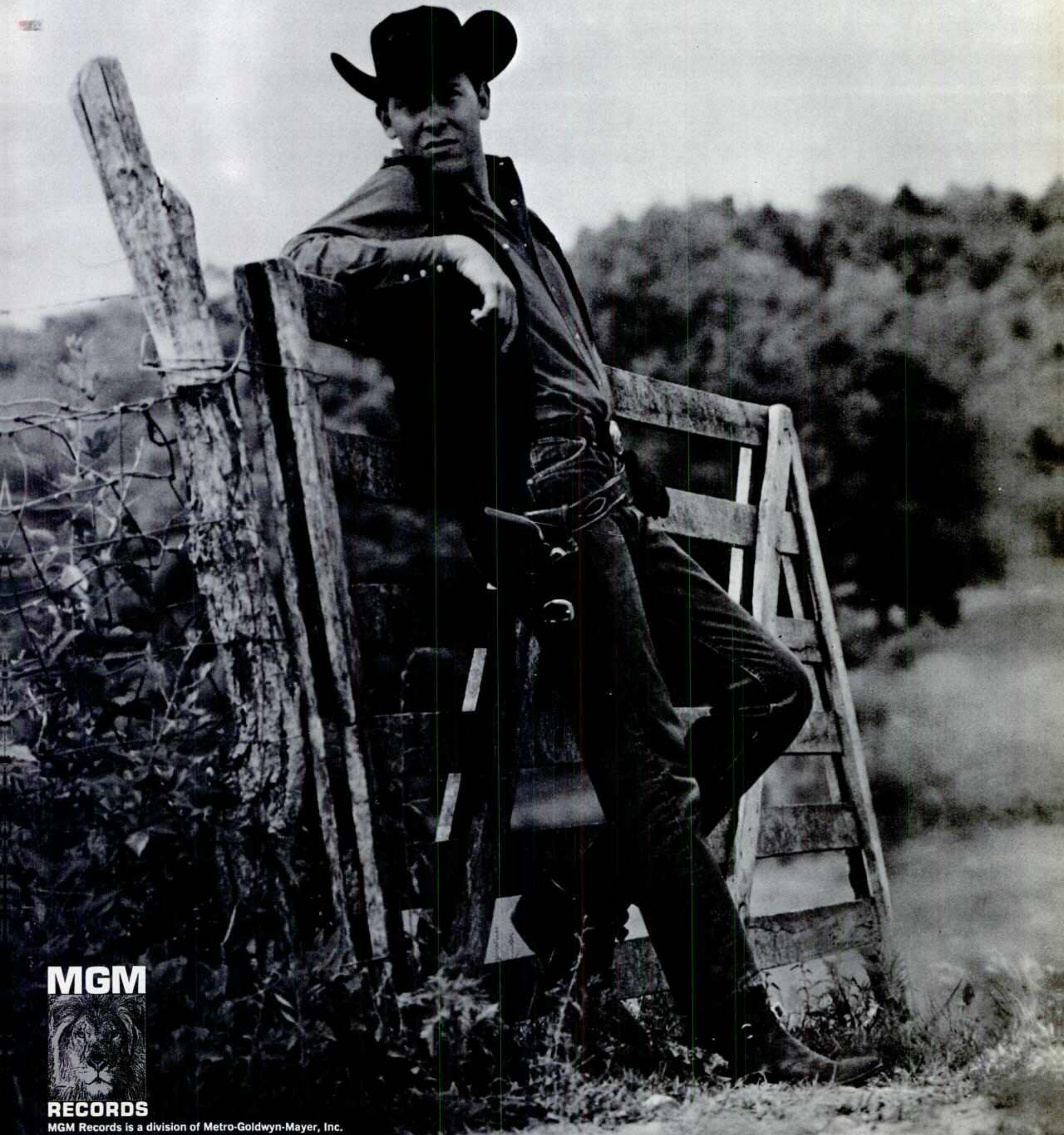
BUBBLING UNDER THE HOT 100

Large table listing songs from Act Naturally to Honky Tonk '65, including publisher and licensee information for each entry.

fastest draw in the land!

Hank Williams, Jr. / You're Ruinin' My Life

K-13392



MGM



RECORDS

MGM Records is a division of Metro-Goldwyn-Mayer, Inc.

WE FIVE

STEREO

A&M SP 4111

we five » you were on my mind



A&M LP 111/SP 4111—A PROUD ADDITION TO A&M'S "BIGGEST LITTLE CATALOG"

HAVE ARRIVED!

THIS GREAT ALBUM
FEATURING THE SMASH SINGLE
"YOU WERE ON MY MIND" MAKES
1965 THE YEAR OF WE FIVE!



8255 Sunset Blvd.
Hollywood,
California

Record Concerns in Japan Offset Recession; Meet 6-Mo. Quotas

TOKYO — Despite the prevailing business recession in Japan, recording companies have seemingly chalked up fairly good business for the first six months.

Nippon Grammophon, agent for Deutsche Grammophon, MGM-Verve and other labels, has racked up sales of \$2,806,000, which corresponds to 96 per cent of the quota for the period.

Western classical albums, and Japanese popular albums and compact LP's have registered tremendous sales, but Western popular singles have failed to come out as expected. The ratio of Japanese versus Western disks sold is 42 to 58. This shows there is an approach to Japanese records close to the level of Western platters.

Sales Target

The firm's sales target for the last half of the year is set at \$3,400,000. To achieve this figure, Grammophon will focus its sales potential on Western singles and Karajan's latest recordings, will release several masterworks pressed in and imported from Germany for the

year-end, will plug Connie Frances disks. She is coming to Japan in late autumn, and will further expose Japanese pop tunes.

In connection with the current recession, the label will devote more time to help dealers develop their business, and to make timely collections in consideration of possible deterioration of general financial conditions. The number of records to be released monthly will be reduced beginning with October so as to give focus to sales promotion and to lubricate turnover.

King Records, affiliate of London, Telefunken and more than a score of indie labels, disclosed that the company's business for the first six months this year attained 45 per cent of five billion Yen (\$14,000,000), the quota for the whole year of 1965.

Among numerous releases, five Japanese singles have made smash hits, and six Western albums that were marketed with lotteries have shown remarkable sales. The ratio of Japanese against Western disks is 53 to

47, resulting in a significant increase of Japanese recordings in sales. June was the banner month. The three-month campaign from June through August aiming at the dog days has been most effective in helping each local branch office.

Promotion

The plan for the last half of the year involves the promotion of the Rolling Stones, Nashville Teens, Bobby Solo and Joan Baez. This is backed by King's renewal with London Records. Stanley Black, touring here, is also expected to play a role in stepping up album sales. In the wake of the successful release of six albums with lotteries offered during the past term, 10 albums with lotteries will be an imported album of "Swan Lake" b-w "Sleeping Beauty," etched by Herbert von Karajan. In Japan, imported LP's stir up the purchasing desire of classical fans, evidently due to the beautiful jackets of attractive designs with liner notes in original language.

The quality of the record is nearly the same, and the jackets are faithfully reproduced. However, liners are written in Japanese by Japanese critics and are not the translations of original ones. It is just a delicate psychological function luring buyers.

King sees 3 billion Yen (\$8,300,000) in sales the last half of the year.

Animals to Switch to MGM, British Decca

LONDON — The Animals have been lured from independent producer Mickey Most by MGM for America and Canada, and by British Decca for the rest of the world. The group is currently one of EMI's hottest. The move will take place in February when Most's contract with the Animals expires. Decca is paying the group a guaranteed \$280,000 and MGM is giving an additional \$250,000. The deal gives the group exactly the same release arrangement in all

territories as the one recently signed by Roy Orbison.

Most flew to New York Wednesday (15) to confer with the Animals before accompanying them to Los Angeles where it is understood he will cut what will probably be his last single with the group. Most signed the Animals in March, 1964, and their second record, "House of the Rising Sun," topped charts on both sides of the Atlantic and became a multimillion seller.

EES Expands LP Delivery To 50 U.S. Air Force Stores

BONN — The European Exchange System (EES) has expanded its delivery program for long-playing records to 50 Air Force stores.

These stores now will receive records under the same system which has been operating in 100 Army stores since 1963.

Under direct delivery, LP records are prepacked, poly-bagged, and preticketed by vendors in the U. S. and shipped to individual EES stores in Germany, France and Italy. Previously, when records arrived at the EES depot, they had to be sorted and broken down for distribution to the stores.

The result of the new delivery program is that depot handling has been eliminated and the pipeline from vendor to store has been shortened by several weeks.

EES officials said that because of advanced market knowledge and the shorter pipeline realized through the new system, LP's go on sale in EES

stores at approximately the same time as in the U. S.

To pick the disks available in the Army and Air Force stores, EES buyers review monthly thousands of records by the most popular and best artists from all countries of the world.

From this review, the buyers make selections of monaural and stereo records for delivery each month. EES officials said their current inventory involves 3,600 different records on sale regularly in the larger Army and Air Force shopping centers.

EES, in a further effort to assist patrons in finding the records they want, is installing new and improved displays. Records are displayed alphabetically by artist, so the customer can find what he wants without shuffling through displays. Earlier this month, EES extended its 45 r.p.m. hit tune direct delivery program to Air Force stores. EES said prices on LP records will remain 55 to 60 per cent below nationally advertised prices in the U. S. and hit tune prices 40 per cent lower.

MUSIC CAPITALS OF THE WORLD

COLOGNE

Ariola has a new LP with Russia's David Oistrakh performing the works of Aram Khatchaturian. . . . Electrola has released "O Mooie Molen," the number from the Baden Baden Music Festival with Johannes Heesters. The diskery is also beginning a big promotional build-up of Eva Vargas, who, according to the diskery's promotion, was born in a gypsy wagon. Her latest LP is "Laengs der Mohnstrasse," a medley of gypsy songs. . . . Deutsche Vogue has released new singles by Pat Boone and Eddie Fisher, "Pearly Shells" and "Walking in the Footsteps of a Fool," respectively. . . . Gerig Musikverlage's prize-winning number from the Baden Baden Festival, "Mit 17 hat man noch Traume," with Peggy March, is at the top of all German top tune

CBS Schallplatten has three new releases, all featuring rising young German singers: Hans-Juergen Baemler's "Einmal Gibts ein Wiedersehen"; the (four) Jacob Sisters in "Gartenweg-Marsch," and "Oh Maria" with Fred Horner. . . . Chubby Checker will make a tour of U. S. military bases in West Germany over the next few weeks. . . . The Bielefeld beat group, Mike Warner and His New Stars, claim a new world record for non-stop beat play with 155 hours. The mark was set in Berlin and compares with the old mark of 100 hours.

West German diskeries are cashing in on the German election campaign. All of the major diskeries have released election disks featuring candidates of one or more of the three major parties. The Social Democrats have ordered 500,000 copies of a specially pressed disk extolling the SPD candidate, Willy Brandt, the mayor of West Berlin. CBS and Ariola have released special disks of speeches by Chancellor Ludwig Erhard, and Sa a-Schallplatte is promoting a general electoral campaign roundup of major statements by the leading candidates under the title "Travellers Klingende Wahlparade." OMER ANDERSON

HAMBURG

Peer Musikverlag has four new releases in German featuring Sacha Distel on Polydor: Trios Los Amigos on Telefunken; Ingela Brander on Philips, and Heidi Stroh on Metronome. . . . Sam the Sham and the Pharaohs' "Wooly Bully" has become an instant best seller in West Germany, sales having passed the 400,000 mark. Polydor has several other releases high on the German top

PHILIPS Because of the tremendous U.S. sales—over 150,000 already—of Horst Jankowski's first LP, his follow-up LP (just completed in Germany and air-rushed to Mercury Chicago) has our greatest expectations.

PHILIPS RECORDS HAMBURG

tune lists. Roy Black's "Du Bist Nich Allein" has sold over 100,000 copies. Followed by Tony Sheridan's "One, Two, Three, Vive la Compagnie" and "Mick and Miky und Eine Rote Jalousie." . . . The Hamburg beat group, the Rivets, has joined England's the Rolling Stones for a joint tour of West Germany. In June 1966 the Rivets will be the guests of the Stones for a tour of Britain.

visit includes a showing of "Mary Poppins," by Walt Disney Productions, and a short tour of England's countryside on the way up to London from Gatwick Airport.

Franzl Lang, West Germany's world-famous-yodeler, will make a U.S. tour beginning October. . . . New Aberbach - Musikverlage release are "Lass' Ihn Ruhig Geh'n" (bossa nova), "Schade Fuer Mich" (slow twist), with Mort Schuman on CBS, and "Einmal Geht der Vorhang Zu," with Bernd Spier on CBS. . . . Peter Bell sings the first German-language version of Zorbas' dance on a new Philips release. Lawrence Winters has recorded a medley of folk songs and evergreens for a new Philips LP—Lawrence Winter Sings. . . . Polydor has just released as its "Hit of the Month" Sacha Distel singing "Frauen und Rosen."

OMER ANDERSON

LONDON

Chappells has acquired Liberty Records' Metric Music catalog previously handled here by Beatles' publisher Dick James. The British publisher already had Liberty's Travis catalog. Terry Oates will be in charge of Metric. . . . Topic, Britain's foremost traditional folk label, is to be distributed on the home market by Decca's subsidiary, Selecta. Releases from the 10-year-old Topic company headed by Gerry Sharpe will be stepped up as result of the new facilities. . . . Although the Rolling Stones have announced that Tito Burns is their new agent and Andrew Oldham now their sole manager, Eric East has said that his contract as agent and co-manager for the group still has nine months to run. It seems likely that a financial settlement benefiting Easton will be reached by their new business manager, American attorney Allen Klein.

Successful British songwriter Chris Andrews, who has penned hits for Sandie Shaw and Adam Faith, makes his own disk debut on a new Decca release, "Yesterday Man." . . . Watch out for a new Broadway musical toward the end of next year written by Anthony Newley. Co-starring him with Barbra Streisand and jointly promoted by them both. . . . Concerts in Dallas, Houston and two other American cities will follow the completion of Herman's Hermits filming "There's No Place Like Space" next month. Filming ends on Oct. 20. . . . Pye this week issues Tommy Roe's "Does Anyone Know My Name" recorded by the singer in Britain recently. It was independently produced by the diskery's former a&r chief Alan Freeman. . . . Jonathan King succeeds his hit "Everyone's Gone to the Moon" with another of his own compositions "Green Is the Grass," issued here by Decca next week. The number is published by his own company, Jonjo Music.

Billy Joe Royal has arrived for a short stay to promote his U. S. hit "Down in the Boondocks." . . . The Ivy League had to cancel plans for an American visit last week after being refused visas on the grounds that they were insufficiently well known. . . . Pye managing director Louis Benjamin is visiting New York this week. . . . American songwriter Fred Hellerman, a former member of the Weavers group, has been in for publishing talks with David Platz at Essex Music. He also met recording managers and several artists. . . . Advance bookings for ATV's new Sunday night network series "The New London Palladium" include Peter, Paul and Mary; Shirley Bassey, Pete Seeger, the Seekers, the Searchers and the Bachelors.

A TV spectacular featuring France's Vogue star Francoise Hardy is to be screened by Rediffusion later this year. Francoise was due back in Britain this week to record her net single for this market. . . . On behalf of King

(Continued on page 28)

Bovema Co. Holds Parley in London

LONDON—The annual sales convention run by Gerry Oord's Bovema company in Holland (EMI Dutch distributor), always a highlight of the Dutch record scene, is being held in London this week. Oord has chartered a plane to bring 100 dealers and wives to the EMI headquarters at Manchester Square for their two-day meet of lunches, talks and meetings.

Sir Joseph Lockwood will welcome the visitors, who are all members of the Bovema "Golden 50" Club, dealers who have distinguished themselves over the past years in sales. The

The Rascals

are
coming
on

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BACK BEAT RECORDS

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India-Pakistan War May Force Closing of EMI Plant

LONDON — The war between India and Pakistan is presenting particular problems for EMI which owns the only record factory in Pakistan. Visiting here for talks with EMI managing director L. G. Wood the week before was Bill Richmond, managing director of EMI's South African company and overseer of many territories including Pakistan.

In a Billboard interview he said: "I was due to go to Pakistan from here but I am unable to enter the country. I am afraid production of records is coming to a stop there any day because we import the raw materials from Calcutta and, of course, there is an embargo on Indian goods because of the war.

"Our business in the country has been good of late. Ninety-eight per cent of it is local product (about 35 per cent actually Indian)."

Richmond was able to report to managing director Wood that the company's sales through its new company in Nigeria are so far this year 100 per cent up

on last year's and a new press is being installed.

Although the credit squeeze has caused a slackening in South Africa, more presses are being built there with hopes of expansion in the future. Sales in Rhodesia are also improving despite the political situation.

Richmond was returning to Johannesburg via Brussels, Cairo and Nairobi.

EMI Mapping 'Biggest' Disk Ad Campaign

LONDON—EMI is about to launch what it claims to be the biggest national press campaign ever undertaken by a record company. The scheme was outlined to more than 100 salesmen and executives by Deputy Managing Director Geoffrey Bridge at EMI's two-day sales conference which was attended by the company's licensees and representatives all over Eupore.

Bridge explained that the campaign would cover large display advertisements in all Britain's national newspapers including the 5 million dailies and it would concentrate on "middle-register recordings such as those by Nancy Wilson, Peggy Lee, brass bands and light classics." The campaign starts Oct. 1 and continues for six months. Bridge said that the campaign was not necessarily EMI's alternative to the \$300,000 one in which Britain's dealers had asked the major manufacturers to participate. If the latter campaign ever got under way, EMI would still contribute its share.

Stone Associates To Handle James

TORONTO—Robert J. Stone Associates has announced that it will represent the new Jameco label and Black Hawk records in Canada, negotiating release of the U. S. product on major labels here. First move under the new agreement is the placement of Jameco's "Shotgun Wedding" with Capitol in Canada, for immediate release.

Representation of foreign labels in Canada is a new area of activity for Stone Associates, which handles promotion for records, record hops and youth-oriented products. The company hopes to negotiate further agreements with independent producers and labels abroad, which may lead to formation of a new label for such product, with distribution through a major company.

MUSIC CAPITALS OF THE WORLD

Continued from page 26

Features, Brian Epstein is handling negotiations for British screening series based on the Beatles.

CHRIS HUTCHINS

MUNICH

Top event this week was the Rolling Stones' concert in Munich's 4,000-seater, Circus Krone. . . . Italian singer Peppino di Capri guest stars at the lush nightclub Bayerischer Hof, Munich. The Italia label rushes his new hits "Arrivederci, Good Bye" b-w "O Mia Angelina." . . . East German singer Michael Heymann tours Czechoslovakia to guest star in Karlovy Vary (former Karlsbad) and Prague. . . . U. S. singer Andy Anderson guest stars in East Berlin. . . . Czech jazz authority Emanuel Uggé wrote a book on the History of Jazz in the CSSR.

The Deutscher Taschenbuch Verlag at Munich issued a book, "The Musical," by Siegfried Schmidt-Joos. On 296 pages, this book covers the history of the musical, the composers and lyricists of the musicals, a round-up of the most important musicals from Gershwin's "Lady Be Good," 1924, to Strouse's "Golden Boy," 1964, a Broadway Chronology from 1900 ("Foxy Quiller," by de Koven) to 1965 ("Baker Street," "Do I Hear a Waltz?," "Flora, the Red Menace" and "The Roar of the Greasepaint, the Smell of the Crowd"), a list of musical standards, and a musical discography.

The East Berlin Amiga label released two LP albums made in West Germany, "Marlene Dietrich Sings Lieder From Alt Berlin" and "Kurt Edelhagen Plays, Wolfgang Sauer Sings U. S. Standards," featuring a "Porgy and Bess" medley, "China Town," "Basin Street Blues," "Stompin' at the Savoy," "For You, My Love," "Mack the Knife" and "St. Louis Blues." . . . Sam the Sham and the Pharaohs are best sellers in West Germany now. . . . Some 135,000 records have been sold of Wencke Myrhe's hit, "Sprich Nicht Darueber" on Polydor. . . . And 150,000 records have been sold of Roy Black's Polydor single, "Du Bist Nicht Allein." The number, composed by Munich's Rolf Arland, is published by Munich's August Seith. . . . Munich's yodel king Franzl Lang, Munich's zither maestro, Rudi Knabl, and Nuremberg's top comedian, Herbert Hisel, left Munich for a tour of the States to guest star in Chicago, Milwaukee, Los Angeles, New York, Toronto and Hawaii. . . . There were 100 beat musicians who met at the Star Club, Hamburg, for the Second International Beat Festival. They came from all parts of Europe, including countries behind the Iron Curtain.

The Star Club label recorded the festival live. . . . Peter Bell recorded the first German version

of Sirtaki hit, "Zorba the Greek," by Theodorakis for the Philips label. JIMMY JUNGERMANN

RIO DE JANEIRO

More than 20 world celebrities were in Rio for the International Film Festival. The Beatles' "Help" represented Great Britain in the festivities. . . . Sebastiao Bastos, head of Discos Som-Maior, negotiated Decca representation with Discos Chantecler. . . . Top selling LP "Dois na Bossa," recorded for Philips by Ellis Regina and Jair Rodrigues, already sold 70,000 copies in Brazil. . . . Gov. Carlos Lacerda opened the State Museum of Sound and Image. The new entity has released an LP by Carmen Miranda with Odeon masters. The museum has a collection of 10,000 records of Brazilian popular music, recorded prior to 1940, tapes with voices of famous personalities and 50,000 photos of old Rio. Director of the new foundation is well-known musicologist Mauricio Quadrio. . . . "Biographic Dictionary of Popular Music" (Brazilian and International), by this writer, rolled off the presses last week. The book contains 1,000 biographies of singers, composers and musicians.

The Bossa Tres combo signed with Odeon. . . . Paul Winter and His Sextet gave three recitals at Teatro Republica. . . . Copacabana released three Verve LP's, all three are not representative of the label's best. In fact, the basis disks of MGM's subsidiary weren't released yet by senior Emilio Vitale's diskery. . . . Well-known French musicologist Michel Simon returned to Paris, after a two-month stay in Rio. Professor Simon took with him 150 LP's of Brazilian music—popular and serious. . . . Signed to appear in Rio and Sao Paulo next summer: Marlene Dietrich, Henri Salvador and Caterina Valente.

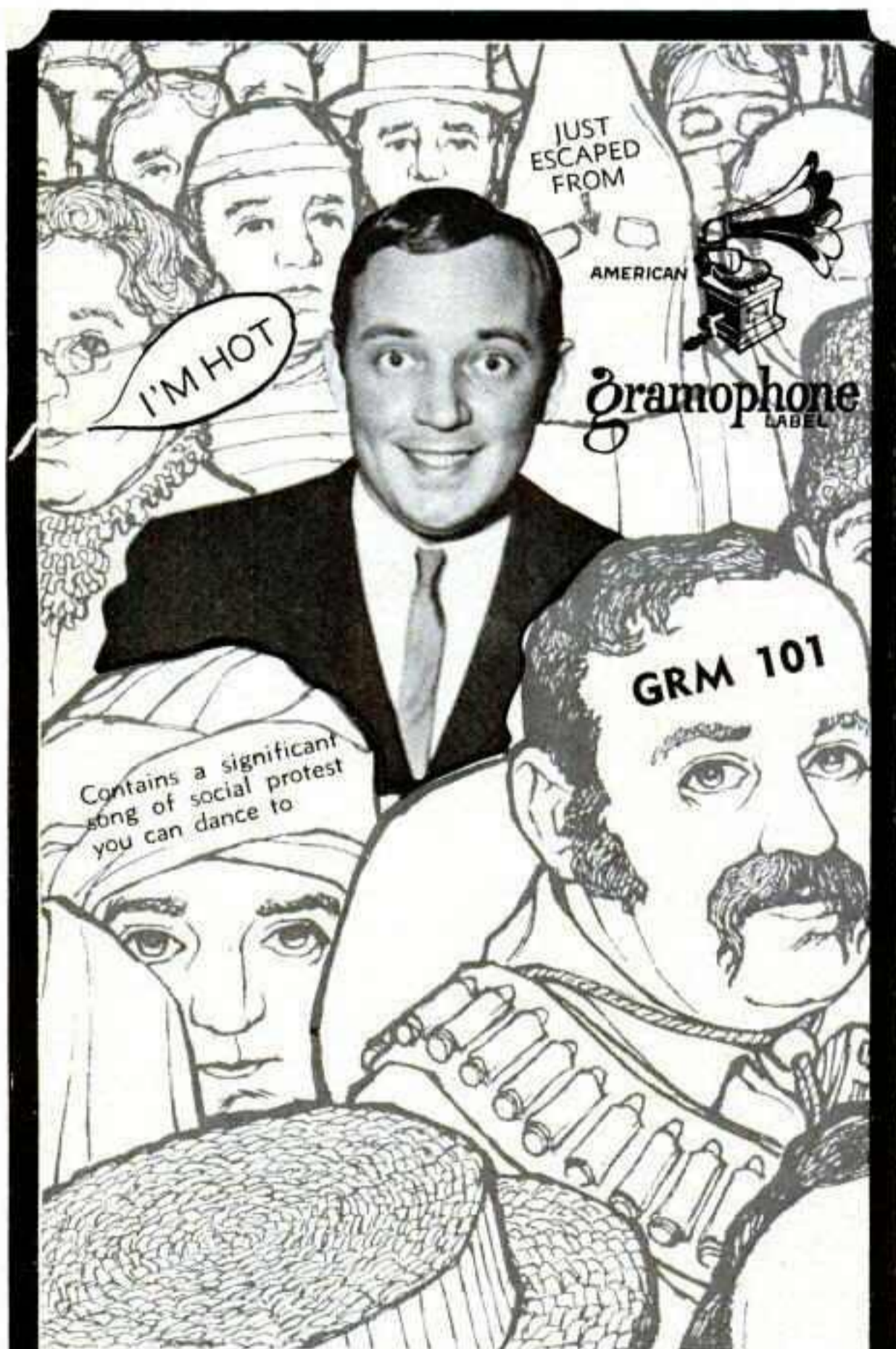
SYLVIO TULLIO CARDOSO

ROME

Taking on a new form this year, the popular La Zanzara discotheque opened the new season by combining CGD's Bruno Lauzi, Italian folk and pop singer, with their records. . . . Another innovation was set by Grotto del Piccione which decided to go theater-club this year as a result of its "Cab 37" experiment of a year ago. Theater and dance programs will alternate with Ariston's Don Marion Barretto as opening attraction. . . . New weekly magazine, Men in Space, selling for 46 cents per copy, includes each week a seven-inch shellac disk of voices of spacemen. Formula was originated by Fratelli Fabbri with their "Story of Music," with a weekly disk included now in its second year of circulation. . . . Romano Mussolini, contemplating his first American trip, is represented for

(Continued on page 31)

Say You Saw It in Billboard



A CROWD OF GEORGE MCKELVEY

is

AN AMERICAN GRAMMOPHONE RECORD

THAT IS WORTH A GOOD LAUGH
(Please check) MUCH AIR PLAY
 A WOODEN CATHARSIS

Also a Single from the Album:

"HARD TIMES I'VE SEEN" c/w
"MY RADIATION BABY"
(My Teen Age Fallout Queen)



NAVY



BILLBOARD'S INTERNATIONAL NEWS receives a close scanning in Asuncion, Paraguay, by, from left, composer Giacomini; Jorge Urdapilleta, top executive of Guarania Records; composer Neneco Norton, and Miguel Benitez, manager of Marpar Records.

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B/W “GREEN GREEN”

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THE NATION’S BEST SELLING RECORDS



TV Firm Forms Unit For Live Stageshows

TORONTO —A new company, Performance Packagers of Canada, has been formed by Syd Banks, whose Double B Productions produces the half-hour weekly TV'er "Country Music Hall," hosted by Carl Smith, and whose Screenbank Productions produces a weekly

half-hour folk music TV show, "Let's Sing Out," both on the CTV network.

The new company will produce and tour live stageshow packages in both the country and folk fields, in which Banks is an expert. The first tour will visit four Ontario cities the end

of October, headlined by Carl Smith and Faron Young, with Canadians Diane Leigh and Blake Emmons.

Banks' aim is to showcase Canadian talent, and his method, in both his successful television shows and the new venture into live shows, is to team the Canadian talent with imported name stars. The names draw the audience, which is then introduced to the excellence of the domestic performers as well, and the Canadians also profit from observing and working with the top artists in their field.

A record company may well be the next Banks enterprise as an important medium of exposure for the wealth of new country and folk talent discovered in Banks' continuing search for new performers for his TV shows and now the package live shows. Peter Perrin, assistant producer of "Country Music Hall," is now in the Maritimes scouting new talent.

PRS Seeks Change In Background Fees

LONDON—The Performing Rights Society has been seeking an adjustment to its existing contract with Reditune (a division of the Rediffusion group), who supply taped music for restaurants, stores and public houses.

The contract, which runs to March 1966, provided with up to 12 speakers, plus a dollar per extra speaker. PRS had suggested an adjustment to this for its members, which would allow a graded scale to operate according to the size of the premises.

The annual fees proposed

would range from \$8.40 for a small cafe to \$33.60 to larger premises. Reditune turned down the proposal and the contract was terminated as of Aug. 1. PRS now wants to apply its normal fees based on the ratable value of the individual premises of taped music users. Reditune says this will mean "much higher fees."

PRS says in some cases "it may be more or it may be less." In any event, such tariffs are subject to the PRS tribunal and agreement with the trade associations of the users. Existing arrangements with Muzak have not been disturbed.



NEW ZEALAND'S Gold Disk Award '65 was narrowed to 10 contestants recently at a meeting of the judges. Above, from left, are: promotion manager John Lash, deejay Neville Chamberlain, jazz commentator Arthur F. Pearce, Billboard correspondent John P. Monaghan and N.Z. Broadcasting Corp.'s senior program man A. R. G. Bothamley.

U. K. Fest Again Set for Brighton

LONDON—The Music Publishers' Association, organizers of the first U.K. Songfest held in Brighton last May, plan to run the second Festival in the same place next July. The date has been changed as it is thought the summer period will attract more holiday makers to the event at the Dome, Brighton.

The show will again be televised as a one-hour show on each of three days by commercial television (Rediffusion) and negotiations are in hand for the BBC to cover the event on radio. Dates planned are July 15, 16 and 17.



TALKING OVER OLD TIMES recently at the Maona Club in Monte Carlo were Trini Lopez, left, and Kenny Miller. The artists headlined a Red Cross gala for Princess and Prince Rainier of Monaco. Miller and Lopez appeared together at Ye Little Club, Beverley Hills, Calif., four years ago.

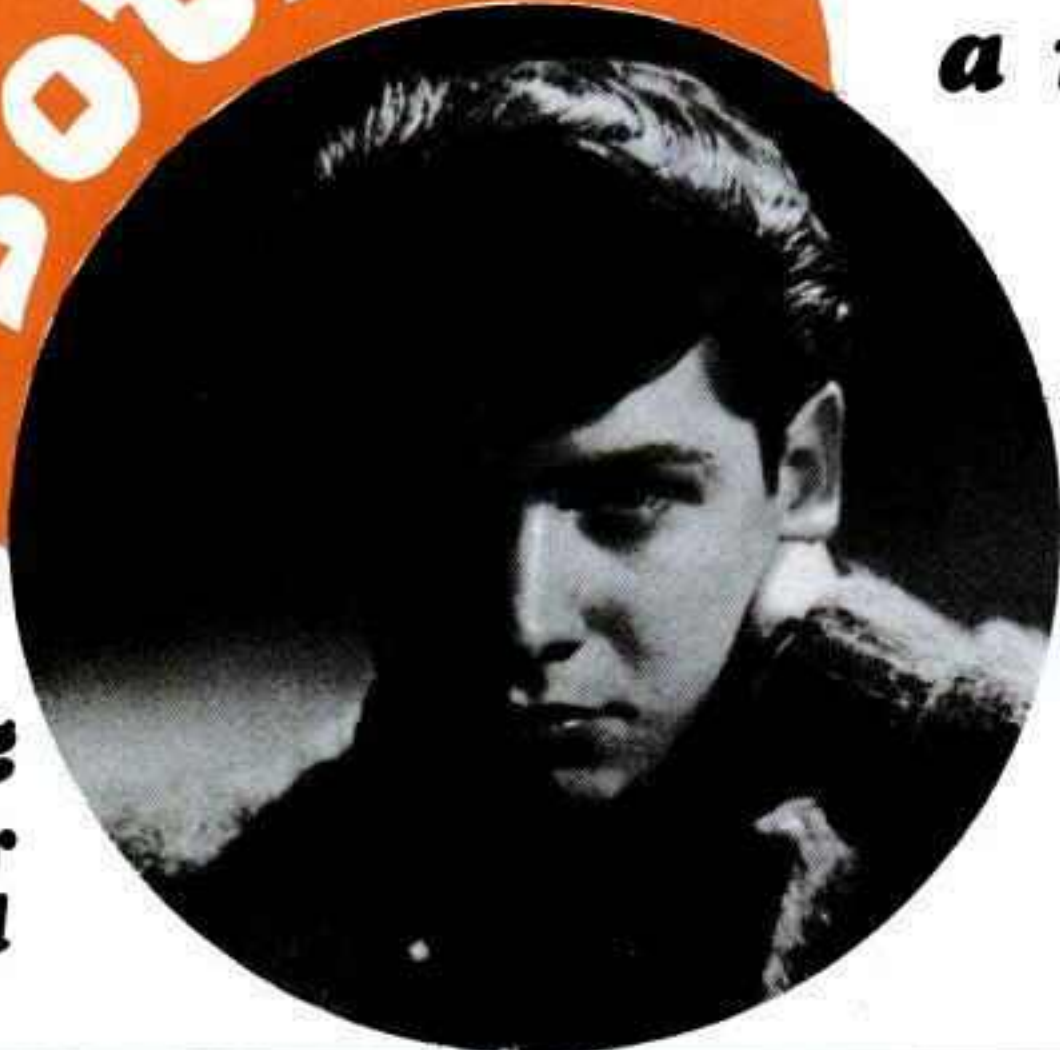
BOUNTY LAUNCHES ITS FIRST SMASH SINGLE

a rocking version of Bob Dylan's finest song

THE TIMES THEY ARE A-CHANGIN'

Bounty 45103

featuring Peter Antell



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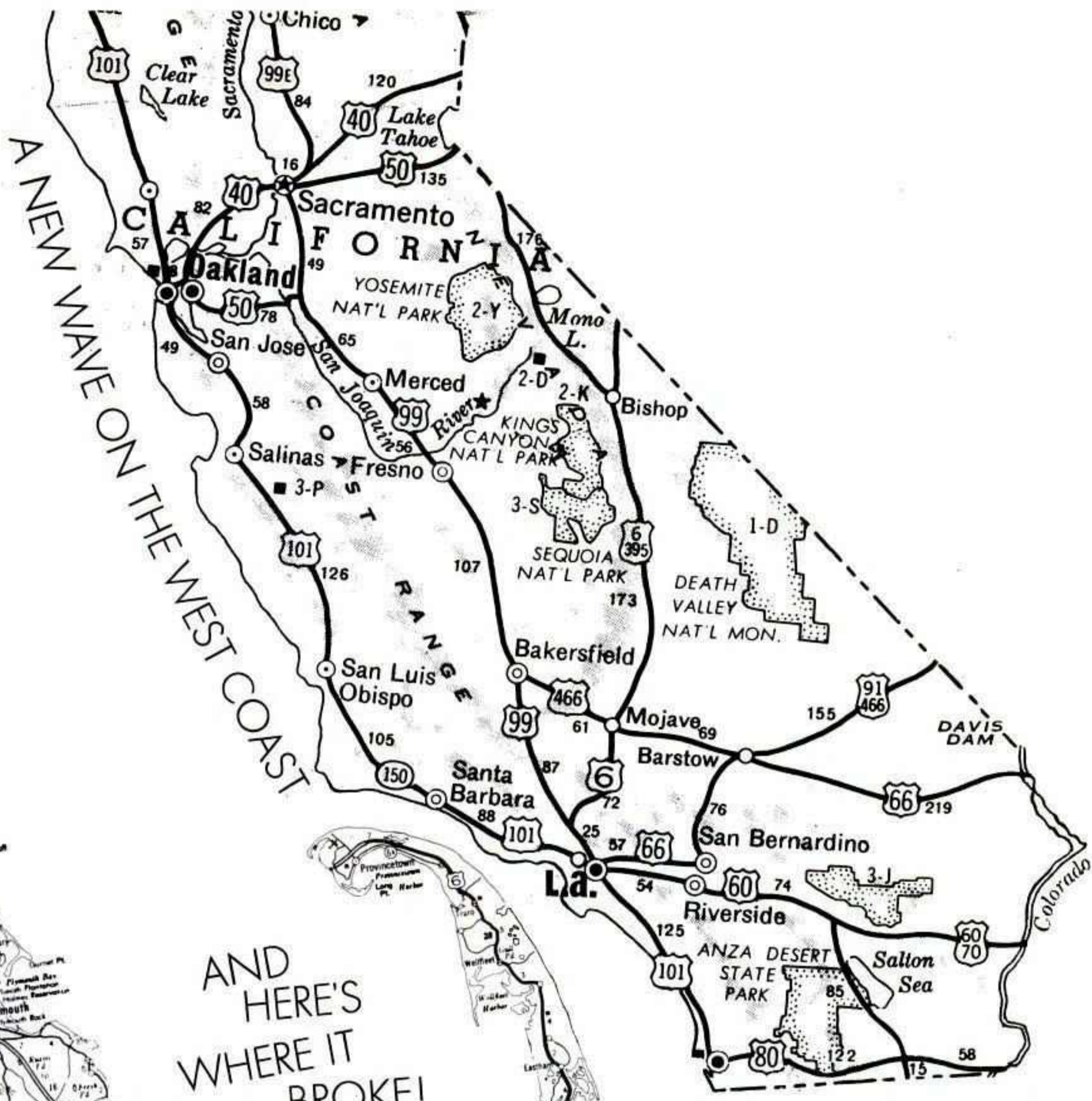


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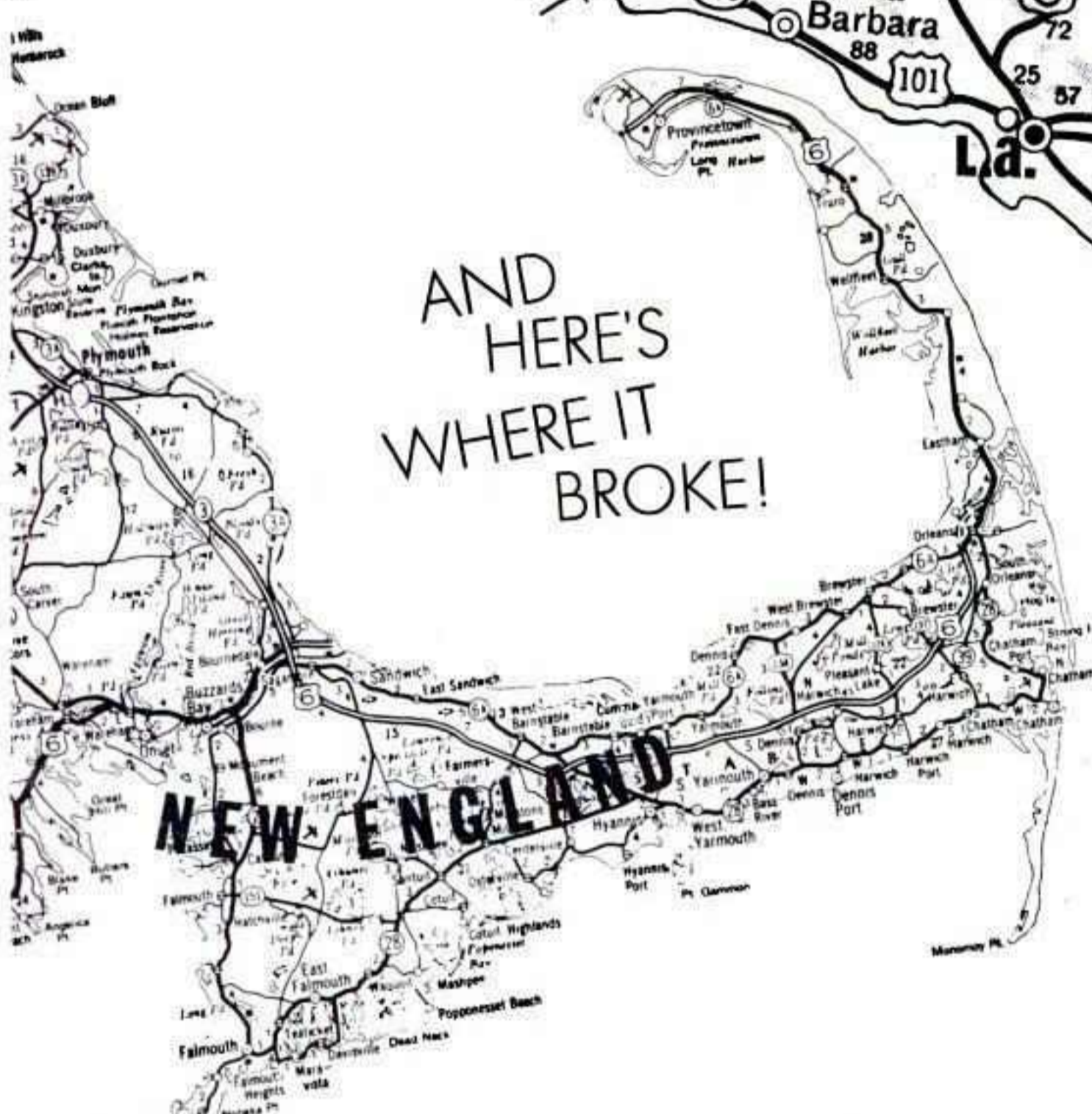
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- RECORD DISTRIBUTORS Detroit, Michigan 48227
- METRO DIST. OF CHICAGO Chicago, Ill.



AND HERE'S WHERE IT BROKE!



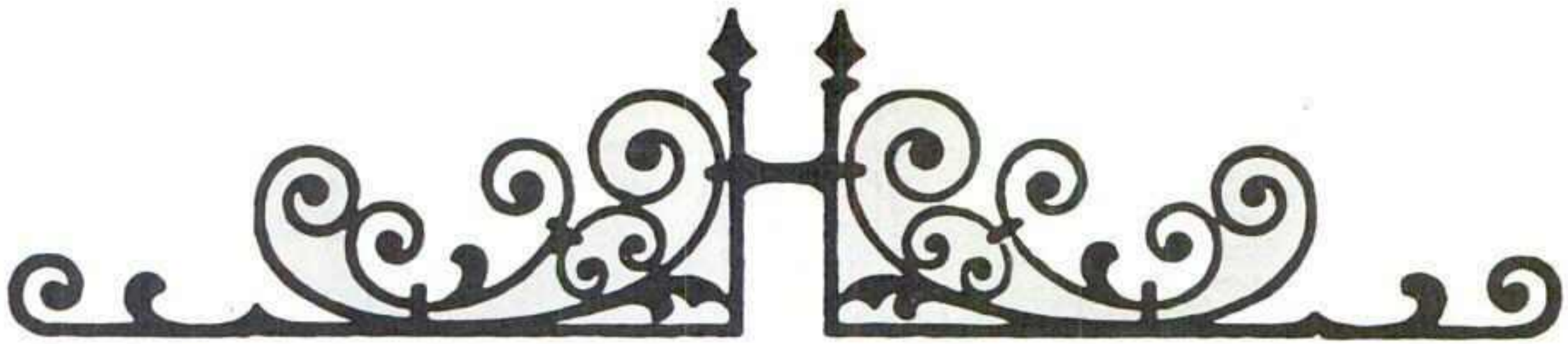
THE HONDELLS

"SEA CRUISE"

72479

SAILING TO THEIR BIGGEST HIT TO DATE!





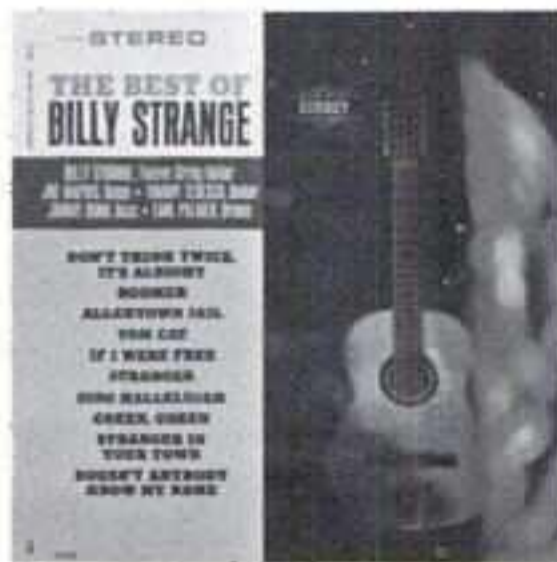
SURREY—WEBSTERS: A FOUR-WHEELED, TWO-SEATED PLEASURE CARRIAGE



A FREE WHEELING, MULTI-SEATED PROFIT MAKER



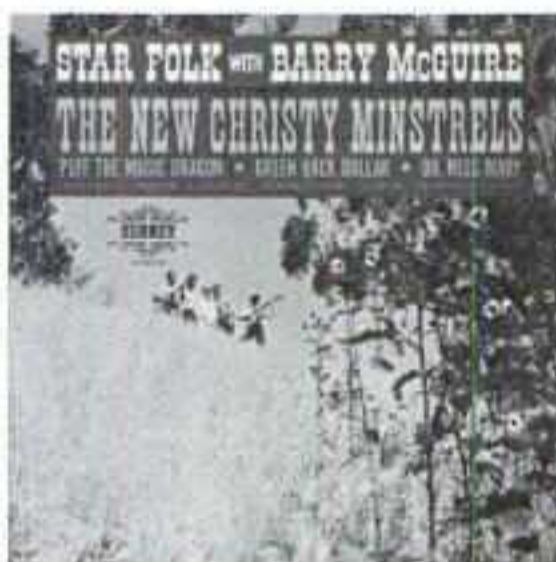
ANY WAY YOU DEFINE IT—SURREY MEANS PROFIT—\$1.98 MONO & STEREO



THE BEST OF BILLY STRANGE
Don't Think Twice, It's Alright; Boomer; Allentown Jail; Tom Cat; If I Were Free; Stranger; Sing Halleujah; Green, Green; Stranger in Your Town; Doesn't Anybody Know My Name
STEREO SS 1001/MONO S 1001



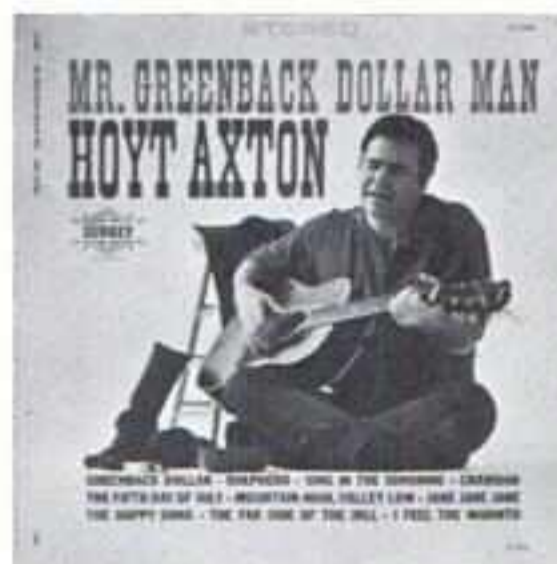
ZITHER MAGIC • Anton Karas
Third Man Theme; Hi Lili, Hi Lo; Terry's Theme from Limelight; I Kiss Your Hand, Madame; Zither March; Lili Marlene; Theme from White Lilacs; Zither Waltz; Just a Gigolo; Cukoo Theme
STEREO SS 1002/MONO S 1002



STAR FOLK with BARRY McGUIRE
featuring members of
THE NEW CHRISTY MINSTRELS
Greenback Dollar; Far Side of the Hill; Fireball Mail; Ride Around Little Doggies; So Long, Stay Well; Puff the Magic Dragon; The First Time; Gold Wedding Ring; One By One; Oh, Miss Mary
STEREO SS 1003/MONO S 1003



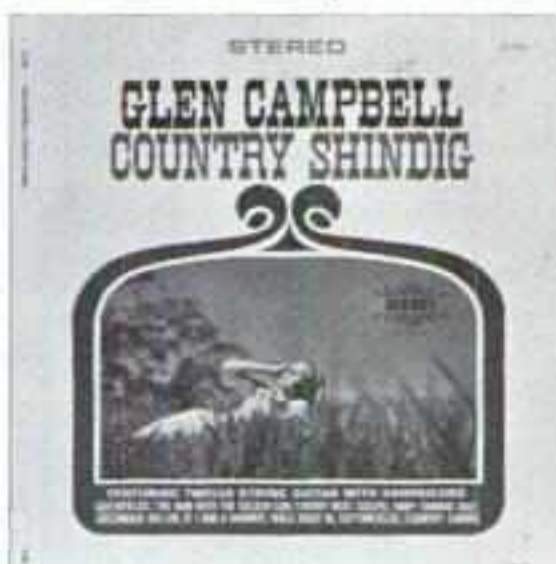
KITTY WHITE and LAURINDO ALMEIDA
with the Buddy Collette Orchestra
A New Love Is Like a Newborn Child; Johnny Guitar; The First Time; Look Away; My Man's Gone Now; Mountain High, Valley Low; A Sleepin' Bee; Your Eyes; The Color of My True Love's Hair; He's Comin' Back
STEREO SS 1004/MONO S 1004



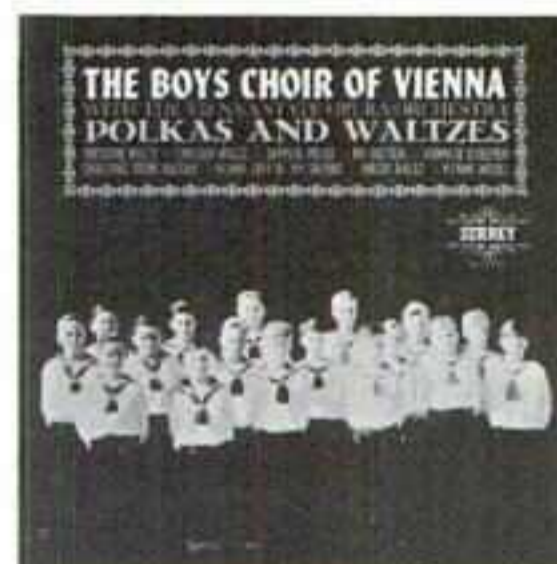
MR. GREENBACK DOLLAR • Hoyt Axton
Greenback Dollar; Shepherd; Sing in the Sunshine; Crowdad; Mountain High, Valley Low; The Fifth Day of July; Jane Jane Jane; The Happy Song; The Far Side of the Hill; I Feel the Warmth
STEREO SS 1005/MONO S 1005



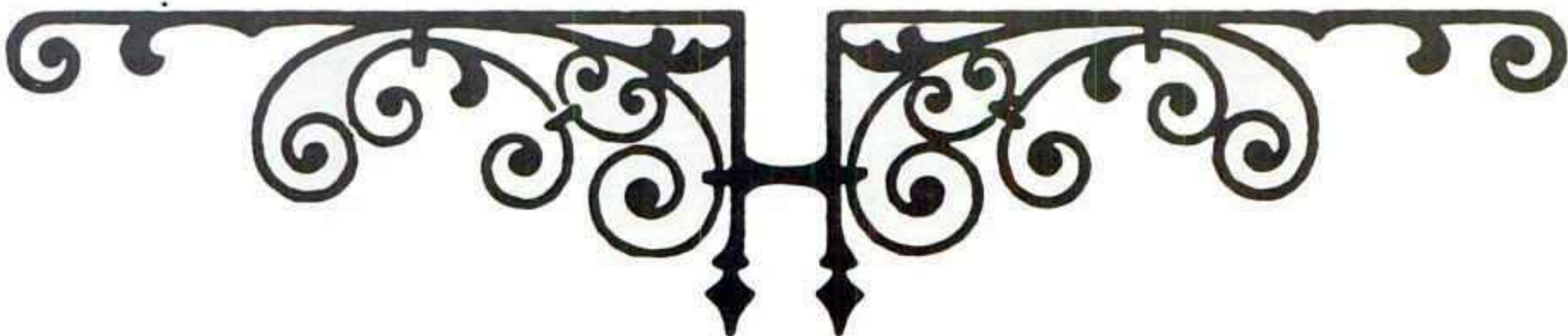
BLUES FOR SPOON AND GROOVE — Jimmy Witherspoon and Groove Holmes
Tell Him I Was Flyin' (part one); Goin' to Chicago Blues; In Blues; Gee Baby, Ain't I Good to You; Loser's Blues; Life's Highway; Cry the Blues; Out Blues; Since I Fell for You; Tell Him I Was Flyin' (part two)
STEREO SS 1006/MONO S 1006



COUNTRY SHINDIG • Glen Campbell
Cottonfields; The Man with the Golden Gun; Walk Right In; Gospel Harp; Country Shindig; Greenback Dollar; If I Had a Hammer; Cherry Beat; Greenfields; Shindig Hoot
STEREO SS 1007/MONO S 1007



POLKAS AND WALTZES
The Boys Choir of Vienna
Treasure Waltz; Emperor Waltz; Vienna, My City of Dreams; Zappel Polka; My Austria; Swallows from Austria; Viennese Children; Indigo Waltz; Vienna Woods
STEREO SS 1008/MONO S 1008



HITS OF THE WORLD

AUSTRALIA

Table with columns 'This Week' and 'Last Week' for Australia. Includes songs like 'HELP!' by The Beatles and 'UNCHAINED MELODY' by Righteous Brothers.

AUSTRIA

Table with columns 'This Week' and 'Last Week' for Austria. Includes songs like 'IL SILENZIO' by Nini Rosso and 'WOOLY BULLY' by Sam The Sham.

BRITAIN

(Courtesy New Musical Express, London)

Table with columns 'This Week' and 'Last Week' for Britain. Includes songs like 'SATISFACTION' by Rolling Stones and 'I GOT YOU BABE' by Sonny and Cher.

Table with columns 'This Week' and 'Last Week' for Canada. Includes songs like 'WE GOTTA GET OUT OF THIS PLACE' by Animals and 'EVE OF DESTRUCTION' by Barry McGuire.

CANADA

Table with columns 'This Week' and 'Last Week' for Canada. Includes songs like 'EVE OF DESTRUCTION' by Barry McGuire and 'HELP!' by The Beatles.

CANADIAN RECORDS

Table with columns 'This Week' and 'Last Week' for Canadian Records. Includes songs like 'ONLY SIXTEEN' by Terry Black and 'HEY HO, WHAT YOU DO TO ME' by Chad Allan.

EIRE

(Courtesy Dublin Evening Press)

Table with columns 'This Week' and 'Last Week' for Eire. Includes songs like 'HUCKLEBUCK SHOES' by Brendan Bowyer and 'SATISFACTION' by Rolling Stones.

FRANCE

Table with columns 'This Week' and 'Last Week' for France. Includes songs like 'SHAME AND SCANDAL IN THE FAMILY' by Sham Elliot and 'ALINE' by Christophe.

FRENCH (WALLOON) BELGIUM

(Denotes local origin)

Table with columns 'This Week' and 'Last Week' for French (Walloon) Belgium. Includes songs like 'ALINE' by Christophe and 'CAPRI, C'EST FINI' by Herve Villard.

EAST GERMANY

Table with columns 'This Week' and 'Last Week' for East Germany. Includes songs like 'AUSSER RAND UND BAND' by Frank Schoebel and 'GOLDENER MOND' by Christian Schafrik.

WEST GERMANY

Table with columns 'This Week' and 'Last Week' for West Germany. Includes songs like 'IL SILENZIO' by Nini Rosso and 'MIT 17 HAT MAN NOCH TRAUME' by Peggy March.

ITALY

(Courtesy Musica e Dischi, Milan)

(Denotes local origin)

Table with columns 'This Week' and 'Last Week' for Italy. Includes songs like 'SI FA SERA' by Gianni Morandi and 'CIAO CIAO' by Petula Clark.

JAPAN

(Courtesy Sega Enterprises)

(Denotes local origin)

Table with columns 'This Week' and 'Last Week' for Japan. Includes songs like 'ONNA GOKORO NO UTA' by Bob Satake and 'CARAVAN' by The Ventures.

MALAYSIA

(Courtesy Radio Malaysia)

(Denotes local origin)

Table with columns 'This Week' and 'Last Week' for Malaysia. Includes songs like 'SILVER THREADS AND GOLDEN NEEDLES' by Crescendos and 'HELP!' by Beatles.

MEXICO

(Courtesy Audiomusica)

(Denotes local origin)

Table with columns 'This Week' and 'Last Week' for Mexico. Includes songs like 'WOOLY BULLY' by Sam The Sham and 'SIGAMOS PECANDO' by Los 3 Diamantes.

NORWAY

(Courtesy Verdens Gang)

(Denotes local origin)

Table with columns 'This Week' and 'Last Week' for Norway. Includes songs like 'HELP!' by Beatles and 'LAPPLAND' by Finn Eriksen.

PERU

(This Week)

(Last Week)

Table with columns 'This Week' and 'Last Week' for Peru. Includes songs like 'RONDANDO TU ESQUINA' by Lucho Barrios and 'ESOS OJOS NEGROS' by Duo Dinamico.

PHILIPPINES

(This Week)

(Last Week)

Table with columns 'This Week' and 'Last Week' for Philippines. Includes songs like 'PRELUDE AND THE SOUND OF MUSIC' by Julie Andrews and 'HELLO DOLLY!' by Bobby Darin.

RIO DE JANEIRO

(Denotes local origin)

(This Week)

(Last Week)

Table with columns 'This Week' and 'Last Week' for Rio de Janeiro. Includes songs like 'A FESTA DO BOLINHA' by Trio Esperanca and 'ZORBA THE GREEK' by Dalida.

SINGAPORE

(Courtesy Radio Singapore)

(This Week)

(Last Week)

Table with columns 'This Week' and 'Last Week' for Singapore. Includes songs like 'A WALK IN THE BLACK FOREST' by Horst Jankowski and 'I'M ALIVE' by Hollies.

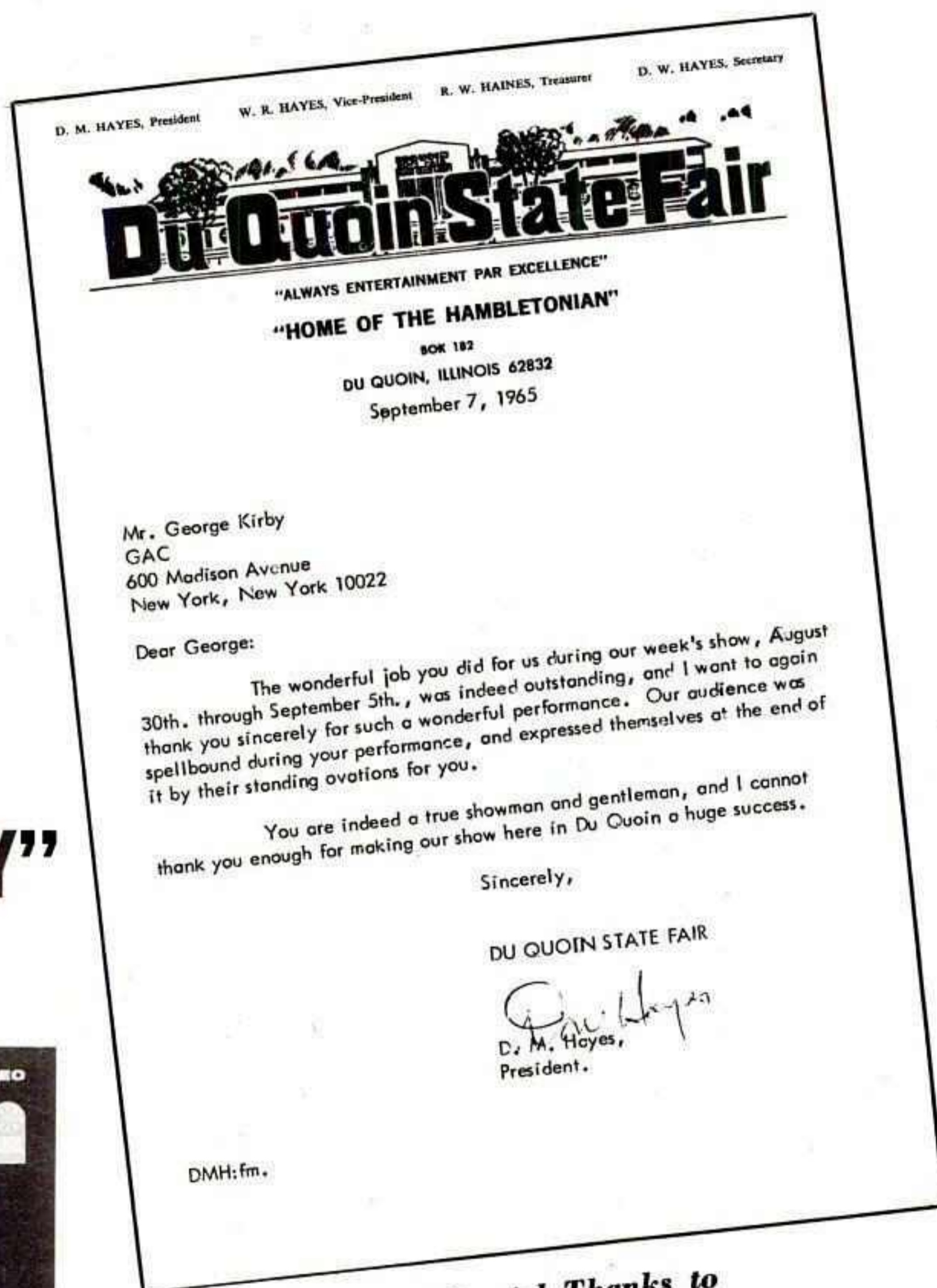
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"THE REAL GEORGE KIRBY"

(George Kirby Sings)
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Harrah's Tahoe
Stateline, Nevada
Oct. 21 thru Nov. 3

Shoreham Hotel
Washington, D. C.
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Harry Belafonte's Spectacular
"The Strolling Twenties"
CBS-TV Network
Taping Nov. 21 thru Dec. 3

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TOP TIPS

★ STAR performer—LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.

Record Industry Association of America seal of certification as million dollar LP's.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains top 50 chart entries.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains chart entries 51-100.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains chart entries 101-150.

You'd
better
believe
it's a
hit, so...

DON'T FOOL WITH FU MANCHU



b/w Tears Melt The Stones #CR 301

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ALBUM REVIEWS (continued)

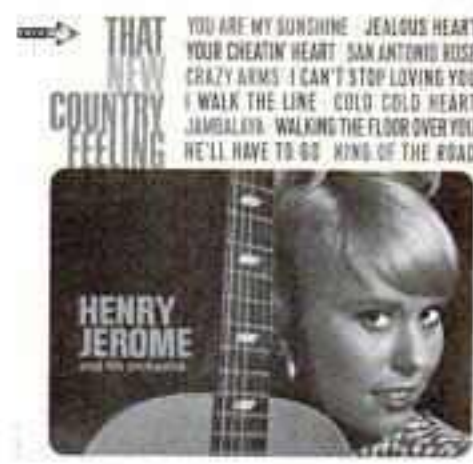
20 MARTIN DENNY GOLDEN HAWAIIAN HITS



POP SPOTLIGHT

20 GOLDEN HAWAIIAN HITS
Martin Denny. Liberty LRP 3415 (M); LST 7415 (S)

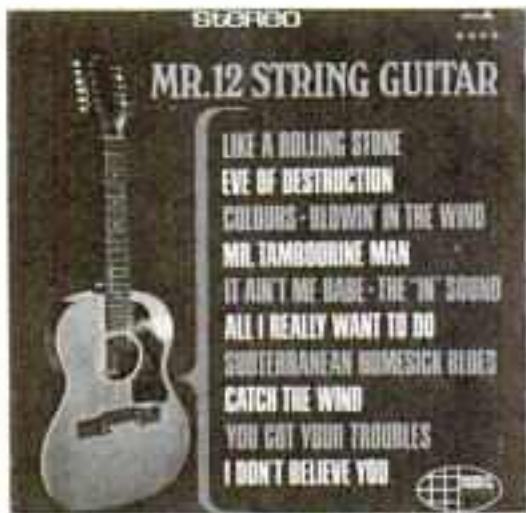
The unique sound of Martin Denny returns with 20 of his famous jungle-paradise hits. Famous throughout the Hawaiian Islands, the magic musical charm of pianist Denny has spread rapidly on the mainland via such beautiful tunes as "Hawaiian Village," "Lovely Hula Hands," "Pagan Love Song" and "Hawaiian War Chant," all included here.



POP SPOTLIGHT

THAT NEW COUNTRY FEELING
Henry Jerome and his Orch.
Decca DL 4676 (M); DL 74676 (S)

Creative producer-arranger Henry Jerome has come up with the clever idea of combining the pure sounds of country with the exciting sounds of a big brass pop band. The result is a winning program of standouts, original concepts of country classics as witnessed in "Walking the Floor Over You."



POP SPOTLIGHT

MR. 12 STRING GUITAR
Various Artists. World Pacific WPS-21835 (S)

The sound of the 12-string guitar fits the compositions of Bob Dylan like a glove. The luster, excitement and tragedy expressed in his material is completely captured by the guest appearance of Capitol Records' Glen Campbell, a wizard on the 12-string guitar. He is strongly supported by a rhythm group. Well performed and well produced.



POP SPOTLIGHT

AMERICANA
Robert Merrill. London PM 55003 (M); SP 44065 (S)

The mellow, warm, baritone voice of Robert Merrill, backed by arranger-conductor Stanley Black and the London Festival Orchestra and Chorus lends power and vigor to such traditional American tunes as "Battle Hymn of the Republic," "When Johnny Comes Marching Home" and "America the Beautiful." This superb luxury package will sell on its cover art, too.



POP SPOTLIGHT

**GREAT SONGS OF THE 60'S
GLENN MILLER TIME**
Glenn Miller Orch. (Ray McKinley). Epic LN 24157 (M); BN 26157 (S)

The Glenn Miller sound comes vividly alive once again via these top-ranking arrangements of recent hits of the 1960's. Ably assisted by the Moonlight Serenaders, the package makes for first-rate, enjoyable programming with strong sales appeal. Well produced.



POP SPOTLIGHT

GINO TONETTI SINGS
Coral. CRL 57482 (M); CRL 757482 (S)

Marking his debut on the Coral label, the young six-foot Italian impresses as a distinctive new stylist. His lyric feel and tenderness are foremost throughout his reading of "This Is All I Ask" and "My Love Forgive Me." He swings with ease through "On the Street Where You Live" and "C'est Si Bon." A newcomer to watch.



POP SPOTLIGHT

FEELING GOOD
Julie London. Liberty LRP 3416 (M); LST 7416 (S)

The rich, warm, vocal styling of Miss London adds new luster and beauty to the much-recorded "My Kind of Town" and "She's Just a Quiet Girl (Mae)." With Gerald Wilson's big band support on his own superb arrangements, the beautiful songstress has another in a long line of smash LP's.



CLASSICAL SPOTLIGHT

HEIFETZ PLAYS GERSHWIN AND MUSIC OF FRANCE
Jascha Heifetz. RCA Victor LM 2856 (M); LSC 2856 (S)

The world's foremost violinist plays the works of one of America's greatest composers. He also plays the music of the modern French masters, with excellent support from Brooks Smith on piano. The album should get both classical and popular sales.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

★ NEW ACTION LP's

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

HIGHWAY 61 REVISITED . . .
Bob Dylan, Columbia CL 2389 (M); CS 9189 (S)

JAN & DEAN GOLDEN HITS VOLUME 2 . . .
Liberty LRP 3417 (M); LST 7417 (S)

THE SHADOW OF YOUR SMILE . . .
Astrud Gilberto, Verve V 8629 (M); V6-8629 (S)

THE FIRST THING EV'RY MORNING . . .
Jimmy Dean, Columbia CL 2401 (M); CS 9201 (S)

DRIVE-IN MOVIE TIME . . .
Bobby Vinton, Epic LN 24170 (M); BN 26170 (S)

YES, I'M READY . . .
Barbara Mason, Arctic ALPM 1000 (M); ALPS 1000 (S)

OTIS REDDING SINGS SOUL . . .
Volt LP 412 (M); SD 412 (S)

HERE & NOW! . . .
George Shearing, Capitol T 2372 (M); ST 2372 (S)

HOW TO STUFF A WILD BIKINI . . .
Kingsmen, Wand W 671 (M); WS 671 (S)

THE GREAT RACE . . .
Henry Mancini & His Orch, RCA Victor LPM 3402 (M); LSP 3402 (S)

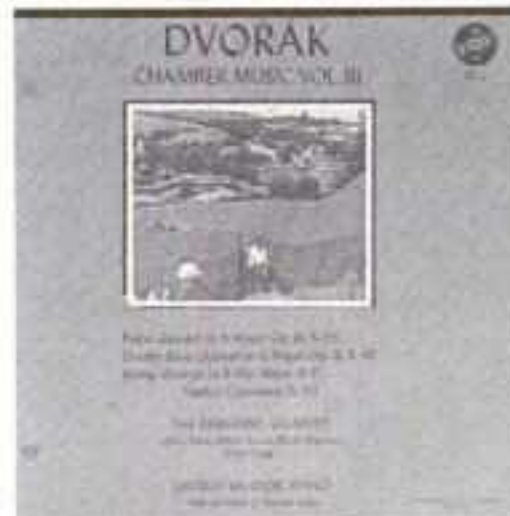
GETTING ROMANTIC . . .
Swingle Singers, Philips PHM 200-191 (M); PHS 600-191 (S)

THE WANDERING MINSTRELS . . .
New Christy Minstrels, Columbia CL 2384 (M); CS 9184 (S)

SUMMER WIND . . .
Roger Williams, Kapp KL 1434 (M); KS 3434 (S)

THE SERENDIPITY SINGERS SING OF: LOVE, LIES AND FLYING FESTOONS . . .
Philips PHM 200-190 (M); PHS 600-190 (S)

THAT MOTOWN SOUND . . .
Earl Van Dyke & the Soul Brothers, Motown 631 (M); S 631 (S)



CLASSICAL SPOTLIGHT
DVORAK: CHAMBER MUSIC VOL. III (3-12" LP's)
Berkshire Quartet. Vox SVBX 551 (S)

This is the third volume in a series of seven dedicated to Dvorak's chamber music. And it is another sterling performance indeed by this renowned, talented group. The group's painstaking mastery and technical proficiency, as always, is highly impressive. The three-record set has a colorful cover.



CLASSICAL SPOTLIGHT
BEETHOVEN: HAMMERKLAVIER SONATA/SONATA IN A FLAT
Charles Rosen. Epic LC 3900 (M); BC 1300 (S)

Charles Rosen, a young, gifted and rising pianist, displays considerable artistry with two of Beethoven's best, though not his most popular works. In addition to his technical competence, he shows a genuine understanding of the works.



COUNTRY SPOTLIGHT
REMINISCING
Slim Whitman. Imperial LP 9288 (M); LP 12288 (S)

The warmth and charm of Whitman's lyrical voice add new depth and beauty to the country standards "Mansion on the Hill" and "Be Honest With Me." Other Whitman standouts are "Please, Help Me, I'm Falling" and "When I Grow Too Old to Dream." Fine performance and production.



CLASSICAL SPOTLIGHT
STRAVINSKY: SYMPHONY OF PSALMS/POULENC: GLORIA
Robert Shaw Chorale/RCA Victor Symphony Orchestra (Shaw). RCA Victor LM 2822 (M); LSC 2822 (S)

The Shaw Chorale shapes penetrating and profound images in both religious compositions. The Stravinsky work is joyous, compelling and moving. In "Gloria," Miss Endichs' voice is rich and sure. Shaw's conducting is thorough and deep, and his interpretation is a monument to such fine works.



LOW PRICE CLASSICAL SPOTLIGHT
TREASURES OF THE BAROQUE
Various Artists & Orchestras. Nonesuch H-79 (S)

This excellent baroque sampler, listing for \$1, has works of Vivaldi, Handel, Purcell, Bach and Schutz. The performances are polished, and the repertoire popular enough to entice the first-time baroque buyer.



COUNTRY SPOTLIGHT
GONE, BUT NOT FORGOTTEN
Various Artists. Starday SLP 346 (M)

This is a multiartist package which has powerful appeal. Powerhouse stars are the late, great Cowboy Copas, Patsy Cline and Hawkshaw Hawkins doing, respectively, such tunes as "Wings of a Dove," "Love-sick Blues" and "I Suppose."

(continued)

SEE ALBUM REVIEWS
ON BACK COVER

ADVERTISING IN
BUSINESSPAPERS
MEANS BUSINESS

ALBUM REVIEW POLICY

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

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New POP Winners



I'LL TAKE YOU WHERE THE MUSIC'S PLAYING
THE DRIFTERS *ATLANTIC 8113



IN THE MIDNIGHT HOUR
WILSON PICKETT ATLANTIC 8114



MR. ACKER BILK & BENT FABRIC
TOGETHER *ATCO 33-175



OTIS BLUE
OTIS REDDING SINGS SOUL *VOLT 412



BLUES IS A WOMAN GONE
CASEY ANDERSON *ATCO 33-176

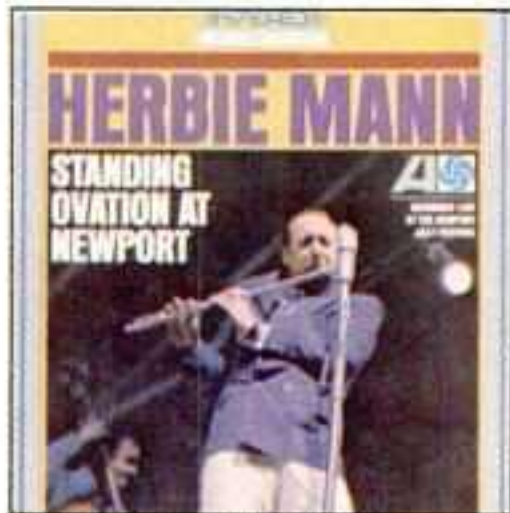


IN PERSON AT EL MATADOR!
SERGIO MENDES & BRASIL '65 *ATLANTIC 8112



CHILES & PETTIFORD LIVE AT JILLY'S
*ATLANTIC 8111

New JAZZ Winners



STANDING OVATION AT NEWPORT
HERBIE MANN *ATLANTIC 1445



THE MODERN JAZZ QUARTET PLAYS
GEORGE GERSHWIN'S PORGY & BESS
*ATLANTIC 1440



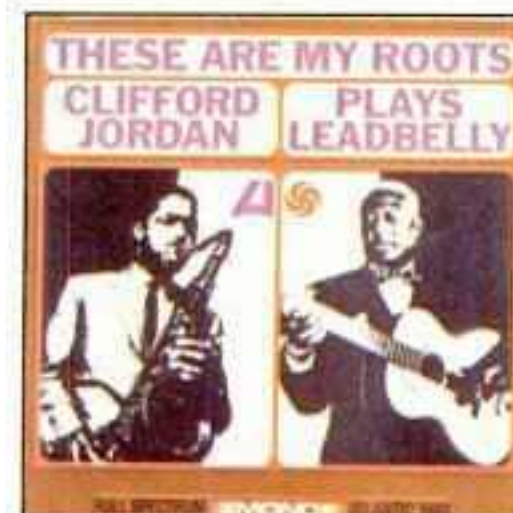
AND THEN AGAIN:
ELVIN JONES *ATLANTIC 1443



SING ME SOFTLY OF THE BLUES
THE ART FARMER QUARTET
*ATLANTIC 1442

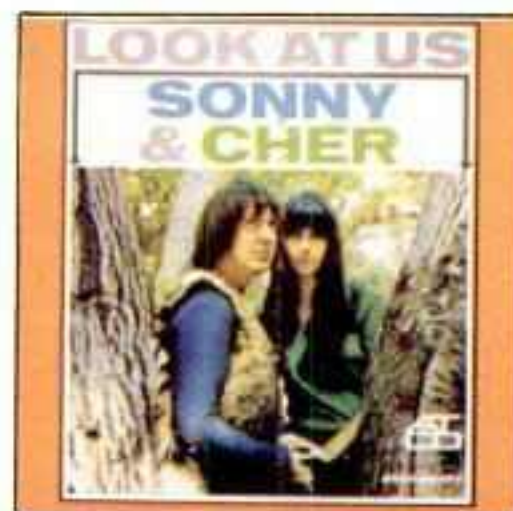


THE NEW THING & THE BLUE THING
TED CURSON *ATLANTIC 1441



THESE ARE MY ROOTS
CLIFFORD GORDON PLAYS LEADBELLY
*ATLANTIC 1444

CHART-BUSTERS



LOOK AT US
SONNY & CHER *ATCO 33-177



BABY I'M YOURS
BARBARA LEWIS *ATLANTIC 8110



THIS IS NEW!
RIGHTEOUS BROTHERS *MOONGLOW 1003

*AVAILABLE IN MONO AND STEREO

ATLANTIC  & ATCO  1841 BROADWAY, NEW YORK, N.Y.



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Col.'s New Classical Marketing Program Aimed to Help Dealer

NEW YORK—Columbia Records is launching a new marketing program for its classical records to aid the dealer's growth and profit potential. The program, which is in line with the "Grow Power in the Age of Reason" theme proposed by William P. Gallagher, Columbia vice-president, at the company's July convention in Miami, will broaden the margin to the dealer on the major portion of Columbia's catalog.

The program, which goes into effect on Sept. 20, has a price adjustment in which Columbia's branches will now offer a 50 per cent margin to retailers on the ML and MS series. These price adjustments are on the wholesale price only and will not affect the suggested list

price schedules of \$4.79 on ML and \$5.79 on MS LP's.

In addition to the price adjustments, Columbia will make it possible for the full-line retailer to offer his own Masterworks Subscription Plan in his own store. This move stems from a test of consumer purchasing patterns on classical albums run by the Columbia Record Club in July of last year. During the last 12 months, Columbia has maintained a consumer panel of selected subscribers. This panel has been subjected to continuous evaluation and study, and results showed that the classical buyer can be stimulated by broadening the selection of classical repertoire available to him. The Columbia tests also proved that

the classical market is growing rapidly, and demand is increasing for esoteric repertoire as well as for that of so-called warhorse variety.

It is now expected that the price adjustment will enhance the dealer's profitability and that the subscription plan will broaden the dealer's potential in classical sales. The Columbia Record Club, as a result of the same tests, will offer a similar Masterworks Subscription Plan.

Gallagher said, "The new Masterworks prices are year-round in every respect and are consistent with our dedication to the 'Age of Reason' policy which has proved so successful for Columbia during the past two years. Now an even larger audience will be reached by such Columbia top-selling classical artists as Leonard Bernstein and the New York Philharmonic; George Szell and the Cleveland Orchestra; Eugene Ormandy and the Philadelphia Orchestra; pianists Vladimir Horowitz, Rudolf Serkin and Glenn Gould; violinists Isaac Stern and Zino Francescatti; organist E. Power Biggs, and the Mormon Tabernacle Choir.

The complete details of Columbia's new classical marketing plan will be unveiled to retailers by the record company's sales organization in the near future.

Epic's Beethoven Pkg. Sparking Entire Line

NEW YORK—The seven-LP package of Beethoven's nine symphonies performed by George Szell and the Cleveland Orchestra is giving Epic Records a potent classical image in the marketplace. According to Sol Rabinowitz, Epic's director of merchandise, the package has become the "leader" the label's been looking for for some time and has sparked sales all through the line.

Rabinowitz credits the Beethoven package for bringing Epic's classical line 400 per cent over quota for August. The album, which started shipping during the first week of August, has received such favorable reaction in the field that additional pressings are being planned and preparations are now in the works to build it as a Christmas gift item via special promotional and advertising angles. The initial pressing incidentally, came to 3,000 copies. The box of seven monaural LP's carries a suggested list price of \$19.19 while stereo set is priced at \$23.19. The recordings were issued separately over the past few years.

The success of the Beethoven package also has stimulated

sales in the rest of Szell's repertoire on the Epic label. Although Szell and the Cleveland Orchestra switched to Columbia Records earlier this year, Epic has about 50 of their LP's in its line. The Beethoven package, however, is the prime mover, and Epic plans to take advantage of its initial sales spurt via co-operative advertising programs between distributors and retailers. Along this line, Epic is supplying glossy ad mats as well as soft ad mats for distributor-dealer use.

The seven-LP box was part of Epic's all-Beethoven August release which included LP's by pianist Leon Fleisher and the Cleveland Orchestra, the Juilliard String Quartet and pianist Charles Rosen.

Now being prepared for October release are LP's featuring Metropolitan Opera soprano Judith Raskin, the premiere recording of Bach's "The Passion According to Saint Mark" performed by Wolfgang Gonnemann conducting the Stuttgart and the Pforseim Orchestra, the Beaux Arts String Quartet, and flutist Jean-Pierre Rampal.

Increased Subsidies Seen Curbing Tensions in Italy

ROME—Strikes and interruptions of opera and concert seasons which were common during the past season will probably disappear as the result of subsidies for classical music of \$6,400,000 which have been announced by the Ministry of Entertainment. These

sums are in addition to previously approved \$8 million in subsidies.

Most recent stoppage came during the summer when a gala performance in honor of visiting President Edoardo Frey of Chile was canceled at Rome's Baths of Caracalla. In November 1964, the season's opening was delayed by one week by strikes and twice during the season other stoppages were called. Impresarios of the 11 leading opera and symphony companies declared themselves helpless to meet the union demands because of lack of funds.

The laws governing entertainment set fixed limits on the amounts available for subsidies and these have been duly appropriated each year. Minister Achille Corona has now diverted the additional funds from a separate source while he will endeavor to seek an amendment to the law for the future.

DGG Offers 3 Releases In Its Series

HAMBURG — Deutsche Grammophon has announced a winter program of three releases—Chopin, Schubert, and Mozart's "Magic Flute"—for its series "Meisterwerke in Geschenkausgaben" or masterworks in gift format.

The Chopin offering consists of a selection of Chopin's piano compositions interpreted by the 32-year-old Hungarian, Tamas Vasary.

The Schubert work contains Schubert's most famous chamber music ensembles performed by the Berlin philharmonic octet.

The third masterwork offering Mozart's "Magic Flute" is directed by Dr. Karl Boehm. Singers include Dietrich Fischer-Dieskau, Evelyn Lear, Fritz Wunderlich, Roberta Peters and Franz Crass.

Boehm's "Magic Flute" represents Deutsche Grammophon's entry in the controversy over whether there can be a "complete" recording of "Magic Flute" without the dialog.

This dispute was sparked by Dr. Otto Klemperer, who declined to include the dialog in the version he did this spring for Electrola on the ground that it was "fatuous" to stick literally by the opera stage presentation.

Grammophon's contends, however, that to eliminate the dialog is to abridge the work.

In a further Deutsche Grammophon production separate from the masterwork series,

BEST SELLING BUDGET-LINE CLASSICAL LP's

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

This Week

- THE BAROQUE TRUMPET**; Collegium Musicum of Paris, Society for Old Instruments, Versailles Chamber Orchestra and Vogue Orchestra: Nonesuch H 71002 (S), H 1002 (M).
- BACH**—Four Concertos for Harpsichord and Orchestra; Neumeier, Berger, Burr, Urbuteit, Ch. Orchestra of the Sarre (Ristenpart): Nonesuch H 71019 (S), H 1019 (M).
- HUMMEL**—Mandolin Concerto in G major/**HOFFMANN**—Mandolin Concerto in D major; Kunschak, Vienna Pro Musica (Hladky): Turnabout TV 34003S (S), TV 4003 (M).
- SYMPHONIES AND FANFARES FOR THE KING'S SUPPER**; Collegium Musicum of Paris (Doluaette): Nonesuch H 71009 (S), H 1009 (M).
- BEETHOVEN**—Symphony No. 9; Boston Symphony (Munch): RCA Victrola (2-12") VICS 6003 (S), VIC 163 (M).
- RIMSKY-KORSAKOV**—Scheherazade; Vienna State Opera Orchestra (Rossi): Vanguard 163SD (S), 163 (M).
- TCHAIKOVSKY**—Concerto No. 1 in B flat for Piano & Orch.; Gilels, Chicago Symphony (Reiner): RCA Victrola VICS 1039 (S), VIC 1039 (M).
- BARTOK**—Concerto for Orchestra; Chicago Symphony (Reiner): RCA Victrola VICS 1110 (S), VIC 1110 (M).
- SIBELIUS**—Symphony No. 1; Halle Orchestra (Barbirolli): Vanguard 132 SD (S), 132 (M).
- HAYDN**—Symphonies Nos. 6 (Morning), 7 (Noon), and 8 (Evening); Ch. Orch. of the Sarre (Ristenpart): Nonesuch H 71015 (S), H 1015 (M).
- SCHUBERT**—Waltzes (36), German Dances (16), and Valses Nobles (12); Hautzig: Turnabout TV 34006 (S), TV 4006 (M).
- VAUGHAN-WILLIAMS**—Symphony No. 2 (London); Halle Orch. (Barbirolli): Vanguard 134 SD (S), 134 (M).
- STRAUSS**—Waltzes; Minneapolis Symphony (Dorati): Mercury-Wing 18000 (S), 14000 (M).
- BEETHOVEN**—Symphony No. 3; Phil. Prom. Orch. of London (Boult): Vanguard 127 SD (S), 127 (M).
- MOZART**—Concerto for Two Pianos & Orch. in E flat Major/Concerto for Three Pianos & Orch. in F major; Sancal, Pommier, Silie, Orch. of Assoc. of Lamoureux Concerts (Chorofas): Nonesuch H 71028 (S), H 1028 (M).

Musical Mafia Is Milking Artists, Zecchillo Charges

MILAN — Baritone Giuseppe Zecchillo exploded a veritable bomb in the midst of classical music circles of Italy when he

asked the local prosecutor's office for an investigation of what he called "the mafia of theatrical agencies."

Organists' Tourney

RAVENNA—An international competition devoted to organists will be held for the first time this year in this ancient capital of the Byzantine Empire. The prize is \$2,000. Information can be obtained from 1st International Organ Competition, Azienda Autonomo di Soggiorno e Turismo, Via S. Vitale, 2, Ravenna, Italy.

Zecchillo, who has been heard at Ga Scala and other leading opera houses in and out of Italy, charged that the musical agents exact high commissions and stand in a position to damage the careers of artists who will not meet their terms. Under Italian law, agencies are forbidden to take percentages for finding work but they continue to function as "artistic consultants."

Boehm has just recorded Alban Berg's "Wozzeck." Boehm and Berg were personal friends, and Boehm conducted "Wozzeck" in 1951 for the first time since Berg's works were banned by the Nazis.

While there have been many rumors in the past about the power of Italian agents, this is the first time that any performer has risked his career in going to the authorities. Among his charges are that one American singer paid an agency \$800 per concert although his own receipts were about \$120 per engagement. He states that foreign artists who find it necessary to their career to show European, and particularly Italian engagements, find themselves paying out even more than the Italians are forced to do.

The recording, just released, was produced in Berlin's UFA music studio, an acoustical gem surrounded by open-air sets used for shooting Western films. It is the second complete recording of "Wozzeck" ever to be made, having been preceded only by an older American mono version under Dimitri Mitropoulos.

The baritone declared, "Musical agents often take a large part of the pay given singers. However, for fear of losing work only a few singers dare to rebel."

CBS PUSH ON STRAVINSKY

LONDON — To mark the visit of Igor Stravinsky, CBS issued a special brochure giving details of all his available recordings. The 83-year-old composer was here to conduct a concert of his own works at the Royal Festival Hall (14). The performance included the European premiere of his "Variations in Memory of Aldous Huxley."

Our thanks to the M.O.A.

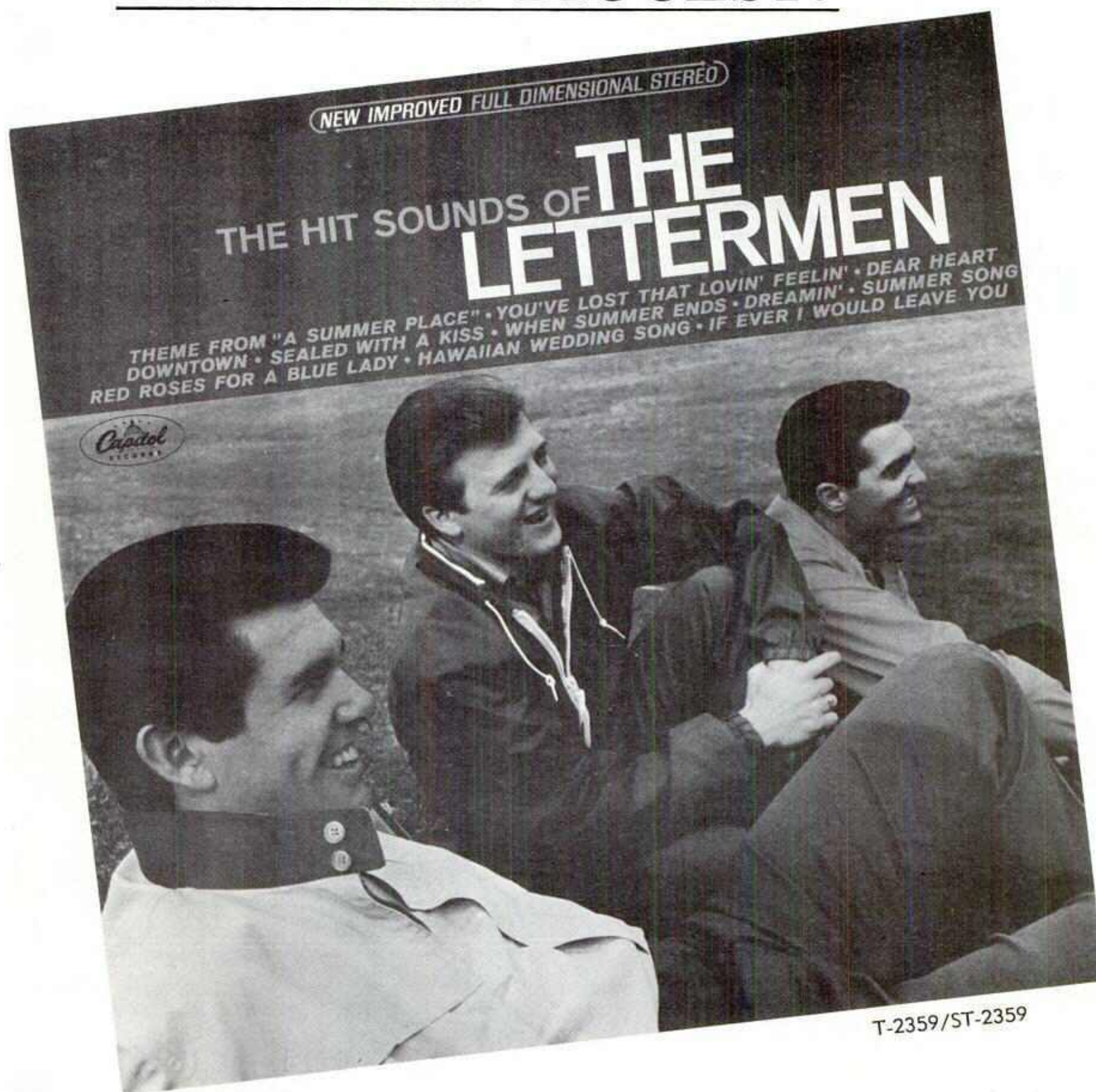
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b/w

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National Promotion
PETE BENNETT
N.Y.C.

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

YESTERDAY

Beatles, Capitol 5498

★ REGIONAL BREAKOUTS

These new records, not yet on Billboard's Hot 100, have been reported getting strong sales action by dealers in major market(s) listed in parentheses.

DRUMS A-GO-GO . . .

Hollywood Persuaders, Original Sound 50 (Drive-In, BMI) (Los Angeles, Milwaukee)

I'M SO THANKFUL . . .

Ikettes, Modern 1011 (Jobete, BMI) (Baltimore, Atlanta)

THE SUN AIN'T GONNA SHINE ANYMORE . . .

Frankie Valli, Smash 1995 (Saturday & Seasons Four, BMI) (Philadelphia)

ROSES AND RAINBOWS . . .

Danny Hutton, HBR 447 (Anihanbar, BMI) (Los Angeles)

TAKE ME FOR A LITTLE WHILE . . .

Evie Sands, Blue Cat 118 (Lollipop, BMI) (Baltimore)

NEW ALBUM RELEASES

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

- ANGEL**
ELENA GERHARDT—Hugo Wolf Songs; COLH 142.
- BANG**
STRANGELOVES—I Want Candy; BLP 211.
- BRUNSWICK**
JACKIE WILSON—Spotlight on Jackie; BL 54119, BL 754119.
- COLUMBIA**
VARIOUS ARTISTS—Brendan Behan The Hostage; DOL 329, DOS 729.
- CORAL**
PETE FOUNTAIN & HIS GUEST STARS—Standing Room Only; CRL 57474, CRL 757474.
"BIG" TINY LITTLE—Play Me A Country Song; CRL 57481, CRL 757481.
GINO TONETTI Sings; CRL 57482, CRL 757482.

- CMA (Country Music Assoc.)**
VARIOUS ARTISTS—25 Great Country Music Artists Singing Their Famous Original Hits; CMA 712.
- DECCA**
BEETHOVEN: SERENADE IN D MAJOR FOR FLUTE, VIOLIN & VIOLA—DL 10116, DL 710116.
RANDY BOONE—Ramblin' Randy; DL 4663, DL 74663.
WARREN COVINGTON & HIS ORCH.—Golden Trombone Favorites; DL 4667, DL 74667.
PETER DUCHIN—Dance Till Dawn; DL 4685, DL 74685.
HAYDN: QUARTET IN E FLAT—Netherlands String Quartet; DL 10117, DL 710117.
HENRY JEROME & HIS ORCH.—That New Country Feeling; DL 4676, DL 74676.
The Best of WAYNE KING; DXSB 7189.
NEW YORK PRO MUSICA (Greenberg)—The Renaissance Band; DL 9424, DL 79424.
SCARLATTI: STABAT MATER—Amor Artis Choral (Somary); DL 10114, DL 710114.
SCHUMANN: SYMPHONY ETUDES—Gyorgy Gzifra; DL 10115, DL 710115.

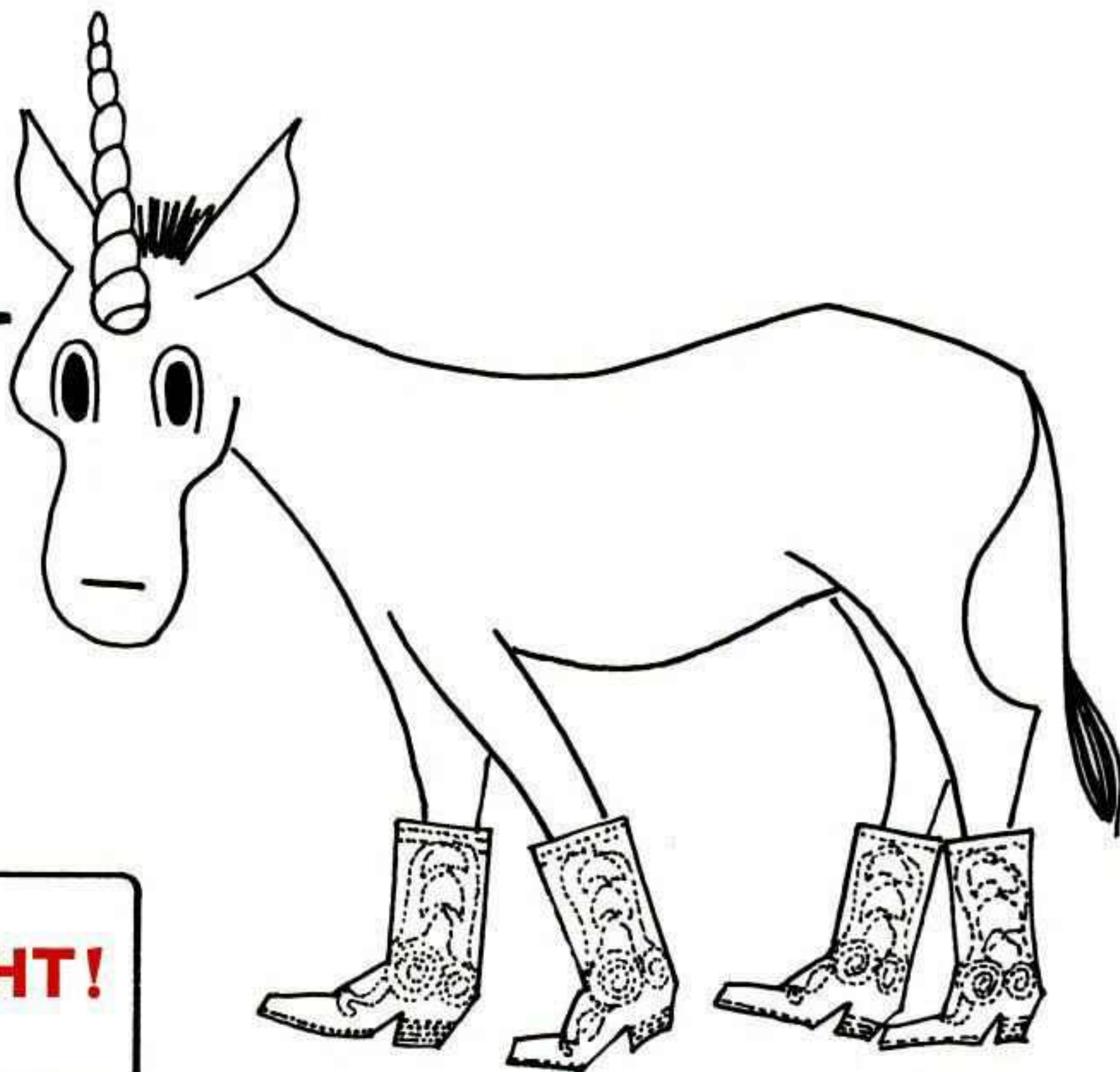
- DOT**
EDDIE FISHER WITH PETE KING—Mary Christmas; DLP 3658; DLP 25658.
CHRISTMAS WITH JIMMIE RODGERS—DLP 3657, DLP 25657.
DR. NORMAN WRIGHT & DR. CHARLES S. KENDALL—Christmas Encore (Organ & Chimes) DLP 3660, DLP 25660.
THE MILLS BROTHERS—10 Years of Hits 1954-1964; DLP 3652, DLP 25652.
THE LENNON SISTERS—Solos; DLP 3659, DLP 25659.
ROBIN LEE—DLP 3661.
DICK CONTINO—Italia; DLP 3651, DLP 25651.
- DUNHILL**
F. F. SLOAN—Songs of Our Times; 50004.
- GOLDEN CREST**
ITHACA COLLEGE BAND (Beeler)—All Time Favorite Marches; CR 4073.
- SURFARIS**—It Ain't Me Babe; DL 4683, DL 74683.
VARIOUS ARTISTS—1965 International Barbershop Chorus Winners; DL 4649, DL 74649.
VARIOUS ARTISTS—The Top Ten Barbershop Quartets of 1965; DL 4650, DL 74650.
THE KITTY WELLS FAMILY GOSPEL SING—DL 4679, DL 74679.

- GRAMOPHONE**
A Crowd of GEORGE MCKELVEY—GRM 101.
- KAPP**
BOSS GUITARS—Makin' Out at The Movies; KL 1439.
THE SEARCHERS NO. 4 —KL 1449.
- LONDON**
BRAHMS: THE COMPLETE PIANO WORKS VOL. 3—Julius Katchel; CM 9410, CS 6410.
JULIAN BREAM/PETER PEARS—Lute Songs; 5896, OS 25896.
BRITTEN: CANTATA MISERICORDIUM SINFONIA DA REQUIEM—London Symphony Orch. & Chorus (Britten); 5937, OS 24937.
BRACHA EDEN & ALEXANDER TAMIR—Music For Two Pianos; CM 9434, CS 6434.
GRETA KELLER—5926.
MANTOVANI Ole—LL 3422, PS 422.
MENDELSSOHN: VIOLIN CONCERTO IN E MINOR—London Symphony Orch. (De Burgos); CM 9450, CS 6450.
MOZART: COMPLETE DANCES & MARCHES VOL. 2—Vienna Mozart Ensemble (Broskovsky); CM 9413, CS 6413.
TCHAIKOVSKY: SECOND SYMPHONY—Vienna Philharmonic Orch. (Maasel); CM 9427, CS 6427.
- LONDON INTERNATIONAL**
ORIGINAL EGERLANDER MUSIKANTEN—Golden Hits From Egerland; TW 91393, SW 99393.
LOLA TSAKIRI Sings the Biggest Hits From Greece—TW 91392, SW 99392.
Spain's MARISOL—TW 91370.
- MGM**
RICHARD CHAMBERLAIN—Joy In the Morning; E 4287, SE 4287.
LIMELIGHT PLAYERS—Cyrano; 8041.
- RCA CAMDEN**
LIVING JAZZ—Quiet Nights; CAL 914, CAS 914.
LIVING STRINGS—Three O'Clock in the Morning & Other Love Songs; CAL 915, CAS 915.
HANK LOCKLIN—My Kind of Country Music; CAL 912, CAS 912.
DOROTHY OLSON—Songs For The Quiet Time; CAL 1069, CAS 1069.
THE STATESMEN QUARTET WITH HOVIE LISTER—All Day Sing & Dinner on the Ground; CAL 916, CAS 916.

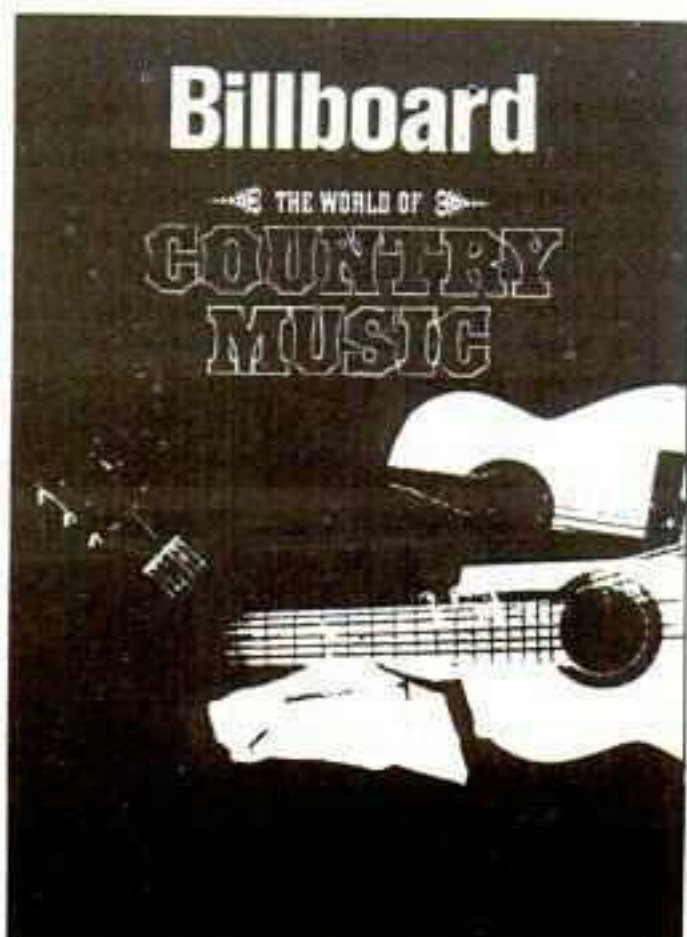
- RCA RED SEAL**
BELLINI: HIGHLIGHTS FROM NORMA—Joan Sutherland, London Symphony Orch. (Bonyng) LM 2842, LSC 2842.
BIZET: CARMEN HIGHLIGHTS—Leontyne Price & others—Vienna Philharmonic Orch. (von Karajan); LM 2843, LSC 2843.
ARTHUR FIEDLER—BOSTON POPS ORCH.—Highlights from An Evening At the Pops; LM 2827, LSC 2827.
PROKOFIEFF: SYMPHONY NO. 6—Boston Symphony Orch. (Leinsdorf); LM 2834, LM 2834, LSC 2834.
PUCCINI: HIGHLIGHTS FROM MADAMA BUTTERFLY—Price, Tucker—Italiana Opera Orch. & Chorus (Leinsdorf); LM 2840, LSC 2840.
PUCCINI: TOSCA HIGHLIGHTS—Price, Di Stefano, Taddei—Vienna Philharmonic Orch. (Von Karajan); LM 2841, LSC 2841.
RESPIGHI: ROME FESTIVAL—Los Angeles Philharmonic (Mehta); LM 2816, LSC 2816.
VERDI: HIGHLIGHTS FROM LA FORZA DEL DESTINO—Leontyne Price, Italiana Opera Orch. & Chorus (Schippers); LM 2838, LSC 2838.
VERDI: HIGHLIGHTS FROM OTELLO—Vickers, Rysanek, Gobbi, Rome Opera House Orch. & Chorus (Serafin); LM 2844, LSC 2844.
VERDI: HIGHLIGHTS FROM RIGOLETTO—Robert Merrill, Anna Moffo, RCA Italiana Opera Orch. & Chorus (Solti); LM 2837, LSC 2837.
WAGNER: HIGHLIGHTS FROM DIE MEISTERSINGER VON NURNBERG—Various Artists, Orch. of the Bavarian State Opera (Keilberth); LM 2839, LSC 2839.
- RCA VICTROLA**
BERLIOZ: L'ENFANCE DU CHRIST—Boston Symphony Orch. (Munch); VIC 6006-2, VICS 6006-2.
KHACHATURIAN: VIOLIN CONCERTO—Boston Symphony Orch. (Monteux); VIC 1153, VICS 1153.
PROKOFIEFF: CINDERELLA BALLET SUITE—Royal Opera House Orch. (Rignold); VIC 1138, VICS 1138.
RACHMANINOFF: SYMPHONY NO. 2—London Philharmonic Orch. (Boult); VIC 1139, VICS 1139.
- RED BIRD**
SHANGRI-LAS 65'—RB 20-104.
- SEECO**
LUIS PEREZ MEZA SALUDA A EL TRIO LOS PANCHOS—SCLP 9276.
- UNITED ARTISTS**
WILD ONES—The Arthur Sound; UAL 3450, UAS 6450.

THE WAY I LOOK AT IT, FELLA . . . IF YOU'VE GOT THAT "SPECIAL THING," WHY FIGHT IT.

RIGHT!



RIGHT!



COMING OCTOBER 30

Rock 'n' Roll Bookings Gaining on College Circuit

PHILADELPHIA—While the emphasis was strictly on the folk singers a few years ago, William Honney, head of the local Honney theatrical agency, reports that the college campus this coming season is calling for the rock 'n' roll units as well as the big bands favored last year. The agency's one-night bookings are strong on the college and country club genre.

Among the rock 'n' roll bookings are the 4 Seasons at Rider College, Trenton, N. J., Sept. 25; the Rooftop Singers, who feature both pop and folk, at the University of Delaware, Newark, Del., Oct. 1; Gary U. S. Bonds, Drexel Institute here, Oct. 15; the Drifters, State University of New York, Delhi, N. Y., Oct. 22; the Chiffons, along with the Buddy Williams band, at Rider College, Trenton, N. J., Oct. 23; the Isley Brothers, Gettysburg (Pa.) College, Oct. 27, and at the University of Delaware, Newark, Del., Nov. 6.

Band bookings find Sammy Kaye at Cedarbrook Country Club here Sept. 25 and for three one-nighters in the Wilmington, Del., area, Nov. 9-11; Maynard Ferguson at Franklin & Marshall College, Lancaster, Pa., on Oct. 15, and at the University of Pennsylvania here on Oct. 29; Herbie Mann Quintet at Franklin & Marshall, Oct. 16; Vincent Lopez, Crescent Temple, Trenton, N. J.; the Glenn Miller band for a Nov. 12 date here and the following night in

Folkways Sales Increase in U. K.

LONDON—Moses Asch, head of Folkways Records in London for talks with Nathan Joseph of Transatlantic, the U.K. licensee, said that sales of his material in Britain have been better in recent months than in the U. S.

He said the uncertainty of the excise tax problem in the U. S. held off sales but now this has been settled business has picked up. Commenting on the current U. K. trade situation in general, he said that British disk firm will inevitably follow the U. S. pattern of trading. "There is a market for millions of records at a certain price level, and this is where future expansion lies" he said.

WB Films Elects Maitland as VP

NEW YORK—John K. (Mike) Maitland has been elected vice-president of Warner Bros. Pictures by the company's board of directors. Maitland is president of Warner Bros. Records, a subsidiary of the motion picture firm.

Maitland has been with the WB disk firm for the past four years. He is a veteran of 19 years in the record business, having started with Capitol Records in 1946.

Motor Town Stint

NEW YORK — The Motor Town Revue, featuring Tamla-Motown acts, including the Temptations, Martha and the Vandellas, Jr. Walker and the All-Stars, Stevie Wonder, the Choker Campbell Band, and Brenda Holloway, are set for a one-night show at Convention Hall, Philadelphia, Oct. 2.

NARM OK's Rack Pact

CHICAGO—The announced tape cartridge rack-jobbing arrangement worked out by the International Tape Cartridge Corp. and the National Mercantile Corp. has the blessings of Jules Malamud, executive director of the National Association of Record Merchandisers. Commenting on the agreement,

Vineland, N. J.; Lee Vincent plus Johnny Austin and the Family IV at DuPont Country Club, Wilmington, Del., Nov. 19, and Stan Rubin at Philadelphia Country Club here Nov. 27.

Honney also set Woody Allen, with the Family IV, for an Oct. 2 date at Franklin & Marshall College, Lancaster, Pa.

Jazz Magazine

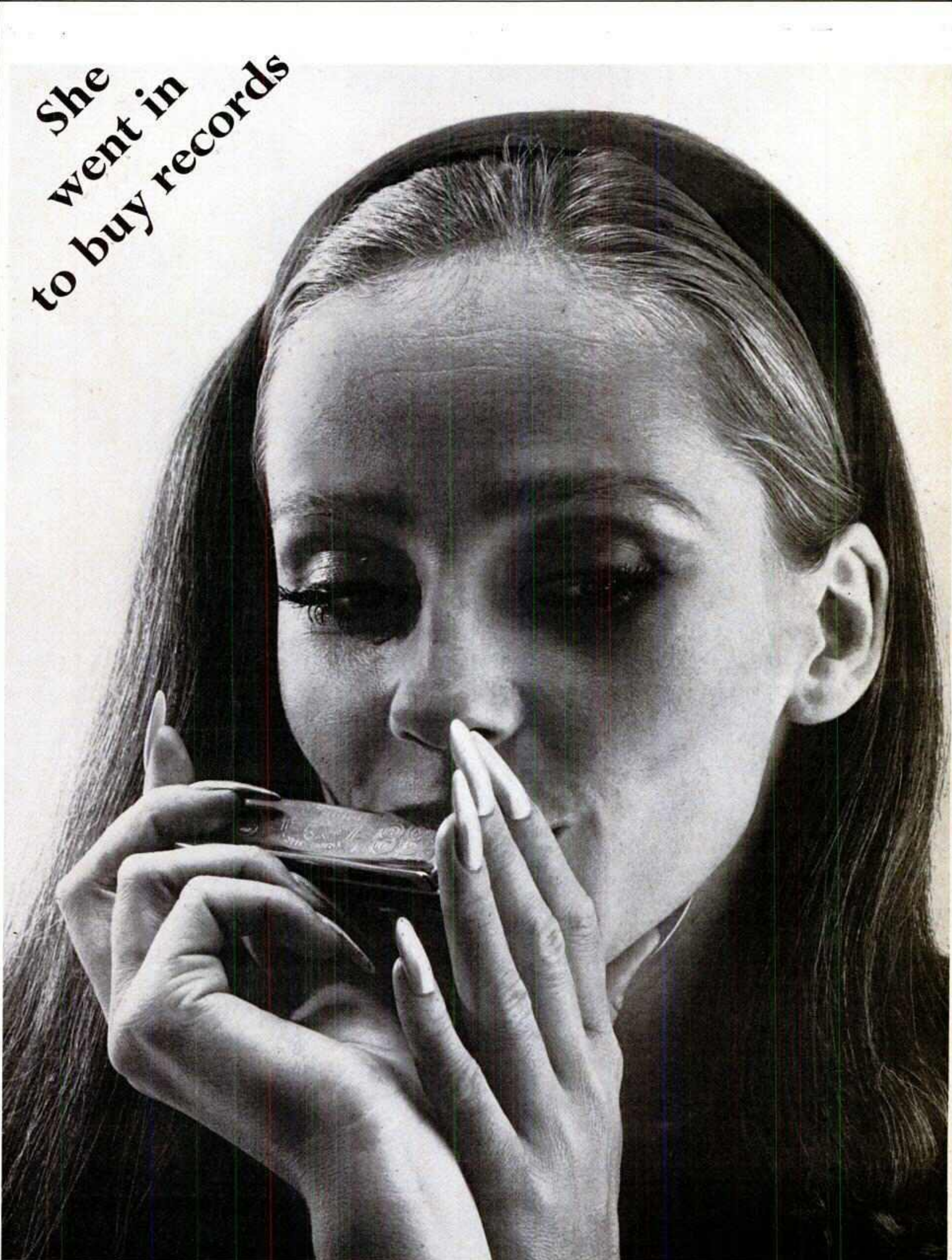
UTICA, N. Y. — Sounds & Fury, a new bi-monthly consumer jazz magazine, made its debut this week. The 64-page first issue consisted mostly of feature articles on jazz artists. Publisher is Taylor Franklin here.

which could see tape racks installed in up to 6,800 Ford dealer showrooms about the country, Malamud said, "We're all for the Ford move. We are in favor of anything that brings

Thom Bell Named

PHILADELPHIA — Thom Bell, former studio musician and writer for Chubby Checker, has been named a&r director at Cameo-Parkway Records. Bell announced an open-door policy for talent.

the promise of growth to our industry." Malamud's comment came during the NARM's mid-year meeting and person-to-person sales conference here last week.



She went in to buy records

But she'll leave with a Hohner harmonica. One slant look at the big Hohner display on the counter and her fingers were in her change purse. It's that easy to sell Hohner harmonicas. Look around! The Hohner name's been selling quality instruments for ages. And now the harmonica's backed by exciting consumer advertising in print and on radio. That can mean tremendous new profits for you! Call your Hohner distributor today. M. Hohner, Andrews Road, Hicksville, New York.



Starday Issues 7 More LP's In Country Sales Program

NASHVILLE—Starday Records is in high gear with Phase II of its Sixth Annual Country music spectacular Summer-Fall Sales Plan with releases of seven more new albums especially

prepared for the program. A featured part of the promotion is a double album by the late Cowboy Copas. In a large, beautiful color brochure produced by Starday President

Don Pierce for the sale campaign, there are several photos covering Copas' career and a devoted tribute written by Copas' son, Gary Copas, graduate of Vanderbilt University.

Copas was killed in 1962 in a plane crash near Camden, Tenn., which also took the lives of country music stars Patsy Cline, Hawkshaw Hawkins and guitarist Randy Hughes.

Other artists represented in the sale program include the Willis Brothers, Dottie West, Melba Montgomery, George Jones, Johnny Bond, and the Sunshine Boys.

Phase II ends Oct. 15. A case of Jack Daniels whisky will be awarded to the Starday distributor who wins Phase I and the one who wins Phase II. The accounting on Phase I is in prog-

ress. Distributors got a 20 per cent discount on all albums except those in the economy series.

CMA Board Sets Hearing On By-Laws

NASHVILLE—A meeting of the board of directors of the Country Music Association was set in Nashville (22) to act on recommendations of the By-Laws Committee. There are 22 directors.

The By-Laws Committee wrestled with various suggested changes in an all-day meeting Wednesday (8) in Nashville in the office of Wesley Rose, president of Acuff-Rose Publications, Inc., committee chairman.

Committee members attending were: Jack Stapp, president of Tree Publishing, Inc., Bill Denny, president of Cedarwood Publishing Co., both of Nashville; Ken Nelson, Hollywood, executive producer for Capitol; Roy Horton, New York, general manager Southern Music, Inc. and Peer International Inc., and Mrs. Jo Walker, executive director of CMA, ex-officio member.

Committee members unable to attend because of press of business were Hal B. Cook, New York, publisher of Billboard, and Jack Loetz, New York, vice-president Columbia Records.

Starday Names Dot Distributor

NASHVILLE — Dot Records Distributing Corp. was appointed last week as distributor for Starday Records in the New Orleans and Louisiana territory, Mrs. Christine Hamilton, Dot vice-president, and Jim Wilson, Starday national sales manager, announced jointly.

Dot will participate in the second phase of Starday's 6th Annual Country Music Summer-Fall Sales Plan, which includes a case of whiskey for the winning distributor.

The announcement said the "Dot Records operation is under the capable direction of Jim Flattmann. His vast experience in the New Orleans territory will be highly beneficial in the marketing of Starday product."

HANK THOMPSON

3 BIG RELEASES ON CAPITOL
a great C & W rendition

PAPER
DOLL

YOU ALWAYS HURT
THE ONE YOU LOVE

Capitol 5507

Plus—A STARLINE release of TWO all time Hank Thompson favorites

SIX PACK
TO GO

WILD SIDE
OF LIFE

Capitol 6079

ADDED
BONUS

a great LP

LUCKIEST
HEARTACHES
IN TOWN

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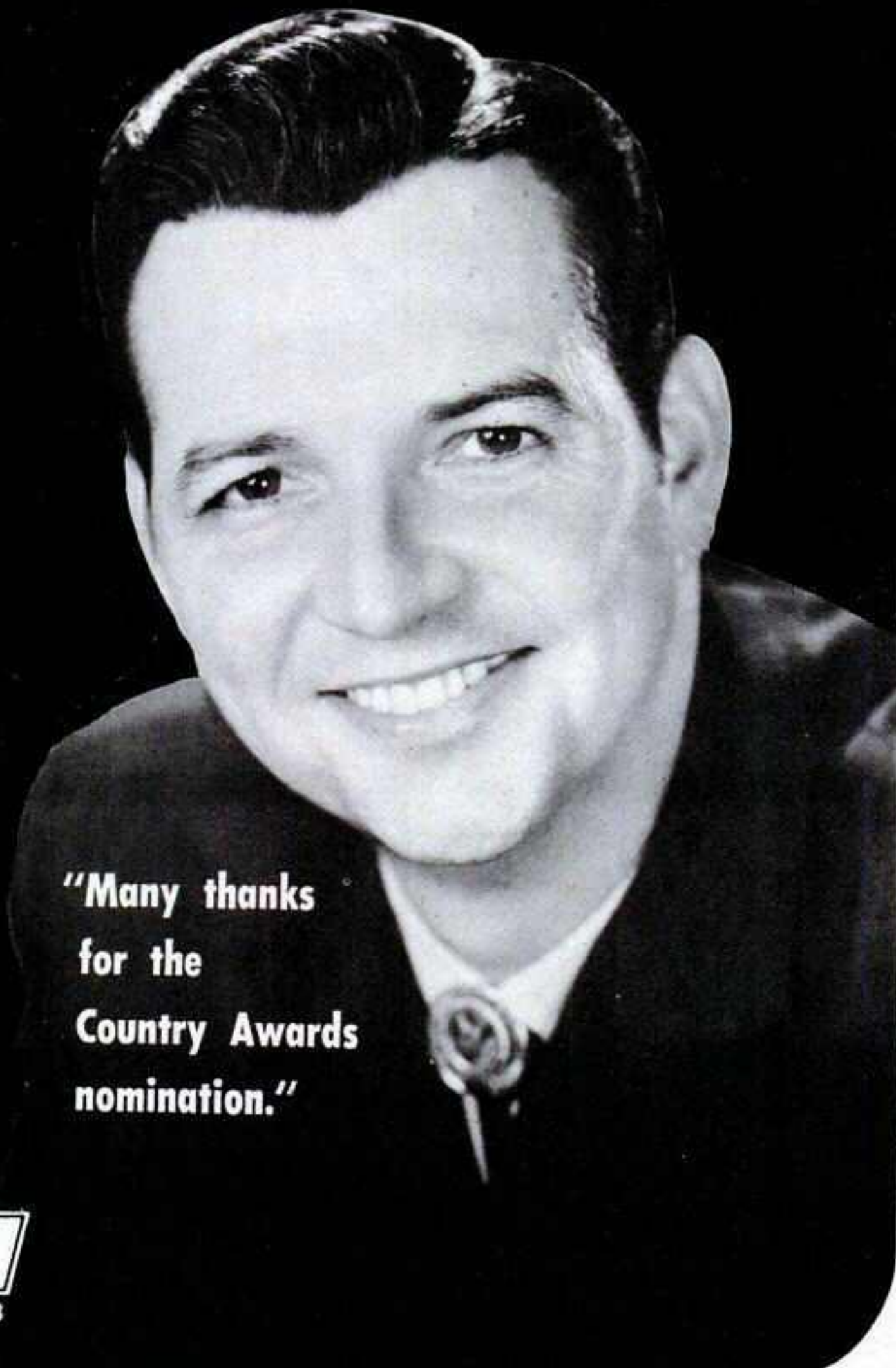
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MALE ARTIST


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★ FAVORITE ALBUM
"BEST OF
JIM REEVES"
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"THE JIM
REEVES WAY"


★ ALL TIME FAVORITE
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"BEST OF
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*All my thanks for your support
Mary Reeves*

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NASHVILLE SCENE

By ELTON WHISENHUNT

BIG SWITCH—Buddy Lee, booking agent for Hank Williams Jr. and getting started in the business in Nashville representing other artists, used to be a professional wrestler in New York. Was on a regular TV wrestling show. Was usually the villain.

Claude King is hot. It took him years to hit the big time after some heart-breaking efforts, but it paid off. He's booked solid for the rest of the year and just cut a new album, "Tiger Woman," due next month, following his hit single of the same name. Claude, also a

talented composer, wrote seven of the tunes. He plans to have his own band soon, will name them "The King's Men." (Clever, Claude. Glad your career is in high gear. Couldn't happen to a nicer guy.)

HELP DEPARTMENT—Don Jaye, program director at WLOX, Biloxi, Miss., reports country music DJ **Jim Owens** needs current country records.

HOP - SCOTCH — Minnie Pearl has been added to the cast of the Texas-sized country mu-

sic show in the Astrodome at Houston Jan. 8. Others previously set for the show: **Hank Snow, Webb Pierce, Kitty Wells, Johnny Wright, Ruby Wright, Bill Phillips, Faron Young, Hank Williams Jr.** . . . Backstage visitors to the "Grand Ole Opry" recently were U. S. Rep. **Richard Fulton** of Nashville and his guest U. S. Rep. **George E. Shipley (D., Ill.)**

DIDJA KNOW? — That **Miss Frances Lyell**, 24, has been singing with the **Carter Family** since she was 12? And that she

plays piano, autoharp, guitar, bass fiddle and accordion?

CHART CHAT—**Jimmy Kish**, "The Flying Cowboy," was in town recently for recording sessions at Starday. Kish has his own plane, flies all over the country. . . . Also in town for recording are singers **Ronnie Dove** and **Johnny Tillotson**. Due in October for sessions is Reprise artist **Keely Smith**. Her husband, **Jim Bowen**, will direct. Pop star **Vic Damone**, who was here a few months ago to record, will be in next month also. . . . Local artists who recorded last week include **George Hamilton IV, Dottie West, Hank Cochran, Bobby Bare, Gene Pitney-Melba Montgomery, Jeanie Johnson, John Loudermilk** and **Mickey Newbury**, a new Hickory artist.

MONO-LOG — **Pat Boone**: "Any rumor you have heard about my moving to Nashville in the near future is strictly wishful thinking on my part. I'd like to. I've been planting seeds in people's minds in Hollywood about the possibility of doing a network TV show from Nashville. I also feel and have said for a long time that the Grand Ole Opry should be televised. I would be proud to host it."

TOWN AND COUNTRY — **Ernest Tubb**, who has a successful Ernest Tubb Record Shop in downtown Nashville, opened another one last week at Columbia, Tenn. . . . Glad to see **Red Foley** so active again. He's playing shows all over the country. Had capacity crowds recently in St. Peter, Minn., and West Liberty, Ia. (Keep it up, Red). . . . **Ferlin Husky** is the hit of the film "Forty Acre Feud," recently released and now playing in theaters around the country. It was filmed in Nashville last spring, has a number of country music stars. Husky has a natural acting ability and a flair for comedy.

QUICK QUOTE — **Jimmy Dean**: "I slept like a log last night and feel like I woke up in the fireplace."

Rose in Hollywood

NASHVILLE—Wesley Rose, president of Acuff-Rose Publications, Inc. and personal manager of Roy Orbison, was in Hollywood last week checking scripts for an MGM motion picture in which Orbison is to have a top role. One of the provisions in the 20-year contract Orbison signed with MGM in July called for him to appear in movies.



JOHNNY AND JONIE MOSBY, with their biggest record to date: "THE HIGH COST OF LOVING," and Jonie's big single, "The Home She's Tearing Down," COLUMBIA #4-43344. (Advertisement)

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★ MARY WROTE "QUEEN OF THE HOUSE" AND BOTH SIDES OF HER NEW RELEASE

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Say You Saw It in
Billboard

September 25, 1965, BILLBOARD

Copyrighted material

WANDA JACKSON

EXCLUSIVELY CAPITOL RECORDS

SEND ME NO ROSES

(PUBLISHED BY MOSS-ROSE)

MY FIRST DAY WITHOUT YOU

(PUBLISHED BY CENTRAL SONGS)

Look what's happening to Wanda:

- Second European tour this year starts at the Grand Gala du Disque in Amsterdam Oct. 1st and 2nd . . . then appearing in Germany, France and Italy thru Oct. 26.
- Top Ten record in West Germany . . . SANTO DOMINGO (Electrola Records) from Billboard's Hits of the World chart Aug. 28th issue.
- Appearing in Las Vegas, Reno, Fairs and Rodeos.
- New syndicated TV show "MUSIC VILLAGE" exclusively for furniture dealers.



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IF YOU ARE A BILLBOARD SUBSCRIBER...

an official ballot is bound into this issue for your participation in

BILLBOARD'S 18TH ANNUAL COUNTRY MUSIC POLL

To avoid multiple voting by over-anxious fans, no ballots are included in any newsstand copies or Billboard office copies of this issue.

THE POLL

This is the first time Billboard has opened the balloting for its Country Music Poll to all segments of the music-record industry . . . some 21,000 Billboard subscribers throughout the world.

The massive scale of this year's poll is part of the excitement that will surround the Awards Presentation itself . . . when, for the first time, Country Music has its own gala "Awards Night" on nationwide television October 22 from stage of the Grand Ole Opry in Nashville, Tenn.



COUNTRY MUSIC AWARDS NIGHT

OCTOBER 22, 1965

ON

ABC-TV's "THE JIMMY DEAN SHOW"

THE PROCEDURE

The 65 nominations for the 13 Billboard Award Categories have been determined by a poll of nearly 200,000 listeners of leading country music radio stations throughout America. They represent the official nominees and NO WRITE-IN VOTES WILL BE ACCEPTED.

To avoid multiple voting, ballots are contained only in those copies of Billboard subscribers of record on or before September 10, 1965. Ballots are individually numbered in sequence and printed in the exact quantity to cover our subscriber roster. NO REQUEST FOR ADDITIONAL OR MISSING BALLOTS CAN BE FILLED.

To comply with all controls agreed upon by the ABC-TV Network and the Jimmy Dean Show, Billboard has engaged the services of the highly respected New York accounting firm of J. K. LASSER & COMPANY to receive and tally the final ballots. The names of the 13 winners shall be the sole and exclusive knowledge of J. K. Lasser & Company until their official representative releases the sealed envelopes during the course of The Jimmy Dean Country Music Awards Show on ABC-TV.

BALLOTS ARE TO BE SENT TO THE ADDRESS ON THE REVERSE SIDE OF THE BALLOT (postage prepaid if mailed in the U. S.)—to J. K. Lasser & Company, 666 Fifth Avenue, New York, N. Y. 10019. Any ballots mailed to Billboard, or any individual or firm other than J. K. Lasser & Company, will be automatically VOID.

BILLBOARD'S 18TH ANNUAL COUNTRY MUSIC POLL

NOMINEES

- 1. FAVORITE MALE ARTIST**
 - George Jones
 - Roger Miller
 - Buck Owens
 - Ray Price
 - Jim Reeves
- 2. FAVORITE FEMALE ARTIST**
 - Norma Jean
 - Loretta Lynn
 - Connie Smith
 - Kitty Wells
 - Dottie West
- 3. MOST PROMISING MALE ARTIST**
 - Merle Haggard
 - David Houston
 - Warner Mack
 - Roger Miller
 - Del Reeves
- 4. MOST PROMISING FEMALE ARTIST**
 - Lorene Mann
 - Jody Miller
 - Bonnie Owens
 - Connie Smith
 - Dottie West
- 5. FAVORITE SINGING GROUP**
 - The Browns
 - Carl & Pearl Butler
 - Flatt & Scruggs
 - George Jones & Gene Pitney
 - Wilburn Brothers
- 6. MOST PROMISING SINGING GROUP**
 - Roy Drusky & Priscilla Mitchell
 - George Jones & Melba Montgomery
 - George Jones & Gene Pitney
 - Johnnie & Jonie Mosby
 - Ernest Tubb & Loretta Lynn
- 7. FAVORITE INSTRUMENTALIST**
 - Chet Atkins
 - Phil Baugh
 - Roy Clark
 - Floyd Cramer
 - Pete Drake
- 8. FAVORITE COUNTRY SONGWRITER**
 - Bill Anderson
 - Hank Cochran
 - Harlan Howard
 - Roger Miller
 - Buck Owens
- 9. FAVORITE BAND**
 - Bill Anderson/Po' Boys
 - Buck Owens/The Buckeroos
 - Ray Price/The Cherokee Cowboys
 - Hank Thompson/The Brazos Valley Boys
 - Ernest Tubb/Texas Troubadors
- 10. FAVORITE SINGLE RECORD (1964-65)**
 - I've Got A Tiger By The Tail (B. Owens)
 - King Of The Road (R. Miller)
 - Let's Go All The Way (Norma Jean)
 - Things Have Gone To Pieces (G. Jones)
 - Yes, Mr. Peters (Drusky & Mitchell)
- 11. ALL-TIME FAVORITE SINGLE**
 - City Lights (Ray Price)
 - Crazy Arms (Ray Price)
 - El Paso (Marty Robbins)
 - Four Walls (Jim Reeves)
 - Your Cheatin' Heart (Hank Williams)
- 12. FAVORITE ALBUM (1964-65)**
 - Best of Jim Reeves
 - Connie Smith
 - I've Got A Tiger By The Tail (B. Owens)
 - The Jim Reeves Way
 - Return of Roger Miller
- 13. ALL-TIME FAVORITE ALBUM**
 - Best of Jim Reeves
 - Gunfighter Ballads (M. Robbins)
 - Hank Williams Greatest Hits
 - I Walk The Line (J. Cash)
 - Your Cheatin' Heart (H. Williams)

* Nominees were determined by a poll of more than 200,000 listeners of America's leading country music radio stations.

Winners will be announced on ABC-TV's "Jimmy Dean Show" Oct. 22, originating from "Grand Ole Opry," Nashville, and will be published in Billboard's forthcoming "World of Country Music."

Talent Assn. Elects Long

NASHVILLE—Hubert Long, president of Hubert Long Talent Agency, was elected first-term president last week of the recently formed Nashville Association of Talent Directors.

Other officers, all one-year terms:

W. E. Moeller, Moeller Talent, Inc., vice-president; Bob Neal, Bob Neal Agency, secretary; H. K. Wilson, Wil-Helm Agency, treasurer. The association retained Larry Westbrook as attorney and Tandy Rice for public relations.

The association adopted as its purpose:

To promote co-operation in all matters of interest to personal managers and booking agencies of the music industry; to maintain high standards in business dealings; to correct trade abuses; to compile and distribute beneficial information to members; to aid and protect its members and do all things within the organization's scope for the welfare of its members.



Have you ever heard of a MANN being nominated for Billboard's Award of Most Promising FEMALE Artist? (Advertisement)

Arnold's Kin Wed

NASHVILLE — Jo Ann Arnold, 19, daughter of Mr. and Mrs. Eddy Arnold, and Richard Pollard, 20, business administration student at Vanderbilt University, were married last week (11) at Belle Meade Methodist Church.

Ocono Label Set

NASHVILLE — Ocono Records has been formed here. The country-gospel label will release its first record about Oct. 15, according to Ralph H. Compton,

who'll represent the label in Birmingham. Deejays may write to Compton at 8500 N. 6th Ave., Birmingham, to add their names to the label's mailing list.

NASHVILLE AIRPORT LIKE GRAND CENTRAL STATION

NASHVILLE—Louis Buckley, a top record promoter and operator of three record shops, was at the airport seeing Jimmy Dean and singer Linda Gayle off last week.

"While I was there Ken Nelson (producer for Capitol Records in Hollywood) and Bill Denny (president of Cedarwood Publishing Co., Nashville) came by, going to California," Buckley said.

"A little later Wesley Rose (president of Acuff-Rose Publications, Inc.) came by. He was going to California. A few minutes later Webb Pierce came by. He was going to Texas.

"I went in the coffee shop and there was Stonewall Jackson, his wife and son. He was leaving for an engagement. A few minutes later Bill Purcell came running in. He just made the plane headed for New York.

"While I was talking to Mrs. Stonewall Jackson a little later, in comes Red Foley. He was going somewhere."

By this time, Buckley said, he gave up trying to keep up with who was going where.

"THANKS GUYS FOR THE COUNTRY MUSIC AWARDS NOMINATION"

ROY CLARK

LOOK WHAT'S HAPPENING TO ROY:

Just concluded a season of appearances on the

AL HIRT SHOW
JOHNNY CARSON SHOW
JIMMY DEAN SHOW
MIKE DOUGLAS SHOW
and
SHINDIG

Now appearing in the Holiday House, Pittsburgh, Sept. 20-Oct. 3. Will be at Little Rock Livestock show and exhibition Oct. 5-9.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 9/25/65

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	IS IT REALLY OVER Jim Reeves, RCA Victor 8625 (Tuckahoe, BMI)	10	26	29	THE FRIENDLY UNDERTAKER Jim Nesbitt, Chart 1240 (Peach, SESAC)	7
2	2	ONLY YOU (Can Break My Heart) Buck Owens, Capitol 5465 (Bluebook, BMI)	9	27	16	WILD AS A WILDCAT Charlie Walker, Epic 9799 (Tree, BMI)	17
3	4	BEHIND THE TEAR Sonny James, Capitol 5454 (Central Songs, BMI)	7	28	28	WHISTLE WALKIN' Ned Miller, Capitol 5431 (Central Songs, BMI)	7
4	8	TRUCK DRIVIN' SON-OF-A-GUN Dave Dudley, Mercury 72442 (Raleigh, BMI)	12	29	32	I'M THE MAN Jim Kandy, K-Ark 647 (Saturday, BMI)	4
5	3	YES, MR. PETERS Roy Drusky & Priscilla Mitchell, Mercury 72416 (Screen Gems-Columbia, BMI)	18	30	33	CRYSTAL CHANDELIER Carl Belew, RCA Victor 8633 (Harbol, SESAC)	8
6	12	HELLO VIETNAM Johnny Wright, Decca 31821 (New Keys, BMI)	5	31	48	I'M LETTING YOU GO Eddy Arnold, RCA Victor 8632 (Rubi-Dido, BMI)	2
7	7	GREEN GREEN GRASS OF HOME Porter Wagoner, RCA Victor 8622 (Tree, BMI)	9	32	38	LIVIN' IN A HOUSE FULL OF LOVE David Houston, Epic 9831 (Gallico, BMI)	3
8	5	YAKETY AXE Chet Atkins, RCA Victor 8590 (Tree, BMI)	14	33	36	IF IT PLEASURES YOU Billy Walker, Columbia 43327 (Cedarwood, BMI)	6
9	9	TIGER WOMAN Claude King, Columbia 43298 (Gallico, BMI)	14	34	39	OUT WHERE THE OCEAN MEETS THE SKY Hugh X. Lewis, Kapp 673 (Cedarwood, BMI)	4
10	6	THE BRIDGE WASHED OUT Warner Mack, Decca 31774 (Peach, SESAC)	18	35	40	BRIGHT LIGHTS AND COUNTRY MUSIC Bill Anderson, Decca 31825 (Moss-Rose & Champion, BMI)	4
11	13	THE BELLES OF SOUTHERN BELL Del Reeves, United Artists 890 (Tree, BMI)	7	36	37	OUR HEARTS ARE HOLDING HANDS Ernest Tubb & Loretta Lynn, Decca 31793 (Moss-Rose, BMI)	10
12	14	I WOULDN'T BUY A USED CAR FROM HIM Norma Jean, RCA Victor 8623 (Wilderness, BMI)	9	37	46	THE HOME YOU'RE TEARING DOWN Loretta Lynn, Decca 31836 (Sure-Fire, BMI)	2
13	10	ONE DYIN' AND A BURYIN' Roger Miller, Smash 1994 (Tree, BMI)	10	38	22	LOST IN THE SHUFFLE Stonewall Jackson, Columbia 43304 (Canada, Ltd., BMI)	7
14	17	GONNA HAVE LOVE Buck Owens, Capitol 5465 (Central Songs, BMI)	9	39	24	BEFORE YOU GO Buck Owens, Capitol 5465 (Bluebook, BMI)	20
15	11	THE OTHER WOMAN Ray Price, Columbia 43264 (Pamper, BMI)	21	40	44	SUN GLASSES Skeeter Davis, RCA Victor 8642 (Acuff-Rose, BMI)	3
16	35	THE SONS OF KATIE ELDER Johnny Cash, Columbia 43342 (Famous, ASCAP)	4	41	50	NUMBER ONE HEEL Bonnie Owens, Capitol 5459 (Bluebook, BMI)	2
17	20	THE DJ CRIED Ernest Ashworth, Hickory 1325 (Acuff-Rose, BMI)	8	42	49	IT'S ANOTHER WORLD Wilburn Brothers, Decca 31819 (Bronz, SESAC)	2
18	19	WALKING THE FLOOR OVER YOU George Hamilton IV, RCA Victor 8608 (Noma, BMI)	12	43	47	I'M GONNA BREAK EVERY HEART I CAN Merle Haggard, Capitol 5460 (Owen, BMI)	2
19	27	WHO DO YOU THINK I AM Webb Pierce, Decca 31816 (Cedarwood, BMI)	7	44	—	IF I TALK TO HIM Connie Smith, RCA Victor 8663 (Victor, BMI)	1
20	15	MISTER GARFIELD Johnny Cash, Columbia 43313 (Southwind, BMI)	12	45	—	I'M SO MISERABLE WITHOUT YOU Billy Walker, Columbia 43327 (Regent, BMI)	1
21	21	HICKTOWN Tennessee Ernie Ford, Capitol 5425 (Central Songs, BMI)	14	46	31	AGAIN Don Gibson, RCA Victor 8589 (Acuff-Rose, BMI)	13
22	23	WINE Mel Tillis, Ric 158 (Cedarwood, BMI)	13	47	—	ARTIFICIAL ROSE Jimmy Newman, Decca 31841 (New Keys, BMI)	1
23	25	MEANWHILE, DOWN AT JOE'S Kitty Wells, Decca 31817 (Wilderness, BMI)	7	48	—	HONKY TONKIN' AGAIN Buddy Cagel, Mercury 72452 (Freeway & Black Jack, BMI)	1
24	26	LOVE BUG George Jones, Musicor 1098 (Glad, BMI)	5	49	—	STOP THE WORLD (And Let Me Off) Waylon Jennings, RCA Victor 8652 (4 Star, BMI)	1
25	18	THE FIRST THING EV'RY MORNING (The Last Thing Ev'ry Night) Jimmy Dean, Columbia 43263 (Plainview, BMI)	17	50	—	FLOWERS ON THE WALL Statler Brothers, Columbia 43315 (Southwind, BMI)	1

HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	3	THE 3rd TIME AROUND Roger Miller, Smash MGS 27068 (M); SRS 67068 (S)	10	11	11	LONESOME SAD AND BLUE Kitty Wells, Decca DL 4658 (M); DL 74658 (S)	9
2	10	UP THROUGH THE YEARS Jim Reeves, RCA Victor LPM 3427 (M); LSP 3427 (S)	5	12	12	HANK WILLIAMS, SR. & HANK WILLIAMS, JR., FATHER & SON MGM E 4276 (M); SE 4276 (S)	13
3	4	BEFORE YOU GO/NO ONE BUT YOU Buck Owens, Capitol T 2353 (M); ST 2353 (S)	6	13	15	THE WORLD OF COUNTRY MUSIC Various Artists, Capitol NPB 5 (M); SNPB (S)	15
4	2	CONNIE SMITH RCA Victor LPM 3341 (M); LSP 3341 (S)	22	14	14	BURNING MEMORIES Kitty Wells, Decca DL 4612 (M); DL 74612 (S)	24
5	1	I'VE GOT A TIGER BY THE TAIL Buck Owens, Capitol T 2283 (M); ST 2283 (S)	29	15	7	THE RETURN OF ROGER MILLER Smash MGS 27061 (M); SRS 67061 (S)	31
6	5	THE EASY WAY Eddy Arnold, RCA Victor LPM 3361 (M); LSP 3361 (S)	15	16	16	TROUBLE & ME Stonewall Jackson, Columbia CL 2278 (M); CS 9078 (S)	15
7	8	COUNTRY GUITAR Phil Baugh, Longhorn LP W02 (M); (No Stereo)	8	17	17	BLUES IN MY HEART Wanda Jackson, Capitol T 2306 (M); ST 2306 (S)	13
8	9	MEMORY #1 Webb Pierce, Decca DL 4604 (M); DL 74604 (S)	7	18	—	TRUCK DRIVIN' SON-OF-A-GUN Dave Dudley, Mercury MG 21028 (M); SR 61028 (S)	1
9	18	FROM THIS PEN Bill Anderson, Decca DL 4646 (M); DL 74646 (S)	2	19	—	DEL REEVES SINGS GIRL ON THE BILLBOARD United Artists UAL 3441 (M); UAS 6441 (S)	1
10	6	THE JIM REEVES WAY RCA Victor LPM 2968 (M); LSP 2968 (S)	30	20	—	THE INSTRUMENTAL HITS OF BUCK OWENS AND HIS BUCKAROOS Capitol T 2367 (M); ST 2367 (S)	1



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"A HABIT YOU CAN'T BREAK"

(CHART 1245)

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NASHVILLE, TENN.

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WARNER MACK'S "THE BRIDGE WASHED OUT and GINNY WRIGHT'S (Answer to) THE BRIDGE WASHED OUT

and watch Warner's latest "SITTING ON A ROCK (Crying in a Creek)"
DECCA

COUNTRY TALENT AGENCY
806—17th Ave. S.
Nashville, Tenn. 254-9333



YESTERYEAR'S COUNTRY HITS

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

COUNTRY SINGLES— 5 Years Ago September 26, 1960

1. Alabam, Cowboy Copas, Starday
2. (I Can't Help You) I'm Falling Too, Skeeter Davis, RCA Victor
3. Anymore, Roy Drusky, Decca
4. On the Wings of a Dove, Ferlin Husky, Capitol
5. Please Help Me, I'm Falling, Hank Locklin, RCA Victor
6. I'm Getting Better, Jim Reeves, RCA Victor
7. Heart to Heart Talk, Bob Wills & Tommy Duncan, Liberty
8. I Don't Believe I'll Fall in Love Today, Warren Smith, Liberty
9. I Know One, Jim Reeves, RCA Victor
10. Tip of My Fingers, Bill Anderson, Decca

COUNTRY SINGLES— 10 Years Ago September 24, 1955

1. I Don't Care, Webb Pierce, Decca
2. Cattle Call, Eddie Arnold & Hugo Winterhalter, RCA Victor
3. Satisfied Mind, Porter Wagoner, RCA Victor
4. Just Call Me Lonesome, Eddy Arnold, RCA Victor
5. Satisfied Mind, Red & Betty Foley, Decca
6. Satisfied Mind, Jean Shepard, Capitol
7. All Right, Faron Young, Capitol
8. There She Goes, Carl Smith, Columbia
9. Yellow Roses, Hank Snow, RCA Victor
10. In the Jailhouse Now, Webb Pierce, Decca



LARRY STEELE, K-ARK recording artist, is getting strong air play and showing heavy sales with his new C&W release, "I AIN'T CRYING MISTER," K-ARK 659. DJ's for sample copies write: K-ARK RECORDS, 728 16th Ave. S. Nashville, Tenn.

(Advertisement)



Don Bowman, bright new RCA-Victor artist may be in for another good round with "Hello Harlan Howard" (RCA 47-8670). Don, who is managed by Hubert Long, Nashville, is set for several top TV spots this season.

(Advertisement)



A BADGE OF DISTINCTION

This badge will be worn by all contributors to the Opry Trust Fund who register at the 40th Anniversary Celebration of WSM's Grand Ole Opry, October 21-22-23. It will identify those who give \$10 for the purpose of providing loans or contributions during times of adversity to persons performing in the country music field. It must be worn to gain entrance to all scheduled events.

APPLICATION FORM . . . PRE-REGISTER NOW . . . AVOID WAITING!

NAME _____
 AFFILIATION _____
 BUSINESS ADDRESS _____

 OCCUPATION _____

Send \$10 check and registration form to
OPRY TRUST FUND, WSM RADIO
NATIONAL LIFE BUILDING
NASHVILLE, TENNESSEE
before October 15, 1965

AGENDA

WSM GRAND OLE OPRY
40TH ANNIVERSARY
CELEBRATION
October 21-22-23

- WSM Breakfast
- Opry Spectacular
- WSM Panel—New FCC Regulations
- Decca Records Party
- WSM-TV Videotaping of Opry
- WSM Friday Night Opry
- Musicor Record Dance
- Starday Records Recording Session
- RCA Victor Breakfast
- Columbia Records Luncheon
- United Artists Show and Party
- Capitol Records Party
- WSM Grand Ole Opry
- Epic Records Presentation
- Pamper Music Dance
- Columbia Coffee Clatch

Pre-register to make sure you are among those taking part.

"The Queen of Country Music"

KITTY WELLS



*Thanks to all the
trade for your help
and kindness thru
the years...
Sincerely
Kitty*

Billboard Country Music Award Nominee

FAVORITE FEMALE ARTIST-1965



KHJ-TV recently hosted the fourth annual Hollywood Bowl concert, a two-hour, all-Gershwin telecast. Discussing the show later were, from left, Frederick J. Larkin of the Security First National Bank that sponsored the event; conductor Andre Kostelanetz; lyricist Ira Gershwin; and KHJ-TV general manager Malcolm C. Klein.

Wasilewski Eschews the FCC On 50% Separation Ruling

By CLAUDE HALL

BAR HARBOR, Me.—Vincent T. Wasilewski, president of the National Association of Broadcasters, aimed a slap on the wrist at the Federal Communications Commission's recent ruling on 50 per cent separation of AM-FM programming.

Before the annual convention here of the Maine Association of Broadcasters Saturday (11), Wasilewski cited the FCC for a reversal of thinking. "Not long ago, for example, the FCC felt FM growth would be promoted and the public interest served if an AM station were allowed to operate a companion FM station. Now it develops that there apparently is not sufficient radio competition in the larger markets, and the FCC has decided that AM licensees in cities over a hundred thousand must program their FM facilities separately at least 50 per cent of the time.

"In the notice, the Commission also gives AM licensees the cheery news that they are ultimately planning to take the station away anyway, stating that separate ownership of AM-FM stations in the same com-

munity is a desirable long-range goal. As I see it, this adds up to asking any AM operator to build a separate facility in contemplation of that happy future date when he will be forced to relinquish the license of the well-established station to a competitor."

He also spoke on the new license renewal form for broadcasters and the right of the press to cover court trials, saying "we still have hope for an ultimate opening of courtrooms to radio and TV." Over-all, he felt broadcasters should accept their problems as a measure of their success. The problems "arise because broadcasting is growing and changing; because it is a vital, impossible-to-ignore part of American life. As broadcasters, we are not idly floating in some backwater—we are in the mainstream. And we should be thankful that we are . . . for it is in the mainstream that real professional and personal satisfaction is achieved."

A morning panel discussion session touched on many topics, including the license renewal form, CATV, and station promotion. Among those on the panel were Wasilewski; FCC

commissioner Kenneth A. Cox; Robert J. Rawson, chief of renewal and transfer division of the FCC; Gene Wilkin of WGAN-AM-TV; H. Taylor (Bud) Vaden, president of the Broadcasters' Promotion Association; and Thomas Wall, an attorney with the Washington firm of Dow, Lohnes, and Albertson.

Vaden said the BPA is considering a plan—in co-operation with radio stations—to put radio back in hotel rooms, few of which now have radios. Also in the works is a plan to print the call letters of radio stations on highway toll tickets so that drivers on thruways can know where and when to reach radio stations as they travel.

Test Being Conducted

During the panel session Wasilewski said that there is a test presently being conducted in Harrisburg, Pa., regarding loud commercials. This concerns a device that measures the variation between a station's regular programming and its commercials. This response to complaints by the public, he said, faced problems—"like on a rock 'n' roll station . . . how can you have a loud commercial? However, there's no question but that it's up to us to come up with some guidelines and we're working on the problem."

MAB officers for the coming year are: president, Eugene Wilkin of WGAN-AM-TV, Portland; vice-president, John C. Libby of WCCU, Lewiston; secretary-treasurer Norman G. Gallant of WFAU-AM-FM, Augusta; district one representative Keith H. Fowles of WPOR, Portland; district two representative Harold Dutch of WLAM, Lewiston; and district three representative Rudolph Marcoux of WLBZ-TV, Bangor.

Lawrence Is in Top Singing Form in TV'er

NEW YORK—For all of its premiere performance faults, the Steve Lawrence show on CBS-TV has great promise as a showcase of major record talent. First of all, Lawrence is a great record talent himself and he was never better singing "What Now My Love" Monday night (13). His version of "What's

New Pussycat?" was so superb that one is tempted to forgive him for the corny jokes and situation comedy attempts scattered throughout the rest of the show. For example, while showing an overlong film segment (a mistake in itself) of Lucille Ball in a water scene with some porpoises, Lawrence remarked, "Did they work for scale?"

The entire show was saved by the singing of Lawrence, who performed brilliantly on his current release "Millions of Roses" and "You'll Never Know."

The future of the show, however, looks like an automatic winner. For one thing, his competition isn't that ferocious in the time slot. Then, he has some of the hottest names in the recording field lined up for future shows, including his wife Eydie Gorme, Tony Bennett, Eddy Arnold, Roger Miller, Jan Peerce, Trini Lopez and Frank Sinatra. How could you possibly fail with a line-up like that? **CLAUDE HALL**

45th Year Marked By Station KNX

HOLLYWOOD — KNX, the CBS-owned station here, celebrated its 45th anniversary Sept. 10. The station was founded by electrical engineer Fred Christian who received permission from the FCC to broadcast as 6ADZ. Christian was reportedly Los Angeles' first deejay, borrowing records from shops in return for plugs on the air. The KNX call letters were adopted in 1921 and in 1936 CBS bought the outlet.



RADIO STATION WNYR, Rochester, N. Y., capitalized on the 32d Annual Fiddler's Picnic at nearby Hemlock Park recently to promote its new country music format. The station, formerly WRVM, was only a week old at the time, but constant air announcements attracted the event's largest crowd in history—more than 13,000. Local banjo, fiddle, and guitar players entertained, and the occasion was broadcast live via a mobile unit set up at the picnic grounds. Above, some of the crowd; tent shelters the stage, and WNYR mobile unit is at right of the tent.

STORY BEHIND THE SONG

By JACK BURTON

Harry Von Tilzer was trying to revamp the melody of a song called "On a Sunday Afternoon" one Sunday afternoon in his studio on East 28th St., a street in New York of brownstone buildings in which several songwriters had their workshops and music publishers their offices since it was near the infamous tenderloin district where their ballads, ragtime tunes and comedy songs were plugged.

Monroe H. Rosenfeld, an inveterate horseplayer who never backed a winning bangtail but collected worthwhile royalties as a composer of such songs as "Take Back Your Gold" and "She Was Happy Till She Met You," dropped into Harry's studio that afternoon to get material for an article he was writing for a New York newspaper.

In order not to annoy the upstairs neighbors and in compliance with the Sunday "Blue Laws," Harry was playing on a piano in which newspapers had been stuffed to mute the strings. Rosenfeld asked: "What kind of a tin pan do you call that?"

You name it," Von Tilzer replied, "but this street would sound like a tin pan alley if all the composers followed my example and their muted pianos made such a less-than-melodic din."

The following Sunday, the name "Tin Pan Alley" appeared in print for the first time in Rosenfeld's newspaper article and the name stuck. Today, as then, this mythical thoro-fare of sharps and flats is still a district unmapped save in the affections of those who work in the music business.

Jazz Fan Believes He's Island: Henry

By GODFREY LEHMAN

ALAMEDA, Calif.—The fact jazz can sell thousands of albums yearly, fill auditorium after auditorium, and can even influence an Episcopal bishop into commissioning the writing of special religious jazz masses still does not seem to convince the jazz fan that he's a unique breed and quite alone, according to Patrick Henry, who operates mayhaps the only exclusive jazz radio station in the country, if not the world.

Henry cannot explain the reason for this attitude, but he can demonstrate that this "singularity" of appeal actual runs among scores of fans, if not hundreds of thousands, in northern California alone. For six years (since Aug. 1, 1959) Henry has operated KJAZ-FM with an all-jazz format — and it is making money. The programming, which varies from jazz music only when talking about it or interviewing visiting jazz artists, has demonstrated the artistic success of such a format.

The idea of KJAZ, an FM station, was born in Henry's mind some time during the 16

years that he had spent working for AM stations in Bakersfield (starting at age 18 in 1944), and San Jose and Oakland. It was nurtured in the late 1950's as independent stations fell to national interests, formalized programming, and in some instances "elevator music which is only a background tapestry of sound."

Young Patrick began to see that if he didn't take action, jazz would be virtually off the air—smothered by rock and roll.

For almost three years during his final AM stint with KROW in Oakland, Pat began collecting electronic equipment. Because of this, he required relatively little actual capital when it came to sending out his first jazz sounds six years ago. The fact that he was not indebted to anyone helped him to get through that first year as KJAZ-FM was getting known. Since then his advertising support has kept the station going on a plus business.

From the first, KJAZ-FM was broadcasting an 18-hour day—7 a.m. to 2 a.m.—with what may be the "best working jazz library in the country" containing some 10,000 or more albums. Every one of them has been played on the air at least once and some more frequently.

"Mainstream" jazz is the fare
(Continued on page 57)



VOX JOX

Weldon Smith and Robert J. Gheza have joined the staff of WAVY, Norfolk, Portsmouth, Newport News. . . . Ronald Beach, WCPO personality, is taking over as TV director of the WCPO-TV outlet. . . . Jack G. Thayer is now vice-president and general manager of KLAC, Los Angeles; he was with WHK, Cleveland.

WJRZ, Newark, which launches a country music format Sept. 15, has set its deejays for the new programming—Ed Nelson, program director, will handle the morning slot and Bob Lockwood has been acquired from countrified WJJD, Chicago. Others are Paul Brenner,

Lee Arnold, Gene Stuart and Les Davis.

John Thacker, formerly program director with WIRK, West Palm Beach, Fla., is now program director at KSO, Des

Moines, Ia. . . . Johnny Holliday will handle emcee chores for "Hullabaloo," commuting between duties on KYA, San Francisco, and the New York-based show each week. Man, that's going to amount to a lot of air-play!

Morty Wax, you did it! That
(Continued on page 58)

YESTERYEAR'S HITS

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

POP SINGLES—5 Years Ago September 26, 1960

1. My Heart Has a Mind of Its Own, Connie Francis, MGM
2. Twist, Chubby Checker, Parkway
3. Chain Gang, Sam Cooke, RCA Victor
4. Mr. Custer, Larry Verue, Era
5. A Million to One, Jimmy Charles, Promo
6. It's Now or Never, Elvis Presley, RCA Victor
7. Walk, Don't Run, Ventures, Dolton
8. Kiddio, Brook Benton, Mercury
9. So Bad, Everly Brothers, Warner Bros.
10. Save the Last Dance for Me, Drifters, Atlantic

POP SINGLES—10 Years Ago September 24, 1955

1. Yellow Rose of Texas, Mitch Miller, Columbia
2. Love Is a Many Splendored Thing, Four Aces, Decca
3. Ain't That a Shame, Pat Boone, Dot
4. Autumn Leaves, Roger Williams, Kapp
5. Rock Around the Clock, Bill Haley, Decca
6. Seventeen, Fontane Sisters, Dot
7. Maybellene, Chuck Berry, Chess
8. Moments to Remember, Four Lads, Columbia
9. Yellow Rose of Texas, Johnny Desmond, Coral
10. Tina Marie, Perry Como, RCA Victor

R&B SINGLES—5 Years Ago September 26, 1960

1. Kiddio, Brook Benton, Mercury
2. Chain Gang, Sam Cooke, RCA Victor
3. The Twist, Chubby Checker, Parkway
4. Fool in Love, Ike and Tina Turner, Sue
5. My Dearest Darling, Etta James, Argo
6. I Want to Know, Sugarpie Desanto, Checker
7. If I Can't Have You, Etta and Harvey, Chess
8. This Bitter Earth, Dinah Washington, Mercury
9. Ta-Ta, Clyde McPhatter, Mercury
10. A Woman, A Lover, A Friend, Jackie Wilson, Brunswick

POP LPs—5 Years Ago September 26, 1960

1. String Along, Kingston Trio, Capitol
2. Button Down Mind of Bob Newhart, Warner Bros.
3. Nice and Easy, Frank Sinatra, Capitol
4. Johnny's Moods, Johnny Mathis, Columbia
5. Brenda Lee, Decca
6. Paul Anka Sings His Big 15, ABC-Paramount
7. Edge of Shelley Berman, Verve
8. Sold Out, Kingston Trio, Capitol
9. Look for a Star, Billy Vaughn, Dot
10. Kick Thy Own Self, Brother Dave Gardner, RCA Victor

Jazz Fan Believes He's Island

• *Continued from page 56*

during the day—featuring many of the big bands of the 1930's and 1940's. Lighter, or "pretty" jazz, is the dining medium. After 10 p.m. comes experimental jazz. This latter music has less appeal, needs more attentive listening, and cannot be played when the listener is dividing his attention between jazz and daily chores, Henry felt.

Now starting its seventh year, KJAZ is strengthening its power by four or more times to increase the station's clarity in all of northern California. The station went multiplex stereo this sum-

mer, coinciding with a move into new studios at 1509½ Webster Street, Alameda. Rating services list the station among the top three in FM popularity in the Bay Area at any given time of day for the past several years. Sometimes it ranks first, sometimes second, and sometimes third — but not lower—depending on the hour and competition.

KJAZ employs 17 persons, besides Henry, and despite offers every six or eight weeks or so—"some of them temptingly high"—Henry has no desire to sell.

Jazz is his hobby and profession, he said, and there's a need for such a station as KJAZ.

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<p>VAN GIVENS "WHO THREW WATER" (ON MY SPARK OF LOVE) b/w "You and I"</p>	<p>D. J. DAN "THE BERLIN WALL" b/w "Oranges Are Turning Red"</p>
<p>DAVE RICH "BIG HANDS" (ALBUM)</p>	<p>PAL BRADY "TRADING STAMPS" b/w "My Better Half"</p>
<p>RUSTY GABBARD "MY BABY'S SWEETER" b/w "Heartbreak Waltz"</p>	<p>NEAL MERRITT "SAFER THAN LOVING YOU" b/w "The End of My Rope"</p>
<p>THE FOUR "IF YOUR EYES SAY LOVE" b/w "Tears of Love"</p>	

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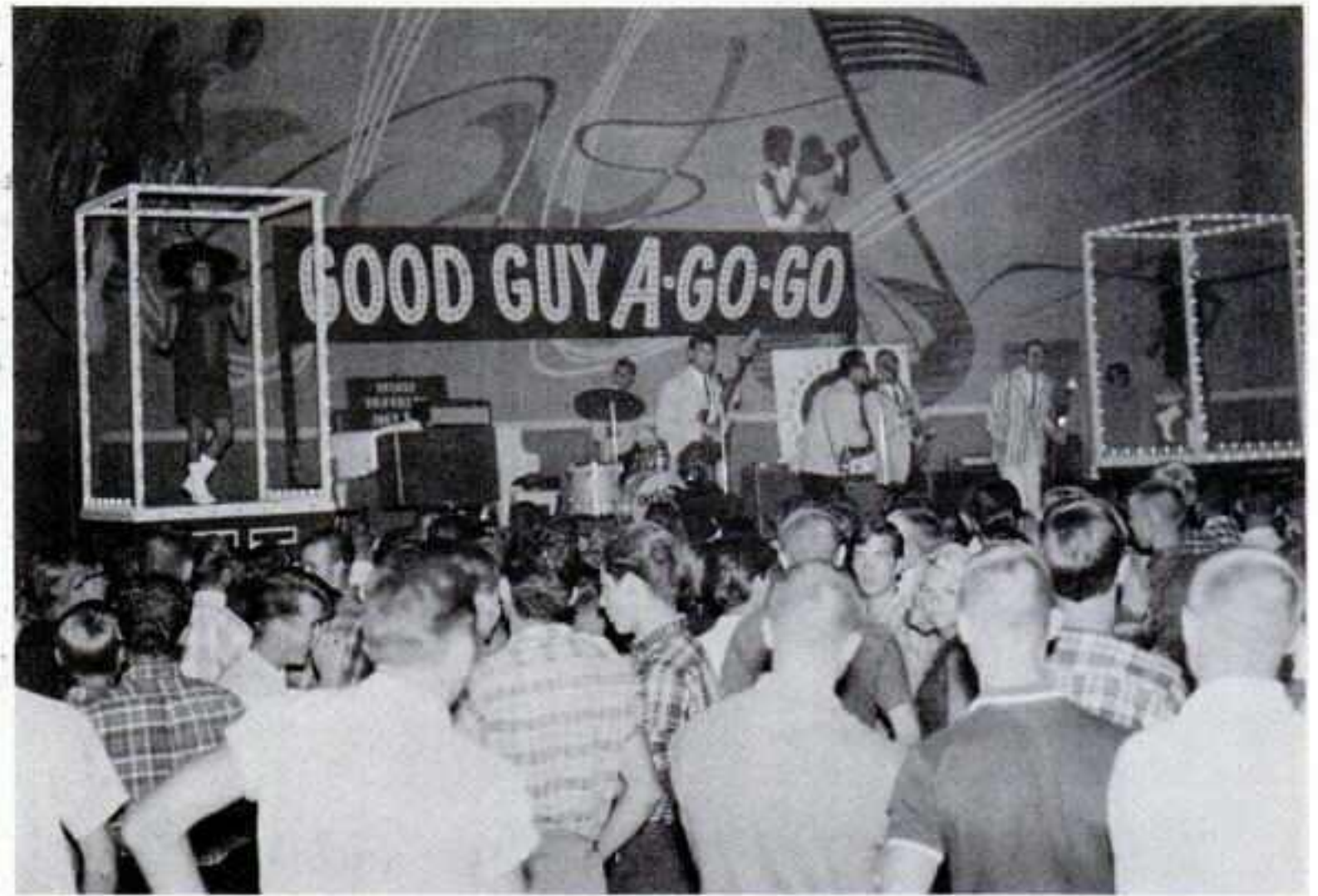
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KSTT-Radio All Agog Over A Go-Go

NEED TO PUT NEW LIFE INTO YOUR RECORD HOPS? Here's how KSTT-Radio Davenport, Ia., turned its routine record hops into something exciting. First, the name—since the air personalities bill themselves as the Good Guys, the record hop was retitled "Good Guys A Go-Go." Next, the props and the lighting in a local ballroom. Then, a local band, Steve Tubbs and the Shevrons. From 8-8:25 p.m. is a remote broadcast record show, which helps to pull in an audience. Then it's live action! The last turnout, incidentally, numbered more than 1,800 youngsters.



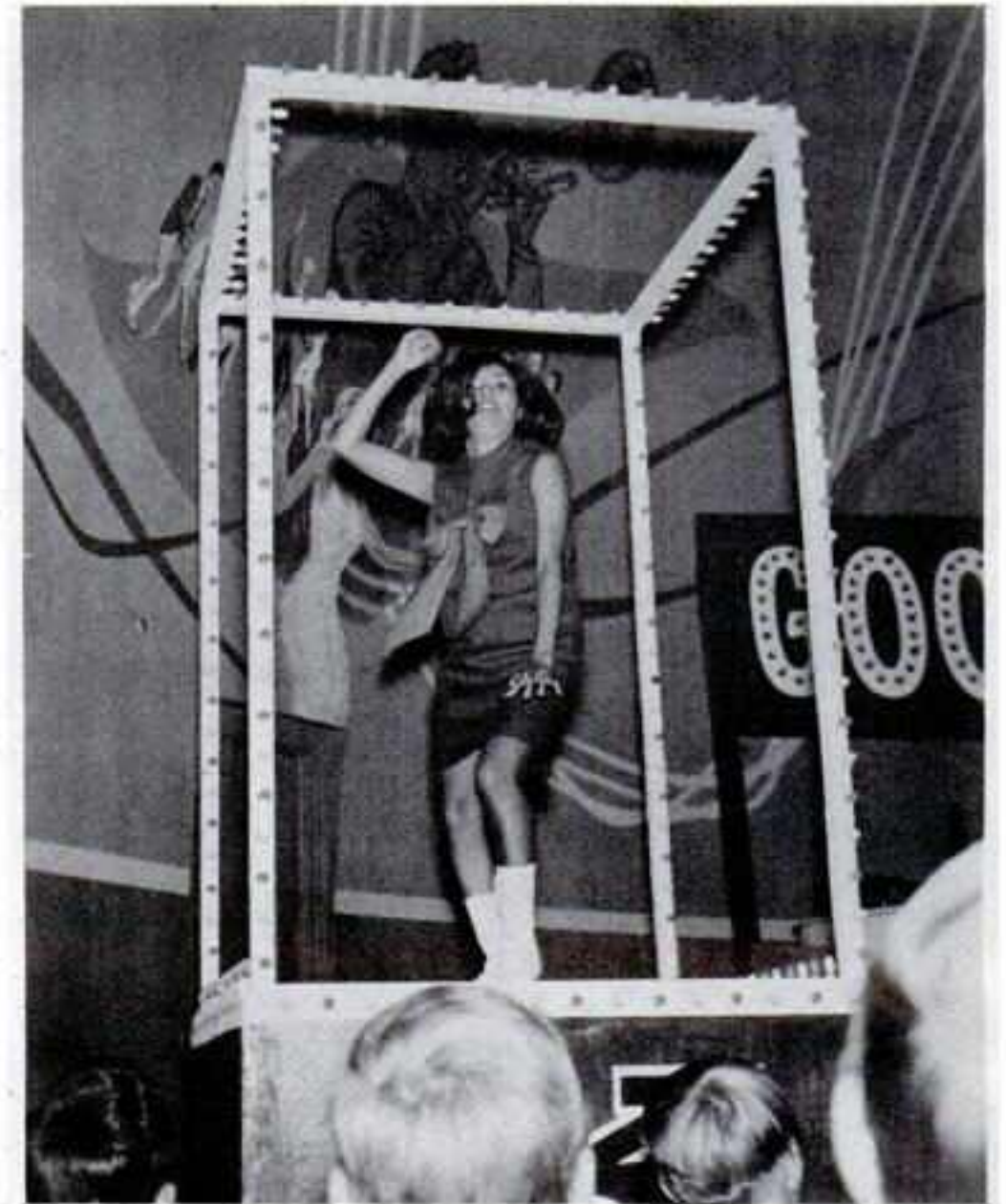
"GOOD GUYS A GO-GO" runs from 8-11 p.m. every Tuesday. On stage are Steve Tubbs and the Shevrons.



GO-GO GIRL LINDA HOLLISTER



THE CAGES AND THE SIGN contain nearly 800 lightbulbs, flashing alternately from red to white to red to the beat of the music.



GO-GO GIRL CYNDI SALDIVAR



PART OF THE SECRET of the success of "Good Guys A Go-Go" is the lighting and here KSTT program director Bill Vancil, left, and lighting technician Steve Borota operate the lights from a remote control booth.



A CONTEST BEING CONDUCTED by emcee Bob Henry. Through trade deals, the radio station manages to give away about \$200 in prizes each week.

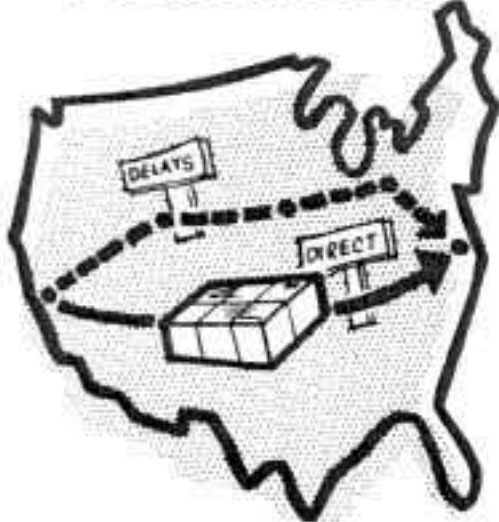


THE RADIO STATION usually gives away 30 to 40 single records, plus 15 to 20 albums. Above, Bob Henry hands one toward some eager hands.



KSTT-RADIO DEEJAY BOB HENRY clowns with Steve Tubbs, leader of the group, trying to turn him into a Beatle with a wig.

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WHEN YOU GIVE THE UNITED WAY WONDERFUL THINGS HAPPEN FOR PEOPLE

VOX JOX

Jim Church, of WERE, Cleveland, is one of the best engineers in the business, according to deejay Bill Randle. . . . The National Institutes of Health, Bethesda, Md., has a series of 10 two-minute spots titled "Know Your Heart" that stations may request from Louis Cook, Audio-visual Section, Heart Information Center. A public service.

Fred Wolf, after two decades with WXYZ, Detroit, has retired, but will represent the station as director of public relations and advertising services. . . . Vik Armen, who says he's a recent Canadian import, is now afternoon man at WPRO, Providence, R. I. . . . Weldon Rogers has switched from KDAV, Lubbock, Tex., to Medford, Ore.'s KSHA.



SPIRAL RECORDS ARTIST Frankie Michaels, left, was one of the headliners at a recent show at Palisades Amusement Park, N. Y. The 10-year-old singer presents his new record of "Little Miss America" b/w "Cleo" to WABC radio personality Bruce Morrow, who hosted the show.

THE JAZZ BEAT

By ELIOT TIEGEL

"A lot of the rock 'n' roll songs are close rhythmically to Latin things in their similar time element. They sound like cha chas through strict eighth notes. I've noticed kids at a dance in New York City doing a hard mambo and cha cha and then turning to dance the frug to King Curtis' band."

The speaker is Al Tjader, the eloquent exponent of Latin American jazz. Latin rhythms offer great excitement, Cal said, yet he was perplexed because this excitement hadn't yet been discovered by talent bookers and TV producers. "The kids are dying to dance," said Cal, "but they don't know about Latin music."

New York City is the dancing capital of the country as far as Cal is concerned. All the Latin dances are very much alive and there is an active Latin dance circuit for the right musicians. Cal is a member in good standing in this specialty business. "The wilder the dance in New York the better," he says. Unfortunately top 40 radio excludes Latin music, as it does so many other forms of expression, Cal pointed out, hence a panorama of talent and styles is never discovered by youngsters who grow up thinking rock 'n' roll is music period.

When Tjader and cohorts return East Sept. 25 for appearances until Nov. 1, he'll perform in Philadelphia, Boston and New York, winding up with two weeks at the Village Gate. He'll also play 10 one-nighters in the Spanish circuit around Manhattan and the Bronx. Promoter Fred Price handles Tjader's Spanish audience shows. The Milbrae, Calif., musician is especially popular in New York's Latin community because of his first Fantasy LP's and former group members Mongo Santamaria and Willie Bobo. Tjader has a regular Latin library which is unfurled in all its organized madness when he plays before Afro-Cuban aficionados.

Tjader has been playing in New York since 1961 when he finally moved east of Chicago. But he has never played the East's two additional Latin strongholds: Miami Beach and the Catskill Mountain resorts in upstate New York. The answer is partly the problems he has had with booking agents and partly because as a family man he doesn't like to stay on the road longer than five weeks.

He is a strong attraction among West Coast college kids but claims his agency affiliations just haven't broken the Eastern and Midwest collegiate circles. Cal is well aware of the significance of the collegiate market. For three years he was with Dave Brubeck when the quartet was first emerging and hypnotizing college students with the then labeled "West Coast School of Jazz."

Competition for collegiate bookings is getting more difficult, Cal says, because the schools "are getting blase. They're being offered everybody now, so they can pick and choose."

Tjader is piqued at the way his career has been handled by the talent agencies. He signed with ITA because of their reputation as a top college booker. Then ITA merged with GAC and the agency hasn't landed him one Eastern or Midwestern college gig yet, Cal said recently in Hollywood. Tjader feels the answer is in having an aggressive personal manager, something he admits he doesn't have. But then Dave Brubeck has never had a personal manager either, he interjected quickly. The one man who helps him in the East is Norman Schwartz, who handles his Verve Record affairs more in an advisory capacity than as a manager. "We don't have trouble getting club dates," the affable vibist said. "But the college area in the East and Midwest, wow." Tjader's nightclub circuit includes the Manne Hole and Lighthouse in Southern California, the Matador in San Francisco, Penthouse in Seattle, Showboat in Philadelphia, Workshop in Boston, Gate in Manhattan and Red Onion in the ski resort town of Aspen, Colo. Says Cal of the latter booking with anticipation: "I've just learned how to ski."

Last year he played on the Ford tour which hit 20 schools. When he's back on the Coast he usually works 15-20 college concerts a season.

Switching over from Fantasy to Verve in 1961 has brought its rewards and problems. The MGM subsidiary has stronger distribution, but when you're in the big time, there are more repertoire problems and people to consult with. Cal has nothing but praise for Creed Taylor, Verve's a&r director. But he admits there are concessions which an artist has to make when working for a major label

Beatles' Tour Helps Deejays

NEW YORK—The heralded chore of traveling with the Beatles on their recent national tour fell largely to six deejays—all of whom reportedly reaped much prestige with their local audiences via ample air promotions of the venture. Paul Drew of WQXI, Atlanta, traveled with the British group.

WMCA's Good Guy Gary Stevens tagged along on the part-way, before heading back to air duties in New York. Others on the tour included B. Mitchell Reed of KFWB, Los Angeles; Lord Timothy, KCBQ, San Diego; Jerry G., WKYC,

Syndicated Bought

PALM SPRINGS, Calif.—Shane Wilder, deejay and program director of Syndicated Radio, Inc., has purchased the firm for a reported five-figure price. Wilder has been with the syndicated programming firm 10 years.

Cleveland, and Jim Stagg, WCFL, Chicago — really an honor list of deejays. Larry Kane of WFUN, Miami, a news director, also took the tour.



STATIONS BY FORMAT

Continued from page 58

Mr. Holland, Gen'l mgr. and address same as AM affiliate WPRO.

WRIB: 1,000 watts. Independent. Music format: Country (80%). Dick Martin is director of news dept. 5-min. news at 55 past the hr. headlines on the half hr. Folk Music included in all programming. New records are selected for air-play by gen'l mgr. Approx. 20 new records programmed each week. Record promotion people are seen M-F. Gen'l mgr., Arthur Tacker. Prog. dir., Eddie Zack. Send 2 copies of 45's and 1 copy of LP's to Mr. Tacker, Water St. E. Providence, R. I. Phone: (401) 434-0406.

WXTR: 1,000 watts. ABC affiliate. Music format: Contemporary (30%)—Jazz (30%)—Standard (20%)—Pop Standard (20%). Special programming: "News & Views," women's show with Sue Baily Reid, 2-min. each hr. daily. Leo King is director of 3-man news dept. Helicopter news for traffic. Special equipment: 4 mobile units, 1 portable unit. 5-min. news on the hr. headlines on the half hr. Folk Music included in regular programming. New records are selected for air-play by PD & gen'l mgr. Record promotion people are seen M-F. Gen'l mgr., Donald R. Hysko. Prog. dir., Mel Burns. Send 1 copy each of 45's & LP's to Mr. Hysko, P.O. Box 55, Cumberland, R. I. 02864. Phone: (401) 725-9000.

'Roundabout' Goes to DJ's

NEW YORK — Strictly as a result of sheet music sales, MGM Records mailed 2,000 copies of Connie Francis' "Roundabout" single this week to key disk jockeys — marking the second mailing of the record to them. The record remained at No. 80 on Billboard's "Hot 100" this week for the second week. However, publisher Leeds Music reports already 5,000 sheet music sales.

Leeds music media manager Tom Chianti said sheet music sales of that volume meant that the record was getting played

somewhere, probably on good music stations, the stations "that make the standards."

Other songs with fairly decent sheet music sales which lead the way to bigger record sales were, Chianti said, "I Wish You Love" by Gloria Lynn on Everest Records and "The Girl From Ipanema," by Astrud Gilberto on Verve Records.

"Roundabout" was written by Tony Hatch who also wrote "Downtown" and "I Know a Place," both hits by Petula Clark.

which wants to naturally produce commercial products. Cal has attempted a commercial jazz LP with a rock feel, "Breeze From the East," but it bombed. His follow-up, "Soul Sauce," a good Latin LP, has been redeemably successful. While he may try a commercial sound on records, he eschews this device in nightclubs. There the fans are hardcore and expect the authentic merchandise: Mambos, boleros, cha chas and bossa novas. Cal calls the bossa nova the "most refreshing thing that's happened to music."

He became interested in Latin music in 1953 when he was taken to the Paladium in Manhattan to hear Tito Puente. "It was a musical experience I could never forget. The soloists were jazz players and the dancing was something I had never seen before. This was just about the time the mambo was starting in this country." Tjader became a mambo man the very next year. He explains the key to Latin music thusly: "The hypnotism of the montuna, the section after the opening chorus, when you improvise on one or two chord changes is what makes Latin jazz emotionally valid." The long lines of people waiting to hear him in Hollywood attest to the unique emotional experience Mr. Tjader offers.

SOLOS: French jazz musician Barbara Belgrave, Ran Blake and Ricardo Gautreau will perform at the Institute for Living Oct. 24 in Hartford, Conn. . . . Wingy Manone's autobiography, "Trumpet on the Wing," written in collaboration with Paul Vandervort II, first published in 1948 by Doubleday, has just been reprinted in England by the Jazz Book Club. Manone lives in Las Vegas, songwriter Vandervoort resides in Burbank, Calif. . . . Portland State College is already planning for its second annual festival next May. The college's initial venture was last March with two local and two name groups performing, writes John Wendeborn, program chairman. . . . Sounds & Fury is a new jazz magazine out of Utica, N. Y. It has a combination news and avant-garde flavor. Taylor Castell is publisher.

TOP SELLING RHYTHM & BLUES SINGLES

Billboard SPECIAL SURVEY for Week Ending 9/25/65

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	PAPA'S GOT A BRAND NEW BAG, James Brown, King 5999 (Lois, BMI)	11	21	28	TREAT HER RIGHT, Roy Head, Back Beat 546 (Don, BMI)	2
2	3	THE "IN" CROWD, Ramsey Lewis Trio, Argo 5506 (American, BMI)	6	22	29	LET'S DO IT OVER, Joe Simon, Vee Jay 694 (Fame, BMI)	6
3	7	I WANT TO (Do Everything for You), Joe Tex, Dial 4016 (Tree, BMI)	5	23	21	BABY I'M YOURS, Barbara Lewis, Atlantic 2283 (Blackwood, BMI)	14
4	5	SINCE I LOST MY BABY, Temptations, Gordy 7043 (Jobete, BMI)	9	24	32	YOU CAN'T TAKE IT AWAY, Fred Hughes, Vee Jay 703 (Customa, BMI)	3
5	4	THE TRACKS OF MY TEARS, Miracles, Tamla 54118 (Jobete, BMI)	12	25	—	CLEO'S BACK, Jr. Walker & the All Stars, Soul 35013 (Jobete, BMI)	1
6	2	IT'S THE SAME OLD SONG, Four Tops, Motown 1081 (Jobete, BMI)	8	26	26	SOMEONE IS WATCHING, Solomon Burke, Atlantic 2299 (Webb IV-Falart, BMI)	3
7	6	UNCHAINED MELODY, Righteous Brothers, Philles 129 (Frank, ASCAP)	7	27	27	I NEED YOU, Impressions, ABC-Paramount 10710 (Chi-Sound, BMI)	3
8	9	AGENT OO-SOUL, Edwin Starr, Ric-Tic 103 (Myto, BMI)	9	28	33	THESE HANDS (Small But Mighty), Bobby Bland, Duke 385 (Don, BMI)	2
9	11	IN THE MIDNIGHT HOUR, Wilson Pickett, Atlantic 2289 (Cotillion-East, BMI)	14	29	20	PRETTY LITTLE BABY, Marvin Gaye, Tamla 54117 (Jobete, BMI)	10
10	19	SOUL HEAVEN, Dixie Drifter, Roulette 4641 (Unbelievable & Nom, BMI)	5	30	37	HIGH HEEL SNEAKERS, Stevie Wonder, Tamla 54119 (Medal, BMI)	2
11	14	DANGER HEARTBREAK DEAD AHEAD, Marvelettes, Tamla 54120 (Jobete, BMI)	3	31	36	GOT TO FIND A WAY, Harold Burraque, M-Pac 7225 (Vapac, BMI)	6
12	16	RESPECT, Otis Redding, Volt 128 (East-Time-Redwal, BMI)	4	32	23	TAKE ME BACK, Little Anthony & the Imperials, DCP 1136 (South Mountain, BMI)	9
13	8	NOTHING BUT HEARTACHES, Supremes, Motown 1080 (Jobete, BMI)	7	33	35	TOO HOT TO HOLD, Major Lance, Okeh 7226 (Dakar, BMI)	2
14	15	SAD, SAD GIRL, Barbara Mason, Arctic 108 (Stilliran-Dandelion, BMI)	4	34	—	LET'S MOVE AND GROOVE (Together), Johnny Nash, Joda 102 (And, BMI)	1
15	12	FIRST I LOOK AT THE PURSE, Contours, Gordy 7044 (Jobete, BMI)	6	35	22	YOU'VE GOT TO EARN IT, Temptations, Gordy 7043 (Jobete, BMI)	5
16	10	SHAKE AND FINGERPOP, Jr. Walker & the All Stars, Soul 35013 (Jobete, BMI)	7	36	25	SUGAR DUMPLING, Sam Cooke, RCA Victor 8631 (Kags, BMI)	7
17	13	IT'S A MAN DOWN THERE, G. L. Crockett, 4 Brothers 445 (Fairshake, BMI)	12	37	—	RESCUE ME, Fontella Bass, Checker 1120 (Chevis, BMI)	1
18	18	IF I DIDN'T LOVE YOU, Chuck Jackson, Wand 188 (Metric, BMI)	3	38	38	YOU'VE BEEN IN LOVE TOO LONG, Martha & Vandellas, Gordy 7045 (Jobete, BMI)	2
19	17	YOU'RE GONNA MAKE ME CRY, O. V. Wright, Back Beat 548 (Don, BMI)	10	39	—	1-2-3, Len Barry, Decca 31827 (Champion & Double Diamond, BMI)	1
20	24	FOR YOUR LOVE, Sam & Bill, Joda 100 (Beechwood, BMI)	6	40	40	GOOD TIMES, Gene Chandler, Constellation 160 (Chi-Sound & Jalyne, BMI)	2

NEW ACTION R&B SINGLES

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

I'M SO THANKFUL . . .
Ikettes, Modern 1011

I'M THE MAN DOWN THERE . . .
Jimmy Reed, Vee Jay 702

NEVER COULD YOU BE . . .
Impressions, ABC-Paramount 10710

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

LARRY DEAN, WWIN, Baltimore
Beautiful Girl, Joe Graves, Parkway
I'm the Guy, Yeomen, Heidi
Hullabaloo, Vince Carey
Let's Move and Groove (Together), Johnny Nash, Joda 102
Never Had It So Good, Ronnie Milsap, Scepter
Can't Help Falling in Love, Donald Height, Roulette 4644
LP—Spotlight on Jackie, Jackie Wilson, Brunswick
BL 54119 (M); BL 754119 (S)
Otis Blue/Otis Redding Sings Soul, Volt 412 (M);
SD 412 (S)

OLIVER (BIG O) MOSS, KCAC, Phoenix, Ariz.
Sweet Sixteen, Lennie Graves, Rosette 65-10
Crook His Little Finger, Ann Heywood, Hondo 100
Work, Work, Work, Lee Dorsey, Amy 939
You Lied, I Cried, Love Died, Tommy Mosely, Uptown 706

BILL WILLIAMS, WCHB, Detroit
Let Me Know When It's Over, Little Esther Phillips, Atlantic
I Miss You So, Little Anthony & the Imperials, DCP
A Lovers Concerto, Toys, DynoVoice 209

RUFUS THOMAS, WDIA, Memphis
Take Me in Your Arms, Kim Weston, Gordy 7046
Call My Job, Detroit Junior, U.S.A.
LP—Otis Blue/Otis Redding Sings Soul, Volt 412 (M);
SD 412 (S)

BUDDY LOWE, WILD, Boston
Lovers Concerto, Toys, DynoVoice 209
When You Move You Lose, Rufus & Carla Thomas, Stax 176
Help Me, Mitty Collier, Chess 1942
Hungry for Love, San Remo Golden Strings, Ric-Tic 104
Love Theme From the Sandpiper, Eddie Harris, Atlantic
LP—Otis Blue/Otis Redding Sings Soul, Volt 412 (M);
SD 412 (S)

"PREACHER PAUL" ANTHONY, KUXL, Minn.-St. Paul
Dear John, Ike & Tina Turner, Modern
Rescue Me, Fontella Bass, Checker 1120
Treat Her Right, Roy Head, Back Beat 546
Concrete Jungle, Tams, ABC-Paramount 10702
LP—Otis Blue/Otis Redding Sings Soul, Volt 412 (M);
SD 412 (S)

BEN MILES, WANT, Richmond, Va.
I'm Hurt, Little Tommy, Sound of Soul
Sympathy, Priscilla Thomas, Winner
Let Me Know, Bobby Byrd, Smash 2003
Lovers Concerto, Toys, DynoVoice 209
Whiplash, Shells, Conlo
LP—Otis Blue/Otis Redding Sings Soul, Volt 412 (M);
SD 412 (S)

JIMMY (THE GATOR) LANG, WSOK, Savannah, Ga.
I Want To Be Loved, Enchanters, Loma 2012
Let Me Know, Bobby Byrd, Smash 2003
Doin' the Monkey With James, Jerry & the Harmonics, Mercury
You Can Make It If You Try, Yvonne Fair, King
LP—Domino 65, Fats Domino, Mercury MG 21039 (M);
SR 61039 (S)

BILL JOHNSON, WUST, Washington
Stay Together Young Lovers, Ben Akins, Roulette
Crack Up, Leon & the Burners, Josie
See Saw, Bon Covay, Atlantic
Love Is Blind, Bobbettes, Daimond 189
Take Me in Your Arms, Kim Weston, Gordy 7046
Move Over and Let Me Dance, Isley Brothers, Atlantic
Rescue Me, Fontella Bass, Checker 1120
How Nice It Is, Billy Stewart, Chess 1941
I've Had It, George Smith, Turntable 713
Nobody Loves You Like Me, Barbara Mercer, Golden World
LP—Otis Blue/Otis Redding Sings Soul, Volt 412 (M);
SD 412 (S)
Gentle Is My Love, Nancy Wilson, Capitol T 2351 (M);
ST 2351 (S)

HERB CAMPBELL, KSOL, San Francisco
The Organ Grinder Swing, Jimmy Smith, Verve 10363
Here Comes the Tears, Gene Chandler, Constellation 164
No Better for You, Big Maybelle, Port 3002
Hungry for Love, San Remo Golden Strings, Ric-Tic 104
The Duck, Jackie Lee, Mirwood
Let's Move and Groove (Together), Johnny Nash, Joda 102
Respect, Otis Redding, Volt 128
LP—Organ Grinder Swing, Jimmy Smith, Verve V 8623 (M);
V6 8623 (S)

TOP SELLING R&B LP'S

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	THE IN CROWD, Ramsey Lewis Trio, Argo LP 757 (M); LPS 757 (S) . . .	7
2	2	MORE HITS BY THE SUPREMES, Motown 627 (M); S 627 (S)	6
3	4	JR. WALKER & THE ALL STARS PLAY SHOTGUN, Soul 701 (M); S 701 (S)	1
4	7	PAPA'S GOT A BRAND NEW BAG, James Brown, King 938 (M); (No Stereo)	3
5	5	IMPRESSIONS—ONE BY ONE, ABC-Paramount ABC 523 (M); ABCS 523 (S)	3
6	3	MIRACLES GREATEST HITS FROM THE BEGINNING, Tamla T 254 (M); ST 254 (S)	24
7	6	THE FOUR TOPS, Motown 622 (M); S 622 (S)	18
8	8	TEMPTATIONS SING SMOKEY, Gordy G 912 (M); GS 912 (S)	27
9	10	GENTLE IS MY LOVE, Nancy Wilson, Capitol T 2351 (M); ST 2351 (S) .	2
10	9	ORGAN GRINDER SWING, Jimmy Smith, Verve V 8628 (M); V6-8628 (S)	2

NEW ACTION R&B LP'S

Other albums registering solid sales in certain markets and appearing to be a week away from meriting a listing on the national Hot R&B LP chart above. All records on the chart are not eligible for a listing here.

BABY I'M YOURS . . .
Barbara Lewis, Atlantic 8110 (M); SD 8110 (S)

HOLD ME, THRILL ME, KISS ME . . .
Mel Carter, Imperial LP 9289 (M); LP 12289 (S)

OTIS REDDING SINGS SOUL . . .
Volt LP 412 (M); SD 412 (S)

THAT MOTOWN SOUND . . .
Earl Van Dyke & the Soul Brothers, Motown 631 (M); S 631 (S)

WELCOME HOME . . .
Walter Jackson, Okeh OKM 12108 (M); OKS 14108 (S)

YES, I'M READY . . .
Barbara Mason, Arctic ALPM 1000 (M); ALPS 1000 (S)

DJ SPOTLIGHT
LARRY DEAN, PD
WWIN, Baltimore

A 14-year veteran in the broadcasting field, Larry Dean is now program director and an air personality for WWIN, Baltimore. He previously worked with WERD, Atlanta; WYOL, Nashville; WLOU, Louisville; WCIN, Cincinnati; WCHB, Detroit; KSNB, San Francisco; WJLB, Detroit; and WITB, Baltimore. A Fisk University, Nashville, graduate in English and dramatics, Dean served in the U. S. Marines in the Pacific during World War II. He is the father of four daughters. Dean has been featured in articles in Radio-TV Mirror, Jet magazine, Ebony magazine and various trade publications.



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(Illustration of a mailman carrying a stack of mail)

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Iowa Dealer's Philosophy Is 'Cater to the Young People'

By JEAN LEMMON

DES MOINES—"We cater to the young people of Des Moines." Orville Marshall, of Marshall's Music Room in downtown Des Moines knows his buying market and knows how to make it pay.

Marshall's is a small but successful music store selling records and equipment. Its location, between two Des Moines theaters, creates a good deal of walk-in traffic and Orville Marshall takes advantage of this. But the one big selling feature within his operation is service. In fact, in downtown Des Moines, Marshall's could be considered to have a monopoly on service. Record buyers can choose from any number of discount departments or record racks in department or food stores, but Marshall's Music Room is the spot they turn to when they want that "special" record, or want to hear their record played before they're bought.

Marshall's features listening booths located between the front record department and the equipment department in the rear of the store. And Orville has found that young people want to hear their records before making a purchase.

To compete with discount departments, all records at Marshall's Music Room are reduced in price, with at least \$1 off the straight retail price. Regular prices are in effect on 45's. At least one half of Marshall's sales volume is in 45 trade. Marshall has always made it a point to stock a complete selection of singles including the harder-to-get items. In addition to the largest stock of singles in the greater Des Moines area, Marshall's Music Room special orders from warehouses all over the United States—another example of special service for their customers.

Marshall reports that the young customers are now buying more albums than 45's, but the outstanding selection of singles is a drawing card for the Music Room.

In a summer promotion, Marshall's Music Room teamed up with Coca-Cola. Seven Coke caps were worth a 45 single for just 77 cents. This promotion was spotlighted on the Saturday afternoon "Discotheque Show" on WHO-TV.

In equipment, as well as in records, Marshall's caters to the younger buying public, with sales exceptionally good in portable TV, portable radios and AM-FM radios.

Marshall's Music Room carries a complete stock of equipment with usually over 25 portable record players on the sales floor at any one time. TV is limited to portable models and the selection of pre-recorded tapes is minimal. However, the Music Room handles a complete selection of accessory items, bulk tapes, and tape recorders in addition to their stereo, TV and records.

Marshall does very well in selling the higher priced equipment and the promotionally priced pieces, but the medium-high priced goods don't move as well as could be expected. Orville Marshall attributes this to TV dealers who get the majority of high-income buyers or older buyers who want quality but will settle for buying from a catalog in many cases. If a stereo enthusiast wants good equipment he'd be apt to go to Marshall's to buy the high end of the line because he knows Marshall's specializes in music and service. Younger buyers would be most apt to start with the lower priced models and in time work up to something more expensive. It's in keeping with Marshall's policy to "get customers when they're young and keep them with good merchandise and good service."



Since the record department is just inside the door, Marshall has put up a large sign calling attention to his equipment department in the rear of the store. Other signs let buyers know records are "reduced" in price, but the word "discount" is never seen.



In addition to all the latest popular 45's, Marshall's Music Room has an outstanding collection of hard-to-locate singles. They're noted throughout the State for their stock of unusual merchandise.

Experienced Help Is Best Asset

By EARL PAIGE

KANSAS CITY, Mo.—Barton Zinander, owner of Mr. Z's Record Shop here, is a dealer who feels that too many record shop owners and department managers overlook what may be their greatest asset—experienced help.

"Creating pleasant working conditions for your employees and paying them a decent salary pays off in more ways than a lot of dealers realize," the proprietor of the 18-year-old downtown Kansas City store explained.

Although Zinander stocks over 12,000 45's which includes an exhaustive selection of "oldies" in addition to a full line of phonographs and equipment, he credits much of the store's success to his two full-time employees, Jerri Akers and Ed Harvey, whose record business experience more than doubles the number of years the store has been in business.

Full List

"You have to remember," Zinander points out, "that we're getting full list prices here in the face of fierce discount competition and that our customers

have to fight downtown traffic and parking problems. Why do they bother? Because they can depend on our service. They know that if a record is available Jerri and Ed know about it."

Zinander, of course, is no late-comer to the business. Despite his youthful appearance he has been around Kansas City a number of years and at one time headed the Columbia branch here. "I still have a lot to learn from people like Jerri and Ed," Zinander stated, "and this is why I feel so strongly that dealers should attract and keep experienced people."



Barton Zinander takes a record order by phone as his two longtime helpers—Jerri Akers and Ed Harvey—look on. The Kansas City dealer handles a large stock and often ships to collectors around the country.

Need Display Space? Try Using the Ceiling

CHICAGO — With space in most record stores at a premium, Mercury has designed its new Pawnbroker-Mirage mobiles so they can be easily fastened to the ceiling. Dealers are supplied with a sectional pole that is put together much like a sectional cue stick. A hook with adhesive backing is then placed on the end of the pole and pushed up against the ceiling. The mobiles are then hung by wire from the hook. They can be adjusted to any height and are easily seen around the store. The accompanying photos show how it's done.



Step One: Peel off the protective backing on the back of the hook pad.



Step Two: Place the hook (adhesive side up) on top of the hollow pole.



Step Three: Use the pole to stick the hook to the ceiling.



Step Four: Hang the mobile down from the hook at eye level.

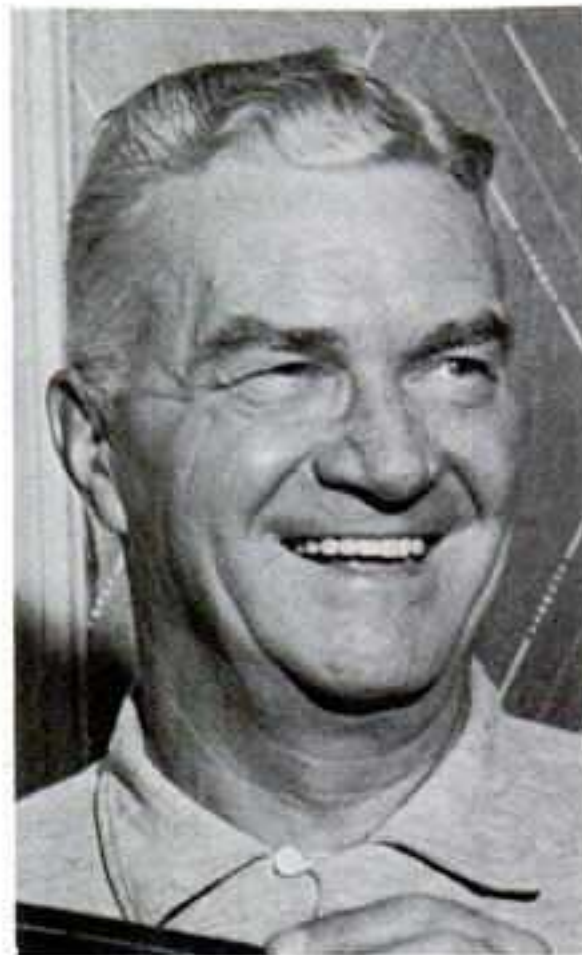
NVA Directors Meet Time and Place Set

MIAMI—The board of directors of the National Vendors Association will hold their formal business meeting here in the Carillon Hotel Sunday evening, Oct. 17, according to association president Paul Crisman, King & Co., Chicago.

"We expect quite good attendance for this regular session of the association board of directors," Crisman said. Those attending are being asked to make personal reservations with the hotel. A block of rooms has been designated for the vendor group.

"Most of the major charm manufacturers will exhibit in their own suites," Crisman said. "A lot of charm people have been calling me to ask about arrangements for the Miami meeting."

The NVA board meeting coincides with the annual convention of the National Automatic Merchandising Association here.



MEET ME IN MIAMI

Commingling Amendment Could Codify Cavalier Ruling

By RAY BRACK

WASHINGTON — Sen. Harrison Williams' special subcommittee which has been hearing testimony on a bill involving the use of nonedibles with confections was to meet last Thursday (16) to draft an amendment to the measure.

Of vital interest to the bulk vending industry, the amendment to S. 1839, "would hopefully codify the Cavalier decision."

This hope was expressed by National Vendors Association counsel Donald Mitchell.

In "U. S. Vs. Cavalier Vending," a case initiated by the Federal Food and Drug Administration some 14 years ago, the FDA sought to condemn as adulterated, per se, a bulk vending machine in which plastic trinkets were mixed with gum balls.

The court held that such commingling was not adulteration with the meaning of FDA regulations and that the giving of trinkets along with the sale of candy or gum does not add anything to the articles of food for consumption, "nor do they affect such articles in any way."

"We would like to see this ruling part of the law," Mitchell said.

Industry interest on Senate Bill 1832 (introduced in the House as H.R. 7042) was initiated when FDA moved to tack an anticommingle amendment to the bill (which dealt primarily with edible confection additives). The measure was introduced in the interests of the National Confectioners Association.

A House committee rejected the FDA-proposed anticommingle amendment.

NVA and NCA witnesses tes-

tified before Williams' special subcommittee of the House Labor and Public Welfare Committee on Aug. 24.

According to Mitchell, it appeared that any amendment drafted by the subcommittee would not bar commingling but would prohibit embedding of objects in confections unless the objects are practical or functional.

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Peanuts, Virginia Blanched ..	.45
Spanish32
Mixed Nuts57
Assorted Panned Candy32
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Coming Soon:

Sept. 28—Western Bulk Vending Association, quarterly meeting, Los Angeles.

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

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

Oct. 16-19—National Vending Machine Distributors full membership meeting, Miami Beach, Fla.

Oct. 23-24—Southeastern Bulk Vendors Association, quarterly meeting, Maggie Valley, N. C.

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'64 Big Year for Candy

WASHINGTON—In a U. S. Department of Commerce report published recently it was revealed that candy vendors accounted for over 4 per cent of the record-breaking \$1.4 billion worth of candy sold by U. S. candy manufacturers during 1964.

The report was under the joint sponsorship of the Chocolate Manufacturers Association, the National Candy Wholesalers Association and the National Confectioners Association and brought out the fact that candy sales have steadily increased during the past several years at an average rate of 3.7 per cent to the present all-time high 18.3 pounds per capita figure for 1964.

Breakdown

While packaged candy (bagged candies and boxed chocolates) led the sales picture with a 40.1 per cent of total sales and a poundage figure of 37.6 per cent

and bars made up 33.2 per cent of sales and 31.3 per cent of production other types of candies showed healthy increases last year.

Bulk candy (unpacked chocolates, hard and panned candies) added up to 11 per cent of total sales—14.7 per cent of production; nickel and dime specialties made up another 11 per cent of sales—10.3 per cent of output, and penny candy accounted for 4.7 per cent of sales—6.1 per cent of poundage.

Bars showed substantially healthy increases during the year, according to the report. Dime bars increased 6.8 per cent in sales to a figure of \$108.3 and bars priced at over 10 cents showed an increase of 4.7 per cent on a \$46 million sales figure. In all, including chocolate-covered bars, molded chocolate bars and confectionery-coated bars, bar candy accounted for about one-third of the \$1.4 billion 1964 candy sales figure.

Colo. Flood Loss Totals In

DENVER—Final figures tabulated by most operators in the Denver area show that at least 200, and possibly 250, bulk vending machines were lost as a result of the June flood.

Most of these machines were located in restaurants, taverns, drug and grocery stores along Santa Fe Drive in the mid-town Denver "bottoms." Here, the floods of June 16 reached a depth of as much as 15 feet.

Mostly 1-cent, 5-cent and 10-cent venders, the machines were for the most part swept away by the first fierce onslaught of floodwaters which tore heavy masonry buildings from their footings and smashed wooden buildings into splinters.

Corrosive Chemicals

Only a few machines have been recovered, most of them rusted beyond any point of usefulness through corrosive chemicals contained in the muddy floodwaters. The fact that the entire area was buried in mud and that machines coated in this way would be almost impossible to recognize among other debris prevented reclaiming lost machines.

Only machines mounted on poured concrete foundations or bolted onto walls remained intact.

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down
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Now Vends Capsules
\$15.50 ea.

The most durable and dependable machine ever built. New and attractive design. Vends "V" capsules at 5c, 10c or 25c. Also vends 210 and 100 size gum. Machine specially designed to accommodate a new, attractive styrofoam display panel.

NEW CASH BOX. Snap-in cash box makes collections quick and easy. Ends spilled coins. Cash Box optional, 50c ea.

NEW VICTOR CAPSULES. Victor introduces a brand-new all-clear capsule. Features: Capsules have added capacity, are easier to fill and grip tighter. Three sizes for larger sales.

"V" Capsules... \$4.50 per M (5M Lots)
"V-1" Capsules... \$ 8.00 per M (5M Lots)
"V-2" Capsules... \$13.50 per M (2M Lots)

Styrofoam Display Front (without merchandise) for new Victor Topper "66." Ea.10

PARKWAY MACHINE CO.
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NORTHWESTERN
Model 60 Bulk-Pak

Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM, the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption.

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Beautiful eye-catching design. Makes merchandise irresistible. Convenient, interchangeable merchandise display panel.

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Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules.

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Opponents Spar in St. Louis Bulk Suit

By EARL PAIGE

ST. LOUIS—U. S. District Judge James H. Meredith entertained oral arguments from attorneys representing Jason Koritz & Four Gems, Inc., and the Ford Gum & Machine Co. in U. S. District Court here last week (7) and ruled that the two motions brought before him would be taken under further advisement.

Attorney Charles Judge, representing the defendant, moved for a dismissal of Count II in the plaintiffs' amended complaint (Billboard, July 3) which seeks \$200,000 in a judgment and punitive damages for alleged publication of false and defamatory statements.

Examples

Citing precedents in Missouri cases, Judge held that the plaintiffs' Count II failed to set out

verbatim examples of the alleged defamatory statements. In answering, plaintiff attorney, William Byrne, contended that such verbatim examples would be produced when subsequent depositions in the case were brought in as evidence.

Quarrels

The second motion entertained by Judge Meredith was the plaintiffs' move for a summary judgment against the defendant's \$85,000 counterclaim (Billboard, June 19) which largely centered around Ford Gum's alleged quarrels with Mark Koritz who, in 1962, purchased an existing Ford Gum franchise here.

Link

In developing the motion for the summary judgment, Byrne contended that the matter referred to in the counterclaim grew out of the agreement between the defendant and Mark Koritz—son of veteran bulk vendor Jason Koritz, co-plaintiff in the current action—and that the senior Koritz is not responsible for the acts and conduct of his son, who is, Byrne contended, "not a party in this case."

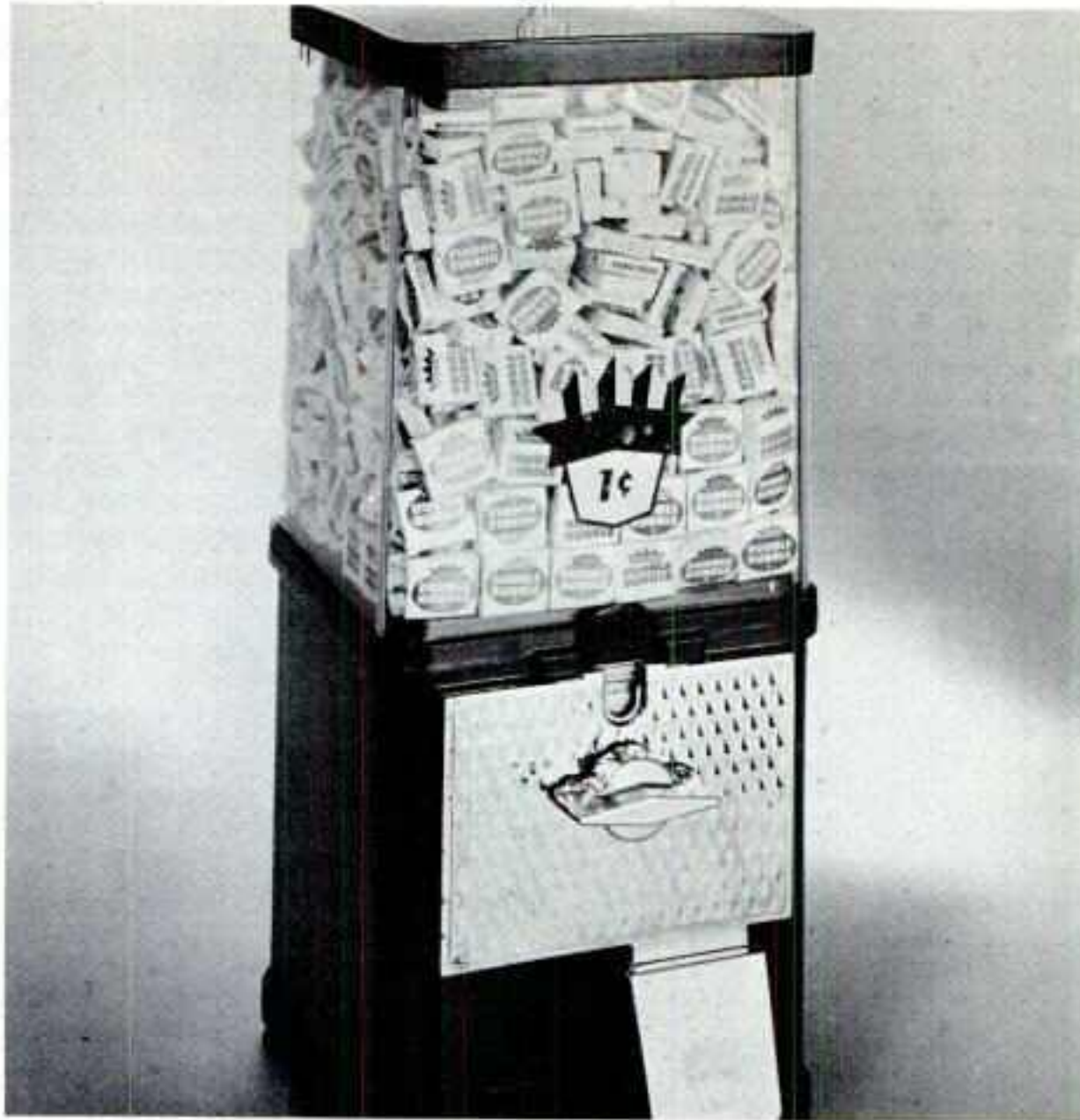
In opposition to this line of development, Judge held that depositions being prepared by the defendant's attorneys would substantiate the link between Mark Koritz, the corporate plaintiff, and Jason Koritz.

Contracts

In the background of last week's court action was the filing of an exhaustive list of 18 interrogatories still to be answered by the defendant, which again, seek a closer examination of Ford Gum's counterclaim. Of chief interest among these interrogatories are the three that attempt to clarify exactly which party Ford Gum entered into contracts with: Mark Koritz, Four Gems, Inc., or Jason Koritz.

In his ruling to take the current motions under further advisement Judge Meredith brought about a continuation of the lengthy pre-trial maneuvering in the case set for formal court action Dec. 13.

Harby Unit



HARBY INDUSTRIES has just introduced this new Komet model vender for wrapped gum and confections. Constructed of die-cast aluminum, the unit has just one moving part and one large spring. Cost of the machine, according to the manufacturer, is below other competitive makes "with a nominal increase in price above the regular Komet vender." The dispensing unit fits all Harby machines.

Harby Opening 'Vendors Mart'

BURBANK, Calif.—Harby Industries, which recently moved its manufacturing operation to a larger plant at 702 North Mariposa Street here, will soon open a "bulk vendors mart" in the area.

Opening date and location of the store will be announced soon, according to Harold T. Probasco, president of Harby.

"Over the years the company has been asked by operators and distributors to open a separate department handling only the newest in charms and capsules, plus the standard items of gum and candy," he said. "We put this aside until we felt we could do justice to the operator. Now that we have moved to our new plant, plans have materialized for the store."

Probasco said a big open house celebration would mark the opening of the new outlet.

NCA Chairmen Are Appointed

CHICAGO — National Confectioners Association president Douglas S. Steinberg announced last week the appointment of all committee chairmen and co-chairmen for the nation NCA convention in Washington, D. C., June 11-15, 1966.

Co-convention chairmen are J. W. Feighner of the Tom Huston Peanut Co. and Robert W. Minter, Minter Bros., Inc.

Honorary chairman of the event will be W. C. Dickmeyer, chairman of the NCA board in 1956 and active in association activities since 1924.

Other committees for which chairmen were named were program, policy, joint NCA-American Assn. of Candy Technologists meeting, golf and exposition.

For the first time in many years a woman, Mrs. Richard H. Hardesty Jr. has been appointed chairman of the ladies' entertainment committee.

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Clor-o-Vend Ball Gum ... 43 1/2 lb.
Clor-o-Vend Chicks, 320 Ct. ... 43 1/2 lb.
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Mills 1¢ Tab Gum ... 12.00
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Spanish32
Mixed Nuts57
Baby Chicks35
Rainbow Peanuts32
Bridge Mix36
Boston Baked Beans32
Jelly Beans32
Licorice Gems32
M & M, 500 ct.48
Hershey-ets47
Rain-Bio Gum, 72 ct. ... \$.32
Malt-ette, 100 ct., per 10035
Rain-Bio Ball Gum, 140 ct., 170 ct., 210 ct.32
Rain-Bio Ball Gum, 100 ct.34
300 lb. minimum prepaid on all Rain-Bio Ball Gum.
Adams Gum, all flavors, 100 ct. .45
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Say You Saw It in Billboard

1,100 Attend 15th Annual MOA Show

J. A. Wallace Elected MOA President

CHICAGO—John A. (Red) Wallace of Oak Hill, W. Va., was acclaimed president of the Music Operators of America at the national trade association's membership meeting here Sept. 12.

Incumbent MOA board chairman Lou Casola of Rockford, Ill., was re-elected to the post at a meeting of directors two days later.

Elected secretary and treasurer of the association respectively were incumbent treasurer James F. Tolisano of Clearwater, Fla., and William Cannon of Haddonfield, N. J., who last year was one of the association's 10 vice-presidents.

Last year's president, Clinton S. Pierce, Brodhead, Wis., was elected to the roster of vice-presidents. Retained as vice-presidents were Albert S. Denver, Brooklyn, N. Y.; Howard N. Ellis, Omaha, Neb.; Frank R. Fabiano, Buchanan, Mich.; James K. Hutzler, Martinsburg, W. Va.; Les Montooth, Peoria, Ill.; A. L. Ptacek Jr., Manhattan, Kan.; J. Harry Snodgrass, Albuquerque, N.M., and Henry Leyer, Oakland, Calif. Elected from the ranks of the directors to the remaining vice-presidential post was Harlan Wingrave, Emporia, Kan. Ted Nichols, Fremont, Neb., was returned as sergeant at arms.

Placed in nomination for a maximum one-year term by nominating committee chairman J. Harry Snodgrass, Wallace was not challenged by any floor nominee and was swept into office by acclamation.

Wallace is a life member of the association, served last year as secretary and has held posts as vice-president and director. He is president of the West Virginia Music and Vending Association, which he was instrumental in founding 11 years ago and is a principal in Wallace & Wallace Music, Inc.

A giant figure with a gentle
(Continued on page 69)



NEW MOA PRESIDENT John A. Wallace accepts giant-size gavel from outgoing president Clinton Pierce following election at last week's national convention.

Disc Supply Dialog Is Begun; Host of New Products Unveiled

By RAY BRACK

CHICAGO—Under the perennial threat of juke box performance royalty exemption repeal, 1,100 members of the coin-music-amusement industry infused the business and bull sessions of the 15th annual convention of the Music Operators of America here last week (11-13) with earnest, better management discussion.

That this was to be an unusual MOA convention became apparent when 350 resolute businessmen overflowed an afternoon session devoted to record programming.

Talk Business

"This is the largest crowd I have ever seen at a trade seminar," observed association vice-president and convention co-chairman Howard Ellis. "They came to town to talk business this year."

That afternoon meeting, with informed and incisive floor participation, combined with a productive meeting later between MOA officials and record company representatives, spawned a new concept in supplying juke box disks. (See story elsewhere.)

Although attendance was down about 100 from last year (when the MOA and National Automatic Merchandising Association shows were held back-to-back in Chicago), the 1965 edition showed manifest improvement in all other important respects. Convention organiza-

tion under MOA executive vice-president Frederick M. Granger, convention co-chairmen Howard Ellis and William Cannon and 13 special committees was impressive.

Carnival

The convention evaluation committee under Ted Nichols will have several points of commendation to make.

The record programming seminar and new "carnival of ideas," planned by committee chairman John Trucano and members Millie McCarthy and Norman Gefke, were highly successful. Trucano contributed measurably to the high afternoon attendance by parading about the exhibit floors in a red-striped jacket handing out mimeographed reminders of the meetings.

Capably moderating roundtables at the "carnival" were Jack Moran (trade schools), Nicholas Allen (copyright legislation), Bob Slifer (distributor-operator relations), Dick Clark (MOA insurance), William Anderson (political relations), Jerry Stein (manufacturer relations), Harry Snodgrass (wage-hour laws), Fred Granger (MOA question-answering).

Want ROSA

A Billboard spot-check of the show's 50 exhibitors revealed 75 per cent satisfaction with layout, hours, attendance and customer response. Incidence of greatest complaint came from record company spokesmen, who noted that too few legitimate record buyers for operating firms were present. Several record company spokesmen described the absence of the Record One-Stop Association.

With regard to both record manufacturer complaints, the MOA is already taking corrective steps. A major move in-

(Continued on page 69)

MOA to Conduct Survey Of Industry's Record Needs

CHICAGO—The Music Operators of America in convention here last week took specific action toward improved operator-record company communications by setting up a committee to survey the little LP's needs to the juke box industry.

The MOA move came as a result of official and informal dialog between industry segments during the three-day show. A consensus emerged from the discussion to the effect

that it is time the "left hand of the industry learns what the right hand is doing."

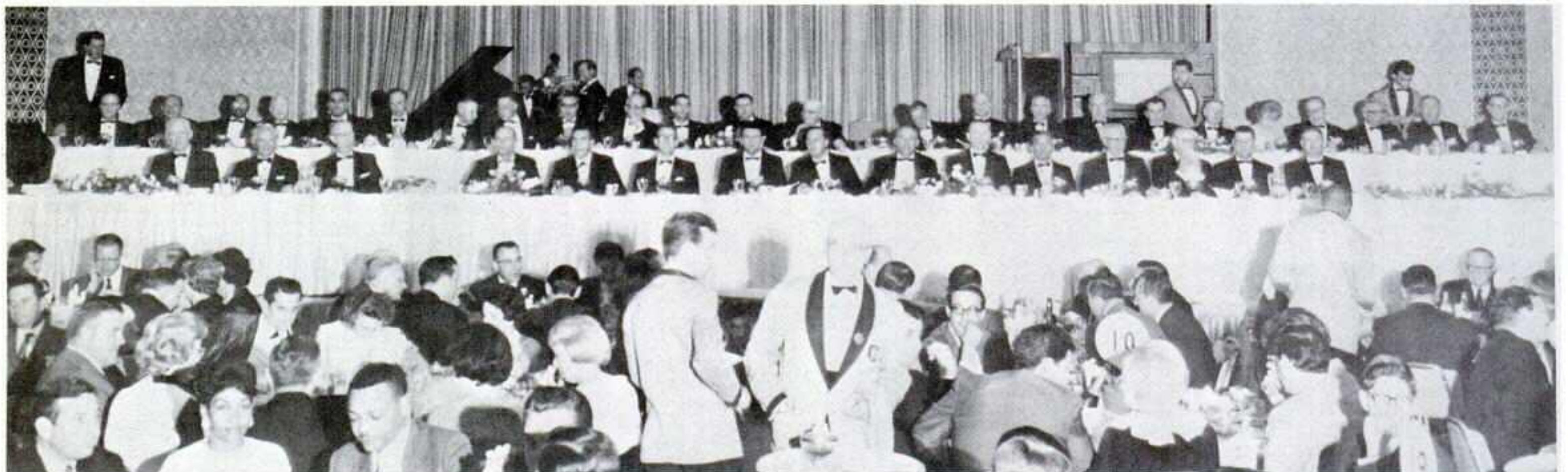
Named chairman of a standing committee for "organized communication between operators and record companies" was William B. Cannon, Haddonfield, N. J. Newly elected treasurer of the MOA, Cannon is also president of the New Jersey Council of Coin Machine Operators.

"All operators are in need of

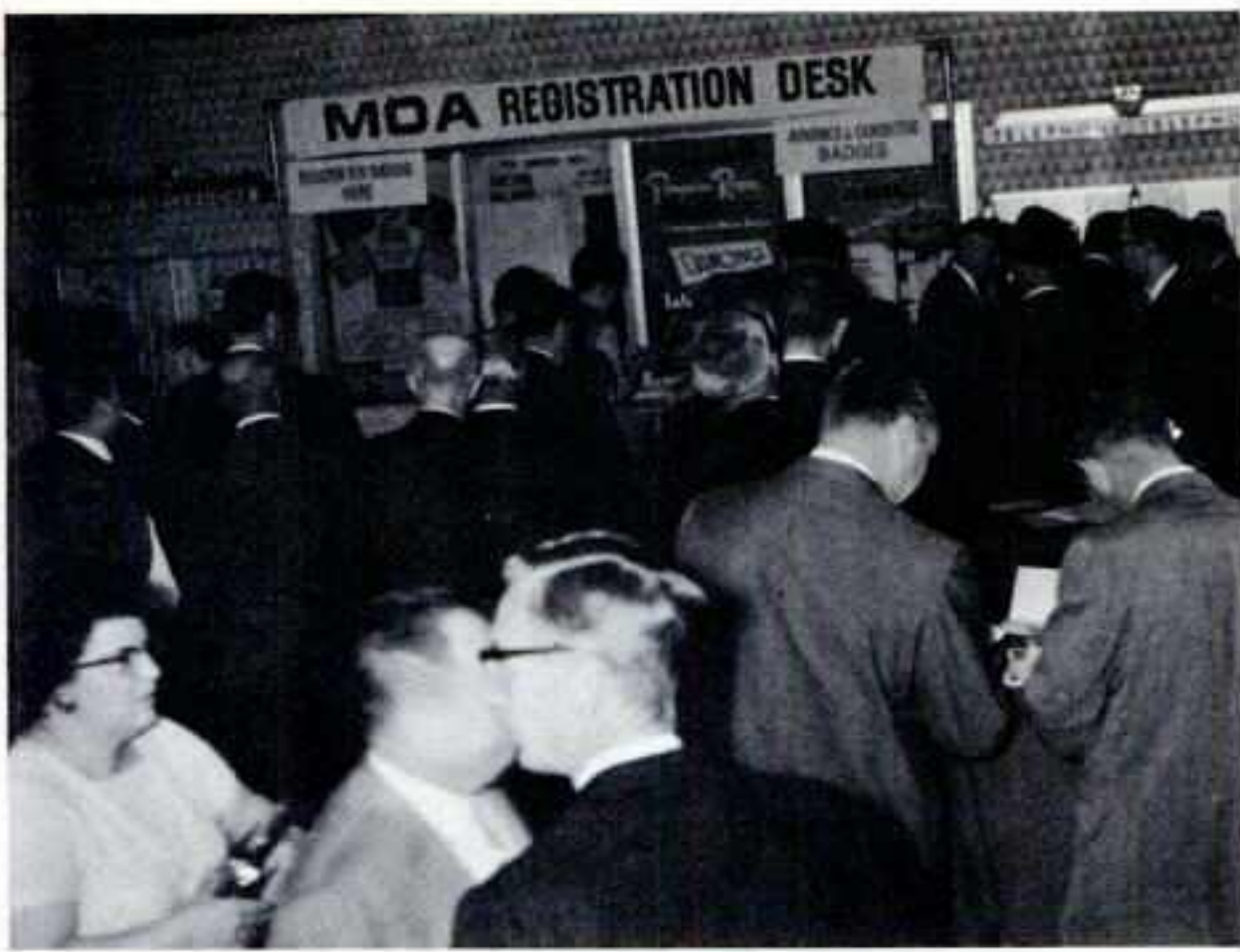
product," Cannon told Billboard, "and all record companies want to sell records. Did you ever see a finer community of interest?"

Cannon explained that the function of the committee, which he will set about forming immediately, "is to establish communication so that manufacturers can direct product according to the needs of the operators."

(Continued on page 71)



MUSIC OPERATORS OF AMERICA officers and board members fill the stage of the Great Hall of the Pick-Congress Hotel in Chicago at banquet which climaxed the association's 15th annual convention on Sept. 13. About 900 members of the industry were present at the affair.



OPENING DAY of the 1965 MOA convention saw registration booth swamped with coinmen. Bonnie Garber and her staff registered 850 operators and 250 exhibitors during the three-day show.



TOP OFFICIALS elected by the MOA in Chicago convention are saluted by last year's president Clinton Pierce (left). New officers (moving to right from Pierce) are John A. Wallace, president; William B. Cannon, treasurer; Lou Casola, chairman of the board, and James F. Tolisano, secretary.

Mississippi Assn. Formed

JACKSON, Miss.—In organizational meetings held June 15 and July 11, State operators formed a trade group called the Music and Merchandise Vending Association of Mississippi. The group has 32 members, 12 associate members and represents 25 per cent of the State's operators (60 per cent of the equipment on location). Officers are Charles B. Shives Jr., Yazoo Novelty, Yazoo, president; Clinton Collins, Crystal

Amuse. Co., Grenada, vice-president; Abe Malous, Malous Music Co., Greenwood, secretary; John R. Evans, Gulfport, treasurer. Directors are Nicholas J. Fokakis, Pals Music, Hattiesburg; H. B. (Bubba) Fort, Fairway Amusement Co., Columbus; V. B. Deaton, D&F Music, Vicksburg, and John Haley, Haley Music, Canton. Clarence H. Holland of Jackson is executive secretary.

Show New Juke Box Disks

CHICAGO — A variety of juke box disks including little LP's, stereo singles and 45-speed "Oldies - But - Goodies" were shown by record companies at last week's Music Operators of America conclave. Capitol unveiled 21 new Starline series singles featuring such artists as the Beatles, Beach Boys, Buck Owens and Al Martino. One-stops get two free with every 10. Columbia showed its little LP's in poly-wrap with title strips, its Hall of Fame series of 45 singles and its series of stereo 33 singles. Artists include Percy Faith, Robert Goulet, Andy Williams, Jerry Vale, Ray Conniff and the Brothers Four. **Mercury Labels** In the Mercury booth were all-time Smash hits by such artists as Roger Miller, Jerry Lee Lewis, the Angels and Bill Justis; the Philips Double Hit series featuring Teresa Brewer, the 4 Seasons, Dusty Springfield and

the Singing Nun, and the Mercury Celebrity series featuring such artists as Dinah Washington, Brook Benton and Lesley Gore. Mercury also told operators about seven disks which carry 100 per cent guarantees: "The Sweetheart Tree," Johnny Mathis; "My Town, My Guy and Me," Lesley Gore; "Truck Drivin' Son of a Gun," Dave Dudley; "Simpel Gimpel," Horst Jankowski; "A Little You," Freddie and the Dreamers; "Nothing Left to Lose," Faron Young, and "Yes, Mr. Peters," Roy Drusky and Priscilla Mitchell. RCA Victor showed little LP's by such artists as John Gary, Al Hirt and Henry Mancini, and its Gold Standard series of million-selling singles by such artists as Glenn Miller, Artie Shaw, Elvis Presley and Skeeter Davis. **Programming Guide** Epic had a new Total Loca-

1,100 Attend Annual MOA Show

• Continued from page 68

volution MOA and ROSA is expected this year. New juke box LP and singles product was shown in abundance. (See separate story.) New equipment, ranging from a "monkey-puppet" theater introduced by the Mike Munves Corp. to a new multi-function sound system called "Vast" shown by the Seeburg Corp., had "tires kicked" by the milling operators. Forty major pieces of coin-operated amusement and service equipment were introduced at the show. (See complete report elsewhere.) And for those dissatisfied, there was director Jack Bess,

chairman of the reception committee, circulating throughout the convention (sometimes assisted by Mrs. Bess) distributing yellow sheets of paper for the listing of gripes. Broken down, convention registration showed 850 delegates and 250 exhibitor personnel. Thirty new MOA members were signed up during the show. The Monday night banquet drew 900 persons. A statement of financial condition from treasurer James Tolisano revealed the association solidly in the black. Next year's MOA convention will be held in Chicago at the Pick-Congress Hotel on Oct. 28-30 (Fri.-Sun.).

J. A. Wallace Elected MOA President

• Continued from page 68

manner—who worked the West Virginia coal mines while in his teens—Wallace was obviously moved by the vote, stating briefly in acceptance that he felt humbled in following such men to the job as George Miller, Casola and Snodgrass. **Aggressive** Known in his home State and the national association as an advocate of aggressive trade effort, Wallace outlined a three-point service program in a Bill-board interview shortly after his election. The following, he said, would be submitted to the board for immediate consideration and implementation:

- 1) A national membership drive, under regional chairmen, to be launched early in 1966. A committee to implement the drive is to be formed soon.
 - 2) Improved intra-industry communication, making the MOA the mutually profitable link between record manufacturers and juke box businessmen. William Cannon has been appointed chairman and will form a special committee for this purpose. (See story elsewhere.)
 - 3) A trade school arrangement whereby the MOA might facilitate the training of sorely needed juke box, amusement game and vending machine technicians. (See story elsewhere.)
- Exemption** Acknowledging the ever-present threat to the performance royalty exemption now enjoyed by the nation's juke box operators, Wallace declared: "Resolution of this old problem once and for all is at the top of our

list. We want the association to be free to devote itself to providing new and improved services to the industry." Members of the board of directors whose terms expired this year were re-elected for three-year terms as follows: William Anderson, Jack Bess, C. C. Bishop, Royce Green Jr., S. J. Hastings, Lawrence F. LeSturgeon, Mrs. Millie McCarthy, Lindy Nardone, Brud Oseroff and William Poss. Elected to the board of directors for three-year terms were Dick Steinberg, Art Jensen, Art Ayers, John Masters, H. C. Keels, Lou Giles and Bob Nims. The board comprises 33 additional members whose terms have either one or two years to run.

NEWS BRIEFS

Greek Drive

BINGEN, W. Germany — N.S.M., Europe's largest diversified coin machine manufacturer, has opened a big sales drive for its Serenade phonograph in Greece. The Bingen firm believes that the Greek market offers attractive sales opportunities for European-made compact juke boxes. Because of foreign exchange difficulties, Greece is a land of vintage equipment. Greece has a large trade volume with West Germany, however, and current conditions there are the most favorable since the war for the sale of German coin machine equipment. Aside from Greece, N.S.M. is concentrating sales promotion on Italy, France, England, Switzerland, Holland and Belgium.

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We carry complete line of Pool Supplies—Write for list.
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Here's What Happened at the Convention



DELEGATES DANCED with Rowe-AMI's Killer Joe and girls and to the music of Wurlitzer (A. D. Palmer emceeing), Rock-Ola and Seeburg. Manufacturers alternated in the playing of music during exhibit hours.



OPERATORS JAMMED meeting room for an afternoon programming seminar and "carnival" of ideas featuring round-table discussions of trade problems.



CARNIVAL OF IDEAS forum chairman John Trucano (striped jacket) sat in at one of 10 round-tables with Jerry Stein of Protocision Engineering (second from left) who moderated manufacturer-operator discussion.



TRADE SCHOOL round-table was headed up by Jack Moran (second from left), director of the Institute of Coin Operations in Denver.



WAGE AND HOUR forum moderated by Harry Snodgrass was attended by many, including National Automatic Merchandising publicists Walter Reed and Steve Polcyn (standing).



THE SIGN identifies this round-table, moderated by National Coin Machine Distributor Association executive director Bob Slifer (center).



MR. AND MRS. LOU CASOLA and their three sons paused in convention corridor for family portrait.

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ROGER MILLER (center) won MOA awards for best juke box record ("King of the Road") and most popular juke box artist of 1965; is shown here with MOA executive vice-president Fred Granger (left) and label promotion manager Lou Dennis at the Smash Records booth.



POLITICAL RELATIONS forum headed by State Rep. William Anderson (right) of West Virginia attracted Congressman John Murphy (D-N.Y.) (left) and New Yorkers Millie McCarthy and Thomas Greco.



COPYRIGHT AUTHORITIES Al Denver of New York City and MOA counsel Nicholas Allen (right) chatted following forum "carnival of ideas."



MANUFACTURERS greeted distributors, much in the manner that Williams' sales manager Bud Lurie did Clint Shockey of Royal Distributing Co., Cincinnati.



BOB SLIFER
Executive Director

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Illinois Association Elects Casola

By EARL PAIGE

CHICAGO—One of the highlights for Illinois operators at the MOA was the Sunday (12) meeting of the Illinois Coin Machine Operator's Association where the fast-growing State organization elected chairman of the MOA board Lou Casola to the office of president.

The well-attended meeting in the Pick-Congress hotel found the group following the recommendations of the nominating committee composed of Larry Cooper, August Heimer and Les Montooth in also ushering into office Alton, Ill., operator Harry Schaffner as vice-president and Chicago's Mary Gillette as association secretary-treasurer.

Also elected during the MOA-held meeting were the organization's nine board members: Rock Island's Orma Johnson;



Jacksonville operator Chick Henske; Bud Hashman from

Springfield; past association prexy Bill Poss of Aurora; Les Montooth from Peoria; Charles Marik of Rockfort; Ed Gilbert, Bloomington operator; Moses Proffitt and Earl Kies both from Chicago.

Special Meeting

A special board meeting held Monday (13) set wheels spinning for the organization's next meeting to be held in Springfield Jan. 29-30 with the details of the site to be announced later by arrangements committee chairman Bill Poss. Several committees were formed and several more are in the planning stages—the membership committee was organized and is headed up by Earl Kies and Bud Hashman; the legislation committee was formed under the chairmanship of Bill Poss with Les Montooth, Earl Kies, and the new association prexy Lou Casola filling out the group.

Pierce Briefs Assn. on Royalties

CHICAGO—Members of the Wisconsin Music Merchants Association heard president Clinton S. Pierce report late developments on national copyright revision during the group's meeting at the Music Operators of

America convention here Sept. 12.

"This is a most threatening year as far as copyright legislation is concerned," Pierce informed the group. "Congress has been working 16 years on

revision of the old copyright laws and it wants to do something soon. Part of what Congress might do is repeal the juke box performance royalty exemption."

Such repeal, Pierce explained, would place the operator at the mercy of the performance societies. ASCAP, Pierce said, is on record as seeking \$25 per machine royalties; BMI wants the same amount, and SECAC would settle for about half as much.

Kill 25 Per Cent

"This is \$62 per machine," Pierce declared, "and there are hundreds of other societies that would like a share."

Per machine royalties paid to just the three agencies, Pierce

MOA Maps Record Need Survey

Continued from page 68

The present distribution pattern and flow, Cannon pointed out, "negates communication. We want to open it—not for the purpose of sales—but for the purpose of supply and better programming."

Cannon participated in a record programming panel during the convention and fired questions at record company executives during a special dinner meeting pertinent to the disk supply problem.

Elated

"On the same evening, at the dinner with the MOA executive committee and record company executives, the discussion was even better than the afternoon forum," Cannon said. "All present seemed elated with the suggestion that MOA would open up a permanent channel of communication."

Asking record company rep-

resentatives for suggestions, Cannon was told that manufacturers specifically need marketing information regarding little LP's, how many machines are in the field that will play LP's; they also want information about regional preferences as to type of music, and the percentage of the total industry demand that the regional preferences represent, Cannon said.

A&R Ideas

"The new committee will survey the market with these needs in mind, with the information being made available to manufacturers. The survey will be repeated when deemed necessary," Cannon said.

In the other direction, the committee will establish a means of passing on release and promotional information to MOA members.

"If manufacturers can inform operators about what is available," Cannon remarked, "the

operator can ask one-stops for it."

Another important function of the communication committee, Cannon noted, will be the "tapping of knowledge in the field about what material is good for juke boxes and attempting to furnish it to the operator." He added, "A lot of excellent a&r ideas can be obtained from the field."

The new committee will work closely with the Record One-Stop Association in establishing procedure.

Mailing List

Other activities of the committee, Cannon announced, would include planning more convention seminars and forums on programming—"something the record people really want"—and development of increased person-to-person contact between people in actual juke box programming and people responsible for choosing the type product released by record companies.

"This new MOA service to the industry will make the annual convention much more important to the record manufacturer," Cannon said.

He noted that this year's convention program, with improved communication in view, included names and addresses of all member firms, providing an excellent mailing list.

NEW EQUIPMENT



BANK-A-BALL. Billiard table animation on a single-player. During play 15 colored and numbered balls are pocketed in light box. Achieving numbers "one" through "seven" or "nine" through "fifteen" illuminates center "target," scoring the 8-ball and a "special." "Low" or "high" rollover for specials is lighted by sinking balls one through eight or eight through 15. Sinking all 15 balls lights both "low" and "high" rollovers. Permits three or five-ball play. Has match feature. Twin coin chutes available. D. Gottlieb & Co., Chicago.

stressed, would eliminate 25 per cent of the machines in the U. S. through obliteration of all profit.

Pierce then sketched a possible compromise that would cost the operator royalty payments but would bypass the performance rights societies. He said the MOA executive committee has been working on a "juke box record royalty" system that would not involve record companies and distributors in collections.

"Congressional committees have asked for a plan from MOA by the end of the year," Pierce said.

By controlled operator buying, Pierce pointed out, per record royalties could be paid to songwriters at a prescribed rate—perhaps collected by the MOA.

Payment to music creators could perhaps be made through the Fox agency, which now handles mechanical royalties, Pierce suggested.

The outgoing MOA president also notified Wisconsin operators that as the copyright revision bill is now written, a fine of \$250 would be slapped on any operator found to have played a record without payment of set royalties.

EDITORIAL

Operator-Mfr. Unity

A milestone in operator-record manufacturer relations is at hand owing to MOA's formation of a Committee on Communications (see separate story). One of the first moves of this committee will undoubtedly be to facilitate the manufacture and distribution of little LP's to operators, who sorely need the product.

For years a strange dilemma has existed. The operator, who needs adult recorded product, has been forced to meet his program requirements with singles, or teen-oriented product. The manufacturers, who could have supplied the adult product via little LP's, have been curiously unaware of the operators' needs.

The latest instance of this wall of ignorance between the two segments of the music industry occurred at the recent MOA convention in Chicago, where a programming panel moderated by an executive of a performing rights society (indeed an unusual situation), discussed operators' record requirements. Indicating the lack of communication between operators and record manufacturers, the panel was set up without the presence of a record company executive.

Despite this bumbling approach, the plight of the operators and the need for communications nevertheless came to the fore. Len Levy, president of Epic, came out of the audience to join the panel. His presence cast considerable illumination on the need for improved operator-record company relationships.

We salute the newly formed committee headed by Bill Cannon, and feel certain that from now on both segments will better understand each other.



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New Equipment at the Show—Part Two

CHICAGO—Last week we presented a first installment of our 1965 Music Operators of America trade show new product coverage. We complete the story this week with particulars and photos of the major items of equipment and supplies unveiled at the coin machine industry's giant annual bazaar.

ATI Family Hobby Centers

A division of All-Tech Industries, Hialeah, Fla., this firm exhibited its Titan-200 slot-car racing course model designed for recreation center locations. The



unit, 18 feet wide and 55½ feet in length, has a 44-foot straight-way leading into a 50-degree bank on a course scaled 1/25-inch yielding a raceway equivalent to one mile.

American Shuffleboard

This New Jersey firm sneak-reviewed its new read-out score-

board scheduled for release soon and displayed its new nine-foot bank-shot shuffleboard with ping-pong control. Heading the manufacturer representative crew at the exhibit booth were Nick Malone and Sol Lipkin. "We took a lot of unexpected orders," Lipkin said.

Automatic Products Co.

Here with its Candyshop Model 100 and Smokeshop Modular 900 venders, both 64 inches high and 20 inches deep with an overall width of 74 inches if banked together, the St. Paul, Minn., firm introduced a "Sell-a-Vision" theme of display appeal. Each machine features a simplified changemaker. As optional equipment the firm offers a half dollar or two-quarter 50-cent selector that accepts dimes and nickels and returns the change in nickels.

Carr Music Co.

A wall-box unit built around a personalized music theme was



shown by this Buffalo, N. Y., firm under the name Personal Music. Offering operators a maximum of location-versatility, the unit with its three-level push-button volume control and two three-by-five elliptical speakers, is the design of Toronto, Canada's Chris Sheils.

Dale Products

An educational-amusement device was the way this Long Beach, Calif., firm described its



new Dale Auto Driver, which presents the "driver" with actual technicolor movies of highway driving problems—freeways, city traffic, urban and various other driving conditions.

D&R Industries

D&R Industries partner Richard Utanoff here shows Peoria, Ill., operator Les Montooth the Chicago supply firm's tube line at show booth. New items displayed by D&R were a glass cue on which the customer's name may be embossed; a universal bowling pin, of heavy-duty con-



struction which will fit all games and "custom royale" billiard cloth. Partner Dennis Ruber and area salesman Sy Lipp (New York City and New England), Dean Rogness (Minnesota, Iowa, Missouri and Wisconsin), and Jack Werbaneth (Ohio, Pennsylvania and New York State) were also on hand at the booth.

Ditchburn Vending Mach.

This wholly owned subsidiary of the London, England, organization exhibited a vending concept designed for smaller locations. The several machines shown, the Minispa Hot Drink Vender, the Minicold Cold Drink cup unit, and the Minisnack food dispenser are all designed to occupy a 23-inch by 16-inch floor space and can be banked into a complete Minibar refreshment center.

Du Kane Corp.

The St. Charles, Ill., firm, already out with its popular Ski & Score unit, introduced another skill-amusement device in its Road Racer—featuring a revol-



ving treadmill surface confronting the player with a weaving highway on which he must steer a standard slot-car (parts interchangeable with existing slot-car models) at a variable speed controlled by the player with a foot accelerator.

Also exhibited by the same company—an Embossed Label Vender, which dispenses a label costing under 2 cents per dime-unit sale. Machine is said to be ideal for high-traffic locations where parts, packaged products and materials are sold.

Golf-O-Matic

M. F. Heuser's Dayton, Ohio, company introduced this game



featuring a unique level-putting surface with a traveling horizontal bar that sweeps missed putts off the green. The game, scheduled for delivery the first of the year, gives players nine putts for 10 cents with scoring built around matching colored balls to a like-colored set of three holes the end of the 20-foot unit.

Al Fischer Co.

The popular TV show "Flipper" is the inspiration for this new kiddie ride brought out by this Fort Thomas, Ky., manufac-



turer. Ride, mounted on a three-foot base and powered by a one-quarter hp. motor, is five feet long over-all and 39 inches high.

Logan Vending

Chicago's Logan Vending, Inc., exhibited a 45-r.p.m record vender manufactured by Melodie Vender Corp., of Appleton, Wis. Described by the maker as "stopping pilferage and saving



labor," the machine accepts nickels, dimes or quarters. Two models, 50 and 15-selection. Specifications for the large model: 67 inches high by 19 inches deep by 58 inches wide; 50 record compartments, 750-record capacity, 435 pounds net weight. Small model: 60 inches high by 17 inches deep by 26 inches wide; 15 compartments with 225-record capacity; 185 pounds net weight. Logan's Jack Nelson is seen above receiving record. Logan has Midwest distributorship.

Midway Mfg.

A young lady stares in amazement at her score on Monster



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TV-popular monster theme, the gallery area features black light targets which create an appropriately spooky effect. The unit offers a variety of target motions, a panel of moving lights with motorized drum units in the back rack for faster and more accurate scoring during play.

Mike Munves Co

This New York City manufacturer unveiled a delightful new Monkey Band Box unit which has puppetlike monkeys



performing to an array of over 50 different musical numbers recorded on a taped-music system.

Kiddie Railways

This Wilmette, Ill., firm unwrapped an exciting new idea in kiddie-amusement with its Be an Engineer ride. Unit, an exact duplicate of a diesel en-



gine in which the child is seated, travels back and forth on an 18-foot track making three trips for 10 cents; nine trips for a quarter. An attention-getter, the game features a flashing railroad-crossing signal at each end of the track.

True-Cue Co.

This Pittsburgh, Pa., company has inaugurated a series of aluminum cue sticks both in standard and de luxe models with one model featuring a two-piece take-apart construction. All models, both standard and de luxe, utilize the firm's screw-in tip assemblies.

Wico Corp.

This Chicago supplier of coin machine parts and accessories was staffed by Ed Ruber (shown above with his wife), Dennis



Parsons and Morrie Wiczer. The firm unveiled a score of new items for the trade and distributed copies of its latest parts and supplies catalog.

Seeburg Bows Music System; Plays 121 LP's & New Disks

CHICAGO—A stereo music system that plays 12-inch albums and can be used as a combination background music unit and selective but non-coin-operated juke box was introduced last week by the Seeburg Corporation at the big Music Operators of America Convention here.

The unit called VAST plays 33 1/3 and 16 2/3 r.p.m. disks intermixed. Seeburg has also introduced 12-inch discotheque and background music disks to be used on the system. Regular 12-inch albums recorded at 33 1/3 r.p.m. can also be played.

Seeburg did not show its new coin-operated phonograph as previously announced.

Prestige Locations

The VAST system, not yet in production, is designed for use in prestige locations such as motels, hotels and restaurants. Future home use and automated radio application is envisioned.

J. Cameron Gordon, Seeburg president, said the new stereo music center was developed after four and a half years of research.

Heart of the system is a Select-O-Matic record playing mechanism that stores 50 albums vertically in a magazine. Both sides are played. Selections are made on a separate control center.

Three Programs

Programming can be automatic—with three separate programs available—or manual, with individual albums selected as required. Seeburg is thinking in terms of a background music program during the day, a discotheque program in the evening with a third program of commercial albums available as needed.

Seeburg is introducing a spe-

Need Letter From MOA

CHICAGO—Music Operators of America directors, meeting following the association's national convention here, approved the preparation of a letter stating the pressing industry need for coin machine mechanics. The missive will be presented to Jack Moran, director of a Denver trade school, for his use in organizing a federally financed training program.

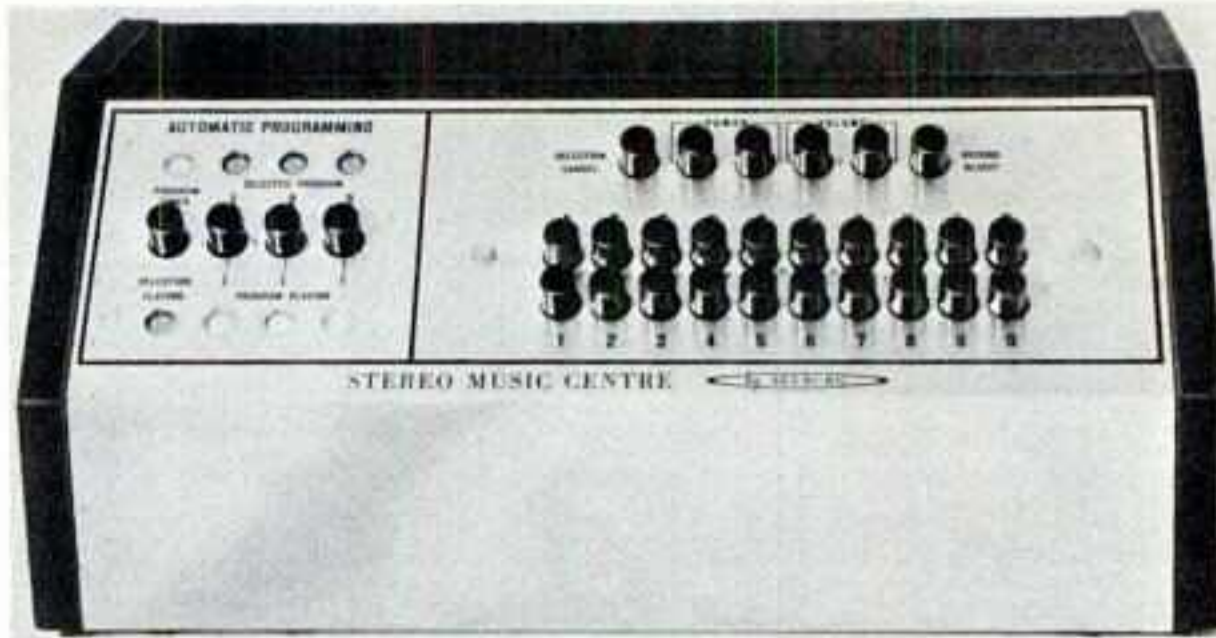
Moran, who came to the convention seeking some form of MOA backing, said "this is what I need." He will go to Washington, D. C., to seek approval by the Office of Education and Vocational Training of the U. S. Department of Labor of a national coin machine mechanic training program.

Moran has already received preliminary approval of a program which would pay all tuition, equipment and living costs of men in training on coin machines.

The proposed training period would be five months long. Students would receive instruction on juke boxes, games and vending equipment. Instructors would be recruited from the industry.

MOA executive vice-president Frederick M. Granger said last Wednesday (15) that a statement of need was in preparation and announced that he and MOA president-elect John Wallace would go to Denver late this year to study Moran's present school, the Institute of Coin Operations.

Further involvement by MOA in the training program will be considered after that visit.



REMOTE CONTROL SELECTOR for the Seeburg music center. Three separate programs can be selected with the buttons on the left. Individual selections can be made with the buttons on the right.

cial 12-inch background music album (with a large center hole) that plays at 16 2/3 r.p.m. and provides up to 2 1/2 hours of music. Its discotheque records play at 33 1/3 r.p.m., as do, of course, the commercial disks.

The music center will be made available alone or with supplementary speakers. Volume can be pre-set or controlled by the remote control center.

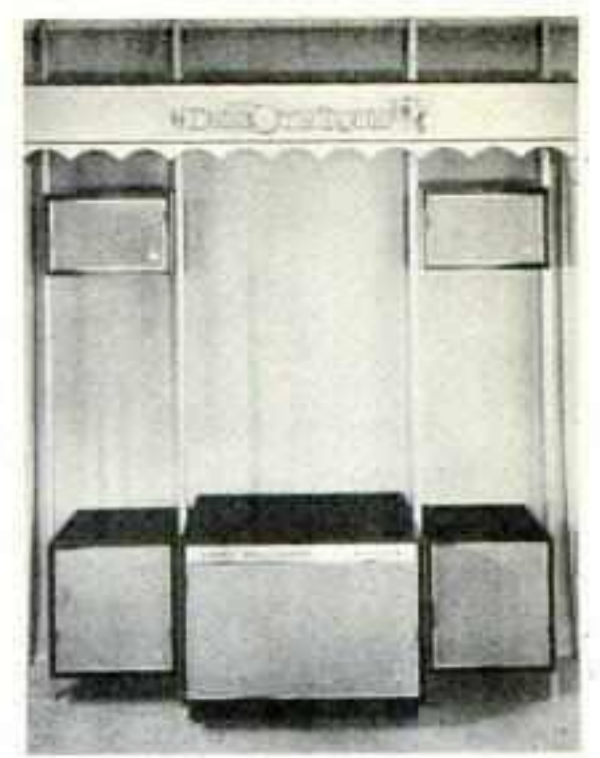
Automatic timers permit programming to be set days or weeks in advance. The programs can nevertheless be over-ridden by the control center selections.

A supplementary program book permits patrons of a location to make individual selections.

The mechanism exceeds or equals the performance of any commercially available high-quality record-playing turntable, Seeburg claims. A spring suspension system isolates it from the cabinet.

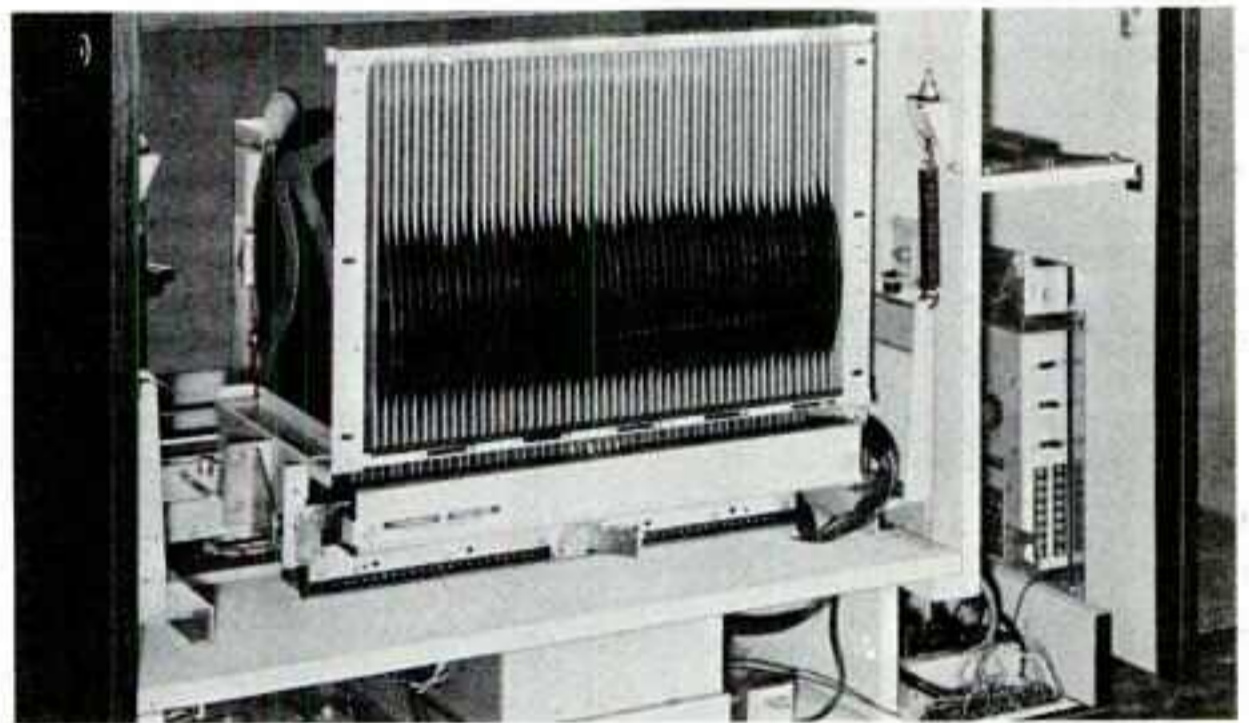
Technical specifications in the system meet or exceed those of the Institute of High Fidelity Manufacturers and the National Association of Broadcasters, Seeburg says.

Gordon said that special eth-



SEEBURG'S MUSIC CENTER is surrounded by a pair of 15-inch low-range woofer floor speakers and a pair of high-range wall speakers. Other speaker combinations are available.

nic records will also be made available by Seeburg for specialized programming. Music for the record division is being provided by Seeburg's publishing firms which now have some 4,500 copyrights.



HEART OF THE Seeburg stereo music center is this mechanism that stores 50 12-inch albums vertically, playing both sides.



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Coming Soon:

- Sept. 21—Associated Buyers' Club, Chicago. Location to be announced.
- Oct. 5—Missouri Coin Machine Council meeting, Jefferson Hotel, Macon, Mo.
- Oct. 10—North Carolina Coin Operators Association meeting.
- Oct. 16-19 — National Automatic Merchandising Association convention and trade show, Miami Beach, Fla.
- Oct. 22-23—Music Operators of Virginia convention, Hotel Roanoke, Roanoke, Va.
- Nov. 14—Amusement Machine Association of Philadelphia, Inc.; 36th annual association dinner, Latin Casino, Cherry Hill, N. J.

NORFOLK, Neb.—The quarterly meeting of the Coin-Operated Industries of Nebraska was held here this past weekend at the Madison Hotel, highlighted by an outing at the races.

According to association secretary Howard Ellis of Omaha, the business meeting held on Sunday afternoon was productive of discussion and new ideas.

Special committee chairman Bill Seacrist has been making a concerted effort to enroll new members into COIN.

Capitol Coming With Little LP's

CHICAGO—Capitol Records reached the decision at the Music Operators of America convention and trade show here last week to begin releasing little LP's "as soon as we can get them ready."

These were the words of Stanley M. Gortikov, president of Capitol Records Distributing Corp. during an operator seminar devoted to juke box programming.

"We made the decision during the show," he said, "after discovering a consensus of opinion that there is an inconsistency of product as compared to the number of LP juke boxes on location in the U. S."

Gortikov's announcement came shortly after record manufacturer, one-stop and operating firm representatives heard a re-

minder from Billboard publisher Hal Cook that in recent years some 25,000 locations have been lost because of the lack of adequate adult programming.

10 Discs

The initial Capitol little LP release, Gortikov said, will include 10 albums and will come "no later than Jan. 1."

Capitol has been supplying little LP's through the Seeburg custom program, "but it is improbable that we shall continue to do so when we begin our regular releases of little LP's," Gortikov said.

Speaking at the same meeting, Epic vice-president and general manager Leonard Levy declared, "Little LP's are progress. Don't drop them now that you've got the equipment to play them. The

consumer will pay to hear them." Levy announced that Epic's next little LP release—six albums—is scheduled for November.

Communicate

Commenting on the early slump in little LP sales, Levy said, "Manufacturers were wrong to jump too big on little LP's when the machines first came on the market."

Levy also observed that the lack of communication between record companies and operators has come about because "distributors have relinquished the job of contacting operators."

He urged the large crowd of operators to "communicate. Tell us what bands you want from standard albums. We'll provide them for you."

Leyser Forms Film-Making Subsidiary

OAKLAND, Calif.—A newly formed subsidiary of Associated Coin Amusements here is producing film shorts for coin-operated music-film machines, company president Henry Leyser announced last week.

The division, known as A-C Productions, has produced four film shorts to date. Eight and 16mm. prints are available.

Shooting is in Los Angeles, Leyser said, with production goals set for three films per week.

Expose Talent

"We are working with lesser known and unknown talent," Leyser reported, "because the audio-video medium is a great means of exposing talent."

The ACA president foresees 100,000 audio-video machines on location within five years, with some 20 per cent in spots where juke boxes are presently located.

"This is not to say that these machines will supplant the juke box," he explained. "By means of combination juke box-film projection machines, the operator can offer both entertainment forms in the location."

Leyser emphasized that successful operation of such machines will depend entirely upon wise application and aggressive merchandising.

CHAIRMAN OF BOARD—HOW PICKED

CHICAGO—With the limitation of the term of Music Operators of America to one year by means of an association by-law change several years ago, it was more or less agreed upon to install the outgoing president as chairman of the board of directors. Such was done last year, for example, when Clinton Pierce was elected and Lou Casola took the chairmanship. The pattern was not followed this year, however, because Pierce—who served two terms as board chairman several years ago when George Miller was MOA president—declined the post when it was offered at the directors meeting last week. The directors therefore reinstated Casola as chairman. New President John A. Wallace is expected to assume the board chairmanship next year.

Bilotta Forms N. Y. Marketing Network



NEW YORK NETWORK (from left) comprises L. Thomas Tarantelli, Bob Ricks, Stewart Levy, Jim Hunter, Bob Catlin, James Bilotta and John Bilotta.

NEWARK, N. Y.—Veteran coin equipment distributor John Bilotta announced during the Music Operators of America national convention in Chicago last week the formation of a buying and marketing association embracing jobbers in five upstate New York cities.

Bilotta, who run Bilotta Enterprises, Inc., here, said the new combine will improve product and parts supply, improve service and better the price picture on all the Bilotta equipment lines.

Participating distributors, while remaining autonomous, will co-operate in credit screening that involves cash deals or 30 days on contract.

"We don't intend to give credit to the wrong people," Bilotta said. "Operators understand the advantages of this now. It prevents some of the wrong people from competing with them."

Fantasy Island

Making up the Bilotta association are L. Thomas Tarantelli, Tarentelli Enterprises, Inc., Syracuse; Bob Ricks, of the same firm; Stewart Levy, the Stewart-Milford Corp., Buffalo; Jim Hunter of the same firm; Joe Grillo, Flower City Distributors, Rochester; Bob Catlin, Bilotta Enterprises, Inc., Albany; James Bilotta, John Bilotta Jr. and John Bilotta of the local distributorship.

Levy, who formed Stewart-Milford last month, has experience as an appliance and record distributor, owns the arcade at Fantasy Island and is experienced in radio and TV production.

Hunter has been with the Wurlitzer Co. for several years at the Buffalo factory branch; is an 18-year veteran in the business.

Ricks opened the Bilotta Syracuse branch four years ago after eight years with Westinghouse in Elmyra; Catlin has chalked up 11 years in the coin business, with background at RCA Victor and Brunswick.

Tarantelli has eight years of background in electronics distribution and operates a jobber, T.O.P. Distributing Co., in addition to the Syracuse coin machine outlet.

Stress Parts

James Bilotta manages the parts and supply departments of Bilotta enterprises and is assistant sales manager.

"The association is functioning" Bilotta announced. "We intend from the start to lay stress on parts and service."

Lines handled by the net are Wurlitzer, Smokeshop, Gottlieb, Chicago Coin, Midway, Brad, Inc. and several billiard lines.

K. C. Operation Has New Bldg.

KANSAS CITY, Kan.—Boulevard Music Service Co. here has constructed and now occupies a 5,250-sq.-ft. building at 2429 South Mill Street here.

Last February, Boulevard's owners, Louis Renner and Charles R. Eagen, purchased the E. J. Reardon Candy & Tobacco Co., at 1725 McGee Street, necessitating larger headquarters. The new site includes 18,000-sq.-ft. of parking space.



BEARING LITTLE resemblance to the traditional arcade, this amusement machine installation in boulder Square shopping center near Colorado University at Boulder, Colo., presents a handsome appearance. The graceful, arched booths, built at the expense of the shopping center, accommodate two games each. Six Boulder operators have machines in the arcade.

WEST VIRGINIA

Leoma Ballard is no paper doll officer in the West Virginia Music and Vending Association. This lady from Belle, W. Va.—though eminently feminine—can handle the most complex service problem and heft the heaviest machine with the brawniness of the mountaineers.

"I don't know whether to offer her a hand or go sit under a shade tree," one of Mrs. Ballard's husky colleagues confided during the association's recent convention in Charleston. "So I usually go sit under a shade tree."

"I'll stack my wife up against the best mechanics at this convention," declared Chris Ballard, who is association sergeant at arms.

Indeed, the charming association treasurer has been pitted against the Ballard's 140-machine route (Belle Amusement Co.) since Chris was stricken with a nerve ailment early this year that has confined him to a wheelchair. It wasn't a big adjustment for her. She entered the business by herself in 1947.

Chris and Leoma married in 1953, with Belle Music then boasting 40 locations. Chris had been working for Charleston distributor "Spec" Cruze and had previously been an operator. Since then they had acquired three routes, with music and games exclusively.

"I experience no disadvantages as a lady operator," Mrs. Ballard told Billboard. "And I never try to use my sex to my advantage."

There is a story about the supplier salesman who called on Mrs. Ballard one day, uncased a vast array of seldom-used parts, picked up his



MR. AND MRS CHRIS BALLARD

pencil and order pad and asked, "Now, what do you want?" Leoma replied: "Give me three coils."

She has been State association treasurer for eight years, while remaining active in her local church and civic groups. "We have five separate sets of books at the house," Chris disclosed.

The Ballards get their minds off business by following the equestrian fortunes of their 15-year-old nephew, Anthony McCarus, who rides their five-gaiter Stonewall Satin Panther. Anthony has qualified for the big Madison Square Garden show in November.

RAY BRACK

EUROPEAN NEWS BRIEFS

Franken Growth

MUNICH — Franken-Automaten is marking the 10th anniversary of its founding—and its growth into one of Germany's largest distributors.

J. W. Schmidt founded the firm in 1954 in partnership with his father in law, Karl Seppel, at Bamberg. In 1961, Franken expanded into Munich with a warehouse and a year later a branch was opened in Munich.

In 1963, Franken shifted its headquarters to Munich and made Bamberg a branch operation. Schmidt credits the firm's success to the management's close study of the foreign market, primarily that in the U. S.

He says Franken had adopted the cardinal principles of U. S. coin machine distribution to Germany with great success.

N.S.M. Grows

VIENNA — N.S.M. of Bingen, West Germany, one of Europe's largest coin machine producers, is expanding distribution in Austria.

Service parts warehouse and showrooms are being operated by Helmut Haller & Co. at Mariahilferstrasse 105, and Loewen-Automaten, the N.S.M. sales organization, is delivering its phonographs direct from the customs warehouses through the firm of Carl Ohly, Tiefer Graben 21.

N.S.M. produces a family of phonographs consisting of the Serenade, a best-selling compact; a console version of the Serenade; and a combination wall-floor box with the Serenade mechanism.

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CAST SPOTLIGHT

CAROUSEL

Various Artists. RCA Victor LOC 1114 (M); LSO 1114 (S)

The classic Rodgers and Hammerstein musical of 1945 is superbly re-created in this exceptional cast recording as presented recently at Lincoln Centre in New York. The original star, John Raitt, is as vital and vocally strong as ever and is surrounded by an outstanding cast. This revival LP is loaded with sales potential.

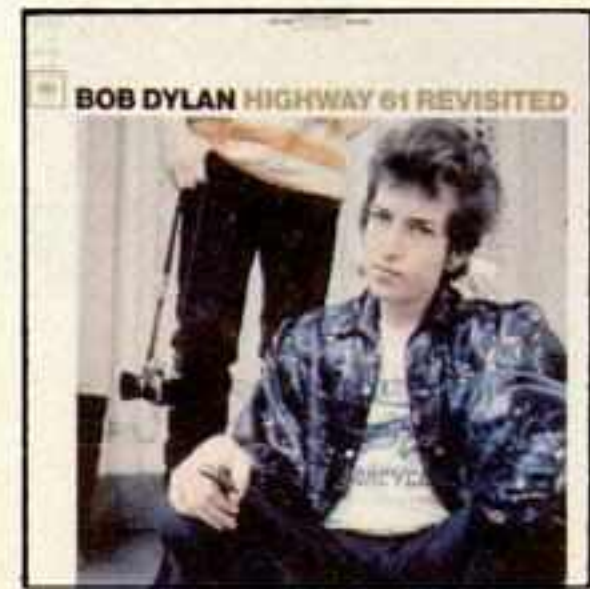


POP SPOTLIGHT

HIGHWAY 61 REVISITED

Bob Dylan. Columbia CL 2389 (M); CS 9189 (S)

Based upon his singles hit "Like a Rolling Stone," Dylan has a top-of-the-chart-winner in this package of his off-beat, commercial material. In his dynamic, deep-thinking delivery, the leader of the message songs is in top form throughout his story-telling material which includes a long cut titled "Desolation Row." A blockbuster.



POP SPOTLIGHT

MY CHERIE

Al Martino. Capitol T 2362 (M); ST 2362 (S)

Without a doubt one of the best performed and produced packages in the Martino career. His way with a love ballad is hard to beat and he is beautifully supported by the chorus and orchestra of Peter De Angelis. Warmth, tenderness and feeling prevail throughout his readings of this moving mood program which includes "What Now My Love" and "Fascination."



POP SPOTLIGHT

JAN & DEAN GOLDEN HITS, VOLUME 2

Liberty LRP 3417 (M); LST 7417 (S)

Powerhouse package of 12 of the duo's more recent hits destined to hit the LP chart with a solid impact. From the opener, "Linda," to the closer, "You Really Know How to Hurt a Guy," the album rocks with excitement and pulsating beats. Hot sales item.



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.



POP SPOTLIGHT

SUMMER WIND

Wayne Newton. Capitol T 2389 (M); ST 2389 (S)

Described accurately in the liner notes as a rare young entertainer, Newton again proves here to be a winner in his own distinctive interpretations of hits, some old, some new. His own singles hit "Summer Wind" is featured, insuring the sales of this LP chart contender. Standouts include "Some Sunday Morning" and "What's He Doing in My World."

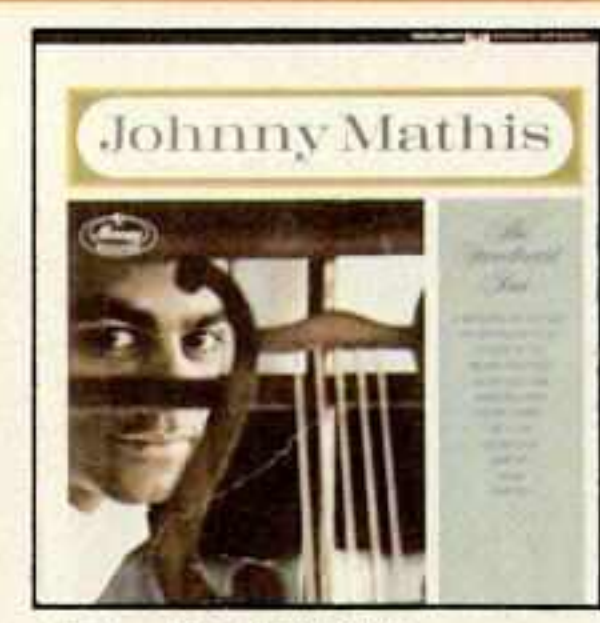


POP SPOTLIGHT

A WORLD OF OUR OWN

Seekers. Capitol T 2369 (M); DT 2369 (S)

Built around their recent singles hit, "A World of Our Own," the exceptional folk group with a pop-rock flavor have a winner in this package of brilliant performances. Their treatments of "Four Strong Winds" and "You Can Tell the World" are individual and dynamic. Both have singles potential.



POP SPOTLIGHT

THE SWEETHEART TREE

Johnny Mathis. Mercury MG 21041 (M); SR 61041 (S)

Built around his current single record, "The Sweetheart Tree," the rich, warm Mathis enhances a well-planned weekly diversified program of material. His treatments of "Danny Boy" and "Symphony" are among the standout performances. One of his best love mood packages, it should hit a high position on the LP chart.



POP SPOTLIGHT

DRUMS A GO-GO

Sandy Nelson. Imperial LP 9287 (M); LP 12287 (S)

"Drummer Boy" Sandy Nelson returns with more teen favorites that have hit the charts in 1965. "Woolly Bully," "Satisfaction" and his own "Drums A Go-Go" give this driving rhythm package much sales appeal. Strong discotheque beat on these smash hits make for an extra teen attraction.



POP SPOTLIGHT

THE SEARCHERS NO. 4

Kapp KL 1449 (M)

With "Goodbye My Love" as an important sales feature, this package can't help rapidly climbing the sales chart. With fine production work by Tony Hatch, the hot British group perform rocking good numbers such as "Don't You Know Why" and "I'll Be Doggone." A must for discotheques.



POP SPOTLIGHT

JOY IN THE MORNING

Richard Chamberlain. MGM E 4287 (M); SE 4287 (S)

In his own intimate vocal styling the TV star offers a well-planned program of moody ballads of love and lost love. Creating a moving portrait he segues with charm and ease from "A Fellow Needs a Girl" to "Dear Heart." Featured is his successful "Joy in the Morning."



POP SPOTLIGHT

ANATOMY OF LOVE

Vikki Carr. Liberty LRP 3420 (M); LST 7420 (S)

The consistent sales appeal of this fast-rising star will get a big boost from this well planned and performed variety of standards. Her outstanding reading, and Mort Garson's arrangement of "None But the Lonely Heart" is a true example of the rich quality and lyric feel of this exciting stylist.



POP SPOTLIGHT

SONGS OF OUR TIMES

P. F. Sloan. Dunhill 50004 (M)

Based upon his successful single "The Sins of a Family," the Dylan-styled composer-performer features his hit "Eve of Destruction" in his debut LP for Dunhill. All the material is from Sloan's pen, and each is based upon the current popular trend of message, protest material. Sloan has a fascinating quality all his own and this LP has all the earmarks of a hit.

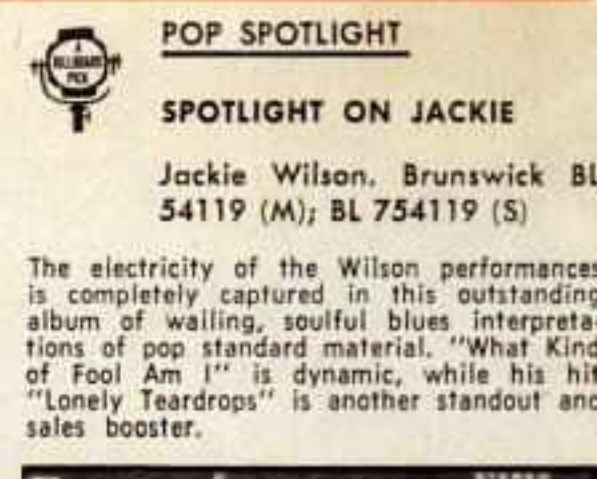


POP SPOTLIGHT

ALL MY LOVING

Matt Monro. Liberty LRP 3423 (M); LST 7423 (S)

Swinging through such tunes as "Fly Me to the Moon," "All My Loving" and "Nearness of You," Monro displays his fine vocal talent and individual style seemingly without effort. Fine performance and George Martin production.

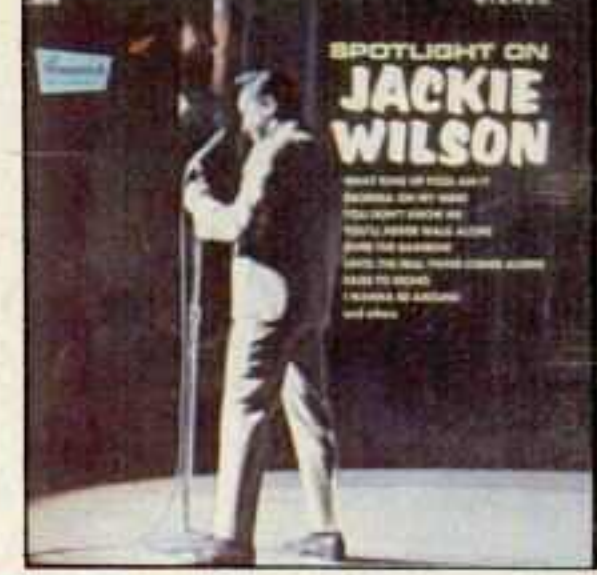
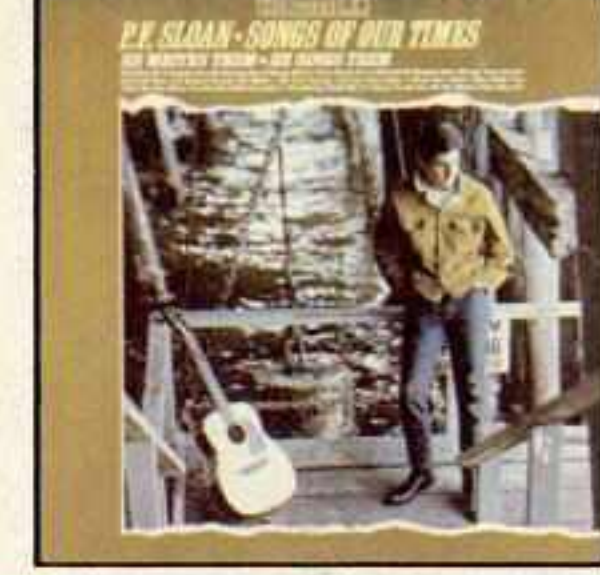
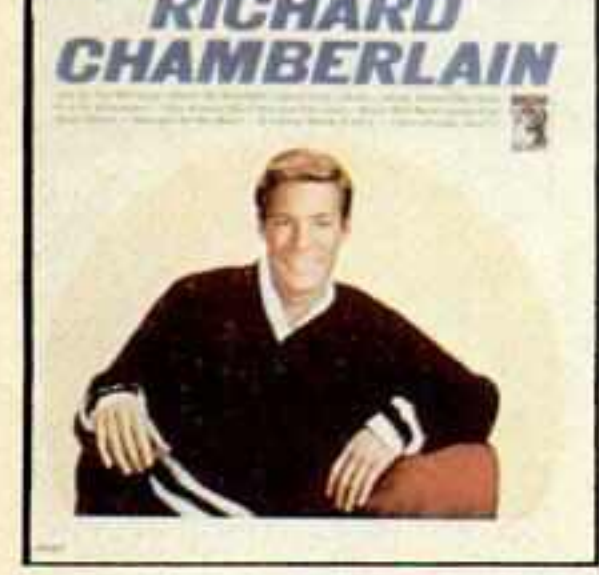


POP SPOTLIGHT

SPOTLIGHT ON JACKIE

Jackie Wilson. Brunswick BL 54119 (M); BL 754119 (S)

The electricity of the Wilson performances is completely captured in this outstanding album of wailing, soulful blues interpretations of pop standard material. "What Kind of Fool Am I" is dynamic, while his hit "Lonely Teardrops" is another standout and sales booster.



COMEDY SPOTLIGHT

MOM ALWAYS LIKED YOU BEST!

Smothers Brothers. Mercury MG 21051 (M); SR 61051 (S)

Recorded live in three separate nightclub performances the clever duo offers a hilarious program that should spiral up the LP charts in rapid fire. Amid the humor, Dickie Smothers offers a plaintive, warm song solo on "The World I Used to Know" and together they sail smoothly through "Longtime Blues."

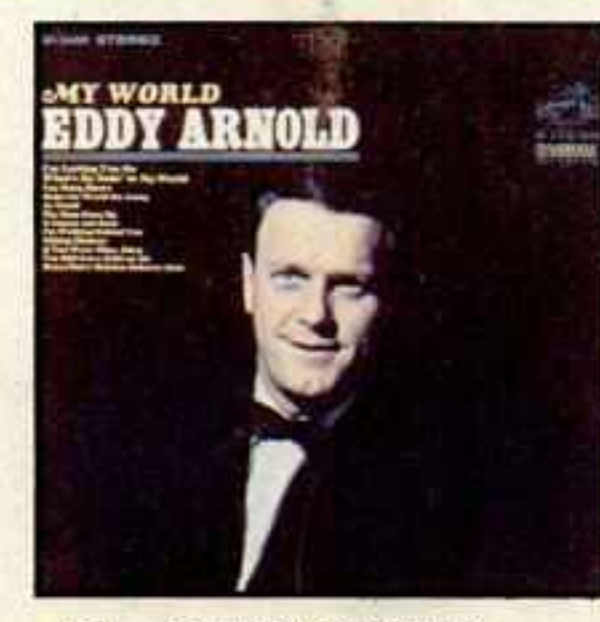


COUNTRY SPOTLIGHT

NEW COUNTRY HITS

George Jones & The Jones Boys. Musicor MM 2060 (M); MS 3060 (S)

Spotlighting his current singles hit, "Love Bug," this album of top country material, performed in the winning Jones manner, is a programming and sales giant. In addition to his current hit and "Things Have Gone to Pieces," his new tune, "Along Came You," is another standout.



COUNTRY SPOTLIGHT

MY WORLD

Eddy Arnold. RCA Victor LPM 3466 (M); LSP 3466 (S)

The album contains his tremendous country hit which also climbed the Hot 100 chart in the popular field—"What's He Doin' in My World." Dealers who stock this album will be virtually guaranteed excellent sales also in both fields—country and pop. Other superb songs on this album include "I'm Walking Behind You," "Make the World Go Away" and "Too Many Rivers."



COUNTRY SPOTLIGHT

THE BRIDGE WASHED OUT

Warner Mack. Decca DL 4692 (M) DL 74692 (S)

This is a strong package, leading off with Mack's hit single, which is the title song. There are many great cuts here, notably a wonderful performance of "I Washed My Hands in Muddy Waters."



CLASSICAL SPOTLIGHT

BEETHOVEN: THE NINE SYMPHONIES

Cleveland Orch. (Szell). Epic SC 6050 (M); BSC 150 (S)

These are staggering, monumental interpretations, brought together under one attractively designed package. Precise, dedicated and with high standards, Szell takes control in massive, all-encompassing fashion. A rewarding experience for those who do not have these LP's separately, and a new, refreshing experience for those who do.