

# Billboard

The International Music-Record Newsweekly

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

## High-Flying 'Recordteers' Pilfering on Grand Scale

By AARON STERNFIELD

NEW YORK—Among the most profitable enterprises in the record industry are a half dozen merchandising firms that most tradesmen have never heard of. Their volume accounts for at least 5 per cent of all records produced in this country, and their overhead would be the envy of mostly tightly managed firms.

For the most part, they don't pay taxes, and

they are able to buy records at costs which would make the most proficient wheeler-dealer drool.

These enterprises are the firms that deal in stolen records, and they're the most efficiently run organizations in the industry.

Charles P. Rudnitsky, who operates the Adept Detective Agency here in partnership with Leslie M. Wolff, is the source of this information. Adept, which at one time or another has repre-

*(Continued on page 6)*



WAYNE NEWTON'S newest Capitol album, "Summer Wind," is about to be released. It's also the title of his latest hit single. Newton, who established himself as a star with "Danke Schoen" and "Red Roses for a Blue Lady," is set for the first of many fall TV guest shots, beginning with the "Ed Sullivan Show" Sept. 12. (Advertisement)

**Billboard's New Market-by-Market Charts on Page 8-9**



CURRENTLY ON A TOUR of nightclubs and one-nighters, diminutive BRENDA LEE has a brand-new Decca LP on the market, titled after her latest smash hit single, "Too Many Rivers." Having recently returned from a three-and-a-half week SRO tour of the Orient, BRENDA will be seen on several "Hullabaloo" TV shows this season, in addition to appearing in Venezuela for a week in September. For the third consecutive year, BRENDA LEE was voted the World's No. 1 female vocalist in London's Record Mirror poll. (Advertisement)

## LBJ Challenged by Mfrs.

WASHINGTON—Almost to a man, the nation's record manufacturers challenged President Johnson's statement that they were not passing on the recent excise tax reductions, but instead increasing prices from 5 to 6 per cent.

The President's Council of Economic Advisors said findings were based on "incomplete reports from major manufacturers only" which indicated that none had passed on the excise tax saving. The percentage of record retailers who did not lower

prices as a result of the excise tax cut was listed as "not available."

Record manufacturers were stunned by the President's statement and by the report from the Council of Economic Advisors.

A quick check of the nation's key manufacturers, representing the bulk of the dollar volume, disclosed that there is little basis for the charges.

Closer to the truth could be a statement that the consumer isn't always getting the benefit of the excise tax reductions, but this condition is brought about by the complex nature of the industry itself.

First, the price cuts must also be passed on by the distributor, dealer, rack jobber and one-stop. In many cases they're not doing so.

Also, the list price of records is fictitious in many cases. By and large, the industry pattern

*(Continued on page 14)*

## LBJ Partially Right, Says Chicago Trade

By NICK BIRO

CHICAGO—Record dealers, rack jobbers and one-stops here agree at least partially with President Lyndon B. Johnson that record manufacturers have failed to pass on the recent excise tax cut. A spot check by Billboard last week showed that most of

the major and larger independent manufacturers have passed on a price reduction. But it's only about half of what it should be, the trade complains.

On the even more significant subject of floor rebates, no action has been taken at all. "I've had my inventory sheets on my

*(Continued on page 14)*

## Columbia Has 21% Gain in Sales

NEW YORK—Columbia Records for the first half of 1965 has registered a 21 per cent sales increase, according to Goddard Lieberson, president. Lieberson also noted that Fedner Musical Instruments, which Columbia recently acquired, reported a sales increase of 49 per cent since last year.

In analyzing the record picture, Lieberson noted that although 1964 was the best in the label's history, "1965 promises to establish a new peak."

A major factor in the sales

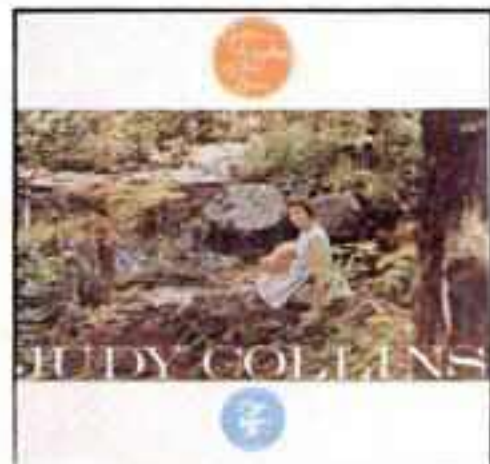
increase has been the label's success in singles, Lieberson stated, pointing to such hits as "Mr. Tambourine Man," by the Byrds; "Before and After," by Chad and Jeremy; "Hush, Hush, Sweet Charlotte," by Patti Page; Barbra Streisand's "My Man" and many more. The Columbia president also noted the label's strong position in the country field, where it has scored single hits with over 10 artists including Marty Robbins, Ray Price, Johnny Cash, Jimmy Dean, Billy Walker and others.

Lieberson stated that Columbia had established its position in the teen album market with such chart LP's as the Byrds' "Mr. Tambourine Man," Chad and Jeremy's "Before and After" and Paul Revere and the Raiders' "Here They Come." The Columbia president also noted the label's pop album strength as indicated by packages by Miss Streisand, Andy Williams, Patti Page, Robert Goulet, New Christy Minstrels, Tony Bennett, plus such packages as

*(Continued on page 12)*

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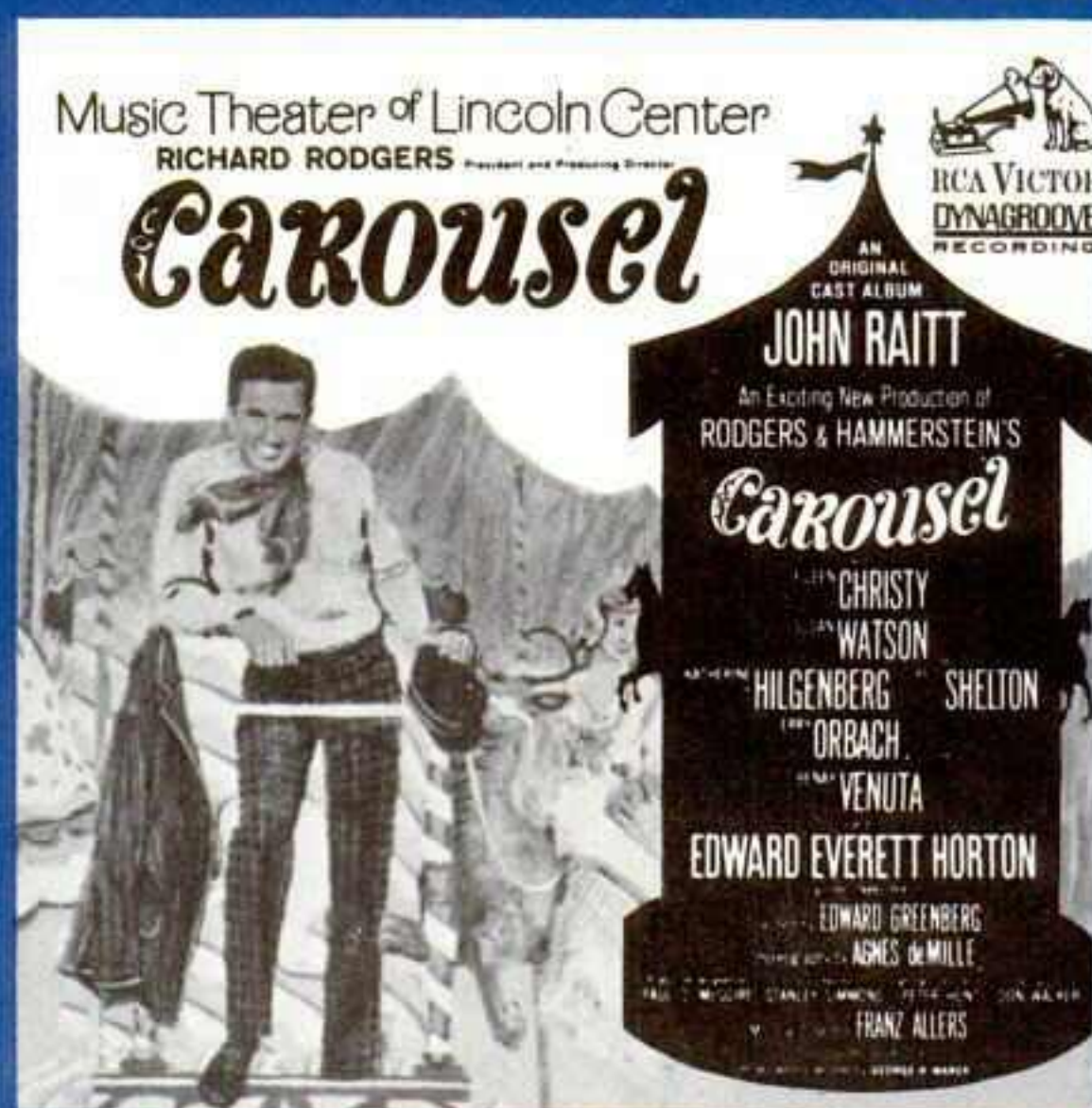


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A SWINGING PARTY was thrown Tuesday by Atlantic Records to celebrate the No. 1 ranking of Sonny and Cher's "I Got You Babe" release on the Atco label. From left, Baby Jane Holzer, Cher, Atlantic/Atco president Ahmet Ertegun and Sonny. Sonny and Cher's hit record topped the Hot 100 chart again this week, third in a row.

## Atl. to Handle York; Other Expansion Set

NEW YORK—Atlantic Records this week announced a major expansion move with the signing of a distribution deal with York Records, the Sonny Bono - Charles Green - Brian Stone-produced label. The deal also covers a publishing agreement.

Atlantic will also enter the gospel music field and expand its European operations.

Product produced by the Bono - Greene - Stone group will be distributed by Atlantic. B-G-S produced records by

Sonny & Cher and by Sonny on Atco, records by Cher on Imperial, and a Sonny & Cher album on Reprise. The group will also bring to Atlantic new West Coast talent.

The publishing deal involves material written by Sonny Bono and other writers. In addition, Atlantic will work with York in international exploitation of records and publishing properties.

Earlier this month, Ahmet Ertegun, Atlantic president, set up deals with Eddie Barclay for distribution of Atlantic product in France and Belgium and arranged a British promotional tour for Sonny and Cher.

Next month, Jerry Wexler, Atlantic vice-president, leaves for Europe with Bert Berns, head of the Bang label, to look over foreign operations.

Atlantic has formed a gospel label, Chapel. Records for this label will be produced by Jim Stewart, head of the Stax-Volt label in Memphis.

## NOT FOR SALE, SAYS ERTEGUN

NEW YORK — Ahmet Ertegun, president of Atlantic Records, this week scotched rumors that the label was up for sale. He said, "We are not involved in negotiations, nor do we contemplate negotiations with any other company. On the contrary, we are presently in the middle of a long-planned expansion program. If anything, it is Atlantic that is presently making acquisitions, and new international associations."

## Philips Offers Discounts on Fall Program

CHICAGO—Philips' fall program, "Get an Earful of This," features a 10 per cent discount on all pop, jazz and Connoisseur series albums and a 20 per cent discount on classical product. The discounts are applicable for new as well as catalog material and run through the life of the program Oct. 15.

The fall package consists of eight new pop albums, three from the Philips Connoisseur de luxe series and four classical releases including a pair of boxed multiple-disk presentations.

The Serendipity Singers, the Swingle Singers and Nina Simone are featured artists. New to the label are Karl Swoboda, Esther Ofarim and Joan Toliver. A Scandinavian folk album by Alice Babs and Sven Asmussen and a Belgian jazz album by

## Metro Named

NEW YORK — Metro Records, headed by Dave Seidman, has been named New York distributor for the Audio Fidelity and Karate record lines.

# Capitol, Time in Classical Deal

HOLLYWOOD — Capitol Records has entered into a test mail-order program for classical product with the publishers of Time and Life magazines. A mailing piece created by Time, Inc., describing the product has already been mailed. If this test receives a successful response, the program will be launched for the entire market next year.

The program includes six sets of four albums each. The product has been gathered from the

catalog of BMI of London and Capitol's classical label, Angel Records. Each set will be included with a book written by the editors of Time and Life describing the music and the artists.

The albums contain works by more than 50 of the world's greatest composers in performances by some of today's most distinguished musical artists, according to Phillip H. Wootton Jr., associate director of re-

search and development at Time, Inc., and Francis Scott, vice-president, Business Affairs, Capitol Records.

Cost of each set is \$12.95 stereo, \$10.95 mono. Purpose of the program, Wootton and Scott said, is to increase consumer purchases and interest in classical music. The program is titled "The Story of Great Music" and both Time and Capitol feel this brings together for the first time the finest in musical product and mail-order know-how.

# L. A. Riot Turned Business In R&B Belt Into Shambles

By ELIOT TIEGEL

LOS ANGELES — The "armed insurrection-riot" which paralyzed the southern section of Los Angeles for five days (12-16) shattered business in the city's rhythm and blues belt. Damage to retail operations in the 50-square-mile section known as Watts surpassed \$200 million and ranged from complete destruction to terrorized sales personnel.

Arsonists burned to the ground three Thrifty Drug Stores and looted four others. The huge chain is racked by Record Service, itself located in the heart of the riot area on Avalon Blvd. The rack jobbers

close each afternoon at 2. Early closings were also practiced by many department stores in the central downtown Los Angeles area, also cutting into retail sales.

White Front, key discounter, lost one location, completely burned. The store was the chain's original outlet. White Front handles its own buying and the store's record department completely melted.

### Worst in History

The riot, the worst Negro outbreak in the nation's history, cooled record business in many areas while the searing heat from Molotov cocktails burned down 205 structures and damaged 737 others.

Damaged stores specializing in rhythm and blues products in the closed-off zone included Dolphin's, Sam's, Flash and Pat's. There are about 10 fairly large record stores in Watts and around 30 smaller ones, stated distributor Ralph Kaffel, whose California Records caters to this ethnic audience.

Stores not affected directly by the wild mobs—estimates run from 7,500 to 500—closed early to allow employees to get home before an 8 p.m. curfew in effect for five nights. Since the National Guard labeled the incident an "armed insurrection," retailers found themselves uninsured for this kind of situation.

Metro Distributors' general manager Mel Price, whose company is located on Venice Blvd. on the fringe of the riot area, said he kept his front door locked and closed early.

The riots had an effect on people in that they were talking about the tragedy instead of business, Price said. "We told our salesmen to watch the areas they went into," he said.

Abe Diamond of Diamond Distributors on Pico Blvd. said riot action "came too close for comfort." Stores around his location were looted. Sam Ricklin's California Music one-stop on Pico was almost broken into

(Continued on page 53)

## Light Resigns Billboard Post

NASHVILLE — Don Light, sales executive at Billboard's offices here, has resigned and will announce his plans shortly. Light will continue to be associated with Billboard in a consulting capacity in the gospel field.

Light is chairman of the board of the Gospel Music Association. He was one of the key men who organized the GMA.

## BRACKENS GET ALL OF VEE JAY

NEW YORK — In a joint statement issued last week it was revealed that Randy Wood, former president of Vee Jay, and Vivian and Jimmy Bracken, owners of the label, have concluded negotiations for Vee Jay's acquisition of Wood's interest in the firm.

Wood resigned as president and member of the board of directors of Vee Jay June 9. His plans will be announced shortly.

# Tree, Dial Expansion Mapped

NASHVILLE — Jack Stapp, veteran in radio and TV who left the field recently to devote full time to music publishing and recording, said last week he will expand his publishing firm and work to build Dial Records into a larger label.

Stapp, president of Tree Publishing Co., Inc., which has several thousand songs in its catalog, said his goal is to expand his international operations.

He said he planned to also push Dial, which he founded three years ago, add new artists and build it into a major independent. Atlantic distributes Dial.

Hottest publishing property of Tree now is Roger Miller, whom Stapp helped over some rough spots early in the artist-composer's career. Miller recently signed a new long-term writer's contract with Tree.

### Left WKDA Recently

Stapp, who was president of WKDA and built it into the No. 1 station in Nashville for eight straight years, left the station a few months ago. His reason: radio is limited. Rates are fixed

and there are a fixed number of hours on the air. But in recording and publishing "the sky's the limit."

Another reason he left radio was because Tree was getting so big it would take his full time. Strapp had praised W. D. (Buddy) Killen, executive vice-president of Tree and Dial who operated them while Stapp remained in radio. Killen joined the operation in 1953, is now a stockholder.

Stapp, on the threshold of a second fabulous career, was bitten by the radio bug early in Atlanta, where he grew up. After a radio correspondence course, he joined WGST, CBS affiliate, as program director. He was 17, youngest such executive in the country.

### Parks a Friend

A year later the station hired Bert Parks. Parks and Stapp were buddies and both later went with CBS in New York. Stapp was there five and a half years as producer, evening network manager, assistant production manager, production manager and left to take an offer

from WSM, Nashville, as its No. 2 man.

He was program manager, had charge of the "Grand Ole Opry," hired dozens of top country stars for the "Opry," achieved an enviable production record.

Realizing the music potential in Nashville, he founded Tree in 1951 with Louis G. Cowan. When Cowan became president of CBS in 1957, Stapp brought Cowan's interest in Tree.

Over the years the Tree catalog has grown tremendously with hit after hit coming from its writers. It is today a top, fast-growing house, strong in both country and pop with several dozen writers on its staff.

On a recent week, there were three Tree songs in the top 100 and four on the country chart (one of these was also on the pop chart). There was one Dial release in the top 100 ("One Monkey Don't Stop No Show" by Joe Tex).

Other Dial artists are Bobby Marshall, the Illusions, Jack Barlow, Clarence Reid, Mike Lane, Hobe Dodd, Wayne Kemp, Jerry Woodard, Stan Beaver, the Rhodes Sisters.

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# MPPA: Rate Hike a 'Must'

By MILDRED HALL

WASHINGTON — Music publishers are strongly opposed in principle to compulsory licensing and statutory "price fixing"—but they will go along with a raise to 3 cents in mechanical royalty and retention of compulsory licensing in the proposed 1965 Copyright Revision Bill. This was the testimony of Robert R. Nathan, consulting economist for the Music Publishers Protective Association at the House Copyrights Subcommittee hearings last week. He trounced record manufacturers' economic data in the Glover report as fantastic and biased.

Nathan said the whole idea of compulsory licensing and statutory ceilings on recording fees was an "anachronism" retained from an earlier era when there was fear of a monopoly by a single record company. He said record companies' cries of "poverty" were absurd in the face of growth statistics—\$693 million sales in 1964—and predicted a possible \$1 billion record industry in 10 years.

## Contradicts Claim

Referring to earlier testimony from record manufacturers, and the statistical exhibit of Harvard economist John Desmond Glover, Nathan contradicted all of their claims right down

the line. Record people, fighting the increase in mechanical fees, and urging record performance royalty, had said music publishers were middlemen with negligible expenses.

Nathan said the publishers have heavy expenses: they pay high retainers for top composers, and advance royalties; they pay a&r men and demo record costs; they pay for promotion nationwide to deejays; they pay "half to two-thirds" of the Harry Fox office fees of 3½ per cent, also some of the costs of BMI and ASCAP. They pay office rent, and cost of tracking down fly-by-night record companies that avoid paying mechanical fees.

Nathan said an exhibit in the Glover data unfairly compared record company profits with publisher gross—a fact that the House Subcommittee had previously brought out during the Glover presentation (Billboard June 19, 1965). Nathan used the Glover data to show that proportion of "loser" records under the 2-cent mechanical rate would increase at most only two or three percentage points with a 3-cent rate. Glover showed that 74 per cent of all 45's are losers at the present rate, and 76 per cent would be losers at the 3-cent rate; in popular LP's Glovers 61 per cent money losers at present

rate would only go to 64 per cent at the 3-cent rate, Nathan said.

## Attack Claims

He attacked record company claims that the rate increase as a cost factor would escalate into far greater increase in consumer price. Nathan said the figures did not prove out. The history of American manufacturer costs are generally absorbed or phased out in other production processes—not passed on to the consumer. The only loss in the record industry would be a very small percentage of "marginal and risk product"—and in the free play of the marketplace, elimination of these might not be a bad thing, in the publishers' opinion.

At the opening of his testimony, Nathan said that when he was asked to make the economic study for MPPA, he was "amazed to learn there was this incongruity of compulsory licensing and fixed rate" for recordings, in place of free negotiation for music publishers. Subcommittee members did not put a single question to Nathan—other than Representative Poff's summary of the music publisher position for the record: that they opposed compulsory licensing but would accept the compromise of a raised mechanical rate.

## MPA'S FEIST:

# A Hike in Recording Royalty Is Overdue

WASHINGTON — The Music Publishers Association considers the proposed increase of the statutory royalty for recordings long overdue, Leonard Feist told a Senate hearings session Friday (20). Feist, chairman of the MPA legislative committee and a past president of the association, presented a strong argument in favor of the serious music composer and publisher.

"Our association also considers the present juke box exemption immoral," Feist said, "and would like to point out that while most of the music played is popular music, nevertheless the performing rights organizations distribute to the serious composer a larger proportion than his strictly prorated share of the royalties they collect. So that some part of whatever moneys are collected from juke boxes will, on the basis of established practices, be distributed to composer of concert music."

The composition of concert music, he said, may be only a small part of the over-all musical output of the United States in terms of economic impact, but "in terms of its intrinsic importance, it should have special consideration and should be recognized as a vital factor in the need for copyright revision. It is from this small area of our musical output that most of America's permanent contributions to the common musical heritage of the world will come."

It takes serious composers

## Beece, Thomas Promoted by ABC-Para.



MIKE BEECE EDDIE THOMAS

NEW YORK — Mike Beece and Eddie Thomas have been named by ABC-Paramount Records to handle national promotion.

Beece joined Jet Record Distributors, ABC-Paramount's local distributing branch, in 1963 as assistant general manager. Later he was in charge of New York promotion.

He had been assistant record librarian for WMGM, promotion man for Ideal Record Distributors, and an independent record promotion man.

Thomas has been an ABC-Paramount promotion man since 1961, working out of Chicago. He helped to bring the Impressions to the label and in building the group to a top record act.

He entered the music business as road manager for Jerry Butler, working closely with disk jockeys.

Larry Fogel will assist Beece and Thomas in the promotion department.

## PROFILE

# Bud Katzel: A Triple Threat Man

NEW YORK — Bud Katzel, Colpix's new 37-year-old general manager, brings to the West Coast label a solid background with three diverse types of record labels.

Katzel got his basic training in the record industry with a major, Decca; then was in at the start of an aggressive independent, Roulette, and followed with a stint at one of the most product-conscious of all labels, Kapp.

Following his graduation from the University of Missouri and graduate work at New York University, Katzel got his first job with Decca as a Chicago promotion man in 1950, later was named Midwest promotion head, and in 1954 came to New York as Decca's Eastern division promotion chief.

At Decca he learned how the majors think, and he developed an appreciation for a basic catalog.

## Era of DJ Personality

This was in the era of the disk jockey personality—people like Bill Randall in Cleveland and Howard Miller in Chicago—who programmed their own music and who eschewed the top 40 format. As important as



BUD KATZEL

the relationship between promotion man and disk jockey is today, it was much more important then.

The second phase of Katzel's record business education came in 1957 when he joined the infant Roulette label as director of publicity. Later he branched into merchandising, sales promotion and sales. In 1960 he was named general sales manager.

At Roulette he learned how to move quickly, make on-the-spot decisions, and build an album catalog from scratch, developing the LP product from hit singles.

Roulette's album catalog was built from a solid base—with such performers as Count Basie, Sarah Vaughan and Dinah Washington.

## Kapp Philosophy

Early this year Katzel was named managing director of Four Corners, and Congress Records, subsidiaries of Kapp Records. At Kapp he came under the wing of Dave Kapp, who believes in careful selection of product rather than a flow of releases. The Kapp philosophy is that product is paramount, and Katzel has absorbed this philosophy.

In the new post at Colpix, Katzel will report directly to the directors of Columbia Pictures-Screen Gems.

He doesn't intend to operate Colpix as a major, but instead to build slowly from a solid catalog base and develop a core of all-round record men, not just specialists.

Katzel feels that the record company arm of any major film company should be successful and that Colpix will be no exception.

## Big Potential

He also feels that the record industry hasn't come close to its potential and that with the proper product and merchandising, record sales can hit about a billion dollars a year in the foreseeable future. Katzel cites sales of Beatles' records and "The First Family" as examples of what happens when the product is right and it's merchandised skillfully.

Outside of playing with his two children, Michael, 11, and Susan, 9, Katzel's hobbies are touch football (he played high school football in Bayonne, N. J.), reading and listening to records

## BMI TO CITE PUBLISHERS

NEW YORK—BMI Citations of Achievement will be presented to publishers of 51 songs released during the first six months of the year. Songs which have made the top 10 in any of the national trade publications are eligible for the award.

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## NOT CLOSING: JAMES MARTIN

CHICAGO—"Tell them we're still in business," James H. Martin told Billboard last week. Martin said many traders concluded he was closing shop because his Music Distributors lost the MGM-Verve lines recently. "Music Distributors will stay in business and will add other lines shortly," Martin said. His parent firm—James H. Martin Distributing Co.—is not affected in any way and retains its full line.

many years, sometimes, to become known. "Now, indeed, copyrights of numerous works by composers expire almost coincidentally with their public acceptance," Feist said. Often, composers do not live to see their own success, and with the present term of copyright their

(Continued on page 53)

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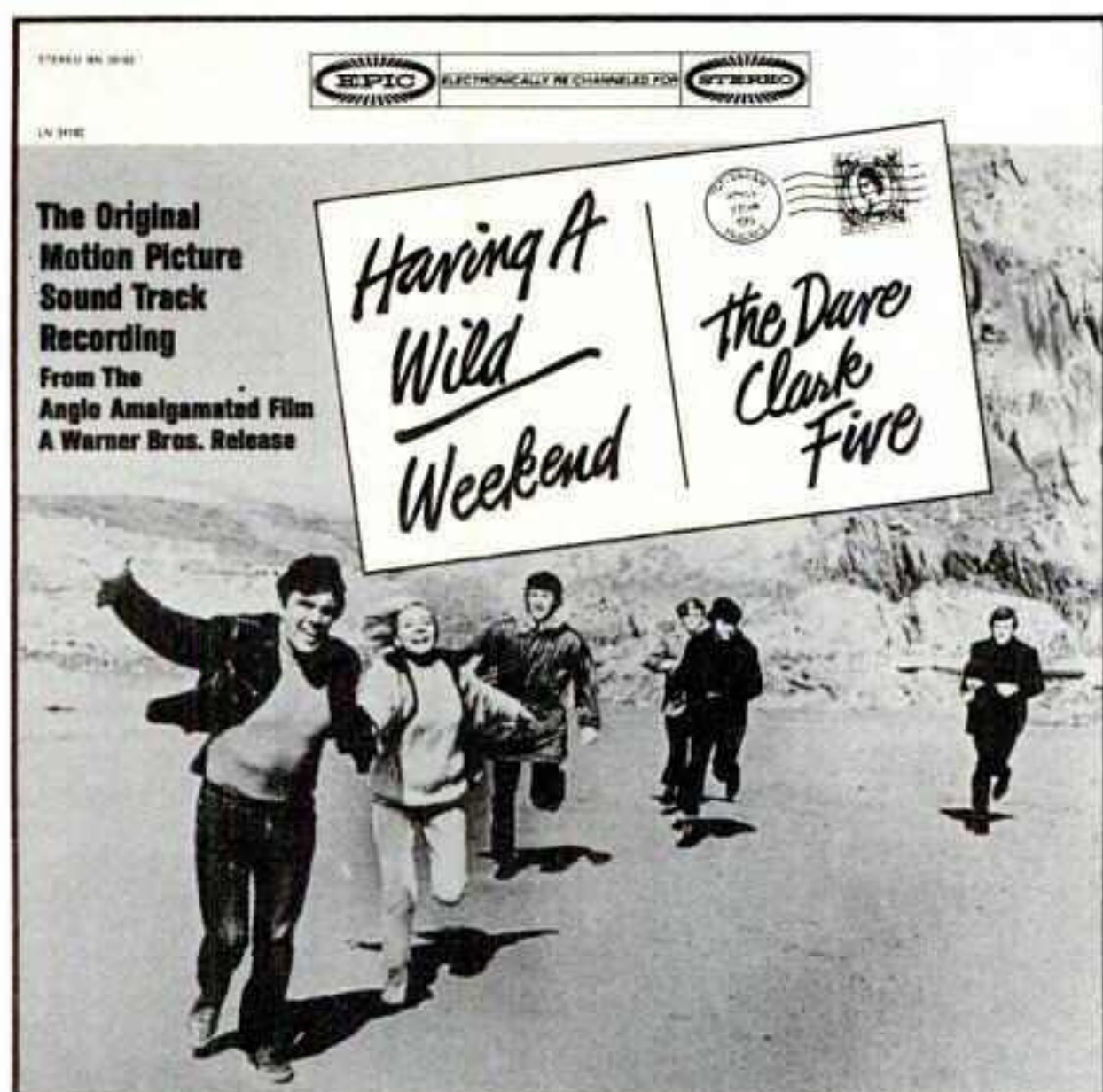
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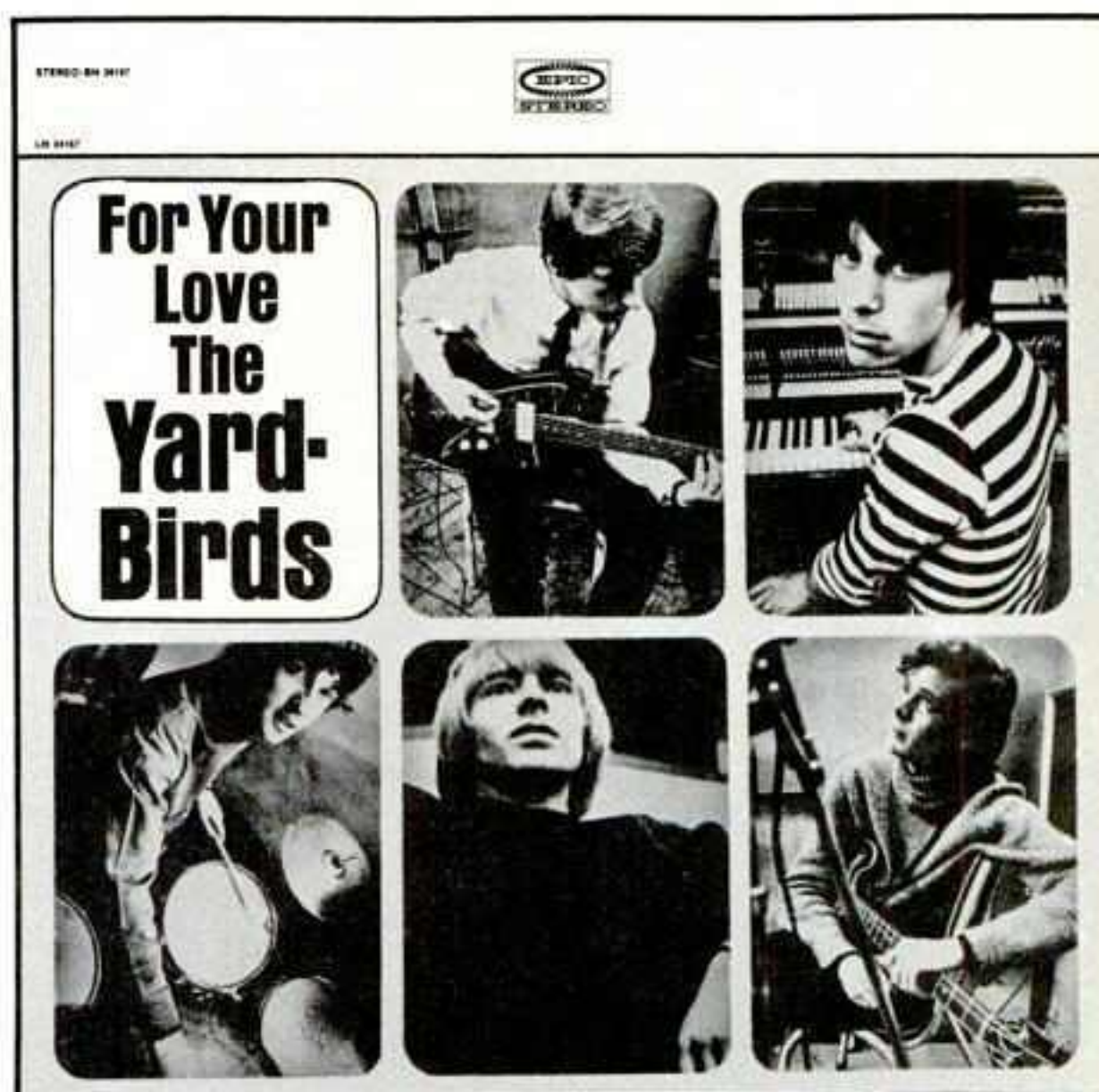
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# High-Flying 'Recordteers' Pilfering on Grand Scale

• Continued from page 1

sented most of the major record labels and some of the leading independents, has files which back up these conclusions.

To protect the relationship between the agency and its clients, and as a safeguard against libel, no names of companies or individuals will be disclosed in the following paragraphs. But Rudnitsky, who has specialized in security work for record companies for 15 years, is able to back up his claims with chapter and verse.

At the bottom on the criminal pyramid is the dishonest employee at the pressing plant, invariably an amateur. Due to faulty plant security, he is usually able to remove records from the premises. But if the amateur were the only villain, the problem would be minor.

## First Chain

Unfortunately, every amateur is the first chain in the link of a professional criminal operation. Here's what usually happens after the amateur does his work:

A truck rented by the professional ring arrives at the pressing plant at a predetermined time and loads the stolen records. From there they go to a warehouse. Security and inventory control at these warehouses could serve as models for most distributors.

A corps of salesmen then peddle the merchandise to a select list of one-stops, dealers and distributors who are willing to buy with no questions asked.

According to Rudnitsky, at least six of these rings are operating in the United States, each with its own warehouse and sales force.

## Co-Operation

These groups co-operate with each other fully. They don't have a formal trade association, but few members of any trade association have worked so hard for their common good.

If one group has a heavy call for a particular record in its area, and an oversupply of records which are moving in another area, an exchange deal is worked. They also sell to each other, and they pay their bills promptly.

At the manufacturing level alone, Rudnitsky estimates that at least 5 per cent of all albums find their way into this illegal market. There

isn't too much call for singles, although one Brooklyn group does a landoffice business as a singles outlet.

Rudnitsky cites one case where 30,000 copies of a hot album were stolen in the Christmas selling season. A top executive of the company approached Rudnitsky and asked him to buy back the records with no questions asked.

Rudnitsky first demurred, then agreed to make the offer. He knew, of course, which chain operated in the plant. The offer was too low, so the manufacturer boosted his ante. By then it was too late; the chain had sold the shipment to a higher bidder.

In another instance, one of the major labels had experienced a major pilferage problem. Rudnitsky traced the records and discovered they ended up on the shelves of one of the largest retailers in the nation, according to Rudnitsky.

## Feigned Outrage

When Rudnitsky confronted the manufacturer with the evidence—evidence which would stand up in court—the manufacturer feigned outrage, then said he would handle the matter himself.

He never did. The retailer was too big a customer.

Overpressing in the plant is one method by which stolen merchandise finds its way to the illegal market. In one instance, an illegal pressing plant was set up, and masters were "borrowed" for short periods for illegal production.

Rudnitsky charges that the biggest buyers of stolen merchandise are the one-stops, although dealers, distributors and department stores are good customers for illegally sold product.

## Prosecutions Difficult

Evidence of wrongdoing is relatively easy to collect; getting convictions is something else. For one thing, employers are loath to press charges, and for another some are involved in the pilferage. Rudnitsky cited instances where several high industry men who employed him to find the leak. And often the leak led to the employer.

Sometimes, a dishonest employee will be discovered and fired. He'll then get a job with another manufacturer or distributor. When Rudnitsky tells the new employer of the man's background, he's sometimes greeted with a shrug of the shoulder. It's a losing battle.

## EDITORIAL

# Anti-Pilferage Drive

Nobody knows just how much stolen record merchandise finds its way into the market, but a reliable source estimates the retail value of thefts from pressing plants, distributors, one-stops and retailers as \$100 million a year.

It's difficult to assess the impact of these thefts on the record industry. But it's felt at all levels of the trade—by the manufacturer whose production costs are rising, by the distributor who finds his customers buying from other sources, and by the retailer who cannot compete with sellers of low-priced "hot" merchandise.

As serious as the pilferage problem is, it is not insoluble. Dishonest employees will always be with us, and a minimum amount of pilferage cannot be avoided.

However, there is no excuse for the current extent of pilferage. A few simple security measures could cut it down considerably.

And if the industry is serious about eliminating pilferage and bootlegging as a major industry problem, it can do so by concerted and co-operative action.

Industry action, possibly through the Record Industry Association of America, could reduce this cancer to a wart. Professional investigators could root out large-scale pilferage wherever it occurs, with the cost of the program borne by the industry as a whole.

Of course, this isn't the only answer. As long as dishonest practices are condoned by some industry leaders, no amount of security nor vigilance can solve the problem.

# Capitol Diversifies; Enters Teen-Fan Magazine Market

HOLLYWOOD—In a diversification move, Capitol Records is going into the publishing business with a teen fan magazine. The label has contracted with the Kimtex Corp. to produce and expand its "Teen Set" publication for newstands.

First issue of the expanded "Teen Set" publication will sell for 35 cents and be distributed to newsstands by Kable Press. "Teen Set" was originally a giveaway promotion idea. The first issue was given out through record stores with ever copy bought of a Beach Boys LP. The second issue was placed on newsstand with 60 per cent of 150,000 copies sold, according to the

company. An additional 350,000 were given out free through record dealers.

The new issue dated November has stories about record and movie acts including Capitol people but is not an exclusive Capitol vehicle. There are also several ads from other companies besides the Tower.

The publication is still a quarterly but may go to bimonthly next year. Capitol's delight with the newsstand sale of the second issue prompted the company to get into the teen fan magazine business. Lou Kimzey is now editor, replacing the Capitol ad-public relations staff as sole creators.

# CHECKLIST: HOW TO KEEP A 'THIEF-PROOF' BUILDING

NEW YORK—Charles Rudnitsky, private detective who specializes in record industry plant security, has drawn up a checklist for pressing plants and distributors:

1. Inspection of garbage and refuse as it leaves the door of the plant.
2. Walling or screening storage and inventory from casual personnel.
3. Demanding signed receipts for product withdrawals.
4. Denying employees access to parking lots without supervision during rest and lunch periods.
5. Prohibiting employees from wandering into unsupervised areas while carrying materials.
6. Supervising truck loading and taking immediate tallies.
7. Watching shipping areas closely.
8. No issuing tools at random.
9. Checking individual production records against issued material records.
10. Checking all packages carried in and out by employees.

# Nash. BBB Issues Warning On Fly-By-Night Operators

NASHVILLE—The Nashville Better Business Bureau warned in a newsletter last week that there are a new "bad apples" in the record rack business and cautioned stores approached by discount dealers to investigate before taking the service.

Dan M. Berry Jr., general manager of BBB, said six fly-by-night operators had sprung up since last November.

He said the shady operators collected about \$250 from each merchant with delivery of the rack and first record order. After that they couldn't be located. Berry said he had 50 complaints on one such operator.

"Often the merchant finds he has been furnished inferior records by unknown artists, although he has been promised the latest, best selling records by top artists," Berry said.

The letter recommended that store owners deal only with firms whose reputation can be established by intelligent inquiry; insist on a written contract specifying types and numbers of records, labels, method of service and other details, with the contract reviewed by an attorney; use common sense, remembering popularity of songs and artists change rapidly and dead stock can be a serious problem.

# McGuire Reissue

HOLLYWOOD — Based on the current success of Barry McGuire's vocalizing on the single "Eve of Destruction," Era Records is re-releasing a year-old McGuire single, "The Tree."

Era head, Herb Newman, said "The Tree" had been recorded for the Mosaic label but never gained any notice. Now he feels the timing is right since McGuire is becoming known. The single relates how a tree grows only to be chopped down.

The label is only shipping records to distributors in Los Angeles, Chicago, Detroit, New York and Philadelphia, Newman said, to obtain reaction. If there are strong nibbles, the disk will go into national release.

# Miriam Stern Trip

NEW YORK—Miriam Stern, executive director of the American Guild of Authors and Composers, flies to Europe Sept. 2 for a business and vacation trip. In England and France Miss Stern will discuss developments in the music and recording field with the Songwriters Guild of Great Britain, French composers and lyricists, music publishers and performing rights societies. Miss Stern will return in October.

# New Selvin Pact

NEW YORK — Ben Selvin, veteran music business executive, has had his contract as music consultant for the 3M Company's stereo tape album

# Starday Extends Sales Drive

NASHVILLE—Immediate reaction to Starday Records' Sixth Annual Country Music Spectacular Sales Plan created such "tremendous response" from Starday distributors the dates have been extended, Jim Wilson, national sales manager, said last week. The program, which kicked off Aug. 1, was to end Sept. 30. It has been extended to Oct. 15.

The promotion offers a dealer discount of 20 per cent off the new Starday suggested dealer prices which went into effect July 6. The discount covers all albums except the economy line, which retails at \$1.98.

As part of the promotion, the distributor who surpasses his Starday sales quota by the biggest percentage in the first phase of the program will receive a case of Jack Daniels whisky. A second case will be given the winner of the second phase. There are 34 Starday distributors.

Wilson said: "Demand for Starday product is far ahead of anticipated sales. Initial acceptance of the new Lucky Seven albums has been overwhelming." He said Starday sales were

division renewed. His duties include obtaining rights for music for use in 3M's Wollensak automatic tape recorder system. In the last two years Selvin has selected more than 300 albums of 24 labels for use in the firm's tape album catalog.

up 21 per cent so far this year and he expects a 30 per cent increase for 1965.

Starday President Don Pierce said merchandising of Starday albums, singles, economy albums and the Juke Box Oldies Series will be important factors in the sales contest.

The Starday promotion is offering albums by dozens of top country music stars, including Roger Miller, Cowboy Copas, Patsy Cline, Hawkshaw Hawkins, George Jones, Flatt and Scruggs, Buck Owens, Jimmy Dean, Johnny Horton, Justin Tubb and others.

# MAHALIA BACK IN THE GROOVE

NEW YORK—Mahalia Jackson, great gospel artist who became ill about one year ago, is recording again and is accepting TV dates. Irving Townsend, vice-president in charge of Columbia Records' West Coast operations, stated that the singer is "back in business." Townsend, who has recorded her for the past 10 years, flew to Chicago two weeks ago to record the artist. The session was held in the New Salem Baptist Church in the Windy City. "Mahalia," said Townsend, "is still a bit weak but is recovering fully and is already singing well."



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"YOU DON'T HAVE TO PROMOTE A HIT"

LOS ANGELES . Russ Reagon and Don Grierson . Record Mdse.  
"ACTION SO FAR MEANS MONSTER"

CLEVELAND ..... Art Freeman ..... Concord  
"SHOULD BE AN AUTOMATIC"

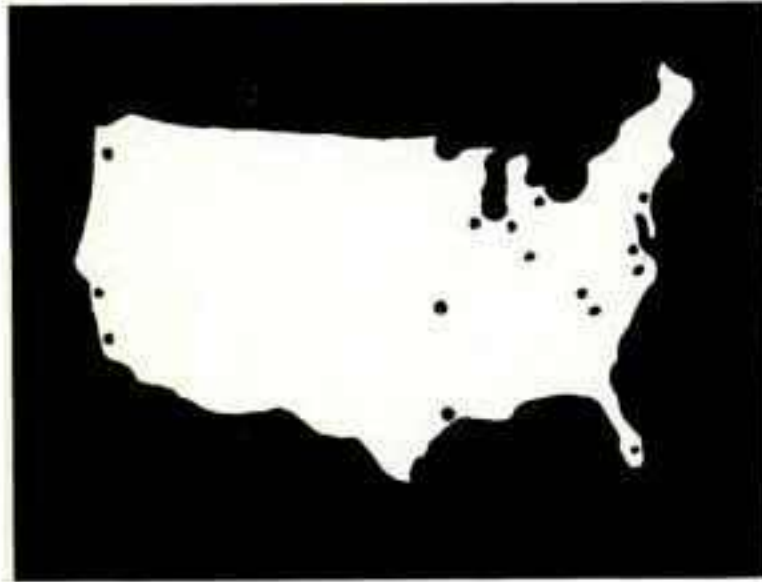
PITTSBURGH ..... Herb Cohen ..... Fenway  
"OVER 8,000 IN 4 WEEKS, CAN'T MISS SELLING 35,000"

*Attention, Distributors: Some Territories Still Available*

**Co & Ce Records** 1603 5th Avenue, Pittsburgh, Pa. (412) EX 1-3954



# TOP SELLERS IN TOP MARKETS



This chart is based upon territorial sales of the Top 40 single records as reported by retail stores in 15 Top markets.

(TW) THIS WEEK (LW) LAST WEEK

## BALTIMORE

TW	LW	TITLE, Artist, Label & No.
1	-	I GOT YOU BABE—Sonny & Cher, Atco 6359
2	-	SINCE I LOST MY BABY—Temptations, Gordy 7043
3	-	UNCHAINED MELODY—Righteous Brothers, Phillies 129
4	-	HELP—Beatles, Capitol 5476
4	-	IT'S THE SAME OLD SONG—Four Tops, Motown 1081
6	-	EVE OF DESTRUCTION—Barry McGuire, Dunhill 4009
7	-	TRACK OF MY TEARS—Miracles, Tamla 54118
8	-	NOTHING BUT HEARTACHES—Supremes, Motown 1080
9	-	LIKE A ROLLING STONE—Bob Dylan, Columbia 43346
10	-	YOU WERE ON MY MIND—We Five, A&M 770
11	-	PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
12	-	CALIFORNIA GIRLS—Beach Boys, Capitol 5464
13	-	FIRST I LOOK AT THE PURSE—Contours, Gordy 7044
14	-	(I Can't Get No) SATISFACTION—Rolling Stones, London 9766
15	-	ALL I REALLY WANT TO DO—Cher, Imperial 66114
16	-	THE "IN" CROWD—Ramsey Lewis Trio, Argo 5506
17	-	SAVE YOUR HEART FOR ME—Gary Lewis & the Playboys, Liberty 55809
18	-	YOU'VE GOT YOUR TROUBLES—Fortunes, Press 9773
19	-	DON'T JUST STAND THERE—Patty Duke, United Artists 875
20	-	SUGAR DUMBLING—Sam Cooke, RCA V
21	-	IT AIN'T ME BABY—Turtles, White Whale 222
22	-	SHAKE AND FINGERPOP—Jr. Walker & the All Stars, Soul 35013
23	-	I'M A FOOL—Dino, Desi & Billy, Reprise 0367
24	-	GLORIA—Them, Parrot 9727
25	-	HOUSTON—Dean Martin, Reprise 0393
26	-	DOWN IN THE BOONDOCKS—Billy Joe Royal, Columbia 43305
27	-	IT'S A MAN DOWN THERE—G. L. Crockett, 4 Brothers 445
28	-	I'M THE ONE THAT LOVE FORGOT—Manhattans, Carnival 509
29	-	I'M LOSING YOU—Aretha Franklin, Columbia 43333
30	-	ONLY THOSE IN LOVE—Baby Washington, Sue 129
31	-	NO PITY (In the Naked City)—Jackie Wilson, Brunswick 55280
32	-	IN THE MIDNIGHT HOUR—Wilson Pickett, Atlantic 2289
33	-	I'LL TAKE YOU WHERE THE MUSIC'S PLAYING—Drifters, Atlantic 2298
34	-	GOT TO FIND A WAY—Harold Burrage, M-Pac 7225
35	-	YOU CAN'T BE TRUE DEAR—Patti Page, Columbia 43345
36	-	GOOD TIMES—Gene Chandler, Constellation 160
37	-	PRETTY LITTLE BABY—Marvin Gaye, Tamla 54117
38	-	I'M HENRY VIII, I AM—Herman's Hermits, MGM 13367
39	-	YOU BETTER GO—Derek Martin, Roulette 4631
40	-	I'M THE MAN DOWN THERE—Jimmy Reed, Vee Jay 702

## BOSTON

TW	LW	TITLE, Artist, Label & No.
1	-	HELP—Beatles, Capitol 5476
2	-	I GOT YOU BABE—Sonny & Cher, Atco 6359
3	-	EVE OF DESTRUCTION—Barry McGuire, Dunhill 4009
4	-	CALIFORNIA GIRLS—Beach Boys, Capitol 5464
5	-	YOU WERE ON MY MIND—We Five, A&M 770
6	-	UNCHAINED MELODY—Righteous Brothers, Phillies 129
7	-	ACTION—Freddie Cannon, Warner Bros. 5645
8	-	NOTHING BUT HEARTACHES—Supremes, Motown 1080
9	-	HANG ON SLOOPY—McCoys, Bang 506
10	-	TAKE ME BACK—Little Anthony & the Imperials, DCP 1136
11	-	SAVE YOUR HEART FOR ME—Gary Lewis & the Playboys, Liberty 55809
12	-	BABY DON'T GO—Sonny & Cher, Reprise 0392
13	-	ARE YOU A BOY OR ARE YOU A GIRL—Barbarians, Laurie 3308
14	-	CATCH US IF YOU CAN—Dave Clark Five, Epic 9833
15	-	LIKE A ROLLING STONE—Bob Dylan, Columbia 43346
16	-	IT'S THE SAME OLD SONG—Four Tops, Motown 1081
17	-	MY GIRL SLOOPY—Little Caesar & Consuls, Male 512
18	-	BABY I'M YOURS—Barbara Lewis, Atlantic 2283
19	-	ALL I REALLY WANT TO DO—Cher, Imperial 66114
20	-	DOWN IN THE BOONDOCKS—Billy Joe Royal, Columbia 43305
21	-	IT AIN'T ME BABY—Turtles, White Whale 222
22	-	WHAT'S NEW PUSSYCAT?—Tom Jones, Parrot 9765
23	-	ANNIE FANNIE—Kingsmen, Wand 189
24	-	DON'T JUST STAND THERE—Patty Duke, United Artists 875
25	-	(I Can't Get No) SATISFACTION—Rolling Stones, London 9766
26	-	HEARTACHES BY THE NUMBER—Johnny Tillotson, MGM 13376
27	-	MOONLIGHT AND ROSES—Vic Dana, Dolton 309
28	-	I'M HENRY VIII, I AM—Herman's Hermits, MGM 13367
29	-	TRACKS OF MY TEARS—Miracles, Tamla 54118
30	-	PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
31	-	SUMMER WIND—Wayne Newton, Capitol 5470
32	-	YOU TELL ME WHY—Beau Brummels, Autumn 16
33	-	I WANT CANDY—Strangeloves, Bang 501
34	-	JUST YOU—Sonny & Cher, Atco 6345
35	-	THE "IN" CROWD—Ramsey Lewis Trio, Argo 5506
36	-	THEME FROM "A SUMMER PLACE"—Lettermen, Capitol 5437
37	-	I'LL ALWAYS LOVE YOU—Spinners, Motown 1078
38	-	HEARTFULL OF SOUL—Yardbirds, Epic 9823
39	-	LOOKING THROUGH THE YES OF LOVE—Gene Pitney, Musicor 1103
40	-	I CAN'T HELP MYSELF—Four Tops, Motown 1076

## CHICAGO

TW	LW	TITLE, Artist, Label & Number
1	-	I GOT YOU BABE—Sonny & Cher, Atco 6359
2	-	HELP—Beatles, Capitol 5476
3	-	(I Can't Get No) SATISFACTION—Rolling Stones, London 9766
4	-	LITTLE MISS SAD—Five Empees, Freeport 1001
5	-	HOLD ME, THRILL ME, KISS ME—Mel Carter, Imperial 66113
6	-	CALIFORNIA GIRLS—Beach Boys, Capitol 5464
7	-	WHAT'S NEW PUSSYCAT?—Tom Jones, Parrot 9765
8	-	DON'T JUST STAND THERE—Patty Duke, United Artists 875
9	-	CATCH US IF YOU CAN—Dave Clark Five, Epic 9833
10	-	IT'S THE SAME OLD SONG—Four Tops, Motown 1081
11	-	LIKE A ROLLING STONE—Bob Dylan, Columbia 43346
12	-	DOWN IN THE BOONDOCKS—Billy Joe Royal, Columbia 43305
13	-	NEW ORLEANS—Eddie Hodges, Aurora 153
14	-	I'M A FOOL—Dino, Desi & Billy, Reprise 0367
15	-	THE "IN" CROWD—Ramsey Lewis Trio, Argo 5506
16	-	BABY I'M YOURS—Barbara Lewis, Atlantic 2283
17	-	SAVE YOUR HEART FOR ME—Gary Lewis & the Playboys, Liberty 55809
18	-	UNCHAINED MELODY—Righteous Brothers, Phillies 129
19	-	TRACKS OF MY TEARS—Miracles, Tamla 54118
20	-	YOU WERE ON MY MIND—We Five, A&M 770
21	-	EVE OF DESTRUCTION—Barry McGuire, Dunhill 4009
22	-	PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
23	-	MOON OVER NAPLES—Bert Kaempfert & His Ork, Decca 31812
24	-	IN THE MIDNIGHT HOUR—Wilson Pickett, Atlantic 2289
25	-	SINCE I LOST MY BABY—Temptations, Gordy 7043
26	-	GOOD TIMES—Gene Chandler, Constellation 160
27	-	IT AIN'T ME BABE—Turtles, White Whale 222
28	-	RIDE YOUR PONY—Lee Dorsey, Amy 927
29	-	I LIKE IT LIKE THAT—Dave Clark Five, Epic 9811
30	-	TOO HOT TO HOLD—Major Lance, Okeh 7226
31	-	NO WAY TO (Do Everything for You)—Joe Tex, Dial 4016
32	-	WE'RE DOING FINE—Dee Dee Warwick, Blue Rock 4027
33	-	HEART FULL OF SOUL—Yardbirds, Epic 9823
34	-	FOR YOUR LOVE—Sam & Bill, Joda 100
35	-	AFTER LOVING YOU—Della Reese, ABC-Paramount 10691
36	-	LAUGH AT ME—Sonny, Atco 6369
37	-	JUST YOU—Sonny & Cher, Atco 6345
38	-	I'M HENRY VIII, I AM—Herman's Hermits, MGM 13367
39	-	WHAT THE WORLD NEEDS NOW IS LOVE—Jackie DeShannon, Imperial 66110
40	-	WORLD THROUGH A TEAR—Neil Sedaka, RCA Victor 8637

## NEW ORLEANS

TW	LW	TITLE, Artist, Label & No.
1	-	I GOT YOU BABE—Sonny & Cher, Atco 6359
2	-	PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
3	-	HOLD ME, THRILL ME, KISS ME—Mel Carter, Imperial 66113
4	-	NOTHING BUT HEARTACHES—Supremes, Motown 1080
5	-	WHAT THE WORLD NEEDS NOW IS LOVE—Jackie DeShannon, Imperial 66110
6	-	CROSSROADS OF LOVE—Tony & Tyrone, Columbia 43292
7	-	UNCHAINED MELODY—Righteous Brothers, Phillies 129
8	-	SUGAR DUMPLING—Sam Cooke, RCA Victor 8631
9	-	NO PITY (In the Naked City)—Jackie Wilson, Brunswick 55280
10	-	HELP—Beatles, Capitol 5476
11	-	LIKE A ROLLING STONE—Bob Dylan, Columbia 43346
12	-	RIDE YOUR PONY—Lee Dorsey, Amy 927
13	-	LET'S DO IT OVER—Joe Simon, Vee Jay 694
14	-	TOO MANY RIVERS—Brenda Lee, Decca 31792
15	-	IN THE MIDNIGHT HOUR—Wilson Pickett, Atlantic 2289
16	-	NEW ORLEANS—Eddie Hodges, Aurora 153
17	-	SAVE YOUR HEART FOR ME—Gary Lewis & the Playboys, Liberty 55809
18	-	I'M HENRY VIII, I AM—Herman's Hermits, MGM 13367
19	-	WHAT'S NEW PUSSYCAT?—Tom Jones, Parrot 9765
20	-	TAKE ME BACK—Little Anthony & the Imperials, DCP 1136
21	-	(I Can't Get No) SATISFACTION—Rolling Stones, London 9766
22	-	AGENT OO-SOUL—Edwin Starr, Ric-Tic 103
23	-	YOU'RE GONNA MAKE ME CRY—O. V. Wright, Back Beat 548
24	-	YES I'M READY—Barbara Mason, Arctic 105
25	-	LAUGH AT ME—Sonny, Atco 6369
26	-	I CAN'T HELP MYSELF—Four Tops, Motown 1076
27	-	DOWN IN THE BOONDOCKS—Billy Joe Royal, Columbia 43305
28	-	ALL I REALLY WANT TO DO—Byrds, Columbia 43332
29	-	IF I DIDN'T LOVE YOU—Chuck Jackson, Wand 188
30	-	ALL I REALLY WANT TO DO—Cher, Imperial 66114
31	-	WOLLY BULLY—Sam the Sham & the Pharaohs, MGM E 4297
32	-	BOOT-LEG—Booker T. & MG's, Stax 169
33	-	LOUIE LOUIE—Kingsmen, Wand 143
34	-	BABY I'M YOURS—Barbara Lewis, Atlantic 2283
35	-	YOU TURN ME ON—Ian Whitcomb, Tower 134
36	-	DON'T JUST STAND THERE—Patty Duke, United Artists 875
37	-	PRETTY LITTLE BABY—Marvin Gaye, Tamla 54117
38	-	RESPECT—Otis Redding, Volt 128
39	-	SINCE I LOST MY BABY—Temptations, Gordy 7043

## NEW YORK

TW	LW	TITLE, Artist, Label & No.
1	-	I GOT YOU BABE—Sonny & Cher, Atco 6359
2	-	IT'S THE SAME OLD SONG—Four Tops, Motown 1081
3	-	HELP—Beatles, Capitol 5476
4	-	(I Can't Get No) SATISFACTION—Rolling Stones, London 9766
5	-	CALIFORNIA GIRLS—Beach Boys, Capitol 5464
6	-	I'M A HAPPY MAN—Jive Five, United Artists 853
7	-	NOTHING BUT HEARTACHES—Supremes, Motown 1080
8	-	UNCHAINED MELODY—Righteous Brothers, Phillies 129
9	-	IN THE MIDNIGHT HOUR—Wilson Pickett, Atlantic 2289
10	-	LIKE A ROLLING STONE—Bob Dylan, Columbia 43346
11	-	PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
12	-	WHAT'S NEW PUSSYCAT?—Tom Jones, Parrot 9765
13	-	BABY I'M YOURS—Barbara Lewis, Atlantic 2283
14	-	TRACKS OF MY TEARS—Miracles, Tamla 54118
15	-	SAVE YOUR HEART FOR ME—Gary Lewis & the Playboys, Liberty 55809
16	-	ALL I REALLY WANT TO DO—Byrds, Columbia 43332
17	-	CARA MIA—Jay & the Americans, United Artists 881
18	-	DON'T JUST STAND THERE—Patty Duke, United Artists 875
19	-	HOLD ME, THRILL ME, KISS ME—Mel Carter, Imperial 66113
20	-	TWO DIFFERENT WORLDS—Lenny Welch, Kapp 689
21	-	SHAKE AND FINGERPOP—Jr. Walker & the All Stars, Soul 35013
22	-	DOWN IN THE BOONDOCKS—Billy Joe Royal, Columbia 43305
23	-	WE GOTTA GET OUT OF THIS PLACE—Animals, MGM 13382
24	-	EVE OF DESTRUCTION—Barry McGuire, Dunhill 4009
25	-	ALL I REALLY WANT TO DO—Cher, Imperial 66114
26	-	I'M HENRY VIII, I AM—Herman's Hermits, MGM 13367
27	-	YOU WERE ON MY MIND—We Five, A&M 770
28	-	I CAN'T HELP MYSELF—Four Tops, Motown 1076
29	-	ONLY THOSE IN LOVE—Baby Washington, Sue 129
30	-	YOU'RE GONNA MAKE ME CRY—O. V. Wright, Back Beat 548
31	-	YOU'RE THE REASON—Gerry & the Pacemakers, Laurie 3313
32	-	SAD, SAD GIRL—Barbara Mason, Arctic 108
33	-	FOR YOUR LOVE—Sam & Bill, Joda 100
34	-	I WANT CANDY—Strangeloves, Bang 501
35	-	WITH THESE HANDS—Tom Jones, Parrot 9787
36	-	IT'S TOO LATE, BABY TOO LATE—Arthur Prysock, Old Town 1183
37	-	SOUL HUMMING—Dixie Drifter, Roulette 4641
38	-	SUGAR DUMPLING—Sam Cooke, RCA Victor 8631
39	-	I LIKE IT LIKE THAT—Dave Clark Five, Epic 9811
40	-	YOU'VE GOT YOUR TROUBLES—Fortunes, Press 9773

## PHILADELPHIA

TW	LW	TITLE, Artist, Label & No.
1	-	THE "IN" CROWD—Ramsey Lewis Trio, Argo 5506
2	-	IT'S THE SAME OLD SONG—Four Tops, Motown 1081
3	-	EVE OF DESTRUCTION—Barry McGuire, Dunhill 4009
4	-	I GOT YOU BABE—Sonny & Cher, Atco 6359
5	-	PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
6	-	UNCHAINED MELODY—Righteous Brothers, Phillies 129
7	-	NOTHING BUT HEARTACHES—Supremes, Motown 1080
8	-	HELP—Beatles, Capitol 5476
9	-	TRACKS OF MY TEARS—Miracles, Tamla 54118
10	-	SINCE I LOST MY BABY—Temptations, Gordy 7043
11	-	SAVE YOUR HEART FOR ME—Gary Lewis & the Playboys, Liberty 55809
12	-	FIRST I LOOK AT THE PURSE—Contours, Gordy 7044
13	-	WHAT'S NEW PUSSYCAT?—Tom Jones, Parrot 9765
14	-	I'M A HAPPY MAN—Jive Five, United Artists 853
15	-	I'LL ALWAYS LOVE YOU—Spinners, Motown 1078
16	-	STORM WARNING—Volcanos, Arctic 106
17	-	DOWN BY THE OCEAN—Exceptions, Cameo 378
18	-	HOLD ME, THRILL ME, KISS ME—Mel Carter, Imperial 66113
19	-	1-2-3—Len Barry, Decca 31827
20	-	(I Can't Get No) SATISFACTION—Rolling Stones, London 9766
21	-	CANDY—Asters, Stax 170
22	-	SAD, SAD GIRL—Barbara Mason, Arctic 108
23	-	CALIFORNIA GIRLS—Beach Boys, Capitol 5464
24	-	HANG ON SLOOPY—McCoys, Bang 506
25	-	THE WAY OF LOVE—Kathy Kirby, Parrot 9775
26	-	LIKE A ROLLING STONE—Bob Dylan, Columbia 43346
27	-	DOWN IN THE BOONDOCKS—Billy Joe Royal, Columbia 43305
28	-	IT AIN'T ME BABE—Turtles, White Whale 222
29	-	I'M HENRY VIII, I AM—Herman's Hermits, MGM 13367
30	-	IT'S GONNA TAKE A MIRACLE—Royalettes, MGM 13366
31	-	IT'S A MAN DOWN THERE—G. L. Crockett, 4 Brothers 445
32	-	WHERE WERE YOU WHEN I NEEDED YOU—Jerry Vale, Columbia 43337
33	-	HUNG ON YOU—Righteous Brothers, Phillies 129
34	-	DANGER HEARTBREAK DEAD AHEAD—Marvelettes, Tamla 54120
35	-	LIAR, LIAR—Castaways, Soma 1433
36	-	IN THE MIDNIGHT HOUR—Wilson Pickett, Atlantic 2289
37	-	SHAKE AND FINGERPOP—Jr. Walker & the All Stars, Soul 35013
38	-	DON'T JUST STAND THERE—Patty Duke, United Artists 875
39	-	YOU'RE GONNA MAKE ME CRY—O. V. Wright, Back Beat 548
40	-	DO YOU BELIEVE IN MAGIC—Clark' Spoon, Kama-Sutra 201

## PITTSBURGH

TW	LW	TITLE, Artist, Label & No.
1	-	I GOT YOU BABE—Sonny & Cher, Atco 6359
2	-	CALIFORNIA GIRLS—Beach Boys, Capitol 5464
3	-	UNCHAINED MELODY—Righteous Brothers, Phillies 129
4	-	HELP—Beatles, Capitol 5476
5	-	EVE OF DESTRUCTION—Barry McGuire, Dunhill 4009
6	-	LIKE A ROLLING STONE—Bob Dylan, Columbia 43346
7	-	TRACKS OF MY TEARS—Miracles, Tamla 54118
8	-	SINCE I LOST MY BABY—Temptations, Gordy 7043
9	-	IT'S GONNA TAKE A MIRACLE—Royalettes, MGM 13366
10	-	SAVE YOUR HEART FOR ME—Gary Lewis & the Playboys, Liberty 55809
11	-	ALL I REALLY WANT TO DO—Byrds, Columbia 43332
12	-	IT'S THE SAME OLD SONG—Four Tops, Motown 1081
13	-	DOWN IN THE BOONDOCKS—Billy Joe Royal, Columbia 43305
14	-	PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
15	-	CATCH US IF YOU CAN—Dave Clark Five, Epic 9833
16	-	DON'T JUST STAND THERE—Patty Duke, United Artists 875
17	-	SAD, SAD GIRL—Barbara Mason, Arctic 108
18	-	THE "IN" CROWD—Ramsey Lewis Trio, Argo 5506
19	-	YOU'RE THE ONE—Vogues, Co & Co 229
20	-	TAKE ME BACK—Little Anthony & the Imperials, DCP 1136
21	-	WHAT'S NEW PUSSYCAT?—Tom Jones, Parrot 9765
22	-	LAUGH AT ME—Sonny, Atco 6369
23	-	NOTHING BUT HEARTACHES—Supremes, Motown 1080
24	-	IT AIN'T ME BABE—Turtles, White Whale 222
25	-	THEME FROM "A SUMMER PLACE"—Lettermen, Capitol 5437
26	-	ACTION—Freddie Cannon, Warner Bros. 5645
27	-	(I Can't Get No) SATISFACTION—Rolling Stones, London 9766
28	-	YOU'D BETTER COME HOME—Petula Clark, Warner Bros. 5643
29	-	HANG ON SLOOPY—McCoys, Bang 406
30	-	YOU'VE GOT YOUR TROUBLES—Fortunes, Press 9773
31	-	WE'RE DOING FINE—Dee Dee Warwick, Blue Rock 4027
32	-	I'M A FOOL—Dino, Desi & Billy, Reprise 0367
33	-	AGENT OO-SOUL—Edwin Starr, Ric-Tic 103
34	-	YOU WERE ON MY MIND—We Five, A&M 770
35	-	I'M A HAPPY MAN—Jive Five, United Artists 853
36	-	SHAKE AND FINGERPOP—Jr. Walker & the All Stars, Soul 35013
37	-	I WANT CANDY—Strangeloves, Bang 501
38	-	I'M HENRY VIII, I AM—Herman's Hermits, MGM 13367
39	-	HOLD ME, THRILL ME, KISS ME—Mel Carter, Imperial 66113
40	-	HOLD ME, THRILL ME, KISS ME—Mel Carter, Imperial 66113

HE'S BACK... WHERE THE ACTION IS

TONY MARTIN with

"THE BIGGER YOUR HEART IS

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## CLEVELAND

TW	LW	TITLE, Artist, Label & No.
1		I GOT YOU BABE—Sonny & Cher, Atco 6359
2		HELP—Beatles, Capitol 5476
3		CALIFORNIA GIRLS—Beach Boys, Capitol 5464
4		HANG ON SLOOPY—McCoys, Bang 506
5		SAVE YOUR HEART FOR ME—Gary Lewis & the Playboys, Liberty 55809
6		YOU WERE ON MY MIND—We Five, A&M 770
7		LIKE A ROLLING STONE—Bob Dylan, Columbia 43346
8		DOWN IN THE BOONDOCKS—Billy Joe Royal, Columbia 53305
9		UNCHAINED MELODY—Righteous Brothers, Phillies 129
10		IT AIN'T ME BABE—Turtles, White Whale 222
11		I'M U FOOL—Dino, Desi & Billy, Reprise 0367
12		YOU'D BETTER COME HOME—Petula Clark, Warner Bros. 5643
13		HOLD ME, THRILL ME, KISS ME—Mel Carter, Imperial 66113
14		ALL I REALLY WANT TO DO—Cher, Imperial 66114
15		ACTION—Freddie Cannon, Warner Bros. 5645
16		TRACKS OF MY TEARS—Miracles, Tamla 54118
17		NOTHING BUT HEARTACHES—Supremes, Motown 1080
18		(I Can't Get No) SATISFACTION—Rolling Stones, London 5506
19		THE "IN" CROWD—Ramsey Lewis Trio, Argo 5506
20		DON'T JUST STAND THERE—Patty Duke, United Artists 875
21		AGENT OO-SOUL—Edwin Starr, Ric-Tic 103
22		WHAT'S NEW PUSSYCAT?—Tom Jones, Parrot 9765
23		I'M HENRY VIII, I AM—Herman's Hermits, MGM 13367
24		LAUGH AT ME—Sonny, Atco 6369
25		I LIKE IT LIKE THAT—Dave Clark Five, Epic 9811
26		WE'RE DOING FINE—Dee Dee Warwick, Blue Rock 4027
27		IN THE MIDNIGHT HOUR—Wilson Pickett, Atlantic 2289
28		SINCE I LOST MY BABY—Temptations, Gordy 7043
29		TOO HOT TO HOLD—Major Lance, Okeh 7226
30		IT'S TOO LATE, BABY TOO LATE—Arthur Prysock, Old Town 1183
31		HEARTFULL OF SOUL—Yardbirds, Epic 9823
32		YOU BETTER GO—Derek Martin, Roulette 4631
33		PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
34		YOU TELL ME WHY—Beau Brummels, Autumn 16
35		CARA MIA—Jay & the Americans, United Artists 881
36		A LITTLE YOU—Freddie & the Dreamers, Mercury 72462
37		IF I DIDN'T LOVE YOU—Chuck Jackson, Wand 188
38		YOU'VE BEEN IN LOVE TOO LONG—Martha & the Vandellas, Gordy 7045
39		I LIVE FOR THE SUN—Sunrays, Tower 148
40		CATCH US IF YOU CAN—Dave Clark Five, Epic 9833

## DETROIT

TW	LW	TITLE, Artist, Label & Number
1		UNCHAINED MELODY—Righteous Brothers, Phillies 129
2		I GOT YOU BABE—Sonny & Cher, Atco 6359
3		LIKE A ROLLING STONE—Bob Dylan, Columbia 43346
4		YOU WERE ON MY MIND—We Five, A&M 770
5		THE "IN" CROWD—Ramsey Lewis Trio, Argo 5506
6		AGENT OO-SOUL—Edwin Starr, Ric-Tic 103
7		SINCE I LOST MY BABY—Temptations, Gordy 7043
8		EVE OF DESTRUCTION—Barry McGuire, Dunhill 4009
9		HELP—Beatles, Capitol 5476
10		TRACKS OF MY TEARS—Miracles, Tamla 54118
11		IT AIN'T ME BABE—Turtles, White Whale 222
12		FIRST I LOOK AT THE PURSE—Controus, Gordy 7044
13		HOLD ME, THRILL ME, KISS ME—Mel Carter, Imperial 66113
14		ALL I REALLY WANT TO DO—Cher, Imperial 66114
15		IT'S THE SAME OLD SONG—Four Tops, Motown 1081
16		PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
17		HUNGRY FOR LOVE—San Remo Golden Strings, Ric-Tic 104
18		CALIFORNIA GIRLS—Beach Boys, Capitol 5464
19		SUGAR DUMPLING—Sam Cooke, RCA Victor 8631
20		NOBODY KNOWS WHAT'S GOIN' ON—Chiffons, Laurie 3301
21		YOU TELL ME WHY—Beau Brummels, Autumn 16
22		I'LL ALWAYS LOVE YOU—Spinners, Motown 1078
23		DOWN IN THE BOONDOCKS—Billy Joe Royal, Columbia 43305
24		PRETTY LITTLE BABY—Marvin Gaye, Tamla 54117
25		MY GIRL SLOOPY—Little Caesar & the Consuls, Mala 512
26		NOTHING BUT HEARTACHES—Supremes, Motown 1080
27		CATCH US IF YOU CAN—Dave Clark Five, Epic 9833
28		SHAKE AND FINGERPOP—Jr. Walker & the All Stars, Soul 35013
29		IN THE MIDNIGHT HOUR—Solomon Burke, Atlantic 2289
30		TOO HOT TO HOLD—Major Lance, Okeh 7226
31		SOUL HEAVEN—Dixie Drifter, Roulette 4641
32		YOU'RE THE REASON—Gerry & the Pacemakers, Laurie 3313
33		HANG ON SLOOPY—McCoys, Bang 506
34		LIAR, LIAR—Castaways, Soma 1433
35		I WANT TO (Do Everything for You)—Joe Tex, Dial 4016
36		YOU'VE BEEN IN LOVE TOO LONG—Martha & the Vandellas, Gordy 7045
37		YOU BETTER GO—Derek Martin, Roulette 4631
38		ACTION—Freddie Cannon, Warner Bros. 5645
39		ANNIE FANNY—Kingsmen, Wand 189
40		WE CAN DO IT—Jackie Ross, Chess 1940

## LOS ANGELES

TW	LW	TITLE, Artist, Label & No.
1		LIKE A ROLLING STONE—Bob Dylan, Columbia 43346
2		EVE OF DESTRUCTION—Barry McGuire, Dunhill 4009
3		BABY I'M YOURS—Barbara Lewis, Atlantic 2283
4		IT'S THE SAME OLD SONG—Four Tops, Motown 1081
5		HELP—Beatles, Capitol 5476
6		YOU WERE ON MY MIND—We Five, A&M 770
7		UNCHAINED MELODY—Righteous Brothers, Phillies 129
8		I GOT YOU BABE—Sonny & Cher, Atco 6359
9		CALIFORNIA GIRLS—Beach Boys, Capitol 5464
10		PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
11		LAUGH AT ME—Sonny, Atco 6369
12		NOTHING BUT HEARTACHES—Supremes, Motown 1080
13		TRACKS OF MY TEARS—Miracles, Tamla 54118
14		DOWN IN THE BOONDOCKS—Billy Joe Royal, Columbia 43305
15		IN THE MIDNIGHT HOUR—Wilson Pickett, Atlantic 2289
16		IT AIN'T ME BABE—Turtles, White Whale 222
17		HUNG ON YOU—Righteous Brothers, Phillies 129
18		SUMMER NIGHTS—Marianne Faithfull, London 8790
19		DO YOU BELIEVE IN MAGIC—Lovin' Spoonful, Kama Sutra 201
20		LIAR, LIAR—Castaways, Soma 1433
21		THE "IN" CROWD—Ramsey Lewis Trio, Argo 5506
22		TAKE ME FOR A LITTLE WHILE—Eve Sands, Blue Cat 118
23		AS I SIT HERE—Whispers, Dore 740
24		TAKE ME BACK—Little Anthony & the Imperials, DCP 1136
25		ALL I REALLY WANT TO DO—Cher, Imperial 66114
26		SINCE I LOST MY BABY—Temptations, Gordy 7043
27		HEARTFULL OF SOUL—Yardstick, Epic 9823
28		ROSES AND RAINBOWS—Danny Hutton, HBR 447
29		YOU'RE GONNA MAKE ME CRY—O. V. Wright, Back Beat 548
30		JU JU HANDS—Sam the Sham & the Pharaohs, MGM 13364
31		HOLD ME, THRILL ME, KISS ME—Mel Carter, Imperial 66113
32		IT'S A MAN DOWN THERE—G. L. Crockett, 4 Brothers 445
33		AGENT OO-SOUL—Edwin Starr, Ric-Tic 103
34		I NEED YOU—Impressions, ABC-Paramount 10710
35		(I Can't Get No) SATISFACTION—Rolling Stones, London 9756
36		WE GOTTA GET OUT OF THIS PLACE—Animals, MGM 13382
37		IT'S TOO LATE, BABY TOO LATE—Arthur Prysock, Old Town 1183
38		LET HER RANCE—Bobby Fuller Four, Liberty 55812
39		I'LL ALWAYS LOVE YOU—Spinners, Motown 1078
40		YOU TELL ME WHY—Beau Brummels, Autumn 16

## MIAMI

TW	LW	TITLE, Artist, Label & No.
1		LIKE A ROLLING STONE—Bob Dylan, Columbia 43346
2		I GOT YOU BABE—Sonny & Cher, Atco 6359
3		HELP—Beatles, Capitol 5476
4		HOLD ME, THRILL ME, KISS ME—Mel Carter, Imperial 66113
5		BABY I'M YOURS—Barbara Lewis, Atlantic 2283
6		PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
7		YOU WERE ON MY MIND—We Five, A&M 770
8		IT AIN'T ME BABE—Turtles, White Whale 222
9		NOTHING BUT HEARTACHES—Supremes, Motown 1080
10		UNCHAINED MELODY—Righteous Brothers, Phillies 129
11		ALL I REALLY WANT TO DO—Cher, Imperial 66114
12		CALIFORNIA GIRLS—Beach Boys, Capitol 5464
13		DON'T JUST STAND THERE—Patty Duke, United Artists 875
14		ACTION—Freddie Cannon, Warner Bros. 5645
15		SUGAR DUMPLING—Sam Cooke, RCA Victor 8631
16		IT'S THE SAME OLD SONG—Four Tops, Motown 1081
17		SURFER JOE—Surfaris, Dot 16757
18		YOU'RE GONNA MAKE ME CRY—O. V. Wright, Back Beat 548
19		I'M HENRY VIII, I AM—Herman's Hermits, MGM 13367
20		(I Can't Get No) SATISFACTION—Rolling Stones, London 9766
21		THE "IN" CROWD—Ramsey Lewis Trio, ARGO 5506
22		SAVE YOUR HEART FOR ME—Gary Lewis & the Playboys, Liberty 55809
23		I'M A FOOL—Dino, Desi & Billy, Reprise 0367
24		CATCH US IF YOU CAN—Dave Clark Five, Epic 9833
25		I'M A HAPPY MAN—Jive Five, United Artists 853
26		IT'S A MAN DOWN THERE—G. L. Crockett, 4 Brothers 445
27		TRACKS OF MY TEARS—Miracles, Tamla 54118
28		SOUL HEAVEN—Dixie Drifter, Roulette 4641
29		SINCE I LOST MY BABY—Temptations, Gordy 7043
30		LOOKING THROUGH THE EYES OF LOVE—Gene Pitney, Musicor 1103
31		WHAT'S NEW PUSSYCAT?—Tom Jones, Parrot 9765
32		DOWN IN THE BOONDOCKS—Billy Joe Royal, Columbia 43305
33		CARA MIA—Jay & the Americans, United Artists 881
34		I WANT TO (Do Everything for You)—Joe Tex, Dial 4016
35		THESE HANDS (SMALL BUT MIGHTY)—Bobby Bland, Duke 385
36		IF I DIDN'T LOVE YOU—Chuck Jackson, Wand 188
37		I NEED YOU—Impressions, ABC-Paramount 10710
38		ALRIGHT—Legends, Parrot 45011
39		SOME ENCHANTED EVENING—Jay & the Americans, United Artists 919
40		I'M THE MAN DOWN THERE—Jimmy Reed, Vee Jay 702

## SAN FRANCISCO

TW	LW	TITLE, Artist, Label & No.
1		I GOT YOU BABE—Sonny & Cher, Atco 6359
2		LIKE A ROLLING STONE—Bob Dylan, Columbia 43346
3		EVE OF DESTRUCTION—Barry McGuire, Dunhill 4009
4		YOU WERE ON MY MIND—We Five, A&M 770
5		BABY I'M YOURS—Barbara Lewis, Atlantic 2283
6		THE "IN" CROWD—Ramsey Lewis Trio, Argo 5506
7		UNCHAINED MELODY—Righteous Brothers, Phillies 129
8		HELP—Beatles, Capitol 5476
9		CALIFORNIA GIRLS—Beach Boys, Capitol 5464
10		SAVE YOUR HEART FOR ME—Gary Lewis & the Playboys, Liberty 55809
11		MY GIRL SLOOPY—Little Caesar & the Consuls, Mala 512
12		ALL I REALLY WANT TO DO—Cher, Imperial 66114
13		HOLD ME, THRILL ME, KISS ME—Mel Carter, Imperial 66113
14		IT'S THE SAME OLD SONG—Four Tops, Motown 1081
15		YOU'VE GOT YOUR TROUBLES—Fortunes, Press 9773
16		NOTHING BUT HEARTACHES—Supremes, Motown 1080
17		HOUSTON—Dean Martin, Reprise 0393
18		DON'T JUST STAND THERE—Patty Duke, United Artists 875
19		IT AIN'T ME BABE—Turtles, White Whale 222
20		I'M DOWN—Beatles, Capitol 5476
21		SUMMER NIGHTS—Marianne Faithfull, London 8790
22		LIAR, LIAR—Castaways, Soma 1433
23		CATCH US IF YOU CAN—Dave Clark Five, Epic 9833
24		ACTION—Freddie Cannon, Warner Bros., 5645
25		SINCE I LOST MY BABY—Temptations, Gordy 7043
26		(I Can't Get No) SATISFACTION—Rolling Stones, London 9766
27		LAUGH AT ME—Sonny, Atco 6369
28		TRACKS OF MY TEARS—Miracles, Tamla 54118
29		I'M A HAPPY MAN—Jive Five, United Artists 853
30		I WANT TO (Do Everything for You)—Joe Tex, Dial 4016
31		YOU'RE GONNA MAKE ME CRY—O. V. Wright, Back Beat 548
32		IN THE MIDNIGHT HOUR—Wilson Pickett, Atlantic 2289
33		AGENT OO-SOUL—Edwin Starr, Ric-Tic 103
34		IT'S TOO LATE, BABY TOO LATE—Arthur Prysock, Old Town 1183
35		IT'S A MAN DOWN THERE—G. L. Crockett, 4 Brothers 445
36		SHAKE AND FINGERPOP—Jr. Walker & the All Stars, Soul 35013
37		WITH THESE HANDS—Tom Jones, Parrot 9767
38		I'M A FOOL—Dino, Desi & Billy, Reprise 0367
39		WHAT'S NEW PUSSYCAT?—Tom Jones, Parrot 9765

## SEATTLE

TW	LW	TITLE, Artist, Label & No.
1		I GOT YOU BABE—Sonny & Cher, Atco 6359
2		EVE OF DESTRUCTION—Barry McGuire, Dunhill 4009
3		LIKE A ROLLING STONE—Bob Dylan, Columbia 43346
4		HELP—Beatles, Capitol 5476
5		CALIFORNIA GIRLS—Beach Boys, Capitol 5464
6		I'M HENRY VIII, I AM—Herman's Hermits, MGM 13367
7		SAVE YOUR HEART FOR ME—Gary Lewis & the Playboys, Liberty 55809
8		PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
9		BABY I'M YOURS—Barbara Lewis, Atlantic 2283
10		ALL I REALLY WANT TO DO—Cher, Imperial 66114
11		GLORIA—Them, Parrot 9727
12		ACTION—Freddie Cannon, Warner Bros. 5645
13		IT AIN'T ME BABE—Turtles, White Whale 222
14		LITTLE SALLY TEASE—Don & the Good-Times, Dunhill 4008
15		(I Can't Get No) SATISFACTION—Rolling Stones, London 9766
16		I LIVE FOR THE SUN—Sunrays, Tower 148
17		DON'T JUST STAND THERE—Patty Duke, United Artists 875
18		I LIKE IT LIKE THAT—Dave Clark Five, Epic 9811
19		YOU WERE ON MY MIND—We Five, A&M 770
20		WE GOTTA GET OUT OF THIS PLACE—Animals, MGM 13382
21		MY GIRL SLOOPY—Little Caesar & Consuls, Mala 512
22		WHAT'S NEW PUSSYCAT?—Tom Jones, Parrot 9765
23		HOUSTON—Rean Martin, Reprise 0393
24		IT'S THE SAME OLD SONG—Four Tops, Motown 1081
25		UNCHAINED MELODY—Righteous Brothers, Phillies 129
26		HOLD ME, THRILL ME, KISS ME—Mel Carter, Imperial 66113
27		NOTHING BUT HEARTACHES—Supremes, Motown 1080
28		I'M A FOOL—Dino, Desi & Billy, Reprise 0367
29		THE "IN" CROWD—Ramsey Lewis Trio, Argo 5506
30		LAUGH AT ME—Sonny, Atco 6369
31		AGENT OO-SOUL—Edwin Starr, Ric-Tic 103
32		ANNIE FANNY—Kingsmen, Wand 189
33		N-N-NERVOUS—Jan Whitcomb, Tower 155
34		LOUIE LOUIE—Kingsmen, Wand 143
35		YOU'VE GOT YOUR TROUBLES—Fortunes, Press 9773
36		CATCH US IF YOU CAN—Dave Clark Five, Epic 9833
37		YES I'M READY—Barbara Mason, Arctic 105
38		LOOKING THROUGH THE EYES OF LOVE—Gene Pitney, Musicor 1103
39		TAKE ME BACK—Little Anthony & the Imperials, DCP 1136
40		WHO'LL BE NEXT IN LINE—Kinks, Reprise 0366

## ST. LOUIS

TW	LW	TITLE, Artist, Label & No.
1		THE "IN" CROWD—Ramsey Lewis Trio, Argo 5506
2		UNCHAINED MELODY—Righteous Brothers, Phillies 129
3		SINCE I LOST MY BABY—Temptations, Gordy 7043
4		TRACKS OF MY TEARS—Miracles, Tamla 54118
5		I GOT YOU BABE—Sonny & Cher, Atco 6359
6		(I Can't Get No) SATISFACTION—Rolling Stones, London 9766
7		HOLD ME, THRILL ME, KISS ME—Mel Carter, Imperial 66113
8		YES I'M READY—Barbara Mason, Arctic 105
9		HELP—Beatles, Capitol 5476
10		IT'S THE SAME OLD SONG—Four Tops, Motown 1081
11		I'M HENRY VIII, I AM—Herman's Hermits, MGM 13367
12		I WANT TO (Do Everything for You)—Joe Tex, Dial 4016
13		PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
14		ALL I REALLY WANT TO DO—Cher, Imperial 66114
15		WHAT'S NEW PUSSYCAT?—Tom Jones, Parrot 9765
16		WHAT THE WORLD NEEDS NOW IS LOVE—Jackie DeShannon, Imperial 66110
17		NOTHING BUT HEARTACHES—Supremes, Motown 1080
18		CALIFORNIA GIRLS—Beach Boys, Capitol 5464
19		SHAKE AND FINGERPOP—Jr. Walker & the All Stars, Soul 35013
20		YOU WERE ON MY MIND—We Five, A&M 770
21		DON'T JUST STAND THERE—Patty Duke, United Artists 875
22		HANG ON SLOOPY—McCoys, Bang 506
23		I CAN'T STAND TO SEE YOU CRY—Jerry Butler, Vee Jay 696
24		DOWN IN THE BOONDOCKS—Billy Joe Royal, Columbia 43305
25		YOU'RE GONNA MAKE ME CRY—O. V. Wright, Back Beat 548
26		I'M LOSING YOU—Aretha Franklin, Columbia 43333
27		AGENT OO-SOUL—Edwin Starr, Ric-Tic 103
28		IT'S THE SAME OLD SONG—Four Tops, Motown 1081
29		I LIKE IT LIKE THAT—Dave Clark Five, Epic 9811
30		PRETTY LITTLE BABY—Marvin Gaye, Tamla 54117
31		LOVE ME NOW—Brook Benton, Mercury 72446
32		I WANT CANDY—Strangeloves, Bang 501
33		I NEED YOU—Impressions, ABC-Paramount 10710
34		IF I DIDN'T LOVE YOU—Chuck Jackson, Wand 188
35		I CAN'T HELP MYSELF—Four Tops, Motown 1076
36		LET'S DO IT OVER—Joe Simon, Vee Jay 694
37		YOU BETTER GO—Derek Martin, Roulette 4631
38		I'M A FOOL—Dino, Desi & Billy, Reprise 0367
39		HOUSTON—Dean Martin, Reprise 0393
40		TOO HOT TO HOLD—Major Lance, Okeh 7226

## WASHINGTON

TW	LW	TITLE, Artist, Label & No.
1		HELP—Beatles, Capitol 5476
2		I GOT YOU BABE—Sonny & Cher, Atco 6359
3		IT'S THE SAME OLD SONG—Four Tops, Motown 1081
4		TRACKS OF MY TEARS—Miracles, Tamla 54118
5		PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
6		UNCHAINED MELODY—Righteous Brothers, Phillies 129
7		SAVE YOUR HEART FOR ME—Gary Lewis & the Playboys, Liberty 55809
8		IN THE MIDNIGHT HOUR—Wilson Pickett, Atlantic 2289
9		YOU WERE ON MY MIND—We Five, A&M 770
10		CALIFORNIA GIRLS—Beach Boys, Capitol 5464
11		BABY I'M YOURS—Barbara Lewis, Atlantic 2283
12		(I Can't Get No) SATISFACTION—Rolling Stones, London 9766
13		THE "IN" CROWD—Ramsey Lewis Trio, Argo 5506
14		LIKE A ROLLING STONE—Bob Dylan, Columbia 43346
1		



# 'Freshman' Rack Jobber Makes College Store 'Seat of Earning'

By HANK FOX

NEW YORK — The college market is big business for Collegiate Records, a national rack jobber serving college stores exclusively. In its 15 months of existence, Collegiate has expanded to 200 colleges across the nation, and according to Paul Goldin, the company's president, it hopes to have racks in 400 college stores by June 1966.

According to Goldin, "The college bookstore now sells a wide variety of items to the student body. Textbooks are no longer its prime commodity. And in many towns, the store is the main supplier of merchandise to the students. At the beginning of last year, I visualized the campus as being a good market for records."

Goldin, a 33-year-old economics and mathematics professor at the Drexel Institute of Technology, Philadelphia, got together with Louis Weinstein,

now vice-president and one of the principals, was manager of the Philadelphia branch of the Handleman Co.—the kingpin of the rack jobbers. Mr. Miller, a vice-president and sales manager, was a salesman for the Prudential Insurance Co., for which he sold \$2 million worth of insurance in just two years.

## Began Talking

The three began talking to college store managers, record companies and distributors throughout the country. By May 1964, they had racks in the bookstores of Drexel, City College of New York and several other Eastern schools.

Now, Collegiate services 200 colleges from the University of Miami and Florida State to the University of Maine to the University of Colorado. The Big Ten schools, smaller schools (Bryn Mawr, Haverford), and Dartmouth, Fordham, Georgia Institute of Technology, George Washington, Georgetown, Syracuse, Rutgers and New York University are a few of the colleges.

Goldin says that last week alone, they picked up 14 more colleges. "Seventy-five per cent of all schools we service never had racks before."

## Try to Be Competitive

"No matter what area we are in," he added, "be it a metropolis or an isolated town, we try to be competitive with the discount houses of the large cities, both in stock and price." Collegiate uses its own price code system. Its alphabet code is similar to that of the department stores and discount houses except that there is an extra category for budget records.

One reason for the rapid success of Collegiate is that college store managers are finding that selling records in a school must be treated as a business and not as a means of educating or "elevating" the cultural level of the students. The store manager who uses his own tastes in attempting to determine the music the students should hear is only causing them to shop elsewhere.

When asked about his record purchases, a Harpur College (Binghamton, N. Y.) student replied: "Our bookstore carries only spoken word records, so I buy my albums when I'm home — about every seventh week."

## Students Consumer Tastes

Goldin finds the college students' tastes "completely different" from that of the average consumer who shops at the local record store. "Some 80 per cent of our inventory consists of folk, classical, jazz, and show music. The other 20 per cent is mood, vocal and pop. Our stock is also quite comprehensive within each classification." Most record stores carry about 50 per cent mood, vocal and pop.

About the musical tastes of college students, Goldin says: "They do listen to rock 'n' roll. We find that records by the Beatles, the Rolling Stones, the Beach Boys, the Supremes and the Kinks sell extremely well. However, secondary artists don't sell."

At the City College of New York's bookstore, Josh Wolinsky of the record department agreed wholeheartedly with Goldin's remarks. They differ when Goldin says that budget records (mainly classical) do not appeal to the college crowd; but Wolinsky points to the large number of the budgets sold at CCNY.

New York's Columbia University carries only the budget line.

## Big Boost

The City College bookstore's record sales got a big boost when Collegiate took over the operations. The store was the first to be handled by Collegiate.

Currently operating with a \$20,000 stock of records, the store has several times carried as much as \$40,000 worth of stock, making it one of the largest in the nation on the college level. (The average bookstore carries a \$5,000-\$10,000 stock.) Now, with five complete turnovers each year, its sales total over \$100,000. City College and Syracuse are Collegiate's largest customers.

"It's true that a large percentage of our income stems from record sales," Wolinsky says. "But the scholastic needs of the student body comes first. Because of this we don't have time to talk to 50 record salesmen per week. The rack jobber eliminates this problem for us."

## Controls Inventory

"Before Collegiate came in," Wolinsky continued, "we had less turnover and more inventory." Collegiate lends the racks to the store, takes complete control of the inventory and restocks the shelves.

One feature of the store's contract with Collegiate is an unlimited exchange policy. But since Collegiate brings in only what it thinks will sell, the exchange rate is very low. Most record companies give a functional 10 per cent exchange allowance.

Collegiate also agreed to absorb, after six months, all previous stock that did not sell—a most attractive part of the package.

## Employs 27 Men

The firm employs 27 salaried men throughout the country. Each week, a company representative visits all the college stores in his area. He keeps close track of the inventory and sends back sales statistics to the main office in New Jersey. There they are collated with the data from the other schools. When the sales of a particular album begin to climb, all stores are quickly stocked with that recording. The frequent visits of the representatives result in increased reshelving with new and fast-moving records.

Collegiate first became known to the main body of the college market through the National Association of College Stores. The association is made up of some 2,500 college stores in the 50 States and several hundred associate members of which Collegiate now has associate standing. Associate membership includes manufacturers and distributors of items sold in college stores. On a regional basis, the organization is reported to be very close-knit.

## Members Informed

A prime function of the NACS is to keep its members informed of the latest marketing innovations and products. It also seeks to eliminate any difficulties a store may encounter by sending in advisers. The advisers are store personnel who have already licked the problem involved. And when the difficulty relates to a product or the distribution of a product, it is more likely that an associate member will be recommended. Thus, a direct tie with the NACS is quite a



RIAA gold disk to Herman's Hermits for the million-seller, "Mrs. Brown You've Got a Lovely Daughter," at a recent convention of the label in New York. From left, Barry Whitman, Derek Leckenby, Herman, Karl Green, Keith Hopwood and Nasatir.

## H-B Costume Push Pays Off

HOLLYWOOD — Place two young men in Yogi Bear and Huckleberry Hound costumes, invite children to have albums autographed by the two cartoon characters and what are the results? "Record sales were up 150 per cent over any previous day in the store," reports Bob Canfield, Lansing, Mich., rack jobber who recently ran Hanna-Barbera Records' first costume promotion.

Based on this initial success, H-B Records general manager Don Bohanan has scheduled additional costume promotions around the country and hopes to have 50 such events within the

year. Costumes are on a loan basis.

Canfield's promotion was held at the Thrifty Acres Department Store in Kalamazoo. Bohanan revealed that similar promotions have been arranged with the Handleman Co. in Cleveland and Columbus, Ohio; in Milwaukee, Philadelphia and New York City.

Handleman's first venture with Yogi and Huckleberry took place two weeks ago at the Giant Tiger Department Store in Cleveland. The racker runs similar promotions this week in department stores in Cleveland and Columbus.

H-B's distributor in Milwaukee M&W, is working on a month-long coloring contest promotion through a key department outlet. The winning children and their parents will go to the city's chief amusement park as guests of the two cartoon characters. Top 40 station WOKY has been running spots for the contest.

H-B's Philadelphia outlet, Irv Pearlman's P&R Distributors, is setting up a costume promotion for September with the Wanamakers Department Store chain. A helicopter will fly the two characters to all six stores to autograph LP's.

Korvette's Fifth Avenue store in Manhattan will be the scene of a costume promotion this October. Cosnat Distributors is handling arrangements.

Bohanan also revealed that such by-product licensees as Ideal Toy (dolls and games) Purex Corp. (bubble baths, soaps) and Whitman Publishing (coloring books) are tying in with the promotion by lending their products as display items. These licensees will also set up H-B promotions in their own departments.

So far the label has costumes for two characters, but hopes to add more as additional characters are introduced. Each costume costs \$1,500.

## Etsel's Single Rights to MGM

NEW YORK—Mercury Records has withdrawn its claim of rights for exclusive distribution of Roy Etsel's single, "The Silence," giving MGM Records a clear field to sell and promote the German-produced disk.

This summer, MGM and Busse Musik, Munich firm which produced the record, signed an agreement giving MGM North American rights for its product.

The legal jockeying between the two labels held up MGM's promotion of the disk. Now MGM has launched a major promotion campaign in behalf of the German trumpet player.

## Kings Booked For Astrodome

HOLLYWOOD — The King Family has been booked into the Houston Astrodome Sunday, Sept. 19, opening the ball park to popular music acts. The Kings will present a 130-minute show. Terms include a \$35,000 guarantee plus percentage of up to 65 per cent of the gross. Astrodome's seating capacity is 46,700, but an additional 2,500 seats will be added for the show. The 37-member family will fly to Houston from Hollywood in a chartered jet.

## Big 3 Signs Vance, Pockriss

NEW YORK — The Big 3 Music Corp. has signed the songwriting team of Paul Vance and Lee Pockriss to an exclusive contract for their new songs and for their independent record production activity.

The agreement, in keeping with the publishing firm's move toward diversification, comes on the heels of the signing of songwriters Benjamin and Marcus.

Vance and Pockriss have written such pop hits as "Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini," "Catch a Falling Star" and "Calcutta."

## Bourne Purchase

NEW YORK — The Bourne Co. has bought the Walter Schumann catalog. The catalog consists mostly of folk, spiritual and religious songs written by Jester Hairson and Walter Schumann. Handling the new catalog will be the Walter Schumann Music Corp., to operate as a subsidiary of Bourne.

Included in the catalog are "Amen," from the film "Lilies of the Field"; "Mary's Little Boy Chile" and "Elijah Rock."

## Hamilton Named

HOLLYWOOD—Bud Hamilton has been named product services manager for the Capitol Record Club. He will schedule album releases, with special emphasis of products from outside labels. He was with CRDC nine years before leaving last year to enter the retail business.



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Moonlight And Roses • Vic Dana • BST-8036 /BLP-2036



Anatomy Of Love • Vikki Carr • LST-7420 /LRP-3420



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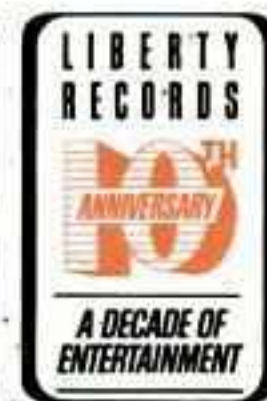


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# Columbia Has 21% Gain in Sales

• Continued from page 1

"Music From Mary Poppins," "Sound of Music," "My Fair Lady," etc.

Going on with his analysis, Lieberson noted that during the past six months the label acquired five RIAA gold records for performance by four artists. He also recapped the label's Grammy awards in various fields. A highlight on the classical end, he noted, was the showing of Vladimir Horowitz's

two-album package, "An Historic Return—Horowitz at Carnegie Hall"—which hit the pop charts less than a week after its release.

## Expands Facilities

To keep pace with expanded sales, Columbia plans an expansion of facilities. Fender is completing construction of a new factory in Fullerton, Calif. Also a manufacturing plant and distribution point has been completed in Santa Maria, Calif., and the service centers have

enlarged in Dallas, Cleveland and Pitman, N. J. Plans are underway for expanded facilities in Hollywood and Nashville. A new research and development center will also be built soon.

Lieberson also noted that the company has increased its facilities abroad, and that the Columbia Record Club, the world's largest mail-order operation, has grown. It now has a membership of 1,500,000.

# Revision Stumbling Blocks Cited

WASHINGTON—The Senate Copyrights Subcommittee heard last week that the raise in mechanical royalty rates on records, and the end of the juke box performance royalty exemption proposed in the 1965 copyright law revision, are among the thorny user-creator problems that will take some reconciling. At the same time (18), on the House side, broadcast association counsel Douglas Anello told Congressmen that broadcasters are unhappy with the "unnecessary" new copyright protection for records, and with the six-month limit on use of the ephemeral tapings by broadcasters.

After an introduction by Librarian of Congress L. Quincy Mumford, Copyright Office Register Abraham Kaminstein gave the Senate Copyrights Subcommittee a brief, urgent ac-

count of the need for copyright revision. At opening hearings under the chairmanship of Sen. John L. McClellan, the Copyright Register mentioned among the stumbling blocks to revision: record companies' dissatisfaction with the proposed raise in mechanical rates; elimination of the juke box performance exemption; and problems of copyright clearance for community antenna systems and educational broadcasters.

With 10 years' effort in reconciling creator-user conflicts behind him, Register Kaminstein celebrated his recovery from a heart attack brought on by rigors of revision by assuring the Senators that no problem in copyright is irreconcilable. Alternatives can be explored, answers can be found.

## Simple and Complex

Kaminstein said the conflict over the proposed raise in mechanical rates under compulsory licensing "a refreshingly simple one in some ways and an extremely complicated one in others." The new statute would retail compulsory licensing right of manufacturers to record copyrighted music already on record, by notice to the owner and payment of mechanical royalty—but the royalty ceiling is raised from 2 cents to 3 cents. The Copyright Office sees it as a straight economic issue on which the Senate subcommittee "will receive substantial quantities of statistical evidence."

In its Supplementary Report, the Copyright Office says: "The statutory rate should be at the high end of a range within which the parties can negotiate, now and in the future for actual payment of a rate that reflects market values at that time. It should not be so high, however, as to make it economically impractical for record producers to invoke the compulsory license if negotiations fail."

On the embattled juke box

exemption issue, Register Kaminstein told Senators of suggestions made during House copyright hearings. One was adding a mechanical fee for juke box records, to act in lieu of regular licensed performance royalty. Kaminstein realizes that record manufacturers are dead set against the idea of taking on the chores of book-keeping and collection on records designated for juke box use. But the Copyright Office has been told there are ways to manage without involving the manufacturers in payment procedures.

Another alternative would be for the juke box operator to buy special "stamps," and affix them to his records. He would buy from performance licensors "at a fixed rate . . . under statutory safeguards."

On the same day (18), on the House side, broadcaster spokesman Douglas Anello said manufacture of records is not a "creative" act deserving of copyright. The NAB attorney believes protection against "dubbing" (exact duplication of records by unauthorized persons) does not belong in the copyright law, because the protection relates to the ultimate "sale" of the record copied—not to its use by legitimate licensees.

However, the broadcast spokesman was not too upset over the record protection clause—the big fight had come earlier, during shaping of the bill, when broadcasters and copyright owners battled performance royalty fees for the play of the newly copyrighted recordings, to manufacturer-talent owners of the records. (Alan Livingston, Capitol Records president, had earlier made a strong case for performance royalty for the creative record put together by manufacturers and talent. He was scheduled to talk to the Senate group the day following Anello. (See separate story.)

## Want Limit

Broadcasters would like the six-month limit on use of ephemerals stretched to a year, before they had to be retired by broadcaster, or destroyed. Also broadcasters are afraid of being snared as infringers when taping records into programs, because of the new protection against dubbing records. They want the law to make it clear that licensed users are distinct from anyone copying records for resale purposes.

Broadcasters are still arguing for complete safeguards under the law for "innocent" infringements. They have won a proviso in the proposed new copyright law that a minimum of \$100

(Continued on page 57)

# THE JAZZ BEAT

If San Francisco is indeed an "incubator of talent" as nightclub owner-entrepreneur Frank Werber believes, then jazz is in for good times as the city becomes a major talent center.

A full-blown center for the arts is how Werber envisions the hilly city. His own club, the Trident, across the bay in picturesque Sausalito, is among the most popular jazz spots in the northern California metropolis. Werber's recent purchase of the Little Fox Theater on Pacific Street in San Francisco will shortly be the home for class jazz attractions. This new posh room will also cater to domestic and international artists of stature, Werber explained.

In addition to the Trident, which features Sunday matinee, a cool breeze off the bay and yachts tying up at the club's mooring dock, the jazz nightclub fraternity includes the Workshop, Matarador, Basin Street West and Tin Pan Alley.

The Trident specializes in new young acts; the Workshop the more established high-paying acts from Sonny Rollins to Hampton Hawes to Miles Davis. With the emphasis in the North Beach area—where the preponderance of clubs are located—on rock groups and enticing semi-nude waitresses and dancing girls, jazz has received a setback of sorts. But it's still a very strong part of the San Francisco cultural scene.

The Trident by the sea's top talent price is \$1,000 a week, with Werber providing artists "little extras" such as their own boat, housing and meals. This boy scout generosity keeps the artists happy, sunburned, well fed and in a good creative mood. Among the acts playing the Trident have been the Quartet Tres Bien, pianists Jean Hoffman, Vince Giraldo, Denny Zeitland, Bill Evans, trumpeter Jack Sheldon and vocalists Marion Montgomery and Jon Hendricks.

## Jazz Ensemble Backs

Backing Hendricks on a recent stint as a single were the Jazz Ensemble. This tandem was cut live at the club by Mercury and is a new LP release. Leader Jerry Grimelli, whose drum work caught Werber's ear, is a new artist to watch, Werber says. Managing the club is gentleman Lou Gangapoler, who toiled for 11 years in Manhattan at the Village Vanguard and was recruited by Werber to come West, man come West.

Jazz in San Francisco is kept alive by college students and those adults already indoctrinated. "Marin County has a high intellectual level," explains Werber straight-faced. What about the sexy girls dancing the jerk and frug on Broadway with guitars blasting away magnanimously? "It's a short-lived fad," Werber answers. "Those nightclub owners are the get-rich-quick operators. Some are not even from San Francisco."

The Trident's Sunday matinees (a little booze, sunshine and sounds) are held as formal affairs with the musicians dressed properly but the atmosphere relaxed. There is no admission for people swimming in out of the water or trotting through the front door. A \$1 admission is charged Friday-Saturday evenings.

Jazz talent associated with San Francisco features such world-traveling celebrities as Cal Tjader, Dave Brubeck, Mongo Santamaria, Vince Giraldo and now psychiatrist Denny Zeitland.

## Proud of KJAZ

The city is also proud of all-jazz station KJAZ-FM, started six years ago by owner Pat Henry in his kitchen. Things have become much classier for jazz broadcasters—Al Collins beams from KSFO's basement studios in the famous Fairmount and Jimmy Lyons airs his show from KPFC's Bush Street offices. Their combined exposure helps keep jazzophiles informed on important happenings.

**SOLOS:** Al (Jazzbo) Collins, KSFO's cherubic morning DJ, writes that he is going to record with organist Jimmy Smith in September for Verve. Collins' hip fairy tales for kids years ago were treasures on Coral. . . . Pete Rugolo's jazz-tinged score will be featured in the new NBC-TV series "Run for Your Life." Producer Joe Swirling and show creator Roy Huggins are jazz fans, thus the emphasis on a strong score. Scenes will depict nightclubs and such jazzmen as Benny Carter, Gerry Mulligan and the Brasil '65 group will be seen on camera. Other musicians will be set for future installments. Shades of "Peter Gunn!"

# Kittleson Joins RCA Division

NEW YORK—Barry Kittleson has been named manager, popular press and information, by Herb Helman, manager, public affairs, RCA Victor Record Division.

Kittleson's primary activities will be involved with the label's roster of pop, jazz, country and folk artists and their product, as well as original cast Broadway show albums and soundtrack albums.

Kittleson formerly was associate editor of Music Business magazine; prior to that he was assistant to the editors and a reporter at Billboard. He covered features ranging from classics to folk to jazz. He majored in music at the University of California, where he graduated.

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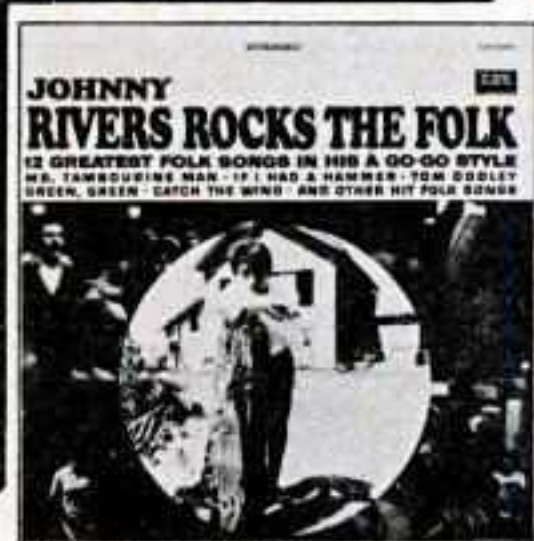


HOME-OFFICE BRIEFING: Ron Kass, center, newly named Liberty Records overseas operations director, met with Liberty's international sales chief Jerry Thomas, left, and corporate president Al Bennett, before flying to Europe to begin his new job. Kass was formerly international rep for Vee Jay. In his new job he will work out of London and handle all Liberty and affiliated firms, negotiating for new artists, copyrights and arranging artist tours.



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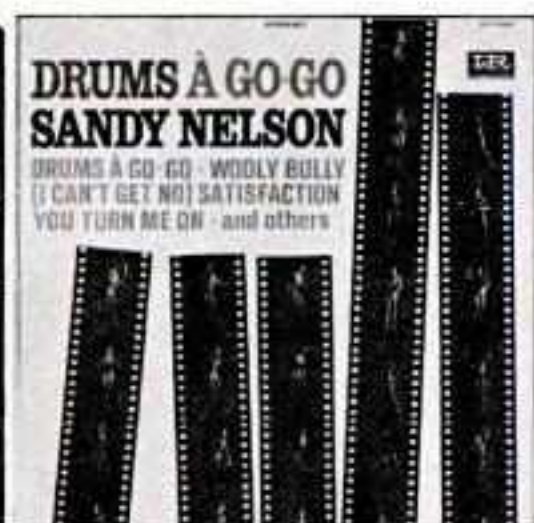
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**Reminiscing • Slim Whitman • LP-**  
LP-12288\* /LP-9288



**Hold Me, Thrill Me, Kiss Me • Mel**  
Carter • LP-12289\* /LP-9289



**Drums A Go-Go • Sandy Nelson •**  
LP-12287\* /LP-9287



**All I Really Want to Do • Chér • LP-**  
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**Trains And Boats And Planes • Billy**  
J. Kramer • LP-12291\* /LP-9291

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# TAPE CARTRIDGE TIPS

by Larry Finley

THE big question in everyone's mind is "Where is the market for tape cartridges today?"

Upon analyzing our first orders, we find many shipments are being made to distributors presently in the automobile stereo field who find that our catalog is more attractive and our cartridges of a superior quality as well as being lower priced than those they have been purchasing.

We are also shipping thousands of cartridges to record distributors who are realizing that the automobile stereo fad has caught on, and that there is tremendous cartridge business available in present retail record outlets.

We have also received orders from record stores and dealers in cities ranging from Beatrice, Nebraska, to practically every large metropolitan area.

The majority of our orders so far have been for the Fidelipac four track cartridge, however, there is an increasing daily demand for the Lear-Stereo eight track cartridge. Distributors all over the Nation are getting ready for the big new market which will start in the latter part of September. At this time approximately 6,800 Ford dealers will offer the stereo tape cartridge deck as optional equipment in the '66 lines.

Some are under the impression that only one record company is in the eight track business. This is a gross misconception, since there are two firms, and we are happy to be one of them.

ITCC is in active production with over 29 big name labels, and our lines consist of 639 single albums and 115 double albums at prices starting from \$2.98.

We feel the scope of big name artists that we represent on our variety of labels will help Ford dealers sell the concept of automobile stereo.

To clarify the confusion which exists in some areas, we have prepared a factual "News Letter" explaining the Fidelipac four track, as well as the Lear-Stereo eight and Orr-tronics eight track cartridges, and other facets of this new field.

We will be happy to send a complimentary copy to you, and we are sure that after reading it you will have a more thorough knowledge of this cartridge business which is so rapidly taking its place in the industry.



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# LBJ Partially Right, Says Chicago Trade

• Continued from page 1

desk for weeks, but we've had no word from manufacturers about what should be done," the buyer of a large chain operation complained here.

## Discounters Confused

With many of the list-price dealers—what few there are left—the excise price reductions were passed on in the form of lower list prices. But many of the discounters were too confused to take more than token action.

Andy Anderson, Record Center proprietor who still sells at list, said he's received a 2-cent reduction on singles and about a 10-cent reduction on albums.

"We've cut our singles prices from 98 to 94 cents and our \$3.98 albums to \$3.97," Anderson, complained, however, that the price reduction he was getting was apparently only about half of what should have been passed on.

## Publish 19-Cent Tax

"Decca used to publish a 19-cent excise tax in its catalog, but they are only cutting their album prices by 10 cents," he said.

Andersen noted that cutting the price of singles had spurred sales substantially. "A kid with \$2 now gets two records—not one. 'Albums, however, have not sold more, despite the discount," Andersen said. He said this was because "product is more important than price."

Howard Rosen, of Mid-America, large rack jobber here, said he had heard nothing on his floor refunds and the price reductions he received were "inconsistent."

As a consequence, Rosen said, he was unable to cut his list prices without going through a costly billing and computing operation.

"Everybody seems to keep a little and pass on a little," he noted.

The accounts Rosen services sell albums at a discount—anywhere from \$2.88 to \$3.49.

Rosen said he would feel more confident about passing on a price reduction after he gets his floor stock refunds.

## Knock Off a Little

Merrill Rose, of Rose Radio, large two-store discounter in the city's loop, noted he is "already selling at a lower price." We're knocking off a little, but we can't do much," he said.

Rose said he is buying singles for about 2 cents cheaper—58 cents instead of 60 cents—but is keeping his list price at about 79 cents. "We may cut a penny or two more," he said.

He said he is buying albums about 9 cents cheaper and has dropped his already discounted prices from \$2.88 to \$2.79 and from \$3.18 to \$3.08.

## No Price Cuts

Tom Bonfiglio, buyer for the large Goldblatt Brothers chain here, said he had received neither rebates nor lower prices from his supplier. The store is served by a rack jobber.

"We've been told the price cuts haven't been consistent and that we'll have to wait until the floor rebates are made," Bonfiglio said.

Fred Sipiora, head of Singer One-Stop, said that his singles prices were cut by 2 cents and that he had passed this on to his customers. Singer sells singles now for 58 cents.

On albums, Sipiora said prices were cut from 10 to 11 cents, depending on the supplier.

Sipiora said he had dropped his album prices based on a general average. His price to dealers on \$3.79 list albums is being dropped from about \$2.25 to about \$2.16.

# L.A. Dealers Blame Mfrs.

By ELIOT TIEGEL

LOS ANGELES — Record dealers have generally reduced their prices in line with the excise cut, but feel manufacturers have not completely passed on savings to them, according to a Billboard check of the area.

Music City's President Clyde Wallich said he was angry with the manufacturers for what he felt was their lack of passing on full savings. He plans talking singularly with each distributor and, if he gets no satisfaction, he indicated he might begin buying from other sources. He said he had passed on all savings to the consumer, but did not plan on getting hurt in both dollars and costs areas.

Garden Grove dealer Howard Judkins felt he was passing on more savings than the labels were giving him. "We were supposed to get 19-20 cents on an LP," Judkins said, "but the manufacturers only passed on 10 cents." There are still dealers who haven't reported their inventories back to all the manufacturers which has delayed the passing of rebates back to them, Judkins said.

Wayne Nugent, record buyer for the Sight and Sound operation in San Fernando Valley, said the store hadn't received any savings from the labels. He blasted the industry as being "slow and badly bogged down" in complying with the excise tax ruling. Nugent said he was so piqued at the labels that he wrote to all his distributors telling them he had already reported his inventories but hadn't

# LBJ Challenged By Manufacturers

• Continued from page 1

has been to drop the list from \$3.98 to \$3.79 on albums and from 98 cents to 94 cents on singles. But in the case of discounters, who do a large share of the retail business, the list price has never been honored. Some discounters have cut prices; others haven't.

When the excise tax reduction was announced, several manufacturers said they would not pass the savings on. However, they virtually all changed their minds within a few days when all the majors announced price cuts.

Some of the smaller independents and specialty labels may be holding the price line and pocketing the difference between pre-excise tax and post excise tax costs, but if there are any they account for a negligible percentage of the record business.

About the only way a uniform price cut could be presented to the public would be if the industry had a uniform pricing policy from manufacturer, to distributor, to dealer, to consumer. No such pricing policy exists.

received any rebates. The two-store chain lowered its prices in accordance with the new suggested list price.

## Receives No Refund

Al Spaulding of Inglewood Music said he hadn't received any refunds. His regular 25 per cent discount negated his passing on any further savings to consumers. We're as low as the lowest in town," he said. Anyone discounting has not passed on savings to the consumer, he added.

Mrs. Milt Harris of Phil Harris Records in Hollywood said her regular price has been 25 per cent off and that she was not doing anything further until many small labels joined the majors in reducing prices.

Jim Pitcher of Bartholomew Music in Glendale said he dropped his album and single prices to the new suggested list. He cited specialty labels as not yet reducing their prices.

# Letters to the Editor

Dear Sir:

Of late there have been an alarming number of selections in albums released by the major recording firms which use the word damn and hell.

I personally don't object to these words. However, they are appearing with such frequency that our announcers are becoming gun-shy of playing a newer album.

Since the albums we receive are stamped "For Demonstration Purposes Only," is it not possible for a notation of those cut numbers that have questionable words be pointed out?

We fully realize that the responsibility is in the hands of the individual stations. However, were it not for us, the sale of records would be in sad shape.

Hoping that this is taken in a proper light, I remain,

Cordially yours,  
RICH NEWMAN  
Program Director  
WTOT, Stanton, Va.

Dear Sir:

I just wanted to take this opportunity to congratulate you on the Country Music Awards night which you have set up with the Jimmy Dean show. It's a terrific idea and one that will promote country music to the entire nation.

All of us in country music appreciate the fine efforts your

publication is making to promote country music.

Warmest regards,  
NED MILLER  
Capitol Records

Dear Sir:

Your comment on the need for keeping Billboard survey sources confidential in the Aug. 7 issue is interesting—and factual.

In Dallas and St. Louis, we have found the Billboard Response Ratings to be informative and helpful. We don't always agree with all of the report, but we do believe it represents an unbiased analysis of the markets and is helpful to the industry.

John F. Box Jr.  
Managing Director  
Balaban Stations  
St. Louis

Dear Sir:

Just a line to let you know how much we appreciate your new feature—The Easy Listening Top 40—and we hope you'll continue it for a long time to come. We use it as a guide in our music programming.

Believe this is an excellent plus for your magazine because there must be many stations like ours that want to keep with the best selling records but still want to avoid the hard rock.

Many thanks again.

Sincerely,  
CHUCK NORMAN

# Most of N.Y. Mfrs. Comply

NEW YORK — Most of the record manufacturers followed through with President Johnson's excise tax cut program, record dealers reported here Friday. Some minor labels, however, did not.

John Hignins, manager and record buyer at G. Schirmer Music, said that when the major labels cut their prices, "we reduced all our prices. After about a week, we realized we weren't getting a reduction on several labels which we sell a great deal of. So we went back to using the normal prices on these items."

Sid Turk, a partner in Colony record store, said that he's received about half of the price cut called for—about 2 cents for singles and 10 cents for albums—and he's passing this on to consumers. He felt that no one could actually pin down a price cut in the record industry "because of so many deals and discounts being offered." He said some distributors—those of small labels—had not come down on their prices.

## Goody Receives Zero

Sam Goody, head of Sam Goody record stores, said: "We have received nothing. Zero. We were just notified of a price change by some record companies. Other record companies gave no price cut at all." But the firm generally cut prices in most of its outlets. Goody said that \$3.20 albums were lowered to \$3.19; he pointed out that this was already far discounted below list price.

"In highly competitive areas, our stores have been selling for some time at \$2.79," he said, "and I can't cut prices any more than that."

He said he was notified generally of 2-cent cuts on singles and 10-cent cuts on albums. He wasn't irritated that more of the excise cut hadn't been passed on to him. "I haven't any right to tell record companies what price they should sell their product for. At the same time, it's our right to sell at what price we feel like. We change our prices often—sometimes up, sometimes down—and nobody, including the government, can tell us what to sell for."

He wanted to know what had happened to the refunds that were supposed to be passed back for previous purchases. "Everybody says wait. Only RCA Victor has taken our invoices and said they'll process them, but we've not received any money."

Liberty Music Shops' Oscar Gartenberg, controller, said that the major labels had cut their prices and Liberty was passing these cuts along to the consumer. "In fact, we're running a sale right now."

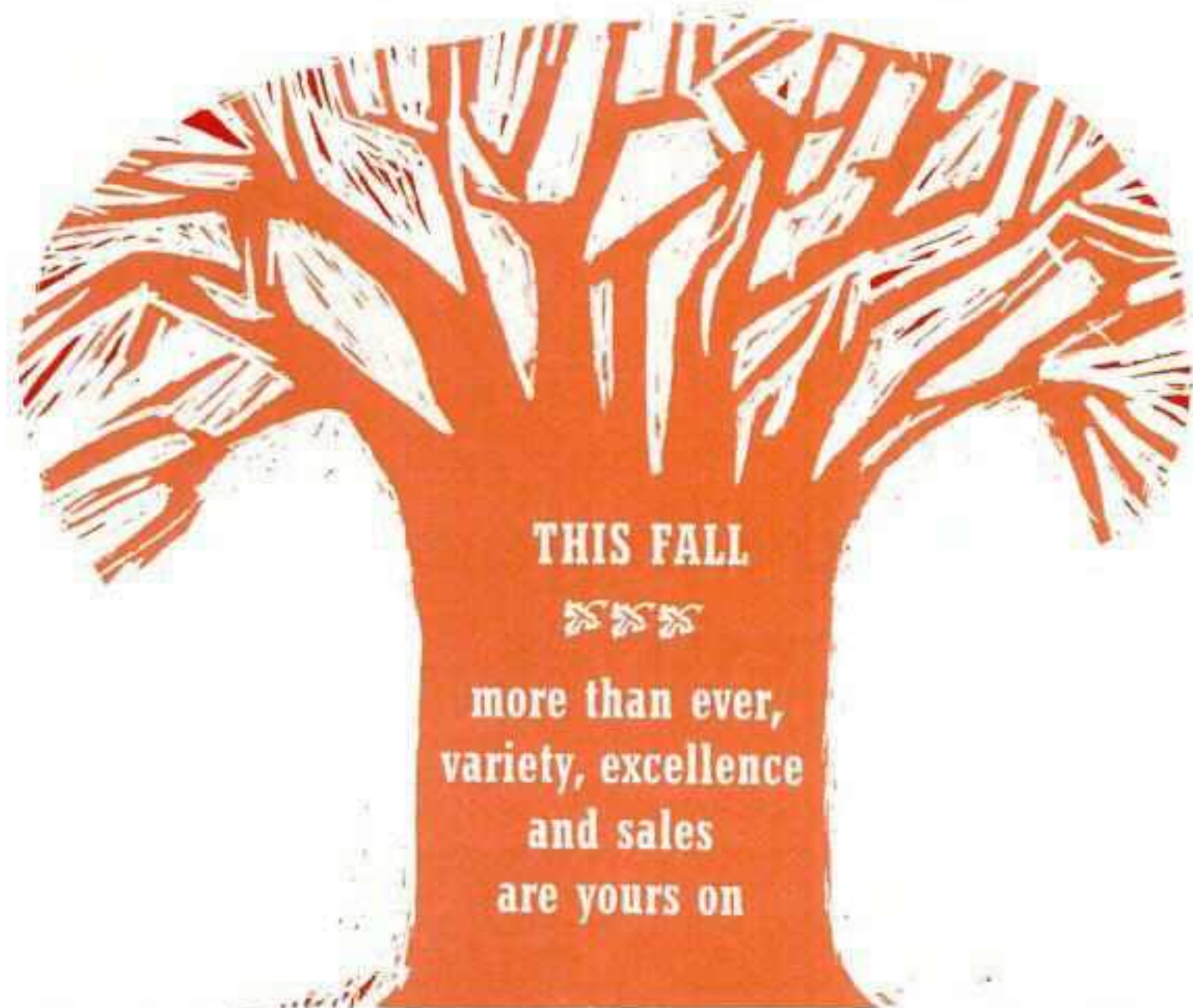
Dear Sir:

Paul Rubinstein, of RCA Victor, sent us the wonderful award Billboard has presented to our son, Mario Lanza. Although our hearts have been broken with Mario's passing, it makes us feel good to know that many people are still deriving happiness listening to Mario's voice.

My husband and I and Mario's children thank Billboard and all the people who made it possible for our son to win this award.

Sincerely,  
MRS. MARIA LANZA  
COCOZZA  
Pacific Palisades, Calif.





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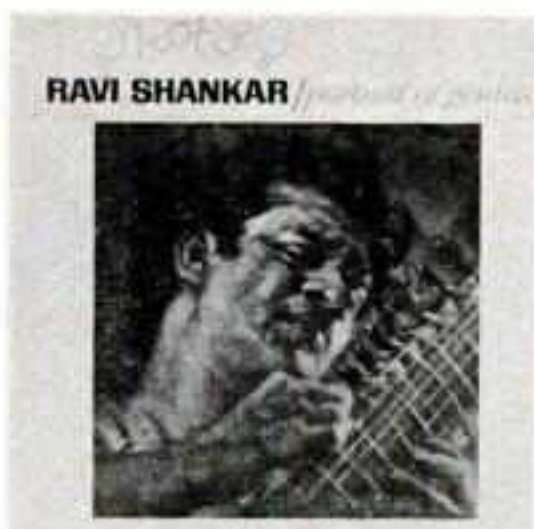
It's Tough To Be White • John Barbour • ST-1834/WP-1834



McCann/Wilson • Les McCann & The Gerald Wilson Orchestra • ST-91/PJ-91



Gil Fuller & The Monterey Jazz Festival Orchestra Featuring Dizzy Gillespie • ST-93/PJ-93



Portrait Of Genius • Ravi Shankar • ST-1432/WP-1432



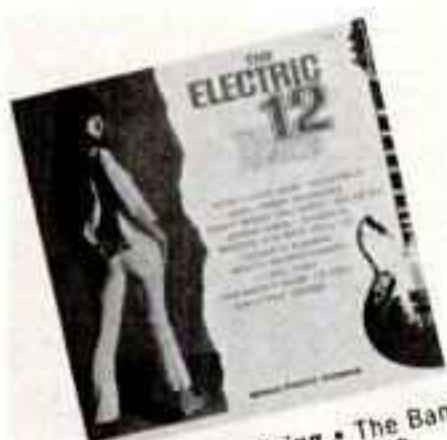
Sambou Sambou • Joao Donato • ST-90/PJ-90



Ragas & Talas • Ravi Shankar • ST-1431/WP-1431



Alexander The Great • Monty Alexander • ST-86/PJ-86



Electric 12-String • The Bandits • ST-1833/WP-1833



For Django • Joe Pass • ST-85/PJ-85



On Stage • The Gerald Wilson Orchestra • ST-88/PJ-88



12-String Guitar • The Folkswingers • ST-1812/WP-1812



Bud Shank & His Brazilian Friends • with Joao Donato • ST-89/PJ-89



Pigmy • The Delegates • ST-3002/AR-3002



The Thing • The Jazz Crusaders • ST-87/PJ-87



products of Liberty Records



# Beatlemonium at Stadium— Youngsters Get Carried Away

NEW YORK — The Beatles experienced an impact of their own at Shea Stadium Sunday night (15). They faced a screaming crowd of 57,000. The performance grossed \$304,000, according to promoter Sid Bernstein; of this, the Beatles received \$160,000.

The excitement started early, the stadium was flooded with screams, shouts, banners much before the Beatles' appearance.

At 9:14, Sid Bernstein introduced Ed Sullivan who introduced the Beatles. After that, it was impossible to hear and flashbulbs popped everywhere. The Beatles kicked off with a tune that sounded, as much as one could hear it, like "Twist and Shout."

Girls climbed over walls, fainted and cried throughout their 35 minutes. The only way you could guess when a song ended and another began is that the Beatles stopped moving for a moment on stage.

The Beatles, incidentally, were having a ball. They enjoyed the excitement, laughing and occasionally dancing about the stage.

At 9:51 p.m. the Beatles left the stage, climbed into a white station wagon parked nearby and were raced away.

Bernstein is offering the Beatles a guarantee of \$250,000

for a return two-show engagement next July or August to pit their amplified music against the screams of another stadium full of youngsters.

CLAUDE HALL

# Gillespie and Mingus: Stylist Progressives

NEW YORK—The Village Gate was filled with progressive jazz sounds Tuesday (17) as Charlie Mingus and Dizzy Gillespie held sway before a packed opening night house. Mingus opened with his Jazz Workshop group of three trumpets, french horn, flugelhorn, sax and tuba. This unorthodox combo was led by bassist-composer Mingus, whose stature as a creative force and as an influence in modern jazz has grown immeasurably in the last two years. They led off with a 16-minute piece, "Prayer," highlighted by a flugelhorn solo by James Owens. Mingus, whose talent as a composer-arranger is second only to his bass playing, delighted the crowd with his rhythm backing of Owen's solo.

The Dizzy Gillespie Quintet, the feature at the club, opened the second half of the show with a medley of tunes designed to show the influence of African music on the Western Hemisphere and aptly called, "Our Latin Buzzin' Cousins." Gillespie the man with the tilted trumpet, and James Moody, sax-flute virtuoso, teamed up on "Morning of the Carnival" and "No More Blues" while Christopher White on bass; Kenny Barron, piano, and Rudy Collins, drums, provided the rhythm support. Gillespie, whose group waxes for Philips, will preside at the Gate through Aug. 29, while the Mingus Jazz Workshop will stay on through Sept. 5. The Ramsey Lewis Trio will then take over. **HERB WOOD**



CAPITOL RECORDS PRESS MANAGER Christie Barter, left, presented gold disks to the Beatles Friday (13), in New York. The award represents million-dollar sales for their last album, "Beatles VI." It was certified by the RIAA within 10 days of its release last June, bringing the group's total to six gold records for albums. Their new "Help" album, released Friday (13), already had more than a million dollars in sales as of Thursday (19), according to Barter.

# Joe Williams Serves Up Delights; Meader Likewise

NEW YORK — The sophisticated song stylings of Joe Williams provided a pleasant evening for Phone Booth patrons on opening night here Tuesday (17).

The RCA Victor recording artist, who has been featured vocalist with the Count Basie orchestra, served up a mixed bag of pop, blues, r&b and gospel, all delivered with taste and style.

Williams can switch from a show tune like "People" to an upbeat "It's Alright," then to a

gospelly "The Bible Tells Me So."

He's always in complete command, and his ease of delivery, which comes across in his albums, is all the more effective in a sophisticated supper club. Williams is the master of his material and also of his audience.

Vaughn Meader and his crew of three had some winning moments with their improvisations and their man-on-the-street interviews. Meader, who records on Verve, has an engaging type humor which borders on the zany. He showed enough opening night to provide the basis for a comedy album.

Also on the bill was Laura Lane, a pretty girl with a pleasant voice.

AARON STERNFIELD

# Philly Fest Roster Grows

PHILADELPHIA — Talent roster for the fourth annual Philadelphia Folk Festival, to be held Sept. 10-12 at the Wilson Farm in suburban Pa., continues to build. With emphasis on the contemporary folk scene, Judy Collins and Theodore Bikel will share the headline spot bill which takes in two evening concerts, workshops, forums and children's song parties.

Others already set include Buffy Sainte-Marie, Cree Indian maid; Patrick Sky, Cherokee Indian; Tom Paxton and Phil Ochs. Also representing the contemporary American folk scene will be Dave Sears, just returned from a State Depart-

# Show for Cole Fund

NEW YORK — The Conference of Personal Managers-East has slated a first annual "Festival of Stars" show at Carnegie Hall Oct. 3 for the benefit of the Nat King Cole Cancer Foundation. Artists will be announced later.

ment tour of Europe, and cowboy-bluegrass singer Tom Rush.

The festival, which last year attracted some 20,000 persons, is sponsored by the nonprofit Philadelphia Folksong Society, and will benefit the Department of Folklore at the University of Pennsylvania.

# PEOPLE AND PLACES

Erroll Garner set Aug. 23 in the Milwaukee Melody Top Tent, then opens a two-week stand Aug. 24 in Chicago's London House. . . . MGM Records' Johnny Tillotson slated for the Ohio Fair in Lisbon Aug. 26, the New York Fair in Bath Aug. 27, the Indiana State Fair Aug. 28-29, and the Vermont Fair in Rutland Sept. 7. He holds down the stage at the Monticello Country Club, Monticello, Ia., Aug. 25. . . . (Shorty) Baker, with trumpet and quartet, appearing for four weeks at the new Embers-West, New York.

Epic Records star Jane Morgan plays a one-nighter at Lido Beach Hotel, Lido Beach, N. Y., Labor Day, then opens Sept. 8 for four weeks at the Plaza Hotel, New York. . . . The Ivy League, hitting the English charts with "Tossin' and Turnin'," have the song released on the Cameo label in the U. S. . . . Dickey Lee, who records for 20th Century-Fox's subsidiary label, TCF-Hall Records, is set for exposure of his new release "Girl From Peyton Place" on these TV shows: "Shivaree," "The Lloyd Thaxton Show," "Shebang," "Ninth Street West," "Where the Action Is," "Hollywood a Go-Go."

Paul Revere and the Raiders to tour eastern cities to promote new Columbia Records release, "Steppin' Out." . . . The Modern Jazz Quartet leave for a two-month tour of England and Europe in mid-September. . . . Ascot Records' the echoes appearing at the Red Garter nightclub, Brooklyn.

Billy Eckstine was given a party Aug. 13 in New York's Frank's Restaurant to celebrate 30 years in show business. . . . The Highwaymen to give a concert at Jamestown Community College, Jamestown, N. Y., Sept. 17. . . . With Bob Dylan at the Forest Hills Tennis Stadium Aug. 28 will be Carl Holmes and the Commanders. . . . Jazzman Sol Yaged and group hold down the scene at the Bistro Bar in World's Fair Bourbon Street area.

Teresa Brewer set for the Maramor, Columbus, Ohio, supper club for week beginning Aug. 23. . . . The Max Roach Quintet booked for the Five Spot, New York. . . . Herb Albert's Tijuana Brass appearing Sept. 11 with Johnny Mathis at the Hollywood Bowl, and Sept. 17-19 at the Los Angeles County Fair in Pomona. . . . LeRoy Van Dyke, Warner Bros. Records artist, slated for Al Hirt's Club, New Orleans, starting Sept. 20.

Peter Nero was given a party by his label, RCA Victor Records, Aug. 16. Nero is bound for London to do four BBC specials.

Shawn Elliott, Roulette Records artist, is now playing a three-week engagement at the Fontainebleau, Miami Beach. . . . Art Mooney and his 15-man orchestra open a one-week stint at the Mark Twain Riverboat, New York, Aug. 23. . . . Ethel Ennis set for two weeks at New York's The Living Room beginning Aug. 23.

Philips Records' Serendipity Singers again slated for the college circuit Nov. 15 to almost Christmas. In the same show package will be Earl Hines. . . . The Staple Singers, Epic Records gospel group, will headline the Apollo Theater, New York, show Aug. 20-27. The return to the Uptown Theater, Philadelphia, Aug. 28-Sept. 6.

Godfrey Cambridge, Epic Records comic, is set for a college concert tour this fall. . . . The Serendipity Singers begin a 10-day return engagement to New York's Bitter End Friday (13). . . . Shelly Berman and Lisa Kirk open at the Sahara in Las Vegas Tuesday (10) for a four-week engagement.

CLAUDE HALL



ATCO RECORDS STARS SONNY AND CHER were presented Billboard's award for topping the Hot 100 at a party Tuesday in New York hosted by the label. Presenting the plaque was music editor Paul Ackerman. From left, are Ahmet Ertegun, label president; Sonny and Cher; Nesuhi Ertegun, label vice-president; Ackerman, and Jerry Wexler, label vice-president and general manager.

BILLBOARD, August 28, 1965



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**GYP THE CAT** b/w *That Funny Feeling*—Bobby Darin

An original novelty by Bobby Darin—patterned after 'Mack The Knife'—that has to move to top position fast! Flip side is title tune of Darin's new Universal film release.

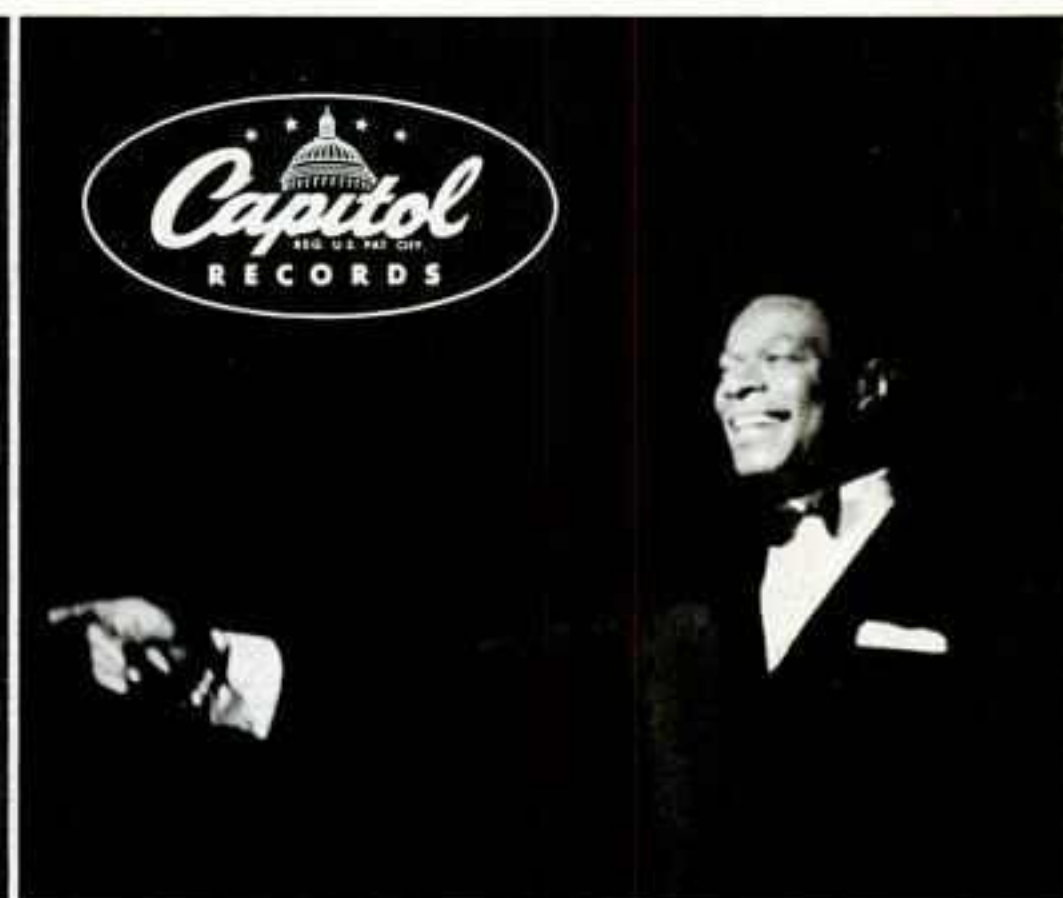
5481



**EXCLUSIVE INSTRUMENTAL—KENTON'S 'PEYTON PLACE'!**  
**THEME FROM 'PEYTON PLACE'** b/w 007—Stan Kenton

This is today's only instrumental of the 'Peyton Place' theme. Flip is an original in the Kenton manner, and both sides rate a lot of air play—with Top-40 appeal!

5480



**AND SOMETHING SPECIAL FROM AN OLD FRIEND.**

**WANDERLUST** b/w *You'll See*—Nat 'King' Cole

From our collection of unreleased masters by the late Nat 'King' Cole. Both numbers are strong, with superb vocals, and are handsomely backed by Ralph Carmichael.

5486





# SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 117—Last Week, 132

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

## POP SPOTLIGHTS

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

**JAY & THE AMERICANS—SOME ENCHANTED EVENING** (Williamson, ASCAP)—Hot on the heels of their smash "Cara Mia," the group puts this "South Pacific" standard in the same vein and it comes up with a smash hit sound. Flip: "Girl" (Mirsula, BMI). **United Artists 919**

**LESLEY GORE—MY TOWN, MY GUY AND ME** (Strossi-Catalog, BMI)—With this exciting rhythm number with clever lyric, she tops her "Sunshine, Lollipops and Rainbows" hit! Intriguing backing and powerful vocal make it a fast chart contender. Flip: "A Girl in Love" (Buffee, BMI). **Mercury 72475**

**FRANK SINATRA—WHEN SOMEBODY LOVES YOU** (Screen Gems-Columbia, BMI)—Back in the commercial vein, this one can't miss! A sales, programming and juke box block-buster. Fine ballad with driving rhythm backing. Flip: "When I'm Not Near the Girl I Love" (De Sylva, Brown & Henderson, ASCAP). **Reprise 0398**

**PAUL REVERE & THE RAIDERS—STEPPIN' OUT** (Daywin, BMI)—With their album currently riding the hit charts, this pulsating rocker is a definite winner for the Hot 100 chart. Exciting, raucous vocal. Flip: "Blue Fox" (Blackwood, BMI). **Columbia 43375**

**SPOKESMEN — THE DAWN OF CORRECTION** (Champion & Double Diamond, BMI)—An intense, dramatic and clever answer to the "Eve of Destruction" hit. This lyric and vocal performance should hit with the same impact. A stimulating message of hope and faith, powerfully delivered. Flip: "For You Babe" (Champion-Double Diamond, BMI). **Decca 31884**

**LES AND LARRY ELGART—KING OF THE ROAD** (Tree, BMI)—This big-band treatment of the Roger Miller hit should prove a dancing and listening smash for programmers and operators. Swinging band romps from start to finish in today's pop vein. Flip: "La Bostella" (Rayven, BMI). **Columbia 43370**

**SAMANTHA JONES—DON'T COME ANY CLOSER** (Unart, BMI)—Dynamic debut for the unique, individual sound of the newcomer. Dramatic, emotional delivery of a well-written ballad. Exciting arrangement and intimate vocal sound has smash ingredients. Flip: "I Woke Up Crying" (Unart, BMI). **United Artists 909**

### CHART Spotlights—Predicted to reach the HOT 100 Chart

- RICK NELSON—Say You Love Me (Hilliard & Champion, BMI). DECCA 31845
- RAY PETERSON—I'm Only Human (Lowery, BMI). MGM 13388
- TOYS—A Lover's Concerto (Saturday, BMI). DYNOVOICE 209
- JUDY GARLAND & LIZA MINNELLI—Hello, Liza! Hello, Mama! (Hello, Dolly!) (Morris, ASCAP). CAPITOL 5497
- WONDERETTES—I Feel Strange (Different, BMI). RUBY 5065
- NEIL HEFTI—Bathub—Saturday Night (Consul, ASCAP). COLUMBIA 43373
- SAN REMO GOLDEN STRINGS—Hungry for Love (Myto, BMI). RIC-TIC 104
- SCOTT BEDFORD FOUR—You Turned Your Back on Me (Drury Lane, BMI). CONGRESS 247
- HOLLY MAXWELL—Only When You're Lonely (T. M. BMI). CONSTELLATION 162
- BOBBY HACKETT—Cherry Pink and Apple Blossom White (Chappell, ASCAP). EPIC 9836
- NOLAN CHANCE—Just Like the Weather (Costoma, BMI). CONSTELLATION 161
- LEROY HOLMES CHORUS AND ORCH.—Lonely Street (4 Star, BMI). UNITED ARTISTS 914
- LORRAINE ELLISON—I Dig You Baby (Merpine, BMI). MERCURY 72472
- CASTELLS—Just Walk Away (Beechwood, BMI). DECCA 31834

**NAT KING COLE—WANDERLUST** (Mappa-Weiss, BMI)—With much of the happy rhythm feel of the late singer's successful "L-O-V-E," this one has equal hit potential. A programming and sales delight! Flip: "You'll See" (Leeds, ASCAP). **Capitol 5486**

**DICK AND DEEDEE — VINI VINI** (Criterion, ASCAP)—Pulsating Bo Diddley rhythm with catchy lyric sounds should prove a dance sensation! Fine vocal and arrangement performance. Flip: "The World Is Waiting" (Odin, ASCAP). **Warner Bros. 5682**

**LEN & GLEN—A CARD FOR MY BABY** (Tree, BMI)—Hard-driving wailer that should put the exciting duo rapidly up the chart. Aimed right at the teen market. Flip: "Midnight. Prowler" (Red River, BMI). **Columbia 43350**

**PEGGY LEE—I GO TO SLEEP** (Kassner, ASCAP)—Clever rhythm ballad composed by Ray Davies of pop music scene. Should prove a hot chart contender. Well performed and produced. Flip: "Stop Living in the Past" (Whitaker, BMI). **Capitol 5488**

**DARLETTES—LOST** (Blackwood, BMI)—Fascinating debut of artist and label should put both on the map. Van McCoy's intriguing rhythm ballad is dramatically well performed and produced with much emotional impact. Flip: "Sweet Kind of Loneliness" (Daedalus, BMI). **Mira 203**

**BERNIE SCHWARTZ — SOMETHING'S WRONG** (Acuff-Rose, BMI)—Exciting debut of the blues shouter on a hard-driving rhythm ballad written and produced by Phil Everly of the Everly Brothers. A left-fielder to watch closely. Flip: "Baby Bye-Oh" (Metric, BMI). **Warner Bros. 5651**

**TONY MARTIN—THE BIGGER YOUR HEART IS (THE HARDER YOU'LL FALL)** (Stein-Van Stock, ASCAP)—Big choral string ballad should spiral Martin up the charts. Much in the Dean Martin vein. This one has the same potential. Flip: "The Two of Us" (Jobete-American, BMI). **Motown 1082**

**CHICO HOLIDAY—BIG BOAT UP THE RIVER** (Rumbalero, BMI)—Fast-paced rocker is a safe bet for the discotheque and serves as a dynamic debut for the exciting performer. Flip: "Five Hundred Miles" (Friendship, BMI). **Karate 512**

- TRUTHS—Pending (Chu-Fin, BMI). CIRCLE 953
- ROBERT MAXWELL HIS HARP AND ORK—Theme from "Morituri" (Hastings, BMI). DECCA 31839
- THE UGLY'S—Wake Up My Mind (Duchess, BMI). ABC-PARAMOUNT 10707
- RICHIE MORELAND—When the New Wears Off (Machart, BMI). IMPERIAL 66126
- ADRIENNE POSTER—The Winds That Blow (Hollis, BMI). LONDON 9782
- EDDIE FONTAINE—It Can Happen to You (Peer Int'l., BMI). LIBERTY 55823
- BILL HALEY—Tongue Tied Tony (Damian, ASCAP). APT 25087
- TURLEY RICHARDS—Shot (Wemar & Nom, BMI). 20th CENTURY-FOX 608
- DAWN—Can't Get Him Off My Mind (Trella, BMI). APT 25088
- GERRY PATT—His Pals—Dancing by Myself (Unart, BMI). ASCOT 2189
- KIDS NEXT DOOR—The Spider Song (Ashland, BMI). 4 CORNERS OF THE WORLD 129
- LUIS BRAVO—Adios Senorita (Southern, ASCAP). PHILIPS 40311
- DECLAN RYAN—I Need You (Hilliard, BMI). LONDON 9783
- MICHEL AND THE FRENCH-CANADIANS—'Cause I Believe (Les Etifions Andre, BMI). DANCO 302

## COUNTRY SPOTLIGHTS

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

**ROY DRUSKY—WHITE LIGHTNIN' EXPRESS** (Moss Rose, BMI)—Currently No. 1 on the country chart with his "Yes, Mr. Peters," this pulsating rhythm number should meet with the same sales success. Drusky gives his all. Flip: "Lonely Thing Called Me" (Nandon-Quinlan, BMI). **Mercury 72471**

**GEORGE JONES—WHAT'S MONEY** (Glad, BMI)—With Jones hits on all labels, this U.A. entry should prove no exception. Tremendous Jones performance on an original rhythm number. Flip: "I Get Lonely in a Hurry" (Glad, BMI). **United Artists 901**

**HANK SNOW—THE QUEEN OF DRAW POKER TOWN** (Robertson, ASCAP)—This well-written Don Robertson song is treated to the distinctive Snow style which should push it right up the country chart. Well-done lyric message. Flip: "Tears in the Trade Winds" (Silver Star, BMI). **RCA Victor 8655**

**LEFTY FRIZZELL—A LITTLE UNFAIR** (Pamper, BMI)—Powerful country ballad with a rich dramatic reading by Frizzell can't miss rushing up the charts. Flip: "Love Looks Good On You" (Sure-Fire, BMI). **Columbia 43364**

**TEX WILLIAMS — BIG TENNESSEE** (Richwill, BMI) — A definite top-of-the-country-chart contender is this hot rhythm follow-up to his recent hit, "Too Many Tigers." Rich, plaintive Williams vocal can't miss. Flip: "My Last Two Tens" (Acclaim, BMI). **Boone 1032**

**BILL WILBOURNE AND KATHY MORRISON—JOHN AND MARY SMITH** (Acclaim, BMI)—In the same clever lyric vein of the "Yes, Mr. Peters" hit, this debut for the duo should spiral them up the country chart. Listen carefully to this well-written lyric. Flip: "Happiness Was His and Hers" (Tree, BMI). **United Artists 892**

**WANDA JACKSON—MY FIRST DAY WITHOUT YOU** (Central, BMI)—Clever and catchy rhythm ballad with all the earmarks of a top-of-the-chart winner for the popular performer. Flip: "Send Me No Roses" (Moss Rose, BMI). **Capitol 5491**

**JIMMY NEWMAN—ARTIFICIAL ROSE** (New Keys, BMI)—Strong lyric content in this plaintive country ballad with an exceptional vocal performance by Newman. Flip: "My Love for You" (Conmar, BMI). **Decca 31841**

### CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

- MARGIE BOWES—Lost (Music City, ASCAP). DECCA 31838
- GEORGE KENT—Would You Believe (New Keys & Frost, BMI). ROULETTE 4640
- MARTY MARTEL—Everblue (Tree, BMI). DIAL 4017
- DON KIRKLAND—She Don't Live Here Anymore (WelDec, BMI). DANCO 504
- LINDA MANNING—You're Loving Me to Death (New Keys & Frost, BMI). ROULETTE 4638

## R&B SPOTLIGHTS

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

**BEN E. KING—CRY NO MORE** (Web IV, BMI)—An emotional wailer, soulfully performed by King, should prove a chartbuster in both pop and r&b markets. Flip: "There's No Place to Hide" (Screen Gems-Columbia, BMI). **Atco 6371**

**RUFUS AND CARLA THOMAS — WHEN YOU MOVE YOU LOSE** (East, BMI)—The funky blues beat backs the exciting duo's vocal shouter. A winner all the way! Flip: "We're Tight" (East, BMI). **Stax 176**

**LITTLE MILTON—WITHOUT MY SWEET BABY** (Chevis, BMI)—HELP ME HELP YOU (Chevis, BMI)—A slow and dramatic blues ballad with a soulful Milton belting vocal. Much pop appeal. Flip is a rocker that swings from start to finish with another standout Milton reading. **Checker 1118**

**JIMMY WITHERSPOON—LOVE ME RIGHT** (Meager, BMI)—Hard-driving big-band beat backs a powerhouse Witherspoon vocal on well-written rhythm ballad material. Well produced, with pop potential. Flip: "Make This Heart of Mine Smile Again" (Meager, BMI). **Prestige 378**

**CLARA WARD & HER SINGERS—GONNA BUILD A MOUNTAIN** (BMI)—The gospel star revives the Tony Newley hit with an exciting, pulsating backing that should push it up both pop and r&b charts. Flip: "God Bless the Child" (BMI). **Tuba 2002**

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

- CHALFONTES—He Loves Me (Detroit Sound, BMI). MERCURY 72474
- RAY POLLARD—The Drifter (Grand Canyon, BMI). UNITED ARTISTS 916
- BILLY MACK—Too Much (Josco, BMI). PHILIPS 40301
- CLAY HAMMOND—No One Else Will Do (Metric, BMI). LIBERTY 55817



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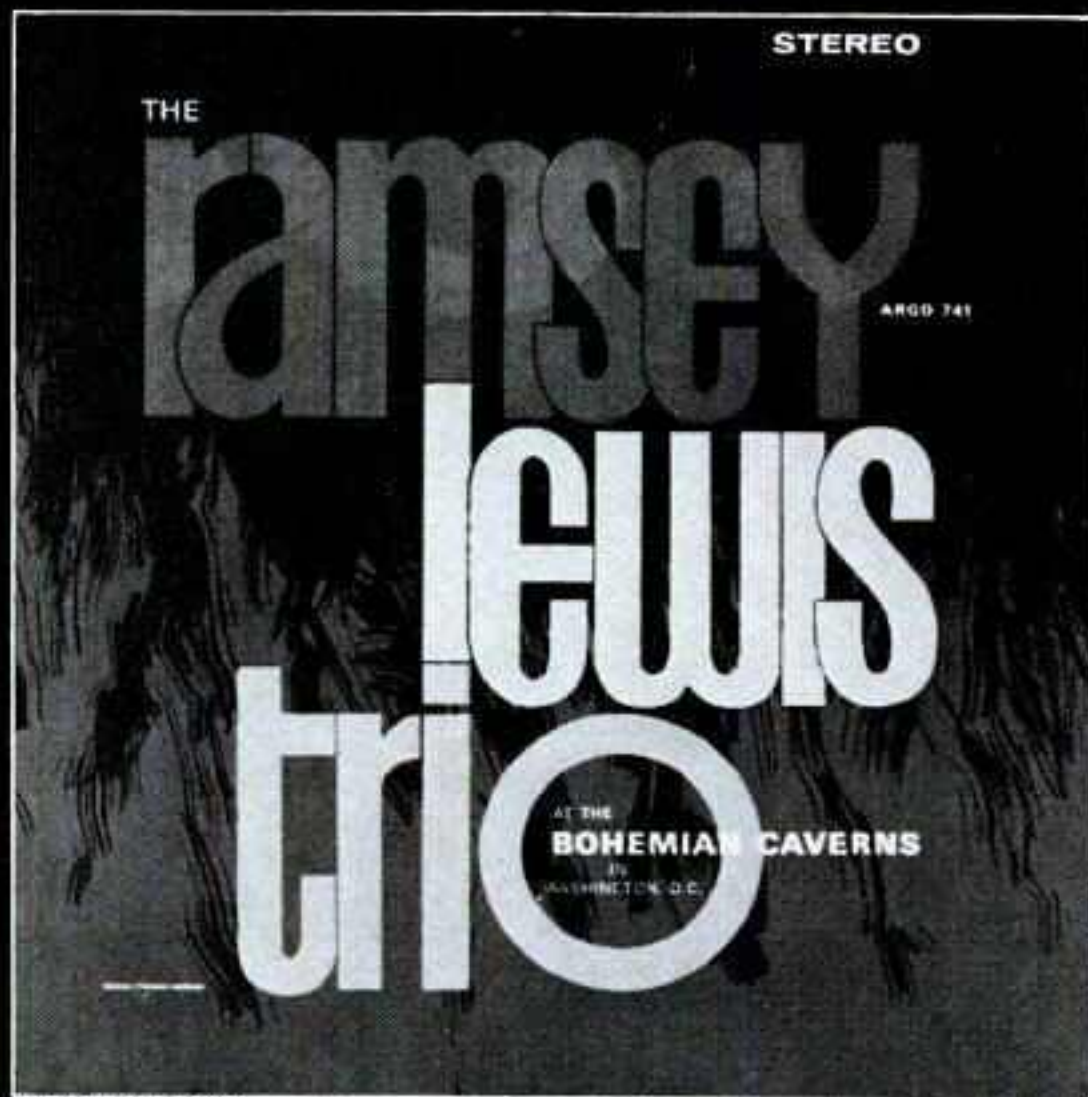
**Billboard TOP 40**

## EASY LISTENING

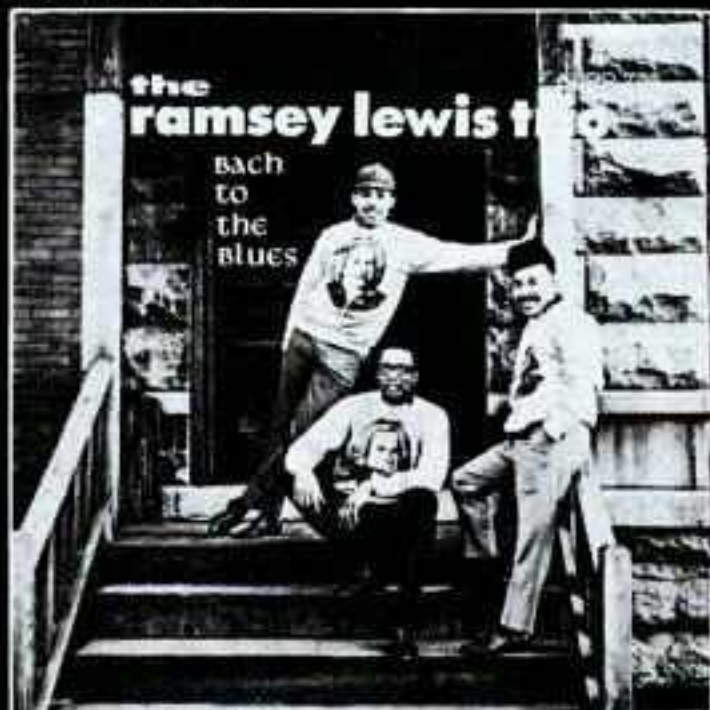
These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

THIS WEEK	Wk. Ago			TITLE	Artist, Label & Number	Weeks On Chart
	1	2	3			
1	2	2	3	HOLD ME, THRILL ME, KISS ME	Mel Carter, Imperial 64113	11
2	3	3	14	YOU WERE ON MY MIND	We Five, A&M 770	9
3	1	1	1	SAVE YOUR HEART FOR ME	Gary Lewis & the Playboys, Liberty 55809	5
4	5	10	34	HOUSTON	Dean Martin, Reprise 0393	4
5	4	5	7	YOU'D BETTER COME HOME	Petula Clark, Warner Bros. 5643	8
6	10	12	13	MOON OVER NAPLES	Bert Kaempfert & His Ork, Decca 31812	9
7	12	15	36	MOONLIGHT AND ROSES	Vic Dana, Deltan 309	4
8	9	11	24	IT'S TOO LATE, BABY TOO LATE	Arthur Prysock, Old Town 1183	4
9	14	18	29	SUMMER WIND	Wayne Newton, Capitol 5470	5
10	16	26	—	TWO DIFFERENT WORLDS	Lenny Welch, Kapp 689	3
11	15	20	—	IS IT REALLY OVER?	Jim Reeves, RCA Victor 8625	3
12	6	4	2	THEME FROM "A SUMMER PLACE"	Letterman, Capitol 5437	11
13	7	6	4	TOO MANY RIVERS	Brenda Lee, Decca 31792	13
14	11	13	17	HERE I AM	Dianna Warwick, Scepter 12104	9
15	13	9	15	IT'S GONNA BE FINE	Glenn Yarbrough, RCA Victor 8619	8
16	21	23	—	YOU CAN'T BE TRUE, DEAR	Patti Page, Columbia 43345	3
17	—	—	—	I'LL MAKE ALL YOUR DREAMS COME TRUE	Ronnie Dove, Diamond 188	1
18	18	19	23	OOWEE, OOWEE	Ferry Como, RCA Victor 8636	5
19	20	22	33	WHERE WERE YOU WHEN I NEEDED YOU	Jerry Vale, Columbia 43337	5
20	17	17	19	FLY ME TO THE MOON	Tony Bennett, Columbia 43331	8
21	23	24	27	I DON'T WANT TO LIVE (Without Your Love)	Bobbi Martin, Coral 62457	5
22	22	25	31	THE SWEETHEART TREE	Johnny Mathis, Mercury 72464	6
23	24	27	32	THE SWEETHEART TREE	Henry Mancini, His Ork & Chorus, RCA Victor 8624	7
24	19	14	20	CANADIAN SUNSET	Sounds Orchestral, Parkway 938	7
25	—	—	—	SUMMER NIGHTS	Marianne Faithfull, London 8790	1
26	—	—	—	I'M YOURS	Elvis Presley, RCA Victor 8637	1
27	28	36	—	SIMPLE GIMPEL	Horst Jankowski, Mercury 72465	3
28	—	—	—	WITH THESE HANDS	Tom Jones, Parrot 9787	1
29	29	37	—	SUMMER WIND	Roger Williams and the Harry Simons Chorus and Ork, Kapp 55	3
30	—	—	—	HEARTACHES BY THE NUMBER	Johnny Tillotson, MGM 13376	1
31	27	28	—	I CAN'T BEGIN TO TELL YOU	Buddy Greco, Epic 9817	3
32	32	—	—	BECAUSE YOU'RE MINE	James Darren, Warner Bros. 5648	2
33	35	—	—	MILLIONS OF ROSES	Steve Lawrence, Columbia 43362	2
34	37	—	—	THE SILENCE (Il Silenzio)	Al Hirt, RCA Victor 8653	2
35	38	—	—	WHERE DOES THAT LEAVE ME	Nancy Wilson, Capitol 5455	2
36	36	—	—	OLD CAPE COD	Four Freshmen, Capitol 5471	2
37	—	—	—	ROUNDAABOUT	Connie Francis, MGM 13389	1
38	—	—	—	WAY OF LOVE	Kathy Kirby, Parrot 9775	1
39	33	40	—	I'M LETTING YOU GO	Eddy Arnold, RCA Victor 8632	3
40	30	34	—	NOBODY KNOWS YOU WHEN YOU'RE DOWN AND OUT	Damita Jo, Epic 9821	3



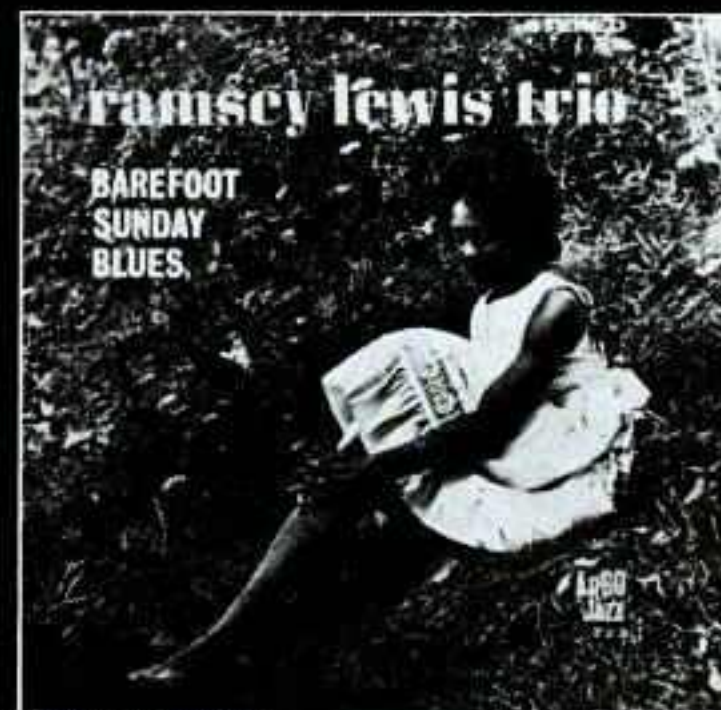


ARGO LP/LPS 741

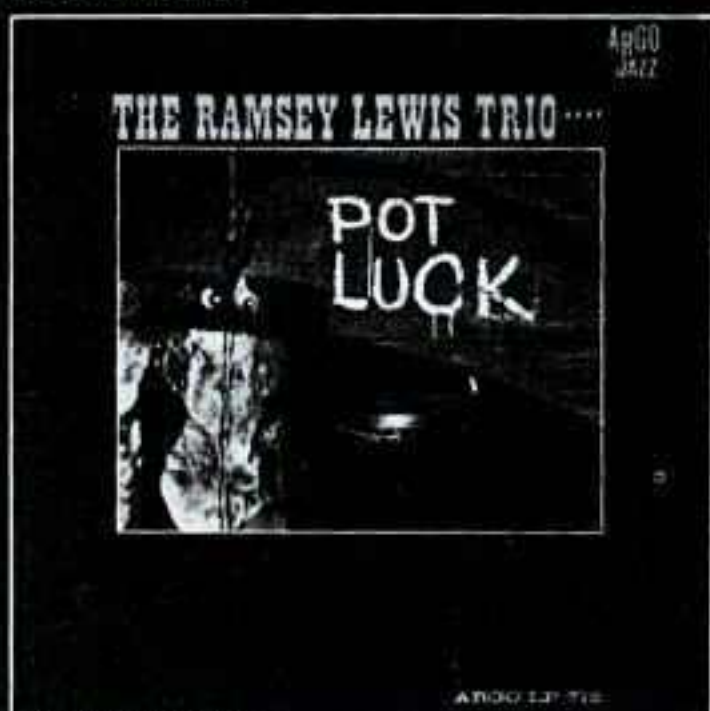


ARGO LP/LPS 732

# A Gallery of Winners



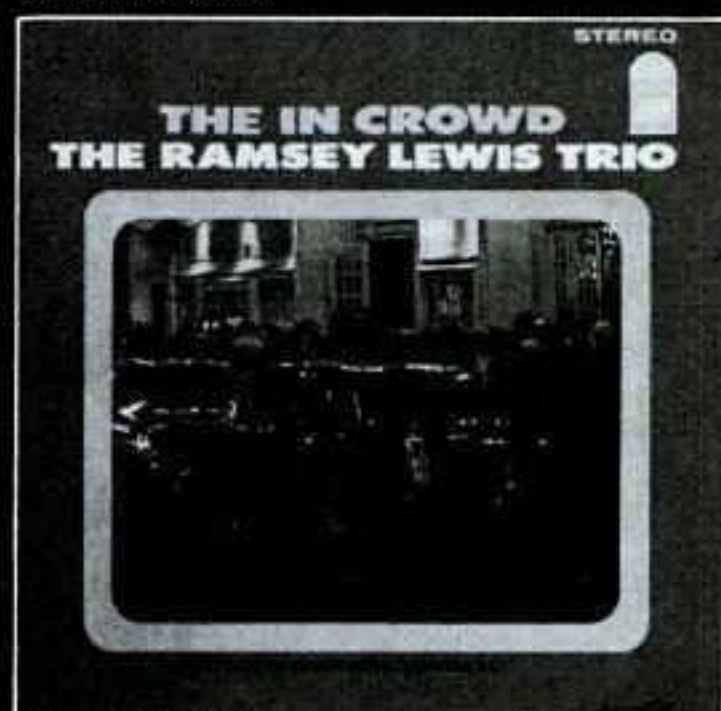
ARGO LP/LPS 723



ARGO LP/LPS 715



ARGO LP/LPS 686



ARGO LP/LPS 757

Current Hit Single "The In Crowd" Argo 5506



Argo Records



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, 1 WK. Ago, 2 WK. Ago, 3 WK. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 32 songs.

Table with columns: 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66. Contains songs 33-66.

Table with columns: 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100. Contains songs 67-100.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Table listing songs A-Z from Action to I Got You Babe.

Table listing songs I-L from I Like It Like That to No Pity (In the Naked City).

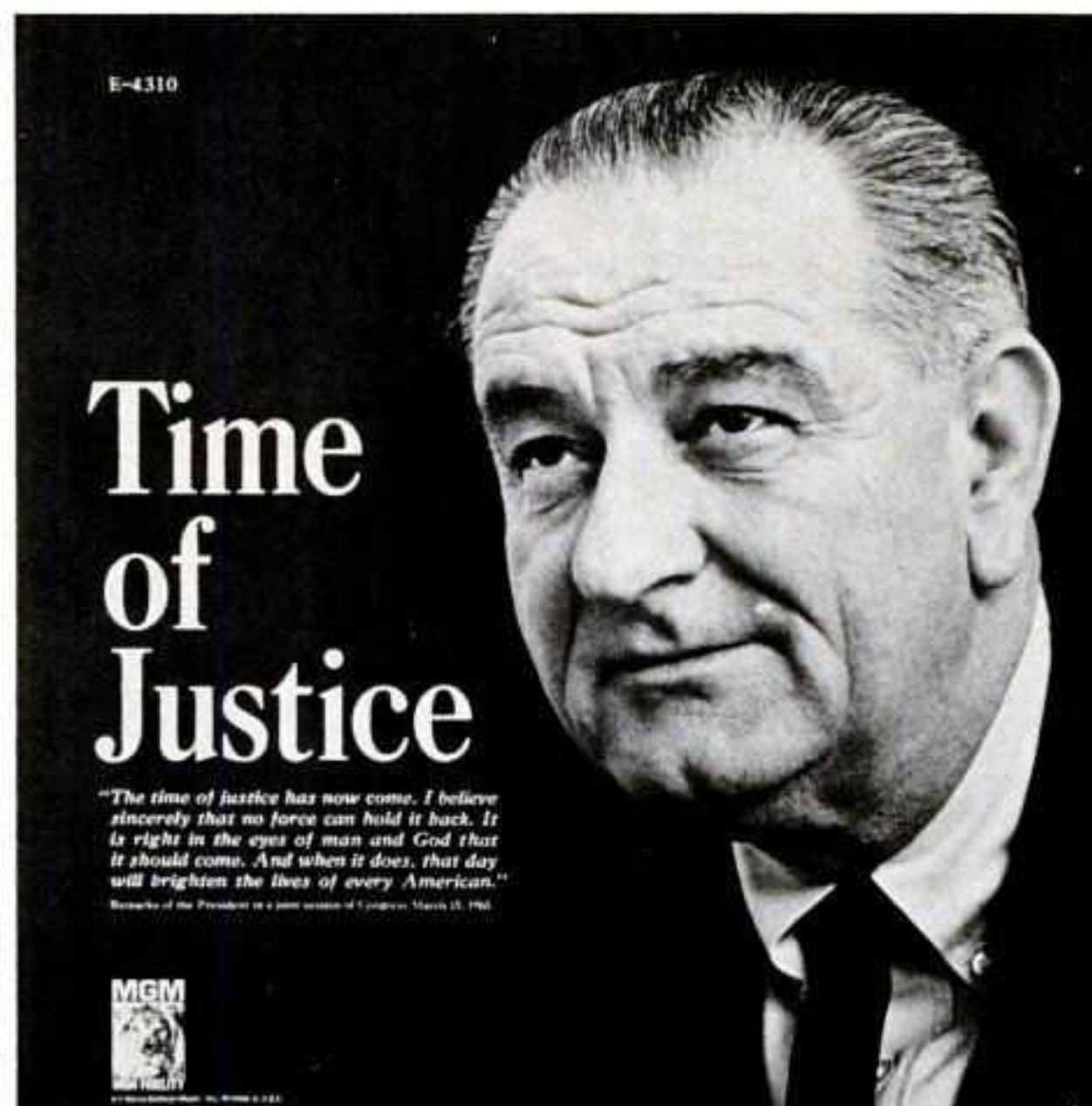
Table listing songs M-Z from Nothing But Heartaches (Jobete, BMI) to You've Got Your Troubles (Mills, ASCAP).

Table listing songs 101-135 from 101. RESPECT to 135. LITTLE MISS SAD.



# “The Time of Justice

...has now come. I believe sincerely that no force can hold it back. It is right in the eyes of man and God that it should come. And when it does, that day will brighten the lives of every American.”



E-4310

Words for our time...for all time. President Johnson's message delivered to a joint session of Congress on March 15th is now available from MGM



**The Sound of History is on MGM Records**

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



## 'Play' Spending in Italy Up 10.9%

By SAM'L STEINMAN

ROME — Only phonograph records, which showed a 20 per cent drop in sales during 1964, did not share in the 10.9 per cent increase in amusement expenditures by Italians which brought the year's total outlay to \$480 million, according to the annual report of Antonio Ciampi, director general of

S.I.A.E., the Italian Society of Authors and Publishers.

Two other categories in which popular music plays a considerable part, TV and radio and that of juke boxes showed increases of 18.3 per cent and 7.8 per cent respectively. Grand opera, the weakest link in the entertainment world, also was on the upgrade, increasing receipts 1 per cent, although it

lost more than 150,000 spectators.

### Films Take 50 Per Cent

Films, as usual, took the lion's share of the total. TV-radio came up with a total of \$126,500,000. In referring to the disk sales slide, Ciampi said, "It is estimated that there was a reduction of at least 20 per cent in (record) sales, but the increase in expenditures for juke box music confirms, considering the over-all aspect of the consuming public, the high rating of diffusion of this new form of mass recreation."

While Northern Italy accounted for some 57 per cent of total expenditures, greatest increase was shown in Southern Italy with even the islands, usually low points, exceeding the rate of increase in the north. This indicates that the long-distressed areas of the country are more affluent than ever before. Per capita expenditures were highest in Milan with \$25.60, followed by Bologna, Florence, Turin, Genoa and Rome in that order. Rome average outlay was \$16. Small cities such as San Remo, Viareggio, Modena, Bergamo and Monza showed even higher averages than Milan.



BELGIAN'S REPRESENTATIVES in the recent song festival at Knokke were entertained by Seeburg's Belgian company manager, Henri Herbosch of Seeben S.A. From left, Tonia, Maurice Dean, Liliane, Clare Ford, Herbosch and Andre Defacq.

## Oldham Gets Exclusive U.K. Release Rights to Bang Label

LONDON — Independent producer Andrew Oldham has secured exclusive British release rights to Bert Burns' American label, Bang. Among the first three releases on Oldham's label Immediate Records is the McCoy's current U. S. hit on Bang, "Hang on Sloopy." The product is being pressed and released by Philips.

Other records in the first release include one produced by Oldham himself, "I'm Not Saying," by new girl Nico, and a disk by new British group, the Fifth Avenue, "The Bells of Rhymney," produced by Larry

Page. The latter will make records for the label on a regular basis.

Partnering Oldham in the venture is 24-year-old Tony Calder, ex-manager of Marianne Faithfull, who quit the previous partnership with the producer because of a disagreement. From EMI, Philip Wainwright has joined Immediate as press officer and from Decca Tony King joins the company as promotion manager.

Oldham was in New York last week to negotiate British release by Immediate for more

(Continued on page 29)

## Millwick: Young & Growing

LONDON—One of the U.K.'s newest independent record producers and music publishers, Millwick, Ltd., formed only a year ago, already has material leased to the majors, including RCA, ABC-Paramount, Roulette, Pye Decca and EMI. One of Millwick's new artists, Miki Dallon, who is also a songwriter, had a disk released last

week in the U. S. on RCA, "I Care About You," which will shortly be released in the U. K. Dallon, says RCA's Steve Sholes, is "another Presley."

Millwick is run by songwriter Lionel Segal, 29-year-old ex-student of the Guildhall School of Music, and Jack Heath, who operated Good

(Continued on page 29)

# Principals at Philips Sales Conference in London



ATTENDING THE PHILIPS RECORDS sales conference recently in London were, from left, T. Rosengarten, sales manager, Truton (Pty.), South Africa; C. Fach, sales manager, Smash Records; D. Wittington, European representative, Mercury Records; A. Steyer, export manager, Philips Ton Germany; A. Kaupe, publicity manager, Philips Records; O. Wiisholm, manager, Nordisk Polyphon A/S, Denmark; C. Voute, export manager, Philips Records; J. Franz, recording manager, Philips Records; H. Duchable, manager, Philips A.G., Switzerland; H. Tveten, general manager, Norsk Phonogram, Norway; L. Gould, managing director; B. Loeffberg, general manager, A. B. Philips-Sonora, Sweden; M. Hawker, Mercury a&r; B. Spits, country chief; P. P. I. Baarn; D. Glover, sales manager, Philips Records; de Noillat, sales manager, S.P.P. France; P. Dulaz, assistant export manager, S.P.P. France; Nolte, marketing manager, Philips Ton Germany; H. Cats, manager, Fontana Records, P.P.I. Baarn; Augustin, sales manager, Philips Ton Germany; R. Garretsen, pop a&r manager, P.P.I. Baarn; L. Boudewijns, marketing manager, Phonogram, Amsterdam.



LESLIE GOULD OF PHILIPS RECORDS announced a deal of Philips to produce and distribute records for a new company, Immediate Records, Ltd. From left, are Tony Calder, Nico, Andrew Oldham and Gould. Calder and Oldham are partners in Immediate Records; Nico is one of the artists on the label.



PHILIPS RECORDS GENERAL MANAGER Leslie Gould, standing right, introduces Charlie Fach, sales manager of Smash Records. Philips sales manager Darcy Glover sits at right.



CHARLIE FACH of Smash Records, standing left, a guest at the conference, is presented a chef's outfit by Leslie Gould of Philips. Johnny Franz, Philips a&r man, and John Humphries, Philips classical manager, look on.



A PHILIPS BUSINESS SESSION on export at the conference drew these overseas visitors, clockwise: H. Tveten, general manager of Norsk Phonogram, Norway (in white shirt); B. Loeffberg, general manager, A. B. Philips-Sonora, Sweden; O. Wiisholm, manager, Nordisk Polyphon A/S, Denmark; R. Augustin, sales manager, Philips, Germany; A. Steyer, export manager, Philips, Germany; H. Duchable, manager, Philips A.G., Switzerland; L. Boudewijns, marketing manager, Phonogram, Amsterdam; P. Dulaz, assistant export manager, S. P. P., France; J. Leftly, commercial cost accountant, Philips Records (back to camera); C. Voute, export manager, Philips Records (back to camera).



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BREAKING FOR THE TOP!

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**IT'S BREAK-UP TIME**

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**DICKEY LEE**

(SENSATIONAL FOLLOWUP TO "LAURIE")

THE GIRL  
FROM  
PEYTON  
PLACE

TCE-HALL 111

(PICKED BY ALL THE TRADES)

**MARY WELLS**

ME  
WITHOUT  
YOU

FOX 606

(SURPRISE HIT OF THE YEAR)

**SAMMY  
TURNER**

THE  
HOUSE  
I  
LIVE  
IN

FOX 610



20th Century-Fox Records  
444 W. 56 St., NYC

INTERNATIONAL NEWS REPORTS

Electronics Firms Form Branch

STUTTGART — West Germany's electronics industry is upgrading high fidelity production and distribution.

Major electronics firms have formed the Deutsche High-Fidelity Institute (DHFI) as a separate branch of the German radio-TV and phonograph industry.

The DHFI will administer a new set of standards newly fixed for high-fidelity production. These standards have been developed by the industry in over three years of research

by industry scientists and engineers.

The new table of standards will regulate all future production of hi-fi equipment and components by German manufacturers, and they have been incorporated into the general system of Deutsche Industrienormen (DIN), the system of governing all German industrial production.

Minimum Standards

Henceforth, a panel representing the Fachnormenausschusses Elektrotechnik (FNE) will

fix minimum standards, based on DIN tables; for microphones, record players and changers, tape recorders, frequency modulation components and loudspeakers.

The DHFI has created special recognition for retailers and technicians as "Anerkannter High-Fidelity-Fachberater" or recognized hi-fi technicians.

Such recognition obligates the recipients to attend special hi-fi training courses. At present there are 80 hi-fi specialist dealers in West Germany.

Exhibition Theme

"High Fidelity" has been picked as the theme for the annual Funkaustellung-radio-TV exhibition from Aug. 27 to Sept. 5 at Stuttgart.

Meanwhile, the European Exchange System (EES), the U. S. military merchandising organization in Europe, has announced an expansion in its hi-fi components program at 20 retail stores throughout the system.

The program is now in effect at the Fuerth, Germany, store, where the first hi-fi demonstration-listening studios were opened with a selection of components available from leading manufacturers.

MUSIC CAPITALS OF THE WORLD

COPENHAGEN

Earth Kitt was in Copenhagen this month. In Tivoli she was a bigger success than Shirley Bassey, of "Goldfinger" fame. She also did a TV show, to be shown in Denmark. . . . A big star in Denmark is country singer Bobby Lee. He is coming here soon from the States. The only version of the Billy J. Kramer hit "Trains and Boats and Planes" issued in Denmark is made by composer Burt Bacharach, his choir and orchestra. During the summer many folk singers from the States and from England performed on Copenhagen streets, but the police rejected them. The big hit "I'm a Fool," by Dino, Desi and Billy, is already well known here from the Rick Nelson album, "Spotlight on Rick." . . . The only Beatles number issued in the States but not issued here is their version of the old number, "Bad Boy."

JORGEN MYLIUS

HAMBURG

Philips has sold one million cassettes for its cassette recorders, the cigaret box-size tape machine it introduced two years ago. Philips says a number of German and foreign firms are planning to introduce their own versions of the Philips "compact cassette" recorder. . . . Paul Hubschmid, who plays Professor Higgins in the German staging of "My Fair Lady," lost a diamond-studded recording of "My Fair Lady" valued at \$50,000 to thieves who broke into his home in the Dahlem suburb of West Berlin. The diamond disk was awarded to Hubschmid to mark sales of 500,000 MFL LP's. . . . Col. Wilhelm Stephan, director of the Bundeswehr Musical Corps, has been invited to Washington to direct two concerts of military march music. Stephan will direct the U. S. Army Band in programs heavily larded with German marches.

North German Radio has just completed a comprehensive survey of German musical tastes which shows that the Germans no longer take classical music seriously. The so-called "ernst Musik" has lost ground heavily since the war to entertainment or "U" (for Unterhaltung) music—light classics, operettas and pops. North German Radio, accordingly, is switching programming in favor of "U" music over classical. Light music now comprises about half of the network's musical programming—unprecedented for the land of Bach, Brahms and Beethoven. . . . The Rolling Stones, next to the Beatles, Britain's most popular beat group, will visit Germany next month on a tour taking them also to Austria and Switzerland. . . . Polydor's Martin Lauer currently has no fewer than six titles on the German top tune list: "Taxi nach Texas," "Die letzte Rose der Praere," "Jim und Joe," "Wenn Ich ein Cowboy waer," "Sein bestes Pferd" and "Am Lagerfeuer."

OMER ANDERSON

LONDON

The "Help!" single has won the Beatles a gold disk in Britain for sales of 1 million-plus, topping the 700,000 sale of their last single "Ticket to Ride." The album was released here with an advance order of 250,000 and publisher Dick James was advised that the LP qualified for an American gold disk on advance orders alone. . . . Tom Jones has been booked for the "Ed Sullivan Show" at the end of his current U. S. stay Oct. 3. But his return to Britain will be brief. On Nov. 14 he begins another four-week schedule of U. S. concerts and TV dates, making a total of four months spent in America this year. . . . Dusty Springfield returns to work following her recent illness with the release of a new single by Goffin and King, "Gotta Give Me Some of Your Loving," on Sept. 10. But her plan to tour Britain with an orchestra led by Burt Bacharach this fall is cancelled. Dusty has announced she will take part in January's San Remo Song Festival.

Tamla-Motown attorney George Schiffer was due in London last week from Belgium for talks with EMI about the label's fall release schedule. . . . A visitor to Pye is the company's American representative, Irving Chezar. . . . Decca this week issued the first single by the Alan Price Set (formed by the organist who recently quit the Animals), "Any Day Now." . . . Brian Epstein will team Cilla Black and Billy J. Kramer with the Everly Brothers on their autumn one-nighter tour. Pye has just issued the Everly's "I'll Never Get Over You" single, together with an EP, "Price of Love" and an LP, "Beat 'n' Soul." . . . Lulu's next Decca single is an American song "Try to Understand," published by Aberbach. . . . Brian Epstein has signed another group recommended to him by the Beatles. It is Pye recording trio Paddy, Klaus and Gibson, who were friends of the famous four when they were working in Liverpool.

Sleeves of EMI singles will start bearing advertisements of products belonging to the EMI group almost immediately. A spokesman said this would not apply to LP sleeves and products outside the EMI group would not be allowed to advertise. . . . The Musicians Union will try to get a complete ban on pop stars miming to records on TV.

CHRIS HUTCHINS

MANILA

Connie Francis is not going to perform in Manila after her Tokyo stint in October, according to Hisando Higuchi of Oriental Booking Corp. of Tokyo. Higuchi managed the personal appearances at the Araneta Dome Coliseum in Cubao, Quezon City of the Trio Los Panchos. Senatorial candidate Sergio Osmena's political jingle by the Tres Rosas, local female singers, and Chi Licerio, "Sino Ba Ang Magaling" b-w "Osmena-Luzon Medley," and manufactured by Mareco, Inc. (distributor of MGM,

CBS, United Artists, ABC-Paramount, Capitol, 20th Century-Fox, Laurie, Kapp, Verve, and its local labels—Mabuhay and Villar) have already been distributed by the Osmena Campaigners all over the country—totaling 10,000 copies. . . . Cely Bautista, the juke box queen of the Philippines, recently cut two sides for a forthcoming LP album consisting of old and new ballads. Its backed by Leopoldo Silos, arranger-conductor of "Music of the Philippines" album released last year by RCA Victor International. . . . Juan Silos Jr., a byword in Philippine music, is seldom heard strumming his favorite instrument—the native guitar. In his latest instrumental album, "Hating Gabi and Other Kundiman Masterpieces," Silos' guitar is not of the run-of-the-mill type. It is one that you seldom hear hereabouts.

Pete Aristorenas, band leader of the Symphony of Sweetness Orchestra during the Japanese regime and early liberation, is coming home to get his lovely daughter, Susan, for a singing stint with his band in Bangkok. . . . Carmencita Patena, who's out of the country at least twice a year on personal engagements in the Orient, has a keen sense of humor, musically, and shapely contours that make her one of the freshest, liveliest singing personalities this side of the Pacific. . . . One of the most popular classical record labels in the country today is London, distributed exclusively by Super Records. Top recording artists in the British label's catalog are the London Symphony Orchestra, John Sutherland, the Vienna Philharmonic Orchestra, Clifford Curzon, pianist of the Vienna Philharmonic Orchestra, the London Festival Orchestra conducted by Robert Sharples, and many other world-renowned artists. . . . Derrick Coupland of British Decca was a recent Manila visitor—observing the sales of classical records here. He discussed sales and distribution methods with his licensee here, Super Records, owned and managed by Sian Yok Cheng. . . . "Pirate" printers are making whopping business in "The Sound of Music," the current movie. Illegal printers of music sheets have photostated or copied by hand the original printed music sheets of songs from the "Sound of Music." Sheet music is being sold by ambulant peddlers here for 1.

LUIS TRINIDAD

MEXICO

After two months of negotiations an agreement was reached between the record industry and the musi-



# INTERNATIONAL NEWS REPORTS



COLUMBIA RECORDS vice-president and general manager Harvey L. Schein and vice-president Peter de Rougement complete an arrangement in Spain with Manuel Alavedra and Francisco Ortega, owners and directors of Discophon Co., Barcelona, for the release of Epic Records product. Discophon also handles Columbia product via the CBS label.

cians' union, two points were conceded by the industry: an average 13.3 per cent increase of the musician wages and slight improvements for the mariachi. All the other points, specially the demand for a collective contract and the prohibition of the use of pre-recorded tapes, were dropped by the union. Immediately after having completed negotiations Jose R. Bustillos, president of Latin American operation, started on a three-week business tour to Ecuador, Columbia, Venezuela and Peru.

Among the first LP's from Pye released by Gamma in Mexico is one which contains the current hit, 'Cast Your Fate to the Wind,' by **Sounds Orchestral**. . . . After the appearance of his latest hit, 'Sombras,' **Javier Solis** was awarded by CBS a golden medal for having sold over 100,000 singles. 'The Best of Al Hirt' is the latest international RCA release. . . . The Vanguard recording of Milhaud's 'Pacem in Terris,' with texts by the late Pope John XXIII, recorded in Utah under **Maurice Abravanel**, was met with great interest.

**Alejandro Siegrist**, industrial director of Orfeon-Videovox, was appointed general director. . . . An American jazz pianist, **Joyce Collins**, is doing well playing in a fashionable Italian restaurant. She is assisted by, among others, outstanding Mexican drummer **Leo Acosta**, who just recorded with his orchestra for Polydor, 'April in Acapulco.'

OTTO MAYER-SERRA

## MILAN

On Sept. 2, **John Foster** from Phonocolor Records will present his new record 'Al Primo Quarto Di Luna' (At the First Quarter Moon) in a show from Bari, which will be filmed on TV. Phonocolor directors hope Foster will repeat the success from the international hit 'Amore Scusami' (launched in the States by Robert Goulet as 'My Love, Forgive Me'). . . . **Adamo**, young Italian singer living in Belgium and EMI's international star, is in Italy. Meanwhile, his last Italian hit, 'La Notte,' (The Night) has reached the 85,000 copies sales mark, an interesting figure while there is an economic recession going on.

**Adriano Celentano's** latest record 'E Voi Ballate' (And You Dance) looks like the best selling record in the Italian market in this moment. Celentano is very busy preparing his second TV personal show, 'Adriano Clan No. 2'; Clan is the name of his own record company. All this company artists will appear on the show. . . . 'Zorba's Dance,' as performed by **Orchestra Minerbi**, Durium Records, released in the U.K. under the Pye label, has just entered the English charts. . . . **Richard Anthony**, top European EMI's star, who is enjoying five consecutive hits with five records in Italy, has just recorded two songs for the Italian market in the Italian language: 'La Ragazze d'Oggi' (That's How It Goes) and

'Se Hai Bisogno Di Un Amico' (Come to Me).

GERMANO RUSCITTO

## ROME

While **Mina's** LP of her last 'Studio Uno' songs continues to be a best seller, plans are for her to be joined this time by **Rita Pavone** and **Ornella Ganoni**. . . . **Michele Accidenti**, winner of the last Italian Festival in Zurich, will be represented by 'When I See You,' along with 11 other Italo vocalists. . . . **Nico Fidenco** won Festival of Tourist Songs, followed by **Nelly Fioramenti** and **Vanna Scotti**. Another winner, at San Remo's 'Spotlight' was **Lucio Dalla**. San Remo also staged an event, 'It's Never Too Late' for new singers 30 years old and older. . . . **Fata Morgana** is a new label, with offices in Reggio Calabria and Milan. . . . **Frick H. Schorer** and **Jan Slipse** will conduct **Philips Harmonie Band** from Holland in a tour of Bolzano, Venice, Verona, Stresa, Monza, Turin, Alpegnano Varese and Milan. . . . **Ri-Fi** is backing up juke dealers organization by offering free disk of 'I Giganti' to every dealer sending in a list of disks most played during month.

**Samantha Jones** from England and **Yukari Ito** from Japan, have been set for guest shots on TV's 'Rotocarolo,' which stars **Mirando Martino** in song spots. . . . Two top vocalists, **Gianni Morandi** and **Domenico Modugno**, are introducing their latest numbers via the 'Sea to Sea' summer TV competition. Former offers 'If It Could Be' and the latter 'Silver Trumpet.' . . . A group of Neapolitan songsmiths have composed a song in honor of **Santina** and **Giuseppina Foglia**, Siamese twins successfully separated in Turin recently, and dedicated the royalties to them.

SAM'L STEINMAN

## STOCKHOLM

'Halsingepojkarna,' a folk group working in Sweden in the 1930's, are being released on a new LP on Swe-Disc. The members are now between 55-70 years old, but still swing very lively. . . . When the **Shadows** visited Gothenburg on the West Coast, they were invited by **Bo Vinberg**, lead guitarist in Sweden's top instrumental group, the **Spotnicks**. **Shadows** went enthusiastic over the group's new song, 'I'm Around,' the same tune which was turned down by the jury on Radio Sweden's 'Ten Top' program. . . . **Ernie Englund**, trumpeter, for a long time working in the States, has a new LP out: 'Dancing in the Dark.' The record was first released in Japan, curiously enough, and the Swedish LP was copied from Japanese originals.

**Hootenanny Singers**, working in many European languages, will be shown on TV in Holland in September. Their manager, **Stig Anderson**, will travel through Europe during September and October. It was Anderson who introduced the Finnish dance, **Jenka**, to Europe.

. . . The **Bob Dylan** style is getting stronger every day in this country and everybody thinks it's going to be the 'thing' this autumn. Clubs and dancehalls are planning special blues and c&w programs. One of the first to record a Dylan tune in Swedish was **Lill Lindfors**. The tune: 'Don't Think Twice, It's All Right.' . . . **Jack Lewerke** of Merit Distributing Corp. in Los Angeles visited **Karusell Record Co.**

B. FREMER

## TOKYO

The contract of the Soviet Russian Government Export Organ with the New World Record Co. of Japan regarding Russian recordings expired at the end of July. It was finally extended for another three years on the condition that **Nippon Victor**, which has been pressing and distributing the disks, launch an all-out campaign starting with the October release under a new logo of 'World Golden Library' in place of 'New World.' . . . **Kyu Sakamoto** of 'Sukiyaki' departed for Amsterdam Aug. 5 to plug his new recording, 'Mieke and Marijke' (Two Dutch Maidens) for **Bovema**. This song was written by the same **R. Ei** and **H. Nakamura** team who authored 'Sukiyaki' after their sight-seeking trip in Holland in April. **Toshiba Records** is pushing it to make it the second smash hit. . . . The **Honeycombs**, singing-dancing quintet from England, played eight dance parties at the Korakuen Ice Palace and two concerts at Sankei Hall Aug. 20 and 21. Performances were also given in Osaka, Kobe and Kyoto.

**Arthur Fiedler** is arriving Aug. 25 at the invitation of the **Yomiuri Nippon Symphony Orchestra** to direct eight concerts in key cities beginning Aug. 31 in Tokyo. **Nippon Victor** released an album, 'Grand Canyon,' etched by **Fiedler-Boston Pops Orchestra** in conjunction with the maestro's visit. . . . **Connie Francis** is scheduled to arrive Oct. 7. **Nippon Grammophon**, which represents **MGM** label, is now arranging to market some selections sung in Japanese by the vocalist. . . . June record production, according to the **Japan Phonograph and Record Association**, is 4,330,614 Japanese records (\$3,094,777) and 3,339,432 international records (\$3,669,342) totaling 7,670,046 records (\$6,764,119 at factory prices). This is a gain of 27 per cent in quantities and 18 per cent in value over the same month last year. Stereos involved in above figures are 5,525,607 records (\$5,117,519).

JUNZO FUKUNISHI

## TORONTO

**Quality Records** has announced the second flight of its Canadian Talent Broadcasting Awards, plaques presented to the stations which lead in charting or playlisting disks by Canadian artists from the **Quality** roster. Current winners are **CFCF**, Montreal; **CFAC**, Calgary; **CHEC** Lethbridge; **CKSW**, Swift Current; **CKRD**, Red Deer, and two-time winner, **CHOK**, Sarnia.

**Allied Record Corp.** has appointed the **Winnipeg** branch of

MY GOOD LIFE

b/w

UP AND OVER THE WALL

by

CY ANDERS

RIC #S-167

Published by

BMI CANADA LIMITED, TORONTO

**Arc Sound** as distributors in Manitoba and Saskatchewan of the lines handled in Canada by **Allied—Roulette, Pye, Elektra, Time, Bang, Mainstream, Nonesuch, De Ville**. **Allied's** new General manager, **Jack Boswell**, is off on a two-week western tour, introducing fall product, merchandising and sales

(Continued on page 29)

# FOLLOW THE NEW CHRISTY MINSTRELS





# GEMA Draws Closer 'Curtain'

By OMER ANDERSON

BONN—GEMA, the West German ASCAP counterpart, is conducting negotiations with Iron Curtain countries for royalty agreements, and GEMA sources say the outlook is the best ever in its long struggle with the Communists.

In the current round, GEMA has a number of powerful factors going for it. The Communists are playing more Western music than ever before, and the trend is toward ever-growing exposure. So much Western music is now being played behind the Curtain that its piracy is becoming too flagrant to justify.

The Communists, in turn, are selling more of their own music than ever before to the Western countries. Communist artists (and indirectly the Communist governments) will not be able to reap the benefits of copyright unless they reciprocate.

Moreover, East-West trade is growing rapidly along the entire commercial spectrum, and the copyright issue has become intertwined with the entire complex of patent protection.

### ASCAP Stake

ASCAP has a direct and huge stake in the current negotiations. GEMA sources said that ASCAP, in fact, stands to gain more than GEMA, owing to its greater volume of copyrighted material played behind the Curtain.

Current negotiations are being conducted with Hungary, and they will form the pattern for future negotiations with Czech-

oslovakia, Poland, Romania, Bulgaria and Russia. Once Hungary is brought into the fold, no major difficulties are expected with the remaining Communist lands, including Russia.

GEMA has made initial arrangements for royalty payments with an Hungarian as-

sociation called Artisjus in Budapest. This was part of a package deal whereby GEMA has lined up world rights to Bela Bartok compositions (Iron Curtain rights excepted) by dealing with Bartok's widow and son.

### Bartok Pact a Pilot

GEMA is seeking to become the dominant performing rights organization handling Communist music rights in the non-Communist world, and the Bartok agreement is a pilot project in this direction.

In connections with the current Iron Curtain negotiations, GEMA sources disclosed that Iron Curtain authorities are battling bootleg musical concerts.

In Romania, for example, the State Office of Artistic and Theatrical Tours (OSTA) has a monopoly on organizing concerts and theatrical performance. But in the town of Oradea, so-called "theatrical bootleggers," responding to the tremendous demand for Western music, contracted clandestinely with a well-known Budapest orchestra and singers in the town.

Investigation disclosed that the music "bootleggers" were district committees for culture and art who grew tired of waiting for action by OSTA.

OSTA complained that up to 15,000 tickets were sold for the single illegal performance in Oradea, which was held in a stadium, and that the entrepreneurs had reaped "exorbitant profit." OSTA is now organizing regional offices and proposes to wage a campaign against illegal performances.

# TV'er Stars Disk Artists

TORONTO — A new TV series starring name recording artists, "On Spotlight," is being produced by Screen Gems (Canada), Ltd., at CFTO-TV, Toronto, for world-wide sale. The series of 35 half-hour shows will be syndicated in the U. S. and other countries.

"On Spotlight" has a nightclub format, presenting one star per show in his or her club act, backed by an orchestra of top local musicians. The first six shows, featuring Mel Torme, the Bitter End Singers, Johnny Desmond, Julie Wilson, Theodore Bikel and Julius La Rosa, will be taped this month, before a live studio audience. Artists signed for tapings in September are Carmen MacRae, Billy Daniels, Fran Warren, Gary Crosby, Jack Cassidy and Vaughn Meader.

The show is produced by Bill Wilson of Screen Gems in New York.

# Ember to Launch Budget Line in Britain Next Week

LONDON — Ember Records enters the British budget LP war with the launching next week of a high quality line retailing at \$1.40. It will be known as the Famous Artists Series.

Announcing the move, managing director Jeffrey Kruger said that although he would channel the line through legitimate retailers as much as possible, he would be forced in certain circumstances to make them available to other shops.

After five years in business, Ember, like some other independent product, was still not being stocked by many record retailers.

Included in the first batch of releases are albums by the Dave Clark Five, Roy Orbison, the Platters, Frankie Laine, Billy Eckstine, Eroll Garner, Woody Herman and Matt Monro.

The records will be issued in four-color sleeves and pressed by Philips and Qualiton factories.

# Paper Stages Hootenanny

TORONTO — The Toronto Daily Star and Star Weekly, has announced that the Star is presenting free open-air concerts at the Canadian National Exhibition Aug. 20 to Sept. 6. Last year 105,000 people attended the all-star hootenanny series of 10 concerts, two per night on five nights at the CNE.

### Correction

TORONTO — Through an error in typesetting, a line of copy was lost in the Page One story Aug. 7 on Canadian Coca-Cola's use of popular disk acts. The list of Canadian groups featured on the commercials should have read, "J. B. and the Playboys, Jack London (both on RCA Victor), the Big Town Boys, Robbie Lane and the Disciples (on Capitol), and David Clayton Thomas and the Shays (Roman Records).

This year the Star's first concerts (21) presented Johnny Cash and June Carter, with local folk groups the Common Folk and the York County Boys. The bill for the twice-nightly concerts Aug. 27 & 28 is headed by Theodore Bikel and Ronnie Gilbert, with two of Canada's best known folk groups, Columbia Records' the Travellers, and the Allen-Ward Trio, whose first Vanguard LP recently rated four stars in Billboard.

On Sept. 3 and 4 the Star presents Ian and Sylvia, the Travellers, and the Chanteclairs. All 10 concerts will be emceed by local folk artist Klaus Van Craft, and will open and close with folk songs, big band style, by a 30-man "hoot orchestra" conducted by Ellis McClintock. The concerts are being held for the 28th year.

**"SAD, SAD GIRL"**

Arctic 108

**BARBARA MASON'S**

**2nd Hit Single**



**JAMIE / GUYDEN DIST. CORP., Philadelphia 23, Pa.**

**"Yes, I'm Ready"**

**Barbara Mason**  
**SAD, SAD GIRL**



Arctic LP #1000 Mono & Stereo

**BARBARA MASON'S**

**1st Hit Album**



# MUSIC CAPITALS OF THE WORLD

• Continued from page 27

plans to distributors. Mrs. Janet Bessey, with Allied three years, has been made manager of the production department, recently transferred from Montreal to Toronto.

The Brothers Four had four Canadian dates in their current tour, hitting Vancouver, Calgary, Edmonton and Winnipeg, a boost for their latest Columbia single, "Come Kiss Me, Love," just getting off the ground here.

There's an exception to RCA Victor's acquisition of world distribution rights to Dunhill Records product, and it's ex-Vancouverite Terry Black, whose "Only Sixteen," introduced on "Shindig" last month, is moving up fast across Canada. Arc Records reports that Terry's disks will continue to be on Arc in Canada, Dunhill in the U. S., and now RCA throughout the rest of the world. . . . Phonodisc President Don McKim, national sales manager Ron Newman, and Montreal manager Hal Ross were in New York early this month to attend a Kapp Records' distributor meeting to preview fall product. Also visiting Audio Fidelity, all three flipped over the album by Canadian Father Columba McManus, the singing priest. . . . Phonodisc is drumming up more action for "Drums A Go-Go," by the Hollywood Persuaders in Canada than the disk has been getting yet at home. It's in the Top 10 on CFCF Montreal.

A la the revival of old English music hall numbers with "Mrs. Brown" and "Henry VIII," a new Toronto-based group, the Bradfords, bow on disk with a Herman's Hermit-like treatment of an old George Formby hit of about 1939, "Leaning on a Lamp-Post" on Capitol. The boys originally hail from Yorkshire, and have been a smash in centers around Toronto, working up to club dates in Toronto this fall. Capitol kept this one under wraps until it was rush-released, to dodge chances of another group covering what may be a hot number.

More Canadian talent releases from Capitol, "Do You Mind If I Dance With Your Girl?" by the Staccatos, and "It Was I," by the Big Town Boys. . . . The Toronto quintet, the Oopkiks, till they found that name is government property, then briefly called the Sikusis, are now named Just Us. Quality has released their first disk, "I Can Tell." . . . Also from Quality, but on the Barry label, a new single by Loreen Church, "Put Down" b-w "Don't Want Your Love." She's pushing both numbers in numerous p.a.'s in and around her hometown of Regina.

The Royal Family, whose Apex single, "I Told a Lie" and "Don't You Even Want to Know" is spreading East after making the charts on both CJA and CHED in their hometown, Edmonton, credit much of their sound to special electronic equipment designed and built especially and, thus far, exclusively, for them. . . . Frankie Laine will launch the season and a "big name" policy at Royal York Hotel in Toronto (Sept. 3 through 11), giving an extra boost to his new Capitol single, "A Girl." Other stars already signed are John Gary

## Oldham Exclusive

• Continued from page 24

American independent labels and a possible U. S. outlet for its home-produced product.

Immediate Records is based at 138-147 Ivor Court, London N.W. 1.

In New York with Oldham were Mick Jagger and Keith Richard of the Rolling Stones. The trio had discussions with several leading U. S. diskeries in their search for a new American outlet for the Stones.

and the Andrews Sisters, and the Moxie Whitney Orchestra returns for its 15th season at the hotel. . . . Maple Leaf Gardens in Toronto, still standing after the seige of the Beatles' appearance (17), is braced for another teenage mob scene with the Beach Boys Sept. 5, and the Rolling Stones due Oct. 31.

KIT MORGAN

## WELLINGTON, N. Z.

Industry reports show a sharp increase in record sales for Andy Williams since his show appeared on National TV channels. . . . Also Mahalia Jackson has upped her sales since she began her weekly one-song appearance. . . . Streamlining motions have been made at Philips by making John McCready a&r man for the popular field and Chris Thompson is the same in the classical realm. Both will handle promotion and co-ordination and Bill Morton becomes sales manager. . . . Top N. Z. recording star Dinah Lee will be making a return visit here with the P. J. Proby package. . . . Ron Dalton, Viking and La-Gloria Records production director, has just returned from Fiji where he recorded three albums aimed at the rising tourist market there. One album was recorded live at the Fiji Mocombo Hotel. . . . U. S. "Shindig" has replaced the local "Teenbeat" and "On the Beat Side" shows on teen channels in NZ-TV. . . . Philips has returned to the EP field. First releases feature Johnny Cash, Marty Robbins, Pretty Things, Dusty Springfield, Wayne Fontana, Gene Pitney, Millie and Bob Dylan. All are selling well—so well that cover reprints have been called. New pressings on schedule are Mahalia Jackson, Gerry Vale, Gene Pitney, Pete Seeger, Andy Williams and Louis Armstrong. HMV signed Rod MacKinnon, folk signer on the local scene, and plan an LP. Interest has also been aroused in the studios by others who have been performing here at Monde Marie, Mecca of folk. . . . Val Murphy has taped an offering for agent Burt Zell (General Artists Corp., Calif.) who plans release in the States. . . . Viking Records announces the appointment of Yvonne Lupp as assistant productions promotions manager. Miss Lupp was manager for Musical Wholesale Supplies in Sydney, Viking's Australian distributor.

J. P. MONAGHAN

## CHICAGO

Look for a flock of cover records on "Simple Gimpel," the catchy instrumental by Mercury's German artist Horst Jankowski. Nick Noble has already cut a vocal version which he'll let go to the highest bidder. It was a&r'd by Eddie Mascari, who also handles Mercury's publishing activities. . . . It's a Puerto Rico hiatus for Mary Rogots, Gal Friday to Mercury's well-rounded promotion chief Morris Diamond. . . . And Singer One-Stop manager Gus Tartol returns from a week-long vacation in, of all places, Pittsburgh.

Jack Williams, WIND's new program director is setting up his household in Evanston. . . . WCFL continues to acquire the "Cleveland Look." Ken Draper, the station's new program director, has imported John Wellman to supervise music. He's from KYW, as are Draper and deejays Jim Runyon and Jim Stagg. . . . The lure and prestige of being named head of Westinghouse's Washington news bureau — plus an additional few thousand smackers in the pay envelope — were too much for WCFL's recently named news director Art Schreiber to resist. He made the jump "reluctantly" to the nation's capital. WCFL is now shopping.

NICK BIRO

## HOLLYWOOD

Summertime being when military reservists spend two weeks in camp, airman second class Vic Dana has just completed his stint at March AFB in Riverside. He heads to Europe for appearances next month. Recruit Johnny Rivers has just joined the 540th Administration Company of the 40th Armored Division, California National Guard. Rivers, who did not participate with the 40th last week in its Southern Los Angeles riot control, leaves October-November for his six months active duty tour. He flew in from Las Vegas to join the unit.

Composer - arranger Jack Nitzsche is being groomed for film-TV chores by his new manager Helen Noga. Nitzsche has already met with Screen Gems officials to discuss film work. . . . Metro Distributors has picked up the Golden line of childrens records. . . . Valiant has invaded Canada to buy the master "I Don't Know," by the Canadian Classics. . . . NARAS' workshop on the recording arts begins at UCLA Sept. 27. Sessions run from 7:30 p.m. to 10 at Schoenberg Hall until Dec. 13. . . . Chappell Music has named the Chasloy Co. to handle Coast representation. David Jacobs and Jack Leonard will handle Chappell through the Chasloy office in the Hollywood Taft Building.

Three new music publishing firms are Bayes in North Hollywood, Beatrice Shearing; Technique, Inc., Beverly Hills, Leona Goldman, Ethel Beylen and Anita Riley and Globe in Beverly Hills, Shella Siegel, Ruth Sanders and Jack Perry. . . . The Leaves, teenage singers, have signed with GAC, which is prepping them for a tour with the Rolling Stones.

ELIOT TIEGEL

## NEW YORK

Paul Taubman, conductor and composer on Epic Records, is the new music director for NBC-TV's "Let's Play Post Office" games show. . . . Southern Music Publishing Co. has become the sole agent in the Western Hemisphere and Japan for Israeli Music Publications. . . . The Blue Bunny, a discotheque which will also feature live music, has opened in New York. The band is the Beats with singer Dean Parrish.

RIC Records will now be handled by Marshall-Mangold in Baltimore, according to president Lester Vanadore of RIC. . . . Columbia Records is having all liner notes written henceforth by well-known authors and performers, according to a new policy established by Jay Harrison, director of editorial services.

Singer Johnny Nash, president of Joda Enterprises, Inc., has established New York offices in the Roulette Building. Mrs. Margaret Nash has been named head of publishing; Judith Willoughby, head of publicity. Nash said the firm will expand into all areas, including country music and classical.

## Young & Growing

• Continued from page 24

Music, Ltd. (now taken over by Essex Music), with band leader Ted Heath (no relation) and the late Jack Kluger for some 12 years. Sub-publishing deals have been made in most world territories, in France with Tourner of Francobel, Paris, Peter Meisel and Paul Arends, Berlin and Munich and Felix Stahl of Stockholm. Millwick has two new groups, Shelley and the Sorrows on Pye. Roulette in the U. S. are releasing Jacki Bond singing two new Segal songs, "Now I Know" and "My Sister's Boy." Keely Smith recorded a Lionel Segal song "A Woman Needs" when she recently visited the U. K. It is due for release this fall in the U. S.

Jack Heath told Billboard they have signed up six young songwriters from whom they expect some good material.

FOLLOW THE NEW CHRISTY MINSTRELS





## ARGENTINA

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	VENECIA SIN TI	Charles Aznavour (Barclay); *Juan Ramon (RCA); Ely Neri (Fermata); Claudia (Odeon)—Fermata
2	2	HE COMPRENDIDO QUE TE AMO	Luigi Tenco (Fermata); Wilma Goich (CBS); *Jose Antonio (Microfon)—Fermata
3	4	MUNECA DE CERA	*Juan Ramon (RCA); France Gall (Philips); *Jose Carli (CBS); *Leo Dan (CBS)—Korn
4	3	COMENCAMOS A QUERERNOS	John Foster (Fermata); Dalida (Barclay); Robert Goulet (CBS); Cinco Latinos (Music Hall); *Claudio (Odeon)—Fermata
5	5	LOS DOMINGOS	*Cinco del Ritmo (Microfon); *Los Caucanos (Music Hall)—Korn
6	12	SIGUE BUSCANDO/ME HE PREGUNTADO MUCHAS VECES	Richard Anthony (Odeon)—Fermata
7	7	TICKET TO RIDE	Beatles (Odeon); *Sandro (CBS)—Fermata
8	6	AMOR, PERDONAME	*Juan Ramon (RCA); John Foster (Fermata); Tito Rodriguez (CBS); Dalida (Barclay); *Claudia (Odeon)—Fermata
9	9	UN PAYS EN EL PARAISO	Cinco Latinos (Music Hall)—Milrom
10	10	ROMPAN TODO/MAS	Shakers (Odeon)—Fermata

## AUSTRALIA

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	HELP!	The Beatles (Parlophone)—Leeds
2	3	A WALK IN THE BLACK FOREST	Horst Jankowski (Philips)—Alberts
3	11	I'M ALIVE	The Hollies (Parlophone)
4	5	SHE'S SO FINE	*The Easybeats (Parlophone)—Alberts
5	7	TWILIGHT TIME	*Billy Thorpe (Parlophone)—Allans
6	2	SATISFACTION	The Rolling Stones (Decca)—Essex
7	6	UNCHAINED MELODY	Righteous Brothers (Festival)—Chappells
8	—	TILL WE KISSED	Ray Columbus (Zodiac)
9	15	YOU'RE MY GIRL	Roy Orbison (London)—Acuff-Rose
10	9	FOOL, FOOL, FOOL	*Ray Brown & Whispers (Leedon)—Belinda
11	—	YOU WERE ON MY MIND	We Five (Festival)
12	—	ANYWAY, ANYHOW, ANYWHERE	The Who (Festival)
13	4	CRYING IN THE CHAPEL	Elvis Presley (RCA)—Chappells
14	8	I LIKE IT LIKE THAT	Dave Clark Five (Columbia)—Boosey & Hawkes
15	10	MORNING TOWN RIDE	*The Seekers (W&G)

## AUSTRIA

This Week	Last Week	Title	Artist
1	1	IL SILENCIO	Nini Rosso (Durium)—Helbling
2	2	SANTO DOMINGO	Wanda Jackson (Capitol)—Weltmusik
3	6	HEUTE MALE ICH DEIN BILD, CINDY LOU	Drafi Deutscher (Decca)—Helbling
4	3	ICH WAR ALLEIN	Suzie (Vogue)—Metrotan
5	10	ADIOS MEXICO	Freddy (Polydor)—Schneider
6	5	MIT 17 HAT MAN NOCH TRAEUME	Peggy March (RCA)—Weinberger
7	9	ES WAR KEINE SCHOENER ALS DU	Chiff Richard (Columbia)—Aberbach
8	—	WOLLY BULLY	Sam the Sham & the Pharaohs (MGM)
9	19	FRANGE DEN ABENDWIND	Francoise Hardy (Vogue)—Metrotan
10	—	DER ADAM	Inge & Rudi Meixner (Polydor)—Meixner

## BRITAIN

(Courtesy New Musical Express, London)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	HELP!	*Beatles (Parlophone)—Northern Songs, Ltd.
2	2	YOU'VE GOT YOUR TROUBLES	*Fortunes (Decca)—Mills Music

3	3	WE GOTTA GET OUT OF THIS PLACE	*Animals (Columbia)—Slamina Music
4	6	CATCH US IF YOU CAN	*Dave Clark Five (Columbia)—Ivy/Spurs Music
5	10	EVERYONE'S GONE TO THE MOON	*Jonathan King (Decca)—Marquis Music
6	4	MR. TAMBOURINE MAN	Byrds (Decca)—Blossom Music
7	7	THERE BUT FOR FORTUNE	Joan Baez (Fontana)—Harmony Music
8	5	TOSSING AND TURNING	*Ivy League (Piccadilly)—Southern Music
9	15	IN THOUGHTS OF YOU	*Billy Fury (Decca)—Kassner Music
10	12	WITH THESE HANDS	*Tom Jones (Decca)—Kassner Music
11	14	ZORBA'S DANCE	Marcello Minerbi (Durium)—Biem
12	16	SUMMER NIGHTS	*Marianne Faithfull (Decca)—Ardmore & Beechwood
13	17	A WALK IN THE BLACK FOREST	Horst Jankowski (Mercury)—Flamingo Music
14	11	WOOLY BULLY	Sam the Sham (MGM)—Knox Music
15	12	HE'S GOT NO LOVE	*Searchers (Pye)—Toby Music
16	8	HEART FULL OF SOUL	*Yardbirds (Columbia)—Feldman Music
17	—	I GOT YOU BABE	Sonny and Cher (Atlantic)—Aberbach
18	9	IN THE MIDDLE OF NOWHERE	*Dusty Springfield (Philips)—Budd Music
19	—	SEE MY FRIENDS	*Kinks (Pye)—Kassner Music
20	—	ALL I REALLY WANT TO DO	Byrds (CBS)—Blossom Music
21	19	TOO MANY RIVERS	Brenda Lee (Brunswick)—Acuff-Rose
22	—	HELP! (LP)	*Beatles (Parlophone)—Northern Songs, Ltd.
23	20	THIS WORLD IS NOT MY HOME	Jim Reeves (RCA)—Burlington Music
24	21	SAY YOU'RE MY GIRL	Roy Orbison (London)—Acuff-Rose
25	27	DON'T MAKE MY BABY BLUE	*Shadows (Columbia)—Screen Gems-Columbia, Ltd.
26	—	UNCHAINED MELODY	Righteous Brothers (London)—Frank Music
27	22	CRYING IN THE CHAPEL	Elvis Presley (RCA)—E. H. Morris
28	18	I'M ALIVE	*Hollies (Parlophone)—Shapiro-Bernstein
29	—	WHAT'S NEW PUSSYCAT?	*Tom Jones (Decca)—United Artists
30	29	LIKE IT USED TO BE	*Georgie Fame (Columbia)—Roar Music

## CANADA

This Week	Last Week	Title	Artist
1	2	HELP!	Beatles (Capitol)
2	3	SAVE YOUR HEART FOR ME	Gary Lewis & the Playboys (Liberty)
3	1	DOWN IN THE BOONDOCKS	Billy Joe Royal (Columbia)
4	4	(I CAN'T GET NO) SATISFACTION	Rolling Stones (London)
5	6	I GOT YOU BABE	Sonny & Cher (Atco)
6	7	CALIFORNIA GIRLS	Beach Boys (Capitol)
7	8	DON'T JUST STAND THERE	Patty Duke (United Artists)
8	5	I LIKE IT LIKE THAT	Dave Clark Five (Capitol)
9	—	UNCHAINED MELODY	Righteous Brothers (Philles)
10	—	YOU WERE ON MY MIND	We Five (Quality)

## CANADIAN RECORDS

1	1	MY GIRL SLOOPY	Little Caesar & the Consuls (Red Leaf)
2	—	ONLY SIXTEEN	Terry Black (Arc)
3	2	MAKING LOVE	Bobby Curtola (Tartan)
4	—	HEY HO, WHAT YOU DO TO ME	Chad Allan & the Expressions (Quality)

## FROM FRANCE TO FRENCH-CANADA

This Week	Last Week	Title	Artist
1	5	LES CHOSES DE LA MAISON	Claude Francois (Philips)

2	1	POUPEE DE CIRE, POUPEE DE SON	France Gall (Philips)
3	4	C'EST BEAU LA VIE	Jean Ferrat (Barclay)
4	—	PARTAGER TOUS TES REVES	Les Surfs (RCA Victor)
5	—	JE NE FAIS PAS D'HISTOIRES	Sophie (Copains)

## EIRE

This Week	Last Week	Title	Artist
1	1	HELP!	Beatles (Parlophone)—Northern Songs Ltd.
2	2	MY OWN PECULIAR WAY	Joe Dolan and the Drifters (Pye)—Acuff-Rose
3	3	YOU'VE GOT YOUR TROUBLES	Fortunes (Decca)—Mills
4	5	WE COULD	Sonny Knowles and Pacific (Pye)—Acuff-Rose
5	4	MR. TAMBOURINE MAN	Byrds (CBS)—Leeds
6	6	TOSSING AND TURNING	Ivy League (Piccadilly)—Southern
7	—	DON'T LOSE YOUR HUCKLEBUCK SHOES	Brendan Bowyer and the Royal (HMV)—Etude Music
8	7	WE GOTTA GET OUT OF THIS PLACE	Animals (Columbia)—Screen Gems
9	9	SHOWBANDS ON PARADE	Art Supple and Victors (Rex)—Various
10	—	OUR LOVE WILL GO ON	Butch Moore and Capitol (Pye)—142 Music

## FRANCE

This Week	Last Week	Title	Artist
1	1	C'EST TOI QUE J'AIME	Sheila (Philips)—Tutti
2	3	MES MAINS SUR TES	3
3	2	QUAND REVIENTS LA NUIT	Johnny Hallyday (Philips)—Pathe
4	5	CAPRI C'EST FINI	Herve Villard (Mercury)—Editions Barclay
5	9	ALINE	Christophe (A.Z.)—Jacques Plante
6	4	ZORBA LE GREC	Original Soundtrack (20th Century-Fox)—France Melodie
7	6	POURVU QUE CA DURE	Sandie Shaw (Vogue)—AMI
8	—	LE CIEL LE SOLEIL ET LA MER	Francoise Deguelt—(Columbia)—Beuscher
9	10	LA MONTAGNE	Jean Ferrat (Barclay)—Halleluya
10	7	KATHY CRUELLE	Marie Laforet (Festival)—Fantasia

## WEST GERMANY

This Week	Last Week	Title	Artist
1	2	MIT 17 HAT MAN NOCH TRAEUME	Peggy March (RCA)—Gerig
2	17	DU BIST NICHT ALLEIN	Roy Black (Polydor)—Seith
3	1	IL SILENZIO	Nini Rosso (Hansa)—Intro
4	3	POUPEE DE CIRE, POUPEE DE SON	France Gall (Philips)—Montana
5	20	ZORBA'S DANCE, THE SIRTAKI	Soundtrack (20th Fox/International)—Gerig
6	8	WOOLY BULLY	Sam the Sham and the Pharaohs (MGM)—Aberbach
7	5	ES WAR KEINE SO WUNDERBAR WIE DU	Cliff Richard (Columbia)—Aberbach
8	6	HEUTE MALE ICH DEIN BILD, CINDY LOU	Drafi Deutscher (Decca)—Intro
9	7	SANTO DOMINGO	Wanda Jackson (Electrola)—Gerig
10	11	DARLING, GOOD NIGHT	Ronny (Telefunken)—Marbot

## HONG KONG

This Week	Last Week	Title	Artist
1	1	HELP!	The Beatles (Parlophone)
2	5	BEFORE AND AFTER	Chad and Jeremy (CBS)
3	6	CRY I DO	The Fabulous Echoes (Diamond)
4	4	SUCH AN EASY QUESTION	Elvis Presley (RCA Victor)
5	10	HELP ME RHONDA	The Beachboys (Capitol)
6	2	HUSH, HUSH, SWEET CHARLOTTE	Patti Page (CBS)
7	3	SE PIANGI SE RIDI	New Christy Minstrels (CBS)

8	7	TO KNOW YOU IS TO LOVE YOU	Peter and Gordon (Columbia)
9	8	CRYING IN THE CHAPEL	Elvis Presley (RCA Victor)
10	—	MARIE	The Bachelors (British Decca)

## ITALY

\*Denotes local origin

This Week	Last Week	Title	Artist
1	4	LUI	*Rita Pavone (RCA)
2	2	TU SEI QUELLO	*Orietta Berti (Polydor)
3	15	TI SENTI SOLA STASERA	*Michele (RCA)
4	5	IL MONDO	*Jimmy Fontana (RCA)
5	7	CIAO CIAO	Petula Clark (Vogue)
6	1	SE NON AVESSI PIU' TE	*Gianni Morandi (RCA)
7	6	E VOI BALLATE	*Adriano Celentano (Clan)
8	8	LA CASA DEL SOLE	*Marcellos Ferial (Durium)
9	3	QUELLO SBAGLIATO	*Bobby Solo (Ricordi)
10	—	OGNI MATTINA	*Little Tony (Durium)

## JAPAN

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	ONNA GOKORO NO UTA	*Bob Satake (King)—Jasrac
2	2	CARAVAN	Ventures (Liberty)
3	3	ANOKO TO BOKU	*Hashi Yukio (Victor)—Jasrac
4	6	ABASHIRI BANGAIGHI	*Takakura Ken (Teichiku); Shirane Kazuo (Toshiba)—Jasrac
5	4	NATSU NO HI NO OMOIDE	*Hino Teruko (Polydor)—Jasrac
6	—	AISHITE AISHITE AISHICHATTANOYO	*Mahina Stars & Tashiro Miyoko (Victor)—Jasrac
7	10	SAYONARA WA DANCE NO ATONI	*Baisho Chieko (King)—Jasrac
8	7	DYNAMITE	Cliff Richard (Odeon)
9	9	SLAUGHTER ON 10TH AVENUE	Ventures (Liberty)—Chappell (Folster)
10	5	CRYING IN A STORM	*Amy Jackson (Columbia)—Jasrac

## MALAYSIA

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	PATCH IT UP	Linda Scott (Kapp)
2	5	THE MINUTE YOU'RE GONE	Cliff Richard (Columbia)
3	—	I'LL NEVER FIND ANOTHER YOU	The Seekers (Columbia)
4	4	WONDERFUL WORLD	Herman's Hermits (Columbia)
5	—	EASY QUESTION	Elvis Presley (RCA)
6	—	JUST ANOTHER GUY	Cliff Richard (Columbia)
7	6	BE MY GIRL	*Keith Locke and the Quests (Columbia)
8	—	SOMETHING GOOD	Herman's Hermits (Columbia)
9	—	TELSTAR	Teenage Hunters (Decca)
10	2	THANKS A LOT	Brenda Lee (Life)

## MEXICO

\*Denotes local origin

This Week	Last Week	Title	Artist
1	2	WOOLY BULLY	Sam the Sham and the Pharaohs (MGM)—Grever
2	1	SOMBRAS	*Javier (CBS)—Sadaic
3	6	COSECHA DE MUJERES	*Mike Laure (Musart)—Brambila
4	3	WHIPPED CREAM	Herb Alpert's Tijuana Boys (Tizoc)—Pending
5	4	CAST YOUR FATE TO THE WIND	Sounds Orchestral (Pye)—Pending
6	5	EL MUDO	*Sonora Santanera (CBS)—Mundo Musical
7	8	LECCION DE BESOS	*Julian Bert (Orfeon)—Pending
8	7	POR ESO ESTAMOS	*Apon (Peerless)—Pending
9	9	QUEM E—Silvinho	(Philips)—Pending
10	10	ROSA MARIA	*Los Moonlights (RCA)—Pending

## PERU

This Week	Last Week	Title	Artist
1	2	CHEVERE QUE CHEVERE	Los Teen Agers (Sono Radio)—Orlando y su Combo (Odeon)
2	1	RON Y TABACO	Tulio Enrique Leon (Odeon); Lucho Macedo (Virrey)
3	3	ESOS OJITOS NEGROS	Duo Dinamico (Odeon)
4	5	VOY	Olga Guillot (Musart); Los Panchos (Columbia); Pedrito Otiniano (Odeon)
5	4	DEMOLICION	Los Saicos (Dis-Peru)
6	6	CHICA MALA	Cesar Costa (RCA)
7	9	Y POR LO TANTO	Nelson Arias (Odeon); Cesar Altamirano (Cancionisima)
8	7	LA TABAQUERA	Los Teen Agers (Sono Radio); Marimba Chiapas (Musart); Lucho Macedo (Virrey)
9	8	TORERO	Hnos. Arriagada (Odeon)
10	—	RONDANDO TU ESQUINA	Lucho Barrios (Odeon)

## PHILIPPINES

\*Denotes local origin

This Week	Last Week	Title	Artist
1	3	HELLO, DOLLY	Bobby Darin (Capitol); Louis Armstrong (Kapp)—Mareco, Inc.
2	1	LOLLIPOPS & ROSES	Steve Lawrence (CBS)—Mareco, Inc.
3	2	FOR MAMA	(La Mamma)—Connie Francis (MGM); Jerry Vale (CBS)—Mareco, Inc.
4	5	WHERE LOVE HAS GONE	Jack Jones (Kapp)—Mareco, Inc.
5	6	OH, PRETTY WOMAN	Roy Orbison (London)—Super Records; The Gauchos (ABC-Paramount)—Mareco, Inc.
6	4	DO THE CLAM	Elvis Presley (RCA)—Filipinas Record Corp.
7	8	HAWAIIAN WEDDING SONG	Pat Megegan (London)—Super Records; Steve Lawrence (CBS)—Mareco, Inc.
8	9	SIMPLY I DO	*Ronnie Villar (Mabuhay)—Mareco, Inc.
9	10	THE BIRDS AND THE BEES	Jewel Akens (London)—Super Records
10	—	PRELUDE AND THE SOUND OF MUSIC	Julie Andrews (RCA)—Filipinas Record Corp.

## RIO DE JANEIRO

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	MA VIE	Alain Barriere (RCA)
2	—	NUNCA MAIS BRIGAREI CONTIGO	*Roberto Muller (CBS)
3	7	GAROTA MODERNA	*Wilson Simonal (Odeon)
4	—	GOLDFINGER	Johnny Mann (RCA)
5	3	SENTIMENTAL DEMAIS	*Altamar Dutra (Odeon)
6	—	Z	



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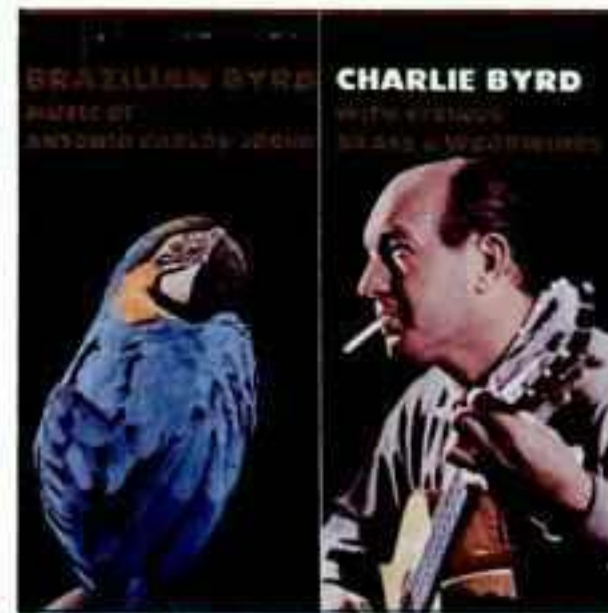
Everybody Loves Saturday Night  
Sweet Sorrento  
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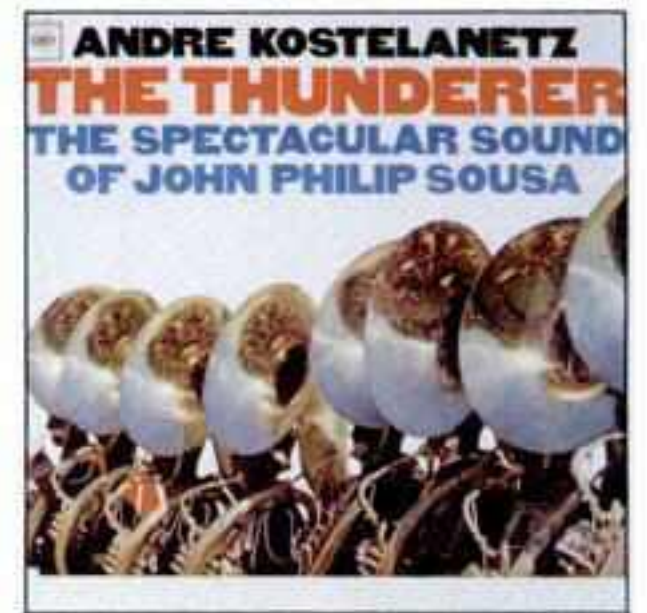
HERE  
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RELEASES



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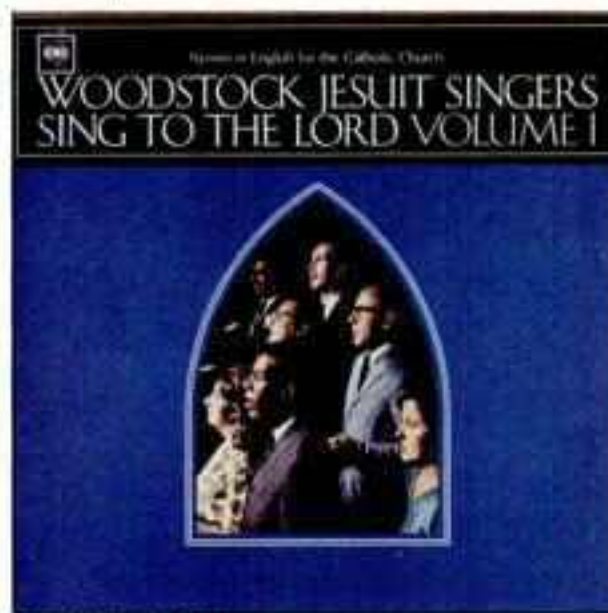
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CL 2359/CS 9159\*



CL 2379/CS 9179\*



CL 2381/CS 9181\*



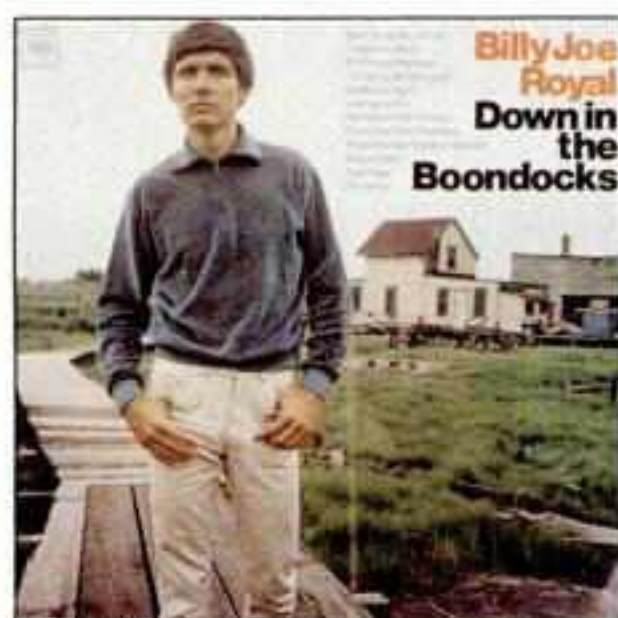
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CL 2384/CS 9184\*



CL 2401/CS 9201\*



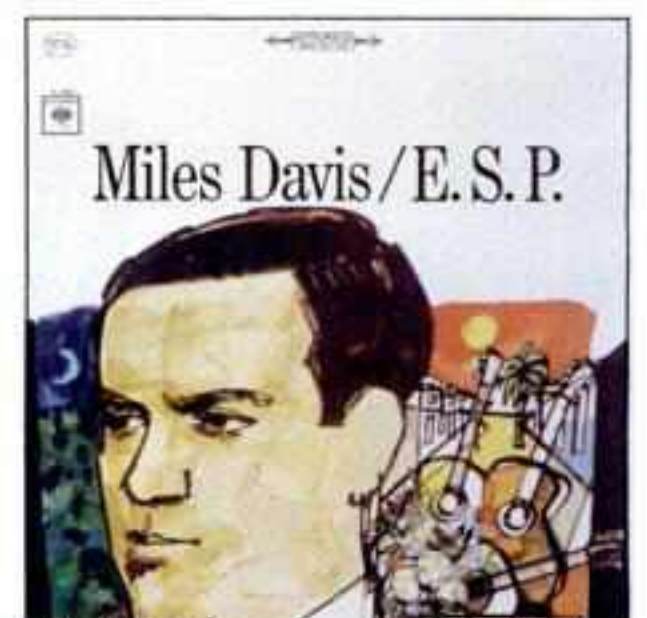
CL 2403/CS 9203\*



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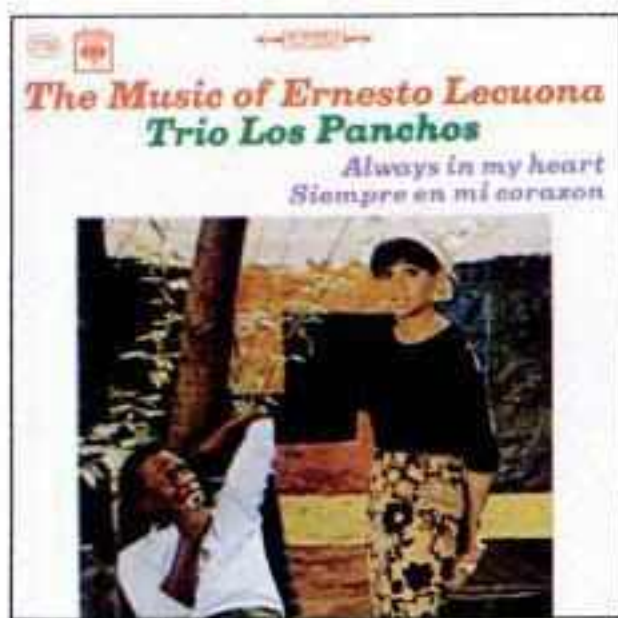
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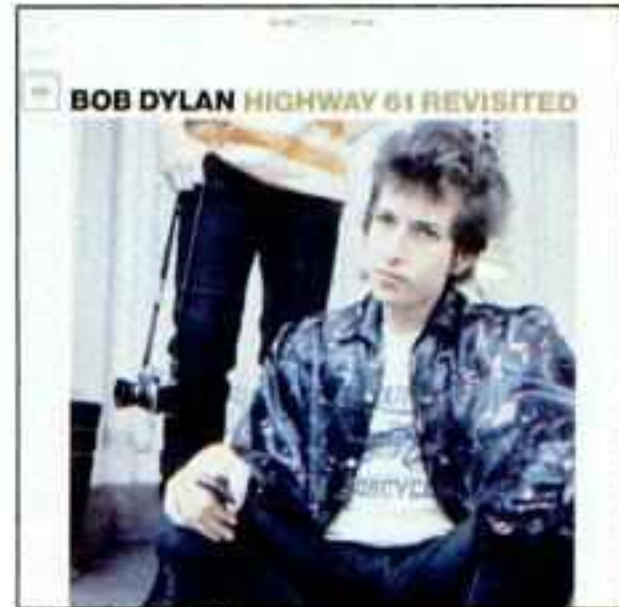
CL 2385/CS 9185\*



CL 2387/CS 9187\*



CL 2388/CS 9188\*



CL 2389/CS 9189\*



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This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart	This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	<b>OUT OF OUR HEADS</b> Rolling Stones, London LL 3429 (M); PS 429 (S)	4	51	55	<b>HUSH, HUSH, SWEET CHARLOTTE</b> Patti Page, Columbia CL 2353 (M); CS 9153 (S)	15	101	106	<b>YELLOW ROLLS-ROYCE</b> Soundtrack, MGM E 4292 (M); SE 4292 (S)	4
2	2	<b>BEATLES VI</b> Capitol T 2358 (M); ST 2358 (S)	10	52	98	<b>THE IN CROWD</b> Ramsey Lewis Trio, Argo LP 757 (M); LPS 757 (S)	3	102	149	<b>SEPTEMBER OF MY YEARS</b> Frank Sinatra, Reprise F 1014 (M); PS 1014 (S)	2
3	3	<b>SUMMER DAYS (And Summer Nights)</b> Beach Boys, Capitol T 2354 (M); DT 2354 (S)	6	53	59	<b>EDDIE FISHER TODAY</b> Dot DLP 3631 (M); DLP 25631 (S)	6	103	93	<b>BARBRA STREISAND/THE THIRD ALBUM</b> Columbia CL 2134 (M); CS 8954 (S)	72
4	4	<b>HERMAN'S HERMITS ON TOUR</b> MGM E 4295 (M); SE 4295 (S)	11	54	60	<b>TOM JONES—IT'S NOT UNUSUAL</b> Parrot PAL 61004 (M); PAS 71004 (S)	9	104	101	<b>WE'RE GONNA MAKE IT</b> Little Milton, Checker LP 2993 (M); LP 2993 (S)	13
5	5	<b>THE SOUND OF MUSIC</b> Soundtrack, RCA Victor LOC 2005 (M); LSOD 2005 (S)	24	55	58	<b>GETZ/GILBERTO</b> Stan Getz & Joao Gilberto, Verve V 8545 (M); V6-8545 (S)	65	105	108	<b>CATCH THE WIND</b> Denovan, Hickory LPM 123 (M); (No Stereo)	7
6	7	<b>MY NAME IS BARBRA</b> Barbra Streisand, Columbia CL 2336 (M); CS 9136 (S)	15	56	61	<b>RAMBLIN' ROSE</b> Nat King Cole, Capitol T 1793 (M); ST 1793 (S)	117	106	100	<b>THE SCENE CHANGES</b> Perry Como, RCA Victor LPM 3396 (M); 3396 (S)	14
7	10	<b>BRINGING IT ALL BACK HOME</b> Bob Dylan, Columbia CL 2328 (M); CS 9128 (S)	18	57	79	<b>THREE O'CLOCK IN THE MORNING</b> Bert Kaempfert & His Ork, Decca DL 4670 (M); DL 74670 (S)	8	107	150	<b>TONY BENNETT'S GREATEST HITS, VOL. III</b> Columbia CL 2373 (M); CS 9173 (S)	2
8	8	<b>MARY POPPINS</b> Soundtrack, Vista BV 4026 (M); STER 4026 (S)	48	58	51	<b>THE MONSTER</b> Jimmy Smith, Verve V 8618 (M); V6-8618 (S)	17	108	67	<b>SOMEBODY ELSE IS TAKING MY PLACE</b> Al Martino, Capitol T 2312 (M); ST 2312 (S)	11
9	9	<b>JUST ONCE IN MY LIFE</b> Righteous Brothers, Philips PHLP 4008 (M); PHLP 4008 (S)	14	59	142	<b>LOOK AT US</b> Sonny & Cher, Atco 177 (M); SD 177 (S)	2	109	104	<b>HAWAIIAN WEDDING SONG</b> Andy Williams, Columbia CL 2323 (M); CS 9123 (S)	15
10	11	<b>SINATRA '65</b> Frank Sinatra, Reprise R 6167 (M); RS 6167 (S)	9	60	57	<b>SOUL SAUCE</b> Cal Tjader, Verve V 8614 (M); V6-8614 (S)	17	110	95	<b>NAT KING COLE SINGS SONGS FROM "CAT BALLOU" AND OTHER MOTION PICTURES</b> Capitol T 2340 (M); ST 2340 (S)	9
11	13	<b>MY FAIR LADY</b> Soundtrack, Columbia KOL 8000 (M); KOS 2600 (S)	47	61	52	<b>THIS IS NEW!</b> Righteous Brothers, Moonlight MLP 1003 (M); SLP 1003 (S)	12	111	126	<b>PLAY GUITAR WITH THE VENTURES</b> Dolton BLP 14501 (M); (No Stereo)	4
12	6	<b>MR. TAMBOURINE MAN</b> Byrds, Columbia CL 2372 (M); CS 9172 (S)	10	62	68	<b>THE NEW SEEKERS</b> Capitol T 2319 (M); ST 2319 (S)	12	112	109	<b>DO THE FREDDIE</b> Freddie & the Dreamers, Mercury MG 21026 (M); SR 61026 (S)	11
13	12	<b>THE BEACH BOYS TODAY!</b> Capitol T 2269 (M); ST 2269 (S)	23	63	102	<b>ELVIS FOR EVERYONE!</b> Elvis Presley, RCA Victor LPM 3450 (M); LSP 3450 (S)	3	113	99	<b>RED ROSES FOR A BLUE LADY</b> Vic Dana, Dolton BLP 2034 (M); BST 8034 (S)	21
14	16	<b>THE 3rd TIME AROUND</b> Roger Miller, Smash MGS 27068 (M); SRS 67068 (S)	6	64	50	<b>SONGS FOR THE JET SET</b> Tony Bennett, Columbia CL 2343 (M); CS 9143 (S)	15	114	103	<b>HERE THEY COME</b> Paul Revere & the Raiders, Columbia CL 2307 (M); CS 9107 (S)	9
15	17	<b>THE ROLLING STONES, NOW!</b> London LL 3420 (M); PS 420 (S)	24	65	78	<b>SUMMER SOUNDS</b> Robert Goulet, Columbia CL 2380 (M); CS 9180 (S)	3	115	107	<b>EARLY MORNING RAIN</b> Jan & Sylvia, Vanguard VRS 9175 (M); VSD 79175 (S)	11
16	14	<b>FIDDLER ON THE ROOF</b> Original Cast, RCA Victor LOC 1093 (M); LSO 1093 (S)	44	66	80	<b>HAVING A WILD WEEKEND</b> Dave Clark Five, Epic LN 24162 (M); BN 26162 (S)	3	116	116	<b>JR. WALKER &amp; THE ALL STARS PLAY SHOTGUN</b> Soul 701 (M); S 701 (S)	8
17	15	<b>DEAR HEART</b> Andy Williams, Columbia CL 2338 (M); CS 9138 (S)	21	67	65	<b>YOU'VE LOST THAT LOVIN' FEELIN'</b> Righteous Brothers, Philips PHLP 4007 (M); PHLP 4007 (S)	32	117	112	<b>I MUST BE SEEING THINGS</b> Gene Pitney, Musicor MM 2056 (M); MS 3056 (S)	7
18	19	<b>THE GENIUS OF JANKOWSKI!</b> Horst Jankowski, Mercury MG 20993 (M); SR 60993 (S)	15	68	63	<b>THE FOUR TOPS</b> Motown 622 (M); S 622 (S)	17	118	114	<b>ARETHA FRANKLIN/YEAH!</b> Columbia CL 2351 (M); CS 9151 (S)	8
19	22	<b>MARIANNE FAITHFULL</b> London LL 3423 (M); PS 423 (S)	13	69	62	<b>UNFORGETTABLE</b> Nat King Cole, Capitol T 237 (M); (No Stereo)	24	119	121	<b>BLOCKBUSTERS</b> Jay & the Americans, United Artists UAL 3417 (M); UAS 6417 (S)	12
20	28	<b>THE NEARNESS OF YOU</b> John Gary, RCA Victor LPM 3349 (M); LSP 3349 (S)	6	70	75	<b>DOWNTOWN</b> Petula Clark, Warner Bros. W 1590 (M); WS 1590 (S)	29	120	127	<b>MOON RIVER &amp; OTHER GREAT MOVIE THEMES</b> Andy Williams, Columbia CL 1809 (M); CS 8609 (S)	173
21	21	<b>MEANWHILE BACK AT THE WHISKEY A GO GO</b> Johnny Rivers, Imperial LP 9284 (M); LP 12284 (S)	10	71	56	<b>BABY THE RAIN MUST FALL</b> Glenn Yarborough, RCA Victor LPM 2422 (M); LSP 2422 (S)	12	121	—	<b>GENTLE IS MY LOVE</b> Nancy Wilson, Capitol T 2351 (M); ST 2351 (S)	1
22	24	<b>WHERE DID OUR LOVE GO</b> Supremes, Motown MT 621 (M); S 621 (S)	50	72	64	<b>THE ROAR OF THE GREASEPAINT—THE SMELL OF THE CROWD</b> Original Cast, RCA Victor LOC 1109 (M); LSO 1109 (S)	21	122	111	<b>HALF A SIXPENCE</b> Original Cast, RCA Victor LOC 1110 (M); LSO 1110 (S)	12
23	23	<b>CHIM CHIM CHEREE</b> New Christy Minstrels, Columbia CL 2369 (M); CS 9169 (S)	10	73	72	<b>JOAN BAEZ/5</b> Vanguard VRS 9160 (M); VSD 79160 (S)	41	123	118	<b>I'VE GOT A TIGER BY THE TAIL</b> Buck Owens, Capitol T 2283 (M); ST 2283 (S)	22
24	20	<b>GOLDFINGER</b> Soundtrack, United Artists UAL 4117 (M); UAS 5117 (S)	38	74	86	<b>AL HIRT LIVE AT CARNEGIE HALL</b> RCA Victor LPM 3416 (M); LSP 3416 (S)	6	124	113	<b>THE EARLY BEATLES</b> Capitol T 2309 (M); ST 2309 (S)	19
25	30	<b>WHAT'S NEW PUSSYCAT?</b> Soundtrack, United Artists UAL 4128 (M); UAS 5128 (S)	4	75	69	<b>THE ASTRUD GILBERTO ALBUM</b> Verve V 8608 (M); V6-8608 (S)	16	125	120	<b>THE MANTOVANI SOUND</b> Mantovani & His Ork, London LL 3419 (M); PS 419 (S)	24
26	29	<b>WOOLY BULLY</b> Sam the Sham & the Pharaohs, MGM E 4297 (M); SE 4297 (S)	12	76	84	<b>LOUIE LOUIE</b> Kingsmen, Wand 657 (M); (No Stereo)	85	126	119	<b>LIFE &amp; LOVE ITALIAN STYLE</b> Jimmy Roselli, United Artists UAL 3429 (M); UAS 6429 (S)	10
27	26	<b>INTRODUCING HERMAN'S HERMITS</b> MGM E 4282 (M); SE 4282 (S)	28	77	83	<b>HELLO, DOLLY!</b> Louis Armstrong, Kapp KL 1364 (M); KS 3364 (S)	68	127	123	<b>A DOUBLE HEADER WITH ARTHUR PRYSOCK</b> Arthur Prysock, Old Town 2009 (M); 2009 (S)	7
28	25	<b>THE RETURN OF ROGER MILLER</b> Smash MGS 27061 (M); SRS 67061 (S)	30	78	49	<b>MY KIND OF TOWN</b> Jack Jones, Kapp KL 1433 (M); KS 3433 (S)	17	128	138	<b>THE BEST OF SAM COOKE, VOL. 2</b> RCA Victor LPM 3373 (M); LSP 3373 (S)	6
29	27	<b>WHIPPED CREAM &amp; OTHER DELIGHTS</b> Herk Alpert's Tijuana Brass, A&M LP 110 (M); SP 4110 (S)	16	79	110	<b>MORE HITS BY THE SUPREMES</b> Motown 627 (M); S 627 (S)	2	129	132	<b>YOU TURN ME ON</b> Ian Whitcomb, Tower T 5004 (M); DT 5004 (S)	8
30	18	<b>TODAY—MY WAY</b> Nancy Wilson, Capitol T 2321 (M); ST 2321 (S)	13	80	82	<b>THE PINK PANTHER</b> Henry Mancini & His Ork, RCA Victor LPM 2795 (M); LSP 2795 (S)	73	130	124	<b>ONE KISS FOR OLD TIMES' SAKE</b> Ronnie Dove, Diamond D 5003 (M); SD 5003 (S)	6
31	33	<b>ZORBA THE GREEK</b> Soundtrack, 20th Century-Fox TFM 3167 (M); TFS 4167 (S)	18	81	73	<b>THE TEMPTATIONS SING SMOKEY</b> Gordy G 912 (M); GS 912 (S)	22	131	125	<b>DEAN MARTIN HITS AGAIN</b> Reprise R 6146 (M); RS 6146 (S)	29
32	32	<b>A SONG WILL RISE</b> Peter, Paul & Mary, Warner Bros. W 1589 (M); WS 1589 (S)	21	82	74	<b>PETER, PAUL AND MARY</b> Warner Bros. W 1449 (M); WS 1449 (S)	175	132	136	<b>WEEKEND IN LONDON</b> Dave Clark Five, Epic LN 24139 (M); BN 26139 (S)	22
33	31	<b>THE MIRACLES GREATEST HITS FROM THE BEGINNING</b> Tamla T 254 (M); ST 254 (S)	20	83	66	<b>GERRY AND THE PACEMAKERS GREATEST HITS</b> Laurie LPP 2031 (M); SLP 2031 (S)	16	133	139	<b>HOW TO BE A JEWISH MOTHER</b> Gertrude Berg, Amy 8007 (M); (No Stereo)	7
34	34	<b>MUSIC FROM MARY POPPINS, THE SOUND OF MUSIC, MY FAIR LADY, ETC.</b> Ray Conniff & the Singers, Columbia CL 2366 (M); CS 9166 (S)	13	84	117	<b>THE HIT SOUNDS OF THE LETTERMEN</b> Capitol T 2359 (M); ST 2359 (S)	2	134	—	<b>WHY IS THERE AIR?</b> Bill Cosby, Warner Bros. W 1606 (M); (No Stereo)	1
35	41	<b>HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN</b> Vladimir Horowitz, Columbia M2L 328 (M); M2S 728 (S)	6	85	88	<b>THIS DIAMOND RING</b> Gary Lewis & the Playboys, Liberty LSP 2408 (M); LST 7408 (S)	23	135	137	<b>THE GOLDEN HITS OF LESLEY GORE</b> Mercury MG 21024 (M); SR 61024 (S)	7
36	42	<b>PEOPLE</b> Barbra Streisand, Columbia CL 2315 (M); CS 9015 (S)	48	86	81	<b>MY FAIR LADY</b> Original Cast, Columbia OL 5090 (M); OS 2015 (S)	460	136	131	<b>THAT HONEY HORN SOUND</b> Al Hirt, RCA Victor LPM 3337 (M); LSP 3337 (S)	24
37	40	<b>BEFORE AND AFTER</b> Chad & Jeremy, Columbia CL 2374 (M); CS 9174 (S)	10	87	87	<b>SAM COOKE AT THE COPA</b> RCA Victor LPM 2970 (M); LSP 2970 (S)	44	137	—	<b>KINDA KINKS</b> Kinks, Reprise R 6173 (M); RS 6173 (S)	1
38	38	<b>BEATLES '65</b> Capitol T 2228 (M); ST 2228 (S)	35	88	92	<b>BEGIN TO LOVE</b> Robert Goulet, Columbia CL 2342 (M); CS 9142 (S)	13	138	—	<b>MORE AMOR</b> Eddie Gorme & the Trio Los Panchos, Columbia CL 2376 (M); CS 9176 (S)	1
39	35	<b>GIRL HAPPY</b> Elvis Presley, RCA Victor LPM 3338 (M); LSP 3338 (S)	20	89	71	<b>HELLO, DOLLY!</b> Original Cast, RCA Victor LOC 1087 (M); LSO 1087 (S)	80	139	133	<b>THE SOUND OF MUSIC</b> Original Cast, Columbia KOL 5450 (M); KOS 2020 (S)	266
40	43	<b>THE VENTURES ON STAGE</b> Dolton BLP 2035 (M); BST 8035 (S)	11	90	76	<b>RED ROSES FOR A BLUE LADY</b> Wayne Newton, Capitol T 2335 (M); ST 2335 (S)	18	140	146	<b>SONGS FOR LATIN LOVERS</b> Ray Charles Singers, Command RS 886 (M); RS 886 (S)	2
41	36	<b>THE BEACH BOYS CONCERT</b> Capitol TAO 2198 (M); STAO 2198 (S)	43	91	70	<b>I KNOW A PLACE</b> Petula Clark, Warner Bros. W 1598 (M); WS 1598 (S)	14	141	141	<b>MUSIC TO READ JAMES BOND BY</b> Various Artists, United Artists UAL 3415 (M); UAS 6415 (S)	25
42	27	<b>THE KING FAMILY SHOW</b> Warner Bros. W 1601 (M); WS 1601 (S)	8	92	90	<b>WE REMEMBER SAM COOKE</b> Supremes, Motown 629 (M); SR 629 (S)	17	142	140	<b>A LITTLE BIT OF HEAVEN</b> John Gary, RCA Victor LPM 2994 (M); LSP 2994 (S)	32
43	39	<b>L-O-V-E</b> Nat King Cole, Capitol T 2193 (M); ST 2193 (S)	30	93	105	<b>TRUE LOVE WAYS</b> Peter & Gordon, Capitol T 2368 (M); ST 2368 (S)	3	143	147	<b>YOUR CHEATIN' HEART</b> Soundtrack/Hank Williams Jr., MGM E 4260 (M); SE 4260 (S)	35
44	47	<b>BLUE MIDNIGHT</b> Bert Kaempfert & His Ork, Decca DL 4569 (M); DL 74569 (S)	32	94	89	<b>AN EVENING WITH BELAFONTE/MAKEBA</b> Harry Belafonte & Miriam Makeba, RCA Victor LPM 3420 (M); LSP 3420 (S)	8	144	130	<b>I GO TO PIECES</b> Peter & Gordon, Capitol T 2324 (M); ST 2324 (S)	15
45	45	<b>THE BEST OF AL HIRT</b> RCA Victor LPM 3309 (M); LSP 3309 (S)	31	95	91	<b>YOU WERE ONLY FOOLING</b> Vic Damone, Warner Bros. W 1602 (M); WS 1602 (S)	8	145	135	<b>DRUM DISCOTHEQUE</b> Sandy Nelson, Imperial LP 9283 (M); LP 12283 (S)	8
46	44	<b>CAST YOUR FATE TO THE WIND</b> Sounds Orchestral, Parkway P 7046 (M); SP 7046 (S)	14	96	94	<b>THEM</b> Parrot PAL 61005 (M); PAS 71005 (S)	6	146	144	<b>THE INCOMPARABLE MANTOVANI</b> London LL 3392 (M); PS 392 (S)	43
47	53	<b>THE LATIN SOUND OF HENRY MANCINI</b> RCA Victor LPM 3356 (M); LSP 3356 (S)	10	97	97	<b>I DO LOVE YOU</b> Billy Stewart, Chess LP 1496 (M); (No Stereo)	9	147	—	<b>I'M THE ONE WHO LOVES YOU</b> Dean Martin, Reprise R 6170 (M); SR 6170 (S)	1
48	48	<b>GETZ AU GO GO</b> Stan Getz, Verve V 8600 (M); V6-8600 (S)	37	98	77	<b>HONEY IN THE HORN</b> Al Hirt, RCA Victor LPM 2733 (M); LSP 2733 (S)	102	148	—	<b>HELP</b> Beatles, Capitol MAS 2386 (M); SMAS 2386 (S)	1
49	46	<b>THE LOVE ALBUM</b> Trini Lopez, Reprise R 6145 (M); RS 6145 (S)	12	99	85	<b>KINKS-SIZE</b> Kinks, Reprise R 6158 (M); RS 6158 (S)	22	149	—	<b>THE RHYTHM AND BLUES ALBUM</b> Trini Lopez, Reprise R 6171 (M); RS 6171 (S)	1
50	54	<b>INTRODUCING THE BEAU BRUMMELS</b> Autumn LP 103 (M); ST 103 (S)	17	100	96	<b>FOR YOUR LOVE</b> Yardbirds, Epic LN 24167 (M); BN 26167 (S)	5	150	—	<b>LA BAMBA</b> Mongo Santamaria, Columbia CL 2375 (M); CS 9175 (S)	1





**SOUNDTRACK SPOTLIGHT**

**THE GLORY GUYS**

Soundtrack. United Artists UAS 5126 (S)

The brilliant musician-composer Riz Ortolani, who wrote the film scores for "The Seventh Dawn" and "Mondo Cane," comes to the screen once again with "The Glory Guys." The Tom Tryon-Harve Presnell starrer gets the full Ortolani treatment as the skillful and imaginative composer paints a musically descriptive picture of the lusty Western adventure. The score will stand on its own merit, based upon two cuts alone, "Warpaint and Feathers" and "Young Lovers Theme."



**CLASSICAL SPOTLIGHT**

**MOZART: CONCERTONE FOR TWO VIOLINS/SYMPHONIC CONCERTANTE FOR FLUTE**

Chamber Orch. of the Saare (Ristenpart). Nonesuch H-1068 (M); H-71068 (S)

The Nonesuch touch puts another sales-worthy package to the fore: two enchanting Mozart concerti performed well and recorded with the stereophile in mind.



**SOUNDTRACK SPOTLIGHT**

**THE SONS OF KATIE ELDER**

Soundtrack. Columbia OL 6420 (M); OS 2820 (S)

Elmer Bernstein has written another brilliant soundtrack score. The theme, released as a single, is sung with great feeling by Johnny Cash. Bernstein avoids the western clichés in writing the music for the horse. Particularly moving is "The Elders Fight." John Wayne is effective in a one-minute-10 second narration, "Texas Is a Woman."



**JAZZ SPOTLIGHT**

**JAZZ TEMPO, LATIN ACCENTS!**

Various Artists. Audio Fidelity AFSD 6111 (S)

A talented trio from Brazil (The Bossa Tres) augmented by Prince Lasha (flute), Sonny Simmons (alto sax) and Clifford Jordan (flute and tenor sax). They swing beautifully and make it seem so easy. Strong, driving Latin beat under exciting, inventive jazz figures combine to make this an album that should perk up the interest of many record buyers.



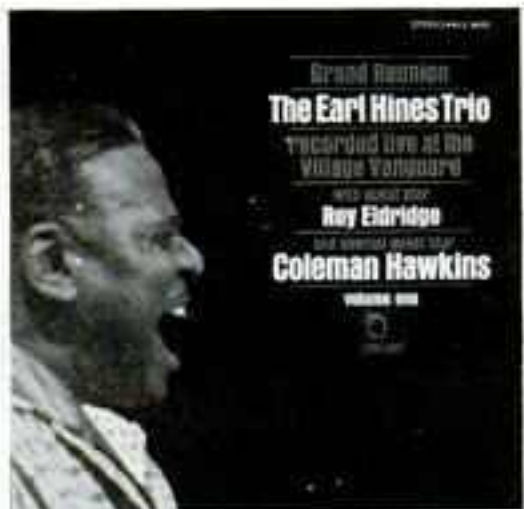
**LOW COST CLASSICAL**

**SPOTLIGHT**

**BEETHOVEN: SYMPHONY NO. 4/WAGNER: SIEGFRIED IDYLL**

London Symphony/San Francisco Symphony (Monteux). RCA Victorola VIC 1102 (M); VICS 1102 (S)

The late Pierre Monteux interprets with clarity and feeling Beethoven's "Symphony No. 4" and Wagner's "Siegfried Idyll." Neither performance had been previously recorded together. Both selections are war-horses. The album's an excellent value for anyone building a good inexpensive classical library.



**JAZZ SPOTLIGHT**

**GRAND REUNION**

The Earl Hines Trio. Limelight LS 86020 (S)

"Fatha" opens this album with "Portraits of Fats Waller"—six of Fats' famous numbers. Nobody will be able to keep his toes from tapping. He is then joined by Roy Eldridge and Coleman Hawkins for 10 minutes with "C Jam Blues"—a choice bit of wailin'. There's lots more of the same and the live audience loved it.



## SPECIAL MERIT PICKS

Special Merit Picks are new releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.



**POP SPECIAL MERIT**

**SAMMY'S BACK ON BROADWAY**

Sammy Davis. Reprise R 6169 (M); RS 6169 (S)

Sammy Davis has a good, solid album here, but no blockbuster. Material, culled from recent Broadway shows, doesn't quite measure up to the best of Broadway. He's best with "I Want to Be With You," taken from his current "Golden Boy." He also sings the popular "Hello Dolly!" "A Wonderful Day Like Today" and "People" with the established Davis touch.



**CLASSICAL SPECIAL MERIT**

**BRAHMS: SONATA NO. 3**

Jascha Heifetz/William Kapell. RCA Victor LM 2836 (M); LSC 2836 (S)

This is a reissue of a record made in 1950 by Heifetz, with the late William Kapell on piano. The Brahms sonata, written for violin and piano, is played with technical and emotional brilliance.

**SEE ALBUM REVIEWS ON BACK COVER**

# BREAKOUT ALBUMS

**NATIONAL BREAKOUTS**

**GENTLE IS MY LOVE**

Nancy Wilson, Capitol T 2351 (M); ST 2351 (S)

**NEW ACTION LP's**

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

**PAPA'S GOT A BRAND NEW BAG**

James Brown, King 938 (M); (No Stereo)

**THERE IS ONLY ONE ROY ORBISON**

MGM E 4308 (M); SE 4308 (S)

**SOME FOLK, A BIT OF COUNTRY AND A WHOLE LOT OF DIXIE**

Village Stompers, Epic LN 24161 (M); BN 26161 (S)

**MARIE**

Bachelors, London LL 3435 (M); PS 435 (S)

**MOONLIGHT BECOMES YOU**

Jerry Vale, Columbia CL 2371 (M); CS 9171 (S)

**SAMMY'S BACK ON BROADWAY**

Sammy Davis Jr., Reprise R 6169 (M); RS 6169 (S)

**THE TURNAROUND**

Hank Mobley, Blue Note 4186 (M); 84186 (S)

**SHENANDOAH**

Soundtrack, Decca DL 9125 (M); DL 79125 (S)

**CLASS OF '65**

Floyd Cramer, RCA Victor LPM 3045 (M); LSP 3045 (S)

**THE WONDERFUL WORLD OF ANTONIO CARLOS JOBIM**

Warner Bros. W 1611 (M); WS 1611 (S)

**BILLY STRANGE PLAYS THE HITS!**

Crescendo GNP 2012 (M); ST 2012 (S)

**WELCOME HOME**

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

**SAY SOMETHING**

Chuck Jackson & Maxine Brown, Wand 669 (M); S 669 (S)



**JAZZ SPECIAL MERIT**

**FREE FOR ALL**

Art Blakey & the Jazz Messengers. Blue Note 4170 (M)

The Messengers wail through four originals with an abandon typical of Blakey's drumming and leadership. Mostly for the more far-out fans, this jazz is very up-to-the-moment. The bulk of the album is solo work from Wayne Shorter (tenor sax) and Freddie Hubbard (trumpet).



**LATIN SPECIAL MERIT**

**LOVE & VIOLINS**

Chucho Avellanet. United Artists UAS 6439 (S)

Chucho Avellanet's smooth tenor voice is showcased to advantage in this album of Latin-American romantic standards. Leroy Holmes, relying mostly on strings, does just the right job with the orchestral backing. The love songs are Latin, but they're of the type that make it here as pop ballads.



**FOUR-STAR ALBUMS**

The four-star rating is awarded new albums with sufficient commercial potential in their respective categories to merit being stocked by most dealers, one-stops and rack jobbers handling that category.

**POPULAR**

**ARTHUR PRYSOCK SHOWCASE**

Decca DL 4628 (M); DL 74628 (S)

**EVERYBODY LOVES SATURDAY NIGHT**

Morgana King. Ascot ALS 13020 (M); ALS 16020 (S)

**RIDING HIGH**

Dixie Cups. ABC-Paramount ABC 525 (M); ABCS 525 (S)

**IN OUR FASHION**

Peggy March/Bennie Thomas. RCA Victor LPM-3408 (M); LSP-3408 (S)

**THE MILLER BROTHERS, VOL. II**

Dot DLP 3646 (M); DLP 25646 (S)

**DICK CONTINO PLAYS & SINGS THE HITS**

Dot DLP 3639 (M); DLP 25639 (S)

**SOUNDS FOR SPIES AND PRIVATE EYES**

Al Calola. United Artists UAS 6435 (S)

**EVERYBODY LETKISS!**

Erik Ahtig and His Letkiss Orch. Ascot ALS 13023 (M); ALS 16023 (S)

**TRAVELLEN' MANDOLIN**

Dave Apollon & the Journeymen. Coral 57467 (M); CRL 757467 (S)

**KARL BOXER COMES OUT SWINGING**

Dot DLP 3640 (M); DLP 25640 (S)

**BRAZILIAN MANCINI**

Jack Wilson. Valut 9001 (M)

**COUNTRY**

**PROGRESSIVE BLUEGRASS**

Roger Sprung. Folkway FA 2472 (M)

**CLASSICAL**

**ROSSINI OVERTURES**

Minneapolis Symphony Orch. (Dorati). Wing MGW 14055 (M); SRW 18055 (S)

**LOW PRICE CLASSICAL**

**MENDELSSOHN: SYMPHONY NO. 3 "SCOTCH" THE HEBRIDES OVERTURE**

London Symphony Orch. (Dorati). Wing 14056 (M); SRW 18056 (S)

**HAYDN: TWO CONCERTI FOR FLUTE, OBOE AND ORCHESTRA**

Collegium Musicum of Paris (Douatte). Nonesuch H-1067 (M); H-71076 (S)

**IVES: THE SONATAS FOR VIOLIN AND PIANO, VOL. 2**

Paul Zukofsky/Gilbert Kalish. Folkways FM 3347 (M)

**AN AMERICAN TRIPTYCH**

Gregg Smith Singers. Everest 3129 (S); 6129 (M)

**DEBUSSY QUARTET/RAVEL QUARTET**

Fine Arts Quartet. Concert Disc CS 253 (S); M 1253 (M)

**RAVEL: L'HEURE ESPANGOLE**

Orchestre National Paris (Maazel). Deutsche Grammophon 138 970 SLPM (S)

**WAGNER: DAWN AND SIEGFRIED'S RHINE JOURNEY**

Detroit Symphony Orch. (Paray). Wing MGW 14054 (M); SRW 18054 (S)

**JAZZ**

**THE JOHN COLTRANE QUARTET PLAYS**

Impulse A 85 (M); AS 85 (S)

**THE STANDARD SONNY ROLLINS**

Sonny Rollins & Co., RCA Victor LPM 3355 (M); LSP 3355 (S)

**BAKER'S HOLIDAY**

Chet Baker. Limelight LS 86019 (S)

**GODFREY HIRSCH AT PETE'S PLACE, NEW ORLEANS**

Coral CRL 57475 (M); CRL 757475 (S)

**STEPPING OUT!**

The Quartette Tres Bien. Decca DL 4675 (M); DL 74675 (S)

**TROMPETA TOCCATA**

Kenny Dorham. Blue Note 4181 (M)

**POLKA**

**POLKA JAMBOR-EE**

Tony Jambor & His Band. Decca DL 4651 (M); DL 74651 (S)

**POLKA CITY, U.S.A.**

Dick Rodgers & His TV Recording Orch. Decca DL 4666 (M); DL 74666 (S)

**HOOP-DEE-DOO**

Six Fat Dutchmen. Dot DLP 3644 (M); DLP 25644 (S)

**RELIGIOUS**

**SWEET HOUR OF PRAYER**

Jesse Crawford. Decca DL 4480 (M); DL 74480 (S)

**REX NELON**

Sing MFLP 3213 (M)

**GOSPEL**

**I WOULDN'T TAKE NOTHING FOR MY JOURNEY NOW**

The Oak Ridge Boys. Skylite SRLP 6030 (M); SSLP 6030 (S)

**JACK TONEY**

Sing MFLP 8080 (M)

**I WOULDN'T TAKE NOTHING FOR MY JOURNEY NOW**

The Oak Ridge Boys. Skylite SRLP 6030 (M); SSLP 6030 (S)

**SPOKEN WORD**

**ELIZABETHAN LOVE POEMS**

Robert Speaight & Maxine Audley. Spoken Arts SA 896 (M)

**SHAKESPEARE: RICHARD III**

Follo Theatre Players Production. Spoken Arts 891 (M)

**CARNIVAL IN RIO 1965**

The Copacabana Municipal Orch. & Singers & Chorus. Kapp KL 1446 (M)

**INTERNATIONAL**

**ALLE SINGEN MIT**

Willy Millowitsch. Fiesta FLP 1426 (M)

**HUZD RA CIGANY!**

Various Artists. Fiesta FLP 1421 (M)

**TAHITI—YESTERDAY AND TODAY**

Quinn's Combo / Tahitian Native Group. RCA Victor LPM 3344 (M); LSP 3344 (S)

**JA, DAS HABEN DIE MODCHEN SO GERNE**

Der Flotte Franz & His Bierbrummer. Fiesta FLP 1425 (M)

**WIE ES EUCH GEFALLT**

Bruce Low. Fiesta FLP 1424 (M)



**THREE-STAR ALBUMS**

The three-star rating indicates moderate sales potential within each record's music category.

**POPULAR**

**MORE RAGTIME TWENTIES**

Johnny Maddox. Dot DLP 3645 (M); DLP 25645 (S)

**JAZZ**

**JAZZ GUITAR BACH**

Andre Benichou. Nonesuch H-1069 (M); H-71069 (S)

**FOLK**

**THE SHENANDOAH TRIO IN MOTION**

Dot DLP 3641 (M); DLP 25631 (S)

**GOSPEL**

**SINGING ON THE MOUNTAIN**

Arthur Smith & the Crossroads Quartet. Dot DLP 3642 (M); DLP 25642 (S)

**INTERNATIONAL**

**CONCERTI FOR ACCORDION AND BALALAIKA**

Chalkin, Shishkov and Vassilenko. Monitor MG 2074 (M); MCS 2074 (S)



I COULD HAVE SWORN I'D SEEN A  
DOVE FLY ON MY TURNTABLE!



"I'LL MAKE ALL YOUR  
DREAMS COME TRUE"

Written by  
WES FARRELL and BERNICE ROSS

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Published by  
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# Ronnie Dove

CHART  
HIT LP! ▶

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**RONNIE DOVE**  
ONE KISS  
FOR OLD TIMES'  
SAKE



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BIT OF  
HEAVEN  
(ALSO INCLUDED)

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Ramsey Lewis Trio

# THE "IN" CROWD

ARGO 5506

## Little Milton Without My Sweet Baby

CHECKER 1118

The Radiants

# WHOLE LOT OF WOMAN

CHESS 1939

Jackie Ross

# WE CAN DO IT

CHESS 1940

James Phelps

## LA DE DA I'M A FOOL IN LOVE

ARGO 5509

# CHESS

RECORDS

## NEW ALBUM RELEASES

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

### ARC

GOSPELITES—Follow the Path of Life; A 654  
GINO KING—Songs I Sang With Ray Price  
and Faron Young; A 640.  
The Pipes and Drums of the TORONTO  
SCOTTISH REGIMENT; A 657.

### ARHOOLIE

VARIOUS ARTISTS—Bad Luck N' Trouble;  
F 1018.  
BUKKA WHITE—Sky Songs Vol. 1; F 1019.  
BUKKA WHITE—Sky Songs Vol. 2; F 1020  
ATLANTIC  
BARBARA LEWIS—Baby I'm Yours; LP 8110,  
SD 8110.

### BLUES CLASSICS

VARIOUS ARTISTS—Country Blues Classics  
Vol. 2; 6

### CAPITOL

MICKEY KATZ—Fiddler on the Roof; T 2387,  
ST 2387  
Tivoli Gardens Concert—Copenhagen Sym-  
phony Orch. (Friisholm); G 7253, SG 7253.  
I Like Tchaikowski—Hollywood Bowl Orch.  
& Capitol Symphony Orch. (Dragen); P  
8617, SP 8617.

### CORAL

The Best of LIBERACE; 7CKSB.

### CRESCENDO

JOE & EDDIE—Walkin' Down the Line; GNP  
2014.  
BILLY STRANGE Plays the Hits; GNP 2012.

### DECCA

THE CASTILIANS—Dance the Tango; DL 4662,  
DL 74672.  
XAVIER CUGAT & HIS ORCH.—Feeling Good!  
DL 4672, DL 74672.  
DUKES OF DIXIELAND—"Live" at Bourbon  
Street (Chicago); DL 4653, DL 74653.  
Spotlight on EARL GRANT; DL 4624, DL  
74624.  
BURL IVES—On the Beach at Waikiki; DL  
4668, DL 74668.  
ERNEST TUBB & LORETTA LYNN; DL 4639,  
DL 74639.  
DICK RODGERS & HIS TV RECORDING ORCH.  
—Polka City, U.S.A.; DL 4666, DL 74666.  
SOUNDTRACK—Shenandoah; DL 9125, DL  
79125.  
VARIOUS ARTISTS—Saturday Night at the  
Grand Ole Opry Vol. 3; DL 4671 DL 74671.  
"WHOOPEE" JOHN ORCH.—Old Time-Hit  
Time; DL 4648, DL 74648.

### DITA

NORA ALEXANDER—Singin' Thru the Swingin'  
Years; 1124.

### EMARCY

JIMMY CLEVELAND—Rhythm Crazy; MGE  
26003, SRE 66003.  
JOHNNY GRIFFIN QUARTET—Night Lady; MGE  
26110, SRE 66001.  
ART HODE & TRUCK PARNAM—Plain Old  
Blues; MGE 26005, SRE 66005.  
DJANGO REINHART—Le Jazz Hot!; MGE  
26004, SRE 66004.  
BUDDY RICH—The Driver; MGE 26006, SRE  
66006.  
VARIOUS ARTISTS—International Jazz Work  
Shop; MGE 26002, SRE 66002.

### EPIC

BEETHOVEN: THE FIVE PIANO CONCERTOS  
NO. 1 IN C MAJOR, OP. 15—The Cleve-  
land Orch. (Szell); SC 6051, BSC 151.  
BEETHOVEN: THE NINE SYMPHONIES—The  
Cleveland Orch. (Szell); SC 6050, BSC 150.  
BEETHOVEN: THE RASUMOVSKY QUARTETS—  
Juilliard String Quartet; SC 6052, BSC  
152.  
BEETHOVEN: HAMMERKLAVIER SONATA —  
Charles Rosen; LC 3900, BC 1300.  
It's Time for MIKE DOUGLAS; LN 24169,  
BN 26169.  
GOLDEN GATE STRINGS—A String of Hits;  
LN 24160, BN 26160.  
GLENN MILLER ORCH. (RAY MCKINLEY)—  
Great Songs of the 60's Glenn Miller Time;  
NL 24157, BN 26157.  
JANE MORGAN—In My Style . . . ; LN 24166,  
BN 26166.  
TIMMIE ROGERS—Oh Yeah!; LN 24168, BN  
26168.  
STAPLE SINGERS—Freedom Highway; LN  
24163, BN 26163.  
BOBBY VINTON—Drive-in Movie Time; LN  
24170, BN 26170.

### FILM CITY

ROD ROGERS & THE FILM CITY STUDIO  
ORCH.—Top Tunes for the Young at Heart;  
FC 2000.

### IMPERIAL

MEL CARTER—Hold Me, Thrill Me, Kiss Me;  
LP 12289, LP 9289.  
CHER—All I Really Want to Do; LP 11292,  
LP 9292.  
This Is JACKIE DESHANNON; LP 11286, LP  
9286.  
BILLY J. KRAMER—Trains and Boats and  
Planes; LP 12291, LP 9291.  
SANDY NELSON—Drums A Go-Go; LP 12287,  
LP 9287.

THE O'JAYS—Comin' Through; LP 12290, LP  
9290.

JOHNNY RIVERS Rocks the Folk; LP 12293,  
LP 9293.  
SLIM WHITMAN—Reminiscing; LP 12288, LP  
9288.

### JAY JAY

LI'L WALLY—The Great Jaciello Sound Vol.  
1; WJ 8000, WJS 8000.  
LI'L WALLY—Polski Spiew 1 Glos; 1091,  
5091.

### KAPP

ROBERTINO—Be My Love; KL 1436.  
BILLY EDD WHEELER—The Wheeler Man;  
KL 1443.  
HUGO WINTERHALTER & HIS ORCH.—The Big  
Hits of 1965; KL 1429.

### LIBERTY

VIKKI CARR—Anatomy of Love; LRP 3420,  
LST 7420.  
VIC DANA—Moonlight & Roses; BLP 2036,  
BST 8036.  
MARTIN DENNY—20 Golden Hawaiian Hits;  
LRP 3415, LST 7415.  
JAN & DEAN'S POP SYMPHONY NO. 1—The  
Bel Aire Pops Orch.; PR 3414, ST 7414.  
JAN & DEAN Golden Hits Vol. 2; PR 3417,  
ST 7417.  
A Session With GARY LEWIS and THE PLAY-  
BOYS; LPR 3419, LST 7419.  
JULIE LONDON/GERALD WILSON — Feeling  
Good; LRP 3416, LST 7416.  
MATT MONRO—All My Loving; LRP 3423,  
LST 7423.  
P. J. PROBY; LRP 3421, LST 7421.  
VENTURES A GO-GO; BLP 2037, BST 8037.

### L'OISEAU-LYRE

Recital for Strings—Academy of St. Martin  
in-the-fields (Marriner); OL 276.  
Victorial—Choir of the Carmelite Priory Lon-  
don (McCarthy); OL 270.

### LONDON ARGO

HANDEL: CONCERTOS FOR WIND AND  
STRINGS OPUS 3—Academy of St. Martin  
in the fields (Marriner); RG 400.  
RICHARD JOHNSON/PETER ORR/ WILLIM  
SQUIRE—Donne; RG 403.  
Sing Joyfully—Choir of St. Michael's Col-  
lege, Tenbury (Nethsingha); RG 423.  
VARIOUS ARTISTS—Songs for Children; DA  
32.  
T. S. ELIOT Reads Old Possum's Book of  
Practical Cats; RG 116.  
Evensong for Ash Wednesday—Choir of King's  
College, Cambridge (Willcocks); RG 365.  
BRITTEN: PART SONGS—Elizabeth Singers/  
Louis Halsey; RG 424.  
ROBERT SPEAIGHT—Eliot: The Waste Land;  
RG 10.  
PALESTRINA: STABAT MATER—Choir of  
King's College Cambridge (Willcocks); RG  
398.  
ELIOT: FOUR QUARTETS; RG 11.  
VARIOUS ARTISTS—What Passing Bell; RG  
385

### LONDON INTERNATIONAL

SINGENDES KLINGENDES HARZERLAND —  
Heimatgruppe Harzklub (von Hoff); TW  
91384, SW 99384.

### MERCURY

ROY DRUSKY & PRISCILLA MITCHELL —  
Love's Eternal Triangle; MC 21035, SE  
61035.  
GEORGE JONES—Singing the Blues; MG  
21029, SR 61029.  
THE RIVIERA ORCHESTRA Goes Latin; MGW  
12310, SRW 16310.  
THE RIVIERA ORCHESTRA Plays Hits From  
Broadway & Hollywood; MGW 12309,  
SRW 16309.  
THE RIVIERA ORCHESTRA Plays Golden  
Favorites; MGW 12308, SRW 16308.

VARIOUS ARTISTS—Saturday Night Shindig;  
MG 21036, SR 61036.  
VARIOUS ARTISTS—Country & Western Gold-  
en Hits Vol. 2; MG 21034, SR 61034.  
VARIOUS ARTISTS—Stars and Guests of the  
Grand Ole Opry; MG 21030, SR 61030.

### MGM

CONNIE FRANCIS Sings All Time Interna-  
tional Hits; E 4298, SE 4298.

### MUSIC GUILD

J. S. BACH: Cantatas No. 32 & 79—Laubach  
Choir Chamber Orch. of the Saar (Ris-  
tenpart); MC 122, MS 122.  
BOIELDIEU/KRUMPHOLZ HARP CONCERTOS  
—Lily Laskine, Paillard Orch. (Pallard);  
MC 126, MS 126.  
ITALIAN ORGAN MUSIC OF THE 17th AND  
18th CENTURIES—Luigi Tagliavini; MC  
129, MS 129.  
PURCELL: THE INDIAN QUEEN—The London  
Chamber Singers/The London Chamber  
Orch. (Bernard); MG 124, MS 124.  
SCHULTZ: THE RESURRECTION—Instrumental  
& Choral Ensemble of the Salzburger Mo-  
zarteum; MG 125, MS 125.

### MUSICOR

GENE PITNEY—Looking Through the Eyes  
of Love; MM 2069, MS 3069.

(Continued on page 41)

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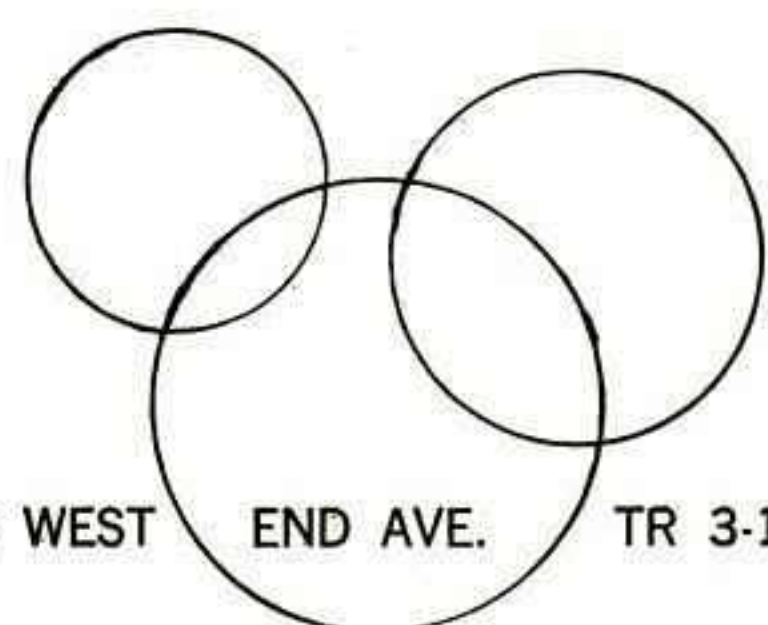
Dear Friend,  
My surfer boy is gone now, he's  
at peace far out at sea where he's  
found the biggest combers of all.  
But I'll never forget those happy  
hours with him in the surf. Please,  
won't you share his memory  
with me?

—Play our new record, Musicor 1111.

Sincerely,  
The Girl in the Black Bikini



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**SAM & BILL**  
**FOR YOUR**  
**LOVE**

JODA 100



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# Discount on Connoisseur Series

• Continued from page 3

Toots Theilmans round out the pop portion of the release.

The Connoisseur series includes an album by the French

singer Juliette Greco, an avant-garde collection of musical poems by George Brassens and an Argentine Roman Catholic high mass titled "Misa Criolla."

### Classical Packages

The classical packages include a three-record live performance of Tannhauser done at the Bayreuth Festival under the baton of Wolfgang Sawallisch; a five-record set of Beethoven piano concertos performed by Claudio Arrau with the Concertgebouw Orchestra of Amsterdam; a complete recording of Schubert's "Die Schone Mullerin, Op. 25, D. 795" by baritone Gerard Souzay, and a pairing of Bach's "Violin Concerto in A Minor" and "Violin Concerto in E" with the Haydn "Violin Concerto in C" by Arthur Grumiaux and the English Chamber Orchestra under harpsichordist Raymond Leppard.

Merchandising support includes a day-glo centerpiece suitable for in-store or window display plus complete sets of easel-backed die-cut album covers from "Get an Earful of This."

Lou Simon, Philips sales chief, said that local and national advertising will support the program. Philips is also introducing a new consumer catalog listing all its albums by musical category.

### Sampler Record

A 12-inch sampler record fea-

ture excerpts from Tannhauser and the Beethoven Piano Concertos and is available to stores without charge. A new type of inventory control form is also being made available during the program and deferred billing is being given to qualified dealers by Philips distributors.

The fall program is being kicked off at a series of regional sales meetings conducted by Lou Simon; Hugh Dallas, national promotion manager; George Steiner, Western regional sales manager, and Hal Charm, Eastern regional manager.

# Philharmonic Closes Season In the Bronx

NEW YORK—The New York Philharmonic concludes its 123rd season Saturday (28) with a free outdoor concert in Bronx Botanical Gardens. During the current season, the orchestra played a record 199 concerts and instituted two new summer series — the French-American Festival and the free outdoor park concerts. The latter drew 70,000 on opening night, the largest crowd ever to hear the orchestra in a single concert.

With Leonard Bernstein on sabbatical leave, guest directors were William Steinberg, Josef Krips, Thomas Schippers and Lorin Maazel. Andre Kostelanetz conducted two special Saturday night concerts, and Bernstein interrupted his leave to conduct eight young people's concerts and two performances of his own works at the French-American Festival.

# NAME OMITTED; HE WINS SUIT

NAPLES — Cellist Gicinto Caramia has been awarded \$800 by the local tribunal for omission of his name from the label of a record on which he played solo. The judgment was against Voce del Padrone. The cellist was soloist on album recorded by A. Scarlatti Orchestra of Naples, but his name was omitted from the record when it was issued.

# Chicago Season Down, Not Out

CHICAGO—While prospects for a 1965-1966 season for the Chicago Symphony Orchestra look dim, the Federal Mediation and Conciliation Service is making a last-minute effort to bring the American Federation of Musicians' local and the Orchestral Association to terms.

# 80,000 Attended Cleveland Series

CLEVELAND—The 17-concert summer series of the Cleveland Summer Orchestra ended last week drawing nearly 80,000 persons, less than 2,000 short of the record 1963 season.

Biggest draw was Henry Mancini, who attracted 7,932 and 8,233 patrons on successive evenings. A "Rodgers and Hammerstein" night drew 6,926.

# Serkin Tour Set

ROME — American pianist Rudolf Serkin will appear in four September concerts in Italy, including the Stresa and Perugia Music Festival, where it will be accompanied by the Marlboro (Vermont) Festival Group. The other two concerts have been arranged for Florence and Milan.

# 18 Works to Debut

VENICE—Eighteen musical compositions by different composers will have their world premieres Sept. 8-15 at the 28th International Festival of Contemporary Music here in a program of 10 events at the Teatro La Fenice.

# Canadian Wins Tirreni Contest

CAVA DE TIRRENI, Italy —The North American string of victories in the Rhythmic-Symphonic Composition Contest here remained unbroken when Pierre Mercure of Canada won the top award with his "Triptique for Orchestra" following American victories in the two previous contests.

Vojislav Simic of Yugoslavia was runnerup with "Peasant Festival," while third place went to Italy's Guido Turchi for "Paraphrase Suite." Other finalists were K. P. Bruchmann of Germany, Harry Somers of Canada, and Ernest Tomlinson of Great Britain. The finalists were gleaned from the dozen numbers selected for performance under direction of Ernesto Barbini and Pietro Argenta. The winners were selected by two juries, one selected from the public and one composed of musical experts.

The fourth competition this year attracted 377 composers from 17 nations. Selection committee found 68 worthy of performance in preliminary events which lead to semi-final and final selections for final three evenings at Tennis Club here. Last evening was televised via Eurovision.

# Cap. Shifts Aids

NASHVILLE — Larry Hathaway of Cincinnati was transferred to Nashville last week by Capitol Records to be its promotion director in this fast growing music center.

Two other Capitol Records officials, John Jossey of Chicago division manager, and John Lefler of Cincinnati, district manager, flew to Nashville last week to make preparations for Capitol's promotion during the Country Music Festival Oct. 21-23. They had conferences with veteran record distributor Louis Buckley.

# Metropolitan Taps Asst. Conductor

NEW YORK—Ross Reimueler has been named assistant conductor of the Metropolitan Opera National Company. He had been associate musical director of the Civic Light Opera, Pittsburgh.

The national company also added to its roster Mary Munroe, soprano, and Eugene Green, bass-baritone.

# BEST SELLING CLASSICAL LP'S

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

## OPERA, VOCAL AND CHORUS

This Week

1. **WAGNER**—Götterdämmerung; Nilsson, Windgassen, Frick, Fischer-Dieskau, Ludwig, Watson, Vienna Phil. (Solti): London (6-12") OSA 1604 (S), 4604 (M).
2. **BIZET**—Carmen; Callas, Gedda, Massard, Guiot, Paris Opera Orch. (Pretre): Angel (3-12") SCLX 3650 (S), CLX 3650 (M).
3. **PUCCINI**—Tosca; Callas, Bergonzi, Ercolani, Trama, Paris Conserv. Orch., The Nat'l Op Cho. (Pretre): Angel (3-12") S 3655 (S), 3655 (M).
4. **BIZET**—Carmen; Price, Corelli, Merrill, Freni, Vienna Phil. (Karajan): RCA Victor LDS 6164 (S), 6164 (M).
5. **ORFF**—Carmina Burana; Harsanyi, Petrak, Presnell, Phila. Orch. (Ormandy): Columbia MS 6163 (S), ML 5498 (M).
6. **BELLINI**—Norma; Sutherland, Minton, Horne, Alexander, Cross, London Sym. Orch. & Cho. (Bonyngel): RCA Victor (3-12") LSC 6166 (S) LM 6166 (M).
7. **MOZART**—Magic Flute; Gedda, Janowitz, Berry, Putz, Frick, Popp, Unger, Schwarzkopf, Ludwig, Hoffgen, Philharmonia Orch. (Klemperer): Angel (3-12") SCL 3651 (S), CL 3651 (M).
8. **THE ART OF BEL CANTO**; Tucker, Wustman, Columbia Chamber Ensemble: Columbia MS 6667 (S), ML 6067 (M).
9. **PRESENTING MARILYN HORNE**: London OS 25910 (S), 5910 (M).
10. **TEBALDI RECITAL OF SONGS AND ARIAS**: London 5394 (S), 5267 (M).

## SYMPHONIC AND ORCHESTRAL

1. **SPECTACULARS**; Philadelphia Orch. (Ormandy): Columbia MS 6739 (S), ML 6139 (M).
2. **BEETHOVEN**—Symphonies (9) (Complete); Berlin Phil. (Karajan): D.G.G. (8-12") SKL-101/8 (S), KL-1/8 (M).
3. **BRUCKNER**—Symphony No. 4 in E Flat "Romantic"; Phil. Orch. (Klemperer): Angel S 36245 (S), 36245 (M).
4. **RIMSKY-KORSAKOV**—Scheherazade; London Symphony Orch. (Stokowski): London SPC 21005 (S), PM 55002 (M).
5. **COPLAND**—Appalachian Spring Suite; N.Y. Phil. (Bernstein): Columbia MS 6355 (S), ML 5755 (M).
6. **BRAHMS**—Symphonies (4) (Complete); Berlin Phil. (Karajan): D.G.G. (4-12") SKL-133/6 (S), KL-33/6 (M).
7. **SHOSTAKOVICH**—Symphony No. 7; N.Y. Phil. (Bernstein): Columbia (2-12") M2S-722 (S), M2L-322 (M).
8. **BEETHOVEN**—Symphony No. 5 in C; N.Y. Phil. (Bernstein): Columbia MS 6468 (S), ML 5868 (M).
9. **RAVEL**—Daphnis et Chloe Suite No. 2; Chicago Sym. (Martinon): RCA Victor LSC 2806 (S), LM 2806 (M).
10. **BERLIOZ**—Symphonie Fantastique; Berlin Phil. (Karajan): D.G.G. 138964 (S), 18964 (M).

## SOLO INSTRUMENT AND CONCERTI

1. **AN HISTORIC RETURN—HOROWITZ AT CARNEGIE HALL**: Columbia (2-12") M2S-728 (S), M2L-328 (M).
2. **THE ARTISTRY OF ARTURO BENEDETTI MICHEL-ANGELI**: London CS 6446 (S), CM 9446 (M).
3. **HOROWITZ PLAYS SCARLATTI**: Columbia MS 6658 (S), ML 6058 (M).
4. **CHOPIN**—Waltzes; Rubinstein: RCA Victor LSC 2726 (S), LM 2726 (M).
5. **BARBER**—Concerto for Piano & Orchestra; Browning, Cleveland Orch. (Szell): Columbia MS 6638 (S), ML 6038 (M).

## CHAMBER MUSIC

1. **BARTOK**—Quartets (6) (Complete); Juilliard Quartet: Columbia (3-12") D3S-717 (S), D3L-317 (M).
2. **SCHUBERT**—Trio No. 1 in B Flat for Piano, Violin and Cello; Stern, Istomin, Rose: Columbia MS 6716 (S), ML 6116 (M).
3. **BRAHMS**—Quintet in f for Piano and Strings; Serkin, Budapest Quartet: Columbia MS 6631 (S), ML 6031 (M).
4. **MOZART**—Quartets for Piano; Horszowski, Budapest Quartet: Columbia MS 6683 (S), ML 6083 (M).
5. **MENDELSSOHN**—Octette in E Flat Major/**MOZART**—Quintette in g minor; Heifetz, Piatigorsky, Primrose, Baker, Belnick, Stepansky, Majewski, Rejto: RCA Victor LSC 2738 (S), LM 2738 (M).

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# BREAKOUT SINGLES

## ★ NATIONAL BREAKOUTS

### I'LL MAKE ALL YOUR DREAMS COME TRUE

Ronnie Dove, Diamond 188

## ★ 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.

### SOUL HEAVEN . . .

Dixie Drifter, Roulette 4641 (Unbelievable & Nom, BMI) (San Francisco, Washington)

### (I've Got a Feeling) YOU'RE GONNA BE SORRY . . .

Billy Butler, Okeh 7227 (Curton, BMI) (Milwaukee)

### RESPECT . . .

Otis Redding, Volt 128 (East-Time-Redwal, BMI) (Washington)

### TOO HOT TO HOLD . . .

Betty Everett, Vee Jay 699 (Flomar, BMI) (Atlanta)

### SOUL AT LAST . . .

Bobby Sox, Rujac 0015 (Diddy Bop, BMI) (Washington)

### I LIVE FOR THE SUN . . .

Sunrays, Tower 148 (Sea of Tunes, BMI) (Cleveland)

### CAN'T DO NOTHING WITHOUT YOU . . .

Danny White, Frisco 110 (Frisco-Haposway, BMI) (Washington)

## NEW ALBUM RELEASES

• Continued from page 38

### OKEH

TED TAYLOR—Blues and Soul; OKM 12109, OKS 14109.  
VIBRATIONS—Shout!; OKM 12111, OKS 14111.

### OLD TIMEY

VARIOUS ARTISTS—Old-Time Southern Dance Music the String Bands Vol. 2; LP 101.  
VARIOUS ARTISTS—Ballads & Songs; LP 102.

### PACIFIC JAZZ

JOAO DONATO—Sambou Sambou; PJ 90, ST 90.  
GIL FULLER & DIZZY GILLESPIE—Gil Fuller and the Monterey Jazz Festival Orch.; PJ 93, ST 93.  
LES McCANN & GERALD WILSON—McCANN/WILSON; PJ 91, ST 91.

### PALOMINO

Yodeling SLIM CLARK Sings the Legendary Jimmy Rodgers Songs.

### POLYDOR

HARTMUT, KNUT UND SIGRUM KIESEWETTER—Songs and Ballads; 237701.  
VARIOUS ARTISTS—Tanzende Finger; 237429.  
VARIOUS ARTISTS—Der Bettelstudent: Schwarzwaldmadel; Gasparone; 237169.

### PRESTIGE

EDDIE "LOCKJAW" DAVIS—The Late Show; 7357.  
FREDDIE McCOY—Lonely Avenue; 7395.

### REPRISE

BUDDY EBSEN Says Howdy; R 6174, RS 6174.  
Kinda KINKS; R 6173, RS 6173.  
KEELY SMITH—That Old Black Magic; R 6175, RS 6175.

### UNITED ARTISTS

PAT COOPER—Our Hero . . .; UAL 3446.  
PATTY DUKE—Don't Just Stand There; UAL 3452, UAS 6452.  
VARIOUS ARTISTS—14 Original Chart Toppers; UAL 3440, UAS 6440.  
WARNER BROS.  
The Wonderful World of ANTONIO CARLOS JOBIM; W 1611, WS 1611.  
THE KING FAMILY Album; W 1613, WS 1613.

### WESTMINSTER

BEETHOVEN: VARIATIONS ON EROICA—Joerg Demus; WST 17066, XWN 19066.  
DVORAK: QUINTET/SEXTET—European String Quartet; WST 17099, XWN 19099.

### WORD

Two Sermons By CHARLES L. ALLEN; W 6117 LP.  
MARY JAYNE—Chapel Bells; W 3353, WST 8353.  
SAMUEL H. MILLER—The Anatomy of Faith Symbol and Reality; W 6116/2 LP.

### WORLD PACIFIC

JOHN BARBOUR—It's Tough to Be White; WP 1834.  
RAVI SHANKAR—Portrait of Genius; ST 1432, WP 1432.

## HITS OF THE WORLD

• Continued from page 30

### SOUTH AFRICA

This Week	Last Week	Title	Label
1	1	CRYING IN THE CHAPEL—Elvis Presley (RCA)	
2	4	LONG LIVE LOVE—Sandie Shaw (PYE)	
3	2	WORLD OF OUR OWN—The Seekers (Columbia)	
4	8	WOOLY BULLY—Sam the Sham and the Pharoahs (MGM)	
5	5	WONDERFUL WORLD—Herman's Hermits (Columbia)	
6	3	IT'S NOT UNUSUAL—Tom Jones (Decca)	
7	12	MR. TAMBOURINE MAN—The Byrds (CBS)	
8	14	CIAO—Gene Rockwell (Continental)	
9	15	BABY THE RAIN MUST FALL—Glen Yarbrough (RCA)	
10	—	TEA AND TRUMPETS—Norman Ruby Orch. (CBS)	

### SWEDEN

This Week	Last Week	Title	Label
1	1	BALD-HEADED WOMAN—Hep Stars (Leeds Music)	
2	5	WOOLY BULLY—Sam the Sham (Belinda)	
3	3	BRING IT ON HOME TO ME—Animals	
4	6	I'M ALIVE—Hollies	
5	13	MR. TAMBOURINE MAN—Byrds (Gehrman)	
6	2	THE BIRDS AND THE BEES—Alma Cogan (Edition Odeon)	
7	—	HELP!—Beatles (Sonora)	
8	12	COULORS—Donovan (Southern Music)	
9	4	I'LL FOLLOW THE SUN—Beatles (Sonora)	
10	7	I'M MOVING ON—Rolling Stones (Belinda)	

### SWITZERLAND

This Week	Last Week	Title	Label
1	1	MIT 17 HAT MAN NOCH TRAEUME—Peggy March (RCA)—Gerig	
2	2	IL SILENZIO—Nini Rosso (Hansa)—Intro	
3	5	ZORBA LE GREC—Soundtrack (20th Century-Fox/International)—Gerig	
4	6	SPRICH NICHT DARUEBER—Wencky Myrhe (Polydor)—Minerva	
5	8	EINE ROSE BLUEHT IN COLORADO—Peter Hinnen (Ariola)—Intro	
6	3	LETKISS—Roberto Delgado (Polydor)—Gerig	
7	—	QUAND REVIENT LA NUIT—Johnny Hallyday (Philips)	
8	9	ES WAR KEINE SO WUNDERBAR WIE DU—Cliff Richard (Columbia)—Aberbach	
9	4	POUPEE DE CIRE, POUPEE DE SON—France Gall (Philips)—Montana	
10	10	SCHENK MIR EIN BILD VON DIR—Peter Alexander (Polydor)—Birnback	

Lendon markets include San Francisco, Buffalo, San Antonio, Chicago, Houston and the sales rights over Los Angeles.

## One-Station Transistors Go Over Strong in Dallas

By O. R. ALLEN

DALLAS—Going over big in the Dallas area are transistor radios permanently tuned to receive only radio Station KLIF here.

The pre-set radios sell for \$5 and were first used by the McLendon Corp. as gifts to key agency executives, time buyers

and corporate advertisers as a promotional goodwill item.

But you can't confine a good thing to such a small group. When it became evident how popular the radios were, McLendon managers decided to let everybody in on it. Now they can be bought at selected record shops and in Dallas at any of the five McLendon-owned theaters.

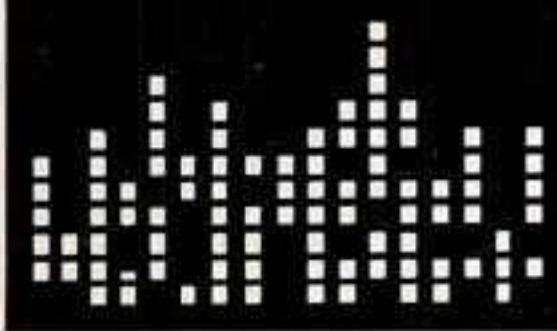
In many cases retailers report these models are outselling cheaper models which receive every station in the area.

But the set's popularity is no surprise to the McLendon group, who point out that anything which helps people is going to go over. Helping the public in this case means making sure that the owners of the radios will never tune to the wrong station by mistake.

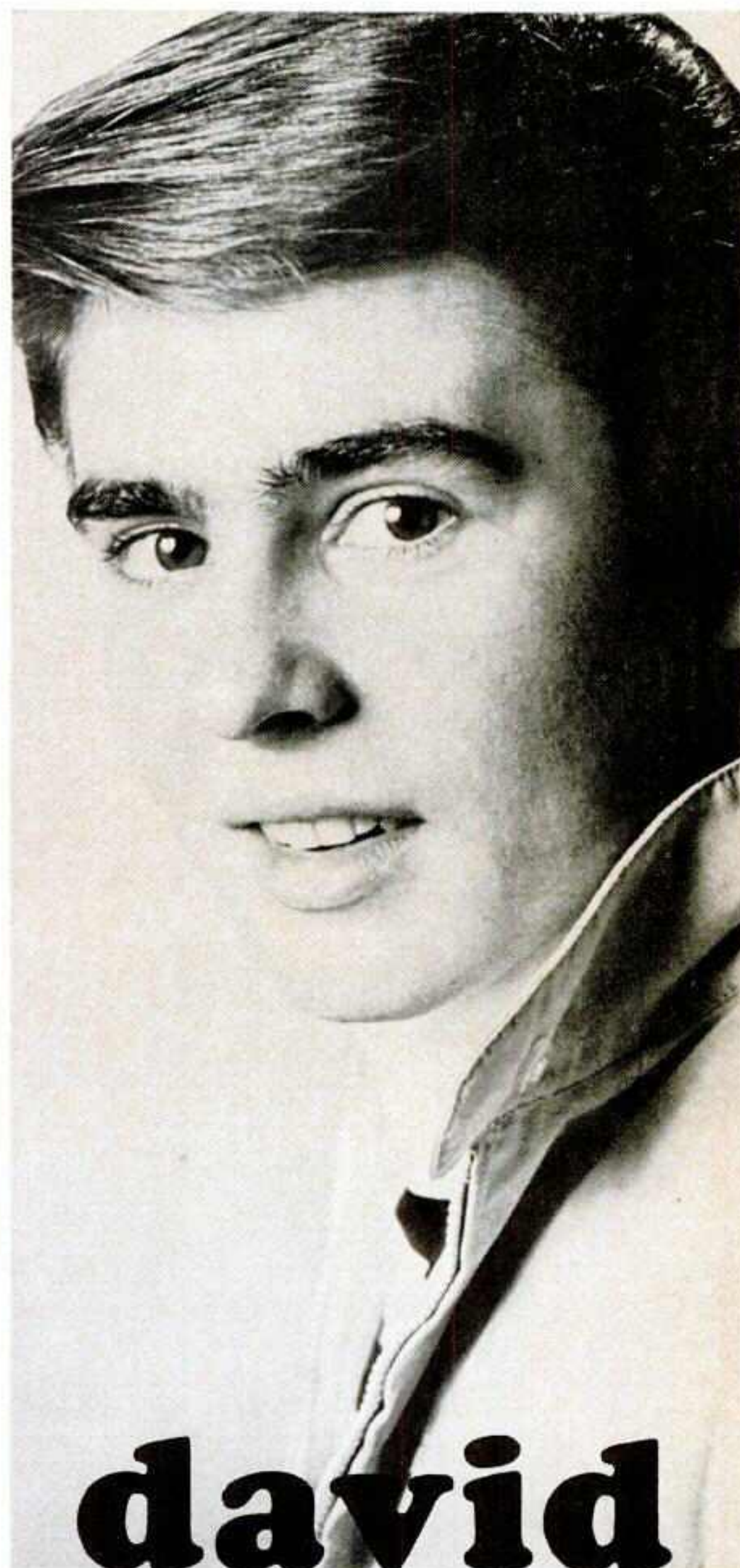
"They don't have to spend a lot of time twisting the dial until they get KLIF," one of the staff members at the Dallas station said. This "companion radio" comes imprinted with the local station's call letters on the back and a personalized nameplate on the front.

In addition to Dallas, the Mc-

The **Jagiello** SOUND IS COMING TO TOWN!



August 28, 1965, BILLBOARD



# David Jones

MOVING UP THE CHARTS with his new hit single

What are we going to do?

CP 784



Produced by HANK LEVINE



# Oct. 18 May Start Nat'l Country Week

NASHVILLE — Buford Ellington, director of the U.S. Emergency Planning Commission, told country music star Billy Walker last week he will ask President Johnson to proclaim the week of Oct. 18 National Country Music Week.

Ellington, former governor of Tennessee, flew to Nashville on the same plane with Walker. After making a speech here Ellington flew to Mobile, Ala., for a speech.

The WSM Country Music Festival and Country Music Association convention dates are Oct. 21-23. Walker said Ellington told him he had the proclamation prepared and would pre-



KITTY WELLS, country music's most consistent hit-making female artist, is moving rapidly up the charts again with her new Decca release, "Meanwhile Down at Joe's" (Decca 31817). The record is getting strong air play. (Advertisement)

sent it to the President this week.



CHRIS LANE, host of "American Swingaround," a country music show to be premiered on WBKB in Chicago, Sept. 18, is surrounded by his "Swingaround Girls" dance team. The gals were picked from some 1,000 applicants in the Chicago area.

# Weekly Country TV Show Set by WBKB

By NICK BIRO

CHICAGO—A weekly half-hour country music TV show featuring record artists and dancers will premiere here Saturday, Sept. 18, on WBKB-TV, the ABC outlet. Host will be Chris Lane, program director of WWJD, all-country radio station here.

The show will start as a local venture but will be expanded to ABC-owned stations and possibly network if successful. Artists signed to date include Hank Thompson, Wanda Jackson, LeRoy Van Dyke, Warner Mack,

Johnny Sea, Bill Anderson, and Stonewall Jackson.

The show will be called "American Swingaround" and will have a variety format. Time slot is from 9:30 to 10 p.m. Jerry Gregoris, executive producer, and George Paul, producer-director, are in charge.

Lane is a veteran of country music programming, having held such posts with stations in Milwaukee, Seattle, Spokane, Portland and San Francisco. He has



"TRUCK DRIVIN' Son-of-a-Gun" (Mercury 72442) has put Dave Dudley in the spotlight again. Album of same title is also selling briskly. Dave is booked by Key Talent, Nashville. (Advertisement)

# HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 8/28/65

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	YES, MR. PETERS Roy Drusky & Priscilla Mitchell, Mercury 72416 (Screen Gems-Columbia, BMI)	14	26	26	WHAT'S HE DOING IN MY WORLD Eddy Arnold, RCA Victor 8516 (4 Star, BMI)	23
2	3	THE BRIDGE WASHED OUT Warner Mack, Decca 31774 (Peach, SESAC)	14	27	16	COUNTRY GUITAR Phil Baugh, Longhorn 559 (Deep Cross, BMI)	12
3	11	IS IT REALLY OVER Jim Reeves, RCA Victor 8625 (Tuckahoe, BMI)	6	28	25	ENGINE, ENGINE #9 Roger Miller, Smash 1983 (Tree, BMI)	15
4	4	BEFORE YOU GO Buck Owens, Capitol 5410 (Bluebook, BMI)	16	29	35	THE DJ CRIED Ernest Ashworth, Hickory 1325 (Acuff-Rose, BMI)	4
5	5	YAKETY AXE Chet Atkins, RCA Victor 8590 (Tree, BMI)	10	30	40	THE BELLES OF SOUTHERN BELL Del Reeves, United Artists 890 (Tree, BMI)	3
6	2	THE FIRST THING EV'RY MORNING (And the Last Thing Ev'ry Night) Jimmy Dean, Columbia 43263 (Plainview, BMI)	13	31	28	THAT AIN'T ALL John D. Loudermilk, RCA Victor 8579 (Acuff-Rose, BMI)	9
7	7	IT'S ALRIGHT Bobby Bare, RCA Victor 8571 (Warmwood, BMI)	13	32	38	MEANWHILE, DOWN AT JOE'S Kitty Wells, Decca 31817 (Wilderness, BMI)	3
8	8	THE OTHER WOMAN Ray Price, Columbia 43264 (Pamper, BMI)	17	33	43	LOST IN THE SHUFFLE Stonewall Jackson, Columbia 43304 (Canada, Ltd., BMI)	3
9	15	TRUCK DRIVIN' SON-OF-A-GUN Dave Dudley, Mercury 72442 (Raleigh, BMI)	8	34	41	NO SIGN OF LIVING Dottie West, RCA Victor 8615 (Linduaue, BMI)	2
10	10	WILD AS A WILDCAT Charlie Walker, Epic 9799 (Tree, BMI)	13	35	31	SIX TIMES A DAY (The Trains Came Down) Dick Curless, Tower 135 (Aroostook, BMI)	11
11	6	TIGER WOMAN Claude King, Columbia 43298 (Gallico, BMI)	10	36	29	RIBBON OF DARKNESS Marty Robbins, Columbia 43258 (Witmark, ASCAP)	20
12	9	HICKTOWN Tennessee Ernie Ford, Capitol 5425 (Central Songs, BMI)	10	37	34	NOTHING LEFT TO LOSE Faron Young, Mercury 72440 (Husky, BMI)	4
13	13	ONE DYIN' AND A BURYIN' Roger Miller, Smash 1994 (Tree, BMI)	6	38	36	TROUBLE AND ME Stonewall Jackson, Columbia 43304 (Forest Hills, BMI)	7
14	17	ONLY YOU (Can Break My Heart) Buck Owens, Capitol 5465 (Bluebook, BMI)	5	39	39	WHISTLE WALKIN' Ned Miller, Capitol 5431 (Central Songs, BMI)	3
15	12	I CAN'T REMEMBER Connie Smith, RCA Victor 8551 (Moss Rose, BMI)	13	40	—	HELLO VIETNAM Johnny Wright, Decca 31821 (New Keys, BMI)	1
16	20	GREEN, GREEN GRASS OF HOME Porter Wagoner, RCA Victor 8622 (Tree, BMI)	5	41	44	THE FRIENDLY UNDERTAKER Jim Nesbitt, Chart 1240 (Peach, SESAC)	3
17	19	MISTER GARFIELD Johnny Cash, Columbia 43313 (Southwind, BMI)	8	42	33	I HEARD FROM A MEMORY LAST NIGHT Jim Edward Brown, RCA Victor 8568 (Randy-Smith, ASCAP)	8
18	22	I WOULDN'T BUY A USED CAR FROM HIM Norma Jean, RCA Victor 8623 (Wilderness, BMI)	5	43	—	LOVE BUG George Jones, Musicor 1098 (Glad, BMI)	1
19	21	AGAIN Don Gibson, RCA Victor 8589 (Acuff-Rose, BMI)	9	44	45	YODEL, SWEET MOLLY Ira Louvin, Capitol 5428 (Central Songs, BMI)	3
20	30	BEHIND THE TEAR Sonny James, Capitol 5454 (Central Songs, BMI)	3	45	47	CRYSTAL CHANDELIER Carl Belew, RCA Victor 8633 (Harbot, SESAC)	4
21	18	BLUE KENTUCKY GIRL Loretta Lynn, Decca 31769 (Sure-Fire, BMI)	15	46	37	ENOUGH MAN FOR YOU Ott Stephens, Chart 1205 (Peach, SESAC)	12
22	23	WALKING THE FLOOR OVER YOU George Hamilton IV, RCA Victor 8608 (Noma, BMI)	8	47	46	WHO DO YOU THINK I AM Webb Pierce, Decca 31816 (Cedarwood, BMI)	3
23	27	GONNA HAVE LOVE Buck Owens, Capitol 5465 (Central Songs, BMI)	5	48	48	IF IT PLEASES YOU Billy Walker, Columbia 43327 (Cedarwood, BMI)	2
24	24	OUR HEARTS ARE HOLDING HANDS Ernest Tubb & Loretta Lynn, Decca 31793 (Moss-Rose, BMI)	6	49	49	THAT'S THE CHANCE I'LL HAVE TO TAKE Waylon Jennings, RCA Victor 8572 (Wilderness, BMI)	2
25	14	WINE Mel Tillis, RIC 158 (Cedarwood, BMI)	9	50	50	HOBO AND THE ROSE Webb Pierce, Decca 31816 (Cedarwood, BMI)	2

# 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	CONNIE SMITH RCA Victor LPM 3341 (M); LSP 3341 (S)	18	11	6	THE RACE IS ON George Jones, United Artists UAL 3422 (M); UAS 6422 (S)	15
2	2	I'VE GOT A TIGER BY THE TAIL Buck Owens, Capitol T 2283 (M); ST 2283 (S)	25	12	14	COUNTRY GUITAR Phil Baugh, Longhorn LP W02 (M); (No Stereo)	4
3	1	THE EASY WAY Eddy Arnold, RCA Victor LPM 3361 (M); LSP 3361 (S)	11	13	19	MEMORY #1 Webb Pierce, Decca DL 4604 (M); DL 74604 (S)	3
4	4	THE JIM REEVES WAY RCA Victor LPM 2968 (M); LSP 2968 (S)	26	14	15	BURNING MEMORIES Kitty Wells, Decca DL 4612 (M); DL 74612 (S)	20
5	5	THE 3rd TIME AROUND Roger Miller, Smash MGS 27068 (M); SRS 67068 (S)	6	15	20	BLUE KENTUCKY GIRL Loretta Lynn, Decca DL 4665 (M); DL 74665 (S)	6
6	7	THE RETURN OF ROGER MILLER Smash MGS 27061 (M); SRS 67061 (S)	27	16	17	TROUBLE & ME Stonewall Jackson, Columbia CL 2278 (M); CS 9078 (S)	11
7	18	BEFORE YOU GO/NO ONE BUT YOU Buck Owens, Capitol T 2353 (M); ST 2353 (S)	2	17	11	THE WORLD OF COUNTRY MUSIC Various Artists, Capitol NPB 5 (M); SNPB (S)	11
8	8	LONESOME, SAD AND BLUE Kitty Wells, Decca DL 4658 (M); DL 74658 (S)	5	18	13	HERE COMES MY BABY Dottie West, DCA Victor LPM 3368 (M); LSP 3368 (S)	9
9	9	BLUES IN MY HEART Wanda Jackson, Capitol T 2306 (M); ST 2306 (S)	9	19	12	I'LL KEEP HOLDING ON (Just to Your Love) Sonny James, Capitol T 2317 (M); ST 2317 (S)	13
10	10	HANK WILLIAMS, SR., & HANK WILLIAMS, JR., FATHER & SON MGM E 4276 (M); SE 4276 (S)	9	20	—	UP THROUGH THE YEARS Jim Reeves, RCA Victor LPM 3427 (M); LSP 3427 (e) (S)	1

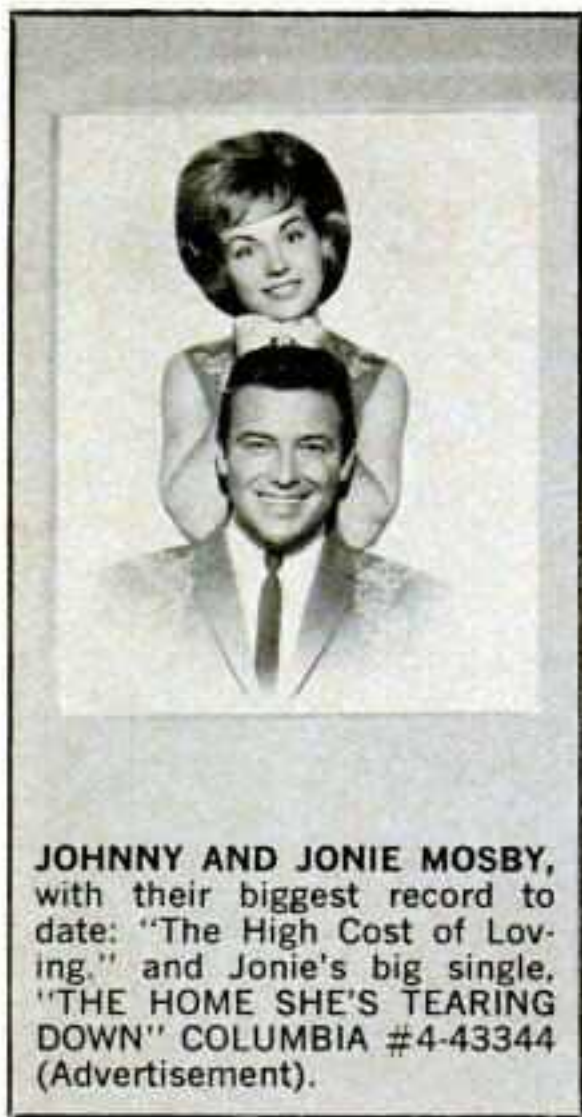


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## Warren Smith Crash Victim

LA GRANGE, Tex.—Country music singer Warren Smith was seriously injured near here last week (15) when his car skidded off a winding, hilly highway in light rain and crashed down a 25-foot embankment.

Smith was en route from San Antonio to Longview, Tex., where he resides. He suffered a fractured vertebra, concussion

## NASHVILLE SCENE

By ELTON WHISENHUNT

**HELP DEPARTMENT**—Anyone knowing the whereabouts of **Don Turpin**, about 23, struggling songwriter, please contact **Zeke Clements**, Blazon Music Inc., 726 16th Avenue, South, Nashville. Turpin may have a hit. He left a song with Clements, then dropped from sight. When Clements later examined it, he found it to be "the most original piece of material I have ever seen." Title is "The One Thing in Heaven Made by Man."

**SUCCESS STORY**—A few years ago **Roger Miller** was a bell-hop at the Andrew Jackson Hotel, Nashville, a struggling songwriter and back-up musician at "Grand Ole Opry." In November, 1964, he played at the Portland, Ore., Auto Show and was paid \$20. This year he'll play there again but the pay will be \$25,000. (A few hits does make a difference, doesn't it?)

**INSIDE STORY**—Recording artist **Dave Dudley**, riding high

and severe head cuts. His physician said Smith should recover in six weeks if no complications develop.

Sheriff T. J. Flournoy said Smith swerved to avoid crashing into an oncoming car.



**JOHNNY WRIGHT's** "Hello Vietnam" (Decca 31821) exploded into Billboard's country charts this week. The timely lyrics and sincere treatment by Johnny make this Newkeys song a strong contender for the No. 1 c&w record of the year. (Advertisement)

with his current truck-driver single, called **Roger Sovine** at Cedarwood Publishing Co. recently, seeking another truck-driving song. This is a new trend in country music and Cedarwood didn't have one in its catalog. So they called in old pro, **Mel Tillis**, who composed one called "Wreck of the Old Slow-Binder," in less than half an hour! . . . **Marion Worth's** husband, **Happy Wilson**, is a deejay on WENO, Nashville, an all-country music station.

**TOWN AND COUNTRY**—Show tunes and country music



**FARON YOUNG**, during his recent engagement at the Chaparral Convention Center in the resort area, 7,000 feet up in the Sacramento Mountains in Southern New Mexico, had the feature race at Ruidoso Downs named in his honor. Shown in the winner's circle are, left to right, trainer **Jake Cascio**, who conditions **Lassie Bar Lady**, winner of the **Faron Young Purse**; **Young**, the horse's owner, **Lester M. Goodson**, of Houston, and the good filly's personal groom.

## 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 August 29, 1960

1. **Alabam**, *Cowboy Copas*, Starday
2. **Please Help Me, I'm Falling**, **Hank Locklin**, RCA Victor
3. **I'm Getting Better**, **Jim Reeves**, RCA Victor
4. **One More Time**, **Ray Price**, Columbia
5. **Anymore**, **Roy Drusky**, Decca
6. **I Know One**, **Jim Reeves**, RCA Victor
7. **Tip of My Fingers**, **Bill Anderson**, Decca
8. **Softly and Tenderly (I'll Hold You in My Arms)**, **Lewis Pruitt**, Decca
9. **Each Moment (Spent With You)**, **Ernest Ashworth**, Decca
10. **Miller's Cave**, **Hank Snow**, RCA Victor

### COUNTRY SINGLES— 10 Years Ago August 27, 1955

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

mix beautifully. **George Hamilton IV** wowed the audience last week on a WSM live broadcast from the Hermitage Hotel coffee shop with "Abilene," and **Carelin Darden** did the same with **Cole Porter's** "It's All Right With Me." . . . **Hart's Bakery** at Paducah, Ky., promoted a country music spectacular recently. Headliners were **Bill Anderson** and **Skeeter Davis**. The bread company charged as admission a **Hart's bread wrapper** and said later they received 41,000! . . . **Beverly Brauman** of New Zealand, on a tour of the U. S., liked the "Grand Ole Opry" so much she stayed over in Nashville another week to see it again!

**SIGNS OF THE WEEK**—**Roger Miller** will do a special in November for NBC TV and will host a variety hour series for the network in the 1966-1967 season. . . . Signed for fall appearances on the **Jimmy Dean TV show**: **Skeeter Davis**, **Porter Wagoner**, **Connie Smith**, **Sonny James**. . . . **Leroy Van Dyke** will play two weeks at **Al Hirt's Club 500**, New Orleans, beginning Sept. 22. **Van Dyke** will guest on **Hirt's CBS "Fanfare"** show this week (28).

**SHORT STORY**—**Capt. Kris Kristofferson**, 23, of Texas, a Rhodes scholar, got out of the Army recently, met songwriter **Marijohn Wilkin**, who persuaded him to come to Nashville and try his hand as a songwriter. He agreed, signed with **Buckhorn Music, Inc.**, publishing firm owned by **Mrs. Wilkin** and **Bill Justis**. **Kristofferson's** first to be recorded is "The Viet Nam Blues," a talking single done by **Jack Sanders** on Dot. It is in the patriotic vein, supports the U. S. position in Viet Nam.

**RECORD PLAYS**—**Buzz Cason**, professional manager for the **Bill Justis** enterprises, promises a "real different approach" in the folk-rock trend on the upcoming "Ballad to a Lady," by the **Eagles** on Warner Bros. **Cason** and **John Wilkin** composed it. **Cason**, incidentally, also an artist, recorded "Where Was Love," a folk-pop, for WB last week.

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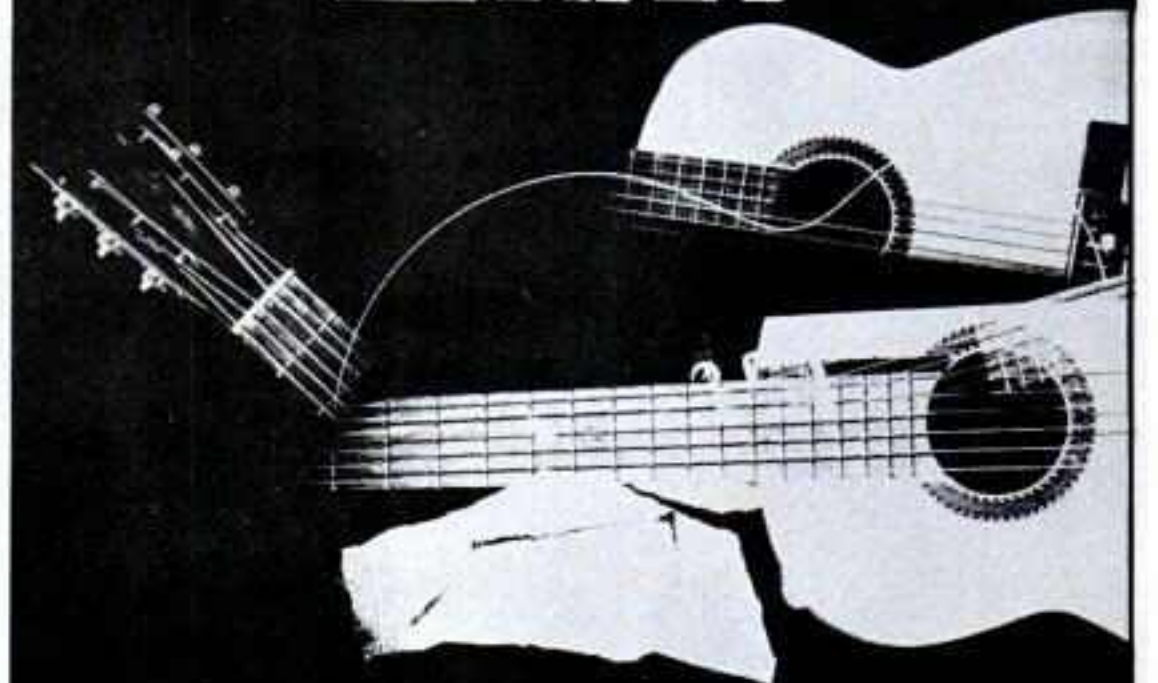
## A RIDDLE:

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AND GREEN AND BLUE AND  
ORANGE AND YELLOW  
AND READ ALL OVER?

COMING OCTOBER 30

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THE WORLD OF  
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## Taping Starts On New Dean Fall Series

NASHVILLE—A production crew from ABC-TV was in Nashville last week, filming local scenes for showing on the first Jimmy Dean TV show of the season (Sept. 9) which will originate in Nashville.

Guests stars on the opening

show will be Eddy Arnold, Buck Owens, Connie Smith and Jim Pickney.

A second Dean show will be taped in Nashville Oct. 14 and aired Oct. 22. This is the show on which Billboard's country music awards will be made.

Tom Egan, producer of the show, said his staff hopes to tape an "All-Time Country Music Hit Parade" while in Nashville in October for use later. He said he hoped to round up as many artists as possible to sing their all-time hits.

## Plans Shape Up For Music City Golf Tournament

NASHVILLE—WSM-TV will televise the first annual 18-hole Music City U. S. A. Pro-Celebrity Golf Tournament locally, and ABC-TV network is interested in telecasting the event nationally.

Bill Williams, public relations director for WSM Radio and member of the Country Music

Association's golf committee, said ABC is sending a team to Nashville to check facilities.

PGA circuit pros tentatively set for the tournament are Cary Middlecoff, Mason Rudolph, Joe Campbell and Billy Maxwell, reported committee chairman, Don Pierce, president of Starday Records. He said others would be sought.

Celebrities who have announced they will play include Lawrence Welk, Jimmy Dean, Dizzy Dean, Archie Campbell, Chet Atkins, George Morgan,

Ernest Tubb, Minnie Pearl, Billy Walker, Jimmy Newman, Bill Anderson, Red Foley and Ray Price. Others will be announced later.

The CMA and Nashville Junior Chamber of Commerce, co-sponsors, are raising \$10,000 to underwrite the event, which will be played Oct. 17 at the Bluegrass Yacht & Country Club. CMA's golf committee decided last week to make it an annual tournament as a part of WSM's Country Music Festival. Festival dates this year are Oct. 21-23.

## Wagner TV-er In 75 Markets

NASHVILLE—"The Porter Wagoner Show," half-hour country music TV seg, was bought last week by stations in Los Angeles, Indianapolis; Kansas City, Mo., and Modesto, Calif., Noble-Dury & Associates, advertising agency, reported last week.

The additions brought the show's total number of markets to 75, with a weekly audience estimated at more than 20 million.

## C&W Clicks at Frontier City

ONSTED, Mich. — Frontier City here, owned and operated by Ivan Hunter, has been enjoying brisk business with c&w shows presented each Sunday and on holidays, under a three-day policy. Bookings are handled by deejay Red Howard, now associated with WJCO, all-country station at Jackson, Mich.

Shows are offered in a 4,400-seat arena with a front-gate fee of \$1.50 for adults and 50 cents for kiddies covering show admission. Frontier City is now in its fourth season, but this is the first season that c&w talent has been featured.

## COUNTRY MUSIC CORNER

Eli Lavetter hosted a cocktail party for George Kent in Fargo, N. D., Aug. 14 to introduce area deejays to George's new Roulette release, "Hey, Baby (Does Your Mamma Know?)." Among the deejays who made the affair were Steve Dean, Bill Velline, Ken Peters, Chuck Kay, Rick Arstein, Dennis Paul, Gordy Belk, Ron Scott, Joe Melarvie and Scott Paige. . . . Dave Dudley hopped into Nashville last week for a singles session for Mercury and then hit out for personals in Chicago and Toronto, to be followed by a trek to Texas and Louisiana. . . . Rumor has it that Jack Morris, former country deejay on the West Coast, is setting things up to revive his former Toppa label.

Songstress Barbara Allen, recently signed as a regular weekly feature of the new Billy Grammer TV show currently being produced in Knoxville, is being represented on personal appearances by the Wil-Helm Agency, Nashville. The deal was consummated by Barbara's personal manager, Jim Gemmill, Richmond, Va., and John McMeen, of the Wil-Helm office.

## WBKB Country

• Continued from page 42

also hosted TV shows in Knoxville, Tulsa, and Kansas City.

Lane was named program director of WJJD when it switched to a country music format at the beginning of this year, and the station has enjoyed a steady climb in ratings since. He's also on the air with WJJD from 9-noon.

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ANOTHER MAJOR INDUSTRY SERVICE FOR BILLBOARD SUBSCRIBERS



## New Station WAYS Leads Ways as Singles Influence

By CLAUDE HALL

CHARLOTTE, N. C. — A "whole new station" is virtually creating a whole new record market here. The station is WAYS Radio, which leaped from No. 2 position in influencing the sale of pop singles to the top spot, according to Billboard's latest Radio Response Rating survey of the market.

WAYS President Stanley N. Kaplan said, "It's a whole new station. We just bought it May 18. I don't think Charlotte ever had a Top 40 station, as I know it, until now." The station earned 58 per cent of the votes for its ability to influence popular single record sales, compared to 42 per cent by WIST Radio, the leader last September.

Kaplan said he'd brought in new personalities and "we've been promoting like crazy." Kaplan was formerly executive vice-president of WMEX Radio, Boston. His morning air personality at WMEX Radio was Jack Gale. And Gale is one of the new staff members Kaplan brought to Charlotte. Needless to say, the move was a great one for the record industry. Gale, even in the short length of time he has been in Charlotte, has taken over as the No. 1 DJ in being able to create record sales. What really makes Gale a big gun, however, is the

fact that he's also program director of the Top 40 outlet and he also ranked tops as most cooperative in exposing new records in the area.

Other changes he'd made at the station included a play list. "It's no big deal to have a record list," he said, "but there was none here before I took over the station." The radio station covers 37 counties, he said, and the record list is mailed to any record store that asks for it, some as far away as 100 miles.

The Charlotte radio market is presently undergoing other changes. WRPL Radio, formerly an r&b outlet, has switched to Top 40. WWOK Radio, a good music station, is switching to country music before Sept. 1.

Kaplan said, "I think we have forced some of these changes because of our new way of doing things—and they haven't seen anything yet."

Farrell Smith, program director at WWOK Radio, said that the reason the station is going country music is "There's no full-time baby in this market." WKTC is presently the major country outlet. WWOK Radio recently cut its broadcasting hours, but will go back to full-time as soon as possible after the switch, due before the end of August. As for country music, "it's the trend," Smith said.

"We intend to handle it with what we call a sophisticated approach. There won't be any, talking down or up to the audience." The station is bringing in Jim Martinson as new program director.

Terry Lee, operations manager at WRPL Radio, said that

(Continued on page 50)

## STORY BEHIND THE SONG

By JACK BURTON

Songwriters will tell you that at the start of a Tin Pan Alley career, getting a song accepted is like shooting for a four in a crap game—you've got to make it the hard way.

But eden ahbez, who insisted his name be spelled lowercase because only the deity rate capital letters, didn't find the going too tough in 1948. He merely cultivated the acquaintance of Otis Pollard, the late Nat King Cole's valet. He had the valet place the manuscript on the dressing room table of the recording star.

Cole saw possibilities in the song and recorded it. "Nature Boy" enjoyed an immediate and amazing popularity, topping the Hit Parade following the release of the first recording. But what happened to the royalties the song earned in Tin Pan Alley is a mystery. It is rumored the Alley split the loot six or seven ways.

## FCC Will Keep Closer Tabs On Music Format Changes

By MILDRED HALL

WASHINGTON — Any substantial change in music format on AM or FM stations will have to be accounted for, in new program reporting requirements put out by the Federal Communications Commission last week. Also, the FCC has set up tougher requirements for licensees to consult with civic leaders, find out the needs of their communities and provide programs suited to those needs.

The revamped radio program reporting Section IV is part of reporting form required in applications for renewals, major

changes, transfers or new stations.

The broadcaster will be the one to decide when a format change is "substantial"—as from popular music and news, to all-news; or from a musical variety to top 40, or country, etc. Report will have to be made on any big programming change planned in station transfers by both assignor and assignee.

Reports on programming types and percentages, commercials, news, etc., will be based on a composite "week" selected by the FCC—but if the broadcaster feels the week is not representative, he can report programming for any calendar month or more.

The new program reporting form also keeps tabs on station management and program planners—whether they are full-time or part-time employees. Copies of the reports outlining past

programming, future plans, amount of commercial material, etc., will have to be kept on file at local stations for public use during regular business hours.

Any station exceeding its commercial maximum for more than 10 per cent of the broadcast time must explain to the FCC.

Jointly operated AF-FM stations will have to report the percentage of AM programming duplicated by the FM service.

Controversial proposal to require comparison with surrounding station's programming in the licensee's area was left out of the new revised form. But the licensee still has to explain how (or if) his particular "format" adds to the diversity of over-all programming available to the listener in his area. Licensees must report on consultations with leading civic figures and other findings on which he bases his programming in the community interest.

Dissenting Commissioner Rosel Hyde trounces the new forms as tightening RCC regulations of programming with "onerous restrictions." The new Section IV "puts the Commission in the business of approving program formats," Hyde finds. Dissenting Commissioner Robert Bartley says much of the voluminous data required of licensees is of little use to the FCC. Loewinger voted for the new forms, but says an additional statement by the FCC accompanying the forms will "strongly" suggest to licensees that the Commission will favor those proposing a particular kind of programming.

Effective dates for the new programming section: Dec. 1, 1965. It must be made out in any new application for AM and FM stations tendered on or after Nov. 1, 1965; in transfers beginning Dec. 1, 1966; in renewal of any license due to be filed on or after Nov. 1, 1966.

## Music Production Company Formed

NEW YORK—A music production firm that specializes in music and lyrics for radio and TV has been set up by LaBrie Associates, Ltd., according to President Gene LaBrie. The new firm, T.V. Sound, Inc., will maintain an extensive tape and record library to fill the need of any radio or TV station. Dianne Hillson, a former partner in the sound firm of Goleto Productions, will head T. V. Sound.

## KNX Boots 'Chicken Rock'; Hard Rock Talker Causes Stir

By ELIOT TIEGEL

HOLLYWOOD — "Chicken rock" has been booted from weekend programming at KNX-Radio here, after an experiment with the music. Similarly a three-and-a-half hour marathon last week about rock 'n' roll stirred up controversy from 18 industry spokesmen, including Berry Gordy Jr., head of Tamla/Motown Records; Ed Sullivan; Phil Spector of Philles Records; London publisher Hal Shaper, and Donald Kahn of Guy Kahn Music.

The CBS-owned-and-operated

station had been playing some singles off the charts with a mild rocking beat in an attempt by program director John Hokum to appeal to a younger audience.

But the inconsistency of rock 'n' roll records on the weekends with the station's over-all adult talk and music programming during the week caused concern within the outlet. Complaints were reportedly received from listeners about the teen-sounding records during the six months the enlarged programming concept was in effect.

The station is reverting back to its middle-of-the-road music policy. KNX claims research shows its audience is the young executive on the rise and his parents and it feels this audience wants more than the blasting guitar sound so common on contemporary records.

In a separate program on rock 'n' roll music, Michael Jackson devoted his phone conversation show Wednesday evening (11) to the subject. An attempt to have rock disk jockeys from KFWB, KRLA and KHJ represented fell through at the last moment when top echelon people got their personnel to boycott the program.

An avid anti-rock devotee, DJ Jackson, who has spied on Top 40 radio in San Francisco, bantered arguments with guests in the studio and via long-distance phone.

The list of participants also included Chuck Blore, ex-KFWB programmer; Tom Clay, ex-KBLA DJ; Bill Watson, KMEN, San Bernardino, program director; Charles Baldwin, teen-age surveyor; Cannonball Adderley; Johnny Mercer; Dr. David Martin of USC; Percy Faith; Bob Marcucci; vocalist John Andrea; Stan Kenton, Gold Star engineer Stan Ross and Billboard's Bill Moran.

The general consensus was that rock 'n' roll was good for those persons working in it and was the accepted music of teen-agers, but not totally up to the quality of music adults enjoy.

Speaking in the studio, Spector discounted the term teen-age

music, claiming adults were enjoying it also as proved by their support of discotheques. He said the music was not rock 'n' roll any more but a composite of all tastes.

Gordy, speaking from Detroit, said that any record which sells almost one million copies is a pop record. Although he thought the music was Negro-oriented, Gordy added it has become a combination of many sounds.

Shaper, speaking from London, boasted that the British music industry has come of age with writers now plying their trade full-time, which has produced the continuous flow of songs and records.

Jazzman Adderley thought the music of Beatles Lennon-McCartney would last, but that rock 'n' roll is gimmick-laden. In the long run, the composition will save the sound, he said.

Stan Kenton called radio a "pitch and selling machine" which doesn't truly reflect all tastes. Record stores are where you must go to graph tastes.

Johnny Mercer said he didn't think he could write rock lyrics. "There's less change for pretty words and less humor. If the words are intelligent, they're not intelligible."

USC associate professor Martin told Jackson that teen-agers identify with the lyrics. "Their lyrics reflect adolescent concern."

Ed Sullivan, speaking from Las Vegas, pointed to teen-age uncertainties and tensions as reasons the kids turn to Beatle-type groups and sounds.



THE GOOD GUYS of WHLO-Radio, Akron, kicked off the sale of their station-promotion sweatshirts at the downtown O'Neil's Department Store with an autograph party for Lesley Gore. Miss Gore models one of the shirts, above, with program director Warren Duffy, left, and Johnny Andrews. The party drew about 1,500 record fans.



# VOX JOX

**Anthony J. Koelker**, veteran broadcaster and manager of KMA-Radio, Shenandoah, Iowa, the past 15 years, has joined Broadcast Music, Inc., as broadcaster relations representative for Florida, Georgia, and South and North Carolina. . . . Like to mention here that a gremlin (yep, we have them) dropped a line of type last week and confused two cute ladies. So, again: **Miss Toni Barnes** has been named women's director for the Mid-State FM Network, which includes WABX, Detroit; WGMZ, Flint; WSWM, East Lansing; WQDC, Midland; and WXTO, Grand Rapids. . . . **Roberta Botvin** (the other cute lady) has been appointed public relations director of WNCN-FM, New York. Best of luck, ladies.

Congrats to **Mary Illingworth**, record librarian at KYOU, Greeley, Colo., who's getting married and leaving for Wyoming. Her brother, **Larry Illingworth**, is taking over record librarian duties there. . . . **Tom Kennington** has joined WSAI, Cincinnati; he was formerly with WPDQ, Jacksonville, Fla.

Here's a note from **Michael Jackson** of KVOO, Tulsa, Okla.: "Dear Claude, I want an annulment! (And I'm not even married.) It was a surprise when I was suddenly deluged with calls, letters, and wires from former associates, friends, and listeners expressing good wishes on my MARRIAGE! Well, the mystery is solved. It seems that **KNX**, Los Angeles, also has an announcer named **Michael Jackson**. A quick review of your column indicated, that he, not I, should be the recipient of these congratulatory gestures (he recently became ensnared by the 'tender trap'). We may

rest assured, Claude, all my cohorts in the broadcast industry are reading Billboard, especially the Vox Jox column." The letter was signed: **Michael Jackson**, the unmarried one."

Everybody's gotta go sometime, Mike.

General manager **Thomas P. Bashaw** of KFJH-AM-FM, Wichita, Kan., was recently elected district seven director of CBS-Radio Affiliates. Congratulations, **Mr. Bashaw**. . . . **Joe Bogart**, music director of WMCA, and **Frank Costa**, assistant music director of WMCA, recently penned the liner notes for the Wand Records soundtrack album of "How to Stuff a Wild Bikini."

Broadcasters in the know are

watching RKO-General's KHJ, Los Angeles. The outlet has gone through several formats and is currently playing Top 40 records. Reason for the scrutiny is the word that this is KHJ's final format switch under RKO control. The station has three years to make a success out of rock music. If it doesn't, when **Wellett Brown**, owner of KGB, San Diego, is said to have first option to buy the property. Brown is credited with talking RKO General Broadcasting's president, **Tom O'Neil** into the switch to a rock format last spring. Brown has handled real estate deals for RKO and is a friend of the O'Neil family.

**Chuck Leonard** has joined the DJ staff of WWRL, New York r&b outlet. He was formerly with **WEBB**, Baltimore, and **WCIN**, Cincinnati. . . .

**Sonny Jim Kelsey**, formerly with WWRL, New York, has moved on to the newest Sonderling Group station, **WOL**, Washington.

**Bruce Grant** and **Conrad Patrick** have been promoted to associate program directors at **WOOD-Radio**, Grand Rapids, Mich. . . . **Larry Camfield** is now with **WJER**, Dover, Ohio; was with **WKNT**, Kent, Ohio. Handles a nighttime rock show with **WJER**. Spin one for me, Larry.

**Bill Randle** of **WCBS**, New York, is deserting the big city for **WERE**, Cleveland, his old haunt. He was a big gun there and **WERE** is going to try to pull the trigger again. . . . From **Frank Barron**, of **KHJ**, Hollywood: "I goofed! And badly . . . the picture of **John Gary**. . . I inadvertently said he was with Columbia Records.

John is with **RCA Victor**! Yipes, poor **Mike Borchetta** called and told me he's taking a verbal beating and kidding from everybody. Could you please print a correction and state that **KHJ-TV's** publicity department erred? The blame is mine." I should have caught the boo-boo myself, Frank, but I missed. My (and Frank's) apologies to **Mr. Gary**, **Mike**, and **RCA Victor**.

**Sol Handwerker** at **MGM Verve Records** (and he's a great guy) never misses a chance for that cute twist type of promotion. Via the **Kama Sutra** label, 3,000 **DJs** recently received plastic spoons, one on each end of a handle, engraved with the "Lovin' Spoonful and the title of their current "Do You Believe in Magic." Great promotion idea. I'm still trying to figure out a use for the spoon-thing, though.

CLAUDE HALL

## RADIO RESPONSE RATING

CHARLOTTE, N. C. . . . Third Cycle  
AUGUST 28, 1965

### TOP STATIONS

Call Rank Letters % of Total Points

#### ★ POP Singles

1. WAYS 58%
2. WIST 42%

#### ★ POP LP's

1. WBT 63%
2. WSOC 19%
3. WWOK 16%

#### ★ R&B

1. WGIV 100%

NOTE: On Aug. 16, 1965, WRPL changed from Rhythm & Blues to a Contemporary format.

#### ★ COUNTRY

1. WKTC 66%
2. WBT 34%

NOTE: By Sept. 1, 1965, WWOK will have changed from Pop Standard to a Country format.

#### ★ CONSERVATIVE

1. WYFM-FM 63%
  - Others 37%
- (WBT-FM, WSOC, WWOK)

#### ★ CLASSICAL

1. WYFM-FM 73%
2. WBT-FM 27%

#### ★ COMEDY LP's

1. WBT (Ty Boyd) 100%

THE RADIO RESPONSE RATINGS of stations and individual air personalities have been determined by survey of local and national record promotion personnel, distributors and record manufacturers. Not a popularity poll, the ratings are strictly on the comparative ability of the stations and air personalities to influence their listeners to purchase the singles and albums played on the air. The ratings likewise point up the importance of music of all types in building audiences and creating the framework conducive to influencing the listener to purchase other products and services advertised on radio stations.

### TOP DISK JOCKEYS

Rank Disk Jockey Call Letters % of Total Points

#### ★ POP Singles

1. Jack Gale WAYS 53%
2. Long John Silver WAYS 16%
- Others 31%

(Eddie Dean, WIST  
Larry Black, WIST  
Mike Greene, WAYS  
Rick Fight, WIST  
John Larch, WAYS  
"Melvin," WAYS  
Jay Bond, WIST)

#### BY TIME SLOT

Morning . . . . . Jack Gale, WAYS  
Mid-Morning . . . . . Jack Pride, WAYS  
Early Afternoon . . . . . Mike Greene, WAYS  
Traffic Man . . . . . "Melvin," WAYS  
Early Evening . . . . . Long John Silver, WAYS  
Late Evening . . . . . Long John Silver, WAYS  
All Night . . . . . John Larsh, WAYS

#### ★ PROGRAM DIR., MUSIC DIR. OR LIBRARIAN

(Most Co-Operative in Exposing New Records)  
Jack Gale, WAYS . . . . . Program Director

#### ★ TOP TV BANDSTAND SHOW

(Exposing Artists & Records)  
Kilgo's Kanteen, WSOC-TV . . Sat. 12 noon, 1 p.m.  
(Jimmy Kilgo)

#### ★ POP LP's

1. Ty Boyd WBT 52%
2. Bill Curry WBT 33%
3. Tom Looney WBT 15%

#### ★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN

(Most Co-Operative in Exposing New Records)  
Loomis McGlohon, WBT . . . . . Music Director  
Ellen Tripp, WYFM-FM . . . . . Operations Manager

#### ★ R&B

1. Chatty Hatty WGIV 49%
2. Gene Potts WGIV 20%
3. Manny Clark WGIV 15%
4. Ray Gooding WGIV 12%
5. Willie Walker WGIV 4%

#### ★ JAZZ

1. WBT (Bill Curry) 91%
2. WYFM-FM (Jazz Concert, 8-11 p.m. Sat.) 9%

#### ★ COUNTRY

1. Rich Mauney WKTC 40%
2. Doug Mayes WBT 37%
3. Johnny Jacobs WKTC 23%

#### ★ FOLK

No Folk in Charlotte Area

## STATIONS BY FORMAT

### AM RADIO FREQUENCIES

WAYS	610	WBT	1110	WKTC	1310	WRPL	1540
WSOC	930	WIST	1240	WWOK	1480	WGIV	1600

### FM RADIO FREQUENCIES

WIST-FM	95.1	WYFM-FM	104.7
WSOC-FM	103.7	WBT-FM	107.9

CHARLOTTE, N. C.: Country's 78th Radio Market (8 AM; 4 FM).

**WAYS**: 5,000 watts. Independent. Music format: Contemporary. Highly identifiable air-personalities. M. C. Blackwell is in charge of news dept. 4 mobile units. 5-min. news on the hour. New records selected for air-play by prog. dir. Station publishes play-list weekly. 5-10 new records programmed each week. Promotion people seen M-F. Gen'l mgr., **James Poston**. Prog. dir., **Jack Gale**. Send 2 copies of 45's and 1 copy of LP's to Mr. Gale, 400 Radio Rd., Charlotte, N. C. 28214. Phone: (704) 392-6191.

**WBT**: 50,000 watts. A Jefferson Standard Owned Station. CBS affiliate. Music format: Pop-Standard. Editorializes 3 times daily. Special programming: Davidson College basketball in season. "Carolina Country Style," with Doug Mayes 7:10-9 p.m. Sat. "Morning Almanac," with Gil Stamper 5-6:30 a.m. M-Sat. Both of these shows feature Country Music. Television outlet is **WBT-TV**, Channel 3. Irv. Melton is in charge of LI-man news dept. 9 mobile units. CBS' news on the hr. followed by local news. New records selected for air-play by music dir. Promotion people seen M-F. VP & managing dir., **Paul B. Marion**. Prog. mgr., **James A. Davis**. Music dir., **Loomis McGlohon**. Send 2 copies each of 45's and LP's to Mr. McGlohon, 1 Julian Price Pl., Charlotte, N. C. 28208. Phone: (704) 333-8833.

**WBT-FM**: ERP 100,000 watts. Simulcast less than 50 per cent of the day with **WBT**. Music format: Conservative-Classical. Editorializes twice daily. Special programming: Davidson College football & basketball in season. "Carolina Country Style," with Doug Mayes (not the same show heard on AM) 5-7 p.m. Sat. "Target," featuring music from Broadway Cast LP's and Movie Soundtrack LP's, 9-10 p.m. Tues. Bill Bivens, former announcer with Fred Waring, hosts the 6:15-mid. time slot. Operations mgr. **Lacy Sellars**. Send 2 stereo copies of LP's to Mr. Sellars, 1 Julian Price Pl., Charlotte, N. C. 28208. Phone: (704) 333-8833.

**WGIV**: 1,000 watts. Independent. Music format: Rhythm & Blues. Negro-oriented programming. Highly identifiable air-personalities. Editorializes occasionally. Many give-away promotions daily, 2 mobile units. 5-min. news during drive-times, 15-min. news at noon. New records selected for air-play by individual DJ's. Promotion people seen M-F. Gen'l mgr., **Francis M. Fitzgerald**. Operations mgr., **S. K. Lineberger**. Send one copy of 45's to individual DJ's, 2520 Toomey Ave., Charlotte, N. C. 28201. Phone: (704) ED 3-2195.

**WIST**: 1,000 watts. Independent. Music format: Contemporary. Highly identifiable air-personalities. Editorializes occasionally. Special programming: "Super Hit Survey," featuring give-away of \$1,240 for correct guess of Top 40 tunes each week. "Stop the Music" and "Stanley the Sitting Duck," contests feature money give-aways daily. Jim Turner is in charge of news dept. 1 mobile unit. Regular 5-min newscasts. New records selected for air-play by music dir. Approx. 5-10 new records programmed each week. Promotion people seen M-F. Gen'l mgr., **Douglas G. Bell**. Prog. dir., **Ed Dean**.

Send 3 copies of 45's and 1 copy of LP's to music dir., **Jay Bond**, 2401 Wilkinson Blvd., Charlotte, N. C. 28201. Phone: (704) 376-5441.

**WKTC**: 1,000 watts. Independent. Music format: Country. Special programming: Georgia Tech football, and Daytona, Atlantic & Darlington Auto Races in season. 5-min. UPI news at 55, headlines at 25 past the hr. New records selected for air-play by individuals DJ's. VJ & gen'l mgr., **John G. Kenworthy**. Prog. dir., **Rich Mauney & Denny Mills**. Send 2 copies of 45's and 1 copy of LP's to Mr. Rich Mauney, 2001 Suttle Ave., Charlotte, N. C. 28208. Phone: (704) 333-1101.

**WRPL**: 1,000 watts. Independent. Music format: Contemporary (prior to Aug. 16, 1965, format was r&b.) Many operational and personnel changes taking place at present time. Special programming: 6 hrs. of educational and religious programming 6-noon. Sun. 5-min. news at 45, headlines at 15 past the hr. New records selected for air-play by committee of air-personnel. Station plans to publish play-list in near future. 5 new records, plus Pick Hit Single and Pick Hit LP programmed each week. Promotion people seen M-F. Gen'l mgr., **Reid Leath**. Prog. dir., **John Fox**. Send 4 copies of 45's and 1 copy of LP's to Mr. Fox, 1402 E. Morehead St., Charlotte, N. C. 28204. Phone: (704) 372-2544.

**WSOC**: 5,000 watts. A Cox Broadcasting Corp. Station. NBC affiliate. Music format: Pop-Standard. Special programming: Univ. of N. C. football, basketball and baseball. Wash. Red Skins football, American Legion baseball, local high school football, Charlotte Checkers ice hockey, N. C. All Star Football and Baseball Games in season. NBC's Monitor on weekends. "Sounds of the City," featuring interviews by Bob Davis, 11 a.m.-2 p.m. M-F. Television outlet is **WSOC-TV**, Channel 9. Greg Stone is in charge of 4-man news dept. Helicopter for traffic and news. 2 mobile units beeper phones. 5-min. NBC news on the hr., local news on the half hr. New records selected for air-play by music dir. Promotion people seen M-F. Gen'l mgr., **C. George Henderson**. Prog. dir., **J. Norman Young**. Send 1 copy each of 45's and LP's to music dir., **Mrs. Jean Young**, 1901-25 N. Tryon, Charlotte, N. C. 28201. Phone: (704) 376-8401.

**WSOC-FM**: ERP 100,000 watts. Simulcast with **WSOC**.

**WWOK**: 5,000 watts. Independent. Music format: Pop-Standard (changes to Country as of Sept. 1, 1965.) Ned Michaels is in charge of news dept. 5-min. news on the hr., headlines on the half hr. New records selected for air-play by prog. dir. Promotion people seen M-F. Gen'l mgr., **Wells H. Barnett**. Prog. dir., **Farrell Smith**. Send 2 copies of 45's & 1 copy of LP's to Mr. Smith, 215 Greystone Rd., Charlotte, N. C. 28219. Phone: (704) 523-1041.

**WYFM-FM**: ERP 3,800 watts. Independent. Music format: Standard-Conservative-Classical. Special programming: "Adventures in Albums," featuring exciting and exceptionally interesting new LP's, 7-8 p.m. M-F. "Jazz Concert" 8-11 p.m. Sat. Local news twice a day. New records selected for air-play by operations mgr., **Ellen Tripp**. Pres. & gen'l mgr., **Ellen Tripp**. Phone: (704) 523-1041.

(Continued on page 48)

## NAB Details Parley Set-Up

WASHINGTON—The fall conferences of the National Association of Broadcasters—each of which will be attended by a member of the Federal Communications Commission—will include discussions of recruiting of radio personnel, the new radio license form, color TV, a bull session about modern radio, and the impact of community antenna TV.

The places and dates for each of the eight conferences and the FCC commissioner appearing are: Oct. 14-15, Louisville, Ky., Brown Hotel (James J. Wadsworth); Oct. 18-19, Atlanta, Marriott (Robert T. Bartley); Oct. 21-22, Baltimore, Lord Baltimore (Robert E. Lee); Oct. 25-26, Boston, Statler Hilton (Kenneth A. Cox); Nov. 11-12, Chicago, Sheraton Chicago (Robert E. Lee); Nov. 15-16, Denver, Brown Palace (Lee Loevinger); Nov. 18-19, Spokane, Davenport (Kenneth A. Cox); and Nov. 22-23, Phoenix, Westward Ho (Chairman E. William Henry).

when answering ads . . .

Say You Saw It in Billboard



# KNIT Looks At Flip Side

ABILENE, Tex.—“Flip Side” is the name of a record show featured on KNIT-Radio here Saturday afternoons aimed at reviewing the other side of hit records. Phil Burns, program manager for the radio station, said the selections are made from Billboard's top 40 records on the Hot 100 chart and “it looks like the show will be highly successful.”

KNIT recently celebrated its eighth year on the air with a complete staff of female disk jockeys. Burns said only two of the eight-girl staff are full-time

## Gantry Signed

NASHVILLE—Chris Gantry, 22, of New York, was signed to a writer's contract last week by Buckhorn Music, Inc. His first song for Buckhorn, “Just a State of Mind,” was recorded by Le-Roy Van Dyke on Warner Bros.

employees. The other girls are college and high school students who work part-time at the station. The news staff is all male.

The girls use a music rotation list Burns said, which assures that the top 40 records will be played every four hours. This programming is supplemented with “memory lane” tunes and good music albums.

# WSM-Radio to Move Facilities

NASHVILLE — Facilities of the 50,000-watt WSM-Radio — the kingpin station of country music—station will be moved from the downtown National Life & Accident Insurance Co. building because the growing insurance company, which owns WSM-Radio and TV, needs the space.

Another reason, said John H. DeWitt Jr., WSM president, is that the radio station will operate more efficiently at the new facilities.

The insurance company owns the Grand Ole Opry. The WSM-

## NARM Forum

CHICAGO—Some 46 associate members will participate in the person-to-person sales conferences of the 1965 midyear meeting of the National Association of Record Merchandisers.

The sessions will be held Sept 8-9 at the Continental Plaza Hotel. Some 40 rack jobbers have signed up for the meetings, with more expected to be registered next week.

TV operation was moved to a suburban site more than two years ago. An addition to that building will be added for the radio station. Dewitt said \$750,000 will be spent for the two operations. Bids for the expansion are due next week.

Speaking of  
Billboard's HANDBOOK of  
RADIO RESPONSE RATINGS  
and Stations by Format



## STATIONS BY FORMAT

• Continued from page 47

mgr., William A. Vaughan. Send 1 stereo copy of LP's to Miss Tripp, 121 W. 7th St., Charlotte, N. C. 28202. Phone (704) 334-1047.

NOTE: Station WNYC was inadvertently left out of the Stations By Format listing for New York City in the Aug. 14 issue. See listing below.

WNYC: 1,000 watts. Independent. Music format: Classical. Special programming: Complete coverage of U.N. news, Goldman Band Concerts (Central Pk.), Geo. Seuffert Band Concerts (Forest Pk.), N. Y. Philharmonic Concerts (Central Pk.), The Brooklyn, Frick and Metropolitan Museum Concerts, “The

Masterworks Hour” 9-10:30 a.m. & 7-8:30 p.m. daily. “Spoken Word,” features comedy LP's and dramatic readings, 11-11:55 a.m. & 11-11:55 p.m. M-F. Folk music is featured by Oscar Brand, 6-6:30 p.m. Sun. and by Henrietta Yurchenko 8:30-8:55 p.m. Thurs. New records selected for air-play by Dir. of Recorded Music, Dr. Herman Neumann. Gen'l mgr. & Dir of Communications, City of N. Y., Seymour N. Siegel. Prog. dir., Richard Pyatt. Send 2 stereo copies of LP's to Dr. Neumann, 2500 Municipal Bldg., N.Y.C. 10007. Phone: (212) 566-2283.

WNYC-FM: ERP 20,000 watts. Music format: Classical. Simulcast less than 50 per cent of day with WNYC. Same address and personnel as WNYC.

## 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 August 15, 1960

1. It's Now or Never, Elvis Presley, RCA Victor
2. Walk, Don't Run, Ventures, Dolton
3. Twist, Chubby Checker, Parkway
4. I'm Sorry, Brenda Lee, Decca
5. Volare (Nel Blu Di Pinto Di Blu), Bobby Rydell, Cameo
6. Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini, Brian Hyland, Kapp
7. Finger Poppin' Time, Hank Ballard and the Midnighters, King
8. Mission Bell, Donnie Brooks, Era
9. Only the Lonely, Roy Orbison, Monument
10. In My Little Corner of the World, Anita Bryant, Carlton

### POP SINGLES—10 Years Ago August 27, 1955

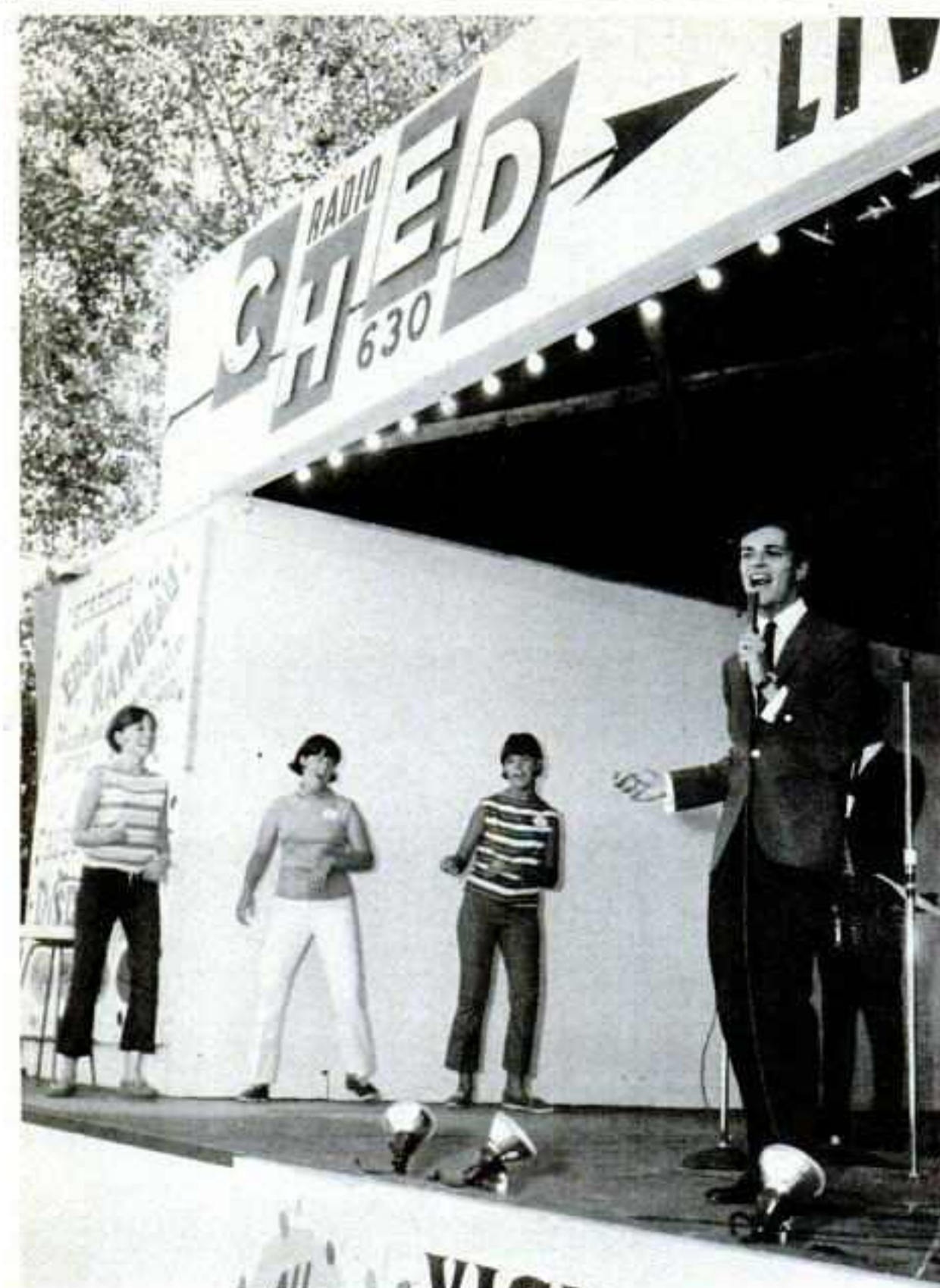
1. Rock Around the Clock, Bill Haley, Decca
2. Ain't That a Shame, Pat Boone, Dot
3. Yellow Rose of Texas, Mitch Miller, Columbia
4. Learnin' the Blues, Frank Sinatra, Capitol
5. Hard to Get, Giselle MacKenzie, X
6. Yellow Rose of Texas, Johnny Desmond, Coral
7. Seventeen, B. Bennett, King
8. Blossom Fell, Nat King Cole, Capitol
9. House of Blue Lights, Chuck Miller, Mercury
10. Maybellene, Chuck Berry, Chess

### R&B SINGLES—5 Years Ago August 29, 1960

1. Kiddio, Brook Benton, Mercury
2. Finger Poppin' Time, Hank Ballard and the Midnighters, King
3. A Woman, a Lover, a Friend, Jackie Wilson, Brunswick
4. The Twist, Chubby Checker, Parkway
5. This Bitter Earth, Dinah Washington, Mercury
6. Fool in Love, Ike and Tina Turner, Sue
7. The Twist, Hank Ballard and the Midnighters, King
8. It's Now or Never, Elvis Presley, RCA Victor
9. Volare (Nel Blu Di Pinto Di Blu), Bobby Rydell, Cameo
10. Walking to New Orleans, Fats Domino, Imperial

### POP LP's—5 Years Ago August 29, 1960

1. Button-Down Mind of Bob Newhart, Warner Bros.
2. String Along, Kingston Trio, Capitol
3. Sold Out, Kingston Trio, Columbia
4. The Sound of Music, Original Cast, Columbia
5. Elvis Is Back, Elvis Presley, RCA Victor
6. Nice and Easy, Frank Sinatra, Capitol
7. Paul Anka Sings His Big 15, ABC Paramount
8. Edge of Shelley Berman, Verve
9. Lanza Sings Caruso—Caruso Favorites—Mario Lanza-Enrico Caruso, RCA Victor
10. Faithfully, Johnny Mathis, Columbia



RADIO STATION CHED, Edmonton, Alberta, Canada, produced 19 live A Go-Go performances during the recent Klondike Days exhibition there. Star of the show was Eddie Rambeau of DynoVoice Records. Canadian groups on the show included the Pharaohs, the Drasticks and the Lords. Rambeau takes off on a song with the visual support of some A Go-Go dancers. The show was broadcast over CHED-Radio.



MORE THAN 50,000 MIAMI AREA teen-agers turned out for WFUN-sponsored shows and dances during July. A Tuesday (27) show featured the Searchers and the Zombies. WFUN deejays Jesse James, left, and Dutch Holland, right, chat backstage during the show with Kapp Records artists, the Searchers.

## Y&R's Ray Jones Jr.

Broadcast Media Relations

says:

“This will surely be a widely used tool in our radio buying function.”

and Crescendo Records

## VP Bud Dain

says

it will be of . . . “tremendous service to people in our industry.”

and everybody

who has seen a copy

says:

It's a must for anyone engaged in the buying, programming or sale of radio time and records.

Order now

while the present supply lasts (no further printing is planned)

\$42.50 per copy

\$50.00 per copy

with full-year subscription to weekly Billboard, for automatic up-dating with new reports published in Billboard on a regular basis (regular Billboard subscription price: \$15 per year).

Name: \_\_\_\_\_  
 Company: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City, State, Zip: \_\_\_\_\_  
 Nature of Business: \_\_\_\_\_

Please ship \_\_\_\_\_ copies of the RADIO RESPONSE RATINGS HANDBOOK as checked below:  
 \$42.50 per copy (HANDBOOK ONLY)  
 \$50.00 per order—to include full year subscription to Billboard (Regular Sub. Rate: \$15 per year)  
 Payment Enclosed  Please Bill Me

More will LIVE the more you GIVE  
HEART FUND





# LET

(SMASH HIT IN LOS ANGELES!)

# HER

(BREAKOUT IN PITTSBURGH, CLEVELAND AND DENVER!)

# DANCE

(HEADING FOR A NATIONAL HIT!)

THE  
BOBBY  
FULLER  
FOUR

#55812





TOP SELLING RHYTHM & BLUES SINGLES

SPECIAL SURVEY for Week Ending 8/28/65

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)	7
2	2	IT'S THE SAME OLD SONG Four Tops, Motown 1081 (Jobete, BMI)	4
3	3	THE TRACKS OF MY TEARS Miracles, Tamla 54118 (Jobete, BMI)	8
4	4	SINCE I LOST MY BABY Temptations, Gordy 7043 (Jobete, BMI)	5
5	6	BABY I'M YOURS Barbara Lewis, Atlantic 2283 (Blackwood, BMI)	10
6	9	YOU'RE GONNA MAKE ME CRY O. V. Wright, Back Beat 548 (Don, BMI)	6
7	19	THE "IN" CROWD Ramsey Lewis Trio, Argo 5506 (American, BMI)	2
8	5	IN THE MIDNIGHT HOUR Wilson Pickett, Atlantic 2289 (Cotillion-East, BMI)	10
9	7	I CAN'T HELP MYSELF Four Tops, Motown 1076 (Jobete, BMI)	16
10	13	NOTHING BUT HEARTACHES Supremes, Motown 1080 (Jobete, BMI)	3
11	18	SHAKE AND FINGERPOP Jr. Walker & the All Stars, Soul 35013 (Jobete, BMI)	3
12	12	IT'S A MAN DOWN THERE G. L. Crockett, 4 Brothers 445 (Fairshake, BMI)	8
13	15	AGENT OO-SOUL Edwin Starr, Ric-Tic 103 (Myto, BMI)	5
14	8	I'LL ALWAYS LOVE YOU Spinners, Motown 1078 (Jobete, BMI)	8
15	11	IT'S TOO LATE, BABY TOO LATE Arthur Prysock, Old Town 1183 (Pry-Weiss, BMI)	8
16	10	RIDE YOUR PONY Lee Dorsey, Amy 927 (Jarb, BMI)	11
17	20	TAKE ME BACK Little Anthony & the Imperials, DCP 1136 (South Mountain, BMI)	5
18	17	SITTING IN THE PARK Billy Stewart, Chess 1932 (Chevis, BMI)	11
19	23	I GOT YOU BABE Sonny & Cher, Atco 6359 (Five-West-Cotillion, BMI)	3
20	36	UNCHAINED MELODY Righteous Brothers, Philles 129 (Frank, ASCAP)	3

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
21	40	FIRST I LOOK AT THE PURSE Contours, Gordy 7044 (Jobete, BMI)	2
22	22	PRETTY LITTLE BABY Marvin Gaye, Tamla 54117 (Jobete, BMI)	6
23	14	TONIGHT'S THE NIGHT Solomon Burke, Atlantic 2288 (Cotillion, BMI)	14
24	21	YES, I'M READY Barbara Mason, Arctic 105 (Stillran-Dandelion, BMI)	17
25	16	ONLY THOSE IN LOVE Baby Washington, Sue 129 (Brown, BMI)	8
26	38	SUGAR DUMPLING Sam Cooke, RCA Victor 8631 (Kags, BMI)	3
27	27	NO PITY (In the Naked City) Jackie Wilson, Brunswick 55280 (Merrimac, BMI)	9
28	34	IT'S GONNA TAKE A MIRACLE Royales, MGM 13366 (South Mountain, BMI)	4
29	25	YOU BETTER GO Derek Martin, Roulette 4631 (South Mountain, BMI)	4
30	30	LET'S DO IT OVER Joe Simon, Vee Jay 694 (Fame, BMI)	2
31	29	(I Can't Get No) SATISFACTION Rolling Stones, London 9766 (Immediate, BMI)	6
32	33	FOR YOUR LOVE Sam & Bill, Joda 100 (Beechwood, BMI)	2
33	26	I'M A HAPPY MAN Jive Five, United Artists 853 (Unart, BMI)	5
34	24	OO WEE BABY, I LOVE YOU Fred Hughes, Vee Jay 684 (Customa, BMI)	15
35	—	I WANT TO (Do Everything for You) Joe Tex, Dial 4016 (Tree, BMI)	1
36	37	THE LOSER Skyliners, Jubilee 5506 (Wemar, BMI)	8
37	39	GOT TO FIND A WAY Harold Burrage, M-Pac 7225 (Vapac, BMI)	2
38	28	WE'RE DOING FINE Dee Dee Warwick, Blue Rock 4029 (Leatherneck & Wellmade, BMI)	4
39	—	YOU'VE GOT TO EARN IT Temptations, Gordy 7043 (Jobete, BMI)	1
40	—	SOUL HEAVEN Dixie Drifter, Roulette 4641 (Unbelievable & Nom, BM.)	1

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.

CLEO'S BACK . . .  
Jr. Walker & the All Stars, Soul 35013

IF I DIDN'T LOVE YOU . . .  
Chuck Jackson, Wand 188

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

DR. BOP, WAWA, Milwaukee  
(I've Got a Feeling) You're Gonna Be Sorry, Billy Butler, Okeh 7227  
Respect, Otis Redding, Volt 128  
Lonely Summer, Gary Brown, Venus  
Sad, Sad Girl, Barbara Mason, Arctic 108  
LP—Con-Sul and Sax, Wild Bill Davis & Johnny Hodges, RCA Victor LPM 3393 (M); LSP 3393 (S)

JIMMY BYRD, WILD, Boston  
Indian Giver, Chuck Bernard, Satellite 2005  
When You Move You Lose, Rufus & Carla Thomas, Stax  
I'm Going for Myself, Eddie & Ernie, Eastern 606  
Country and Western Meets Rhythm and Blues, Ray Charles, ABC-Paramount ABC 520 (M); ABCS 520 (S)

PEE WEE HARRIS, WKKW, Albany, Troy, Schenectady, N. Y.  
Respect, Otis Redding, Volt 128  
Let's Move & Groove (Together), Johnny Nash, Joda 102  
Shotgun Wedding, Roy "C", Black Hawk 12101  
You Can't Take It Away, Fred Hughes, Vee Jay 703  
I'm Living Good, Ovations, Goldwax 117

SIR WALTER, WAMO, Pittsburgh  
I Want To (Do Everything for You), Joe Tex, Dial 4016  
Someone Is Watching, Solomon Burke, Atlantic 2299  
Respect, Otis Redding, Volt 128  
Let's Move & Groove (Together), Johnny Nash, Joda 102  
For Your Love, Sam & Bill, Joda 100  
LP—Up Up Up, Donald Byrd, Verve

COUSIN HERB LANCE, WERD, Atlanta  
Let's Move & Groove (Together), Johnny Nash, Joda 102  
My Faith in You (Will Never Die), Eddie Billups & the Gigs, Maxx  
Huckle Buckle Beanstalk, Titus Turner, Murbo 1001

EDDIE CASTLEBERRY, WVKO, Columbus, Ohio  
Make Up Your Mind, Eddie Floyd, Safice  
When You Move You Lose, Rufus & Carla Thomas, Stax  
Hey, Little Willie, X-Cellents, Smash 1996  
I'm Living Good, Ovations, Goldwax 117  
Respect, Otis Redding, Volt 128  
Hide and Seek, Lillian Dupree, D-Town 1051  
You Can't Take It Away, Fred Hughes, Vee Jay 703  
LP—Arthur Prysock Showcase, Decca DL 4628 (M); DL 74628 (S)

HERMAN GRIFFITH, KGFJ, Los Angeles  
Treat Her Right, Roy Head, Back Beat 546  
Do the Duck, Autographs, Joker  
Never Could You Be, Impressions, ABC-Paramount 10710  
Too Hot to Hold, Major Lance, Okeh 7226  
No More Will I Cry, Olympics, Loma 2017

DAVE BUTLER, KPRS, Kansas City, Mo.  
Funny Bone, Joe Tex, Dial 4016  
Agent OO-Soul, Edwin Starr, Ric-Tic 103  
I Need You, Impressions, ABC-Paramount 10710  
All I Really Want to Do, Cher, Imperial 66114  
LP—The "In" Crowd, Ramsey Lewis Trio, Argo LP 757 (M); LPS 757 (S)

GEORGE TRUEHART, WDAO, Dayton, Ohio  
Baby I'm Yours, Olympics, Loma 2017  
Someone Is Watching, Solomon Burke, Atlantic 2299  
I Need You, Impressions, ABC-Paramount 10710  
LP—Major's Greatest Hits, Major Lance, Okeh OKM 12110 (M); OKS 14110 (S)

LARRY DEAN, WWIN, Baltimore  
The Prance, King Curtis, Capitol 5490  
First I Look at the Purse, Contours, Gordy 7044  
Can't Do Nothing Without You, Danny White, Frisco 110  
Misty, Vibrations, Okeh  
LP—Shout, Vibrations, Okeh

BENNY HEYWARD, WSOX, Savannah, Ga.  
Praying for an Answer, Jay B & the Mighty Sensations, Thunderbolt  
Ain't Love That Way, Vibrations, Okeh 7220  
Goodnight Baby, Sam & Dave, Stax 168  
Little Bit of Everything, Ernie K. Doe, Duke  
Run Mascara, Exciters, Roulette 4614  
LP—King Curtis Plays the Hits Made Famous by Sam Cooke, Capitol T 2341 (M); ST 2341 (S)

LARRY MCKINLEY, WYLD, New Orleans  
Let's Move and Groove (Together), Johnny Nash, Joda 102  
Someone Is Watching, Solomon Burke, Atlantic 2299  
For Your Love, Sam & Bill, Joda 100  
My Heart Cries Oh, Fred Hughes, Vee Jay 703  
LP—The Turnaround, Hank Mobley, Blue Note 4186 (M); 84186 (S)

TOP SELLING R&B LP'S

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	TEMPTATIONS SING SMOKEY, Gordy G 912 (M); GS 912 (S)	23
2	6	THE "IN" CROWD, Ramsey Lewis Trio, Argo LP 757 (M); LPS 757 (S)	3
3	7	MORE HITS BY THE SUPREMES, Motown 627 (M); S 627 (S)	2
4	2	THE FOUR TOPS, Motown 622 (M); S 622 (S)	14
5	4	JR. WALKER & THE ALL STARS PLAY SHOTGUN, Soul 701 (M); S 701 (S)	9
6	3	I DO LOVE YOU, Billy Stewart, Chess LP 1496 (M); (No Stereo)	9
7	5	MIRACLES GREATEST HITS FROM THE BEGINNING, Tamla T 254 (M); ST 254 (S)	20
8	8	JUST ONCE IN MY LIFE, Righteous Brothers, Philles PHLP 4008 (M); PHLP 4008 (S)	3
9	9	TODAY—MY WAY, Nancy Wilson, Capitol T 2321 (M); ST 2321 (S)	11
10	10	ARETHA FRANKLIN/YEAH!, Columbia CL 2351 (M); CS 9151 (S)	4

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.

BEST OF SOLOMON BURKE . . .  
Atlantic 8109 (M); SD 8109 (S)

A DOUBLE HEADER WITH ARTHUR PRYSOCK . . .  
Old Town 2009 (M); 2009 (S)

GENTLE IS MY LOVE . . .  
Nancy Wilson, Capitol T 2351 (M); ST 2351 (S)

OUT OF OUR HEADS . . .  
Rolling Stones, London LL 3429 (M); PS 429 (S)

DJ SPOTLIGHT

DR. BOP

WAWA, Milwaukee

Starting Sept. 4, Dr. Bop will have his own TV show each Saturday, 4-5 p.m., called "Dr. Bop's Variety Hour." A recording artist—he just cut "Tara's Theme, Part 1 and 2"—Dr. Bop has been with WAWA over two years. Before that he was with WCGL and WAMI in Columbus, Ohio. He attended Ohio State University and studied two years of pre-law. A Navy veteran, Dr. Bop promotes a show about once a month and emceed record hops nearly every night of the week. His hobby is writing poetry.



New Station WAYS Leads Ways as Singles Influence

Continued from page 46

station is changing to Top 40 "to put us in a better competitive position." The daytimer station, Lee said, realizes it's going up against two giants. "Therefore, we're eager for new records . . . the best of the new releases. We're eager to expose hit-potential records."

WBT Is Stronger

WBT Radio, the good music outlet in Charlotte, increased its strength to influence sales of popular albums. The latest Billboard survey of the area showed WBT Radio with 65 per cent of the votes, compared to 51 per cent in September 1964. Charles H. Crutchfield, station president, attributed the power of the station "to the fact that we have good personalities on the air. We're one of the few stations in this area that features personalities rather than just disk jockeys. Too, we've never catered to rock 'n' roll. It's not that we're immune to it. Our appeal, I'm sure, is to a more adult audience because we play a more adult type of music."

As for programming WBT Radio goes by the Billboard list, Crutchfield said. "We figure that what appeals to a national audience will appeal down here." Not only did the station rank first in influencing the sales of popular albums, but its air personalities took all honors for creating record sales in the category. Ty Boyd was first with 52 per cent of the votes, followed by Bill Curry and Tom Looney. Boyd and Curry placed in similar posi-

tions last year in Billboard's survey.

WGIV Radio blasted through with 100 per cent of the votes for influencing the sale of r&b product and the station's deejays captured all honors in creating record sales. Tops was Chatty Hatty with 49 per cent of the votes.

WBT Radio came through as a powerhouse also in influencing the sale of jazz records; personality Bill Curry scored 91 per cent of the votes.

While WKTC was first in influencing the sale of country music records in the area, WBT-AM/FM came in strongly in this capacity, too. WKTC had 66 per cent of the votes and the station's Rich Mauney scored first as a DJ with 40 per cent. Doug Mayes of WBT earned a neat 37 per cent, however, because of two different shows, one AM and the other FM, on what is otherwise a good music station. Third place was won by Johnny Jacobs of WKTC.

Conservative powerhouse was WYFM-FM and the leader at creating classical music record sales was also WYFM-FM. WBT also figured in these categories and Ty Boyd of WBT took all honors with influencing the sale of comedy records.

Correction

NEW YORK — Last week's Billboard incorrectly identified Donnie Van's Single, "Evergreen," with the Hi-Ho label. There is a Hi-Ho label, but the record belongs to the Heigh-Ho label.



We'd like to thank all our friends for our 1st year in the industry  
**CHARLES GREENE • BRIAN STONE • SONNY BONO**  
**york-pala records**  
 Five-West Music • Ten-East Music  
 BMI BMI

**Billboard**

For Week Ending August 28, 1965

# HOT 100

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

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Wks. On Chart
1	1	1	5	I GOT YOU BABE	Sonny & Cher, Atco 4359	8
2	4	9	28	CALIFORNIA GIRLS	Beattles, Capitol 5474	6
3	5	6	15	UNCHAINED MELODY	Eighteen Brothers, Philips 129	7
4	7	7	17	IT'S THE SAME OLD SONG	Four Tops, Motown 1081	5
5	16	26	44	LIKE A ROLLING STONE	Bob Dylan, Columbia 43844	6
6	2	3	4	SAVE YOUR HEART FOR ME	Gary Lewis & the Playboys, Liberty 33609	9
7	13	15	20	HOLD ME, THRILL ME, KISS ME	Mel Carter, Imperial 64113	10
8	10	10	14	DOWN IN THE BOONDOCKS	Billy Joe Royal, Columbia 43205	9
9	14	20	30	PAPA'S GOT A BRAND NEW BAG	James Brown, King 5999	7
10	11	12	18	BABY I'M YOURS	Barbara Lewis, Atlantic 2383	11
11	17	22	33	YOU WERE ON MY MIND	We Five, AAM 770	6
12	18	27	47	NOTHING BUT HEARTACHES	Supremes, Motown 1080	5
13	8	8	10	DON'T JUST STAND THERE	Cher, Imperial 64114	10
14	15	18	23	ALL I REALLY WANT TO DO	Cher, Imperial 64114	9
15	24	29	39	SINCE I LOST MY BABY	Temptations, Gordy 7043	6
16	12	5	3	WHAT'S NEW PUSSYCAT?	Tom Jones, Parrot 9745	11
17	23	30	37	TRACKS OF MY TEARS	Miracles, Tamla 84118	7
18	9	4	1	I'M HENRY VIII, I AM	Herman's Hermits, MGM 13247	9
19	32	53	76	IT AIN'T ME BABE	Turtles, White Whale 232	4
20	34	57	77	THE "IN" CROWD	Rensley Lewis Trio, Argo 3066	5
21	20	17	22	I'M A FOOL	Gene, Deal & Billy, Reprise 0247	10
22	27	37	52	IN THE MIDNIGHT HOUR	Wilson Pickett, Atlantic 2389	8
23	30	49	69	HEART FULL OF SOUL	Yarbirds, Epic 9823	5
24	29	47	57	JU JU HAND	Sam the Sham & the Pharaohs, MGM 13244	5
25	58	—	—	EVE OF DESTRUCTION	Berry McGuire, Doshill 4009	2
26	31	41	51	LOOKING THROUGH THE EYES OF LOVE	Gene Pitney, Moscor 1103	6
27	38	58	79	HOUSTON	Dean Martin, Reprise 0293	4
28	19	16	19	TAKE ME BACK	Little Anthony & the Imperials, DCP 1134	10
29	52	71	—	ACTION	Freddy Cannon, Warner Bros. 5445	3
30	37	48	58	SHAKE AND FINGERPOP	Jr. Walker & the All Stars, Soul 38013	5

33	28	21	13	SUNSHINE, LOLLIPOPS AND RAINBOWS	Lesley Gore, Mercury 72423	11
34	22	23	26	YOU'D BETTER COME HOME	Petula Clark, Warner Bros. 5443	8
35	46	56	68	I DON'T WANNA LOSE YOU BABY	Chad & Jeremy, Columbia 43339	4
36	21	11	12	I WANT CANDY	Strangeloves, Bang 501	10
37	45	51	64	SUGAR DUMPLING	Sam Cooke, RCA Victor 8431	6
38	41	46	59	YOU TELL ME WHY	Boyz n' the City, Atlantic 14	6
39	25	13	7	I LIKE IT LIKE THAT	Dave Clark Five, Epic 9811	11
40	26	19	8	CARA, MIA	Jay & the Americans, United Artists 881	13
41	51	63	85	AGENT OO-SOUL	Edwin Starr, Ric-Tic 108	4
42	62	—	—	CATCH US IF YOU CAN	Dave Clark Five, Epic 9823	2
43	68	80	—	WE GOTTA GET OUT OF THIS PLACE	Animals, MGM 13302	3
44	55	68	90	SAD, SAD GIRL	Barbara Mason, Arctic 108	4
45	53	73	—	WHO'LL BE THE NEXT IN LINE	Kinks, Reprise 0244	3
46	59	74	—	SUMMER NIGHTS	Marianne Faithfull, London 8790	3
47	40	42	43	ALL I REALLY WANT TO DO	Byrd, Columbia 43332	9
48	50	60	71	A LITTLE YOU	Freddie & the Dreamers, Mercury 72442	5
49	67	99	—	HANG ON SLOOPY	McCoys, Bang 504	3
50	57	75	—	YOU'VE BEEN IN LOVE TOO LONG	Martha & Vandellas, Gordy 7045	3
51	35	38	45	I'LL ALWAYS LOVE YOU	Sonny & Cher, Atco 4359	7
52	83	—	—	LAUGH AT ME	Sonny & Cher, Atco 4359	2
53	60	69	80	IF I DIDN'T LOVE YOU	Chuck Jackson, Wand 108	4
54	66	90	—	I'M A HAPPY MAN	Jive Five, United Artists 853	3
55	69	87	—	I'LL TAKE YOU WHERE THE MUSIC'S PLAYING	Drifters, Atlantic 2294	3
56	39	28	29	RIDE YOUR PONY	Lee Dorsey, Amy 927	9
57	71	86	—	MY GIRL SLOOPY	Little Caesar & Gemini, Mole 813	3
58	61	64	70	MOON OVER NAPLES	—	8
59	70	—	—	BABY DON'T GO	Sonny & Cher, Reprise 0292	2
60	44	44	48	NEW ORLEANS	Eddie Hodges, Aurora 152	4
61	73	77	97	ANNIE FANNY	Kingsmen, Wand 189	4
62	47	50	53	HUNG ON YOU	Eighteen Brothers, Philips 129	7
63	64	67	65	CANDY	Actors, Stax 170	8
64	75	81	—	FIRST I LOOK AT THE PURSE	Counters, Gordy 7044	3
65	72	82	94	MOONLIGHT AND ROSES	Vic Dana, Delfon 309	4

67	79	92	—	DANGER HEARTBREAK DEAD AHEAD	Marvettas, Tamla 84120	3
68	56	62	66	IT'S TOO LATE, BABY TOO LATE	Arthur Fryczek, OM Tons 1183	7
69	78	78	88	IT'S A MAN DOWN THERE	G. L. Crockett, 4 Brothers 448	4
70	—	—	—	I'LL MAKE ALL YOUR DREAMS COME TRUE	Beasties, Discom 188	1
71	86	98	—	GIVE ALL YOUR LOVE TO ME	Sonny & Cher, Atco 4359	3
72	—	—	—	JUST YOU	Sonny & Cher, Atco 4359	1
73	74	59	63	NO PITY (In the Naked City)	Jackie Wilson, Brunswick 55280	9
74	90	97	—	I NEED YOU	Impressions, ABC-Paramount 10710	3
75	84	95	—	COLOURS	Deonance, Hickory 1334	3
76	95	—	—	YOU'VE GOT YOUR TROUBLES	Parsons, Penn 9773	2
77	80	85	100	SUMMER WIND	Wayne Newton, Capitol 2470	4
78	96	—	—	DO YOU BELIEVE IN MAGIC	Lovin' Spoonful, Kama Sutra 301	2
79	81	83	87	YOU BETTER GO	Derek Martin, Roulette 4481	5
80	87	—	—	TWO DIFFERENT WORLDS	Lenny Welch, Kapp 489	2
81	—	—	—	WITH THESE HANDS	Tom Jones, Parrot 9747	7
82	—	—	—	I'M YOURS	Elvis Presley, RCA Victor 8457	7
83	85	88	—	IS IT REALLY OVER?	Jim Reeves, RCA Victor 8425	3
84	89	93	93	ONLY THOSE IN LOVE	Baby Washington, See 129	6
85	—	—	—	MOHAIR SAM	Charlie Rich, Smash 1992	1
86	91	96	—	LIAR, LIAR	Castaways, Soma 1423	3
87	94	—	—	IF YOU WAIT FOR LOVE	Bobby Goldsboro, United Artists 906	2
88	—	—	—	HOME OF THE BRAVE	Judy Miller, Capitol 5483	1
89	—	—	—	HEARTACHES BY THE NUMBER	Johann Tilierson, MGM 13374	1
90	100	—	—	SOMEONE IS WATCHING	Solomon Burke, Atlantic 2289	2
91	—	—	—	I WANT TO (Do Everything for You)	Joe Tex, Dial 4014	1
92	93	100	—	WHAT ARE WE GOING TO DO	David Jones, Colpix 704	3
93	—	—	—	HOME OF THE BRAVE	Bonnie & the Treasure, Phi-Dan 5005	1
94	97	—	—	GOOD TIMES	Gene Chandler, Constellation 140	2
95	99	—	—	CAN'T LET YOU OUT OF MY SIGHT	Chuck Jackson & Manley Brown, Wand 191	2
96	—	—	—	TOO HOT TO HOLD	Major Lance, Oak 7234	1
97	—	—	—	THE WORLD THROUGH A TEAR	Holl Selska, RCA Victor 8437	1
98	—	—	—	HIGH HEEL SNEAKERS	Stevie Wonder, Tamla 84119	1
99	—	—	—	THESE HANDS (Small But Mighty)	Bobby Bland, Duke 385	1

**HOT 100—A TO Z—(Publisher-Licensee)**

Action (Screen Gems-Columbia, BMI)	31
Agent OO-Soul (Myra, BMI)	41
All I Really Want to Do—Byrd (Mercury, ASCAP)	47
All I Really Want to Do—Cher (Imperial, ASCAP)	15
Baby Don't Go (Chris-Mark & Tom East, BMI)	60
Beaumont Newhall (Mercury, BMI)	42
Candy (East, BMI)	64
Can't Let You Out of My Sight (Screen Gems-Columbia, BMI)	96
Care Mia (Fait, ASCAP)	40
Catch Us If You Can (Brunswick, BMI)	42
Colours (Deonance, ASCAP)	74
Danger Heartbreak Dead Ahead (Jobete, BMI)	67
Don't Just Stand There (Berness, BMI)	14
Down in the Boondocks (Lawery, BMI)	9
Do You Believe in Magic (Fairful Virtue, BMI)	79
Eve of Destruction (Trosdale, BMI)	27
First I Look at the Purse (Jobete, BMI)	45
Give All Your Love to Me (Parsons, BMI)	71
Good Times (Chi-Sound & Jalyne, BMI)	95
Hang On, Sloopy (Picture-Sone-Mallin, BMI)	49
Heart Full of Soul (Miller, ASCAP)	25
Heartaches by the Number (Pamper, BMI)	90
Hole (Mackin, BMI)	2
High Heel Sneakers (Medal, BMI)	99
Hold Me, Thrill Me, Kiss Me (Shill, ASCAP)	63
Home of the Brave—Bonnie & the Treasure (Screen Gems-Columbia, BMI)	94
Home of the Brave—Judy Miller (Screen Gems-Columbia, BMI)	89
Houston (Martin, Reprise, BMI)	29
Hung on You (Screen Gems-Columbia, BMI)	63
I Got You Babe (Five-West-Collin, BMI)	1

I Like It Like That (Two-Tel, BMI)	39
I Need You (Chi-Sound, BMI)	75
I Want Candy (Grand Canyon, Webb IV, BMI)	72
I Want to Go (Everything for You) (Tree, BMI)	73
If I Didn't Love You (Metric, BMI)	54
If You Wait for Love (Jobete, BMI)	58
I'll Always Love You (Jobete, BMI)	51
I'll Make All Your Dreams Come True (Picture-Sone, BMI)	70
I'm Taking You Where the Music's Playing (Trio, BMI)	36
I'm a Fool (Atlantic, BMI)	24
I'm a Happy Man (Uhart, BMI)	32
I'm Henry VIII, I Am (Mercury, ASCAP)	30
I'm Yours (Gladys, ASCAP)	83
In the Crowd, The American (BMI)	24
In the Midnight Hour (Cotillion-East, BMI)	24
It's It Really Over? (Tuckahoe, BMI)	82
It Ain't Me Babe (Witmark, BMI)	21
It's Gonna Take a Miracle (South Mountain, BMI)	53
It's a Man Down There (Fairshake, BMI)	49
It's the Same Old Song (Jobete, BMI)	5
It's Too Late, Baby Too Late (Fry-Wells, BMI)	5
Just You (Five-West-Collin, BMI)	72
Laugh at Me (Five-West-Collin, BMI)	52
Let's Live (Columbia, BMI)	2
Little You, A (Leeds, ASCAP)	48
Looking Through the Eyes of Love (Screen Gems-Columbia, BMI)	6
Mohair Sam (Acclaim, BMI)	86
Moan Over Naples (Rouevett, BMI)	89
Moonlight and Roses (Daniels, ASCAP)	64
My Girl Sloopy (Picture-Sone-Mallin, BMI)	58
New Orleans (Rachmeyer, BMI)	61
No Pity (In the Naked City) (Merriam, BMI)	74

**BUBBLING UNDER THE HOT 100**

101. RESPECT	Olis Redding, Volt 128
102. I'M DOWN	Beattles, Capitol 5474
103. LOUIE LOUIE	Kingsmen, Wand 143
104. YOU CAN'T BE TRUE DEAR	Pat Page, Columbia 13345
105. OOWEE OOWEE	Perry Como, RCA Victor 846
106. OUT IN THE SUN (HEY-O)	Beach Boys, Bang 504
107. SIMPLE SIMPLY	Barf Jankowski, Mercury 72445
108. I'M ALIVE	Mallies, Imperial 46119
109. I LIVE FOR THE SUN	Sonny, Tower 146
110. NA-MEERVOUS	Joe Whitcomb, Tower 155
111. 99 PLUS 1	Gardner, Blue Rock 4026
112. ROUNDABOUT	Comie Francis, MGM 13289
113. SUMMER WIND	Wayne Newton & the Harry Simons Chorus & Orchestra, Capitol 2470
114. AIN'T IT TRUE	Andy Williams, Columbia 43338
115. SWEETHEART TUES	Johnny Martin, Mercury 72444
116. I DON'T WANT TO LIVE (WITHOUT YOUR LOVE)	Robbi Martin, Coral 42457
117. THE SILENCE	Al Hirt, RCA Victor 8453
118. IT'S A LONG LONELY HIGHWAY	Elvis Presley, RCA Victor 8457
119. BEHIND THE TEAR	Sonny James, Capitol 5454
120. IT'S THE ONLY WAY TO FLY	Jewel Akens, Eno 3147
121. YOU'RE GONNA MAKE ME CRY	O. V. Wright, Back Beat 548
122. WE'RE DOING FINE	Boo Dow Hancock, Blue Rock 4027
123. I'LL STOP AT NOTHING	Sandis Shaw, Reprise 0294
124. THE SONGS OF KATIE ELDER	Johnny Cash, Columbia 43342
125. I'M LOSING YOU	Artha Franklin, Columbia 43333
126. SOUL HEAVEN	Dixie Driener, Roulette 4641
127. YOU CAN'T TAKE IT AWAY	Fred Hughes, Vee Jay 703
128. WAY OF LOVE	Kathy Kirby, Parrot 9775
129. MOVE IT ON OVER	Del Shannon, Amy 927
130. YOU'RE THE REASON	Berry & the Pacemakers, Laurie 3213
131. SUN GLASSES	Sheeter Davis, RCA Victor 8443
132. MILLIONS OF ROSES	Steve Lawrence, Columbia 43343
133. ROSES AND RAINBOWS	Danny Hutton, HBR 447
134. I-S-O	Lee Barry, Decca 31837
135. LITTLE MISS SAD	Five Emperors, Frequent 101

Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.

Arranged & Produced by **SONNY BONO** XXX Sonny & Cher Mgt., Greene/Stone, 7715 Sunset Blvd., Hollywood, Calif.

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# audio video retailer

PHONOGRAPHS • RADIO • TELEVISION • TAPE • HI-FI COMPONENTS • ACCESSORIES

## Different Salesmen and Buyers For High and Low Ticket Items



KAY KANEDA is the buyer and manager for records and low-ticket phonographs, radios and tape recorders.



HAL CASS is the expert when it comes to console phonographs and TV.

also done well. Kaneda reports an average annual increase of from 30 to 40 per cent.

The Emporium has five suburban branches and Kaneda has found varying tastes between the stores. In the Stanford University area, components do very well as do classical records. In the San Jose area, customers favor lower priced portable phonographs, whereas in downtown San Francisco, all tastes are represented.

Hal Cass, buyer-manager for the high-ticket audio-video merchandise, finds that suburban buyers like colonial cabinets while downtown San Francisco customers prefer modern. Marin county wants high-ticket color TV, San Jose prefers phonographs to TV, and Stonestown, a shopping area on the southwestern side of San Francisco, prefers color TV.

### Spend More Later

Cass feels that customers spend more freely during the second half of the year. From January to July his lower priced items do better while from July to Christmas the higher priced merchandise seems to come into its own.

Sales promotions are handled between Cass' and Kaneda's department whenever possible. Generally this takes place when a supplier for both departments provides support funds. A recent example came with wholesaler Kaemper-Barrett providing funds for a Magnavox and Sony promotion.

One of the advantages of selling equipment in a department store is the ability to extend credit. Usually the customer largely has a charge plate with the store and handling the sale is no problem.

and a \$3.98 album or \$10 transistor radio are totally different. The line is drawn between equipment that "stands by itself on the floor" and that which goes on shelves.

The store admits it may lose a few sales. The salesman who sells a console forgets to introduce the customers to his colleague who sells records. Or a portable phonograph salesman might be reluctant to trade a customer up above a given figure since it means turning him over to a different salesman.

However, the problems are in the minority and the advantages are more than worth the disadvantages.

### Tape Recorders Move

Kay Kaneda is buyer-manager of the low-end merchandise in the Emporium. Tape recorders are among his strongest selling items today. Most sales are in the \$19.95 to \$159.95 area. Prerecorded tape sales have

By GODFREY LEHMAN

SAN FRANCISCO — The audio-video department of the Emporium, one of the West's largest department stores, is in fact two departments. Phonograph records, smaller electronic equipment and accessories make up one section; consoles, large radios and TV sets the other.

Physically the two are together, and to the casual customer there is no separation. However, from the store's point of view, the departments are totally different and each is maintained by separate sales personnel and buyers.

There are several reasons for this. The store feels that customers of expensive consoles or high ticket merchandise are not apt to be in the mood to buy low ticket merchandise at the same time.

### Different Sales Technique

But in addition, the Emporium feels that sales techniques for selling a \$750 console

## Component Look Featured In Capitol Phonograph Line

HOLLYWOOD—Capitol Records' 1966 line of five new portable phonographs is based on a component look. The top model, 609, is an all-transistorized, fully automatic stereo unit. There is also a holdover unit from last year in the program.

Four of the models are all-transistorized and range in retail

price from \$24.95 to \$159.95. Model 507, retailing for \$59.95, is being held over from last year because of consumer demands, said Oris Beucler, special products manager. The new models are the 602, 605, 608 and 609. Model 601 is a \$19.95 mono portable.

The 609 and 608 look like sets built from components but sell at a package price, Beucler emphasized. The models use Garrard changers. Two high-priced models incorporating the sing and strum along feature for amateur musicians will be introduced shortly by CRDC shortly.

Full details will appear under New Products in later issues of Billboard.

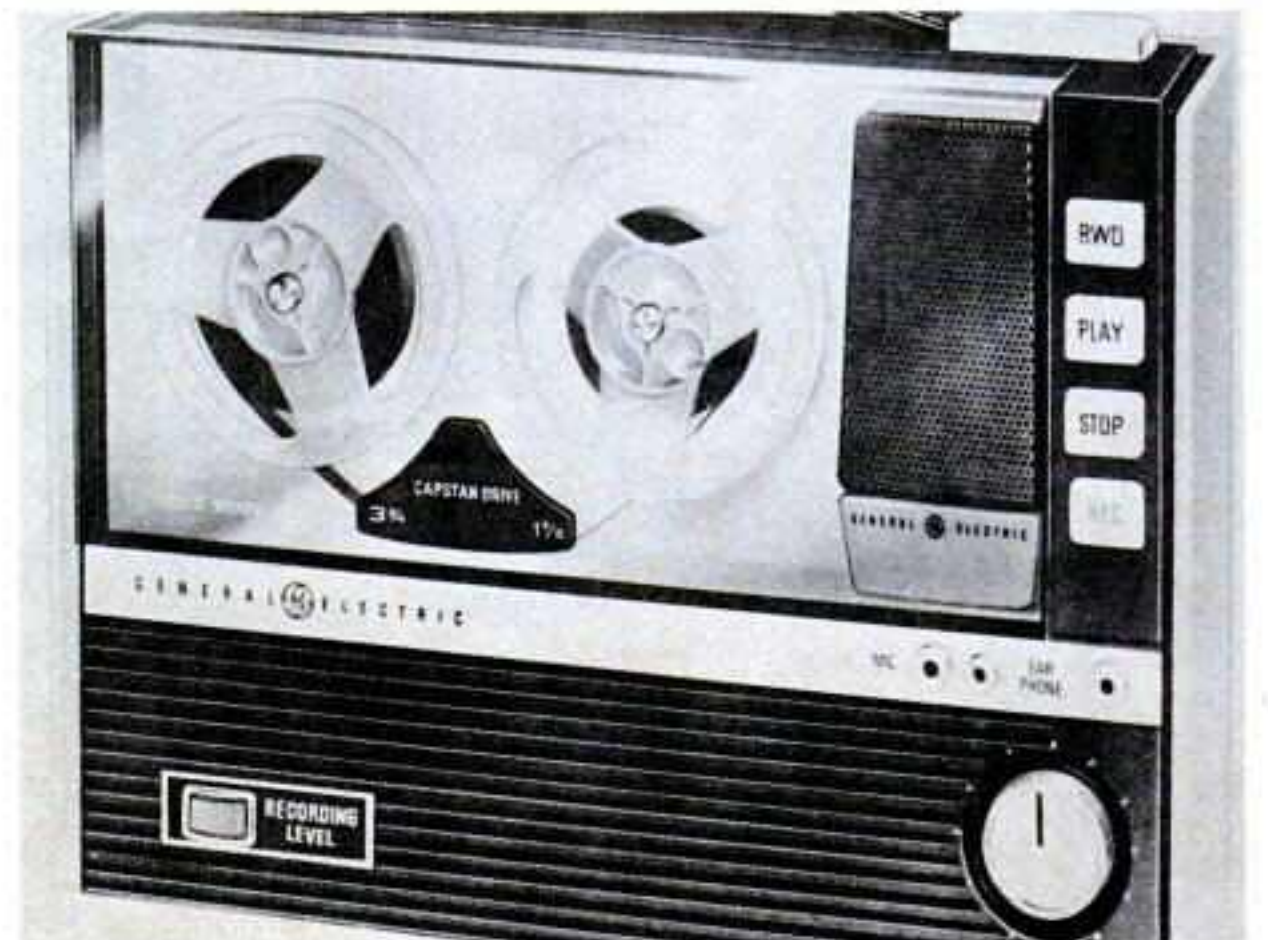
### New Colo. Shop

DENVER—Carousel Record Shop has been issued a State license and will open its doors at 2280 South Federal Boulevard here. Proprietor is Wayne H. Sableman.

## NEW PRODUCTS

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

### GENERAL ELECTRIC



SOLID-STATE TAPE RECORDER by General Electric. "Sound-tracker" capstan drive, four pushbutton operation, double reel braking. Level indicator, remote control microphone, earphones. Price \$39.95. AC converter optional.

### MERCURY



TRANSISTORIZED SOLID-STATE Mercury phonograph. Four controls, 20-watt peak power, 50 to 15,000 CPS. BSR four-speed automatic record changer. Six speakers, 2 six-inch woofers, 2 four-inch mid-range and 2 four-inch tweeters. Price \$129.95.

### VOICE OF MUSIC



SOLID-STATE STEREO PHONOGRAPH by Voice of Music. Four-speed automatic, two detachable speakers with six-inch woofer and 3 1/2-inch tweeter in each. Fifty-watt peak power. List \$169.95.

### MOTOROLA

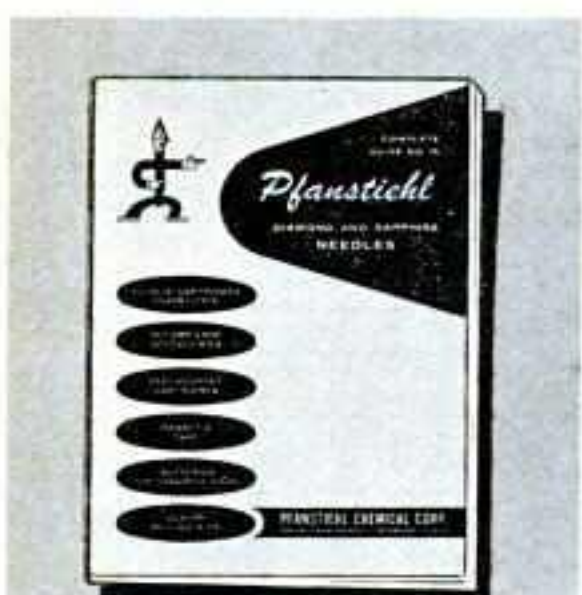


Motorola AM/FM solid-state radio. Ten transistors, five diode chassis. Tuned RF stage in FM section and four IF stages. Six-inch speaker, tone and loudness controls AFC switch and tuning control. Polystyrene cabinet. Price \$59.95.

### MOTOROLA



Solid-state AM radio by Motorola. Four transistors, two diode chassis. Four-inch speaker and loudness control. Slimline styling, polystyrene cabinet. List price \$22.95.



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

Your order shipped same day it's received.

**DIRECT-TO-DEALER**  
**Pfanstiehl**  
CHEMICAL CORPORATION • BOX 498  
104 LAKEVIEW AVE. • WAUKEGAN, ILLINOIS  
Originators of the \$9.95 Diamond Needle



## Merc. Adds Phono Execs



WOODMAN KAWAHARA



MUSIC CITY'S CLYDE WALLICHS and KMPC's Ira Cook hold tools of their trade as they renew the Los Angeles retailer's advertising for the 16th straight year for Cook's daytime show.

Warwick Electronics and Cook Research Laboratories. Kawahara was formerly with the Fujiya Corp. and was a sales manager for Crown Radio.

CHICAGO — Mercury's rapidly expanding home entertainment division has added Alan Woodman, staff engineer, and Mike Kawahara, purchasing agent, to its executive roster.

Perry Winokur, sales manager, said the appointments were because of the division's "greater emphasis on researching new product."

Woodman has held posts with 3M-Revere, Conley Electronics,

## L. A. Riot Smashes R&B Belt

• Continued from page 3

but police arrived to thwart off the thieves.

KGFJ cut into its music with extensive news coverage. General manager Arnold Schorr told Billboard he is preparing a guide line which he will provide free to other Negro stations explaining what riot steps his station took. Music programming remained the constant heavy r&b, but disk jockeys were told to carefully watch their slang expressions and stressed calmness. Many Negro leaders came to the station to plead with the people, and a direct line to the police was established which gave the station accurate information on injuries and damaged property.

KGFJ fed reports to KDIA, San Francisco; WHAT, Philadelphia; KXLW, St. Louis; WWRL, N. Y.; WNOE, New Orleans; WFAA, Dallas; WFEC, Harrisburg, and the Rocky Mountain Network.

While neither KGFJ nor KDAY, the other r&b station toned down their programming, KHJ pulled the protest song "Eve of Destruction" off the air.

The station said the action was taken as a community service since the disk is controversial and the outlet did not want to play it while there were emotional disturbances in the city.

## Two Country Stars Named 'Opry' Regulars

NASHVILLE—Country stars Connie Smith, 24, and Bob Luman, 27, were signed as regular members of "Grand Ole Opry" last week, "Opry" manager Ott Devine announced. They bring the total regular "Opry" roster to 50 members.

Miss Smith, a native of Elkhart, Ind., grew up in Warner, Ohio, and became an overnight star last year when her first RCA Victor single, "Once a Day," hit the top of Billboard's country chart.

Luman, a Hickory Records artist, has had several hits. His career was interrupted twice in recent years when he was called into military service. Luman got his start 10 years ago by winning a talent contest at Tyler, Tex. He joined "Louisiana Hayride," did a TV show at Shreveport, La., and later performed in the West before moving to Nashville.

## Royalty Hike

• Continued from page 4

families do not enjoy the fruits of the composers' genius.

He also urged the elimination in the proposed bill of the present exemption of public performance of works where the performance is not for profit. One of the greatest user of concert music, chiefly through records or tapes, is the education broadcaster. These performers, engineers and announcers are paid for their services in one way or another, Feist said, and it's only fair to compensate the composer.

One of the biggest dangers to the publishing industry would come if the copyright law allowed schools to reproduce copies of a complete work. Feist said this "could completely destroy the school market for choral music," which he said represents the most important single area of sales for printed music today.

## GOLDEN RECORDS



Golden Records rack for children's records. Holds 400 LP's, 120 book and record sets, 72 language series, 144 29-49-cent records. Thirty-six inches square, 90 inches high.

## Billboard Buyers & Sellers

# CLASSIFIED MART

A convenient market place for the best sources of equipment, supplies, services and personnel . . . serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

### EMPLOYMENT SECTION

#### SITUATIONS WANTED

#### ANNOUNCING a new low rate for SITUATIONS WANTED ADS

to help people in the allied fields of MUSIC, RECORD, COIN, PROMOTION, ENTERTAINMENT

to make the right, best paying connections. THIS IS THE PERFECT MEDIA FOR SELLING YOURSELF TO PROSPECTIVE EMPLOYERS.

\$2.00 will do the trick for a 1/2" ad in one issue . . . maximum 35 words, plus name and address.

MAIL COPY AND PAYMENT TO:  
Billboard Classified Mart  
165 W. 46th St.  
New York, N. Y. 10036

MAJOR MARKET AIR PERSONALITY desires P.D. position Southwest, West. Excellent references, extensive background. Presently employed major chain, traffic slot. 11 years pro, good production. Middle road format. Box 206, c/o Billboard, 165 W. 46th St., New York, N. Y. 10036. au28

#### Top-Notch SALES PRODUCER

of album product to volume users seeks association with progressive label for East and Midwest territory.

Write: BOX 205  
Billboard, 165 W. 46th St.  
New York, N. Y. 10036

### DISTRIBUTING SERVICES

#### RECORD DISTRIBUTORS

DEALERS . . . ONE-STOPS . . . RACK JOBBERS  
Order Your Supply of

## Record Preview

BILLBOARD'S GREAT NEW CONSUMER LP MAGAZINE-CATALOG

FROM:

#### TONE

495 S.E. TENTH CT.  
HIALEAH, FLORIDA  
(305) 887-7546

Henry Stone, President

Listed, you will find the labels which we presently distribute:

ABC-Paramount, Argo, Atco, Atlantic, Big Top, Blue Note, Canadian American, Carmen, Chancellor, Checker, Chess, Del-Fi, Dooto, Duke, Imperial, Jamie, Laurie, Mo-Town, Monument, Nashboro, Old Town, Original Sound, Parkway, Phillies, Roulette, Sar, Savoy, Scepter, Strand, Sue, Sun, Swan, Time, United Artists, Vee Jay, Wand.

RECORD RIOT 45'S — BRAND NEW, some late hits. \$6.80 per hundred; \$65 per thousand. Send check with order for prepaid postage. No overseas orders. Reliable Record Co., Box 136, Glen Oaks Post Office, Glen Oaks, N. Y. Phone: Area Code 212-343-5881. oc30

### RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

#### PRESSING, PLATING

#### PRESSING No job too small CONSULTATION

All questions answered about Recording, Distribution, Printing, Shipping, Music Publishing, etc.

NATIONAL RECORD PROMOTION & PUBLICITY National disc jockey coverage . . . Trade paper publicity . . . etc. DISTRIBUTION ARRANGED



MORTY WAX PROMOTIONS  
1650 Broadway  
N.Y., N.Y. 10019  
CI 7-2159

### MISCELLANEOUS

ATTENTION—SONGS FOR SALE. Commercial possibilities. Contact: Songwriter, Miss Ruby Ballew Bing, P. O. Box 1339, Vernon, Texas 76384.

ATTENTION: GOLDMONT RECORDS seeking new material and new artist. Contact: Rhoton Music Enterprises, 117 16th Ave. So., Nashville, Tenn. 37203. sell

GOOD RELIGIOUS SONGS WANTED for publication, all types. Send inquiry, lead sheets, demos or tapes to: Don Edgar Music, 2312 Jasper, Fort Worth, Texas 76106. se4

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. ch-my-7-66

### PUBLICATIONS & SERVICES

#### PROGRAMMING IDEAS

Over 125 outstanding contests, comedy, promos, games and ideas are contained in a valuable new book for progressive radio program directors.

Now available from RSI (a division of Billboard) for \$5.95 each post-paid.

"PROFESSIONAL PROGRAMMING VOL. 1"

by DICK STARR and BOB HARRIS

RSI (Record Source Int'l)  
165 West 46 Street  
New York, N. Y. 10036

## INTERNATIONAL EXCHANGE

### ENGLAND

ALL ENGLISH RECORDS RUSHED by airmail. Beatles "Help" and "Beatles for Sale" albums. Dave Clark Five new film LP, \$6.15 each, airmailed. Stones "Live" EP, \$2.40 airmailed. John Lever, Gold Street, Northampton, England. ja15-66

BEATLES' "HELP" ALBUM RUSHED to you by air from stock. Also Stones, Shadows, Animals, Baez and all other English albums, airmailed \$6 each. Record Centre Ltd., Nuneaton, England. sell

when answering ads . . .

when answering ads . . .

Say You Saw It in  
Billboard

Say You Saw It  
in Billboard

### CLASSIFIED RATES

	Per Insertion			
	1/2"	1"	2"	Each Additional Inch
Manufacturer Advertisers	\$9	\$15	\$25	\$9
Distributors (Regional) & Employment Advertisers	\$5	\$9	\$15	\$5
Distributors (National)	\$9	\$15	\$25	\$9
Situations Wanted for Individuals	\$2	\$5	\$9	\$5

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words.
- All rates are for EACH insertion. PAYMENT MUST BE IN ADVANCE!
- Advertisements 2" or larger are set in boxed style.
- If Box Number is used, allow 10 words for number and address. Box number service charge is 50c per insertion.

#### USE THIS HANDY ORDER FORM

Please insert the following ad for \_\_\_\_\_ consecutive issues.

Heading: \_\_\_\_\_ Size: \_\_\_\_\_

Set regular classified style.  Set boxed classified style.

Amount enclosed \_\_\_\_\_

Copy: \_\_\_\_\_

Company Name \_\_\_\_\_ Authorized by \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State & Zip Code \_\_\_\_\_

PLEASE ENCLOSE YOUR PAYMENT. WE DO NOT BILL FOR CLASSIFIED ADS.

FOR ADDITIONAL INFORMATION AND/OR ASSISTANCE CONTACT: CLASSIFIED ADVERTISING MANAGER, Billboard, 165 West 46th St., New York City 10036. ADVERTISING RATES INTERNATIONAL EXCHANGE Classified: Per line \$1. Minimum 4 lines per insertion. DISPLAY: Per inch \$14. Minimum 1 inch.

Above prices are for one insertion in one issue. Cash or check with order. Lower rates for 12, 26, 52 insertions in a one-year period.

FOR FURTHER INFORMATION CONTACT: Pater Heine, International Advertising Director, Billboard, 165 West 46th Street, New York City 10036 or Andre de Vekey, European Director, 15 Hanover Square, W. 1, England.



## No Big Jewelry Demand Yet: Suppliers

By RAY BRACK

CHICAGO—The recent repeal of the Federal excise tax on jewelry items which had indirectly inhibited the industry's activity in the high-priced capsule field has yet to be significantly reflected in the product development of major charm firms.

On the basis of a late Billboard survey of five charm suppliers, it may be reported that manufacturers and importers generally are waiting for development of a demand for 25-cent "jewelry-type" merchandise before venturing extensively into large capsule lines.

Manufacturers with quarter merchandise are making deliberate, but tentative plans to expand their offerings.

Firms without quarter items are investigating the field.

### Crux of Matter

No executive for a major



GEORGE EPY: Crux of the matter.

charm firm expressed urgency about the big-capsule market.

The appraisal by George Eppy, president of Eppy Charms, Inc., of the jewelry market, was typical.

"The 25-cent market is ready to expand," he observed, "if the machines remain on location. We do not know if a lot of 25-cent machines are still out."

Eppy said that a surge to placement of quarter machines some time ago was followed by an attempt to sell inferior merchandise for the price. This widespread practice and a resulting business drop, he said, disenchanted many operators with the 25-cent capsule.

"This is the crux of the mat-



FRED LOEWUS: Must offer value.

ter," declared Eppy. "Too many vendors wanted quarter charms that would cost them 3 to 4 cents. Such prices are impossible. F. W. Woolworth pays up to 14 cents for an Eppy charm which they sell for a quarter."

### Lack of Demand

Eppy previously offered an extensive 25-cent jewelry line and will show the line again in conjunction with the National Vendors Association board of directors meeting in Miami this fall.

The Eppy firm currently offers such jewelry items as tie clips, pins, earrings and key chains.

Fred Loewus, a spokesman for the Karl Guggenheim Co., said, "We have stayed away from the 25-cent field for two reasons: lack of demand and the excise tax liability in the past. Now that the excise tax has been repealed, we are taking another look at this type of merchandise."

Loewus added, however, that



MARGARET KELLY: Limited demand.

the company has not made definite plans for a jewelry line yet.

### Value

Loewus remarked that charm size limitations make it difficult to offer the purchaser full value for a quarter, "and our 8-12 age group still spends mostly pennies and nickels."

The Guggenheim executive commented that he felt the right merchandise item could possibly arouse the market. "But," he asserted, "with a quarter item you must not only offer novelty and variety—you must offer obvious value."

Guggenheim will show new mixes and several new capsule items in Miami this fall, Loewus said.

Dick Goldstein of Knight Toy and Novelty Co. reported that the firm has an established 25-cent capsule line but declared: "The line has never moved anything like dime and nickel merchandise."

Company officials are watching operator orders closely in the wake of excise tax repeal, Goldstein said, to determine what effect, if any, the removal of the past inhibition will have.

### Reluctance

Observed Goldstein: "Many operators do not believe their locations warrant 25-cent machines. Such machines, in the main, are installed by the large chain operators. The best locations for quarter machines are bus terminals and bowling alleys."

Goldstein looks for the availability of large capsule containers to spur the large item market to a degree, "but there is still widespread operator reluctance in accepting 25-cent charms."

Knight Toy will show up in Miami with several new charms, Goldstein said.

Margaret Kelly, sales manager of the Penny King Co., de-



PAUL PRICE: Not excited now.

clared: "We find no great demand for 25-cent items at the present time. But I do believe the excise tax repeal will have an enlarging influence on this market, eventually."

### Space Limitations

Mrs. Kelly announced that Penny King plans to introduce a new jewelry line in about six months. A limited high-price line introduced by the firm

(Continued on page 55)

### MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. Deluxe, 1¢ or 5¢ Comb.	12.00
N.W. 10-Col. 1¢ Tab Gum Mach.	18.00
N.W. Model #33, 1¢ Porc. Converted for 100 ct. B.G.	6.50
Atlas 1¢ & 5¢ 100 Ct. Ball Gum	12.00
Mills 1¢ Tab Gum	12.00
Acorn 8 lb. Globe	10.50

### MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.81
Pistachio Nuts, Jumbo Queen, White	.74
Cashew, Whole	.80
Cashew, Butts	.76
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.36
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.48
Hershey's	.47

Rain-Bio Gum, 72 ct.	\$ .32
Malt-ette, 100 ct., per 100	.35
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  
Wrigley's Gum, all flavors, 100 ct. .45  
Beech-Nut, 100 ct. .45  
Hershey's Chocolate, 200 ct. 1.30  
Minimum order, 25 Boxes, assorted.

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.

Everything for the operator. One-third Deposit, Balance C.O.D.

### IMMEDIATE DELIVERY

World Famous

VICTOR Standard TOPPER

1c or 5c



For Ball Gum and Charms.

Also available for Peanuts and Bulk Candies.

Packed and sold 4 to a case.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN SALES AND SERVICE CO.**

MOE MANDELL

446 W. 36th St., New York 18, N. Y. LOngacre 4-6467



## NEW MODEL 60 BULK-PAK

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

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

Wire, Write or Phone for Complete Details.

**Northwestern**

CORPORATION

2584 Armstrong St., Morris, Ill. Phone: WHitney 2-1300



Direct Low Factory Prices F.O.B. Factory 150 lb. lots

Bubble Ball Gum, 140, 170 & 210 Ct. & Giant Size	30 1/2 lb.
Chicle Ball Gum, 130 Ct.	38 1/2 lb.
Clor-o-Vend Ball Gum	43 1/2 lb.
Clor-o-Vend Chicks, 320 Ct.	43 1/2 lb.
Chicle Chicks, 320 & 520 Ct.	39 lb.
Bubble Chicks, 320 & 520 Ct.	31 1/2 lb.
5-stick Gum, 100 packs	\$2.25

### AMERICAN CHEWING PRODUCTS

40 years of manufacturing experience 4th & Mt. Pleasant Newark, N. J. 07104

## ACORN

The World's Most Profitable Vendors!

We have the largest variety of all types of Acorn vendors in stock.

HEADQUARTERS FOR CHARMS, STANDS, RACKS, GUM, NUTS, GLOBES, PARTS AND SUPPLIES FOR ALL VENDING MACHINES. WRITE FOR COMPLETE CATALOG OF NEW AND RECONDITIONED MACHINES AND SUPPLIES.

## RAKE

COIN MACHINE EXCHANGE

1214 W. Girard Ave. Philadelphia, Pa. 19123 (215) CEnter 6-4493

## "Yum!" ... Ever-Fresh

### ROYAL RED CHERRIES

Imagine! A life-size wild cherry-flavored jelly with a jacket of bright red sugar-candy.

Vend this newest taste-treat thru any 1¢ ball gum vendor with a 210 or 100-count wheel.

120 delicious Royal Red Cherries per pound. Only 29¢ per pound.

Sold in case lots only. CASE (25 lbs.) . . . \$7.25 FOB Chicago, Ill. Freight prepaid on 200 lbs. or more. Add 1¢ per pound west of the Mississippi.

TRY A FEW CASES AS A STARTER.

### KING & COMPANY

2700 West Lake Street Chicago, Illinois 60602 Phone: KE 3-3302

### NEW VICTOR 77 GUM & CAPSULE VENDORS



### A REAL SALES STIMULATOR IN ANY LOCATION

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

Vends 100 count gum, V-1 and V-2 capsules. Available with 1¢, 5¢, 10¢, 25¢ or 50¢ coin mechanism.

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.

PRICE \$39.00 each with chrome front

WRITE, WIRE OR PHONE

**BITTERMAN & SON**  
4711 E. 27th St., Kansas City 27, Mo. Phone: WA 3-3900



## NOW AVAILABLE: GIANT BIRTHSTONE RING

available in 12 large different colored stones—one for each month of the year.

These BIG, realistic rings have been LOCATION TESTED by one of the country's leading operations.

Complete with 4 display cards indicating ring and appropriate description of stone for each month.

Available only in perfect vend capsules. \$40 per M FOB our factory.

Some distributorships still available.

## HENAL NOVELTIES & PREMIUMS

97 North 10th Street Brooklyn 11, New York



# New Licensing Schedule Boon to St. Louis Trade

By EARL PAIGE

ST. LOUIS—A new and—much improved graduated schedule of machine licenses has gone into effect here.

Two bills passed by the common council and signed by the city's new mayor, Alfonso J. Cervantes, abolish the across-the-board \$5 license fee and establish the schedule of 50 cents annually for penny machines; \$1.50 annually for nickel machines and \$5 annually for machines actuated by a dime or more.

Local distributor Samuel J. Phillips has exerted considerable effort over the past two years toward the license revision.

"These things don't just happen by themselves. We had to meet with the Board of Aldermen, make phone calls and really work," Phillips said.



SAM PHILLIPS

Until two years ago, the St. Louis vendors payed license fees of 25 cents for a penny machine and a dollar for equipment operated at a nickel or more, and were shocked when the common council voted the \$5 license rate. The council action benefited operators of food and beverage vending equipment, the annual license for which had been \$35.

The new schedule will apply to all types of coin-operated equipment, including amusement games and juke-boxes.

# BULLETIN

CHICAGO—Donald Mitchell, National Vendors Association legal counsel, and Roger Folz, New York operator, will testify on behalf of the bulk vending industry at a special Senate subcommittee hearing in Washington Aug. 24 on a bill to which the Federal Food and Drug Administration wants to add an amendment, prohibiting commingling of charms and confections in bulk vending globes. The subcommittee, headed by Sen. Harrison Williams, N. J., will jointly consider House Bill 7042 and Senate Bill 1839. See background of case in Billboard Aug. 21.

## MacMan Bows Birthstone Ring, Target Charms

OCEANSIDE, N. Y.—MacMan Enterprises this week released its Birthstone Ring series, 12 rings, each with a different color stone symbolizing the month.

The rings come in glued capsules and packed 250 to a box. Each box contains a four-color display card.

Another new item by MacMan is the Target set, consisting of four rubber darts, a target and magnet. The customer assembles the rig himself. The Target charm comes in a glued capsule, packed 250 to the box.

Both items are designed for 10-cent vending. Each costs \$34 a thousand.

## MISSOURI

Several national bulk traders stopping off for visits in this market recently including Oak Manufacturing's Herb Goldstein, who was in St. Louis (7-8) visiting at the Samuel J. Phillips Co. and meeting many local bulk businessmen all of whom are happy over two companion bills recently signed into law by St. Louis' new mayor, Alfonso J. Cervantes.

Some of the local operators seen at Phillip's recently included Ted Miller, Morton Price, Fred Leitner, Doyle Fitzgerald, and George Chapman, who is just recovering from an opera-

tion. At Central Distributors Earl Veatch recently hosted national traders Meyer Abelson of Oak Sales Co., Pittsburgh and Miami, and Fleeer Gum's Nick Montt. Also in at Central lately were West Frankfort, Ill., operator Bill Channes, J. D. Sullivan from McLeansboro, Ill., and Wally Taylor, who operates locally.

EARL PAIGE

## CAPSULE MIXES

AT LOW FACTORY PRICES  
The Best in the Business

Over 20 assorted items in each capsule mix.

- 5¢ Look Capsule Mix priced at \$20.00 per M filled capsules
- 10¢ Look Capsule Mix priced at \$38.00 per M filled capsules

FREE—4 sensational 3D dimensional fronts with moving eyes with every thousand filled capsules.

All prices quoted F.O.B. Lynbrook, N.Y. Available at ALL Eppy Warehouses.



## 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.

Bulk loading.

**BIRMINGHAM VENDING COMPANY**  
520 Second Ave., North Birmingham, Alabama  
Phone: FAirfax 4-7526

## VICTOR'S NEW TOPPER "66" 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 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.**  
715 Ensor St. Baltimore 2, Md.

## 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.

## BULK BANTER

Over in Kansas City Alan Bitterman reports that recent vendor customers included Marie Wilhemi, Norborne, Mo.; Don Peterson, Shawnee, Kan.; Hills Gibson, Des Moines, Iowa; William Dobbs, Oklahoma City, Okla.; Ken Mayes, Joplin, Mo., and Sylvia Palata from Springfield, Mo., to name a few.

## No Big Jewelry Demand Yet

• Continued from page 54

about a year ago, she said, "met with limited demand and we allowed it to run out."

As did other supply executives, Mrs. Kelly pointed out the fact that provision of true quarter value is difficult within the space limitations of the traditional capsule.

"Kids look for something big for a quarter," she said. "Although we have bigger capsules

available now, very few machines can handle them."

She also remarked that introduction of a high-priced line, in order to be financially practical, would require bringing in about a million of an item, "an amount that far exceeds existing demand."

### Squeeze Is On

Many operators who now are locating 25-cent machines, Mrs. Kelly said, tour the import and supply firms themselves to obtain their merchandise.

"I don't believe there are large numbers of 25-cent machines on location at this time," observed Paul A. Price, president of the firm bearing his name.

"In fact," he said, "the squeeze is on with 10-cent machines."

Price reported that his firm now has available a catalog of jewelry-type merchandise (tie pins, etc.) "and we have large capsules we could use to enter the 25-cent field in a big way if need be. But we're not excited about it now."

Both the Penny King and Price firms will unveil a number of new penny, nickel and dime items in Miami in October.

Next week: Operators view the 25-cent charm market.

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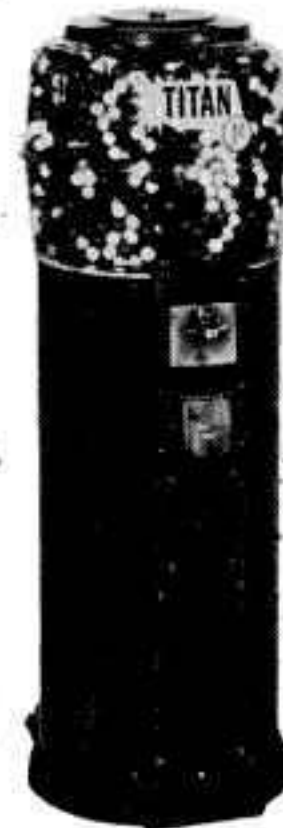


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- Alphabet Ring, vacuum plate ..... 9.00
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  - Copie (Pop) Beads ..... 2.60
  - Adams Family Buttons ..... 10.50
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## Los Angeles Riots Cripple Coin Trade

By ELIOT TIEGEL

LOS ANGELES — Distributors and operators are surveying their stock this week after five days of hell in the riot-torn South Los Angeles area. The "armed insurrection-riot" in the 15-square-mile zone known as Watts seriously affected the coin machine industry to the tune of burned and burglarized locations and frightened people.

Total losses in the area for traders is unavailable. Suffice to say, \$200,000,000 in damage was inflicted in the closed-off zone by rioters.

Considerable action took place around coin row on Pico Boulevard which was the perimeter of the hotbed of activity. A witness told Billboard that Black Muslims and other nationalist groups were responsible for starting the fires which blazed away uncontrolled because firemen were being shot at by snipers.

### Equipment Burned

One-stops along Pico Boulevard all talked of locations burned and equipment seized and lost. Operator Wilson Luenhagen, owner of his own one-stop, said he had 10 locations

closed and two pieces of equipment lost. He valued the lost equipment at \$1,000. "Income, that's something else," he said. "Everybody is upset and worried. We expect our income to be down 20 to 40 per cent during the next few weeks because of the riots." People still worried he said last Thursday (19). "They're still shooting. It's just that rough."

Gabe Orland at California Music, a key one-stop, said he heard of a lot of places being burned down, equipment lost and burglarized. He anticipated his own business dropping off

50 per cent. The store was closed Friday afternoon and all day Saturday because of the turmoil. Rioters attempted to break into California Music but were repelled by police.

Wurlitzer distributor Clayton Ballard, also located on Pico Boulevard, felt the riot caused people to stay out of the city. "The out-of-town operators were really concerned," he said. "We're shipping a lot of equipment out because people don't want to come in for it." Calls came from such surrounding areas as Imperial and San Joaquin, Ballard said. "One San

Diego operator called us and said he wasn't coming up to our town, so we should ship him a phonograph."

### Danger Areas

Ballard said he had not heard from any operators who had lost equipment. "I think they are staying away from their businesses," he surmised. Wurlitzer told its service people to observe the danger areas as recorded by police.

At R. F. Jones, the Rowe-AMI outlet located on Figueroa Street, manager Chuck Klein reported that every time "something popped" all his people ran to the window. His employees were a little anxious since the branch was closer to the heart of the riot zone than places on Pico Boulevard.

Monday and Tuesday were slow days, Klein noted. "There was an absence of people on the streets," he remarked. "Some people were advised by the sheriff to close down."

### Sniper on Roof

Ron Chimel, a salesman for the company, in calm tones recalled that the rioting came within two blocks of the office. "There was a little excitement right across the street from us," he added. "There was supposedly a sniper on the roof and cops with shotguns were in the street. Everybody was on pins and needles."

There was no way of immediately counting the number of locations affected in the riot zone. More than 530 buildings were damaged by fire, including 201 destroyed; 33 persons died as a result of the conflagration.

## Search for 200 Juke Boxes, Games On

By AARON STERNFIELD

NEW YORK—In a case that is taking on some of the aspects of the more imaginative James Bond thrillers, U. S. Justice Department, Federal Bureau of Investigation, Scotland Yard and Interpol (the international police organization) officials are investigating the theft of 200 juke boxes and games—worth nearly \$500,000—from a government warehouse here.

The story was disclosed this week by Paul Meskil, enterprising reporter for The New York-World Telegram. It involves a prominent Long Island official, some of the Cosa Nostra top brass, a New York State Supreme Court Justice, and a juke box distributor who has been convicted of a felony.

Here's the chronology:

### Warehouse Raid

In early 1961, FBI agents raided a Long Island warehouse and seized 203 juke boxes and games owned by Gibraltar Amusements Ltd., a firm headed by Sanford J. Moore, a former New York policeman who later became an operator and distributor.

Gibraltar had been placed in bankruptcy, and Moore and his two partners were charged with fraud in concealing the juke

boxes from the company's court-appointed trustees.

The three partners pleaded guilty before Federal Judge Leo J. Rayfiel. But before they were sentenced, Rayfiel learned of a Moore boast that the judge was "in my hip pocket." Rayfiel then notified the FBI, and the plot to fix the bankruptcy case was uncovered.

New York State Supreme Court Judge J. Vincent Keogh and former Assistant U. S. Attorney Elliott Kahaner were indicted and convicted for accepting a \$35,000 payoff to intercede for Moore. Also indicted were Moore, Tony (Ducks) Corallo, a Cosa Nostra executive, and Dr. Robert Erdman, a surgeon who acted as the go-between.

### Government Witnesses

Moore and Erdman testified for the government, with the result that Keogh, Kahaner and Corallo were sentenced to two years each in the federal penitentiary.

After the trial, federal agents

went to the warehouse and checked the confiscated machines in preparation for their sale. They found the same number of machines there, but not the same ones that were deposited. Since these machines were not part of the original Gibraltar assets, the government could not sell them, and the bankruptcy sales was called off.

Serial numbers of the missing machines were sent to the FBI, and for the next two years the search was on without success.

### Shipped to England

Then came the break. An import-export firm reported it had been approached by a buyer who wanted a large order of juke boxes shipped to England.

Enter Scotland Yard. Many of the machines began turning

up in London nightclubs and bars. Federal agents flew to England, and with the co-operation of Scotland Yard, impounded the machines.

The search has shifted to the European Continent, where Interpol agents are looking for the rest of the machines.

The Coast Guard is in the act too. It is searching for a 50-foot yacht, missing from its Port Washington, L. I., berth. The owner, according to The World Telegram story, is "a juke box distributor with important connections on both sides of the law."

The report adds that the missing man is close with top Cosa Nostra figures. He is not identified.

## Copyright Register: Juke Box Differences Can Be Reconciled

By MILDRED HALL

WASHINGTON—Register of Copyrights Abraham Kaminstein still hopes for some "solution" to the juke box performance royalty question. At the opening of Senate Copyrights Subcom-

mittee hearings on the revision bill last week, Register Kaminstein told Senator McClellan's subcommittee that the juke box issue, together with half a dozen others, was among the thorniest of the copyright revision problems. But he believes differences

can and will be reconciled.

The Register presented the senators with several suggestions which have been made during House copyright subcommittee hearings. The 1965 bill would end the 1909 performance royalty exemption for coin-operated play of music—but licensing fees could be put in the form of additional mechanical fee on records to be used in juke boxes, in one suggestion. The Register of Copyrights described this approach as a kind of "special performance fee to be paid in addition to mechanical royalty, which would free a particular record from any further royalties for juke box performance."

The Senate subcommittee was told that record manufacturers have strenuously objected to becoming involved in this type of system because they would be forced to "maintain double inventories or act as involuntary collection agents." But the Copyright Office has been told there is a way of getting the fee without involving the record manufacturer in "payment procedures."

Another idea was for juke box operators to affix special "stamps" to their records. The

(Continued on page 61)

## Nebraska Ops Plan Meeting In Norfolk

OMAHA—The Coin Operated Industries of Nebraska has scheduled its next meeting for the Madison Hotel, Norfolk, Saturday and Sunday, Sept. 18-19. An outing at the races will be a highlight of the meeting.

The association has arranged to have its members taken to the track by chartered bus where a blanket will be presented to the winner of the feature race. Cocktails and dinner will be Saturday evening, with the business meeting Sunday afternoon. Ralph Reeves will be host.

## Coin Theque Open in Heart Of Times Sq.

NEW YORK — The Blue Bunny, a discotheque which combines juke box music with a combo, opened in the Times Square area here. It's the first coin-operated discotheque in the heart of Manhattan, and its on a street frequented by West Side office workers and rubber-necks.

The policy is 40 minutes live entertainment and 20 minutes of juke box music. The juke box, a Seeburg, is near the entrance, while the two giant floor speakers are in the back on stage.

Live entertainment is furnished by Dean Parrish, Musicor recording artist; the Beets, a rock 'n' roll combo, and Lena Stone, a singer.

Hostess is Jackie Lee, who was a Peppermint Lounge twister for five years. Owner is Jack Enfield.



LIONEL HAMPTON took time out from his recent London House engagement in Chicago to visit Seeburg's new multimillion-dollar plant and visit with Del Coleman, board chairman (left), and J. Cameron Gordon, president (right).



# Revision Stumbling Blocks Are Cited

• Continued from page 12

instead of the statutory \$250 can be imposed. But NAB attorney would like the bill to permit courts to let the unwitting infringer go scott free. "Why penalize innocence?" said Anello — bringing composer-publisher wrath to white heat.

Community antenna pickup of programs from FM and TV stations for retransmission to subscribers at a monthly fee would be liable as a transmission under the 1965 copyright bill, but NAB wants it spelled out even more clearly. Also, broadcasters would like a term of 28 plus 48

years, instead of the proposed life plus 50. Otherwise, the broadcasters have high praise for the proposed updating of the 1909 statute.

Educational television spokesmen protested to the Senate Copyrights Subcommittee that the new law's restrictions on their free use of music in educational broadcasting would present unsurmountable clearance problems to low-budget educator-broadcasters. The new law would end the old blanket exemption for all nonprofit educational, religious and civic uses of nondramatic copyrighted music or literary works. The revision permits free use by educators during in-classroom transmissions, but would require clearance for copyrighted material used on nighttime broadcasts and TV. Educator spokesmen say there is no new gold field of copyright fees in educational broadcasting—but composers of serious music could lose valuable exposure to a selective audience by insisting on copyright clearance.

Attorney John Schulman, ABA copyright expert, panel consultant on the copyright bill, and former counsel for the songwriters, charmed both House and Senate subcommittees with his talk to each, on the real meaning and value of copyright to any country's cultural and communications growth.

## BULLETIN

WASHINGTON—Sen. John J. McClellan, chairman of the Senate Copyrights Subcommittee, this week went on record as in favor of removing the performance rights exemption on juke boxes. Senator McClellan said he is "in sympathy with the belief that juke box records are played for commercial use, and that some royalty to the author is justified." The statement was made during last week's hearings on the copyright revision bill.

## News From the NAMA

CHICAGO — The National Automatic Merchandising Association accounting and statistics committee chairman, Charles Gleuck, last week called on operating firm members to hustle in their forms for the 1964 Operating Ratio Report to Price Waterhouse & Co.

Fifteen-year business veteran, Nelson E. Coons, operations manager of the Cardinal Vending Co., Cleveland, has been named program chairman of the NAMA convention to be held Oct. 16-19 in Miami Beach.



COONS Additional business meetings will be held on Oct. 15 and 20. The appointment was announced by NAMA President J. Richard Howard, who predicted that 6,000 vending businessmen will attend the fall show.

Howard also announced that September has been designated by the NAMA as "new member month." He called on all present members to "tell the story of NAMA services to their own competitors," adding, "many vending operators do not belong to NAMA simply because they haven't been asked to join."

More than 110 firms joined the association last year. The NAMA reports that California and Illinois lead in membership, with 139 each. Pennsylvania has 135, Ohio has 119, New York has 112 and Michigan has 83. On the other side of the coin, Wyoming has one operator member.

The NAMA also announced last week that 135 companies had signed up as of Aug. 3 for the Miami trade show. And newly appointed program chairman Nelson Coons announced that business sessions would concentrate on "improved management and employee performance."

## Muddy Waters



COLORADO FLOOD WATERS filled the record room of Apollo-Stereo in Denver to the level here indicated by owner Jack Moran (left) and a customer. (Note shopper's cart full of ruined records.)

August 28, 1965, BILLBOARD

# memo

to all Manufacturers and Distributors

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A golden opportunity to reach those operators attending the convention, as well as those unable to attend for one reason or another.

### OTHER KEY BILLBOARD ISSUES SURROUNDING THE SEPTEMBER 18 M.O.A. ISSUE.

Issue Dated	Issue Distributed	Remarks
Sept. 11	Sept. 6	Excellent pre-convention coverage. issue. Saturday (Sept. 11) distribution from Billboard's servicer at M.O.A. convention
Sept. 25	Sept. 20	Wrap-up editorial coverage of M.O.A. convention

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# The Coinman in the Eyes of the Community



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By RAY BRACK

The man on the street is growing increasingly coin-machine conscious. With greater frequency—whether on the job or seeking recreation—he is turning to coin-actuated sources of goods, services and amusement.

The role of the coin-machine industry in today's economy swayed the recent government decision on new coins to the soon-to-issue clad variety, perfectly workable with today's sensitive slug rejection devices; and the President's coinage recommendation to Congress made the entire country aware of the industry's role.

Most impressive evidence of the trade's increasingly place in the economic and social milieu of the average community emerged in a recent Billboard survey of outstanding civic, religious and business leaders.

The editors of Billboard believe that you'll find the views of these industry-outsiders stimulating, constructive; even slightly flattering.

**The Right Reverend James A. Pike, Bishop, Episcopal Diocese of California, San Francisco.** The outspoken Bishop Pike, spiritual leader of San Francisco's Grace Cathedral, recently made news internationally by questioning the religious propriety of the rebaptism of one of the President's daughters. "No service is performed by such machines as pinball machines, bowling devices and similar equipment," he told Billboard. "The juke box," he observed "is of value purely in the ears of the listeners." Of vending equipment, the Bishop had this to say: "Their utility or desirability depends on two factors: location utility and

relative consideration such as aesthetics and possible abuses."

**Rabbi Herbert Morris, Temple Judea, San Francisco.** "Juke boxes are a marvelous form of entertainment for the kids," he commented, "and a harmless and inexpensive pastime." He expressed a personal antipathy to the form, however, admitting that he usually avoids juke box locations.

**William E. Dauer, Executive Vice-President, Greater San Francisco Chamber of Commerce.** A major stockholder in the Automatique Co. of Kansas

City, Mo., Dauer is a personal friend of many of the country's top industry executives. "Coin machines have become a way of American life," he offered, adding: "But operators give all kind of excuses for not taking a more active part in civic affairs."

**The Honorable William B. Ingram Jr., Mayor of Memphis.** "The coin-operated machine industry has developed into an integral part of our every day commerce. Obviously, operators are providing for the public a much-needed service. The men in the industry are business



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Saturday, September 11	Sunday, September 12	Monday, September 13
10:00 AM—Meetings of Regional Associations	10:00 AM—Meetings of Regional Associations	10:00 AM—Exhibits Open
9:00 AM—Exhibits Open	11:00 AM—Brunch for MOA Members followed by General Membership Meeting	4:00 PM—Exhibits Close
3:00 PM—Exhibits Close	1:00 PM—Exhibits Open	6:00 PM—Cocktail Hour
3:30 PM—MOA Industry Seminar	2:00 PM—Ladies' Event	7:00 PM—Gala Banquet & Show in The Great Hall
4:45 PM—Seminar Coffee Break	7:00 PM—Exhibits Close	
5:00 PM—Seminar Continues ("Carnival of Ideas")		
6:00 PM—Seminar Closes		

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THE REVEREND  
LLOYD O. BARKER

people, and those with whom I am acquainted are very successful and responsible."

W. C. Mieher, General Manager of Catalog Order Division of Sears, Roebuck & Co. and President of the Memphis Area Chamber of Commerce. "In any business a lot of companies are formed that fall by the wayside because they render poor service. But I have observed that some outstanding coin machine operators in this country are doing a great service in providing for the needs of millions of people. I am particularly aware of these services in my extensive travels." Mieher also commented, "In our own company we use vending machines to a very great extent. I speak of drink machines of all kinds, food dispensing machines, cigarette machines. Our employees are very receptive to them, for the equipment is properly designed and serviced."

The Reverend Lloyd O. Barker, Pastor, McLean Baptist Church, Memphis (pictured here with Mrs. Barker, sons Stephen (left) and Douglas and daughter Martha Jan). "I recently approached one of our local coin machine businessmen about obtaining a used shuffleboard game and pool table for our youth recreation center, and found him most co-operative and generous." The Reverend Barker recalled. "I have a close personal friend in the business who is a solid churchgoing and family man," he said. And the clergyman commented: "I think in the beginning coin machines were mostly in taverns, and I, with others, frowned on teen-agers wasting time and money under such circumstances. But the industry has now moved onto Main Street and is gaining a new image."

George A. Duff, General Manager, Detroit Retail Merchants Association. "I understand that the business has many

## Cigaret Sales Up for Year

RICHMOND, Va.—The nation is continuing to smoke more but State tax hikes are adversely affecting sales, according to the Tobacco Tax Council here. Figures released last week indicate that tax-paid cigarette sales in the nation were up 4.3 per cent for the 12-month period ended June 30, 1965.

However, sales were down in eight out of nine States where cigarette tax increases took effect. Sales in Nebraska dropped 26.7 per cent, in New York 13.1 per cent and in Washington 25 per cent for the three-month period after taxes were hiked.



GEORGE A. DUFF

small operators, and that in many instances it is for them a sideline or additional business. . . . The average person, upon viewing a number of amusement machines in, say, a shopping center, does not think of the equipment as representing a separate industry, but as part and parcel of the location. . . . The industry has not impressed the public with its identity. I do not know whether this is good or bad. . . . It would appear to me that the people involved in the business should be greatly interested in any organization that will give them an industry identity. It would also be good for them to co-operate with established businessmen's organizations."

Councilman James H. Brickley, Detroit. "I have no specific recollection of any problems in this city involving the coin machine industry. I vaguely remember reports that the juke box industry was once associated with persons on the fringe of the law. But that was many years ago. I give no credence to such suggestions today."

The Reverend Donald E. Hall, Pastor, Campbell Avenue Methodist Church, Detroit. "I find I have a negative feeling about the juke box, probably because it reflects the popular taste in music, which is not often my own. I have the opinion that this is the result of commercial intent. And it seems that the songs that become popular are not often either good music or artistic expressions of sentiment. I would have more respect for operators of these machines if they would be more selective in their music programming." The Reverend Hall also had a word about games. "Amusement games—to me—are pretty innocent. I enjoy them. I never win, but I still play. I have the feeling that the winning scores are almost impossible to achieve!" The minister waxed sociological on the subject of vending machines. "Automatic vending is a trend I dislike, because of the impersonal nature of the machines. I cannot avoid the feeling that my sweet roll or my coffee from the machine will not be as fresh as that I get over the counter. The vending business isn't all bad, but it does characterize the impersonal, automated, cybernetic tendencies of our age."

Harry Raiffie, State Representative, St. Louis. Now serving his seventh term as representative of St. Louis' first district, Raiffie is himself in the business (Raiffie Vending Co.). "I was in the business long before entering politics, and it has been anything but a handicap. As an operator I became aware of people's problems. This started me thinking about State government."



JAMES H. BRICKLEY



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DONALD E. HALL



HARRY RAIFFIE

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## Operating Costs: Getting Point Across to Locations

SPRINGFIELD, Ill. — Members of the Illinois Coin Machine Operators Association in convention here recently spent considerable time discussing spiraling operating cost and the frequent misunderstanding of these costs by the location operator.

"How do we get the point across to our locations," President Bill Poss asked the Illini, "that everything we take from the coin box isn't profit?"

"Well," suggested one operator, "I sit down with each location and break down my business costs on paper. This is a revelation to them."

"A method I have found very effective and dramatic," offered another, "is to compare my present costs of doing business

with costs 15 years ago. I point out to my location proprietors, for example, the differences in the cost of phonograph records."

A third operator said: "Get the location on common ground. Here's how. Compare your costs with something he is familiar with—something in his business—like a bottle of whisky. Point out to him that, like his whisky, our records cost money. Many of my locations had the idea that we pay about 30 cents for a record."

"Stress things in the way of service that you are providing and your competitor is not. This is very effective," volunteered a fourth businessman. "And then point out to the location operator exactly what these extra services cost."

## U. S.—Less Ops, Income Up

WASHINGTON—Commerce Department's 1963 business census reports 5,038 proprietors of coin-operated amusement devices, including pinballs and juke boxes, made a total of \$282,894,000. Comparison with the 1958 census shows coin operator take of \$229,445,000 by 5,264 operators. Over the five years, revenue went up a healthy \$53,449,000, while number of businesses in operation of coin amusement and juke box machines dropped 226.

The 1963 coin-operated amusement category takes in slots, where legal, and operation in penny arcades, as well as other locations. Census reports the vast majority of coin-operated businesses are unincorporated: 4,794 are sole proprietorships or partnerships. Paid employees numbered 11,142, and some 3,074 out of the total 5,038 operators had an employee payroll. This would average out to something less than four employees per operator in the payroll category.

The entire category of amusement and recreation services, from dance halls to fairs and carnivals, but exclusive of motion pictures, rose from the 1958 figure of \$2.672 billion to \$3.990 billion in 1963.



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SINGLE PLAYER  
3 or 5 BALL PLAY

United's  
**PYRAMID**  
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**OASIS**  
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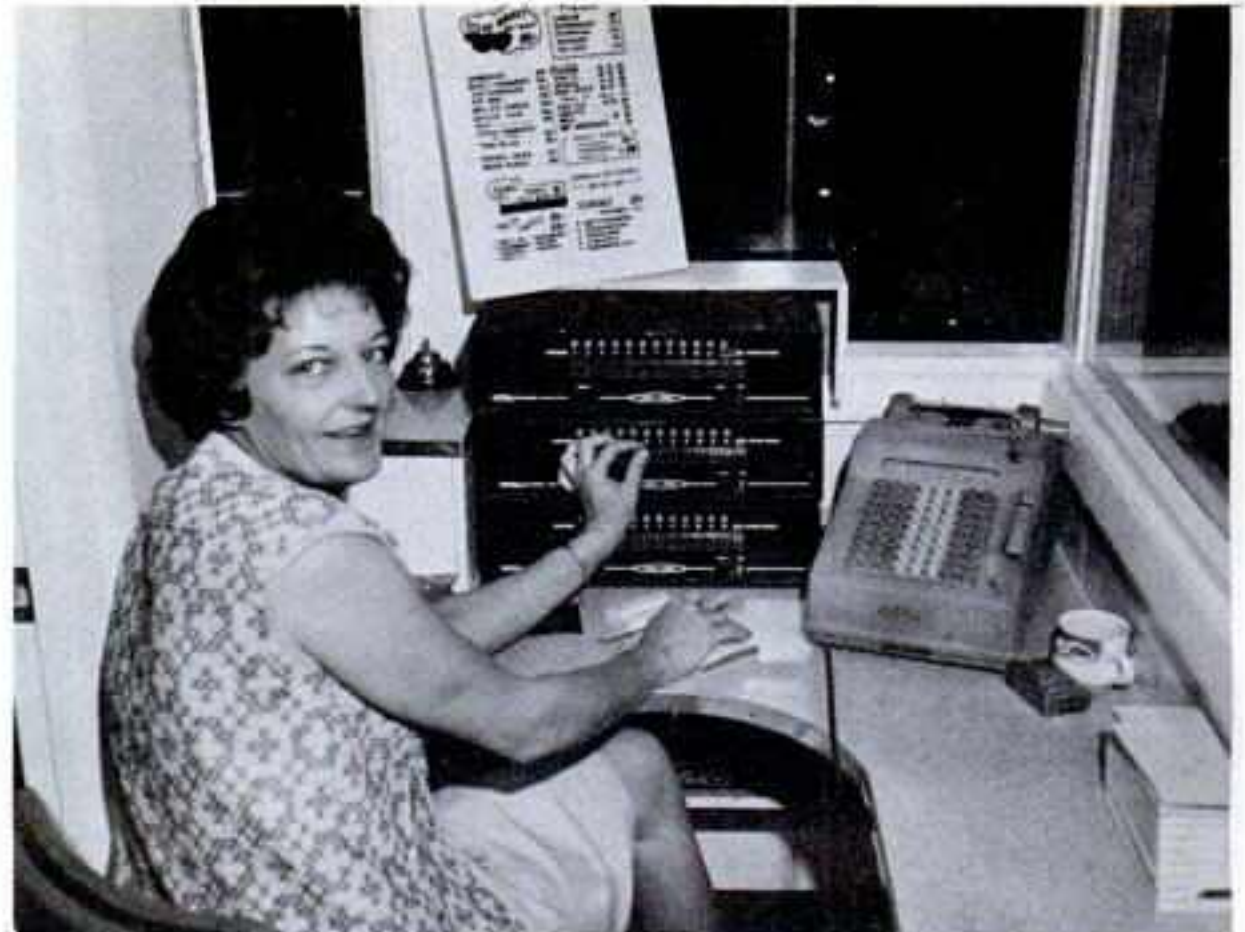
## Nebraska Drive-In Jumps With Theque



TEEN-AGERS CAN EAT, DANCE OR LISTEN at the popular Chuckwagon Drive-In in Chadron, Neb. Roy Smith of White Clay, Neb., made the installation.



PATRONS CAN CALL THEIR ORDERS into wall boxes located by the car stalls. Naturally, they can play music as well.



MARY SMITH TAKES FOOD ORDERS on the Con-Com units which are built into wall boxes located in the Chuckwagon's booths and car stalls.



COUPLES INSIDE DANCE in the newly installed Discoteen room. An age requirement of 16-20 is enforced.

BILLBOARD, August 28, 1965

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# MOA Signs RCA, Golf-O-Matic And DuKane for Sept. Conclave

CHICAGO — RCA Victor, Dukane Corp. and Golf-O-Matic have been signed by Music Operators of America, bringing to 38 the total number of exhibitors in the Association's Sept. 11-12-13 convention in the

Pick Congress Hotel here.

Fred Granger, MOA executive vice-president, said that he expected over 40 exhibitors by convention time with from 110 to 115 booths being occupied.

MOA should end up about a

half dozen exhibitors short of last year's figure with the decline directly attributable to record companies.

### Last Year More

To date only Columbia, Capitol, Epic, Jay-Jay, Monument and RCA have signed whereas last year the association had these and six more.

Firms to show include: Logan Distributing, Midway, Wico, U. S. Billiards, Dynaball, Fischer, American Shuffleboard, Williams, Bally, Irving Kaye, National Shuffleboard, Scopitone, Protocision Engineering, D&R Industries, Seeburg, Rowe AC, Rock-Ola, Wurlitzer, Star Title Strip, Sterling, Urban Industries, Dale Engineering, All Tech, TapeAthon, Automatic Products, Sutra Imports, Ditchburn Vending, Mike Munves, International Manufacturing, Inc. There will also be booths occupied by Billboard, Cash Box, Record World, the Country Music Association and the National Coin Machine Distributing Association.

# 'Serious Humorist' To Speak at MOA



EDWARD McFAUL

CHICAGO — Edward McFaul, billed as a "serious humorist" who has spent 30 years in the fields of teaching, personnel management and selling, will be a featured speaker at Music Operators of America's forthcoming convention here.

McFaul will speak following brunch at the general membership meeting Sunday, Sept. 12. Title of his talk is "How to Keep

Your Foot Out of Your Mouth."

McFaul lists as clients DuPont, the Kodak Co., Standard Oil, Harvester and the Radio Corp. of America. He was educated at the University of Michigan, Harvard School of Business Administration and the University of Edinburgh.

He served with the U. S. Navy in World War II, taught at DePaul and Northwestern universities and was head of the academic department at the Army School for the Blind at Avon, Conn.

### Copyright Register

Continued from page 56

stamps would be bought from performing rights societies "at a fixed rate" and under "statutory safeguards."

The Copyright Office is not committed to any one approach — but the current juke box exemption must go. Register Kaminstein said he hopes both sides will keep an open mind on all possible solutions. (See other story in Music section.)

# NAMA Tabs J. Insalata For State Council Post

CHICAGO—S. John Insalata, associate legislative counsel for the National Automatic Merchandising Association, was last week named director of State councils for the group. William



INSALATA BRANDSTRATER

Brandstrater is a graduate of Loyola School of Law and during his college years did legislative research for the Illinois department of revenue. His father Fred was NAMA legislative counsel from 1947 to 1956.

Insalata will work with these as well as independent State groups and will also concentrate on forming new councils.

Brandstrater has been named to fill Insalata's legislative post. Thomas B. Hungerford, executive director, said Insalata's appointment was in line with plans to step up State council programs and services furnished by NAMA.

NAMA currently has 14 States affiliated in 11 NAMA State councils. These include: California, Connecticut, Geor-



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- New! Blinking sign tells when last ball is in play.
- New! "Pop-art" cabinet decoration makes machine standout as "new" in all locations.
- 3 or 5 ball play • Match feature



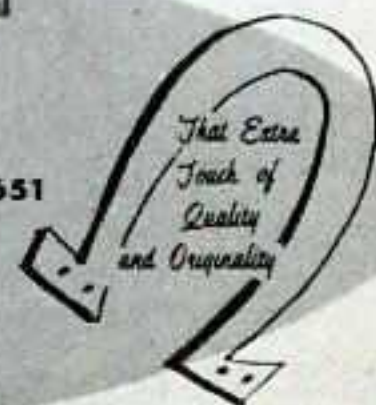
New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!



Ask your distributor to Show you the Dancing Cowboy.

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## Vancouver Says 'No' to More Pins

VANCOUVER, Wash. — A proposal that would have permitted operation of pinball machines in billiard and pool parlors was defeated by the city council following opposition from police and church officials. The city allows such machines

in taverns and restaurants that serve liquor by the drink. They are licensed at the rate of \$40 per month. The city council felt that the machines would be policed better in establishments that serve liquor.

Vancouver takes in about \$15,000 annually in pinball licensing fees.

## Coming Soon:

- Aug. 26-28 — West Virginia Music & Vending Association annual convention, Holiday Inn, Charleston, W. Va.
- Sept. 11-13—Music Operators of America national convention and trade show, Pick-Congress Hotel, Chicago.
- Sept. 17-19—Joint outing of the New York State Operators Guild, the Music Operators of New York and the Westchester Operators Guild, Neville, N. Y.
- Sept. 18-19—Quarterly meeting of the Coin Operated Industries of Nebraska; Norfolk, Neb.
- 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.

# COINMEN IN THE NEWS

## HERE AND THERE

George Goldman of General Vending Sales in Baltimore is currently in Europe, with Israel and Italy among several scheduled ports of call. . . . Austin, Tex., police are sheepishly investigating the burglary of several vending machines—located in the lobby of police headquarters! . . . James R. Brown Jr. has been elected president of Universal Match Corp. in St. Louis, succeeding Thomas B. Donahue. Donahue asked to be relieved of his position on medical advice. . . . Also in St. Louis: Robert L. Fowler, clerk of St. Louis County, says area operators are forgetting to pay their license fees and has employed a collector, David Schnurman, to make the



BROWN

rounds of all operating firms in about a two-week period. License fees range from \$2 to \$200, depending on the size of the operation. In Chandler, Ariz., Ray Storing has opened an operating firm under the name Ray's Amusements. The firm is located at 356 West Oakland. The much-harassed Milwaukee operating firm, Mitchell Novelty Co., operated by Joseph and Ervin Beck, has been granted pinball and juke box licenses by the suburban Greenfield common council. **RAY BRACK**

## NORTHWEST

Oregon tax officials reported that for the fiscal year ending June 30 amusement device taxes were down to \$145,759 from the previous year's figure of \$167,880. . . . Valley Amusement Co. of 1326 Villard St. in McMinnville, Ore., has incorporated, listing 2,000 shares of no par value common stock. Incorporators of the vending and amusement machine firm are Bruce Williams, William H. Dashney and Ethlyn Sproul. . . . Tom and Marilee C. Percy and Charles S. Ritchey recently incorporated in Coquille, Ore., as the Marilee Co. at 663 East First St. The full-line coin-operating firm listed 150 shares of no par value common stock.

The Vancouver, Wash., city council has been debating a change in existing law restricting pinball machines to establishments licensed by the State to serve alcoholic beverages by the drink. Amendment of the law has been requested by attorney Everal Carson, representing an unnamed client who plans to open a billiard and pool establishment in town.

Idaho assistant deputy tax collector Homer Ross has issued a reminder to all cigaret vendors that the new 3 per cent sales tax, effective July 1, applies to the retail price of cigarets, including the previous 7-cent-per-pack State tax. A ruling announced July 7 identified vending firms as retailers and liable to include the sales tax in the price. Operators must post a notice on each machine showing the tax breakdown. Most operators have gone to a 40-cent vended price in the State.

## NORTHEAST

The cigaret price rose from 6 to 8 cents effective July 1 in Maine in the wake of action by the State's 102d Legislature. . . . The New Hampshire Tobacco Tax Division director Paul F. Casci reports that sales of tobacco tax stamps dropped 55,000 in the State in June as compared to last year. He attributed the decrease to inventory adjustments made by tobacco retailers and wholesalers in anticipation of a 1½-cent tax boost effective July 1. . . . New Hampshire Asst. U. S. Attorney John D. McCarthy has investigated the legality of 55,000 wooden nickels issued by Concord in celebration of its 200th anniversary.

A rash of coin machine break-ins has been reported during recent weeks by police in Laconia,

N. H. . . . Apparently seeking to stock up on cigarets before the 2-cent-per-pack Vermont increase went into effect, thieves broke open a machine operated by Queen City Vending Co. in Burlington and carted off 20 cartons. . . . Paul Janosz, owner of Automatic Vending Service in Manchester, N. H., was wed to Catherine Marie Daniel before 200 guests at St. Patrick Church in Manchester recently.

The trade-feared franchise tax proposed on vending machines in New Hampshire died with adjournment of the 1965 session of the State Legislature. . . . During the fiscal year from July 1, 1964, through June 30, 1965, vending machine and store sales of cigarets totaled \$3,879,512 as compared to \$3,870,520 for the preceding period, according to Vermont Tax Commissioner Gerald Witherspoon of Montpelier.

## OHIO

Secretary of State Tad W. Brown issued a charter recently to Cleveland Vending Co. and Anthony J. Musca at 710 Leader Building in Cleveland (500 shares of no par common stock) and Defiance Vending Co., Inc., and Bruno J. Kissner at 114 Jefferson Avenue in Defiance (500 shares of no par common stock). . . . Brown also recently issued corporation charters to the Donnie Record Co. in Loraine, a firm organized to manufacture, lease and sell records and engage generally in the amusement business. Listing 100 shares of no par common stock were Donnie Barden, William Selma Montgomery and David Henry Fischer, and in Dayton, Play-Boys Music, Inc., has been organized by John E. Cumming, Linda D. Weidle and Winfield E. Kinney III as a general music publishing firm located at 402 American Building.

A new operating firm, American Automatic Coin-Op Corporation, has been organized in Cleveland by Jack W. Turoff and Berice Males. **RAY HOWARD**

## CHICAGO

The photo surrounded by type nearby is of Arthur D. Stevens, president of Automatique, Inc., Kansas City, Mo., who will conduct a September drive to recruit new members for the National Automatic Merchandising Association. . . . NAMA president J. Richard Howard announced a few days ago that the association has grown to the tune of 27 firms in the past few months—58 since the first of the year. Eighteen new operating firms include Advance Music Co., Inc., Minneapolis, Minn.; Automatic Vendors, Inc., Quincy, Mass.; Best Vending Service, Santa Monica, Calif.; Better Ways Vending, Inc., Troy, Mich.; Bill's Vending Machine Service, Bridgeton, N. J.; Coffee Caterers, Los Angeles; R. E. Fritz, Inc., Minneapolis; Haney Vending, Inc., Fredericksburg, Va.; Idaho Beverages, Lewiston, Ida.; J & J Service, Inc., La Crosse, Wis.; Jones Vending Co., North Hollywood, Calif.; Lookout Service Corp., Chattanooga, Tenn.; Ed Papier Vending Co., Ventura, Calif.; Serv-U-Matic Co., Portland, Ore.; Tailor-Made Restaurants, Inc., Wilton, Conn.; Vending, Ltd., Waco, Tex.; Wabash Products, Cayuga, Ind.; Wayne Beverage Vending Co., Inc., Los Angeles. Eight supplier firms and a manufacturer also joined in the period.

Seeburg vice-president (vending) Bob Breither won't breathe a word of it now—but the Seeburg secret-slipping service says Bob's sitting on a Seeburg vending sensation. . . . George Gilbert and John Blainey (Seeburg European and U. S.-based export chiefs respectively) huddled here last week. . . . Attention you Al Martino lovers. He's one of a host of stellar entertainers who'll appear at the big show climaxing the 1965 Music Operators of America convention here Sept. 11-13. **RAY BRACK**

You are invited

Come see for yourself—as so many others in the industry have done—the most exciting combination of a movie-music machine and a record-music machine in a single unit . . . the

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### Wurlitzer Ups Amile A. Addy

NORTH TONAWANDA, N. Y.—Amile A. Addy has been promoted to credit and collection manager at the Wurlitzer Company's division here. He replaces Edwin A. Ziemer, who goes to Wurlitzer's DeKalb, Ill., division as general credit manager.

Addy's old post, assistant credit and collection manager, will be filled by Robert J. Lilly.

Addy joined Wurlitzer in 1958 as assistant to the credit manager, later headed wholesale credit and collections, and for the last four years was assistant to Ziemer.

Lilly joined Wurlitzer last year as a credit department auditor.

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It starts with the LPC/480-D plus Rhythm Twins speakers—the first combination ever developed specifically for Discothèque dancing and listening. The Big Sound that comes out of it startled America! Nothing like this had ever before been available to music locations—and the public loved it. As many people came to Discothèques to listen as came to dance!

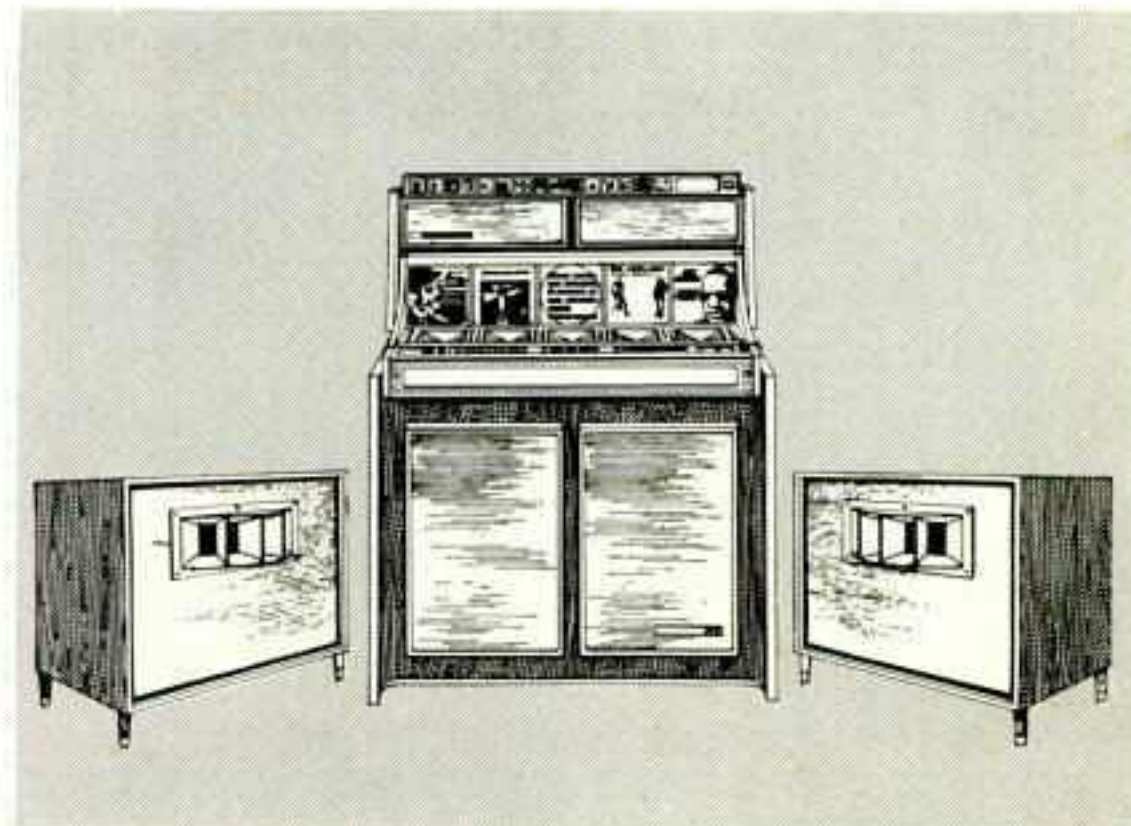
The multi-channel stereo music they heard is unique, too. You can't go to a record store and buy it, or hear it on radio and TV. It's the Big Sound

that Seeburg has recorded in exciting 3-phase stereo for the coin-music industry. You have to go out to a Seeburg Discothèque location to hear it—and that's precisely what the crowds did, after they heard about it from the first few patrons to experience Seeburg Big Sound.

Seeburg leased libraries for Discothèque dancing and listening are of unbelievably high quality. They now include the original Rec-O-Dance\* records, Rhythm & Blues, Disc-O-Teen\*, and new Country & Western. All of them include the great standards as well as new hits. With this combina-

tion, a whole new world of profits opens up for the music operator. You can serve any location exactly what it wants, and capitalize together on the great new demand for Discothèque music—for listening as well as dancing. Get full details from your Seeburg Distributor...N-O-W!

\*T.M.



This is **Seeburg's**  
winning combination  
that opens up a whole  
new world of profits  
in coin-music.



# JM REVIEWS



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

**CONNIE FRANCIS SINGS ALL-TIME INTERNATIONAL HITS**  
MGM E-4298 (M); SE-4298 (S)

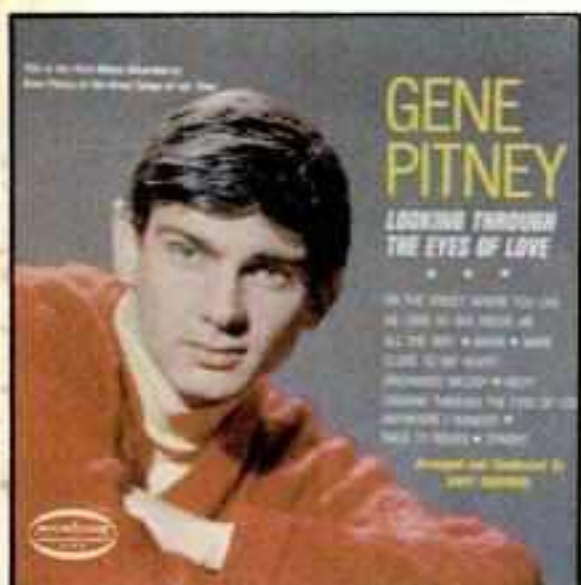
By far one of the most exciting and salable packages in the career of the multi-talented Miss Francis. She performs in English, as well as Greek, French, Spanish, German, Portuguese, Italian and Hebrew. She sparkles on "Milord," "Girl From Ipanema" and "Mack the Knife." Well produced by Danny Davis and destined for the top of the LP charts.



## POP SPOTLIGHT

**LOOKING THROUGH THE EYES OF LOVE**  
Gene Pitney. Musicor MM 2069 (M); MS 3069 (S)

Aside from his current single smash, "Looking Through the Eyes of Love," another facet of the big talent known as Gene Pitney is tapped for this outstanding package of semi-standards. Performed excitingly and in the best of taste, they are arranged in the commercial vein of today's pop market.



## POP SPOTLIGHT

**DRIVE-IN MOVIE TIME**

Bobby Vinton. Epic LN 24170 (M); BN 26170 (S)

A sales sure shot is this clever program of film themes aptly titled, "Drive-In Movie Time." Although the material has been recorded by many vocalists, Vinton adds his own unique delivery bringing freshness to each selection. "Theme From A Summer Place" and "Moon River" fit the successful Vinton style perfectly.

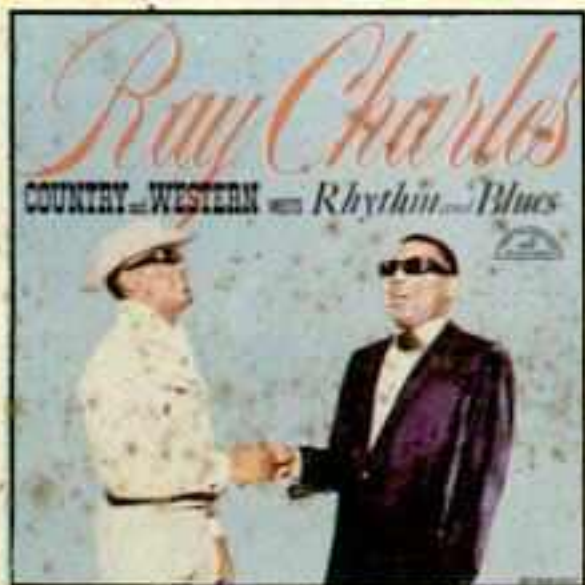


## POP SPOTLIGHT

**14 ORIGINAL CHART TOPPERS**

Various Artists. United Artists UAL 3440 (M); UAS 6440 (S)

A powerhouse of hits combine to make a sales monster. With seven top teen appealing stars performing some of their original hit singles, this LP can't miss. The variety of stars has been carefully planned, so has their choice of material.



## POP SPOTLIGHT

**COUNTRY AND WESTERN MEETS RHYTHM AND BLUES**  
Ray Charles. ABC-Paramount ABC 520 (M); ABCS 520 (S)

Ray Charles has scored with country material before. On this album he takes equal amounts of country and r&b, combining them with happy results. He registers best, though, with r&b. Even country material like "I've Got a Tiger by the Tail" comes out partially r&b. The Jack Halloran Singers give fine backing on "Tiger."



## POP SPOTLIGHT

**THE KING FAMILY**  
Warner Bros. W 1613 (M); WS 1613 (S)

Following up their initial album success, the popular TV family tops that one via this sparkling and well-balanced program of exceptional performances. Material ranges from "America the Beautiful" to "God Bless the Child" to "He's Got the Whole World in His Hands," and each enjoys an exciting new arrangement. A must for their vast TV audience.



## POP SPOTLIGHT

**MY 10TH ANNIVERSARY**  
Pat Boone. Dot DLP 25650 (S); DLP 3650 (M)

In his 10th year on the Dot label, Boone celebrates in fine style with this anniversary LP that will rapidly hit the charts. Backed by Billy Vaughn's orchestra and Milt Rogers arrangements, Boone eases through such beautiful modern standards as "Willow Weep for Me" and "Dear Heart." He gives exceptional readings on unique arrangements.



## POP SPOTLIGHT

**ON A NEW ROAD**  
Highwaymen. ABC-Paramount ABC 522 (M); ABCS 522 (S)

The reconstituted Highwaymen are off to a roaring start with a zesty pop-folk album of original material, a good deal of which was written by Bob Crewe, who produced the record. It's got a good strong beat—the kind that sells lots of records in the pop market. Almost any of the dozen selections would make a strong single.



## POP SPOTLIGHT

**THE HIDDEN ISLAND**  
David Janssen. Epic LN 24150 (M)

Cleverly employing the rich, tender tones of the popular "Fugitive" TV star David Janssen as narrator, this well-conceived and well-written love story set to music should prove a big sales success. Producer Manny Kellam has artfully integrated meaningful music which corresponds to the emotion-filled story told by Janssen.

## POP SPOTLIGHT

**THE SONGS OF BOB DYLAN THROUGH THE HEART OF A GIRL**  
Dorinda Duncan. United Artists UAS 6436 (S); UAL 3436 (M)

Folk-oriented Miss Duncan wins with her unique interpretations of Dylan's best-known material. Her lyric concept and warmth are tasteful and rich as she glides with ease over standouts "Don't Think Twice, It's Alright" and "Farewell." A bow to producer Leroy Holmes for his discovery.



## POP SPOTLIGHT

**BOB LUMAN'S LIVIN', LOVIN' SOUNDS**  
Hickory LPM-124 (M)

The program of songs Luman performs on stage retain all their pulsating excitement in this well-planned LP debut on Hickory. Luman has his own unique way of treating country music to danceable pop-beat arrangements and the result will more than satisfy both the country and pop markets. Equally a good bet for discotheques.



## COUNTRY SPOTLIGHT

**UP THROUGH THE YEARS**  
Jim Reeves. RCA Victor LPM 3427 (M); LSP 3427 (e) (S)

A must for collectors is this well-planned program marking milestones in the career of the late and great country star. The material goes from "Bimbo" and "Tweedle O' Twill" to the more recent "Little Ole You," and points out the sensitivity and emotional feel that made this performer the giant he was and remains through fine nostalgia LP's such as this one.



## JAZZ SPOTLIGHT

**CHIC CHIC CHICO**  
Chico Hamilton. Impulse A 82 (M); AS 82 (S)

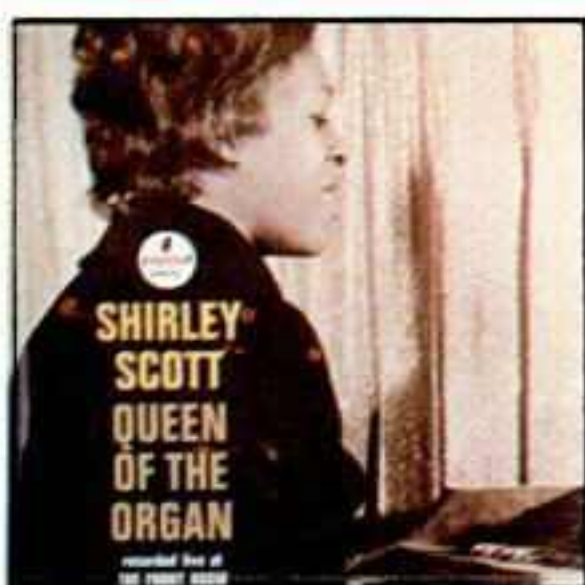
Chico, with sextet and octet, gently swings his way through several original and very appetizing tunes. A lot of beautiful guitar by Gabor Szabo (composer of four of the pieces here). Excellent for the casual, easy listener as well as the serious buff. Recorded with taste and fine technique.



## JAZZ SPOTLIGHT

**SOUL FINGER**  
Art Blakey & the Jazz Messengers. Lighthouse LM 82018 (M)

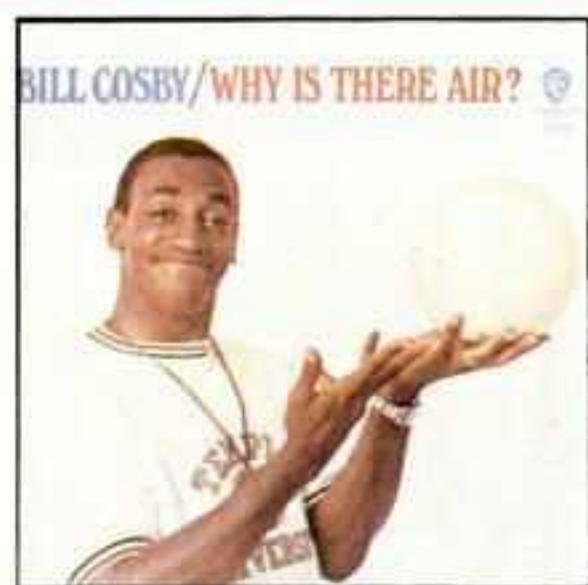
Modern jazz with soul overtones produced under Blakey's learned eye and wallin' drums. Lee Morgan and Freddie Hubbard (trumpets), Lucky Thompson (tenor and soprano sax) and John Hicks (piano). Melodic ensemble riffs and outstanding solo work. A nice tone is set from the start and never flags. Rhythms are steady and strong and should appeal to most jazz buffs.



## JAZZ SPOTLIGHT

**QUEEN OF THE ORGAN**  
Shirley Scott. Impulse A 81 (M); AS 81 (S)

Recorded live at the Front Room in New Jersey, Miss Scott has a great sensitivity toward her audience—and they for her. Stanley Turrentine (tenor sax) and the rhythm section are with it too, and good sounds roll. The nightclub patrons loved it and so should record patrons. A nice blend of quiet stuff and go-go swingers.



## COMEDY SPOTLIGHT

**WHY IS THERE AIR?**  
Bill Cosby. Warner Bros. W 1606 (M)

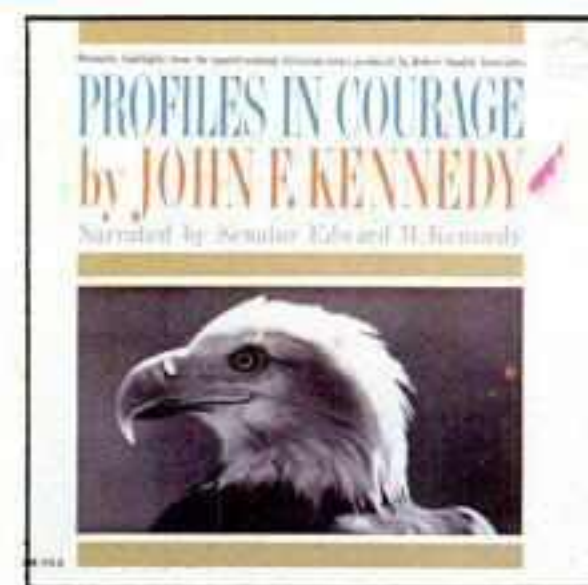
With mostly fresh material, Bill Cosby is hilarious. His comments about his college football career and the inept team for which he played is the strongest band on the album. Without relying on blue material or on the standard punching bags, Cosby comes up with one of the best comedy albums of the year.



## FOLK SPOTLIGHT

**CAROLYN HESTER AT TOWN HALL TWO**  
Dot DLP 3649 (M); DLP 25649 (S)

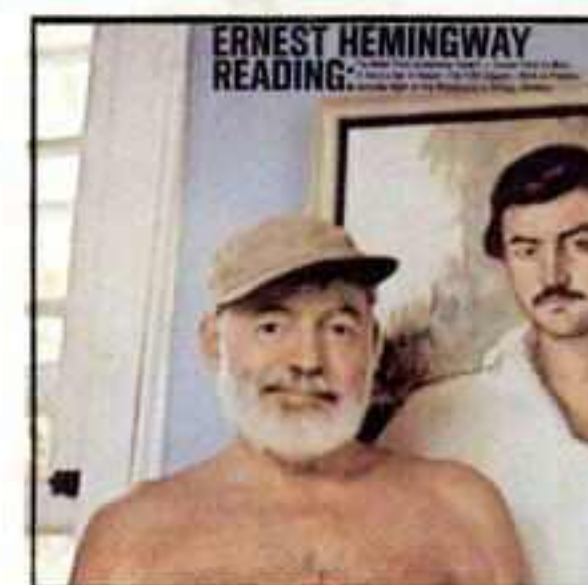
Miss Hester's clear vocalizations of "Summertime," "Ain't That Rain" and "Where Did You Little Boy Go" are standouts in this fine folk package. Drawing from the song-bags of Phil Ochs and Bob Dylan, she charms with "What's That I Hear" and "Playboys and Playgirls." A bow to producer Norman Petty.



## SPOKEN WORD SPOTLIGHT

**PROFILES IN COURAGE**  
Senator Edward M. Kennedy. RCA Victor VDM 103 (M)

A fascinating and gripping collection of outstanding examples of human courage that teach and offer hope and inspiration. Narrated by Sen. Edward Kennedy and based upon the late President Kennedy's book, these are highlight portrayals from the popular TV series, "Profiles in Courage." An exciting documentary that closes with words from the late President.



## SPOKEN WORD SPOTLIGHT

**ERNEST HEMINGWAY READING**  
Caedmon TC 1185 (M)

This record will probably shed more light on one of the masters of English prose than many of the to-be-written biographies. His "Second Poem to Mary" provides a rare insight into the Hemingway mind. The technical quality is poor, particularly in "Saturday Night at the Whorehouse in Billings, Montana," but the record is a milestone in the spoken word category.