

Billboard

The International Music-Record Newsweekly

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

CAB Told Fee Cut Would Herald New Distrib Era

By MILDRED HALL

WASHINGTON — Record distribution of the future may unite the speed of air freight from a "one warehouse" base, with elimination of multiple

warehousing and heavy inventories of short-lived records. Records would go directly to retailers, eliminating much of today's costly obsolescence.

This is the way Mercury Records Vice-President Irwin H. Steinberg pictured it in last week's hearing before the CAB on proposed lowered freight rates for records by TWA, between Dayton, Ohio, and West Coast cities, Los Angeles and San Francisco. Fighting the special low rate proposed by TWA was the Flying Tiger freight airline.

Rack jobbers play a big role in today's distribution to multiple retail outlets. They will play a bigger one as the rack operators move from subdistribution to become distributors themselves and take over more retailing, Steinberg predicted. Where Mercury once had to service 300 to 400 retailers in an area, through a complex of warehouses, owned or independent, now three or four rack firms can take care of all outlets. The racks use computerized programming out of reach of the average retailer.

In fact, the Mercury spokesman saw a possibility that one

day "record distribution as we know it may have a sales representation to the whole industry." On the near horizon, he sees warehouses converted to sales offices (without inventories). They would relay dis-

(Continued on page 12)

H-B Bows New Exposure Idea

HOLLYWOOD — A filmed performance by a new "singing duo" designed for TV's teen-oriented music-dance shows has been created by Hanna-Barbera Records. The new label hopes to place 100 16mm. black and white prints with TV music shows around the country in an experiment to open a new avenue for artist exploitation. The company hopes "broadcasters will accept the idea of playing a film of an artist instead of merely airing a record for dancing.

The two and one-half minute performance debuts the team of

(Continued on page 4)

DEAN COUNTRY AWARDS SHOW

Response to Poll Called Terrific

NEW YORK — The enthusiasm and co-operation of country music stations across the nation to Billboard's annual country Music Awards is shaping up as phenomenal. The awards will be presented on the "Jimmy Dean Show" Oct. 22 over ABC-TV.

WJJD, Chicago's country outlet, printed the ballot on the back of its Aug. 16 hit list, about 40,000 copies of which are distributed to some 250 record shops and department stores, plus air announcements requesting nominations. George G. Dubinetz, vice-president and general manager, said the station received about 4,500 nomi-



PAUL REVERE AND THE RAIDERS, currently on a smash 13-city cross-country tour, will appear on the top-rated "Hullabaloo" TV show on Monday, Sept. 20. The popular singing group is also going strong on the charts with a new Columbia hit single, "Steppin' Out." (Advertisement)

nations "which we thought was quite satisfactory in view of the short time we promoted the event. We normally pull about 3,000 letters and cards weekly for 50 albums we give away." He said the station would feature the final nominations on the air and may run a contest in connection with the event; nominations will also be featured on the hit list.

Ken Rogers of WAIA, Atlan-

ta, reported more than 8,000 ballots were returned. The station had a printed ballot form which they distributed.

KLEE, Ottumwa, Iowa, conducted their poll, according to program director Neil R. Ingle, by mentioning it over the air.

General manager Charlie Doll of WISZ, Glen Burnie, Md., said his station conducted their poll by phone and "of all phone-

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3M Will Stage Massive Sales Campaign on Its New System

By LEE ZHITO

ST. PAUL—3M will back up its new direct-sale background music system (the Cantata 3M 700) with what promises to be the most intensive sales drive in the history of the background music field.

An integral part of the sales drive is that its new system will be sold and serviced through more than 200 Thermofax sales offices throughout the country. (Thermofax is a 3M subsidiary.) In addition, Thermofax will in-

stall the unit in commercial locations where multispeakers are necessary. As exclusively revealed by Billboard (Sept. 11), 3M is selling a tape cartridge playback machine plus a cartridge containing 700 selections and capable of playing continuously for 26 hours.

The tape is quarter-inch four-track and plays 1 1/2 i.p.s., switching automatically from one channel to the next. The machine, which comes with a self-contained speaker, allows the user a choice of three set-

tings: (1) for continuous play-during which it will play for 26 hours without repeating a tune; (2) playing 15 minutes and remaining off for 15 minutes, as preferred in offices and factories; (3) six minutes off and 24 minutes on, a sound and silence diet preferred in stores.

Two cartridges programs are being made available: Rhythmic Library 1, and Melodic Library 1. After the first of the year, the second edition of these libraries will be made available to users.

The machine plus one 700 selection cartridge sells for \$429 and includes the performance rights to the music for three years. Additional cartridges will

(Continued on page 10)



THE HIGHWAYMEN, here framing the symbol of ABC-Paramount's Big 10th Anniversary, are helping to celebrate the occasion with their brand new single, "I'll Show You the Way," and their first LP for the label, "On a New Road," which highlights the new folk-rock style developed by the group.

(Advertisement)

Complete MOA Convention Coverage on Page 61

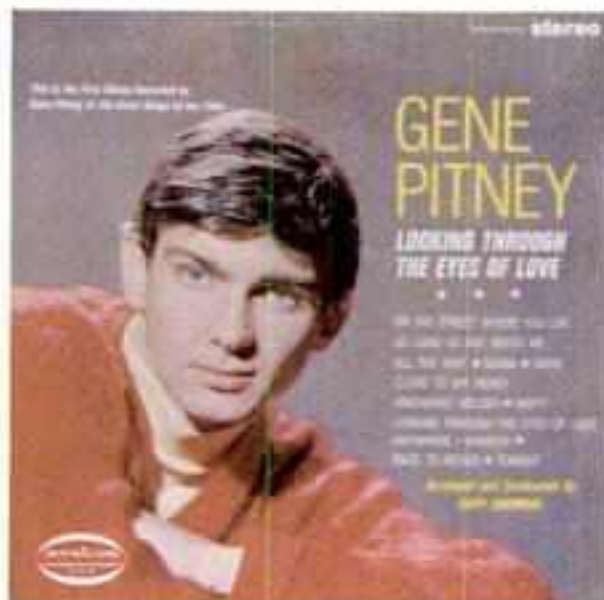
THEY STOOD UP AND CHEERED

Gene Pitney

has a reputation from San Remo to Sydney, and from London to Tokyo as a magician of song who turns pop tunes into top hits by the genius of his interpretive singing.

One day in April he turned his talents to a more exacting task — recording the great "classics" of popular music, songs that have been performed by leading singers over the years. For the first time in the memory of anyone at the sound studio, after the session was over, the studio crews and musicians, to a man, rose and cheered the singer.

You'll feel the same way when you hear this new album "Looking Through The Eyes Of Love."



This is the first album recorded by Gene of the Great Songs of our time . . .

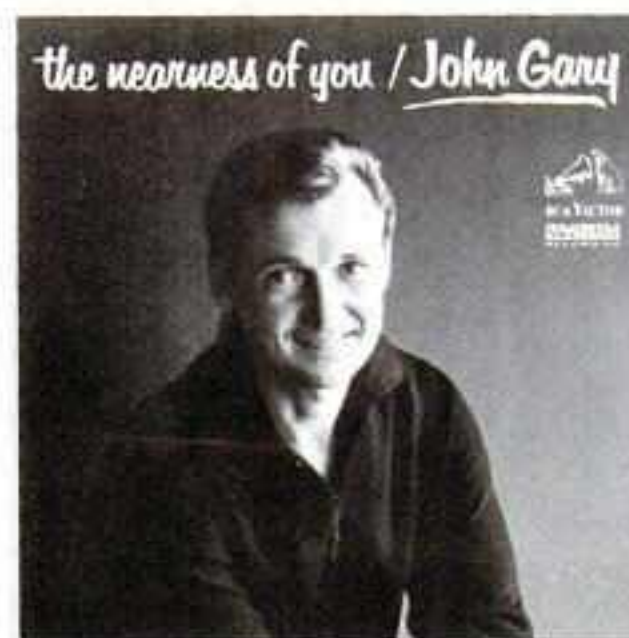
- ★ LOOKING THROUGH THE EYES OF LOVE
- ★ ON THE STREET WHERE YOU LIVE
- ★ AS LONG AS SHE NEEDS ME
- ★ ALL THE WAY ★ MARIA ★ MORE
- ★ CLOSE TO MY HEART
- ★ UNCHAINED MELODY ★ MISTY
- ★ ANYWHERE I WANDER
- ★ RAGS TO RICHES ★ TONIGHT



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NARM Adds 10 Distributors To Ranks; Total Now 31

By RAY BRACK

CHICAGO—Pulling its largest midyear meeting attendance ever, the National Association of Record Merchandisers opened its membership rolls to 10 new associate distributor members by vote on Wednesday, Sept. 8. Several additional distributor firms were expected to be admitted prior to the closing of the conference the following day.

"This gives us a total of 31 distributor members," reported NARM executive director Jules Malamud. He explained that the association membership previously included 21 distributing companies incorporating rack operations.

In addition to distributors, NARM also admitted six new rack jobbers and four manufacturers to the membership roster during the meeting. Presentation of new member applications was made by NARM President George A. Berry, Record Service, New Orleans, at a dinner meeting on Sept. 7.

With the influx of distributors into the association, Malamud announced that NARM intends to expand its services into business areas of particular import to distributors.

"For example," Malamud said, "we are hopeful that NARM can organize a unified summer sales conference between manufacturers and distributors that will eliminate the need for distributors to travel to numerous meetings."

Place for Distributor

Added Malamud, "We want to provide a constructive place for the distributor, now that his organization is no longer in existence."

Continued enlistment of distributors by NARM, Malamud emphasized, would be deliberate—if not somewhat cautious. "We'll build slowly. We want distributor members who are substantial."

NARM officials pointed out to Billboard, however, that entrance of distributor associate members into the association

will not immediately alter the official structure of the organization.

"Naturally, we will be open to suggestions for future improvement," a spokesman declared.

To Increase Activity

Pointing to the registration of more than the 200 persons expected at the membership and person-to-person sales conference, Malamud observed: "We are a very sound organization. Not only do we intend to play a major role in contributing to continuity in the business, we intend to increase our activity in legislation on all levels."

National legislation—excise tax repeal, floor stock refunds, specially—were, in fact, a major topic of discussion at the Chicago meeting. NARM general counsel Albert A. Carretta briefed members on the Government's announced refund procedures and fielded specific questions from members during a session on the opening evening.

NARM officials indicated that a specific resolution regarding excise tax refunds might emerge from the meeting.

"We hope to effect a workable method of refunds whereby the great confusion now surrounding the matter can be eliminated," Malamud said. "A simplified process has to be worked out, and our association may well come up with a solution."

Malamud announced that NARM'S annual convention

will be held March 6-10 at the Fontainebleau Hotel in Miami Beach.

"We expect a surge of activity by NARM in behalf of all members between now and the convention," the executive director declared.

Firms Admitted

The following are distributor firms voted to NARM associate membership:

All-State Distributors, Chicago; All-State Distributors of New Jersey; Marnel Distributors, Philadelphia; David Rosen, Inc., Philadelphia; Godwin Distributors, Atlanta; Alpha Distributors, New York City; Eastern Distributors, East Hartford, Conn.; Royal Disc, Chicago; Tone Distributors, Miami; Dumont Distributors, Boston.

The six new rack jobber members:

Disco, Inc., Boston; Mid State Distributors, Des Moines; Rack Suppliers, Seagoville, Tex.; R&R Record Distributors, Chicago; Sam Sales, Minneapolis, and Win Records, New York City.

Manufacturer associate members newly enrolled include:

Midnight Music Co., Sue Records, Franson Corp. (Living Language Records), National Mercantile Corp. (tape manufacturer) and Palco Products (musical instruments). All these firms are located in the greater New York City area.

Total new NARM membership, including new members, is now 132 companies, Malamud reported.

NARM Moves on 'Refund Maze'

CHICAGO — The National Association of Record Merchandisers is interceding immediately with the Internal Revenue Service in an attempt to excavate its members from the mountain of paperwork required to facilitate floor stock refunds granted under the 1965 Excise Tax Reduction Act.

Declared NARM general counsel Albert A. Carretta at the Association's mid-year meeting here last week: "Because of the practical impossibility of complying with the letter of the IRS tax refund regulations, the rack jobbers (NARM) have conferred with several of the manufacturers for the purpose of seeking their co-operation in requesting either a liberal interpretation of the regulations or an amendment of the regulations."

At an informal meeting involving NARM directors and major manufacturing executives on Wednesday (8) evening, Carretta disclosed, a plan of action was approved which would see NARM counsel, quite likely with the co-operation of manufacturers' counsel, "communicate with the IRS on the matter late this week or early next week at the latest."

Carretta commented that "if no liberal interpretation or amendment is obtained, the cost of preparing the material for excise tax refunds is likely to exceed the amount of the refund."

Add Workers

He noted that many rack jobbers and distributors—as well as manufacturers—have put on additional employees to handle

the "tons of paperwork" involved in meeting the inventory and other refund requirements of the IRS.

Much of the refund paperwork problem, the NARM attorney explained, results from the fact that the IRS was of necessity forced to draw up rebate regulations that would apply generally—and not only to the record industry.

He said that NARM has already interceded with the IRS to obtain relaxation of a requirement that floor stock owners list all serial numbers in their inventory. It was agreed that listing album title or record price category would be sufficient, Carretta said.

Briefly, Carretta said, the June 21, 1965 Act provided "a floor stock refund on all stock held as of the morning of June 22, 1965. Following enactment, the IRS instituted regulations stipulating the manner in which all dealers must file their requests for refunds from their suppliers."

Dealers and rack jobbers may not apply directly to the government for refunds, he said, but may go directly to manufacturers if they wish.

Present IRS regulations require, Carretta explained, that "when the stores' sworn inventory lists arrive with the rack jobbers, he is required to send copies—in triplicate—to all distributors."

2 Problems Arise

At this point, he said, two big problems arise. The first is paperwork. Most racks and dis-

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'FORTY ACRE FEUD'

Movie Featuring Country Gets a Special Showing

NASHVILLE — "Forty Acre Feud," a film featuring a dozen country music stars which was made in Nashville last spring, was shown at a special premiere last week (8) at Belcourt Theater.

A number of the artists in the movie attended, including Minnie Pearl, Bill Anderson, Jan Moore. Supporting actors are Sam Tarpley, Claude Casey and Bob Corley.

Performing artists, in addition to those named above are George Jones, Ray Price, Loretta Lynn, Roy Drusky, Skeeter Davis, Willis Brothers and Hugh

X. Lewis. Talent co-ordinator for the film was Hubert Long.

The film was produced by Ron Ormond of Hollywood, who recently moved to Nashville. It was shot at Bradley's Barn at nearby Mt. Juliet, Tenn., a sound studio owned by Owen Bradley, head of Decca's Nashville operation.

The film is held together well with a good plot, has many good laughs, is commercial for the market it aims at and should be well received by country music fans. Ferlin Husky displays a natural acting and comic talent which will surprise many.

1,400 Writers Cut ASCAP Award Pot

NEW YORK — More than 1,400 writer members of the American Society of Composers, Authors and Publishers shared in a \$510,050 melon based on their contributions to American music for the year ended Sept. 1. The awards, which are in addition to the royalty pay-

ments, are limited to writers whose royalties for the year are less than \$15,000 in the popular field or less than \$20,000 in the standard (classical) field. They are paid for a 5 per cent contribution of all ASCAP royalties on the part of writer members.

Top award in the popular field is \$1,000, while the maximum in the standard field is \$2,000.

Top winners in the popular field include Jerry Herman, who wrote "Hello, Dolly!"; Tom Jones and Harvey Schmidt, who wrote "The Fantastics"; Bob Dylan, folk singer who wrote "Blowing in the Wind" and "Mr. Tambourine Man"; Bert Bacharach, writer of "What the World Needs Now Is Love" and "What's New Pussycat?"; Ernest Maresca, writer of "Lovers Who Wander" and "Whenever a Teenager Cries"; Ornette Coleman, jazz performer and innovator, and Don Antonio Carlos Jobim, composer of bossa nova music.

The awards were announced by a committee headed by ASCAP President Stanley Adams and including Carolyn Leigh, Aaron Copeland, Samuel Barber and Arthur Schwartz.

Committee members met with the press Wednesday (8) to announce the awards. It marks the first time that such a press conference was held. ASCAP writing awards now total \$3,250,000 since they were inaugurated in 1960.

Copeland, probably America's leading writer of serious music, said that the ASCAP royalty payments and awards give an economic stability to serious music.

Adams explained that the award ratio—a third to popular music and two thirds to standard music—is based on the theory that popular music is more profitable and it behooves ASCAP to encourage standard music.

Musicor Records Appoints Scerbo

NEW YORK — Bob Scerbo has been set to head the promotion department of Musicor Records. He'll work with the label's President Art Talmadge in co-ordinating LP's and singles as well as with Musicor staffers Chris Spinosa and Blanche Wilson.

Scerbo had been with United Artists Records for two years as production assistant.

Brack Named Editor After Biro Resigns

NEW YORK — Raymond Brack has been named Midwest editor of Billboard, replacing Nick Biro, who resigned to accept a position as public relations and promotion director of radio station WCFL, Chicago.

Brack will also be Billboard coin machine editor. For the last year he had served as assistant coin machine editor and editor

(Continued on page 65)

Nashville Called Mayo Clinic of Music Industry

NASHVILLE—Frances Preston, a vice-president of BMI and manager of its Nashville office, told the Exchange Club last week that Nashville had gained the reputation of "the Mayo Clinic of the music industry."

She said top artists whose popularity had dropped because they hadn't had a hit in some time are sent to Nashville by their managers "for therapy and treatment."

She cited Perry Como and Elvis Presley as examples of recording stars who had been to Nashville in recent months for "a cure."

Mrs. Preston told Exchange-ites the music industry adds \$60 million annually to Nashville's economy. She said there are 26 record companies here, 4 record pressing plants, 10 recording studios and 1,100 professional musicians. In the 15-State area the BMI Nashville office handles, there are 833 composers and 322 music publishers, she said.

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H-B Bows New Exposure Idea

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Pebbles and Bamm Bamm singing "Open Up Your Heart and Let the Sun Shine In," which is a new H-B single. By offering the free film clip to TV stations, H-B's general manager Don Bohanan envisions having his acts exposed around the country much the way records receive national radio exposure.

H-B's distributors receive their supply of prints Monday (13) and it will be their responsibility to take the performance around to local TV music shows for auditioning. The film is produced with a black background, enabling the originating show to superimpose dancers behind the singers. The entire performance is taken from the forthcoming opening segment (17) of the new "Flintstones" ABC series.

Several factors favor a successful reaction to the new idea. The two cartoon characters are an integral part of the "Flintstones" series seen by an estimated 30 million persons each week. And most local music shows don't have regular guest artists, so the inclusion of the two H-B "personalities" could give a show something new to boast about. The two cartoon characters sing in a mechanically jived up style.

In essence, if a local TV show likes the idea and slots the sequence for immediate showing, it can scoop the ABC network exposure for the song which breaks Friday (17) at 7:30 p.m.

The forthcoming "Flintstone"

series marks the first union of H-B television and record coordination. The program is titled "No Biz But Show Biz," and introduces Pebbles and Bamm Bamm as a singing team and a Danny Hutton cartoon character based on the vocalist who sings "Roses and Rainbow," on an H-B pop single.

The cartoon character duo sings "Open Up Your Heart" in its entirety once with three other partial references during the half-hour period.

The film clip is being made available for immediate foreign distribution since the show is seen simultaneously in Canada. H-B has invested over \$4,000 in film clips. The label can produce color clips upon request if the idea proves popular.

EDITORIAL

A Sound 'Investment'

The formation of a "Grand Ole Opry" Trust Fund—to be founded by a \$10 fee from each delegate to the annual festival in Nashville (Billboard, Sept. 11)—will gratify all thinking people in the music industry.

Such a move will help the artists and will add a touch of sound business practice to the festival, which for many years has been plagued by hangers-on and gate-crashers. The move, therefore, will help maintain the continuity of the WSM—"Opry" anniversary.

WSM is the chief fount of country music and the "Opry" is country music's greatest showcase. Both are vital to the world of country music, and, in a larger sense, to the music industry generally.

We salute, therefore, the statesmanship of John H. DeWitt Jr., WSM president, and his staff in creating the Fund. May the "Opry" continue uninterrupted for many years, bringing to the nation's musical heritage the great talents of country writers and artists.

Starline Adds 21 Titles

HOLLYWOOD—The Starline singles series, Capitol's answer to oldies but goodies, has been bolstered with the addition of 21 new titles. The all-time best selling line totals 59 records with the next release within 90 days.

Starline singles are released every quarter and are based on sales force requests and after the company has analyzed its potent singles products.

Some of the titles are paired together for the first time and are culled from products released during the past 20 years.

Pickwick Push On New Label

NEW YORK—An extensive advertising campaign will be kicked off Oct. 8 by Pickwick International to support the firm's Pickwick-33 label, introduced last April. Pickwick has full-page ads scheduled in Life magazine and in key newspaper Sunday supplements. A co-op program will also be launched with emphasis on department stores in Chicago, Detroit, New York, St. Louis, Minneapolis, St. Paul, Seattle, Tacoma, Milwaukee, Los Angeles, San Francisco, Washington, Cleveland, Cincinnati and Dallas.

The program will include window and in-store display kits, racks and streamers. The Pickwick-33 label features material from the catalogs of Capitol, ABC-Paramount, Warner Bros., Reprise, Everest, Jubilee, Starday, Soma, Fraternity, Horizon and Challenge, all offered in the budget line form for the first time.

Dealers can buy the singles in any quantity; they are not obligated to purchase an entire new release. The label also provides white plastic divider cards for stores with adhesive title stickers. The enthusiasm for the series has been so good, the company reports, that the divider cards have gone through their second printing.

The current release includes six Beatles' and two Beach Boys' previous smashes. Some of the couplings are "Sweet Lorraine" and "Nature Boy," Nat Cole; "Witchcraft" and "Chicago," Frank Sinatra; "Painted, Tainted Rose," and "Living a Lie," Al Martino and "Burning Bridges" and "What in the World's Come Over You," Jack Scott.

Sinatra Line of LP's Price Cut

HOLLYWOOD—Taking cognizance of the large number of young fans at Frank Sinatra's recent sellout summer concerts around the country, Capitol Records last week reduced the price of the singer's 24 W line LP's to a regular \$3.79-\$4.79. The prefix indicates a \$1 higher price.

The Sinatra catalog is now on the T prefix series along with the Beach Boys and Beatles. The label believes this price reduction will allow this audience to purchase the LP's easier.

Stan Gortikov, president of the label's distributing corporation, said customers purchasing Sinatra LP's at the W line price since July 1 could make a refund claim for the difference by furnishing CRDC with the invoice number and date of billing.

Three Sinatra LP's were al-

Limelight Will Add to Its 'Elegant' Package Design

CHICAGO—Limelight Records, the Mercury jazz affiliate, will introduce another package design innovation with its seven-album release on Sept. 13.

According to Limelight product manager Dick Sherman, the packaging will extend the label's "elegance" look with the addition of fold-out "self-display panels in each two-sided cover permitting standing and stacking of the albums on counters and tables as point-of-sale displays.

The fold-out panels are die-cut in some cases, Sherman said, affording a "shadow box" effect.

The packaging will incorporate two-color printing on various paper colors. Champion paper will be used. Each package will be encased, as in the past, in a heavy-duty poly slip-cover—unsealed to permit removal and perusal of the albums.

"This type of packaging costs at least four—perhaps five—times as much as conventional packaging," Sherman said. "We recognize that they will not sell if the product doesn't have it in the groove, but we have discovered that the quality packaging means increased sales across-the-board. The buyer is inclined to buy an entire set."

All Limelight releases since the organization of the label under Sherman late in 1964 have appeared in no-expense-spared packages.

Artists featured in the latest Limelight issue are Jerry Mulligan, the Oscar Peterson Trio,

Milt Jackson, Les McCann, the Sounds, Roland Kirk and Elvin Jones.

The major share of the design work for the Limelight packaging in 1965 has been handled by Dan Cuzak, who is also director of design for Playboy Enterprises promotions.

Sherman announced that the September releases will be sold at a 10 per cent discount, with qualifying dealers receiving deferred billing.

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Disk Industry Aiding Drive On Dropouts

NEW YORK—The record industry is getting behind the Government's Youth Opportunity Back-to-School Campaign. Gene Weiss, director of national promotion for Columbia Records, will serve as chairman of the record industry's contribution to the campaign.

The recording industry will co-ordinate its efforts in support of the program through the release of a single on a special label. The record will be distributed to 5,000 disk jockeys across the country. In addition, the industry will release 10, 30 and 60-second spot announcements featuring well-known artists who will emphasize the importance of school, utilizing the slogan ". . . short-change your education now and you may be short of change the rest of your life." The spots will be presented on radio and television as public service announcements.

The recording industry committee, in addition to Weiss, includes John Rosicka, RCA Victor's national promotion director; Wade Pepper, national promotion manager of Capitol Records, and Lenny Salidor, national promotion manager of Decca Records. The chairman of other areas include Sammy Davis, head of the artists committee; Johnny Carson, co-ordinator of the TV industry, and Bob Considine, chairman of the press committee.

Col. Promotes Billy James

NEW YORK—Billy James has been promoted to the position of manager for talent acquisition and development at Columbia Records. James, who had been Columbia press representative on the Coast for the past several years, will now co-ordinate his activities to introduce new recording artists. In addition, he will work with merchandising, national and field promotion as well as other areas in promoting new artists.

In his new assignment, James will be responsible to Allen Stanton, executive producer on the West Coast, for scouting, auditioning and recommending potential talent for the label.

Dean Praises Show Taped In Nashville

NASHVILLE—Jimmy Dean told a group of some 200 persons in the music and advertising industry at a breakfast last week (8) that his most successful show of the season last year was the one taped in Nashville.

That was the reason, he said, the first Jimmy Dean Show of the 1965-1966 season was being taped in Nashville.

Dean was honored guest at the breakfast at TV Station WSIX, ABC affiliate. Gov. Frank G. Clement was among guests at the event, at which a premiere film of ABC's 1965-1966 shows was shown.

The Jimmy Dean Show, with guests Eddy Arnold, Connie Smith, Buck Owens, Gene Pitney and Linda Gayle, was taped before an audience at 8 p.m. Thursday (9) at the Grand Ole Opry House. It will be aired this week (17).

The Jimmy Dean Show cast and staff will return to Nashville the week of Oct. 11 to film the show on which Billboard's country music awards will be presented. The show will be taped Oct. 14 in the Grand Ole Opry House and telecast Oct. 22 during the Country Music Festival in Nashville.

ready selling as T line products. Five of the former W's were gold records. Other artists on the W line include Nat Cole and Jackie Gleason. Sinatra's first LP for Capitol in 1953 was a W prefix product.

"If imitation is the sincerest form of flattery, then Bob Dylan must be one of the most flattered performers in American popular music today..."

Robert Shelton, *The New York Times*

**BUT NOBODY SINGS
DYLAN LIKE DYLAN!**

**"POSITIVELY 4TH STREET"
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**ON COLUMBIA
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This One



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At Mercury Sales Meetings



NEW YORK MEETING at International Hotel. Clockwise (from extreme left) are Earl Rollison, Herb Silverman, Cliff Lane, Irv Gomprecht, all of Zamoiski, Baltimore; Kenny Myers, Chicago; Morry Bass and Mel Sterling of Zamoiski; Sonny Kirschen, Mercury eastern regional representative, and Bob Felesky of Zamoiski.



CINCINNATI GROUP at the Chicago meeting (from left), Jay Zappan, Bob Giglio, Bob Yates, Al Klayman and Sam Klayman.



IN LOS ANGELES, Seattle quartet Ronnie Saul, Norm Larsen, Stan Sulman and Chuck Blacksmith hear Morris Diamond speech as Kenny Myers sits by.



ATLANTA MEETING brought together (from left) Eddie Lambert, Florida; Charles Burks, Alabama; Burt Flichman, and Carl Kline of Charlotte, N. C.

Stanton Chides W. Coast Spread

HOLLYWOOD—"What the West Coast needs is a Brill Building," states Al Stanton, Columbia Records a&r head here. The problem for Hollywood record companies in acquiring good, solid songs is compounded by the lack of a music industry center, which is what the famous Brill Building is in Manhattan. "Everything is so spread out here," Stanton said last week, "that you don't know where to look first for material." In New York he could make one phone call to a firm in the Brill

Building—or at 1650 Broadway, another chief publishing mecca—and within a few days he'd have sufficient material to choose from. After a year of California living, Stanton feels a vacuum in the publishing ranks. He says a central location housing many publishers tends to "feed itself." Word gets around these buildings, people hear about your plans and start producing material for your consideration.

Hollywood Different

In Hollywood the situation is altogether different. Manufacturers have to maintain phone and letter correspondence with the New York-based publishing houses. There isn't that immediate reaction from publishers that Manhattan firms have. Publisher's branches are generally along Sunset and Hollywood boulevards but it takes some doing to contact them as easily as is possible in Manhattan.

The success of the independent producers has reduced the amount of material available to a large company's a&r staff, he explains. In the past a man was a publisher or a writer. To-

day he's recording his own material as an independent producer. Yet the industry needs the independent producer because its become a vital training ground.

Stanton finds there isn't as strong an effort here for publishers to utilize the open door policy as there is in New York. As the head of the Hollywood a&r department, Stanton's job includes digging out material for his staff which includes Terry Melcher, Larry Marks and Billy James, a recent transfer from publicity into the a&r world in the talent co-ordinating, image building area.

An artist's image is more important now than ever before," the executive noted. "It's even supplanting talent. If the image is strong, the talent doesn't have to be that great."

Part of James' new job will be to discover an artist's main force and surround it in the proper atmosphere, Stanton said. James has worked strenuously on creating the Byrds folk-rock image. Marks will work principally with new, young artists. Stanton hired him after liking a master he's submitted.

WJRZ's First Country Show In November

NEW YORK—WJRZ, Newark station which switches to country music Sept. 15, will promote a monthly series of live country music shows in the Newark and New York City areas. The first show will probably be in November and will feature name talent.

WJRZ will be this area's first full-time country music outlet. The possibility of these shows—nothing new in the way of promotions for the nation's country music outlets—was reported exclusively in Billboard several weeks ago.

A deal for the monthly series was completed Sept. 3 between the firm of Gerald W. Purcell Associates and the radio station. The Purcell firm is primarily a personal management concern. Among the country artists under its wing are Eddy Arnold, Minnie Pearl, Boots Randolph, Sonny James, and the Anita Kerr Singers. These artists are likely to appear in some of these shows.

Purcell has also been extremely active in the concert field. The firm has set a show in Atlanta for Sept. 25 which will feature Eddy Arnold and Homer and Jethro; a show in Boston, Oct. 15, will feature Eddy Arnold and Sonny James; in conjunction with radio station WWOL, Baltimore, an Oct. 16 show will feature Eddy Arnold and Homer and Jethro; and in Syracuse, in conjunction with radio station WSEN, a show will feature Eddy Arnold, Homer and Jethro, and Connie Smith on Nov. 19.

Purcell is working with other radio stations across the nation to complete similar deals. Marty Klein, East Coast concert manager for Purcell, will handle the WJRZ promotion. He said the Purcell organization will likely produce some 100 similar concerts during the year, many in co-operation with radio stations.

RCA RECORDS GOSPEL ALBUM

NASHVILLE—Country music star Porter Wagoner and the Blackwood Brothers recorded an album for RCA last week under direction of Chet Atkins, first time for a country star to be recorded with a top gospel quartet.

The album, titled "Grand Ole Gospel," contains old standard gospel numbers and one original. Arrangements were by Wagoner. The album will be released in January.

Electro Music Is Purchased By Columbia Distribution

NEW YORK—Columbia Records Distribution Corp. continued its diversification program last week with the purchase of Electro Music, manufacturer of the Leslie speaker systems for electronic organs. Earlier this year Columbia purchased Fender Guitar for an estimated \$13 million. Purchase price of Electro was not revealed but it's understood that it came to less than the Fender buy.

Robert Campbell, the company's chief executive officer, and Doland J. Leslie, the former owner, will continue their functions. Campbell will be general manager of the Electro Music

operating unit and Leslie will continue as consultant in research and development. Both Campbell and Leslie will report to Norman A. Adler, executive vice-president of Columbia Records.

The Leslie Speakers are widely known as the "pipevoice of the electronic organ." The speakers are incorporated in their products by leading organ manufacturers and are also sold at retail as complete cabinet units through music and organ dealers.

Electro Music is located in Pasadena, Calif. The firm has been in existence for 25 years.

Custom Fidelity Expanding

PASADENA, Calif.—Custom Fidelity is expanding to commercial as well as educational recordings. The Dave Berkus-owned complete custom house has just released its first commercial LP, "Sing Nowell" on its own logo, by the Occidental College Glee Club, currently in Europe on a concert tour. Custom Fidelity sold 1,500 copies of the LP to a limited collegiate audience, and is now offering the LP through regular distributors.

The studio works with Dick Friesen Productions, a Hollywood commercial house, Ron Lush Music of Long Beach and Daina-Life Records, the only American-based Latvian record operation.

The company began in 1958 and works with Occidental College, Stanford, Cal Tech, the Southern California Band and Orchestra Assn. and the Hollywood Bowl's Battle of the Bands, producing premiums products. Berkus claims his firm is

the second largest independent manufacturer emphasizing non-commercial activities. Century of Saugus, Calif., is the leading educational premium house, he says.

Lewerke, Kaffel Firms Relocate

LOS ANGELES—Merit Distributing, Hitsville, Inc., and California Records will consolidate operating facilities after Oct. 1, when the three companies move to new quarters at 2525 West 9th Street. The companies are owned by Jack Lewerke and Ralph Kaffel.

Merit will vacate its location at 2800 West Pico Boulevard and Pep Record Sales will move into the California-Hitsville space at 3009 West Pico, Kaffel said.

Approximately 30 employees working for the three distributorships will shift to the new location, just five minutes away from record row. The three distributorships thus join Hart, Metro and Merrec which are all located away from Pico Boulevard.

Each distributorship will retain its own identity, with the consolidation offering the owners 15,000 square feet of space.

NEW YORK — Joda Records has formed a subsidiary label to be known as Jocida Records. The new label will be launched by Gloria Gaynor's recording of "She'll Be Sorry."

According to the Joda management, the formation of the Jocida line marks the beginning of its plans to launch additional subsidiary labels.

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THE JAZZ BEAT

By ELIOT TIEGEL

Gil Fuller, Monterey Jazz Festival musical director, reveals that on and off for the past several years he's been an active film "ghost" composer and arranger.

For Gil to talk about the subject at all takes courage. Most people who know about the practice of a major composer hiring out the job to a professionally proficient but "unrecognized" writer, avoid discussing the practice. Less said, the better. Film's power structure has a tendency to stay with the old-line writers rather than expanding opportunities for new people, Fuller claims.

He estimates there are from 20 to 30 composers and orchestrators "ghosting" for the top money people whose scores earn them these huge fees. He says he's done many full-length films for which other people have received screen credit.

The irony of it all is that the producer pays the respected composer from \$20,000 up to score his film because he wants that composer's distinct style. What he actually receives from the name composer is an eight-bar sketch with the ghost expected to develop it into a full score.

Fuller says "ghosts are paid from \$5,000-\$7,000 for creating this original music. The producer gets his music, the established composer gets publishing royalty credits and acknowledgment on screen, and the "ghost" is handed another disk of anonymity.

"Personally, I'm waiting for a major producer or film company to open the door and say 'compose me some music,'" Fuller said. "One of the things wrong with the music end of films is that the newer writers hardly get a chance. The established names have it locked up. Mancini was a great composer for many years in films who went unheralded. But when he hit on television, he gained acceptance with film producers."

How does one hire a "ghost"? Fuller was asked.

The recognized composer contacts a known unknown and offers him a job, Fuller explained. "The composer will give you a main theme, he might even write eight bars himself, and then the entire development and exposition of thematic material is left up to you."

In some cases the producers know that the name writer is farming out the assignment. The "ghost" and his employer may work together on the movie lot synchronizing the finished score to the action. Sometimes the name composer—if he has that much stature—gets a print to work with at home and the "ghost" labors there.

"Composers look for 'ghosts,'" Fuller charges. An average "ghost" scores three to five films a year. Since producers take the safe approach and only hire established writers—disk people are just now being discovered and signed for title themes—Fuller cannot use his "ghosting" credits in proving his ability as a film composer. It would be death to reveal who he has covered for, he explains matter of factly. This attitude ensures a safe veil of secrecy. If asked specifically, he would categorically deny "ghosting" a film.

Says Fuller: "Movies are being made about modern settings and situations but composers are being used from another era. Change is inevitable but people are reluctant to change. The old composers just aren't doing all the work; it's the ghost writers and orchestrators who are creating for many of these famous people."

Fuller is intent on denting the film barrier in his own right. He prefers working in this medium because it allows greater expression than television. TV composers have to "slop it out" because that medium is so ravenous and works so quickly. "You've got to have time to think, plan and come up with something profound," he says.

An active jazz composer all his life, Fuller has been working with Dizzy Gillespie on and off for 20 years. Diz is the master of ceremonies at the Monterey bash, which this year focuses on a study of the trumpet. A recent World Pacific LP reunites them with an orchestra. Gil has been residing here six years. He has worked with almost the entire roster of major performers in his respected career.

SOLOS: San Francisco's Basin St. West was turned down by the police when it applied for a license to conduct breakfast shows on Saturday and Sunday mornings, reports Billboard correspondent Godfrey Lehman. The club is in the North Beach area, which is loaded with rock 'n' roll joints. Deputy Police Chief Al Nelder turned down the request after the hearing deciding there was already too much noise in the area and the shows would attract undesirable. Club partner Jack Yanoff testified that the shows were necessary to keep the club open. Also testifying were Stan Kenton and Mercer Ellington. . . . Columbia Records jazz researcher-packager Frank Driggs is preparing his own new release-reissue newsletter. Persons interested in being on the mailing list should contact him at the label, 51 W. 52d Street, New York. . . . UCLA's jazz series, booked by Mike Davenport, of GAC, opens Sept. 25 with Charlie Mingus. Louis Armstrong appears Nov. 5. . . . Clarinetist Tony Scott's new group includes clarinetist Jimmy Giuffre (two clarinets), pianist Roger Kellaway, bassist Chuck Israels and drummer Elvin Jones. . . . The MJQ heads for its eighth European junket later this month.

Items for the column should be mailed to Billboard, 1520 N. Gower Street, Hollywood.

'Guitar' Inquiry Provides Basis for Future Projects

HOLLYWOOD—A study involving the LP "Play Guitar With the Ventures" has provided Dolton Records with enough material to plan follow-up projects. When the instruction LP was released over two months ago, a questionnaire was placed in 1,000 LP's destined for West Coast distribution.

The company has now received sufficient information from purchasers to ascertain

what their tastes are and what styles of guitar they would like to learn to play using the "Guitar-Phonics" system. The system is an important feature of the "Play Guitar" package, which the company claims is the first instruction package to ever make the charts.

Among the questions asked are what styles of guitar would they would like to learn and what tunes from the Ven-

Polydor in U.K. Formed by DGG

LONDON—Deutsche Grammophon is developing its international activities by the formation of Polydor Records in England.

Polydor Records, Ltd., will absorb the activities of the existing DG Great Britain, Ltd., which will cease to exist under that name.

Appointed managing director of the new operation is Roland Rennie who quit his job as personal assistant to the managing director of EMI two years ago to become President of the Trans Global Music Co. in New York.

A hunt for new British talent and American product will be jointly launched by Rennie and Chris Parmenter who quit Philips earlier this year to become Polydor's label manager.

Werner Riemer, who was managing director of DG Great Britain, becomes a director of Polydor and will continue to handle the classical repertoire.

World Pacific Sets Pop Push

HOLLYWOOD—World Pacific is gearing itself for a push into the pop market through the signing of Jimmie Haskell to handle a&r on a free-lance basis and the signing of Bob Lind, an unknown pop vocalist.

The Liberty subsidiary has previously released jazz, hot rod and rhythm blues on its own Aura subsidiary. Haskell's freelance clients include Capitol and Decca.

Lind is a folk-flavored Denver singer-writer, who has also been packed by Liberty's Metric Music. He debuts shortly in L.A. at the Ash Grove folk club.

DeMann Elevated

NEW YORK—Fred DeMann has been promoted national sales and promotion director for Amy-Mala-Bell Records product, it was announced by general manager Larry Uttal.

DeMann has been Bell's national promotion manager for two years. The position of national sales manager was vacated by Peter Hess last week.

Uttal said the company has what appears to be its biggest disk, "A Lover's Concerto," by the Toys.

Decca Dividend

NEW YORK—Decca Records recently declared a regular quarterly dividend of 30 cents per share on capital stock, payable Sept. 29 to stockholders.

tures' catalog would they like to play? The Ventures next "Guitar-Phonics" LP will be out in November, reported Liberty division manager Don Blocker, who helped create the first package.

"Our next album will be based entirely on information received from the cards," Blocker said. The company reports selling more than 52,000 copies of the package, which it feels is unusual for an educational-type product.

The instruction system allows the student to follow diagrams for finger placement. The LP teaches lead, bass and rhythm guitar.

1,300 ATTENDED

Blue Grass Fest a 'Pickinic'; Top Names Mark 1st Event

By RALPH RINZLER

(Editor's Note: Ralph Rinzler is on the board of directors of the Newport Folk Festival Foundation and a member of the Country Music Association and the American Folklore Society.)

ROANOKE, Va.—Several thousand blue grass fans from 22 states and two Canadian provinces met at the First Annual Roanoke Blue Grass Festival over Labor Day weekend. The audience was unlike any to be seen elsewhere in these United States: Several hundred city-billy enthusiasts and musicians wearing the uniform (blue jeans, a few beards and sandals or tennis shoes) mixed with salt-of-the-earth farmers and factory workers from nearby Roanoke. It looked as though someone had grasped a handful of the Newport Folk Festival and dropped it in the midst of an informal Sunday country pickin' picnic.

The three-day event featured most of the top names in the history of blue grass music: Bill Monroe, the Stanley Brothers, Red Smiley, Don Reno, Mac Wiseman, Jimmy Martin, Clyde Moody and Benny Martin. Others who had worked briefly with Bill Monroe, blue grass pioneer, appeared on the program with the master: guitarists, Jim Eanes and Doc Watson, and Larry Richardson, a North Carolina banjo picker.

Registration and informal jam sessions marked the opening of festivities on Friday morning giving way to a series of teaching-discussion sessions or workshops in the afternoon. Guitar techniques were described and illustrated by Red Smiley, Clyde Moody, Mac Wiseman and Carter Stanley. The mandolin workshop consisted of an informal interview with musical illustrations by Bill Monroe. The Saturday morning banjo workshop presented Don Reno, Ralph Stanley and Doc Watson and was followed by a fiddle workshop featuring Benny Martin. All bands participated in the major concerts on Friday and Saturday evenings and performed at the Sunday morning gospel sing as well.

Some 18 banjo pickers from 12 different States competed in the Sunday afternoon five-string

banjo contest judged by Ralph Stanley (of the Stanley Brothers); Bill Emerson (Jimmy Martin and the Sunny Mountain Boys), and Lamar Grier (Bill Monroe and the Blue Grass Boys).

One of the most remarkable programs ever presented on a festival stage was the Sunday afternoon concert: "The Blue Grass Music Story." Festival producer Carlton Haney, former manager of Bill Monroe, Don Reno and Red Smiley, had planned this segment for seven years, and the result was a brilliant blending of music and history. Haney, a warm and exuberant fellow in his mid-30's, compered the three-and-a-half-hour music history with love, enthusiasm and understanding of both music and musicians.

As the program progressed the atmosphere became more and more intense, the musicianship keener and more subtle. Instead of releasing their excitement through playing and singing louder, the performers restrained themselves so as to better hear one another. The air was electric with excitement, the musicians passionate with the creativity of the moment, the audience unified in response to the nuances of each instrumental break and vocal innovations. With the closing performance of Monroe and his current band doing "Mule Skinner Blues," the audience of 1,300 rose to a standing ovation which lasted several minutes. With the establishment of the Country Music Association in Nashville, the John Edwards Memorial Foundation at the University of California at Los Angeles (a recently established foundation for the study, collection and preservation of country, hillbilly and so-called race music) and now a festival such as this there is a brighter future ahead for the country and folk music industry, its performers, promoters and its audience.

Folk Songbook

NEW YORK—"Songs of Man," a book of 150 folk songs from around the world, compiled by Norman Luboff and Winfred Stracke, will be published by Prentice-Hall Nov. 19. The book will have original full color art and two-color illustrations by Paul Freeman.



NEW DIMENSIONAL centerpiece holds from two to five albums in Philips' fall release titled "Get an Earful of This." The centerpiece is printed in day-glo red and purple-blue, comes in a compact envelope and is easily assembled. Other Philips merchandising aids include inventory control order forms and die-cut jackets.

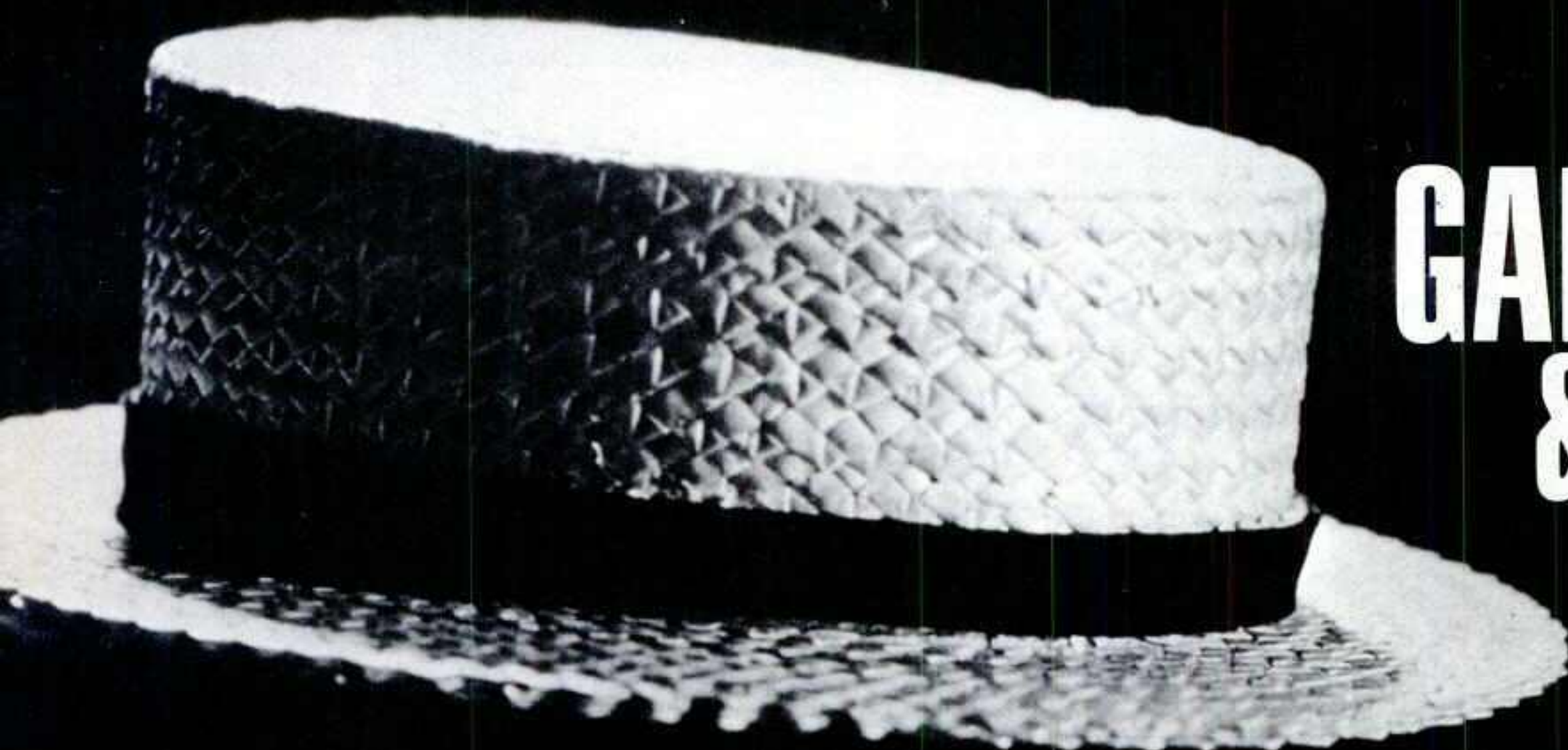
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TAPE CARTRIDGE TIPS

by Larry Finley

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3M Will Stage Massive Sales Campaign on Its New System

• Continued from page 1

be sold to machine buyers for approximately \$100. The machine is being sold outright for home use and business locations.

Ray Lindgren, project manager of background music, said "this system will not compete with any existing leased-background music systems inasmuch as our low price plan is aimed at locations which heretofore could not afford more expensive background music. We feel

we are opening a new market, not competing with an existing one."

As Billboard revealed, 3M has already concluded deals with many publishers covering the performing rights. These publishers include Shapiro-Bern-Leeds, Bourne, Peer and Southern, and Valando. It is known that many more publishers are seeking performance deals with 3M. The deal consists of a \$10,000 advance and provides for use of a minimum of 50

copyrights in a publisher's catalog. 3M pays a mechanical of 2 cents per tape copy, whereas the performance royalty is 1 cent per title per year, or 3 cents for three years. The sales price of the cartridge includes the music performance royalties for three years. This gives the commercial users of background music the performance rights for that period.

The machines being sold outright for home use and to business locations.

Record Crowd Sees Dean at Fair in Ohio

NEW YORK—Jimmy Dean broke the 116-year attendance record at the Ohio State Fair in Columbus with two shows a day on Sept. 4 and 5. During the four performances, Dean was seen by an estimated 80,000, who overflowed the normal seating capacity. Extra chairs were set up and the open stage on which he performed was completely surrounded.

Negotiations are now being held to bring him back for the same period next year.

Dean's draw wasn't confined to Columbus, however. The following day (Sept. 6), he arrived in Nashville to tape the opening program for his ABC-TV series and there were 1,500 fans at the airport to greet him.

Eve Gains From Fruits of Rhubarb

By CLAUDE HALL

NEW YORK—Controversy—an old means of creating publicity—is proving to be a major contributor to the success of another Eve: "Eve of Destruction" by Barry McGuire on Dunhill Records. The record ranked No. 2 on Billboard's Hot 100 this week in spite of the fact that many radio stations have banned the song, while others induced by the stir have given it extra airplay.

Among the stations which have refused to play the record are WLS, Chicago; WWDC, Washington; WCAO, Baltimore; and WMPS, Memphis. Banning the record temporarily—until it saw national

acceptance on the charts—were WFUN, Miami, and WPOL, Atlanta.

On the other hand, WCHA, Chambersburg, Pa., not only played the record, but opened up the phone lines for comment and received about 50-50 in comments on the song. WCHA deejay Bob Hollands then sang the song for more than eight consecutive hours in the display window of a local record store, Record City. The station aired a portion of his marathon solo song fest every quarter hour. Hollands said he felt the record should be played to "alert people about conditions around the world." He's now thinking of a similar debate about "Dawn of

Correction," the answer to "Eve."

WCAO's hit list, distributed throughout the Baltimore area, calls attention to the fact that while the "Eve" record is high in retail sales, dropping to No. 17 according to their tabulation this week, they are not playing it. Bill Saunders of WACO said, "We just thought it was in bad taste and, as a radio station, we reserve the right to determine any and all records we select for programming."

Miami's WFUN started playing the record several weeks ago, said vice-president and general manager Arnold Kaufman, but received protests and pulled the record. Requests for the song, however, constantly came in. Kaufman invited several public figures to hear the record at the studio and discuss it. All showed no unfavorable reaction to the record and Professor Thomas Wood of the University of Miami said he'd heard worse. Now WFUN is playing "Eve" and "Dawn" back-to-back.

KFWB, Hollywood, had a commentary program with Barry McGuire as guest to discuss criticism that the "Eve" record may have contributed to the Los Angeles riots.

Gene Taylor, station manager at WLS, Chicago, said that "Eve" was spun one weekend about four weeks ago. "By the time I got to the office on Monday, there were about 30 telephone calls protesting the song." So the record was pulled from the play list and is still banned. But this is the normal procedure, he said, on records that may have doubtful qualities.

Irv Lichtenstein, program director at WWDC, Washington, said his station was not playing

NARM Moves on 'Refund Maze'

• Continued from page 3

tributors have enough accounts that they would be forced to make thousands of costly copies of the stores' original inventory lists. This is undesirable, Carretta said, even though the IRS has approved the use of photocopies.

A second problem with this arrangement is the inclusion of product by all manufacturers on each store list. If duplicates of store lists are sent to all manufacturers, they would have a handy guide to the percentage of shelf space accorded a competitor by a specific outlet, the attorney pointed out.

Suggest Solution

Carretta suggested a solution to these problems that "all the manufacturer needs is a certification—under penalty of perjury—that as of June 22, the customer had in stock the submitted list of the manufacturer's product."

The IRS refund regulations, issued on Aug. 13, provide a "dealer request limitation date" of Dec. 31, 1965, Carretta said. By that date every dealer desiring a refund of the 10 per cent excise tax must have filed with the manufacturers. Manufacturers, who are the agents to receive the refunds from the government, must pass on all these requests to the IRS by Feb. 10, 1966.

Because this gives manufacturers only five weeks to process all the paper, Carretta said, several firms have set earlier deadlines for the filing of dealer requests. One company arbitrarily set a Sept. 15 deadline, he said.

In a meeting Wednesday night, major record manufactur-

ers—including Capitol, Columbia, Mercury and RCA Victor—agreed not to enforce an early deadline date. Carretta said that NARM will recommend a later date—either Oct. 15 or even Nov. 15.

"The intent of the Excise Tax Reduction Act of 1965 is that the holder of records as of June 22, 1965, will receive a refund of 10 per cent of the original price," Carretta stressed, "and the legitimate holder will get this amount in full."

The question of passing current excise tax cut savings on to the consumer—as recently raised by the President—was not brought up at the NARM meeting, the association counsel said, "and could not be brought up." Most rack jobbers sell well under list price already, he remarked.

Atl-Atco Distribs See Fall Product

NEW YORK—Atlantic-Atco Records held its annual distributor meeting in Chicago on Sept. 10-11 to unveil new album product. There are 13 albums in the fall drive; 10 LP's are on Atlantic, 2 on Atco and 1 on Volt.

Among the artists represented on the Atlantic label are Wilson Pickett, the Drifters, Sergio Mendes and Brazil '65, Chiles and Pettiford, Herbie Mann, the Modern Jazz Quartet, Ted Curson, Art Farmer, Elvin Jones and Clifford Jordan. On the Atco schedule is a team-up of Acker Bilk and Bent Fabric and an LP by Casey Anderson. Volt's LP features Otis Redding.

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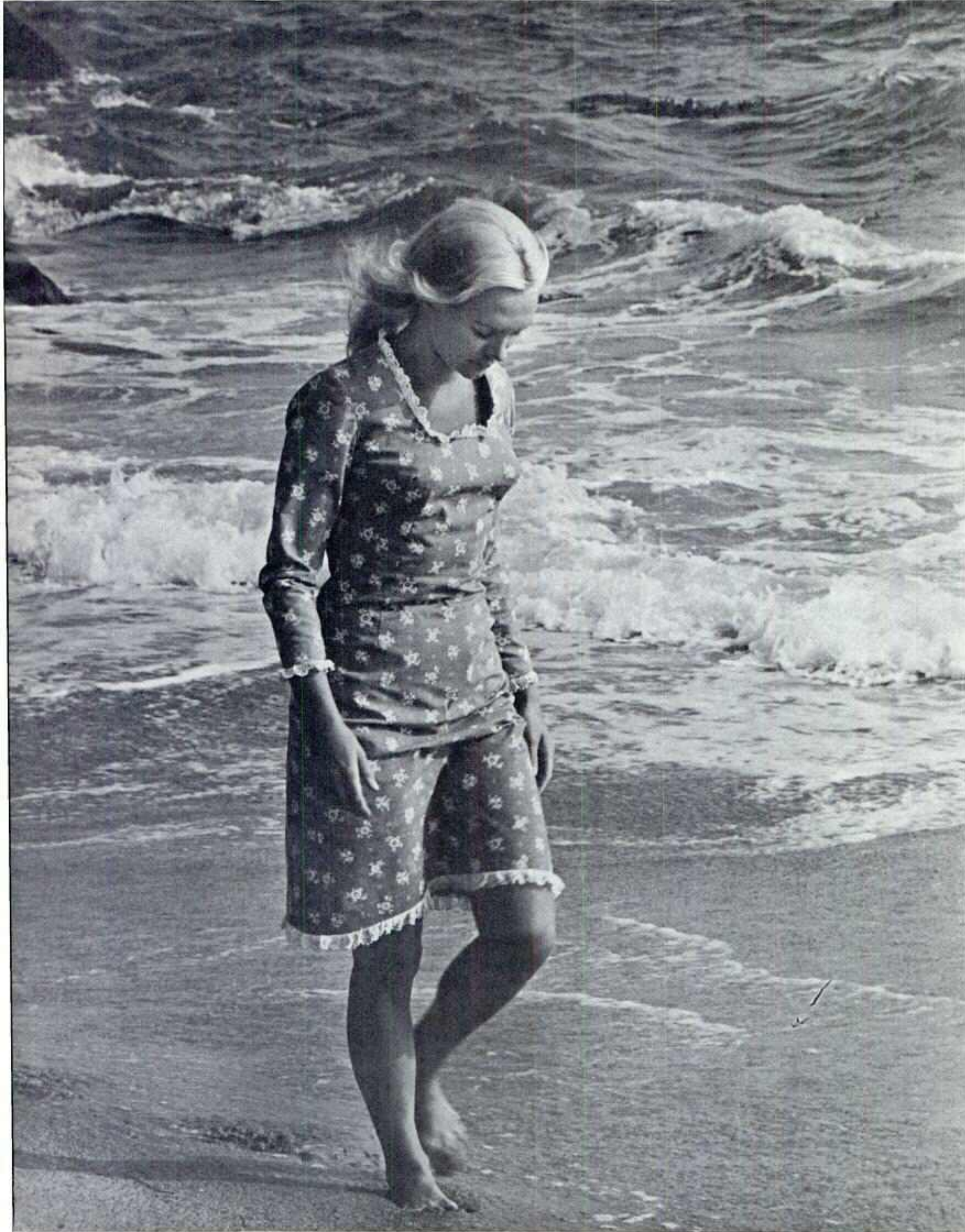
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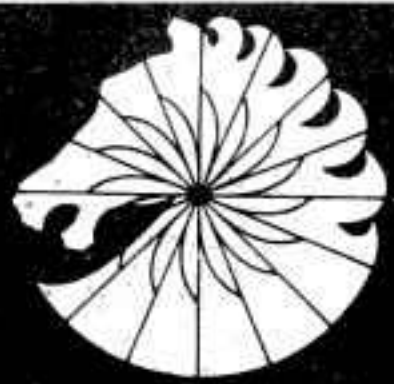
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FOR MY MAN

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DEAR ABBY

ARGO 5511

CHESS

RECORDS

CAB Told Fee Cut Would Herald New Distrib Era

• Continued from page 1

tribution orders from one master warehouse. Air-freight would mean high speed, and the computerized programming by rack retailers would bridge manufacturer to consumer.

Such a set-up would bring the high speed necessary to sell today's records, which are "perishable as tomatoes." Steinberg said a wrong guess on distribution out of the central pressing plant can be compounded by attempts of warehouses to guess the 30 or 40 market needs of area retailers. This runs record manufacturers' obsolescence costs up. Obsolescence is the thief of profit in the record industry which operates on low marginal profit, Steinberg testified. When a consumer trend is discovered by record researchers and the Billboard, there must be "immediate reaction at the production and shipment level by the record company."

The only way the records can have wings, will be to have air-freight rates which are down as close as possible to ground freight, said Steinberg. Only in this way can both airlines and record companies find "mutual benefit" in the distribution set-up. If the TWA rates between Dayton and West Coast are approved by CAB, Mercury would hope to repeat the operation in other parts of the country.

New costs in setting up the new-type operation will at first offset savings in warehousing and inventory, said Steinberg, but in the long run he expects record profit margin to widen as the obsolescence is reduced and speed increased. Teen-agers buy about 30 per cent of the records, and a teen hit today lasts 90 days at most.

David Caldwell, traffic man-

ager for Mercury's Richmond (Ind.) Record Pressing subsidiary (parent firm is Consolidated Electronics Industries), said the increased costs of the new operation for the first year could run to \$124,000, and about \$62,000 annually for some time to come.

Mercury Uses Slick

Mercury had been using Slick Airlines (currently under a 90-day suspension by CAB, and no longer party to the complaint against TWA). The Dayton to West Coast runs by Slick cost \$17.45 per 100 pounds. Under TWA rates, using the 100-pound rates primarily, Mercury would pay air transport charge of between \$14.46 and \$16.46 per 100 pounds. Additional costs of shipping from Richmond warehouse to the Dayton airport would run between \$1.50 and \$1.84 per 100 pounds, it was estimated.

Estimate of annual shipments of Mercury records between Dayton and West Coast was given as \$237,465, with total weight for Los Angeles of 1,228,800 pounds and for San Francisco 307,200 pounds.

The Mercury spokesman was asked if the firm ever expected to make use of the special rate on 10,000 pounds offered by TWA (rates are based on 100-pound minimum up to the 10,000-pound minimum). Steinberg said they might use the 10,000-pound rate for sudden demands in hits. Possibly within a year and a half, if their airlift plans to expand West Coast business are achieved, they would use the 10,000 rate more often. Currently, Mercury expects to use the 100-pound rate.

Of rack jobbers, Steinberg said they account for 50 per cent of Mercury volume in distribution. "They help expand our business, but they become

strong bargainers. If they go from sub to full distributorship, we want to be able to deliver to them."

Rackers Lease Sections

Steinberg explained to CAB examiner that while 1964 distribution showed about 32 per cent of sales made by rackers and 14 per cent by department stores—the rackers often leased and ran the record sections in department stores, chain and discount outlets.

The Mercury spokesman said the racker also stands to benefit if the TWA lowered freight rate for records is permitted. "The racker actually motivates faster service—it is no threat to him." The newer central warehouse method would not affect flow of product to consumers, except to make it faster and more accurate in reflecting current taste, said Steinberg.

The complaint to CAB over the special record freight rate offer by Trans-World Airlines (TWA) said proposed rates would be from 20 to 27 per cent below standard freighting rates from Dayton to Los Angeles and San Francisco. CAB ordered an inquiry when airfreighter Flying Tiger (and also Slick line in the beginning) claimed that TWA was trying to snag another carrier's traffic by proposing a lower rate which the CAB has twice turned down on previous TWA requests. TWA said Mercury had promised that in return for lower rates, the record company would drop its West Coast warehouse and ship substantially more tonnage by air.

Initial decision by the examiner will follow last week's hearing, and full CAB will act within a statutory limit of six months.

DEAN COUNTRY AWARDS SHOW

Response to Poll Called Terrific

• Continued from page 1

type things we have tried, this one was the most popular by far. A real smashing success."

Excellent results were also received at Kansas City, Mo.'s KCMK-FM, according to program director Don Joyce.

In Nashville, WENO polled listeners for a week via the Don Anderson telequest show since telephone requests are a feature of the program. Train recording artists Betsy and Laura and the Echoettes handled some of the phone duties. Jerry Glaser said the survey was one of the most successful audience participation attempts ever conducted by the station.

"The audience response was terrific," said Dave Olson, program director of WJEF, Grand Rapids, Mich. "Excitement ran high in the office. And, of course, each person had his own ideas and wanted to see if his thinking was like the listeners'. We're very proud to have been invited to participate in your poll, and hope the other country music stations had as much success as we feel we did. We'll be waiting and watching to see the outcome of the Billboard Country Music Poll. Thank you once again for this opportunity to be a part of what we think is one of the biggest events for country music in 1965."

WFPR, Hammond, La., not only distributed 6,000 ballots at local business places, but offered them at the Saturday night Louisiana Hayride show in Shreveport, La. A director, Rube Rogers, said it was great publicity for the station and "the juke box men, record shops, and others are using the results in their respective businesses."

In Flint, Mich., WKMF mailed two polls—one for the husband, one for the wife—to 10,000 homes. "The number of replies, we think, is amazing, but then country music is first in the Flint area and WKMF is 1-2 in the market," said program manager Doug Smith.

KVRE, Santa Rosa, Calif., aired the poll via spot announcements, one per quarter hour for 20 days, then followed it up with entry coupons in the Press-Democrat for 10 days, and set up ballot boxes in the five leading country music nightclubs in the area. "Our total response was incredible," said Tom Brennen. "We received over 23,000 replies. To say that country music is in the ascendancy here is an understatement... it is the thing."

Other stations who reported successful polls were KAWA, Waco, Tex.; WDON, Wheaton, Md.; WGUS, Augusta, Ga., and WVHI, Evansville, Ind.

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The Folkswingers
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THE ELECTRIC 12
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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	1	UNCHAINED MELODY—Righteous Brothers, Phillies 129
2	3	EVE OF DESTRUCTION—Barry McGuire, Dunhill 4009
3	6	PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
4	5	LIKE A ROLLING STONE—Bob Dylan, Columbia 43346
5	2	HELP—Beatles, Capitol 5476
6	4	I GOT YOU BABE—Sonny & Cher, Atco 6359
7	7	TRACKS OF MY TEARS—Miracles, Tamla 54118
8	11	SWEET BITTER LOVE—Aretha Franklin, Columbia 43333
9	10	THE "IN" CROWD—Ramsey Lewis Trio, Argo 5506
10	9	IT'S THE SAME OLD SONG—Four Tops, Motown 1081
11	14	YOU'VE GOT YOUR TROUBLES—Fortunes, Press 9773
12	8	CALIFORNIA GIRLS—Beach Boys, Capitol 5464
13	12	SINCE I LOST MY BABY—Temptations, Gordy 7043
14	15	SNAKE AND FINGERPOP—Jr. Walker & the All Stars, Soul 35013
15	13	ALL I REALLY WANT TO DO—Cher, Imperial 66114
16	18	IT AIN'T ME BABE—Turtles, White Whale 222
17	17	FIRST I LOOK AT THE PURSE—Contours, Gordy 7044
18	29	MY GIRL SLOOPY—Little Caesar & the Contours, Mala 512
19	25	I'M SO THANKFUL—Ikettes, Modern 1011
20	20	(I Can't Get No) SATISFACTION—Rolling Stones, London 9766
21	24	ACTION—Freddie Cannon, Warner Bros. 5645
22	23	HOUSTON—Dean Martin, Reprise 0393
23	28	LOVE ME NOW—Brook Benton, Mercury 72446
24	26	LAUGH AT ME—Sonny Atco 6369
25	22	SUGAR DUMPLING—Sam Cooke, RCA Victor 8631
26	16	NOTHING BUT HEARTACHES—Supremes, Motown 1080
27	17	YOU WERE ON MY MIND—We Five, A&M 770
28	30	HANG ON SLOOPY—McCoys, Bang 506
29	—	CATCH US IF YOU CAN—Dave Clark Five, Epic 9833
30	27	I'M A FOOL—Dino, Desi & Billy, Reprise 0367
31	40	IF I DIDN'T LOVE YOU—Chuck Jackson, Wand 188
32	32	SAD, SAD GIRL—Barbara Mason, Arctic 108
33	33	YOU CAN'T BE TRUE, DEAR—Patti Page, Columbia 43345
34	21	DON'T JUST STAND THERE—Patty Duke, United Artists 875
35	—	TREAT HER RIGHT—Roy Head, Back Beat 546
36	—	I WANT TO (Do Everything for You)—Joe Tex, Dial 4016
37	34	GOOD TIMES—Gene Chandler, Constellation 160
38	—	HUNGRY FOR LOVE—San Remo Golden Strings, Ric-Tic 104
39	37	IT'S A MAN DOWN THERE—G. L. Crockett, 4 Brothers 445
40	36	IN THE MIDNIGHT HOUR—Wilson Pickett, Atlantic 2289

BOSTON

TW	LW	TITLE, Artist, Label & No.
1	1	EVE OF DESTRUCTION—Barry McGuire, Dunhill 4009
2	2	HELP—Beatles, Capitol 5476
3	5	HANG ON SLOOPY—McCoys, Bang 506
4	3	ARE YOU A BOY OR ARE YOU A GIRL—Barbarians, Laurie 3308
5	4	YOU WERE ON MY MIND—We Five, A&M 770
6	6	BABY DON'T GO—Sonny & Cher, Reprise 0392
7	7	CATCH US IF YOU CAN—Dave Clark Five, Epic 9833
8	13	SOME ENCHANTED EVENING—Jay & the Americans, United Artists 919
9	25	YOU'VE GOT YOUR TROUBLES—Fortunes, Press 9773
10	8	I GOT YOU BABE—Sonny & Cher, Atco 6359
11	11	ANNIE FANNY—Kingsmen, Wand 189
12	14	LAUGH AT ME—Sonny, Atco 6369
13	7	ACTION—Freddie Cannon, Warner Bros. 5645
14	16	DO YOU BELIEVE IN MAGIC—Lovin' Spoonful, Kama Sutra 201
15	15	JUST YOU—Sonny & Cher, Atco 6345
16	12	LIKE A ROLLING STONE—Bob Dylan, Columbia 43346
17	17	THE "IN" CROWD—Ramsey Lewis Trio, Argo 5506
18	18	PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
19	24	I'M A HAPPY MAN—Jive Five, United Artists 853
20	35	HEART FULL OF SOUL—Yardbirds, Epic 9823
21	38	KEEP ON DANCING—Gentrys, MGM 13379
22	10	UNCHAINED MELODY—Righteous Brothers, Phillies 129
23	20	CALIFORNIA GIRLS—Beach Boys, Capitol 5464
24	29	RIDE AWAY—Roy Orbison, MGM 13386
25	26	SUMMER NIGHTS—Marianne Faithfull, London 8790
26	19	IT AIN'T ME BABE—Turtles, White Whale 222
27	28	THE SINS OF A FAMILY—P. F. Sloan, Dunhill 4007
28	27	TRACKS OF MY TEARS—Miracles, Tamla 54118
29	34	HEARTACHES BY THE NUMBER—Johnny Tillotson, MGM 13376
30	33	ROUNDBABOUT—Connie Francis, MGM 13389
31	40	HOUSTON—Dean Martin, Reprise 0393
32	37	IT'S GONNA TAKE A MIRACLE—Royalettes, MGM 13366
33	21	NOTHING BUT HEARTACHES—Supremes, Motown 1080
34	22	MY GIRL SLOOPY—Little Caesar & the Consuls, Mala 512
35	39	MOHAIR SAM—Charlie Rich, Smash 1993
36	—	SAD, SAD GIRL—Barbara Mason, Arctic 108
37	—	I NEED YOU—Impressions, ABC-Paramount 10710
38	23	IT'S THE SAME OLD SONG—Four Tops, Motown 1081
39	30	TAKE ME BACK—Little Anthony & the Imperials, DCP 1136
40	—	THE GIRL FROM PEYTON PLACE—Dickey Lee, TCF-Hall 111

CHICAGO

TW	LW	TITLE, Artist, Label & No.
1	3	THE "IN" CROWD—Ramsey Lewis Trio, Argo 5506
2	1	HELP—Beatles, Capitol 5476
3	12	HANG ON SLOOPY—McCoys, Bang 506
4	7	CATCH US IF YOU CAN—Dave Clark Five, Epic 9833
5	2	I GOT YOU BABE—Sonny & Cher, Atco 6359
6	4	LITTLE MISS SAD—Five Empees, Freepart 1001
7	5	HOLD ME, THRILL ME, KISS ME—Mel Carter, Imperial 66113
8	18	IT AIN'T ME BABE—Turtles, White Whale 222
9	23	HEART FULL OF SOUL—Yardbirds, Epic 9823
10	6	LIKE A ROLLING STONE—Bob Dylan, Columbia 43346
11	25	ACTION—Freddie Cannon, Warner Bros. 5645
12	16	YOU WERE ON MY MIND—We Five, A&M 770
13	15	EVE OF DESTRUCTION—Barry McGuire, Dunhill 4009
14	10	SINCE I LOST MY BABY—Temptations, Gordy 7043
15	17	I WANT TO (Do Everything for You)—Joe Tex, Dial 4016
16	13	PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
17	11	TRACKS OF MY TEARS—Miracles, Tamla 54118
18	8	CALIFORNIA GIRLS—Beach Boys, Capitol 5464
19	9	IT'S THE SAME OLD SONG—Four Tops, Motown 1081
20	19	DOWN IN THE BOONDOCKS—Billy Joe Royal, Columbia 43305
21	14	UNCHAINED MELODY—Righteous Brothers, Phillies 129
22	21	IN THE MIDNIGHT HOUR—Wilson Pickett, Atlantic 2289
23	20	(I Can't Get No) SATISFACTION—Rolling Stones, London 9766
24	24	BABY I'M YOURS—Barbara Mason, Arctic 108
25	34	GOT TO FIND A WAY—Harold Burraque, M-Pac 7225
26	28	JUST YOU—Sonny & Cher, Atco 6345
27	29	LAUGH AT ME—Sonny, Atco 6369
28	22	MOON OVER NAPLES—Bert Kaempfert & His Ork., Decca 31812
29	39	I NEED YOU—Impressions, ABC-Paramount 10710
30	35	DRUMS A GO GO—Hollywood Persuaders, Original Sound 50
31	33	NOTHING BUT HEARTACHES—Supremes, Motown 1080
32	27	WE'RE DOING FINE—Dee Dee Warwick, Blue Rock 4027
33	26	I'M A FOOL—Dino, Desi & Billy, Reprise 0367
34	30	TOO HOT TO HOLD—Major Lance, Okeh 7226
35	36	WORLD THROUGH A TEAR—Neil Sedaka, RCA Victor 8637
36	—	SOME ENCHANTED EVENING—Jay & the Americans, United Artists 919
37	—	DO YOU BELIEVE IN MAGIC—Lovin' Spoonful, Kama Sutra 201
38	31	GOOD TIMES—Gene Chandler, Constellation 160
39	37	SUGAR DUMPLING—Sam Cooke, RCA Victor 8631
40	38	YOU'RE GONNA MAKE ME CRY—D. V. Wright, Back Beat 548

NEW ORLEANS

TW	LW	TITLE, Artist, Label & No.
1	1	I GOT YOU BABE—Sonny & Cher, Atco 6359
2	2	PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
3	5	UNCHAINED MELODY—Righteous Brothers, Phillies 129
4	3	LIKE A ROLLING STONE—Bob Dylan, Columbia 43346
5	6	HELP—Beatles, Capitol 5476
6	4	HOLD ME, THRILL ME, KISS ME—Mel Carter, Imperial 66113
7	13	IN THE MIDNIGHT HOUR—Wilson Pickett, Atlantic 2289
8	15	YOU'RE GONNA MAKE ME CRY—D. V. Wright, Back Beat 548
9	12	LET'S DO IT OVER—Joe Simon, Vee Jay 694
10	8	CROSSROADS OF LOVE—Tony & Tyrone, Columbia 43292
11	—	THE "IN" CROWD—Ramsey Lewis Trio, Argo 5506
12	—	IT'S THE SAME OLD SONG—Four Tops, Motown 1081
13	19	AGENT OO-SOUL—Edwin Starr, Ric-Tic 103
14	11	(I Can't Get No) SATISFACTION—Rolling Stones, London 9766
15	22	LAUGH AT ME—Sonny, Atco 6369
16	34	YOU WERE ON MY MIND—We Five, A&M 770
17	23	CALIFORNIA GIRLS—Beach Boys, Capitol 5464
18	38	HANG ON SLOOPY—McCoys, Bang 506
19	30	HOUSTON—Dean Martin, Reprise 0393
20	28	RESPECT—Otis Redding, Volt 128
21	9	NO PITY (In the Naked City)—Jackie Wilson, Brunswick 55280
22	10	SUGAR DUMPLING—Sam Cooke, RCA Victor 8631
23	29	CLEO'S BACK—Jr. Walker & the All Stars, Soul 35013
24	7	NOTHING BUT HEARTACHES—Supremes, Motown 1080
25	—	I WANT TO (Do Everything for You)—Joe Tex, Dial 4016
26	33	ACTION—Freddie Cannon, Warner Bros. 5645
27	—	HEART FULL OF SOUL—Yardbirds, Epic 9823
28	20	ALL I REALLY WANT TO DO—Cher, Imperial 66114
29	—	I'LL MAKE ALL YOUR DREAMS COME TRUE—Ronnie Dove, Diamond 188
30	32	LIAR, LIAR—Castaways, Soma 1433
31	18	SAVE YOUR HEART FOR ME—Gary Lewis & the Playboys, Liberty 55809
32	35	SINCE I LOST MY BABY—Temptations, Gordy 7043
33	—	THESE HANDS (Small But Mighty)—Bobby Bland, Duke 385
34	—	RIDE AWAY—Roy Orbison, MGM 13386
35	—	I'M SO THANKFUL—Ikettes, Modern 1011
36	36	DOWN IN THE BOONDOCKS—Billy Joe Royal, Columbia 43305
37	—	SNAKE AND FINGERPOP—Jr. Walker & the All Stars, Soul 35013
38	—	HOME OF THE BRAVE—Jody Miller, Capitol 5483
39	—	I'M YOURS—Elvis Presley, RCA Victor 8657
40	—	WE GOTTA GET OUT OF THIS PLACE—Animals, MGM 13382

NEW YORK

TW	LW	TITLE, Artist, Label & No.
1	3	I GOT YOU BABE—Sonny & Cher, Atco 6359
2	1	HELP—Beatles, Capitol 5476
3	8	EVE OF DESTRUCTION—Barry McGuire, Dunhill 4009
4	4	LIKE A ROLLING STONE—Bob Dylan, Columbia 43346
5	2	UNCHAINED MELODY—Righteous Brothers, Phillies 129
6	9	THE "IN" CROWD—Ramsey Lewis Trio, Argo 5506
7	7	HANG ON SLOOPY—McCoys, Bang 506
8	14	CATCH US IF YOU CAN—Dave Clark Five, Epic 9833
9	5	CALIFORNIA GIRLS—Beach Boys, Capitol 5464
10	13	TRACKS OF MY TEARS—Miracles, Tamla 54118
11	16	YOU WERE ON MY MIND—We Five, A&M 770
12	19	WE GOTTA GET OUT OF THIS PLACE—Animals, MGM 13382
13	6	IT'S THE SAME OLD SONG—Four Tops, Motown 1081
14	11	BABY I'M YOURS—Barbara Mason, Arctic 108
15	12	TWO DIFFERENT WORLDS—Lenny Welch, Kapp 689
16	27	IT'S GONNA TAKE A MIRACLE—Royalettes, MGM 13366
17	10	NOTHING BUT HEARTACHES—Supremes, Motown 1080
18	21	YOU'VE GOT YOUR TROUBLES—Fortunes, Press 9773
19	25	IT AIN'T ME BABE—Turtles, White Whale 222
20	28	HEART FULL OF SOUL—Yardbirds, Epic 9823
21	18	ONLY THOSE IN LOVE—Baby Washington, Sue 129
22	22	SINCE I LOST MY BABY—Temptations, Gordy 7043
23	32	RESPECT—Otis Redding, Volt 128
24	17	HOLD ME, THRILL ME, KISS ME—Mel Carter, Imperial 66113
25	24	SOME ENCHANTED EVENING—Jay & the Americans, United Artists 919
26	20	IN THE MIDNIGHT HOUR—Wilson Pickett, Atlantic 2289
27	24	I'M A HAPPY MAN—Jive Five, United Artists 853
28	23	(I Can't Get No) SATISFACTION—Rolling Stones, London 9766
29	29	WITH THESE HANDS—Tom Jones, Parrot 9787
30	30	SAD, SAD GIRL—Barbara Mason, Arctic 108
31	15	PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
32	—	LET'S MOVE AND GROOVE (Together)—Johnny Nash, Joda 102
33	39	YOU'RE GONNA MAKE ME CRY—D. V. Wright, Back Beat 548
34	—	TOSSING AND TURNING—Ivy League, Cameo 377
35	—	ACTION—Freddie Cannon, Warner Bros. 5645
36	26	SOUL HEAVEN—Dixie Drifter, Roulette 4641
37	31	SNAKE AND FINGERPOP—Jr. Walker & the All Stars, Soul 35013
38	—	WAY OF LOVE—Kathy Kirby, Parrot 9775
39	38	YOU'RE THE REASON—Gerry & the Pacemakers, Laurie 3313
40	—	YOU CAN'T TAKE IT AWAY—Fred Hughes, Vee Jay 703

PHILADELPHIA

TW	LW	TITLE, Artist, Label & No.
1	1	HELP—Beatles, Capitol 5476
2	7	1-2-3—Len Barry, Decca 31827
3	3	EVE OF DESTRUCTION—Barry McGuire, Dunhill 4009
4	12	LOVER'S CONCERTO—Toys, DynoVoice 209
5	1	IT'S THE SAME OLD SONG—Four Tops, Motown 1081
6	2	THE "IN" CROWD—Ramsey Lewis Trio, Argo 5506
7	6	PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
8	10	HANG ON SLOOPY—McCoys, Bang 506
9	11	YOU WERE ON MY MIND—We Five, A&M 770
10	9	I GOT YOU BABE—Sonny & Cher, Atco 6359
11	8	UNCHAINED MELODY—Righteous Brothers, Phillies 129
12	13	SAD, SAD GIRL—Barbara Mason, Arctic 108
13	4	LIKE A ROLLING STONE—Bob Dylan, Columbia 43346
14	4	NOTHING BUT HEARTACHES—Supremes, Motown 1080
15	28	CATCH US IF YOU CAN—Dave Clark Five, Epic 9833
16	17	THE WAY OF LOVE—Kathy Kirby, Parrot 9775
17	16	FIRST I LOOK AT THE PURSE—CLONTOURS, Gordy 7044
18	—	HUNGRY FOR LOVE—San Remo Golden Strings, Ric-Tic 104
19	21	AGENT OO-SOUL—Edwin Starr, Ric-Tic 103
20	—	SOME ENCHANTED EVENING—Jay & the Americans, United Artists 919
21	19	TRACKS OF MY TEARS—Miracles, Tamla 54118
22	—	DAWN OF CORRECTION—Spokesmen, Decca 31884
23	15	CALIFORNIA GIRLS—Beach Boys, Capitol 5464
24	18	SINCE I LOST MY BABY—Temptations, Gordy 7043
25	31	CLOSE YOUR EYES—Degrees, Swan 4224
26	23	IT AIN'T ME BABE—Turtles, White Whale 222
27	20	I'M A HAPPY MAN—Jive Five, United Artists 853
28	30	YOU'VE GOT YOUR TROUBLES—Fortune, Press 9773
29	27	DOWN BY THE OCEAN—Exceptions, Cameo 378
30	—	HEART FULL OF SOUL—Yardbirds, Epic 9823
31	40	BABY DON'T GO—Sonny & Cher, Reprise 0392
32	32	DANGER HEARTBREAK DEAD AHEAD—Marvelettes, Tamla 54120
33	34	LIAR, LIAR—Castaways, Soma 1433
34	36	JUST YOU—Sonny & Cher, Atco 6345
35	33	SUGAR DUMPLING—Sam Cooke, RCA Victor 8631
36	26	SNAKE AND FINGERPOP—Jr. Walker & the All Stars, Soul 35013
37	37	DO YOU BELIEVE IN MAGIC—Lovin' Spoonful, Kama Sutra 201
38	—	TREAT HER RIGHT—Roy Head, Back Beat 546
39	25	IT'S GONNA TAKE A MIRACLE—Royalettes, MGM 13366
40	24	STORM WARNING—Volcanos, Arctic 106

PITTSBURGH

TW	LW	TITLE, Artist, Label & No.
1	1	EVE OF DESTRUCTION—Barry McGuire, Dunhill 4009
2	3	HELP—Beatles, Capitol 5476
3	4	YOU'RE THE ONE—Vogues, Co & Ce 229
4	2	LIKE A ROLLING STONE—Bob Dylan, Columbia 43346
5	19	YOU WERE ON MY MIND—We Five, A&M 770
6	6	PAPA'S GOT A BRAND NEW BAG—James Brown, King 5999
7	9	THE "IN" CROWD—Ramsey Lewis Trio, Argo 5506
8	13	CATCH US IF YOU CAN—Dave Clark Five, Epic 9833
9	14	HANG ON SLOOPY—McCoys, Bang 506
10	10	UNCHAINED MELODY—Righteous Brothers, Phillies 129
11	10	DOWN IN THE BOONDOCKS—Billy Joe Royal, Columbia 43305
12	7	CALIFORNIA GIRLS—Beach Boys, Capitol 5464
13	24	BABY DON'T GO—Sonny & Cher, Reprise 0392
14	18	ACTION—Freddie Cannon, Warner Bros. 5645
15	8	I GOT YOU BABE—Sonny & Cher, Atco 6359
16	15	SAD, SAD GIRL—Barbara Mason, Arctic 108
17	11	DON'T JUST STAND THERE—Patty Duke, United Artists 875
18	16	TRACKS OF MY TEARS—Miracles, Tamla 54118
19	20	LAUGH AT ME—Sonny, Atco 6369
20	21	YOU'VE GOT YOUR TROUBLES—Fortunes, Press 9773
21	5	IT'S THE SAME OLD SONG—Four Tops, Motown 1081
22	23	IT AIN'T ME BABE—Turtles, White Whale 222
23	—	TREAT HER RIGHT—Roy Head, Back Beat 546
24	32	I'LL MAKE ALL YOUR DREAMS COME TRUE—Ronnie Dove, Diamond 188
25	25	SAVE YOUR HEART FOR ME—Gary Lewis & the Playboys, Liberty 55809
26	31	AGENT OO-SOUL—Edwin Starr, Ric-Tic 103
27	33	WITH THESE HANDS—Tom Jones, Parrot 9787
28	29	I'M A FOOL—Dino, Desi & Billy, Reprise 0367
29	30	I'M YOURS—Elvis Presley, RCA Victor 8657
30	22	IT'S GONNA TAKE A MIRACLE—Royalettes, MGM 13366
31	39	HOUSTON—Dean Martin, Reprise 0393
32	40	RIDE AWAY—Roy Orbison, MGM 13386
33	17	NOTHING BUT HEARTACHES—Supremes, Motown 1080
34	27	SHAKE AND FINGERPOP—Jr. Walker & the All Stars, Soul 35013
35		

CLEVELAND

TW	LW	SONG	ARTIST	RECORD LABEL
1	5	EVE OF DESTRUCTION	Barry McGuire, Dunhill 4009	
2	3	YOU WERE ON MY MIND	We Five, A&M 770	
3	2	HANG ON SLOOPY	McCoys, Bang 506	
4	7	IT AIN'T ME BABE	Turtles, White Whale 222	
5	6	LIKE A ROLLING STONE	Bob Dylan, Columbia 43346	
6	8	ACTION	Freddy Cannon, Warner Bros. 5645	
7	4	UNCHAINED MELODY	Righteous Brothers, Phillies 129	
8	9	LAUGH AT ME	Sonny, Atco 6369	
9	1	HELP	Beatles, Capitol 5476	
10	17	CATCH US IF YOU CAN	Dave Clark Five, Epic 9833	
11	14	HEART FULL OF SOUL	Yardbirds, Epic 9823	
12	13	THE "IN" CROWD	Ramsey Lewis, Argo 5506	
13	10	I GOT YOU BABE	Sonny & Cher, Atco 6359	
14	15	BE FAITHFUL	Twilighters, Bell 624	
15	16	DAWN OF CORRECTION	Spokesmen, Decca 31884	
16	16	AGENT OO-SOUL	Edwin Starr, Ric-Tic 103	
17	17	YOU CAN'T TAKE IT AWAY	Fred Hughes, Vee Jay 703	
18	24	IN THE MIDNIGHT HOUR	Wilson Pickett, Atlantic 2289	
19	34	LET'S MOVE & GROOVE	(Together)-Johnny Nash, Joda 102	
20	11	CALIFORNIA GIRLS	Beach Boys, Capitol 5464	
21	12	DOWN IN THE BOONDOCKS	Billy Joe Royal, Columbia 43305	
22	19	SINCE I LOST MY BABY	Temptations, Gordy 7043	
23	23	TOSSING & TURNING	Ivy League, Cameo 377	
24	24	WE GOTTA GET OUT OF THIS PLACE	Animals, MGM 13382	
25	25	HUNGRY FOR LOVE	San Remo Golden Strings, Ric-Tic 104	
26	38	I'M SO THANKFUL	Ikettes, Modern 1011	
27	20	IF I DIDN'T LOVE YOU	Chuck Jackson, Wand 188	
28	23	HOLD ME, THRILL ME, KISS ME	Mel Carter, Imperial 66113	
29	29	HOW NICE IT IS	Billy Stewart, Chess 1941	
30	36	I LIVE FOR THE SUN	Sunnays, Tower 148	
31	21	PAPA'S GOT A BRAND NEW BAG	James Brown, King 5999	
32	40	GOT TO FIND A WAY	Harold Burrage, M-Pac 7225	
33	18	TRACKS OF MY TEARS	Miracles, Tamla 54118	
34	35	YOU'VE BEEN IN LOVE TOO LONG	Martha & the Vandellas, Gordy 7045	
35	35	3RD MAN THEME	Herb Alpert & the Tijuana Brass, A&M 775	
36	36	THESE HANDS (Small But Mighty)	Bobby Bland, Duke 385	
37	37	NEVER COULD YOU BE	Impressions, ABC-Paramount, 10710	
38	38	WITH THESE HANDS	Tom Jones, Parrot 9787	
39	25	SAVE YOUR HEART FOR ME	Gary Lewis & the Playboys, Liberty 55809	
40	40	I'LL MAKE ALL YOUR DREAMS COME TRUE	Ronnie Dove, Diamond 1188	

DETROIT

TW	LW	SONG	ARTIST	RECORD LABEL
1	2	HUNGRY FOR LOVE	San Remo Golden Strings, Ric-Tic 104	
2	1	EVE OF DESTRUCTION	Barry McGuire, Dunhill 4009	
3	10	LIAR, LIAR	Castaways, Soma 1433	
4	17	TREAT HER RIGHT	Roy Head, Back Beat 546	
5	14	HANG ON SLOOPY	McCoys, Bang 506	
6	6	UNCHAINED MELODY	Righteous Brothers, Phillies 129	
7	7	HELP	Beatles, Capitol 5476	
8	8	IT AIN'T ME BABE	Turtles, White Whale 222	
9	9	IF I DIDN'T LOVE YOU	Chuck Jackson, Wand 188	
10	11	AGENT OO-SOUL	Edwin Starr, Ric-Tic 103	
11	12	YOU WERE ON MY MIND	We Five, A&M 770	
12	13	HOLD ME, THRILL ME, KISS ME	Mel Carter, Imperial 66113	
13	3	LIKE A ROLLING STONE	Bob Dylan, Columbia 43346	
14	15	I WANT TO (Do Everything for You)	Joe Tex, Dial 4016	
15	4	PAPA'S GOT A BRAND NEW BAG	James Brown, King 5999	
16	23	ACTION	Freddy Cannon, Warner Bros. 5645	
17	21	HIGH HEEL SNEAKERS	Stevie Wonder, Tamla 54119	
18	5	FIRST I LOOK AT THE PURSE	Contours, Gordy 7044	
19	19	SHAKE AND FINGERPOP	Jr. Walker & the All Stars, Soul 35013	
20	24	CATCH US IF YOU CAN	Dave Clark Five, Epic 9833	
21	32	THESE HANDS (Small But Mighty)	Bobby Bland, Duke 385	
22	35	YOU'RE THE ONE	Vogues, Co & Ce 229	
23	30	ANNIE FANNY	Kingsmen, Wand 189	
24	28	LAUGH AT ME	Sonny, Atco 6369	
25	16	SUGAR DUMPLING	Sam Cooke, RCA Victor 8631	
26	31	DAWN OF CORRECTION	Spokesmen, Decca 31884	
27	22	MY GIRL SLOOPY	Little Caesar & the Consuls, Mala 512	
28	28	YOU CAN'T TAKE IT AWAY	Fred Hughes, Vee Jay 703	
29	18	SINCE I LOST MY BABY	Temptations, Gordy 7043	
30	20	IT'S THE SAME OLD SONG	Four Tops, Motown 1081	
31	31	RESPECT	Otis Redding, Volt 128	
32	34	3RD MAN THEME	Herb Alpert & the Tijuana Brass, A&M 775	
33	38	HOUSTON	Dean Martin, Reprise 0393	
34	34	IF YOU'VE GOT A HEART	Bobby Goldsboro, United Artists 908	
35	36	AIN'T IT TRUE	Andy Williams, Columbia 43358	
36	29	THE "IN" CROWD	Ramsey Lewis Trio, Argo 5506	
37	37	I'M SO THANKFUL	Ikettes, Modern 1011	
38	1	I GOT YOU BABE	Sonny & Cher, Atco 6359	
39	26	YOU'RE THE REASON	Gerry & the Pacemakers, Laurie 3313	
40	40	BABY DON'T GO	Sonny & Cher, Reprise 0392	

LOS ANGELES

TW	LW	SONG	ARTIST	RECORD LABEL
1	2	EVE OF DESTRUCTION	Barry McGuire, Dunhill 4009	
2	3	HELP	Beatles, Capitol 5476	
3	8	THE "IN" CROWD	Ramsey Lewis Trio, Argo 5506	
4	1	LIKE A ROLLING STONE	Bob Dylan, Columbia 43346	
5	6	IN THE MIDNIGHT HOUR	Wilson Pickett, Atlantic 2289	
6	12	LIAR, LIAR	Castaways, Soma 1433	
7	7	TRACKS OF MY TEARS	Miracles, Tamla 54118	
8	5	YOU WERE ON MY MIND	We Five, A&M 770	
9	16	DO YOU BELIEVE IN MAGIC	Lovin' Spoonful, Kama Sutra 201	
10	4	BABY I'M YOURS	Barbara Lewis, Atlantic 2283	
11	25	TREAT HER RIGHT	Roy Head, Back Beat 546	
12	19	AGENT OO-SOUL	Edwin Starr, Ric-Tic 103	
13	10	LAUGH AT ME	Sonny, Atco 6369	
14	21	HEART FULL OF SOUL	Yardbirds, Epic 9823	
15	24	TAKE ME FOR A LITTLE WHILE	Evie Sands, Blue Cal 118	
16	9	PAPA'S GOT A BRAND NEW BAG	James Brown, King 5999	
17	11	IT'S THE SAME OLD SONG	Four Tops, Motown 1081	
18	28	WE GOTTA GET OUT OF THIS PLACE	Animals, MGM 13382	
19	27	COLOURS	Donovan, Hickory 1324	
20	22	ROSES AND RAINBOWS	Danny Hutton, HBR 447	
21	21	HANG ON SLOOPY	McCoys, Bang 506	
22	22	MOHAIR SAM	Charlie Rich, Smash 1993	
23	31	CATCH US IF YOU CAN	Dave Clark Five, Epic 9833	
24	26	THESE HANDS (Small But Mighty)	Bobby Bland, Duke 385	
25	13	I GOT YOU BABE	Sonny & Cher, Atco 6359	
26	32	YOU'VE GOT YOUR TROUBLES	Fortunes, Press 9773	
27	39	I WANT TO (Do Everything for You)	Joe Tex, Dial 4016	
28	28	RESCUE ME	Fontella Bass, Checker 1120	
29	29	AS I SIT HERE	Whispers, Dore 740	
30	14	NOTHING BUT HEARTACHES	Supremes, Motown 1080	
31	18	UNCHAINED MELODY	Righteous Brothers, Phillies 129	
32	15	IT AIN'T ME BABE	Turtles, White Whale 222	
33	33	UNIVERSAL SOLDIER	Donovan, Hickory 1338	
34	23	CALIFORNIA GIRLS	Beach Boys, Capitol 5464	
35	36	YOU CAN'T TAKE IT AWAY	Fred Hughes, Vee Jay 703	
36	36	YOU'VE BEEN IN LOVE TOO LONG	Martha & the Vandellas, Gordy 7045	
37	17	SUMMER NIGHTS	Marianne Faithfull, London 8790	
38	38	FOR YOUR LOVE	Sam & Bill, Joda 100	
39	33	DOWN IN THE BOONDOCKS	Billy Joe Royal, Columbia 43305	
40	40	DAWN OF CORRECTION	Spokesmen, Decca 31884	

MIAMI

TW	LW	SONG	ARTIST	RECORD LABEL
1	1	HELP	Beatles, Capitol 5476	
2	2	YOU WERE ON MY MIND	We Five, A&M 770	
3	18	HANG ON SLOOPY	McCoys, Bang 506	
4	9	CATCH US IF YOU CAN	Dave Clark Five, Epic 9833	
5	3	LIKE A ROLLING STONE	Bob Dylan, Columbia 43346	
6	5	UNCHAINED MELODY	Righteous Brothers, Phillies 129	
7	6	PAPA'S GOT A BRAND NEW BAG	James Brown, King 5999	
8	7	IT AIN'T ME BABE	Turtles, White Whale 222	
9	4	HOLD ME, THRILL ME, KISS ME	Mel Carter, Imperial 66113	
10	10	THE "IN" CROWD	Ramsey Lewis Trio, Argo 5506	
11	17	EVE OF DESTRUCTION	Barry McGuire, Dunhill 4009	
12	13	ACTION	Freddy Cannon, Warner Bros. 5645	
13	15	YOU'VE GOT YOUR TROUBLES	Fortunes, Press 9773	
14	14	YOU'RE GONNA MAKE ME CRY	O. V. Wright, Back Beat 548	
15	11	CALIFORNIA GIRLS	Beach Boys, Capitol 5464	
16	8	NOTHING BUT HEARTACHES	Supremes, Motown 1080	
17	19	THESE HANDS (Small But Mighty)	Bobby Bland, Duke 385	
18	29	BABY DON'T GO	Sonny & Cher, Reprise 0392	
19	16	SOUL HEAVEN	Dixie Drifter, Roulette 4641	
20	20	WE GOTTA GET OUT OF THIS PLACE	Animals, MGM 13382	
21	21	I GOT YOU BABE	Sonny & Cher, Atco 6359	
22	12	IT'S THE SAME OLD SONG	Four Tops, Motown 1081	
23	23	I WANT TO (Do Everything for You)	Joe Tex, Dial 4016	
24	31	SOME ENCHANTED EVENING	Jay & the Americans, United Artists 919	
25	25	EVERYONE'S GONE TO THE MOON	Jonathan King, Parrot 9774	
26	26	HEART FULL OF SOUL	Yardbirds, Epic 9823	
27	27	IF I DIDN'T LOVE YOU	Chuck Jackson, Wand 188	
28	28	HOUSTON	Dean Martin, Reprise 0393	
29	34	LOOKING THROUGH THE EYES OF LOVE	Gene Pitney, Musicor 1103	
30	39	CLEO'S BACK	Jr. Walker & the All Stars, Soul 35013	
31	20	BABY I'M YOURS	Barbara Lewis, Atlantic 2283	
32	26	SURFER JOE	Surfaris, Dot 16757	
33	28	I NEED YOU	Impressions, ABC-Paramount 10710	
34	24	ALL I REALLY WANT TO DO	Cher, Imperial 66114	
35	25	SUGAR DUMPLING	Sam Cooke, RCA Victor 8631	
36	30	I'M HENRY VIII, I AM	Herman's Hermits, MGM 13367	
37	37	I'M THE MAN DOWN THERE	Jimmy Reed, Vee Jay 702	
38	38	RISE AWAY	Roy Orbison, MGM 13386	
39	39	END OF THE WORLD	Herman's Hermits, MGM 13367	
40	38	I'M A FOOL	Dino, Desi & Billy, Reprise 0367	

SAN FRANCISCO

TW	LW	SONG	ARTIST	RECORD LABEL
1	3	EVE OF DESTRUCTION	Barry McGuire, Dunhill 4009	
2	4	THE "IN" CROWD	Ramsey Lewis Trio, Argo 5506	
3	1	HELP	Beatles, Capitol 5476	
4	6	MY GIRL SLOOPY	Little Caesar & the Consuls, Mala 512	
5	2	LIKE A ROLLING STONE	Bob Dylan, Columbia 43346	
6	8	LIAR, LIAR	Castaways, Soma 1433	
7	17	CATCH US IF YOU CAN	Dave Clark Five, Epic 9833	
8	13	YOU'VE GOT YOUR TROUBLES	Fortunes, Press 9773	
9	5	YOU WERE ON MY MIND	We Five, A&M 770	
10	7	I GOT YOU BABE	Sonny & Cher, Atco 6359	
11	12	IT AIN'T ME BABE	Turtles, White Whale 222	
12	9	UNCHAINED MELODY	Righteous Brothers, Phillies 129	
13	10	PAPA'S GOT A BRAND NEW BAG	James Brown, King 5999	
14	26	LOVER'S CONCERTO	Toys, DynoVoice 209	
15	24	I WANT TO (Do Everything for You)	Joe Tex, Dial 4016	
16	35	TREAT HER RIGHT	Roy Head, Back Beat 546	
17	17	DO YOU BELIEVE IN MAGIC	Lovin' Spoonful, Kama Sutra 201	
18	21	ACTION	Freddy Cannon, Warner Bros. 5645	
19	19	KEEP ON DANCING	Gentry, MGM 13379	
20	22	LAUGH AT ME	Sonny Atco 6369	
21	27	SHAKE AND FINGERPOP	Jr. Walker & the All Stars, Soul 35013	
22	34	FOR YOUR LOVE	Sam & Bill, Joda 100	
23	18	SUMMER NIGHTS	Marianne Faithfull, London 8790	
24	24	HEART FULL OF SOUL	Yardbirds, Epic 9823	
25	25	MOHAIR SAM	Charlie Rich, Smash 1993	
26	11	BABY I'M YOURS	Barbara Lewis, Atlantic 2283	
27	19	HOLD ME, THRILL ME, KISS ME	Mel Carter, Imperial 66113	
28	16	HOUSTON	Dean Martin, Reprise 0393	
29	29	I'M A HAPPY MAN	Jive Five, A&M 770	
30	30	THERE BUT FOR FORTUNE	Joan Baez, Vanguard 35031	
31	25	TRACKS OF MY TEARS	Miracles, Tamla 54118	
32	28	YOU'RE GONNA MAKE ME CRY	O. V. Wright, Back Beat 548	
33	33	WE GOTTA GET OUT OF THIS PLACE	Animals, MGM 13382	
34	34	I LIVE FOR THE SUN	Sunnays, Tower 148	
35	35	LET'S MOVE AND GROOVE	(Together)-Johnny Nash, Joda 102	
36	31	AGENT OO-SOUL	Edwin Starr, Ric-Tic 103	
37	30	FIRST I LOOK AT THE PURSE	Contours, Gordy 7044	
38	32	WITH THESE HANDS	Tom Jones, Parrot 9787	
39	33	SINCE I LOST MY BABY	Temptations, Gordy 7043	
40	40	I STILL LOVE YOU	Vegetables, Autumn 15	

SEATTLE

TW	LW	SONG	ARTIST	RECORD LABEL
1	1	EVE OF DESTRUCTION	Barry McGuire, Dunhill 4009	
2	2	HELP	Beatles, Capitol 5476	
3	13	WE GOTTA GET OUT OF THIS PLACE	Animals, MGM 13382	
4	27	LIAR, LIAR	Castaways, Soma 1433	
5	5	IT AIN'T ME BABE	Turtles, White Whale 222	
6	8	MY GIRL SLOOPY	Little Caesar & the Consuls, Mala 512	
7	7	LITTLE SALLY TEASE	Don & the Good-Times, Dunhill 4008	
8	10	YOU'VE GOT YOUR TROUBLES	Fortunes, Press 9773	
9	9	AGENT OO-SOUL	Edwin Starr, Ric-Tic 103	
10	11	ACTION	Freddy Cannon, Warner Bros. 5645	
11	15	HOUSTON	Dean Martin, Reprise 0393	
12	14	I LIVE FOR THE SUN	Sunnays, Tower 148	
13	6	I GOT YOU BABE	Sonny & Cher, Atco 6359	
14	17	LAUGH AT ME	Sonny, Atco 6369	
15	16	YOU WERE ON MY MIND	We Five, A&M 770	
16	3	LIKE A ROLLING STONE	Bob Dylan, Columbia 43346	
17	33	MOHAIR SAM	Charlie Rich, Smash 1993	
18	4	PAPA'S GOT A BRAND NEW BAG	James Brown, King 5999	
19	19	SHAKE AND FINGERPOP	Jr. Walker & the All Stars, Soul 35013	
20	21	THE "IN" CROWD	Ramsey Lewis Trio, Argo 5506	
21	24	CATCH US IF YOU CAN	Dave Clark Five, Epic 9833	
22	39	DO YOU BELIEVE IN MAGIC	Lovin' Spoonful, Kama Sutra 201	
23	23	EVERYONE'S GONE TO THE MOON	Jonathan King, Parrot 9774	
24	23	ALL I REALLY WANT TO DO	Cher, Imperial 66114	
25	34	HEART FULL OF SOUL	Yardbirds, Epic 9823	
26	18	CALIFORNIA GIRLS	Beach Boys, Capitol 5464	
27	27	GLORIA	Them, Parrot 9727	
28	29	WHO'LL BE THE NEXT IN LINE	Kinks, Reprise 0366	
29	31	N-N-NERVOUS	Ian Whitcomb, Tower 155	
30	28	SUGAR DUMPLING	Sam Cooke, RCA Victor 8631	
31	20	BABY I'M YOURS	Barbara Lewis, Atlantic 2283	
32	30	IN THE MIDNIGHT HOUR	Wilson Pickett, Atlantic 2289	
33	33	RISE AWAY	Roy Orbison, MGM 13386	
34	26	NOTHING BUT HEARTACHES	Supremes, Motown 1080	
35	22	IT'S THE SAME OLD SONG	Four Tops, Motown 1081	
36	36	KANSAS CITY STAR	Roger Miller, Smash 1998	

Barbara With an 'A' Gets 'A' in 'Clear Day'

BOSTON—"On a Clear Day You Can See Forever," a tuneful, happy, but confusing show, has opened the theatrical season at Boston's Colonial Theater but it will doubtless take all of the five-week pre-Broadway run to mold it into acceptable shape. But this Alan Jay Lerner-Burton Lane musical need have few fears as long as it has its star, Barbara Harris. She sings marvelously, clowns delightfully, and even dances creditably. She is without doubt a winner.

From a girl endowed with extrasensory perception who believes she is inferior to her peers, to the characterization of a beauty of 18th Century England, she sings her way gloriously through songs that are hot, cool and sweet. At one time she is the high, piping voiced New York "babe," at others the dignified and poised dream of an elocution teacher. For example, she belts out "What Did I Have That I Don't Have" wonderfully and goes into the quiet ballad, "Tosy and Cosh" beautifully.

There is just no fault in Miss Harris on any level. All the charm needed in a male lead is brought by Louis Jourdan as the psychiatrist who takes Daisy Gamble back through hypno-

tism to her previous life in Olde England and her search for love and happiness. He has the title song, and his appeal overcomes his voice lack. He puts his personality into several other numbers such as "The Normal Thing to Do," "Melinda" and "Mom," a satirical note on psychiatry.

The difficulty arises in the dual character of Miss Harris. When the story goes back to England there is trouble. It wanders through lecherous love affairs, and while the scenery and costumes are dazzling, confusion reigns frequently. This also is true as the book develops a number of sub-plots, as in the case of a whole family of psychiatrists whose overemphasis is needless and tiresome. There are just too many characters about as in the case with Titos Vandos as a Greek millionaire and all sorts of friends on Daisy's rooftop.

But RCA Victor should be happy about its album and there is nothing that can stop "On a Clear Day" from doing well when properly edited. The show's running time at present is three and one-half hours and there is more than enough that is hilarious, charming and tuneful to shave off at least an hour.

CAMERON DEWAR

Jane Morgan Like a Jewel At Hotel Date

NEW YORK — Jane Morgan generated an electric excitement Wednesday night (8) at the opening of a four-week stint at the Plaza Hotel's Persian Room. Her performance, broadcast live by radio station WNEW, featured such dynamic songs as "Downtown," "More," and "The Day the Rains Came." Every song was a polished gem, and the Epic Records star sparkled before the backing of a 17-piece orchestra.

The flavor of her material, while featuring the good music type of sound she's noted for, also carried a steady beat of drums on most numbers, giving them much contemporary appeal. These included up-dated versions of "My Heart Belongs to Daddy" and "Bless Them All." A selection of tunes from the Broadway musical "Fiddler on the Roof" was delivered with verve and feeling.

Her act was well-paced with slow tunes, show tunes, record material and some new songs. WNEW's William B. Williams hosted for radio. Jack Benny introduced Miss Morgan.

CLAUDE HALL

Acuff-Rose Unit Riding TV Waves

NASHVILLE — Acuff-Rose Artists Bureau is hitting the TV circuit in a big way. Seven of its major artists have been set for key TV exposure in the next few weeks.

Leading the video-parade is England's Tom Jones, who is set for his third and fourth appearances on Ed Sullivan's CBS-TV show on Oct. 3 and Dec. 1. In between, he'll do the TV) Nov. 19. Another Britisher, Donovan, has been tentatively booked for a "Hullabaloo" taping in early November. Hickory Records' Sue Thompson already has taped "9th Street West" and "Shivaree" and she's sched-

PEOPLE AND PLACES

Morganna King replaced Dorothy Dandridge at New York's Basin Street East last week. Miss Dandridge died in Hollywood Sept. 8. Miss King will also do Frank Sinatra's "Hollywood Palace" show on ABC-TV on Oct. 16. . . . Johnny Nash, who now records for Joda Records, is in Los Angeles for a series of TV shows and record hops. . . . Sam & Bill, who recorded "For Your Love" on the Joda label, are set for shows in Richmond Sept. 17-18, and will open at Chicago's Music Vox on Sept. 20 for a week's run. . . . Johnny Tillotson has been booked into the Penthouse Club, Milwaukee, for 10 days starting Oct. 11. . . . Producer Erberto Landi will open his 1965-66 concert season on Oct. 2 at New York's Carnegie Hall with three Italian stars; Wilma De Angelis, Sergio Endrigo and Infantino.

The Serendipity Singers are already set for four TV shows this fall: Twice on "Hullabaloo" on Nov. 4 and Dec. 6, the "Dean Martin Show" Oct. 14 and the "Mike Douglas Show" Oct. 4. They'll sing various songs on each guest shot from their latest Philips album, "The Serendipity Singers Sing of Love, Lies and Flying Festoons." . . . Aardvark Records and its subsidiary, Piccolo Records, are now located in the KLM Building at 609 Fifth Ave. . . . Sammy Kaye's band head out on a three-month one-niter tour beginning Sept. 25 at the Cedarbrook Country Club, Blue Bell, Pa. . . . Roulette Records artist Shawn Elliot will film a TV special for the French Government TV on Sept. 17. . . . Singer Martine Dalton, United Artists singer, has just completed a TV commercial for Maidenform Bras. . . . The Animals, MGM artists, return to the U. S. Sept. 13 for a 30-day tour of one-nighters and several TV appearances. . . . Earl Finch, promoter of musical acts, died recently in Honolulu at age 49. . . . Downtown, a new discotheque opens on the site of the legendary Cafe Society Downtown in Greenwich Village on Sept. 15.

Sam the Sham & the Pharaohs, MGM artists, will meet the music business at a cocktail party Sept. 14 at the Waldorf-Astoria. The group has been set for six appearances on Ed Sullivan's CBS-TV show. . . . Frankie Laine set for a one-week stand at the Mardi Gras, Baltimore, starting Nov. 16. . . . Imperial Records' Mel Carter scheduled for a two-weeker at the Slate Bros. Los Angeles, on Sept. 30. . . . Laurindo Almeida, Brazilian guitarist, has been signed as musical director for Gerald Schnitzer Productions. He'll supervise all music scoring for TV commercials being produced at GSP, commercial film-makers on the West Coast. . . . Emil Coleman brings his orchestra into Billy Reed's Little Club on Sept. 15. . . . Clara Ward and Her Singers at the Copacabana Lounge for the next four weeks. . . . Peter & Gordon, Capitol Records artists, wound up a 67-day tour with the "Dick Clark Summer Caravan of Stars."

MIKE GROSS

Chris Connor Charms Phone Booth Patrons

NEW YORK—Chris Connor, Atlantic Records artist, turned in a relaxed, subdued and pleasing performance at her Phone Booth opening here Monday night (30).

Miss Connor, who sings in the jazz idiom, drew heavily on showtune and film score material with "Show Me" from "My Fair Lady," "Taste of Honey," the "Sandpiper" theme, "Hard Day's Night," "No Strings" and "Who Can I Turn To" from "Roar of the Greasepaint."

Her throaty voice and sophisticated stylings won favor with the patrons, particularly with "All or Nothing at All." And Miss Connor turned in an effective and torchy version of "Ten Cents a Dance."

While Miss Connor isn't the type artist who sends the fans into a frenzy, she does command audience attention at all times. She has a durable quality, and she manages to gather steam during the course of the performance, with the audience warming with each successive number.

AARON STERNFIELD

Signings

United Artists Records added Don Adams to its roster. Adams is the star of the new NBC-TV series, "Get Smart!" His first LP is scheduled for release in January. . . . Bobby Sherman, star of ABC-TV's "Shindig," is now on the Parkway label. His first release is "Goody Galum-Shus Fabulo Scrum-Shus," written and produced by Wes Farrell.

MUSICAL THEATRE LOG (1965-'66 SEASON)

SHOW	CAST	PRODUCER	DIRECTOR	SCORE	PUBLISHER	ORIGINAL CAST ALBUM	BROADWAY OPENING
PICKWICK	Harry Secombe	David Merrick	Peter Coe	Leslie Bricusse & Cyril Ornadel	Chappell	Philips	Oct. 4 at 46th St.
DRAT! THE CAT!	Elliot Gould-Leslie Ann Warren	Jerry Adler & Norman Rosemont	Joe Layton	Ira Levin & Milton Schaefer	E. H. Morris	Columbia	Oct. 10 at Beck
ON A CLEAR DAY YOU CAN SEE FOREVER	Louis Jourdan-Barbara Harris	Alan Jay Lerner & Rogo Productions	Robert Lewis	Alan Jay Lerner & Burton Lane	Chappell	Victor	Oct. 16 at Hellinger
HOT SEPTEMBER	Eddie Bracken-Sean Garrison-Kathryn Hays	Leland Hayward & David Merrick	Joshua Logan	Kenneth Jacobson & Rhoda Roberts	Tommy Valando	Victor	Oct. 20 at Alvin
SKY-SCRAPER	Julie Harris-Victor Spinetti	Cy Feuer & Ernest H. Martin	Cy Feuer	Sammy Cahn & Jimmy Van Heusen	Music Publishers Holding Corp.	Capitol	Oct. 23 at Lunt-Fontanne
ANYA	George London-Constance Towers-Irra Petina	Fred Fehlbauer	George Abbott	George Forrest & Robert Wright	Frank Music	Not Yet Set	Nov. 20 at Ziegfeld
LA GROSSE VALISE	Yvonne Constant	Joseph Kipness & Arthur Lesser	Robert Dery	Gerard Calvi & Harold Rome	Chappell	Mercury	Nov. 30 at 54th St.
THE YEARLING	David Wayne-Carmen Mathews	Lore Noto	Lloyd Richards	Herbert E. Martin & Michael Leonard	E. H. Morris	Mercury	Dec. 9 (theater not set)
SWEET CHARITY	Gwen Verdon	Freyer, Carr & Harris	Bob Fosse	Cy Coleman & Dorothy Fields	Cy Coleman	Not Yet Set	Jan. 25 at Palace

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GLOSSY PHOTOS

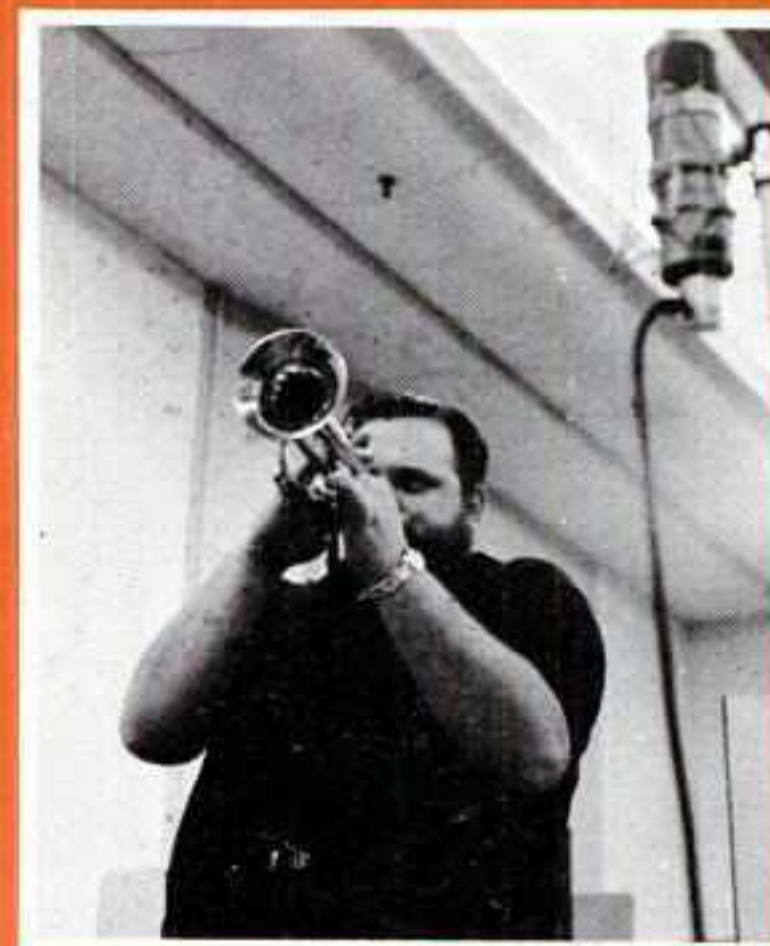
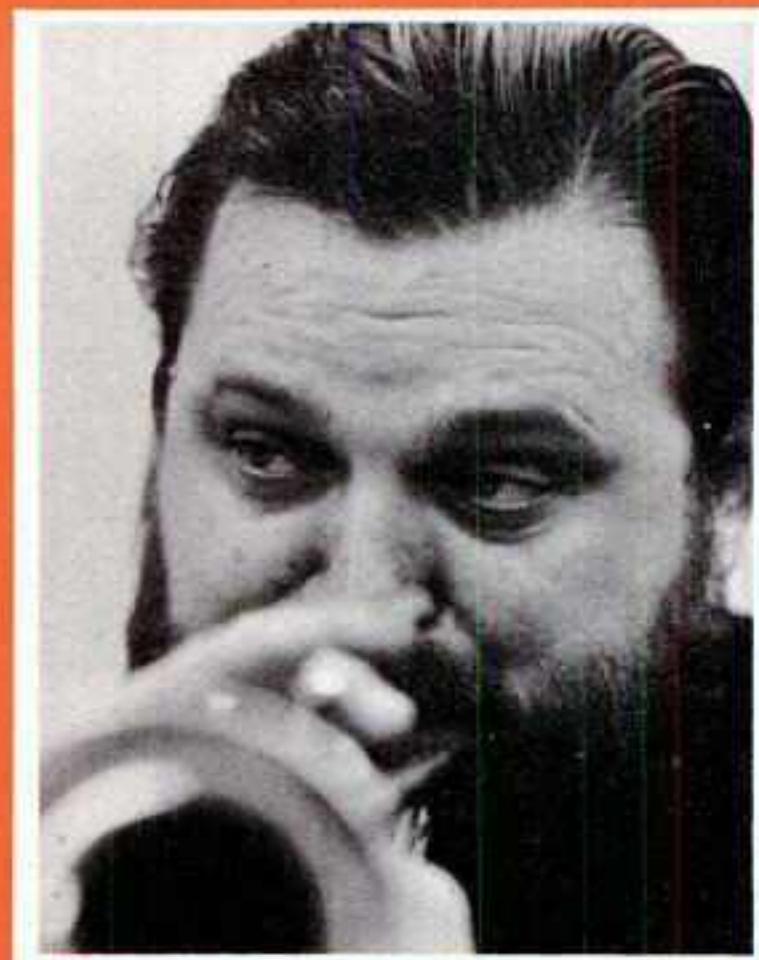
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THE AMERICAN RED CROSS



AL HIRT
M **ARTIST** **A**
AL HIRT
M **OF THE** **A**
AL HIRT
M **YEAR** **A**
1964

PERSONAL MANAGEMENT: GERARD W. PURCELL ASSOCIATES LTD. NEW YORK — HOLLYWOOD

*Many Thanks
 and Best Wishes for
 continued success
 Al Hirt*

EXCLUSIVELY: RCA VICTOR RECORDS



SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 131—Last Week, 166

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

POP SPOTLIGHTS

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

BOB DYLAN—POSITIVELY 4TH STREET (Witmark, ASCAP)—On the heels of his ebbing "Like a Rolling Stone" comes more powerhouse off-beat, commercial Dylan material aimed at the top of the charts. Flip: "From a Buick 6" (Witmark, ASCAP). **Columbia 43389**

GARY LEWIS AND THE PLAYBOYS—EVERYBODY LOVES A CLOWN (Viva, BMI)—Happy, slow rhythm dance number serves as a hot follow-up to "Save Your Heart for Me." Flip: "Time Stands Still" (Viva, BMI). **Liberty 55818**

JACKIE DE SHANNON—A LIFETIME OF LONELINESS (Blue Seas-Jac, ASCAP)—Dramatic, moving Bacharach-David ballad will top the success of her "What the World Needs Is Love." Outstanding vocal production. Flip: "Don't Turn Your Back On Me!" (Metric, BMI). **Imperial 66132**

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

MIKE CLIFFORD—BEFORE I LOVED HER (Screen Gems-Columbia, BMI)—Intriguing Mann-Weil teen ballad serves as a dramatic Cameo debut for the smooth soft-sell vocalist. Powerhouse production work. Flip: "Shirl Girl" (T. M.-Old Lyne, BMI). **Cameo 381**

OTHERS—I CAN'T STAND THIS LOVE, GOODBYE (Eden, BMI)—Fast paced rouser with British overtones rocks from start to finish with Hitsville written all over it. Wailing vocal performance and solid dance backing. Flip: "Until I Heard It From You" (Eden, BMI). **RCA Victor 8669**

***DANNY HARRISON—MY TENNESSEE BABY** (South Mountain, BMI)—Country-flavored ballad with easy rhythm backing by vocal group in strong support of a warm vocal solo. Has the commercial appeal to hit in both the pop and country markets. Flip: "Slippin' Through My Fingers" (April, ASCAP). **Coral 62464**

***JACK JONES—JUST YESTERDAY** (Ruxton, ASCAP)—Powerfully written and arranged ballad production that should spiral Jones up the charts. Strong vocal performance with driving string Don Costa background. Flip: "The True Picture" (Camelback Mountain, ASCAP). **Kapp 699**

***AL MARTINO—FORGIVE ME** (Advanced, ASCAP) All the earmarks of a class-commercial ballad smash. Sing-a-long production and top Martino vocal performance should prove a winner. A bow to producer Tom Morgan. Flip: "What Now, My Love" (Remick, ASCAP). **Capitol 5506**

***BARBRA STREISAND—HE TOUCHED ME** (Morris, ASCAP)—From the score of the forthcoming Broadway musical, "Dra! the Cat!" this beautiful ballad performance by Miss Streisand has the potency and potential of her "People." Strong backing by the Don Costa orchestra. Flip: "I Like Him" (Morris, ASCAP). **Columbia 43403**

***BOBBI MARTIN—AUF WIEDERSEHEN, GOOD BYE** (Witmark, ASCAP) — THERE ARE NO RULES (Teeger, ASCAP)—Change-of-pace material for the country-flavored gal is this exciting rock-country number with solid dance beat. Flip side is in the rich, warm vein of her recent ballad hits. Two strong sides from producer Henry Jerome. **Coral 62466**

***RAY CHARLES—THE CINCINNATI KID** (Hastings, BMI)—Pulsating and unusual rhythm performance from Charles, who sings this over the titles of the forthcoming Steve McQueen-starring MGM film. This powerful entry can't miss climbing the charts, and fast. Flip: "That's All I Am to You" (January, BMI). **ABC-Paramount 10720**

WAYNE FONTANA & THE MINDBENDERS—SHE NEEDS LOVE (Camelback Mountain, ASCAP)—Much-awaited and hot rhythm follow-up to their past hit, "It's Just a Little Bit Too Late." This rocker will find no trouble finding its way up the charts. Flip: "Like I Did." (Kennedy Street, BMI). **Fontana 1524**

4 SEASONS—LET'S HANG ON! (Saturday & Seasons Four, BMI)—Hard-driving dance rhythm from the pen of Bob Crewe serves as a powerhouse follow-up to "Girl Come Running." Flip: "On Broadway Tonight" (On Broadway Tonight, ASCAP). **Philips 40317**

CHART Spotlights—Predicted to reach the HOT 100 Chart

UNIT FOUR PLUS TWO—Hark (Melody Trails, BMI). **LONDON 9790**
THE SIR DOUGLAS QUINTET—In Time (Cajun, BMI). **TRIBE 8312**
THE BROTHERS FOUR—Try to Remember (Chappell, ASCAP). **COLUMBIA 43404**
THE REFLECTIONS—Girl in the Candy Store (Myto, BMI). **GOLDEN WORLD 29**
TIMI YURO—Teardrops 'Till Dawn (4 Star Sales, BMI). **MERCURY 72478**
LOU RAWLS—What'll I Do (Berlin, ASCAP). **CAPITOL 5505**
JANE MORGAN—Till I Waltz Again With You (Hill & Range, BMI). **EPIC 9847**
JIMMY ROSELLI—A Rage to Live (United Artists, ASCAP). **UNITED ARTISTS 928**

ADAM WADE—Garden of Eden (Republic, BMI). **EPIC 9840**
GEORGE MAHARIS—Queen Sabe? (Taylor, ASCAP). **EPIC 9844**
FATS DOMINO—What's That You Got (Cuculu-Neil), (BMI). **MERCURY 72485**
VINCE GUARALDI AND CHORUS—Theme to Grace (Felfar, BMI). **FANTASY 606**
PENNY AND THE SECRETS—Land of Love (Precedent, Dresden, BMI). **LAURIE 14**
THE THREE OF US—I've Been Lonesome Too (Kiki, BMI). **KAPP 705**
DEL SATINS—Relief (Bright Tunes, BMI). **B. T. PUPPY 514**
VERN McENTIRE—The Good With the Bad (Chappell, ASCAP). **LIBERTY 55826**
HOLLYWOOD ARGYLES—Long Hair, Unsquare Dude Called Jack (Kavelin, BMI). **CHATTANOOCHE 691**

COUNTRY SPOTLIGHTS

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

DON GIBSON—WATCH WHERE YOU'RE GOING (Acuff-Rose, BMI)—With his current hit "Again" starting to slip, this well-written rhythm piece will have no trouble moving rapidly up the country chart. Has pop appeal as well. Flip: "There's a Big Wheel" (Acuff-Rose, BMI). **RCA Victor 8678**

DICK CURLESS—TATER RAISIN' MAN (Aroostook, BMI)—An outstanding piece of catchy rhythm material and top Curless vocal will prove to be his third hit in a row. A winner! Flip: "The Friend Who Makes It Four" (Aroostook, BMI). **Tower 161**

ROY ACUFF—TENNESSEE CENTRAL (NUMBER 9) (Milene, ASCAP)—This exciting rhythm train material from the pen of Beasley Smith serves as a powerful Acuff follow-up to "Freight Train Blues." Flip: "I'm Planting a Rose" (Acuff-Rose, BMI). **Hickory 1331**

HANK WILLIAMS JR.—YOU'RE RUININ' MY LIFE (Acuff-Rose, BMI)—John Loudermilk's bluesy rhythm material fits the Williams Jr. sound and style like a glove. Pulsating rhythm has strong appeal for the pop market as well as the country field. Flip: "Pecos Jail" (Big D Ly-Rann, BMI). **MGM 13392**

REM WALL—GOOD MORNING HEARTACHE (Sea Shell, BMI)—MISSING (Blackwood, BMI)—Producers Don Law and Frank Jones have themselves a top-of-the-hit-chart performer in Rem Wall. His first-rate vocal captures all the rhythm and lyric content in this well-written material. Flip has the ballad appeal and potential of a country standard. Two strong sides for modern country. **Columbia 43371**

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

JUSTIN TUBB & LORENE MANN—Hurry, Mr. Peters (Screen Gems-Columbia, BMI). **RCA VICTOR 8659**
JERRY GUTHRIE—It's a Shame (Glaco, BMI). **DECCA 31842**

R&B SPOTLIGHTS

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

WALTER JACKSON—I'LL KEEP ON TRYING (Jalynne, BMI)—Another top-of-the-chart contender for Jackson is this wailing, soulful blues number. Powerful support from rocking big band of Riley Hampton. Flip: "Where Have All the Flowers Gone" (Fall River, BMI). **Okeh 7229**

LEE DORSEY—WORK, WORK, WORK (Jarb, BMI)—Hot on the heels of his smash "Ride Your Pony," Dorsey has a powerhouse follow-up in this easy-go rhythm number with good lyric. Much pop appeal. Flip: "You Can Hear Me" (Marsaint, BMI). **Amy 939**

GENE CHANDLER—HERE COME THE TEARS (Dakar, BMI)—Soulful, wailing vocal performance on strong blues ballad. Material serves as a hot chart winner following in the footsteps of his "Nothing Can Stop Me." Flip: "Soul Hootenanny, Pt. 2" (Aba, BMI). **Constellation 164**

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

OTIS LEAVILL—A Reason to Be Lonely (Jalynne, BMI). **BLUE ROCK 4021**
GLORIA PARKER—If You've Ever Loved Someone (Eden, BMI). **LLP 104**
B. B. CARTER—Cool It Baby (Prompt, BMI). **KRIS 107**

JIMMY INTERVAL—Scout (Intervalley, BMI). (Vocal) **BOMAR 5003**
SCOTT MCKENZIE—There Stands the Glass (Hill & Range, BMI). **CAPITOL 5500**
THE SHADOWS—Don't Make My Baby Blue (Screen Gems-Columbia, BMI). **EPIC 9848**
ROGER JOYCE—No One But the Lonely (South Mountain, BMI). **DCP 1148**
THE WORLD OF MILAN—Luv-a-Luva (Pamco-Altegit, BMI). **ABC-PARAMOUNT 10718**
ARLIN HARMON—Out of the Picture (Screen Gems-Columbia, BMI). **LIBERTY 55827**
TOMMY OVERSTREET—Little Bit of Devil (Forrest Hills, BMI). **DUNHILL 4011**
GINO TONETTI—You Are Mine (Phillips, ASCAP). **CORAL 62465**
ROCKIN' BERRIES—You're My Girl (Screen Gems-Columbia, BMI). **REPRISE 0400**
CHARLES DICKENS—That's the Way Love Goes (Burbank, ASCAP). **WARNER BROS. 5657**
JIMMY WESTERFIELD—Another Time (Another Place) (Englewood, BMI). **PALOMAR 2211**
RICHIE KAYE—Here Comes Uncle Sam (Greenleaf, BMI). **ABC-PARAMOUNT 10728**
RUGBYS—James is the Name (Picturetone, BMI). **SMASH 1997**
EAGLES—Ballad to a Lady (Buckhorn, BMI). **WARNER BROS. 5654**
MOON RAKERS—You'll Come Back (R & E, BMI). **TOWER 157**
BRUCE ROWLAND—The Moody Sea (Jaspar-Eastwick, BMI). **MARVEL 1061**
RICHARD ANTHONY—I Don't Know What to Do (-). **V.I.P. 25022**

JOE TEX

Has his biggest
record yet!

ONE MONKEY
DON'T STOP
NO SHOW

A WOMAN
CAN CHANGE
A MAN

YOU GOT
WHAT IT TAKES/
YOU BETTER GET
IT

HOLD WHAT
YOU GOT

I WANT TO
(DO EVERYTHING
FOR YOU)
JOE TEX



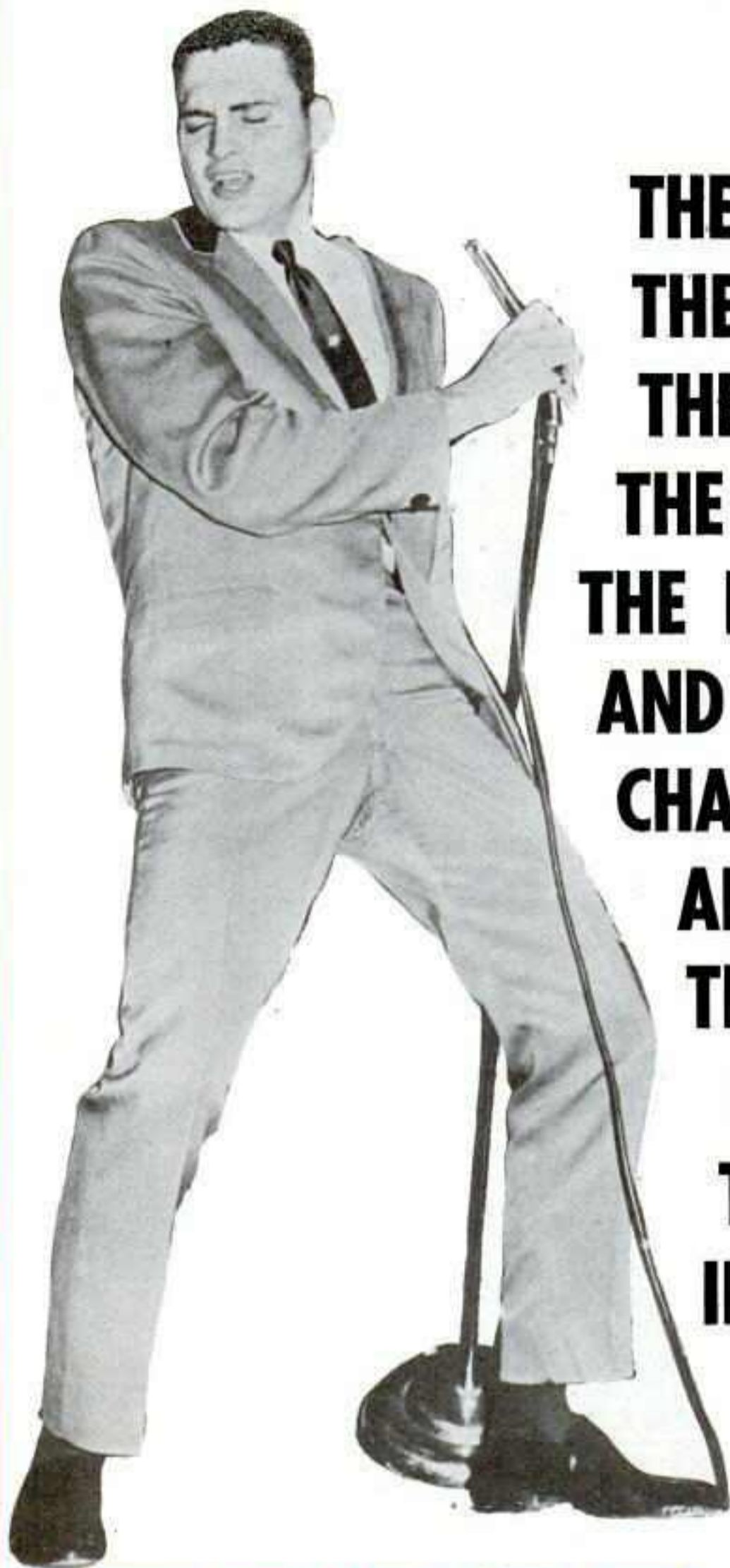
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THE DJ's...
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 AND THE
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 ARE MAKING IT
 THE NEXT
 NO. 1
 TOP R & B
 IN THE NATION...

TREAT HER RIGHT

by the new singing sensation

ROY HEAD

BACK BEAT 546

watch for his TV appearances in Ninth Street West; Lloyd Thaxton Show; Where The Action Is and Shebang.

DUKE & PEACOCK RECORDS

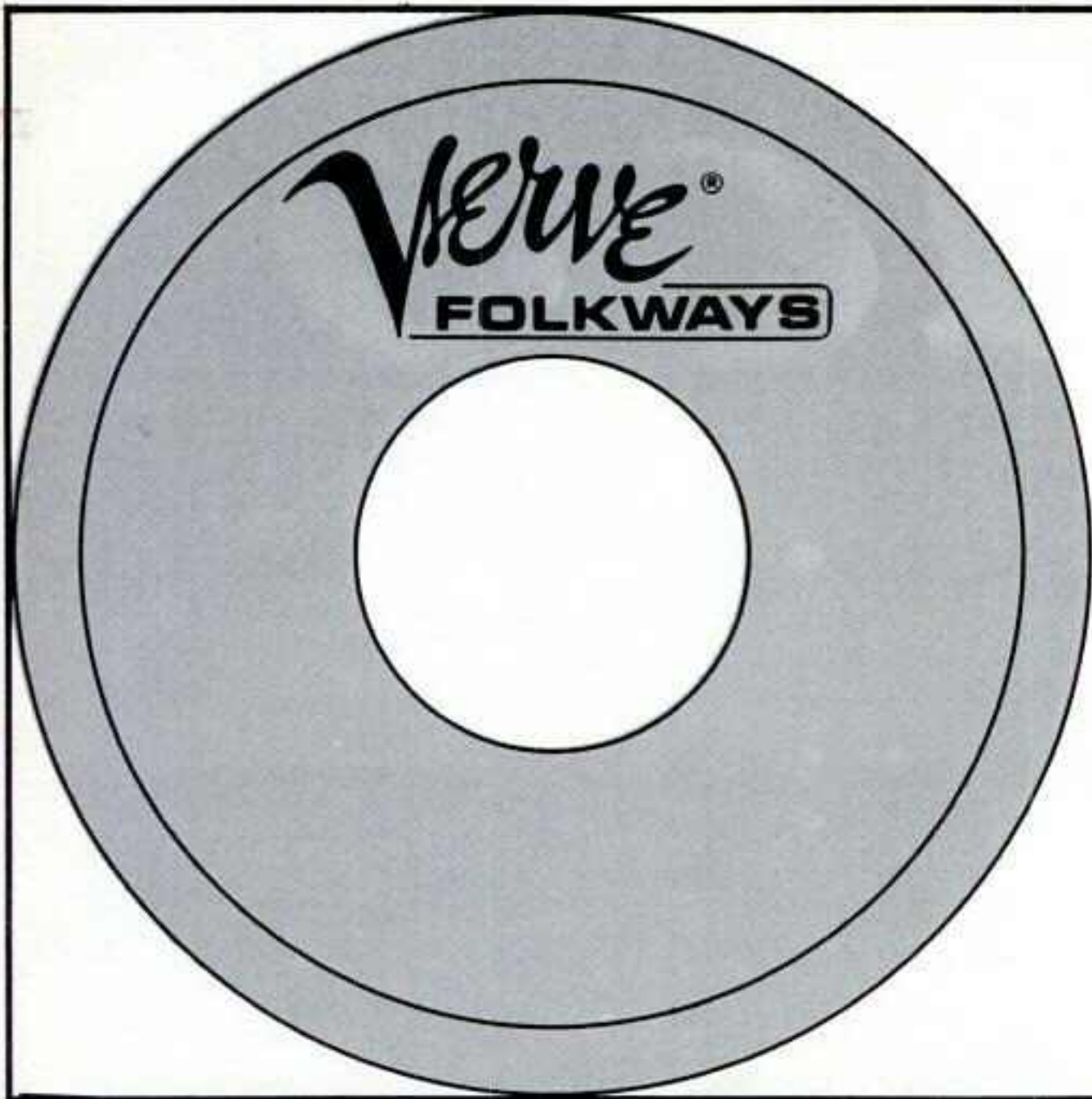
2809 ERASTUS, HOUSTON, TEXAS

Billboard TOP 40

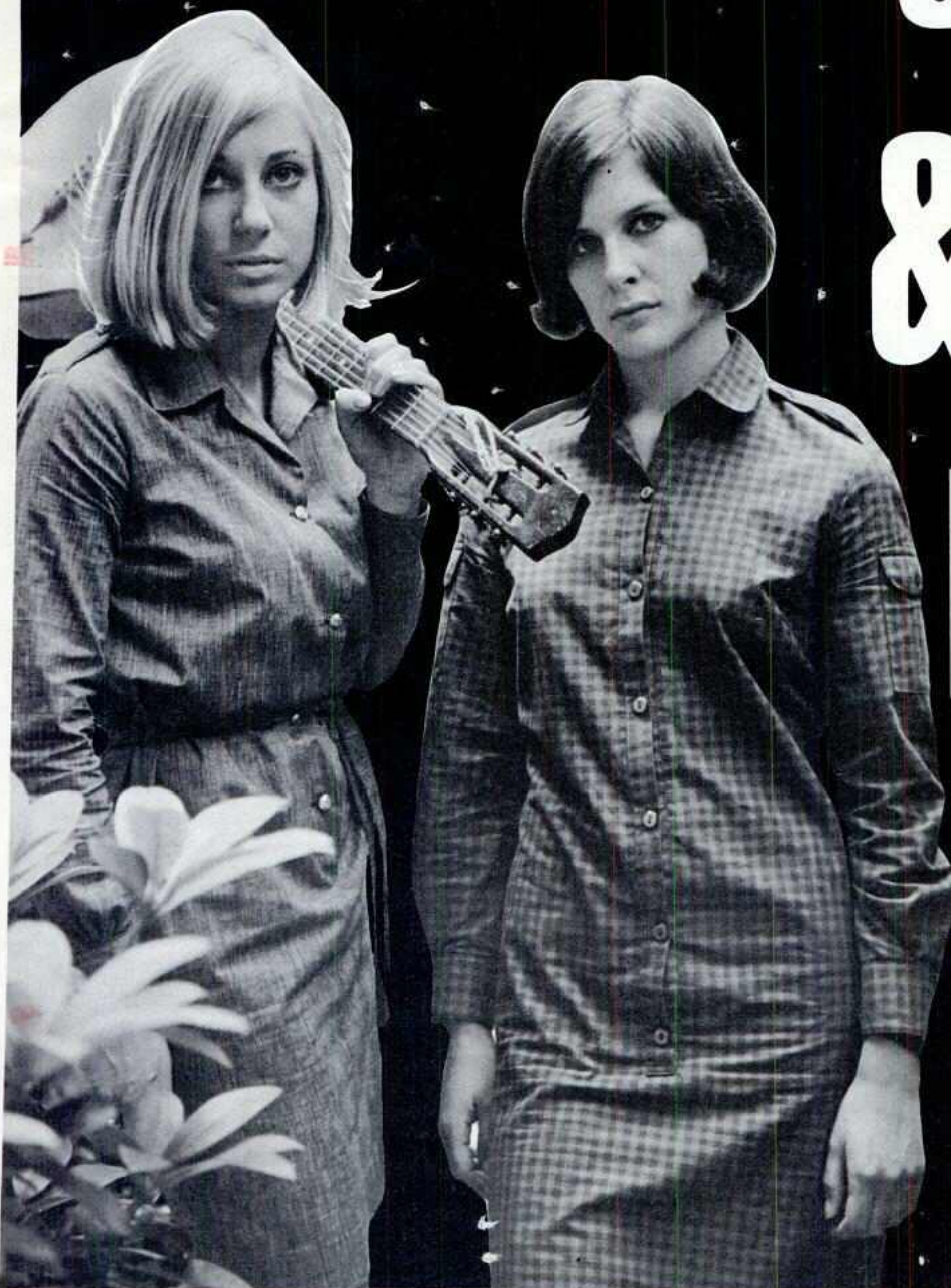
EASY LISTENING

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	Wks. Ago			TITLE	Artist, Label & Number	Wks. On Chart
	1	2	3			
1	1	1	2	YOU WERE ON MY MIND	We Five, AAM 770	12
2	3	4	4	HOUSTON	Dean Martin, Reprise 0393	7
3	5	7	17	I'LL MAKE ALL YOUR DREAMS COME TRUE	Ronnie Dove, Diamond 188	4
4	4	9	25	SUMMER NIGHTS	Marianne Faithfull, London 8790	4
5	7	13	28	WITH THESE HANDS	Tom Jones, Parrot 9787	4
6	6	6	7	MOONLIGHT AND ROSES	Vic Dana, Dolton 309	7
7	8	12	26	I'M YOURS	Elvis Presley, RCA Victor 8657	4
8	9	10	10	TWO DIFFERENT WORLDS	Lenny Welch, Kapp 689	6
9	2	2	1	HOLD ME, THRILL ME, KISS ME	Mel Carter, Imperial 66113	14
10	13	14	30	HEARTACHES BY THE NUMBER	Johnny Tillotson, MGM 13376	4
11	11	16	16	YOU CAN'T BE TRUE, DEAR	Patti Page, Columbia 43343	6
12	19	24	—	3rd MAN THEME	Herb Alpert & the Tijuana Brass, AAM 775	3
13	10	11	11	IS IT REALLY OVER?	Jim Reeves, RCA Victor 8625	6
14	18	22	—	THE GIRL FROM PEYTON PLACE	Dickey Lee, TCF-Hall 111	3
15	17	19	37	ROUNDAABOUT	Connie Francis, MGM 13389	4
16	12	5	5	YOU'D BETTER COME HOME	Petula Clark, Warner Bros. 5643	11
17	14	8	6	MOON OVER NAPLES	Bert Kaempfert & His Ork, Decca 31812	12
18	20	25	—	WHEN SOMEBODY LOVES YOU	Frank Sinatra, Reprise 0398	3
19	15	15	27	SIMPLE GIMPEL	Horst Jankowski, Mercury 72465	6
20	28	—	—	TASTE OF HONEY	Herb Alpert & the Tijuana Brass, AAM 775	2
21	21	23	34	THE SILENCE	Al Hirt, RCA Victor 8653	5
22	24	26	33	MILLIONS OF ROSES	Steve Lawrence, Columbia 43362	5
23	26	27	38	WAY OF LOVE	Kathy Kirby, Parrot 9775	4
24	32	—	—	HUNGRY FOR LOVE	San Remo Golden Strings, Ric-Tic 104	2
25	22	18	9	SUMMER WIND	Wayne Newton, Capitol 5470	8
26	25	20	29	SUMMER WIND	Roger Williams and the Harry Simons Chorale and Ork, Kapp 55	6
27	16	3	3	SAVE YOUR HEART FOR ME	Gary Lewis & the Playboys, Liberty 55809	8
28	—	—	—	KANSAS CITY STAR	Roger Miller, Smash 1998	1
29	36	—	—	HAPPINESS IS	Ray Conniff & the Singers, Columbia 43352	2
30	39	—	—	WANDERLUST	Nat King Cole, Capitol 5486	2
31	29	29	21	I DON'T WANT TO LIVE (Without Your Love)	Bobbi Martin, Coral 62457	8
32	27	21	22	THE SWEETHEART TREE	Johnny Mathis, Mercury 72464	9
33	31	28	23	THE SWEETHEART TREE	Henry Mancini, His Ork & Chorus, RCA Victor 8624	10
34	—	—	—	MY LOVE FORGIVE ME	Ray Charles Singers, Command 4073	1
35	35	31	31	I CAN'T BEGIN TO TELL YOU	Buddy Greco, Epic 9817	6
36	—	—	—	COME BACK TO ME, MY LOVE	Robert Goulet, Columbia 43394	1
37	—	—	—	LIFE	Joe Loehy, Tower 198	1
38	38	35	19	WHERE WERE YOU WHEN I NEEDED YOU	Jerry Vale, Columbia 43337	8
39	30	32	35	WHERE DOES THAT LEAVE ME	Nancy Wilson, Capitol 5453	5
40	—	—	—	SECRETLY	Lettermen, Capitol 5499	1



The First Big Verve/Folkways Single



JENNIFER LEWIS & ANGELA STRANGE BRING IT TO ME

KF 5001

A CEE CEE PRODUCTION



Verve Folkways Records is distributed by
MGM Records, a division of Metro-Goldwyn-Mayer, Inc.

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: Rank, Weeks on Chart, Title, Artist, Label & Number. Includes songs like 'HELP', 'EYE OF DESTRUCTION', 'LIKE A ROLLING STONE'.

Table with columns: Rank, Weeks on Chart, Title, Artist, Label & Number. Includes songs like 'WHO'LL BE THE NEXT IN LINE', 'RIDE AWAY', 'YOU'VE BEEN IN LOVE TOO LONG'.

Table with columns: Rank, Weeks on Chart, Title, Artist, Label & Number. Includes songs like 'I WANT TO (Do Everything for You)', 'MY TOWN, MY GUY AND ME', 'THE 3rd MAN THEME'.

HOT 100—A TO Z (Publisher-Licensee)

Table listing songs and their publisher/licensee information, such as 'Action (Screen Gems-Columbia, BMI)'.

Table listing songs and their publisher/licensee information, such as 'I Got You Babe (Five-West-Cottillon, BMI)'.

Table listing songs and their publisher/licensee information, such as 'Nothing But Heartaches (Jobete, BMI)'.

BUBBLING UNDER THE HOT 100

Table listing songs that are bubbling under the Hot 100, such as 'A TASTE OF HONEY', 'YOU CAN'T TAKE IT AWAY'.



Welcome "home" MONTY



The best of luck on your 1965 American Tour

Date	City	Date	City	Date	City	Date	City	Date	City	Date	City
Sat., Sept. 18	Poughkeepsie, N.Y.	Fri., Oct. 1	Boston, Mass.	Thurs., Oct. 14	Danville, Ill.	Tues., Oct. 26	Great Bend, Kans.	Mon., Nov. 8	Clemson, S.C.	Sat., Nov. 20	Villanova, Pa.
Sun., Sept. 19	Johnson City, N.Y.	Sat., Oct. 2	Troy, N.Y.	Fri., Oct. 15	Fairfield, Ia.	Wed., Oct. 27	Liberal, Kans.	Tues., Nov. 9	Augusta, Ga.	Sun. Nov., 21	Wash., D.C.
Mon., Sept. 20	Providence, R.I.	Sun., Oct. 3	Buffalo, N.Y.	Sat., Oct. 16	Harvey, Ill.	Thurs., Oct. 28	Topeka, Kans.	Wed. Nov. 10	Columbia, N.C.	Mon., Nov. 22	Reading, Pa.
Tues., Sept. 21	Fall River, Mass.	Mon., Oct. 4	Rochester, N.Y.	Sun., Oct. 17	Chicago, Ill.	Fri., Oct. 29	Kansas City, Kans.	Thurs., Nov. 11	Gastonia, S.C.	Tues., Nov. 23	Allentown, Pa.
Wed., Sept. 22	Concord, N.H.	Wed., Oct. 6	Pittsburgh, Pa.	Tues., Oct. 19	Davenport, Ia.	Sun., Oct. 31	St. Louis, Mo.	Fri., Nov. 12	Charlotte, N.C.	Wed., Nov. 24	Philadelphia, Pa.
Thurs., Sept. 23	Worcester, Mass.	Thurs., Oct. 7	Youngstown, O.	Wed., Oct. 20	Dubuque, Ia.	Mon., Nov. 1	Champaign, Ky.	Sat., Nov. 13	Greensboro, N.C.	Fri., Nov. 26	Altoona, Pa.
Fri., Sept. 24	Hartford, Conn.	Fri., Oct. 8	Cleveland, O.	Thurs., Oct. 21	Minneapolis, Minn.	Tues., Nov. 2	Paducah, Ky.	Mon., Nov. 15	Wilson, N.C.	Sat., Nov. 27	White Plains, N.Y.
Sat., Sept. 25	Stratford, Conn.	Sat., Oct. 9	Detroit, Mich.	Fri., Oct. 22	St. Cloud, Minn.	Thurs., Nov. 4	Memphis, Tenn.	Tues., Nov. 16	Roanoke, Va.	Sun., Nov. 23	New York, N.Y.
Mon., Sept. 27	Utica, N.Y.	Mon., Oct. 11	E. Lansing, Mich.	Sat., Oct. 23	Montevideo, Minn.	Fri., Nov. 5	Chattanooga, Tenn.	Wed., Nov. 17	Richmond, Va.		
Tues., Sept. 28	Manchester, N.H.	Tues., Oct. 12	E. Lansing, Mich.	Sun., Oct. 24	Columbus, Neb.	Sat., Nov. 6	Birmingham, Ala.	Thurs., Nov. 18	Lancaster, Pa.		
Wed., Sept. 29	Lowell, Mass.	Wed., Oct. 13	Anderson, Ind.	Mon., Oct. 25	Grand Island, Neb.	Sun., Nov. 7	Atlanta, Ga.	Fri., Nov. 19	Baltimore, Md.		



HIS LATEST LP... MANTOVANI OLÉ

Jealousy; Mexican Hat Dance; Tico-Tico; Valencia; Spanish Gypsy Dance; Perhaps, Perhaps, Perhaps; Ay-Ay-Ay; Adios; The Green Cockatoo; Piccolo Bolero; El Relicario; Carmen Fantasy.

Stereo PS 422 / Mono LL 3422

OTHER TOP SELLING MANTOVANI LP'S



THE MANTOVANI SOUND
Big Hits from Broadway & Hollywood
Dear Heart; People; Charade; Fiddler On The Roof; Who Can I Turn To; Hello Dolly; What Kind Of Fool Am I? As Long As He Needs Me; 4 more.
Stereo PS 419 Mono LL 3419

STRAUSS WALTZES
Blue Danube; Roses From The South; Village Swallows; Wine, Women And Song; Tales From The Vienna Woods; Morgenblätter; 6 others.
Stereo PS 118 Mono LL 685

SONG HITS FROM IRELAND
If I Loved You; Wunderbar; I've Never Been In Love Before; Hello Young Lovers; Stranger In Paradise; C'est Magnifique; 6 others.
Stereo PS 125 Mono LL 1219

MUSIC FROM THE FILMS
Warsaw Concerto; The Dream Of Olwen; Story Of Three Loves; Cornish Rhapsody; 2 others.
Stereo PS 112 Mono LL 1513

FILM ENCORES - Vol. 1
My Foolish Heart; Unchained Melody; Over The Rainbow; Summertime In Venice; Intermezzo; Three Coins In The Fountain; 6 others.
Stereo PS 124 Mono LL 1700

CONCERT ENCORES
Clair de Lune; Spanish Dance; La Boutique Fantasque—Can Can; Chanson de Matin; Gypsy Airs; Autumn; 4 others.
Stereo PS 133 Mono LL 3004



THE INCOMPARABLE MANTOVANI
I Wonder Who's Kissing Her Now; As Time Goes By; Catch A Falling Star; Where Are You; I Left My Heart In San Francisco; I'll Be Seeing You; Yesterday; 5 more.
Stereo PS 392 Mono LL 3392

GEMS FOREVER
All The Things You Are; True Love; I Could Have Danced All Night; You Keep Coming Back Like A Song; This Nearly Was Mine; Summertime; 6 others.
Stereo PS 106 Mono LL 3032

CONTINENTAL ENCORES
Come Prima; La Vie En Rose; Under Paris Skies; O Mein Papa; April In Portugal; Arrivederci Roma; Anema E Core; La Mer; 4 others.
Stereo PS 147 Mono LL 3095

FILM ENCORES - Vol. 2
The High And The Mighty; A Certain Smile; Friendly Persuasion; Tammy; Be My Love; April Love; When You Wish Upon A Star; Separate Tables; Around The World; 3 others.
Stereo PS 164 Mono LL 3117

THE MUSIC OF VICTOR HERBERT & SIGMUND ROMBERG
Ah! Sweet Mystery Of Life; A Kiss In The Dark; Sweethearts; Indian Summer; Kiss Me Again; Lover Come Back To Me; The Desert Song; 5 others.
Stereo PS 165 Mono LL 3122



FOLK SONGS AROUND THE WORLD
Skip To My Lou; The Streets Of Laredo; Shenandoah; The Blue-Tail Fly; Red River Valley; Oh! Susanna; Au Clair de la Lune; Frere Jacques; Ach, Du Lieber Augustiner; 8 more.
Stereo PS 360 Mono LL 3360

THE MUSIC OF IRVING BERLIN & RUDOLF FRIML
The Girl That I Marry; Marie; Always; Rose Marie; Only A Rose; The Donkey Serenade; Sympathy; 5 others.
Stereo PS 186 Mono LL 3123

THE MUSIC OF STEPHEN FOSTER & Songs of the American Scene
My Old Kentucky Home; Camptown Races; I Dream Of Jeanie; Old Folks At Home; 6 others.
Stereo PS 182 Mono LL 3136

SONGS TO REMEMBER
With These Hands; Faraway Places; A Very Precious Love; Jamaica Farewell; Tenderly; Blue Star; Gigi; When I Fall In Love; 4 others.
Stereo PS 193 Mono LL 3149

OPERETTA MEMORIES
Merry Widow Waltz; My Hero; Count Of Luxembourg Waltz; Serenade from "Frasquita"; Gypsy Love Waltz; Die Fiedermaus Overture; 4 others.
Stereo PS 202 Mono LL 3181

MUSIC FROM EXODUS & OTHER GREAT THEMES
Exodus; Karen; Theme from "A Summer Place"; Seventy-Six Trombones; The Sundowners; 7 others.
Stereo PS 224 Mono LL 3231



MANHATTAN
Slaughter On 10th Avenue; Harlem Nocturne; Take The "A" Train; Manhattan Lullaby; The Bowery; West Side Story (Maria/Somewhere); Belle Of New York; 4 more.
Stereo PS 328 Mono LL 3328

ITALIA MIA
Catari, Catari; Theme from Capriccio Italiano; Vissi D'Arte; Mattinata; Carnival Of Venice; Come Back To Sorrento; Return To Me; Tarantella; O Sole Mio; Santa Lucia; Maria, Mari; Funiculi Funicula; 4 others.
Stereo PS 232 Mono LL 3239

THEMES FROM BROADWAY
Theme from Carnival; I Feel Pretty; You Are Beautiful; Shall We Dance; I Know About Love; Do Re Mi; Till Tomorrow; So In Love; 4 others.
Stereo PS 242 Mono LL 3250

SONGS OF PRAISE
A Mighty Fortress Is Our God; Whispering Hope; The Lord's My Shepherd; Onward, Christian Soldiers; Nearer My God To Thee; Rock Of Ages; The Holy City; Little Brown Church In The Valley; 5 others.
Stereo PS 245 Mono LL 3251

AMERICAN WALTZES
Beautiful Ohio; Clementine; Alice Blue Gown; Missouri Waltz; Let Me Call You Sweetheart; The Whiffenpoof Song; Sweetheart Of Sigma Chi; Meet Me In St. Louis, Louis; Sidewalks Of New York; 3 others.
Stereo PS 248 Mono LL 3260



CLASSICAL ENCORES
Slavonic Dance; Etude; Tango In D; Barcarolle; On Wings Of Song; Hungarian Dance; Solveg's Song; Air On The G String; Cradle Song; None But The Lonely Heart; Ave Maria; Largo.
Stereo PS 269 Mono LL 3269

MOON RIVER & OTHER FILM THEMES
Moon River; Fanny; Advise And Consent; Goodbye Again; Judgment At Nuremberg; The Apartment; Never On Sunday; Barabbas; 4 others.
Stereo PS 249 Mono LL 3261

"STOP THE WORLD—I WANT TO GET OFF" & "OLIVER!"
What Kind Of Fool Am I?; Someone Nice Like You; Once In A Lifetime; Gonna Build A Mountain; and others.
Stereo PS 270 Mono LL 3270

THE WORLD'S GREAT LOVE SONGS—
Be My Love; Cara Mia; Parliami D'Amore Mariu; Serenade; Tonight; Musica Proibita; 4 others.
Stereo PS 280 Mono LL 3280

LATIN RENDEZVOUS
Granada; Malagueña; Cielito Lindo; Be Mine Tonight; La Paloma; Siboney; Andalucia; Maria Elena; Perfidia; Estrellita; 2 others.
Stereo PS 295 Mono LL 3295

WALTZ ENCORES
Charmaine; Wyoming; La Ronde; Love, Here Is My Heart; Lovely Lady; Moulin Rouge; Greensleeves; Lonely Ballerina; 4 others.
Stereo PS 119

Philips' 'New' Artists Get TV Training

PARIS—Recognition of the increasing importance of TV exposure in promoting record sales underlies a new plan by Philips of France for training its upcoming artists in TV techniques.

Philips is using closed-circuit TV to coach its talent, recording the sequences on video tape and then playing them back to the artists so that they can study the faults in their presentation.

The scheme, announced at the two-day annual Philips Congress in Paris, is being piloted by top-flight French TV personality Jacqueline Joubert, who has been specially engaged to coach the company's rising stars.

One of the first singers to benefit from the scheme is Herve Vilard, who is booked for a run of TV appearances following the sensational success of his "Capri, C'Est Fini" which is selling at a rate of 3,000 a day.

The Philips Congress, attended by company representatives from Tunis, Spain, Italy, Holland, the United Kingdom, United States, Germany, Canada, Belgium and Switzerland, exposed the disk company's plans for the 1965-1966 season. It was presided over by Georges Meyerstein-Maigret, president director general of the Societe Phonographique Philips.

Each a&r chief in turn announced plans for future releases while selections from the records were played on a hi-fi stereo set-up and color slides of the album sleeves were projected on a screen.

Highlights of the various repertoires:

Jazz: Philips is planning big promotion for a striking jazz version of the 4 Seasons by Vivaldi. The suite, written by Raymond Fol and featuring him on piano, is played by a big band incorporating top soloists Johnny Griffin, Fats Sadi, Art Taylor and Jimmy Woode.

The success of jazzed classics in France—largely achieved through the Swingle Singers and Bach exponent Jacques Loussier—is prompting Philips to do much more in this field.

Jazz Releases

Forthcoming releases on the Plaisir du Jazz label includes disks by Lionel Hampton, Art Blakey, Roland Kirk, Louis Armstrong, Sidney Bechet, Clifford Brown and Thelonious Monk.

Film Music: Philips will release the Johnny Mandel soundtrack album from "The Sand Piper" and the Quincy Jones score for "Mirage."

Religious Music: With the full backing of Protestant and Catholic churches, Philips is producing an album containing a modern version of the life of Jesus with choir and big band backing.

Pop: Among artists getting full promotional treatment will be Michel Noiret, Jacques Debronckart, Georges Chatelain, Esther Ofarim, Yves Mathieu and Valerie Lagrange. Frank Fernandel's next disk, released in November, will feature the theme of a big new TV

series. It was reported that Frank Fernandel's "Les Yeux d'Un Ange" has sold 50,000 copies in Canada.

Another big Philips hope in the pop field is the duet between Michel ("Les Parapluies de Cherbourg") Legrand and Nana Mouskouri of a Legrand song composed spontaneously on a Radio Luxembourg program.

American Pop: Philips will be promoting records by Jerry Lee Lewis—the best selling foreign artist in the company's catalog—Little Richard, Roger Miller, the Walker Brothers, Fats Domino and Nina Simone, who was one of the big hits of the 1965 Antibes Jazz Festival.

The Congress also heard about the successful Philips-Radio Monte Carlo floating studio which broadcasts records by and interviews with Philips' artists between 4 p.m. and 5 p.m. every day for 32 days on Radio Monte Carlo.

The project produced more than 500 press cuttings and did much to put Herve Vilard on the road to fame.

For Christmas, in addition to the normal seasonal records, Philips is producing a lavish four-record album featuring the works—musical, poetic and prose—of Boris Vian, Bechet, Juliette Greco, Aragon, Kenny Clarke and others.

Philips is also releasing its complete recorded repertoire of Jacques Brel (five albums) and Georges Brassens (eight albums).

RCA's 'Record Special' Is Rolling Across Canada Again

MONTREAL—The 1965 encore of the consumer-oriented "Record Sell Special," which proved highly successful for RCA Victor last year, was introduced to dealers last month as key RCA executives took to the road to hold dealer meetings across Canada.

The program is designed to aid the dealer by attracting customers to his store with outstanding bargain-price product backed by consumer adver-

tising, rather than through dealer discounts. RCA has withheld eight top albums from the fall releases, to be offered, one per week for eight weeks, starting Oct. 5, at the special low price of \$1.49, mono or stereo, for albums regularly \$4.20 to \$6.20. Radio commercials featuring excerpts from the weekly special will be run in all the larger markets.

Albums feature recordings by Floyd Cramer, Jim Reeves, Mel-

achrino, Los Indios Tabajaras, Glenn Miller, Peter Nero, the Boston Pops Orchestra, Chet Atkins and Al Hirt. Dealers are sold the albums in limited quantity, based on their fall orders. An incentive program for clerks encourages the staff to sell suggested regular-price albums along with the weekly specials.

RCA Victor reports that the dealer meetings were very well attended and reaction bodes well for the biggest fall ever. Vice-President and general manager George I. Harrison and manager of Canada-International sales, Sten Kulin, conducted the meetings in the western provinces; national sales manager Knox Coupland held the Ontario meetings; advertising manager Jim Yeatman covered Quebec and the Maritimes.

French Station Will Honor Barbara in Precedential Act

PARIS—For the first time in the history of French broadcasting one of the French State radio channels was devoting a whole day to one artist—Barbara.

The France-Inter Program on Sept. 15 was to be given over to a day in the life of the singer—the day on which she was due to start a season at the Paris Bobino Theater.

From 8:15 a.m. to 1 a.m. the radio station planned to feature conversations with the singer,

interviews with her fans and the traders in the area where she shops, excerpts from her afternoon rehearsal at the theater and a direct transmission of her opening recital.

The Philips folk singer, whose disk "Barbara Chante Barbara" won the Prix Paul Gilson in the 1965 Academie Charles-Cros awards, began her career 10 years ago in cabaret and specializes in dramatic, melancholy songs, many of which she writes herself.

Paris-born and of Russian origin, Barbara lived for some years in Belgium. She returned to Paris, was engaged at the cabaret L'Ecluse for 15 days and stayed five years.

One of her biggest successes has been "Dis, Quand Reviendras-Tu."

Immediate Hit For Immediate

LONDON—Andrew Oldham's new label Immediate Records (distributed by Philips) scored its first hit after only 48 hours of sales. The McCoy's recording of "Hang on Sloopy," which was one of its initial releases and is currently high in the Billboard Hot 100, entered the British charts two days after it

Latin American Producer Meet

BUENOS AIRES — A new Latin-American Convention of Record Producers (Congreso Latinoamericano de Productores de Discos) will be held in Buenos Aires, from Oct. 4-6. Delegates from every country will attend; European and American businessmen will attend as observers. The convention was organized by the Argentine Record Chamber (Cámara Argentina del Disco); its President, Enrique Rosso, is now preparing the corresponding list of topics to be discussed.

Celebrating the convention, Argentine Record Chamber has issued an LP including Argentine folklore and tangos, recorded by a specially authorized number of artists.

was issued here and sold 35,000 copies in two weeks.

It was written by the Strange-loves, American group who had a hit in the U. S. with "I Want Candy," and their own record will be released soon on the Immediate label.

MUSIC CAPITALS OF THE WORLD

AMSTERDAM

Dutch TV watchers certainly got a good impression of the Anita Kerr singers. Within a fortnight two different country shows, but both featuring this well-known RCA group, were broadcast. The first show by NCRV, which was bought from the Norwegian TV, also starred the late Jim Reeves; the second show was a Dutch VARA production. . . . The first Telstar-label promo day was recently held by Durecorecords and was attended by more than 250 dealers and reporters. Johnny Hoes presented his new LP and single repertoire for the coming season and gave successful "Zangeres zonder naam," a platinum record to mark the sales of more than 250,000 Telstar disks. . . . John Coltrane's "A Love Supreme," a 50-minute work recorded by the composer saxophonist for the Impulse label and released on same through Artone here, received a five-star 'Record-of-the-Month' rating in Jazzwereld, new local jazz magazine. . . . First recording by the 19-piece Boy Edgar Big Band has been planned for October release. This group, featuring a seven-man saxophone section, made an impressive international debut at the Antibes Jazz Festival this summer. . . . The Decca recordings of the six Haydn Quartets, Op. 33 on three LP's by the famous Viennese string-quartet, the Weller Quartet, met with enthusiastic reviews in this country. . . . The first of a new series of Ansermet recordings on Decca has been issued in Holland, "Ansermet Conducts Berlioz." . . . Popular French entertainer Claude Francois of Philips will do a special TV show here Sept. 10. . . . Fats Domino, now represented by Phonogram in Holland, makes his Mercury debut here with "I Left My Heart in San Francisco."

Negram informed Billboard that the Everly Brothers are unable to come to the Grand Gala du Disque and will be replaced by Reprise's Keely Smith. . . . The Searchers will visit Holland from Sept. 17 through 19. . . . CBS' Isaac Stern, will visit Holland (Oct. 13-17) giving concerts in Amsterdam and The Hague. . . . Famous American star Barbra Streisand will visit Holland in May 1966. . . . Bovema-Gramophonehouse recently presented its new repertoire for the 1965-1966 season, during which Imperial songstress Imca Marina was awarded a Golden

record for her smash, "Harlekino."

Vic Dana's "Bring a Little Sunshine" was this week second best selling record after the Beatles' "Help," in Gramophonehouse. Dana will appear on Dutch TV Sept. 14. . . . Funckler, doing good business with an LP compilation of 16 all-time greatest hits by Bo Diddley, just released a third single culled from the best selling album, presenting Bo's renditions of "Roadrunner" and "She's All Right." A further new Chess Int. release features Billy Stewart with "Sitting in the Park."

Roel Kruijze, Bovema's Capitol chief, hopes to have a new Beach Boys hit in his hands after "Help Me Rhonda." The new item is, of course, "California Girls." A topper for many months in Holland is "Dat is het Einde." (That's the End) by popular singer Tony Bass. The Decca recording is approaching the Golden record mark. Decca has recorded a lively follow-up.

RAYMOND DOBBE

BRUSSELS

The past summer month was very successful for Primavera artists; French writer-composer and performer Michel Noiret and his Belgian colleague Paul Louka appeared on Dutch TV and Cecily Forde (of the 1965 Belgian Knokke team) also did a program and was accompanied by the Pim Jacobs Trio. . . . In conjunction with the appearance of Cliff Richard and the Shadows in Belgium, Gramo-

Belgium's New Label
RANCH RECORDS
 stars
JEAN-MARC BERTRAND
 "Capri c'est fini"
 Ranch Records, branch of
 Edition Bens, Brussels

phone issued the artists' newest singles: "The Time Inbetween" by Cliff and "Don't Make My Baby Blue" by the Shadows. . . . Famous French jazz-pianist Martial Solal gave a recital Sept. 4 during the Festival of Poetry. . . . This month Gramophone launches the formidable serial of opera selections "Aus der Welt der Oper." . . . Polygram reports top sales for "Capri C'Est Fini" by Herve Villard (Mercury). . . . Philips newest discovery is the beat group the Flying Condors. Their first

(Continued on page 26)



AN ENTIRE DAY was devoted to songs by Philips Records folk singer Barbara on one of the French State radio channels.

BRIDGEPORT • BALTIMORE • BIRMINGHAM
DAYTON • DETROIT • MEMPHIS • NASHVILLE
MILWAUKEE • NEW ORLEANS • SEATTLE
ROCHESTER • ALLENTOWN • MIAMI
DENVER • CINCINNATI • HULLABALOO
MIKE DOUGLAS TV SHOW • SHINDIG

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FONTANA SINGLE F-1524

CAMELBACK MOUNTAIN MUSIC CORP. (ASCAP)



Naples: Where (Festa) Action Is

NAPLES — Four events in succession have turned the spotlight on this onetime center of international Italian song once again.

The revamped 13th Neapolitan Song Festival, between Sept. 16 and 18, still ranks as top event, but its winner will not be known until next year on the basis of disk sales. Out of 12 numbers presented each of the first two nights, seven will be presented on the final evenings. The seven highest, according to votes by eight outside juries, will be announced as the leading group. One of these seven will be proclaimed the winner at the 1966 renewal. Prior to the festival will be

the Ondata spectacle and the Piedigrotta 1965 traditional celebration. The former presented top-ranking singers Mina, Little Tony, Edoardo Vianello, Sergio Endrigo, Michele, Nunzio Gallo, Jimmy Fontana and Giancarlo Guardabassi. Each received the Golden Juke Box Award from one of the Naples dailies.

Piedigrotta is the Neapolitan folkfest which runs for a week, presenting to the public new and old songs. During the 1964 schism, it served as the launching ground for songs by such disk companies as Vis-Radio which shunned the regular festival. But, generally speaking, this event renews interest in es-

tablished hits of the current and past seasons.

Last of the events will be in the nearby Neapolitan resort of Sorrento, where the third International Cinema Meetings will take place during the Sept. 18-24 period. As a means of encouraging film music it will offer a prize for the best soundtrack in an Italian film during the year.

British Record Sales Increase 8% in June

LONDON — Although only 5,601,000 records were pressed in June, 1,656,000 fewer than in the same month last year, British record sales were \$4,606,000, or 8 per cent higher than the previous year.

There has been no swing toward any particular type of record as there was to albums last month. The increase is due mainly to export sales being increased by one quarter and home sales by 6 per cent.

Breaking down the number of records pressed in June there were 1,852,000 albums (a decrease of 290,000), and 3,722,000 singles and EP's (a decrease of 1,360,000).

In the first six months of 1965 total sales were \$29,792,000, 4 per cent lower than in the same period last year. Home sales fell by 6 per cent but export sales were higher.

The number of albums sold in the first six months of 1965 was 13,335,000 (an increase of 325,000 over last year), and 28,419,000 singles and EP's were sold (a decrease of 8,612,000 compared with 1964's first six months).

Stones Re-Sign With US Decca

LONDON—U. S. Decca will continue distributing the Rolling Stones' records in the States after all. Although the Stones were negotiating for a different label they re-signed with Decca. The label is financing their first five films.

The Stones have also announced big management changes in the handling of their business affairs. Andrew Oldham is now their sole manager, and they have appointed Tito Burns, who handles Dusty Springfield, the Searchers and Zombies, as their British agent. Their former co-manager Eric Easton no longer is associated with the group.

American producer Allen Klein will be business manager to the Stones and Andrew Oldham. He will commute between Britain and the U. S. Bookings for them in the States will be handled by the William Morris Agency.

The group begins a long tour of the U. S. Oct. 29. Booked thus far are New York's Madison Square Garden on Nov. 5 and Hollywood Bowl Dec. 4.



MORE THAN 100 people welcomed Peter, Paul & Mary to Sydney at a party hosted by the Australian Record Co., Ltd., which distributes the Warner Bros. Records product in Australia. From left, are, Peter Yarrow, Mary Travers, Bill Smith, managing director of the Australian Record Co.; John Court, trio's manager; Paul Stookey, and Ray Bull, general sales manager of the Australian Record Co.

Output, Disk Sales Up 5.1% in Canada

TORONTO — Dominion Bureau of Statistics figures on the production and sales of records in Canada for the first six months of 1965, just released, shows a 5.1 per cent increase over the same period last year. Considering that Beatlemania was at its peak during this period in 1964, the 5.1 per cent increase to \$10,982,400 (distributors' net selling price) is regarded as a healthy one.

Dollar sales in June, traditionally not a good sales month, were up 24.4 per cent over the same month in 1964, and expectations are that when July and August figures are available they will confirm indications of an exceptionally strong summer.

Although singles sales were

up 5.9 per cent in units in June, 45-r.p.m. sales are down 4.5 per cent over the six-month period, compared with last year's phenomenal singles boom in the same period. Unit sales of monaural LP's in the first half of the year dropped 1.6 per cent, but stereo album sales are up 28.4 per cent in the first six months and it is believed that, after a plateau period, the mono-stereo ratio in Canada is now approaching that of the U. S.

The DBS breakdown of dollar sales by region shows that sales are down in the Atlantic provinces and in Quebec and Alberta, with a slight increase in Manitoba and Saskatchewan and healthy increases in Ontario and British Columbia.

RCA Introduces Cassettes Program to W. Germany

HAMBURG — RCA is introducing its cassette (tape cartridge) to West Germany in a link-up with two of Europe's biggest tape recorder manufacturers.

RCA Cassettes will be made available through Telefunken-Decca (Teldec) for standardized tape recorders manufactured by Telefunken and Grundig.

The program will start with

25 cassettes being placed on the market with the repertory of RCA and Telefunken-Decca. Teldec distributes the RCA repertory in Germany.

Cassettes will include titles by Peggy March, Rita Pavone, Paul Anka, Jim Reeves, Hank Snow, Caterina Valente and Teddy Stauffer's orchestra.

The program will offer classics, light classics, evergreens, country and western and German folk music.

Telefunken and Grundig—the latter is Europe's biggest tape recorder manufacturer—have jointly developed a so-called "DC-International Cassette System." Under this system, two basic cassettes are being offered and two tape recorders.

Teldec is offering the DC 90 cassette with 45 minutes of playing time on each track of the two-track tape and the DC 120 cassette with 60 minutes on each track.

Telefunken is manufacturing the Magnetophon M 401 tape recorder for the DC-International Cassette System, and the Grundig M100 model. Both models retail for 300 Deutsche-marks (\$75). They are high fidelity recorders and can be used for recording as well as playing the cassettes.

The aim of the program is to develop a single international cassette system which will facilitate rapid expansion of the cassette music market.

BBC Opens TV Door to Nero

LONDON—Peter Nero is the first American to be invited by the BBC to appear in a TV series, to be titled "The Peter Nero Show." He made his first appearance in September 1964, when he recorded his own show for BBC-2 which proved a tremendous success.

Now he has recorded two 54-minute spectaculars for BBC-2 and two 30-minute shows for BBC-1. He has also made two guest appearances on "The Kathy Kirby Show."

His agent, Tito Burns, is hoping to bring him back for concert dates in the near future, and RCA Victor will issue a single by him in late October.

MUSIC CAPITALS OF THE WORLD

• Continued from page 24

LONDON

single, "Chip Chip"—"Bei Mir Bist Du Schoen," has hit potential. The group regularly performs in this country, in Holland and in Germany.

Ranch Records held a press-cocktail party Sept. 3 in honor of artists Alain Thierry, Buddy Brent, Michel Caravin, Les Croque-Notes, Fernand Montreuil and Jean-Marc Bertrand. Intervox reports that the Jokers have had the busiest summer of their career. Playing the Continental Club in Blankenberge in the week, performed at many one-nighters and during weekends in the country. Their single is "Caravan"—"Umoreesco," now on Arcade Records, distributed by Cardinal Records. . . . The (First) Flemish Song Festival will definitely be a success. All Belgian record companies (except EMI) will participate with their best artists and the following top names will sing: Tonia, Ronny Temmer, Louis Neefs, Ray Mondo, Kalinka, Ferry Devos, Liliane, Jimmy Frey John Lary, Harry Herman, Dea Doll, Anita, Willy Williams, Nicole Josy, Joske Harrys, Walter Jung, Rudi Anthon Freddy Beekman, Ann Christy and others. Pre-selections for the songs were held Aug. 30 and 31 in Antwerp. The recordings entering the competition will be released Sept. 27. As announced, all record companies agreed to pay a royalty per record sold to UNICEF. The fest is organized by L. J. Van Rymenant and sponsored by Grundig. Sabam, the Belgian Performing Rights Society, gives a special award for the winning song. JAN TORFS

The Beatles again lead the race for the annual points championship based on the British singles chart published by the New Musical Express. They are followed by the Seekers, Sandie Shaw, Animals and Rolling Stones. In a similar survey on Billboard Top 20, Herman's Hermits still lead, followed by the Beatles, Supremes and Gary and the Playboys. . . . Hal Shaper, managing director of Sparta Music, has signed a songwriting agreement with two of the Moody Blues—Denny Laine and Mike Pinder. The company will be named Pinlan Music and they have a five-year contract. . . . EMI Records have just announced that for the first time their factory at Hayes, Middlesex, has pressed and distributed one million copies of an LP. The record is "With the Beatles" on the Parlophone label. . . . Blues singer Jimmy Witherspoon makes his first London West End appearance Sept. 29 at the Marquee Club, one of London's chief jazz and folk centers. . . . TV cameras of BBC-2 will be at the Marquee to record another "Jazz 625" program this month featuring ex-Basie tenorman Don Byas. . . . The fourth American Folk and Blues Festival opens at Croydon's Fairfield Hall Oct. 11 with Big Mama Thornton, Roosevelt Sykes, Eddie Boyd, Lonesome Jimmy Lee, Doctor Ross and others. The National Jazz Federation are the organizers. . . . Sparta Music has moved into new offices at 155/157 Oxford Street, London W.1.

RCA Victor, who has world dis-
(Continued on page 28)

Phonodisc Sales Force Presented With Fall Plans

TORONTO—Phonodisc branch managers and salesmen from Eastern and Central Canada met at the Lord Simcoe Hotel in Toronto last month for an informal one-day introduction of fall product and sales plans.

Kapp Records' Eric Steinmetz, vice-president in charge of international operations, was on hand for the slide-film presentation which outlined the company's philosophy and the "whys" of releasing product, as well as introducing such Kapp LP's as "You Don't Have to be Jewish," Roger Williams' "Summer Wind," and Jack Jones'

"There's Love and There's Love and There's Love." The Phonodisc executives and salesmen took pride in the presentation's mention that Canada topped all other countries in the sale of Robertino's "O Sole Mio" LP last season.

Highlights of the fall product include packages by the Supremes from Tamla-Motown, the Ramsey Lewis Trio and Chuck Berry from Chess, and James Brown from King.

Phonodisc national sales manager Ron Newman is now visiting distributors in Western Canada with the fall plan story.



FOUR THAT SCORE!



1. AL MARTINO
FORGIVE ME b/w What Now, My Love
5506

A solid Top 40 hit backed with a favorite track from the Martino "My Cherie" album.



2. LOU RAWLS
WHAT'LL I DO b/w Can I Please
5505

Here's Rawls' "3 O'clock In The Morning" technique with a new beat that just won't stop!



3. KAY STARR
I KNOW THAT YOU KNOW THAT
WE KNOW THAT THEY KNOW
b/w Never Dreamed I Could Love Someone
5492

Done to the melody of "Chopsticks," "IKTYKTWKTKK" is chopping its way up the charts right now.

4. THE SHACKLEFORDS—FIVE FEET HIGH AND RISING b/w One
5478

This hit group's first release for Capitol. Top deck is from the pen of Johnny Cash.

MUSIC CAPITALS OF THE WORLD

• Continued from page 26

tribution rights outside the U. S. and Canada on the Dunhill label, has released Barry McGuire's "Eve of Destruction." But the record has run into trouble here, too, and has been banned from certain BBC programs. . . . EMI Records have made two new appointments to their British a&r department. They are **Tony Palmer** and **David Gooch**, both will be responsible for the production of records by existing contract artists and new ones. They will report directly to General Manager **Ron White**. . . . Irish balladeer **Brendan O'Dowda**, whose recent LP "Glory of Ireland" made Billboard's Spotlight Album Pick last week, was in London, en route to the Far East for radio, TV and concert dates. He visits Hong Kong, Singapore, New Zealand (20 concerts and radio series), Australia (three weeks TV and radio), Fiji, Honolulu then back to the U. S. . . . **Frances Faye** returned to London's Talk of the Town nitery for an indefinite season. She first appeared there in 1961. . . . **Ronnie Beck**, who has been responsible for the exploitation of many big hits, has been appointed assistant general manager of **B. Feldman** after spending seven years as professional manager. . . . CBS Records' Realm series are to issue top music in their future releases. Previous disks had all been jazz, but in this month's releases four pop LP's are scheduled by **Johnny Mathis**, **Frank Sinatra**, **Judy Garland** and **Stanley Holloway**. . . . The Supremes return to Britain next month for radio and TV appearances. **Buddy Greco** and **Johnny Mathis** are also due early next year, when they undertake European tours. **Mel Torme** is expected toward the end of November. He will play club dates. . . . Beatles' Manager **Brian Epstein** has announced that he is signing the **Moody Blues**.

CHRIS HUTCHINS

MILAN

Nino Rosso, international Durium's hit maker was awarded the first Golden record of the Common Market last week in

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Hamburg during a TV show, for his record "Il Silenzio." . . . **Ornella Vanoni** of Ricordi will fly to Paris, London and New York in order to be present at the release of her records by Festival Records, Philips Records and Columbia Records via Epic label. . . . **Anna Marchetti** and **Franco Ragana** of Meazzi Records will participate in the Zurich's International Festival Oct. 30, presenting the songs "Piu di ieri" and "Sei Così," respectively.

Bobby Solo and **Wilma Goich** will tour Japan, where they will participate in some TV shows to help King Records, their Japanese distributors, promote their records.

Isabella Jannetti and **Mario Trevi** will perform in the coming Naples Festival, with the songs "Guardami" and "Niente Chiu." . . . Ricordi Records has just created the new "R-International" label, which will begin with the **Yardbirds'** English hit, "For Your Love." . . . Columbia Records' President **Goddard Lieberson** was in Milano last week to meet with **Eugenio Clausetti** and **Guido Rignano**, general manager and managing director of Ricordi Records, CBS' Italian distributors.

GERMANO RUSCITTO

PARIS

France Gall, whose 1965 Eurovision winner "Poupee de Cire, Poupee de Son" has sold more than 300,000 copies outside France, has recorded the song in Japanese.

French yeah-yeah fans regained **Johnny Hallyday** to lose another. **Frank Alamo** is about to enter the Army. . . . **Eddie Mitchell's** next disk for Barclay will be one recorded in London with the **London All-Stars**. . . . CBS will in future release Epic, Okeh and Old Town labels in France. First Epic release will be **Bobby Vinton's** "Harlow" theme and the **Village Stompers'** "Brother Can You Spare a Dime!" . . . Vogue has signed **Paolini** and will shortly issue his first disk.

Hughes Aufray, the first French singer to introduce **Bob Dylan** songs into France, will record an album for Barclay devoted entirely to Dylan songs. Aufray is preparing an album for the States in which he sings his biggest hits in French; he has also recorded a disk in Italian, which RCA will distribute in Italy, and a disk in Spanish which will be distributed in Spain by Columbia. . . . Vogue has arranged immediate release for the **Sonny and Cher** disk "Baby Don't Go." CBS artist **Colette Magny** has made a new album with a "free jazz" backing. . . . A new monthly TV pop program, "Douche Ecosaise," begins in October. The first program will be recorded at the end of this month and will feature the European



HONORED FOR HAVING Brazil's best-selling album the past three months was Philips Records artist **Elis Regina**. The party was held by Companhia Brasileira de Discos in Rio de Janeiro. Miss Regina's "2 Na Bossa" album was No. 1 on the charts in Brazil. Her latest single release is "Zambi."

TV debut of **Gary Lewis**, plus **Sandie Shaw**, **Valerie Lagrange**, **Gale Garnett**, **Alain Barriere** and **Hughes Aufray**. . . . Disk boss **Eddie Barclay's** itinerary for his U. S. visit: Hotel Americana, New York, Sept. 15-20; Hotel Beverly Hills, Los Angeles, Sept. 20-25; Sands Hotel, Las Vegas, Sept. 25-27; Hotel Americana, New York, Sept. 27-30. He will return to Paris Oct. 1.

The TV film of the **Beatles'** Palais des Sports concert in June, filmed by **Jean-Christophe Averty**, will be shown on French TV on Sept. 22. . . . **George Chakiris** will visit Paris at the end of September to record four titles in French for Pathe-Marconi. He will be backed by the **Frank Pourcel** orchestra. . . . CBS reports that the **Byrds'** "Mr. Tambourine Man" has been a big hit on radio stations and in discotheques throughout the summer. . . . **Madame Nicole Barclay**, boss of Bel-Air Records, has signed a contract with the distributing company Sonopresse MFN which will distribute Bel-Air disks at the rate of 50,000 a month to 10,000 points of sale throughout France.

Producer and former band leader **Ray Ventura** has signed **Johnny Hallyday** to make a film based on the novel "Goodbye, Idols" by **Michel Lebrun**. The film, describing the life of a pop idol on tour, will feature a number of songs by Hallyday.

RIO DE JANEIRO

Guanabara Gov. Carlos Lacerda inaugurated new State Museum of Sound and Image. Entity is directed by musicologist **Mauricio Quadrio** and have as consultants **Almirante, Nacif Mansur** and **Ary Vasconcelos**. . . . Top seller LP in town "Dois na Bossa," with **Elis Regina** and **Jair Rodrigues**, was seized in all shops by Justice decision. Disk had one track with wrong name, which provoked suing by the composer of the number. Record is a Philips issue. . . . **Astrud Gilberto** took off to New York, after three weeks in Rio and Sao Paulo. Lass made only one show in Sao Paulo during her stay. . . . **Elis Regina** and **Zimbo Trio** broke all attendance records during their stint at Porao 73 nightclub. Singer and combo took off for Venezuela in a two-week booking.

SYLVIO TULLIO CARDOSO

ROME

Johnny Dorelli, who won the Golden Report this year for the best televised musical program, will emcee RAI-TV's top song program, "Canzonissima," which this year will be known as "The Test of Nine." He will be assisted in the 13-week event, tied to a national \$500,000 lottery, by **Walter Chiari** and **Arnoldo Foa**, along with international guest stars. . . . Meanwhile the Philips organization has announced it will once again sponsor the Golden Report for the period between March 1, 1965, and Feb. 28, 1966. Votes are based on reviews in key Italian dailies and magazines. . . . Operatic, popular and classical waltzes of the past century will be featured in an eight-week TV transmission, each of which will have a different conductor. **Roman Vlad** will head the first show.

In Italy to cut a new disk for Ricordi after a tour of North Africa and the Middle East, **Bobby Solo** will go to Japan Sept. 15. . . . One-time pop song queen **Nilla Pizzi** makes her acting debut in a nonsinging role in the new Italian film, "The Mandrake." . . . **Gino Paoli's** Italian hit of last season, "Without End," has been purchased by **Robert Aldrich** for inclusion in his new American film, "The Flight of the Phoenix." . . . Two names dear to Italians figure in a new generation as pop singers. **Beniamino Gigli Jr.** will be one of the finalists in the Castrocaro Terme New Voices competition, while **Faustino Coppi Jr.**, son of Italy's greatest bicycling champion, will be the Italian New Voice in the Festival of Italian Song at Zurich. . . . Two-week musical show on RAI-TV known as "A Cowboy in Villa Borghese" features American recording artist **Peter Tevis**.

SAML STEINMAN



RAY BROWN AND THE WHISPERS reached the No. 1 spot three times in a row with their first three releases on the Festival-Leedon label here in Australia. Two of the group's "a" sides, "Fool Fool Fool" and "Pride," were purchased by Crescendo Records for release on one record in the U. S. Above, listening to a sample Crescendo pressing airmailed to Australia, are, Frederick C. Marks, right, executive director of Festival; Ray Brown, left, and the Whispers.

STOCKHOLM

Cornelis Vreeswijk, the biggest singer in the "singing-and-playing guitar" idiom, is rehearsing on a show on the ABC theater with singer **Siw Malmqvist** and pianist **Charlie Norman**. Cornelis writes the texts in the show, opening in a fortnight. . . . **Carlie Tornehave**, another big singing star here, has switched labels. He went from Philips to Metronome. The **Kinks**, the **Renegades** and the **Ivys**, three English pop groups, did a pop TV program, "Drop In," here this week. All three are now touring Sweden. . . . Pop jam sessions are the new things on the Tivoli Grona Lund. It's so popular other pop places will use the idea this autumn.

Georgie Fame is back in Sweden; he played in Gotherbourg. **Andrs Holmstedt**, president of Skandinaviska Grammophon AB, which represents EMI labels, has been named supervisor for the labels in Finland. . . . **Hasse Rosen**, young guitarist, has made an LP with country material. This is the first time this was done by a Swedish guitarist. . . . **Ture Solnas**, EMI, is in England for business talks. **BJORN FREMER**

TORONTO

Jubilee in the U. S. has signed a Montreal group, **Lloyd and the Village Squires**, to a three-year contract and rush-released their first single for the label, "Hear What I Say" and "Baby Be Mine," both written by a member of the group and recorded in Montreal. Part of the agreement is that **Ben Kaye**, group's manager and top indie producer in Montreal, will produce their releases. . . . RCA Victor has recorded **Les Feux**



MOSES ASCH, head of Folkways Records, right, discusses the record industry with deejay Sam Costa, left, and Nathan Joseph, managing director of Transatlantic Records, the U. K. outlet for Folkways, on a recent London trip.

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ARGENTINA

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	VENECIA SIN TI	Charles Aznavour (Barclay); *Juan Ramon (RCA); *Claudia (Odeon); Ely Neri (Fermata); *Nestor Fabian (Odeon)—Fermata
2	2	HE COMPRENDIDO QUE TE AMO	Luigi Tenco (Fermata); Wilma Golch (CBS); *Jose Antonio (Microfon); *Lucio Milena (Disc-Jockey)—Fermata
3	3	MUNECA DE CERA	France Gall (Philips); *Juan Ramon (RCA); *Jose Carli (CBS); *Leo Dan (CBS)—Korn
4	4	WOOLY BULLY	Sam the Sham (Philips); *Johnny Alton (Microfon); Los Increibles (CBS)
5	8	EN CASA DE IRENE	Nico Fidenco (RCA); Afro Ventura (Fermata)—Fermata
6	5	COMENCEMOS A QUERERNOS	John Foster (Fermata); Dalida (Barclay); Robert Goulet (CBS); *Cinco Latinos (Music Hall); *Claudio (Odeon)—Fermata
7	6	SIGUE BUSCANDO/ME HE PREGUNTADO MUCHAS VECES	Richard Anthony (Odeon)—Fermata
8	7	LOS DOMINGOS	*Cinco del Ritmo (Microfon); *Los Caucanos (Music Hall)—Korn
9	—	EL MAPA	*Palito Ortega (RCA)—Korn
10	—	MR. TAMBOURINE MAN	The Byrds (CBS)

AUSTRALIA

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	A WALK IN THE BLACK FOREST	Horst Jankowski (Philips)—Alberts
2	2	HELP!	The Beatles (Parlophone)—Leeds
3	4	UNCHAINED MELODY	Righteous Brothers (Festival)—Chappell
4	7	YOU'VE GOT YOUR TROUBLES	The Fortunes (Decca)—Belinda
5	5	I GOT YOU BABE	Sonny & Cher (Atlantic)—Belinda
6	11	EVE OF DESTRUCTION	Barry McGuire (RCA)
7	3	SATISFACTION	The Rolling Stones (Decca)—Essex
8	—	YOU WERE ON MY MIND	We Five (Festival)
9	12	GLORIA	Them (Decca)
10	—	IL SILENCIO	Nino Rosso (Durium)

BRITAIN

(Courtesy New Musical Express, London)

*Denotes local origin

This Week	Last Week	Title	Artist
1	3	SATISFACTION	*Rolling Stones (Decca)—Mirage Music
2	1	I GOT YOU BABE	Sonny and Cher (Atlantic)—Aberbach
3	2	HELP!	*Beatles (Parlophone)—Northern Songs, Ltd.
4	13	MAKE IT EASY ON YOURSELF	Walker Brothers (Philips)—South Mountain Music
4	4	A WALK IN THE BLACK FOREST	Horst Jankowski (Mercury)—Flamingo Music
6	6	ZORBA'S DANCE	Marcello Minerbi (Durium)—Biem
7	7	LIKE A ROLLING STONE	Bob Dylan (CBS)—Blossom Music
8	5	ALL I REALLY WANT TO DO	Byrds (CBS)—Blossom Music
9	11	ALL I REALLY WANT TO DO	Cher (Liberty)—Blossom Music
10	14	WHAT'S NEW PUSSYCAT?	*Tom Jones (Decca)—United Artists
11	8	EVERYONE'S GONE TO THE MOON	*Jonathan King (Decca)—Marquis Music
12	9	WE GOTTA GET OUT OF THIS PLACE	*Animals (Columbia)—Slamina Music
13	22	LAUGH AT ME	Sonny (Atlantic)—17 Seville Row
14	15	UNCHAINED MELODY	Righteous Brothers (London)—Frank Music
15	21	THAT'S THE WAY	*Honeycombs (Pye)—Lynn Music
16	—	LOOK THROUGH ANY WINDOW	*Hollies (Parlophone)—Feldman
17	16	IN THOUGHTS OF YOU	*Billy Fury (Decca)—Coda Music

18	12	CATCH US IF YOU CAN	*Dave Clark Five (Columbia)—Ivy/Spurs Music
19	19	SEE MY FRIENDS	*Kinks (Pye)—Kassner Music
20	24	THE TIME IN BETWEEN	*Cliff Richard (Columbia)—Shadows Music
21	18	SUMMER NIGHTS	*Marianne Faithfull (Decca)—Ardmore & Beechwood
22	17	DON'T MAKE MY BABY BLUE	*Shadows (Columbia)—Screen Gems-Columbia, Ltd.
23	10	YOU'VE GOT YOUR TROUBLES	*Fortunes (Decca)—Mills Music
24	—	TEARS	*Ken Dodd (Columbia)—Keith Prowse
25	27	UNIVERSAL SOLDIER (EP)	*Donovan (Pye)—Southern/Pied Piper Music
26	20	HELP! (EP)	*Beatles (Parlophone)—Northern Songs, Ltd.
27	—	WHATCHA GONNA DO ABOUT IT	*Small Faces (Decca)—Fanfare Music
28	—	IL SILENCIO	Nino Rosso (Durium)—Peter Maurice/Biem
28	30	HANG ON SLOOPY	McCoys (Immediate)—Campbell-Connelly
30	29	JUST A LITTLE BIT BETTER	*Herman's Hermits (Columbia)—T. M. Music

CANADA

This Week Last Week

1	1	HELP!	The Beatles (Capitol)
2	2	CALIFORNIA GIRLS	Beach Boys (Capitol)
3	10	EVE OF DESTRUCTION	Barry McGuire (RCA Victor)
4	5	LIKE A ROLLING STONE	Bob Dylan (Columbia)
5	7	YOU WERE ON MY MIND	We Five (Quality)
6	6	NOTHING BUT HEARTACHES	Supremes (Tamla-Motown)
7	—	CATCH US IF YOU CAN	Dave Clark Five (Capitol)
8	3	I GOT YOU BABE	Sonny & Cher (Atco)
9	—	IT'S THE SAME OLD SONG	Four Tops (Tamla-Motown)
10	4	DOWN IN THE BOONDOCKS	Billy Joe Royal (Columbia)

CANADIAN RECORDS

This Week Last Week

1	1	ONLY SIXTEEN	Terry Black (Arc)
2	2	HEY HO, WHAT YOU DO TO ME	Chad Allan & the Expressions (Quality)
3	3	MAKING LOVE	Bobby Curtola (Tartan)
4	5	LOVE'S MADE A FOOL OF YOU	Esquires (Capitol)
5	—	MUST I TELL YOU	Liverpool Set (Columbia)

CHILE

This Week Last Week

1	1	EL CACHIVACHE (O Chalhambaque)	Piero y su conjunto (Philips); Jorge Romero (RCA)
2	2	ES PECADO MENTIR	George Maharis (Epic)
3	3	CRYING IN THE CHAPEL	Elvis Presley (RCA)
4	4	UNA ESPERANZA	Pepe Gallinato (Demon)
5	5	LECCION DE BESOS	Bambi (Polydor); Piero Sancho (Odeon)
6	6	SILENCIO	Nino Rosso (Philips)
7	7	ARRIBA EN LA CORDILLERA	Patricia Mans (Demon)
8	8	NENA ERES TU	Los Beatles (Odeon)
9	9	VOY POR EL	Mayte Gao (RCA)
10	10	YO QUE NO VIVO SIN TI	Ferando Montes (Odeon)

EIRE

This Week Last Week

1	1	HELP!	Beatles (Parlophone)—Northern Songs, Inc.
2	2	MY OWN PECULIAR WAY	Joe Dolan/Drifters (Pye)—Acutt-Rose
3	3	HUCKLEBUCK SHOES	Brendan Bowyer/Royal (HMV)—Etude
4	5	SATISFACTION	Rolling Stones (Decca)—Mirage
5	4	IN SAN FRANCISCO	Dickie Rock/Miami (Pye)—Dash
6	7	ZORBA'S DANCE	Marcello Minerbi (Durium)—Biem
7	—	ALL I REALLY WANT TO DO	Byrds (CBS)—Blossom
8	—	EVERYONE'S GONE TO THE MOON	Jonathan King (Decca)—Marquis

9	—	I NEED YOU	Declan Ryan/Regal (Decca)
10	10	WE'VE GOTTA GET OUT OF THIS PLACE	Animals (Columbia)—Screen Gems

FLEMISH BELGIUM

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	IL SILENCIO	Nini Rosso (Vogue)/Heinz Schachtner (Polydor)
2	2	MES MAINS SUR TES HANCHES	*Adamo (HMV)—Ardmore & Beechwood
3	3	WOOLY BULLY	Sam the Sham and the Pharaohs (MGM)—Belindamusic
4	4	DE DANS VAN ZORBA	Mikis Theodorakis (20th Century-Fox)
5	5	J'AI PLEURE	*Claudia Sylva (Decca)—Fonior
6	6	CRYING IN THE CHAPEL	Elvis Presley (RCA)—Belindamusic
7	7	SATISFACTION	The Rolling Stones (Decca)
8	8	DANS WAT DICHTER BIJ MIJ	*John Larry (Polydor)—Passe-Partout
9	9	KATY	*Marc Aryan (Markal)—Coda
10	10	THIS STRANGE EFFECT	Dave Berry (Decca)—Altona

FRANCE

This Week Last Week

1	11	SHAME AND SCANDAL IN THE FAMILY	Sham Elliot (Roulette)—Societe Sim et Beuscher
2	8	SATISFACTION	The Rolling Stones (Decca)
3	2	CAPRI C'EST FINI	Herve Villard (Mercury)—Editions Barclay
4	3	ALINE	Christophe (A.Z.)—Jacques Plante
5	6	LE SOLEIL LE CEIL ET LA MER	Francois Deguelt (Columbia)—Beuscher
6	9	WOOLY BULLY	Sam the Sham and the Pharaohs (MGM)—Pigalle
7	1	MES MAINS SUR TES HANCHES	Adamo (Voix de Son Maitre)—Pathe
8	4	C'EST TOI QUE J'AIME	Sheila (Philips)—Tutti
9	7	ZORBA LE GREC	Soundtrack (20th Century-Fox)—France Melodie
10	—	IL MONDO	Jimmy Fontana (RCA)—Tutti

HOLLAND

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	HELP!	The Beatles (Parlophone)
2	2	SATISFACTION	Rolling Stones (Decca)
3	3	IL SILENCIO	Several Artists
4	5	YOU'VE GOT YOUR TROUBLES	Fortunes (Decca)
5	6	SOPHISTJE	*Johnny Lion (Philips)
6	4	WOOLY BULLY	Sam the Sham (MGM)
7	—	I GOT YOU BABE	Sonny & Cher (Atlantic)
8	9	THIS STRANGE EFFECT	Dave Berry (Decca)
9	7	DANSE DE ZORBA	Several Artists
10	8	MR. TAMBOURINE MAN	Byrds (CBS); Hunters (RCA)

HONG KONG

This Week Last Week

1	1	HELP!	The Beatles (Parlophone)
2	4	MR. TAMBOURINE MAN	The Byrds (CBS)
3	2	CRY I DO	The Fabulous Echoes (Diamond)
4	3	SUCH AN EASY QUESTION	Elvis Presley (RCA Victor)
5	8	DIZZIE MISS LIZZIE	The Beatles (Parlophone)
6	5	HELP ME RHONDA	The Beach Boys (Capitol)
7	10	PAPA OU MAU MAU	The Hi Jacks (Diamond)
8	7	ANGEL	Cliff Richard (Columbia)
9	—	TEN SECONDS TO HEAVEN	The Ventures (Liberty)
10	—	I'M HENRY THE VIII I AM	Herman's Hermits (Columbia)

ITALY

This Week Last Week

1	2	CIAO CIAO	Petula Clark (Vogue)
---	---	-----------	----------------------

2	10	SI FA SERA	*Gianni Morandi (RCA)
3	3	IL MONDO	*Jimmy Fontana (RCA)
4	1	LUI	*Rita Pavone (RCA)
5	5	TU SEI QUELLO	*Orietta Berti (Polydor)
6	4	SE NON AVESSI PIU' TE	Gianni Morandi (RCA)
7	7	E VOI BALLATE	*Adriano Celentano (Clan)
8	6	TI SENTI SOLA STASERA	*Michele (RCA)
9	8	DANZA DI ZORBA	Dalida (Barclay)
10	14	I TUOI OCCHI VERDI	*Franco Tozzi (Fonit)

JAPAN

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	ONNA GOKORO NO UTA	*Bob Satake (King)—JASRAC
2	2	CARAVAN	The Venutres (Liberty)
3	3	AISHITE AISHITE AISHICHATTANOYO	*Mahina Stars & Tashiro Miyoko (Victor)—JASRAC
4	5	ANOKO TO BOKU	*Hashi Yukio (Victor)—JASRAC
5	4	NATSU NO HI NO OMOIDE	*Hino Teruko (Polydor)—JASRAC
6	9	FUTARI NO SEKAI	*Ishihara Yujiro (Teichiku)—JASRAC
7	6	DYNAMITE	Cliff Richard (Odeon)
8	8	CRYING IN A STORM	*Emy Jacson (Columbia)—JASRAC
9	7	KICKSTAND	The Ventures (Liberty)
10	—	SAYONARA WA DANCE NO ATONI	Baisho Chieko (King)—JASRAC

MALAYSIA

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	I MUST BE SEEING THINGS	Gene Pitney (CBS)
2	6	EASY QUESTION	Elvis Presley (RCA)
3	—	HELP!	The Beatles (Parlophone)
4	—	SILVER THREADS AND GOLDEN NEEDLES	*The Crescendoes (Philips)
5	—	IF YOU WISH	Peter & Gordon (Columbia)
6	—	SUTERRANEAN HOMESICK BLUES	Bob Dylan (CBS)
7	—	I'LL NEVER FIND ANOTHER YOU	The Seekers (Columbia)
8	—	THE MAN IN THE MIDDLE	Manfred Man (HMV)
9	9	ON MY WORD	Cliff Richard (Columbia)
10	1	TANTRUM	*Teenage Hunters (Life)

MEXICO

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	WOOLY BULLY	Sam the Sham and the Pharaohs (MGM); *The Rocking Devils (Orfeon)—Grever
2	2	SOMBRAS	*Javier Solis (CBS)—Sadaic
3	4	EL MUDO	*Sonora Santanera (CBS)—Mundo Musical
4	6	SIGAMOS PECANDO	*Los 3 Diamantes (RCA); *Hnos. Carrion (Orfeon)—Emmi
5	—	SATISFACTION (I CAN'T GET NO)	The Rolling Stones (London)—Pending
6	5	WHIPPED CREAM	Herb Alpert's Tijuana Boys (Tizoc)—Pending
7	3	CAST YOUR FATE TO THE WIND	Sounds Orchestral (Pye)—Pending
8	8	COSECHA DE MUJERES	*Mike Laure (Musart)—Brambila
9	7	ALL DAY AND ALL OF THE NIGHT	Kinks (Pye)—Pending
10	10	LECCION DE BESOS	(Letkiss)—*Julian Bert (Orfeon)—Pending

NEW ZEALAND

This Week Last Week

1	1	HELP!	The Beatles
2	2	I'M ALIVE	The Hollies
3	3	HENRY VIII	Herman's Hermits
4	4	I CAN'T GET NO SATISFACTION	Rolling Stones
5	11	ALL I REALLY WANT TO DO	The Byrds
6	5	MR. TAMBOURINE MAN	The Byrds
7	19	TOSSING AND TURNING	Ivy League

8	7	COLOURS	Donovan
9	8	A WALK IN THE BLACK FOREST	Horst Jankowski
10	6	CARA MIA	Jay and the Americans

PHILIPPINES

This Week Last Week

1	1	HELLO, DOLLY!	Bobby Darin (Capitol); Louis Armstrong (Kapp)—Mareco, Inc.
2	6	PRELUDE AND THE SOUND OF MUSIC	Julie Andrews (RCA)—Filipinas Record Corp.
3	4	HAWAIIAN WEDDING SONG	Andy Williams (CBS)—Mareco, Inc.; Pat Megegan (London)—Super Records
4	3	OH, PRETTY WOMAN	Roy Orbison (London)—Super Records; The Gauchos (ABC-Paramount)—Mareco, Inc.
5	2	WHERE LOVE HAS GONE	Jack Jones (Kapp)—Mareco, Inc.
6	8	SUCH AN EASY QUESTION	Elvis Presley (RCA)—Filipinas Record Corp.
7	5	LOLLIPOPS & ROSES	Steve Lawrence (CBS)—Mareco, Inc.
8	9	HELP, ME RHONDA	The Beach Boys (Capitol)—Mareco, Inc.
9	—	DO RE ME	Julie Andrews & The Children (RCA)—Filipinas Record Corp.
10	—	WOOLY BULLY	Sam the Sham and The Pharaohs (MGM)—Mareco, Inc.

RIO DE JANEIRO

*Denotes local origin

This Week	Last Week	Title	Artist
1	7	A FESTA DO BOLINHA	*Trio Esperance (Odeon)
2	—	ZORBA THE GREEK	Dalida (Barclay-RGE)
3	—	EIGHT DAYS A WEEK	The Beatles (Odeon)
4	6	SENTIMENTAL DEMAIS	*Altamir Dutra (Odeon)
5	2	ARRASTAO	*Ellis Regina (Philips); Edu Lobo (Elenco)
6	5	GOLDFINGER	Shirley Bassey (Odeon); Johnny Mann (RCA)
7	—	FALHASTE CORACAO	Angela Maria (Copacabana)
8	—		

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ABC-Paramount Head Is Rugged, But Reasonable

LARRY NEWTON, president of ABC-Paramount Records, rose to the top position in the label in nine years. Newton's reputation in the industry, that of a tough but reasonable bargainer, has in a large measure been responsible for this rise.

A native of Philadelphia, the 44-year-old executive is one of the many fortunate people whose lives have been touched by the late Manny Sachs. Sachs, a neighbor of the Newton family, was responsible for Newton's first job, in 1938, described in those days as a "picker and packer," for the Columbia Records distributor in Philadelphia. The job was just that—filling orders by picking records from the stock room and packing

them for shipment. He worked at this job while attending high school, and upon completion, accepted a position with Eli Oberstein's newly organized Varsity label, in 1940, acting as field man and salesman on the East Coast.

Along came World War II, and in 1941, Newton left his job to join the United States Army as a paratrooper. Serving until 1945, he attained the rank of first sergeant.

Still looking to the record business for his future, Newton again worked as salesman for a local Philadelphia record distributor. From there, he joined Cosmo Records, in 1946, again as a salesman. When that label closed its doors, he was ap-



LARRY NEWTON

pointed to the position of sales manager of Rainbow Records.

While working with the Rainbow label, Newton felt the time had come to form his own business, and the result was Derby Records, organized in 1950. It was this venture that definitely extended Newton's reputation from salesman to that of artists & repertoire expert, negotiator, businessman, and all-round executive. Derby Records had an enviable roster of artists and hits including Sunny Gale ("Wheel of Fortune"), Jaye P. Morgan ("Life Is Just a Bowl of Cherries" and "Just a Gigolo"), and Bob Carroll ("Say It With Your Heart").

The well-known music man, Frank DeVol, worked closely with Newton in the enterprise as an arranger and artists & repertoire representative.

In September of 1956, Newton was tapped by Sam Clark, president of ABC-Paramount Records, for the job of sales manager for the new label, a subsidiary of American Broadcasting-Paramount Theatres, Inc. In 1959 he was promoted to vice-president in charge of sales. When Clark was promoted to an important executive position with the parent company, American Broadcasting-Paramount Theatres, late in 1964, the top spot in the record division, ABC-Paramount Records, was awarded by the AB-PT board of directors to Newton.

Heading the record company, Newton also guides its subsidiary labels, Command, Grand Award, Westminster, Impulse, and Music Guild.

One of the best known men in the record business, Newton, also described by some as one of the most colorful, attributes his success chiefly to his rapport with record distributors, the middlemen between the manufacturer and the retail counter.

During his years with ABC-Paramount, Newton, together with Clark, has been largely responsible for numerous innovations in the industry.

ABC-Paramount was one of the first labels to follow the policy of buying master recordings, based on the theory that many under-financed records showing indications of potential hits could only become so with proper distribution and promotion, possible only through the facilities of a major label. This practice has since become commonplace in the industry.

The wisdom of the new concept was proven by ABC-Paramount's first master purchase—"A Rose and a Baby Ruth," by George Hamilton IV—which also became the label's first mil-

(Continued on page 48)

ABC-Paramount Through the Years

1955

AUG.—Am-Par Record Corp. organized as a record division of American Broadcasting-Paramount Theatres, Inc. Samuel H. Clark named president, with records to be released on the ABC-Paramount label. Two subsidiary publishing firms set up: AMPCO (ASCAP) and PAMCO (BMI).

SEPT.—First single record recorded, "Sincerely Yours" and "Come Home" by Eydie Gorme, the first contract artist to be signed.

SEPT.—First LP recorded, "Smart Alec" by Alec Templeton.

1956

JAN.—First single record released.

FEB.—First national hit, "Chain Gang" by Bobby Scott.

OCT.—First million-selling single, "A Rose and a Baby Ruth" by George Hamilton IV.

1957

JUNE—Million-selling single, "Diana" by Paul Anka.

OCT.—Million-selling single, "At the Hop" by Danny & the Juniors. Distribution arrangement with Chancellor Records for ABC-Paramount to distribute all Chancellor product. One of first such arrangements that set a pattern the recording industry has followed since. Frankie Avalon and Fabian became world-famous during the Chancellor-ABC-Paramount pact.

Citation of Achievement presented by BMI to Pamco Music, Inc. in recognition of the great national popularity attained by "Diana."

Citation of Achievement presented by BMI to Pamco Music, Inc. in recognition of the great popularity attained by the rhythm & blues song leader "Just Because."

1958

MAY—The Apt label introduced as a subsidiary of ABC-Paramount. MAY—First million-selling single on the Apt label, "Little Star" by the Elegants.

OCT.—Million-selling single, "Stagger Lee" by Lloyd Price.

Citation of Achievement presented by BMI to Pamco Music, Inc. in recognition of the great national popularity attained by "You Are My Destiny."

1959

JAN.—First million-selling single on the Chancellor label, "Venus" by Frankie Avalon.

MAY—Million-selling single, "Personality" by Lloyd Price.

MAY—Million-selling single, "Lonely Boy" by Paul Anka. Acquisition of Grand Award Records, with its newly established Command label, pioneering in the field of stereo sound.

1960

AUG.—ABC-Paramount celebrates "THE BIG 5TH!" anniversary, after five successful years in the record business.

NOV.—Impulse, ABC-Paramount's subsidiary specializing in jazz, organized and recording sessions begun.

Three Grammy awards to ABC-Paramount from the National Academy of Recording Arts & Sciences for:

1. The best performance by a vocal group—Eydie Gorme & Steve Lawrence—ABC-Paramount LP, "We Got Us."
2. The best vocal performance single record or track—male—Ray Charles—ABC-Paramount single, "Georgia on My Mind."
3. The best performance by a pop single artist—Ray Charles—"Georgia on My Mind."

1961

JAN.—Acquisition of the classical Westminster label, thus extending the company's repertoire into every field of music.

JAN.—First four albums on the Impulse label released.

DEC.—Corporate name changed from Am-Par Record Corp. to ABC-Paramount Records, Inc.

Grammy from National Academy of Recording Arts & Sciences to Ray Charles for the best rhythm & blues recording, "Hit the Road Jack."

Command albums recorded on 35mm magnetic film achieve great popularity, and the new recording technique creates much comment in the industry.

1962

JAN.—ABC-Paramount opens office in Los Angeles, Calif.

MARCH—Ray Charles forms Tangerine Records, to be distributed by ABC-Paramount Records, Inc.

APRIL—Million-selling single, "I Can't Stop Loving You" by Ray Charles.

APRIL—ABC-Paramount's first million-selling LP, "Modern Sounds in Country & Western Music" by Ray Charles.

Disk jockeys vote as favorite single and favorite album of 1962, Ray Charles' "I Can't Stop Loving You" and "Modern Sounds in Country & Western Music."

DEC.—President Samuel H. Clark states, "... one of the greatest contributing factors to the success of the label this year is the phenomenal popularity of the company's star artist, Ray Charles." Grammy to Ray Charles from the National Academy of Recording Arts & Sciences for the best rhythm & blues recording, "I Can't Stop Loving You."

1963

JAN.—The album "Songs I Sing on the Jackie Gleason Show" by Frank Fontaine in first place on music trade charts. Fontaine unexpectedly established as a major recording artist.

Jet Record Distributors established in Long Island City, N. Y., as ABC-Paramount's local distributing branch.

Life magazine calls the Impulse LP, "The Black Saint and the Sinner Lady," by Charlie Mingus, "... one of the most exciting jazz records ever made."

Westminster acquires the Music Guild label and catalog.

SEPT.—Music Operators of America, Inc., annual award presented to ABC-Paramount for the most popular artist on coin-operated phonographs: Ray Charles.

Grammy from National Academy of Recording Arts & Sciences for best rhythm and blues recording, "Busted," by Ray Charles.

1964

APRIL-MAY—Release of ABC-Paramount's first two original Broadway cast albums, "High Spirits" and "Fade Out—Fade In."

Citation of Achievement presented by BMI to Pamco Music, (Continued on page 48)

EDITORIAL

The First Decade

Ten years ago, almost to the day, Eydie Gorme recorded "Sincerely Yours" and "Come Home" on a new label. It was the first release for Am-Par Records (later to become ABC-Paramount Records) and Miss Gorme was the first contract artist signed by the label.

Today, ABC-Paramount is a major label in every sense of the word. Its artist roster includes such performers as Ray Charles, Frank Fontaine, the Barry Sisters, Steve Alaimo, Tommy Roe, Della Reese, the Highwaymen, Jaye P. Morgan, Elton Britt, Carlos Montoya, Soupy Sales and the Impressions.

Impulse, ABC-Paramount's jazz subsidiary, features such names as John Coltrane, Chico Hamilton, Sonny Rollins and Archie Shepp. Another subsidiary, Command, has Carol Channing and the Ray Charles Singers, while Dunhill, distributed by ABC-Paramount, has Barry McGuire and Shelley Fabares.

But there's more to a record label than an impressive artist roster. The label is the sum total of the efforts put forth by the artists, the a&r men, the merchandise and marketing people, the promotion men and the distributors.

Guiding these efforts have been Sam Clark, who headed the company at its founding and directed its destinies for the next nine years, and Larry Newton, who joined the label within a year of its founding and who for the last year has been its head.

Billboard congratulates the ABC-Paramount organization on its first decade and hopes that the succeeding decades will be marked with the same pioneering spirit as the first.

ABC-Paramount Executive Line-Up

LARRY NEWTON, President, ABC-Paramount Records, Inc., and subsidiaries.

HARRY LEVINE, Executive Vice-President, also guides all operations with foreign licensees and affiliates.

DAVID BERGER, Vice-President in Charge of Artists Relations, co-ordinates the activities of recording artists, special promotions, and radio stations.

IRWIN GARR, Vice-President, heads up the West Coast activities of the company.

BOB THIELE, Director of Artists & Repertoire, supervises the recording of artists and material for ABC-Paramount and its jazz label, Impulse.

PETER DeANGELIS, shares A&R duties with Bob Thiele.

JOHNNY NATE, Director of Midwestern Artists & Repertoire, based in Chicago.

STEVE CLARK, Director of Artists & Repertoire for Apt Records.

PAUL WEXLER, Director of Diversification.

JAMES GRAYSON, Managing Director, Westminster and Music Guild Records.

LOREN BECKER, General Manager, Command Records.

ALBERT GENOVESE, Administrator and Comptroller.

ALLAN PARKER, Director of Album Sales, plans and executes album merchandising programs.

HOWARD STARK, Director of Singles Sales, directs activities centering around the singles market.

MIKE BRUCE and EDDIE THOMAS share the title and duties of National Promotional Director.

RICK WARD, Director of Publicity and Advertising.

MEL CHEREN, Director of Production for LP's and singles.

JOHN NATOLI, Director of Promotion and Publicity, Westminster and Music Guild Records, also directs album production.

MARTIN GOLDSTEIN, Director of Sales, Westminster and Music Guild.

WILLIAM KAPLAN, General Attorney.

MIKE GRAZIADEI, Office Manager.

AARON (Goldie) GOLDMARK, Professional Manager of publishing firms, Pamco, Ampar, Westpar and Porgie (all BMI); Ampco and Apt (both ASCAP).

ROMEO FABRIZIO, Plant Manager, True Sound Mfg. Corp.

WALTER LAM, General Manager, Jet Record Distributors.

The Big



Tenth

Music Guild



LARRY NEWTON
PRESIDENT

September, 1965

A business anniversary is never the accomplishment of any particular individual or organization. It represents the combined talent, cooperation, and just plain hard work of many, many people. I believe that almost everyone in the music industry, at one time or another, has been touched in some way by the activities of ABC-Paramount during the past ten years.

To all of you, on the occasion of our Big Tenth anniversary, this letter and the following pages are intended to convey, as sincerely as the printed word can express it, a simple but important "Thank You".

We have tried to single out, in the next few pages, some of those who deserve special attention because of their efforts on behalf of ABC-Paramount. There are many more who must remain unlisted. Of these, I particularly want to mention music publishers, songwriters, the music trade papers, rack jobbers, one-stops, jukebox operators, our advertising agency, and our suppliers for their continuing interest and cooperation which have made our Big Tenth possible.

This is a happy and memorable anniversary for our ABC-Paramount family, and one we'll never forget. We aren't selling anything in the following pages; instead, we're giving something away -- our very sincere appreciation.

Larry Newton
Larry Newton

LN:de



AND • WESTMINSTER • MUSIC GUILD • TANGERINE • DUNHILL • abc RECORDS • ABC-PARAMOUNT • IMPULSE • APT • COMMAND

Thank You...

Tangerine Records

Command records



DUNHILL

Music Guild



... THANKS TO THE MORE THAN 50 DISTRIBUTORS AND THEIR SALESMEN WHO SELL OUR RECORDS IN THE UNITED STATES, MANY OF WHOM HAVE BEEN WITH US FROM THE BEGINNING. AN IMMEASURABLE AMOUNT OF OUR SUCCESS IS DUE TO THEIR UNTIRING EFFORTS.

WESTMINSTER • MUSIC GUILD • TANGERINE • DUNHILL

MUSIC GUILD • WESTMINSTER • IMPULSE • APT • COMMAND

abc RECORDS • ABC-PARAMOUNT

abc RECORDS • ABC-PARAMOUNT

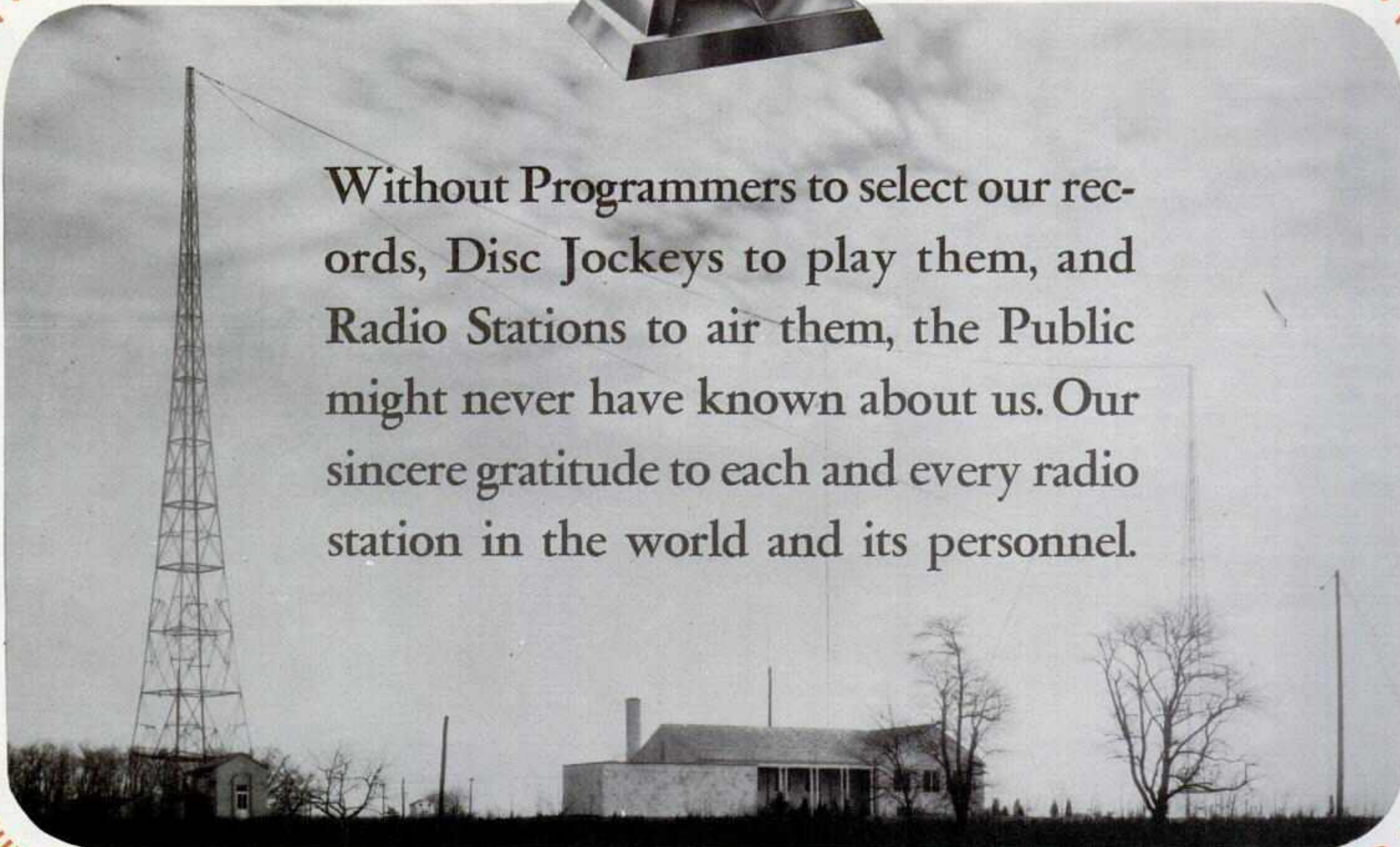
The Big Tenth



abc RECORDS • ABC-PARAMOUNT

abc RECORDS • ABC-PARAMOUNT

Without Programmers to select our records, Disc Jockeys to play them, and Radio Stations to air them, the Public might never have known about us. Our sincere gratitude to each and every radio station in the world and its personnel.

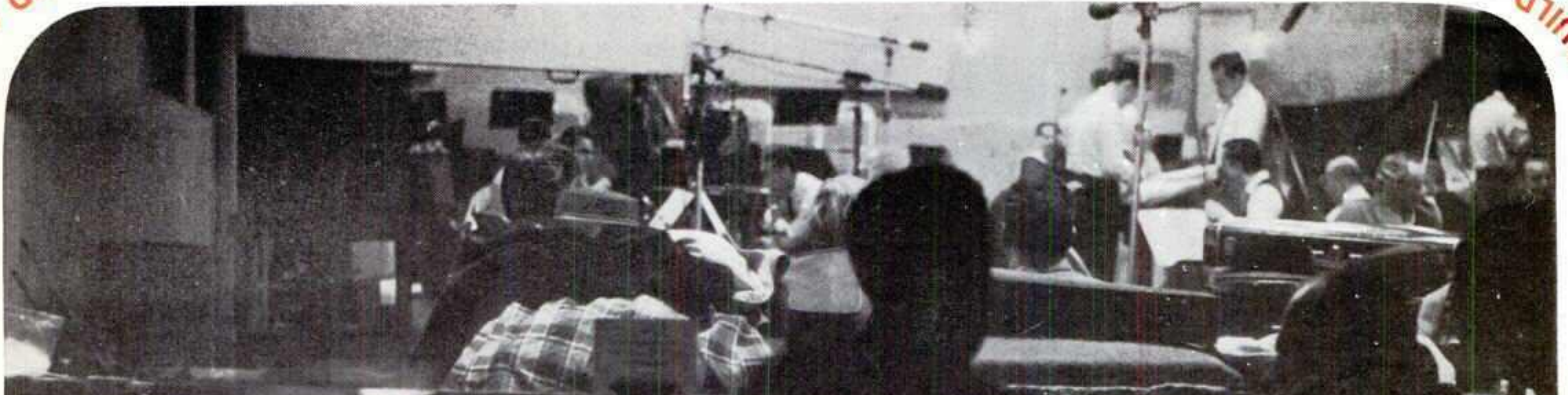


IMPULSE • APT • COMMAND • WESTMINSTER • MUSIC GUILD

DUNHILL • TANGERINE • MUSIC GUILD • WESTMINSTER • IMPULSE • APT • COMMAND

TANGERINE • DUNHILL • abc RECORDS • ABC-PARAMOUNT • IMPULSE • APT • COMMAND

WESTMINSTER • MUSIC GUILD • TANGERINE • DUNHILL • abc RECORDS • ABC-PARAMOUNT • IMPULSE • APT • COMMAND



The catalogs of the labels in the ABC-Paramount Records, Inc. family contain records by the most distinguished recording artists in the world. We are grateful to all of our artists, past and present, with a special bow to those now recording for ABC-Paramount and its subsidiaries:

STEVE ALAIMO
GUY APOLLO
BADURA-SKODA
DANIEL
BARENBOIM
THE BARRY SISTERS
THE BELIEVERS
ELTON BRITT
CAROL CHANNING
RAY CHARLES
THE RAY CHARLES
SINGERS

JOHN COLTRANE
CHRIS CONNOR
DON CORNELL
RUSS DAMON
THE ROBERT
DeCORMIER
SINGERS
FRANK DeVOL
THE DIXIE CUPS
MARGE DODSON
FIVE AMERICANS
FRANK FONTAINE

FOU TS'ONG
ROBERT GERLE
BILL HALEY
& HIS COMETS
CHICO HAMILTON
GEORGE
HAMILTON
JOHNNY
HARTMAN
DALE HAWKINS
CLANCY HAYES
DON HIGH

THE HIGHWAYMEN
DICK HYMAN
THE IMPRESSIONS
B. B. KING
THE KITTENS
YUSEF LATEEF
YANK LAWSON
LEIGHTON &
WECHSLER
MARTHA JEAN
LOVE
RICK LOVEJOY
MARILYN MICHAELS

THE McGUIRE
SISTERS
CHARLES
MAGNANTE
ANGELA MARTIN
THE MARVELOWS
TONY MIDDLETON
CARLOS MONTOLYA
JAYE P. MORGAN
TONY MOTTOLA
RON MURPHY
TESSIE O'SHEA

BERNADETTE
PETERS
THE PITTSBURGH
SYMPHONY
TORIN QUINN
DELLA REESE
TOMMY ROE
THE ROEMANS
SONNY ROLLINS
SOUPY SALES
THE SAPPHIRES
THE TEACHERS

HERMAN
SCHERCHEN
SHIRLEY SCOTT
DOC SEVERINSEN
ARCHIE SHEPP
JOE SOUTH
THE TAMS
TOM & JERRIO
THE TRENDS
DENNIS TURNER
TWO GUYS
FREDDIE WELLER
RAY WHITLEY



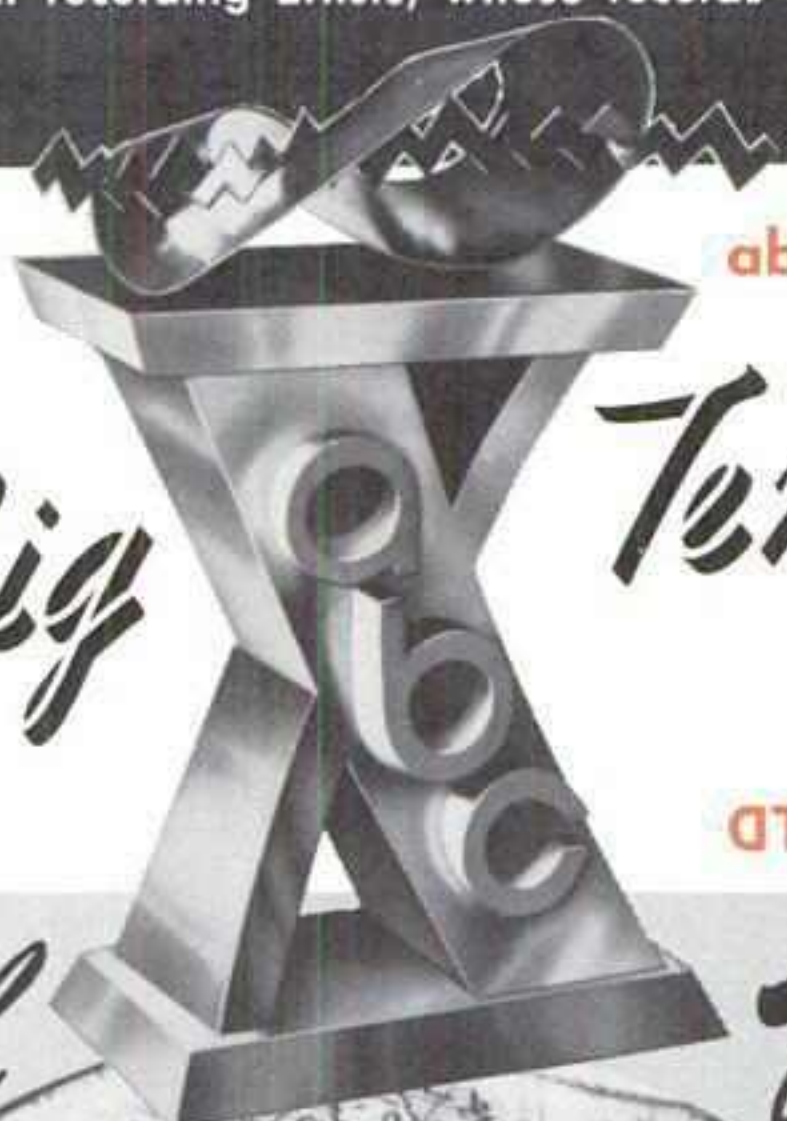
We especially thank DUNHILL RECORDS, LTD.; TANGERINE RECORD CORP., and their recording artists, whose records it is our privilege to distribute.



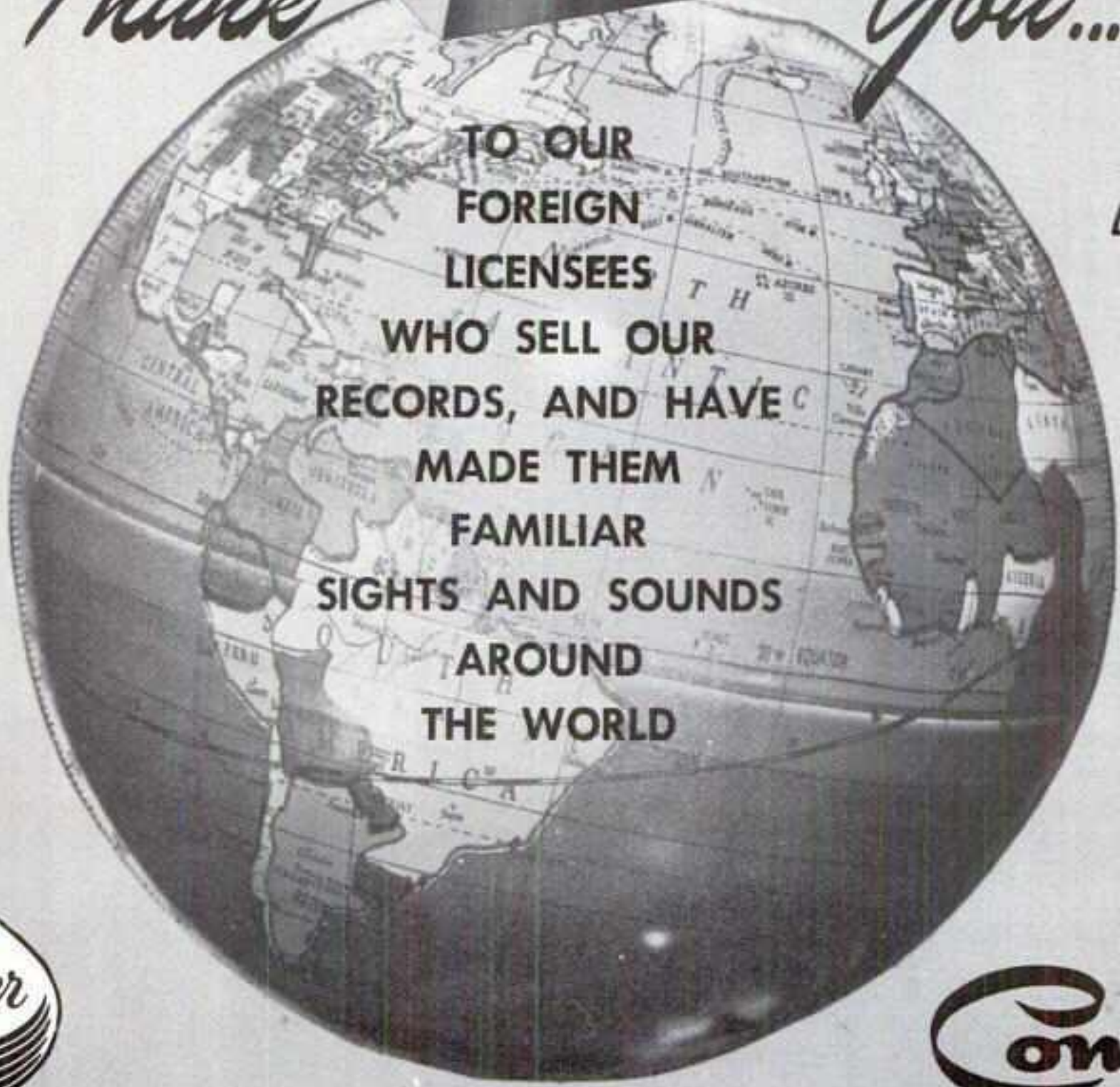
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abc RECORDS • ABC-PARAMOUNT

The Big Tenth



Thank You...



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WITHOUT OUR FAITHFUL EMPLOYEES, THERE'D BE NO "BIG TENTH"

We Thank Them

C. R. Aguirre
Warren Alleyne
Mike Becce
Loren Becker
Dave Berger
Robert Byrne
John Calabrese
Frank Capaccio
Peggy Carroll
Leo Cheremetieff
Mel Cheren
Alexander Cruz
Peter Curiel
D. A. DeGregorio
Janet Despenza
Carol Drabin
Diane Erdos
Romeo Fabrizio
Gertrude Faigin
Stephen Feldman

Margaret Felitto
Jennie Fields
Helen Fleschner
Larry Fogel
Gladys Friedman
Irwin Garr
Albert Genovese
M. P. Gilbert
Abe Glaser
Aaron "Goldie" Goldmark
Martin Goldstein
Eugene Goodman
Julia Gottlieb
James Grayson
Mike Graziadei
Gertrude Hellman
Sidney Hess
Ray Kissel
Julie Klages

Ida Kreig
Walter Lam
John Ledee
Harry Levine
Enoch Light
Josephine Lyons
R. A. Maclean
Steve Margeotes
Ray Meyer
Phil Michelson
Dennis Minogue
Charles Murphy
John Natoli
Larry Newton
Allan Parker
Johnny Pate
Daniel Pezza
Jerry Rader
Catherine Recchio

Robert Rensch
William Rogers
Adrienne Rogers
Ferdinand Romero
Lee Saner
Lillian Seyfert
William Shtoulsky
Matty Singer
Howard Stark
Bob Thiele
Eddie Thomas
Charles Trepel
Sal Uterano
Esther Risolo
Florence Visconti
Anna Mae Waldman
Rick Ward
Blair Weille
Paul Wexler
Bernard Woods



The Big Tenth

Our Very Special Thanks to

SAMUEL H. CLARK

who organized Am-Par Record Corp.
in 1955, and as President, skillfully
guided it through its first nine
successful years. ABC-Paramount's
prominent position in the recording industry
today is largely due to his dedication.



POP SPOTLIGHT

SHOUT!

Vibrations. Okeh OKM 12111 (M); OKS 14111 (S)

The raucous, rockin' blues-oriented group offers a frantic, swinging album of hard-driving dance beat numbers featuring "Shout." Change of pace comes about in the soulful solo of Ricky's "Misty." Package moves with no let up and should meet with the same impact on the LP chart.



POP SPOTLIGHT

MARCHES FROM THE MOVIES

Band of the Grenadier Guards (Bashford). London LL 3434 (M); PS 434 (S)

Playing the best known march themes from recent film successes, the world famous Band of the Grenadier Guards has created a musically superb LP package. The legendary military band of the Queen's guard comes to life in this album containing "Bridge Over the River Kwai," "Parade of the Charioteers" (Ben-Hur) and "Seventy-six Trombones." All the excitement and splendor of this magnificent band is captured in this well produced album.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

ALL I REALLY WANT TO DO

Cher, Imperial LP 9292 (M); LP 12292 (S)

LOOKING THROUGH THE EYES OF LOVE

Gene Pitney, Musicor MM 2069 (M); MS 3069 (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.

TOO MANY RIVERS . . .

Brenda Lee, Decca DL 4684 (M); DL 74684 (S)

EVE OF DESTRUCTION . . .

Barry McGuire, Dunhill D 50003 (M); DS 50003 (S)

BEAT & SOUL . . .

Everly Brothers, Warner Bros. W 1605 (M); WS 1605 (S)

I'M A FOOL . . .

Dino, Desi & Billy, Reprise R 6176 (M); RS 6176 (S)

BABY I'M YOURS . . .

Barbara Lewis, Atlantic 8110 (M); SD 8110 (S)

THE VENTURES A GO-GO . . .

Dalton BLP 2037 (M); BST 8037 (S)

THE SANDPIPER . . .

Soundtrack, Mercury MG 21032 (M); SR 61032 (S)

A WORLD OF OUR OWN . . .

Seekers, Capitol T 2369 (M); DT 2369 (S)

SHOUT! . . .

Vibrations, Okeh OKM 12111 (M); OKS 14111 (S)

DRUMS A GO-GO . . .

Sandy Nelson, Imperial LP 9287 (M); LP 12287 (S)

CLASS OF '65 . . .

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

SUMMER WIND . . .

Wayne Newton, Capitol T 2389 (M); ST 2389 (S)



POP SPOTLIGHT

THIS LAND IS YOUR LAND

Mormon Tabernacle Choir (Candie)/Philadelphia Ork (Ormandy). Columbia ML 6147 (M); MS 6747 (S)

A built-in market lies waiting for this album, which features not only the stirring voices of the Mormon Tabernacle Choir, but the Philadelphia Orchestra under conductor Eugene Ormandy. An additional factor to boost sales is the great selection of folk songs, including "Home on the Range" and "Beautiful Dreamer."

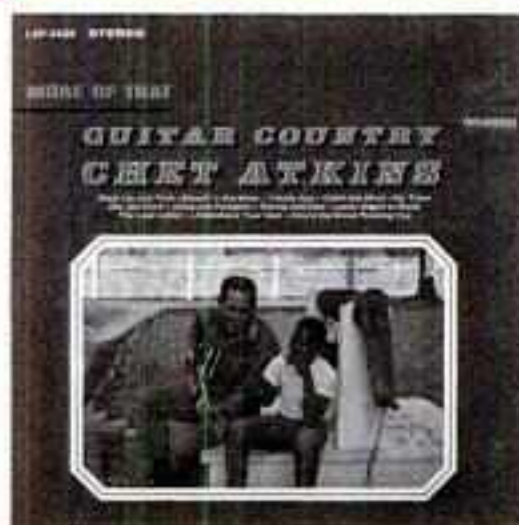


POP SPOTLIGHT

WE DIG MANCINI

Anita Kerr Quartet. RCA Victor LPM 3428 (M); LSP 3428 (S)

This group has appeared on many records in support of the biggest names in the field. Now this album proves that they're big names in their own right and capable of standing alone. Their versions of "Moon River," "Dear Heart," and "The Sweetheart Tree" are destined for countless hours of airplay on good music AM and FM radio stations, resulting in guaranteed sales for dealers. A dealer must.



COUNTRY SPOTLIGHT

MORE OF THAT GUITAR COUNTRY

Chet Atkins. RCA Victor LPM 3429 (M); LSP 3429 (S)

"Yakety Axe," his current hit, will of course provide the necessary impetus for a flock of sales, but Chet Atkins' solos of "Letter Edged in Black" and "Blowing in the Wind" prove that Chet is master of all the electric guitar performers.

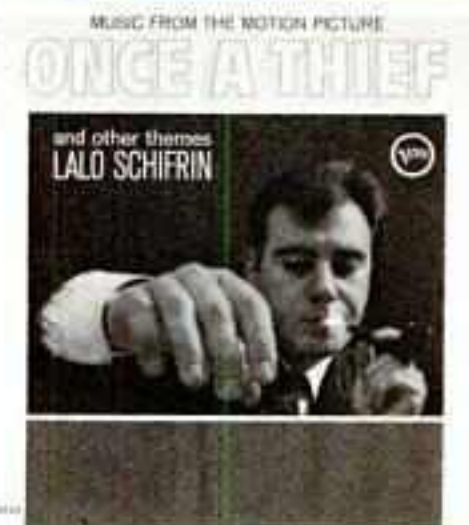


JAZZ SPOTLIGHT

GETTING ROMANTIC

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

Updating the 19th century classics of Beethoven, Chopin, Mendelssohn and Schubert, the unique jazz vocalists defy tradition in swinging arrangements of the masters. In this its fourth album, the group, as always, faithful to the classical melodies, employs a subtle swinging rhythm that has become its trade-mark. Rapidly gaining favor in jazz circles, this well produced and performed program will further boost their popularity.



JAZZ SPOTLIGHT

ONCE A THIEF AND OTHER THEMES

Lalo Schifrin. Verve V-8624 (M)

More "jazz-pop" from the prolific Schifrin. This film music runs from dreamy ballad to discotheque swingers. A couple of goodies from TV's "The Man From U.N.C.L.E." should help the album catch on and, to round it out, Verve gives us the added bonus of "The Cat" (Grammy winner) with the great organist Jimmy Smith. This promises to be a hot album in almost anybody's book.



POP SPOTLIGHT

REMEMBER

Norman Luboff Choir. RCA Victor LPM 3400 (M); LSP 3400 (S)

The Norman Luboff Choir serves up a tasty dish of nostalgia with standards like "I'll Get By," "Always," "It Had to Be You" and "I'll See You Again." And Bill Lee does an excellent "Together" solo. It all adds up to good, solid adult fare.



COUNTRY SPOTLIGHT

GREAT TRAIN SONGS: AN AMERICAN LEGEND

Roy Acuff. Hickory LPM 125 (M)

An immediate collector's item. Roy Acuff, virtually a living legend himself, sings some of the great train songs. You'll find "Freight Train Blues," "Wreck of the Old 97," and "The Streamlined Cannonball"—with the haunting support of harmonica and dobro guitar and a booming beat. Acuff has certainly put new life into these oldies.



CLASSICAL SPOTLIGHT

DVORAK: THE SLAVONIC DANCES/CARNIVAL OVERTURES (2-12" LP's)

The Cleveland Ork (Georg Szell). Columbia M2L 326 (M); M2S 726 (S)

Georg Szell and the Cleveland Orchestra do a masterful job with the Czech music of Dvorak. It's at the top of "Slavonic Dances" recordings. The cover art for the two-record set is also outstanding.



JAZZ SPOTLIGHT

GLAD TO BE UNHAPPY

Paul Desmond. RCA Victor LPM 3407 (M); LSP 3407 (S)

This superb collection of torch material is really "sung" by Desmond's alto sax. Jim Hall's guitar completes a duo that's hard to beat. Beautiful sounds, melodies and improvisations with that "easy listening" quality that's sure to please a lot of record buyers. "A Taste of Honey" is played in lilting 3/4 jazz time and "Angel Eyes" is spun from pure gold. Taste and elegance in modern jazz.



INTERNATIONAL SPOTLIGHT

THE MUSIC OF ERNESTO LECUONA

Trio Los Panchos. Columbia EX 5145 (M); ES 1845 (S)

The voices and guitars of the Trio Los Panchos do a superb job with the works of Latin America's greatest composer, including the classic "Malaguena" and the sensuous "Siboney." The appeal of this album should extend well beyond Latin American buyers.

(continued)



POP SPOTLIGHT

THE BIG HITS OF 1965

Hugo Winterhalter & His Ork. Kapp KL 1429 (M)

Utilizing a powerful big band, Winterhalter freshens top pop hits of the year in this well done package. The creative and imaginative Winterhalter arrangements add new luster to the much recorded material which makes this a standout LP and a must for programmers.

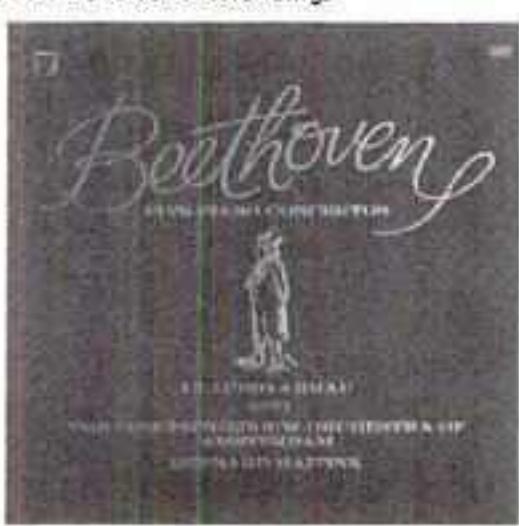


COUNTRY SPOTLIGHT

WHEN LOVE IS GONE

Browns. RCA Victor LPM 3423 (M); LSP 3423 (S)

Jim Edward Brown steps out front (he's performing alone more and more these days) in this package featuring the Browns, who're automatically a big sales item for country music shelves. Some of the songs here are "Too Soon to Know" and the beautiful "Gone." A very big country music album that will not only please present fans of this famous group, but create new fans.



CLASSICAL SPOTLIGHT

BEETHOVEN: FIVE PIANO CONCERTOS (5-12" LP's)

Concertgebouw Ork, Amsterdam (Haitink), Arrau (Pianist). Philips PHS 5 970 (S)

A notable addition to the complete Beethoven concerto packages, and one which will win an enthusiastic response for its artistic merits. The stereo recording is excellent.

SEE ALBUM REVIEWS ON BACK COVER

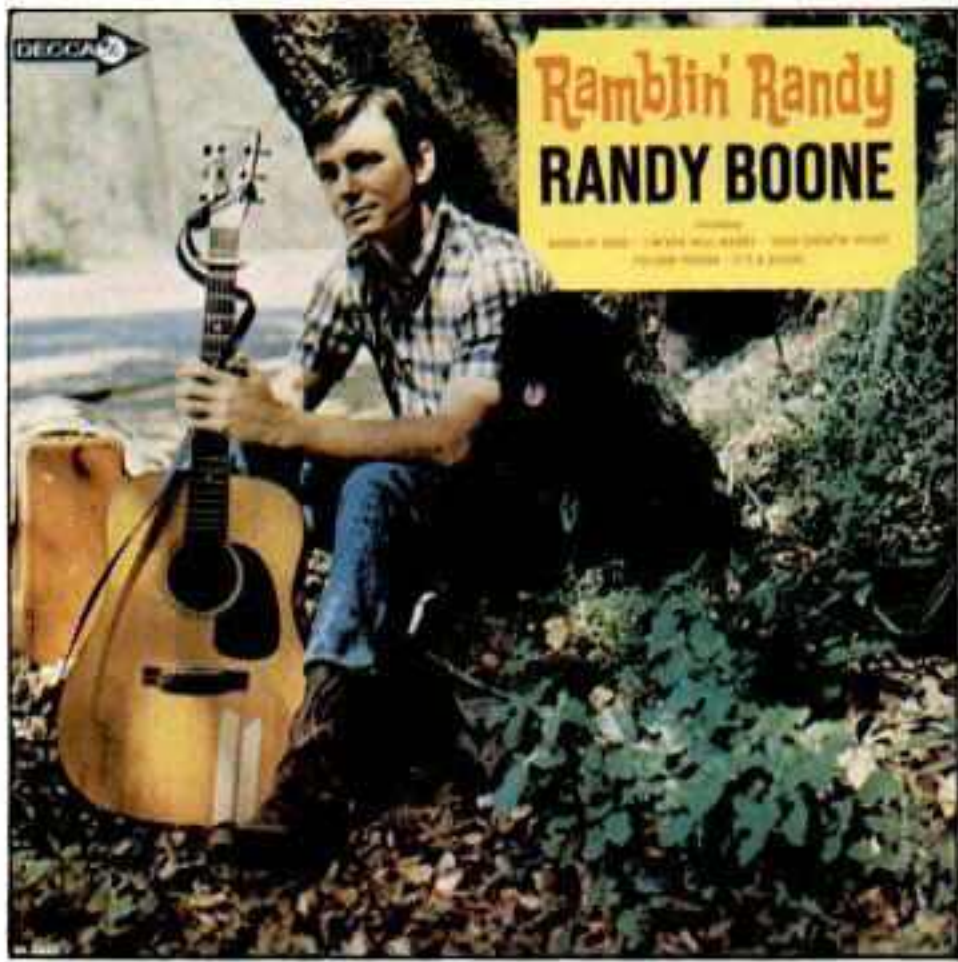


ALBUM REVIEW POLICY

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

DECCA® * CORAL® * BRUNSWICK®

HERE'S 18 MORE NEW



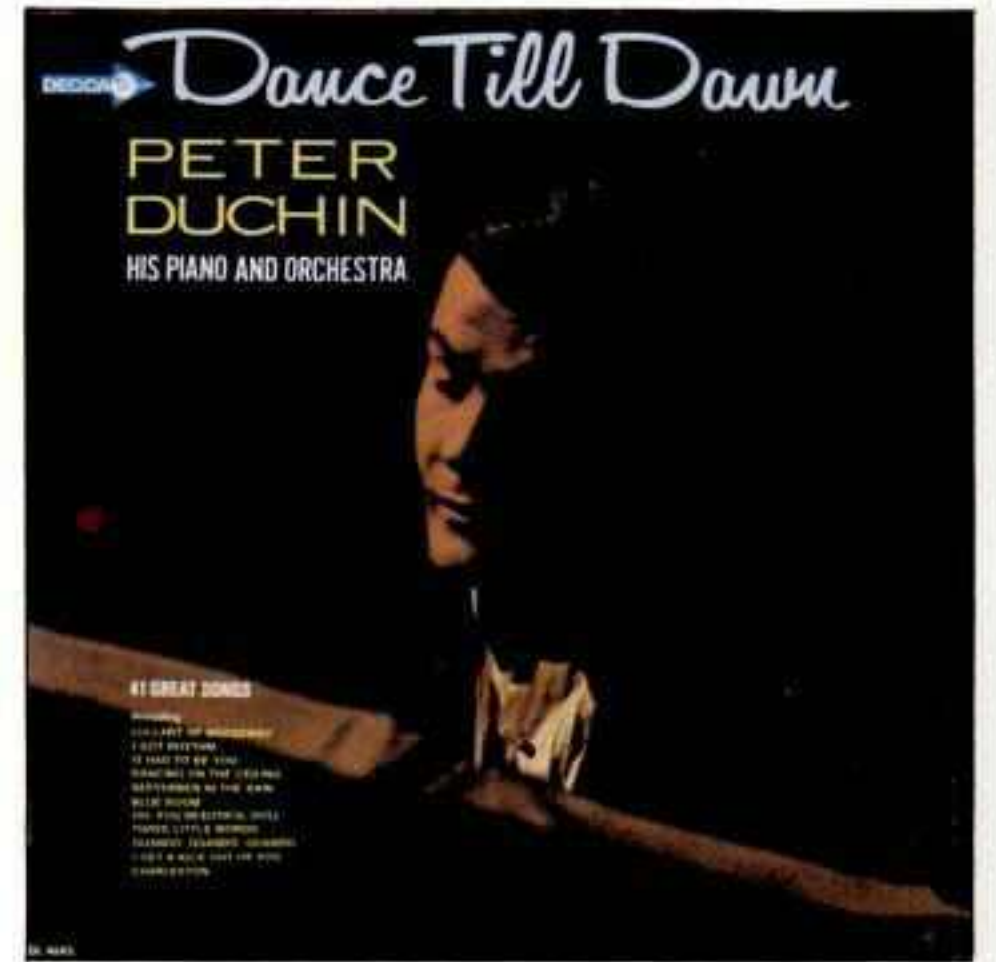
DL 4663 (Mono)

DL 74663 (Stereo)



DL 4667 (Mono)

DL 74667 (Stereo)



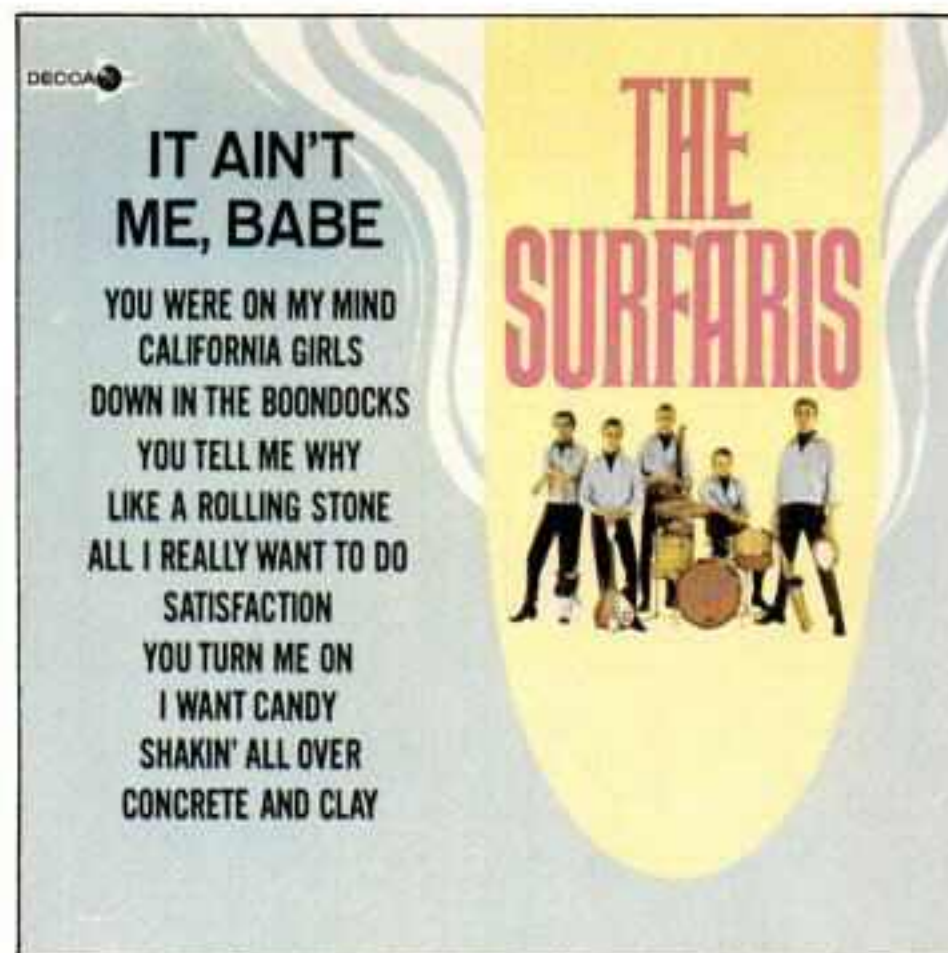
DL 4685 (Mono)

DL 74685 (Stereo)



CRL 57481 (Mono)

CRL 757481 (Stereo)



DL 4683 (Mono)

DL 74683 (Stereo)



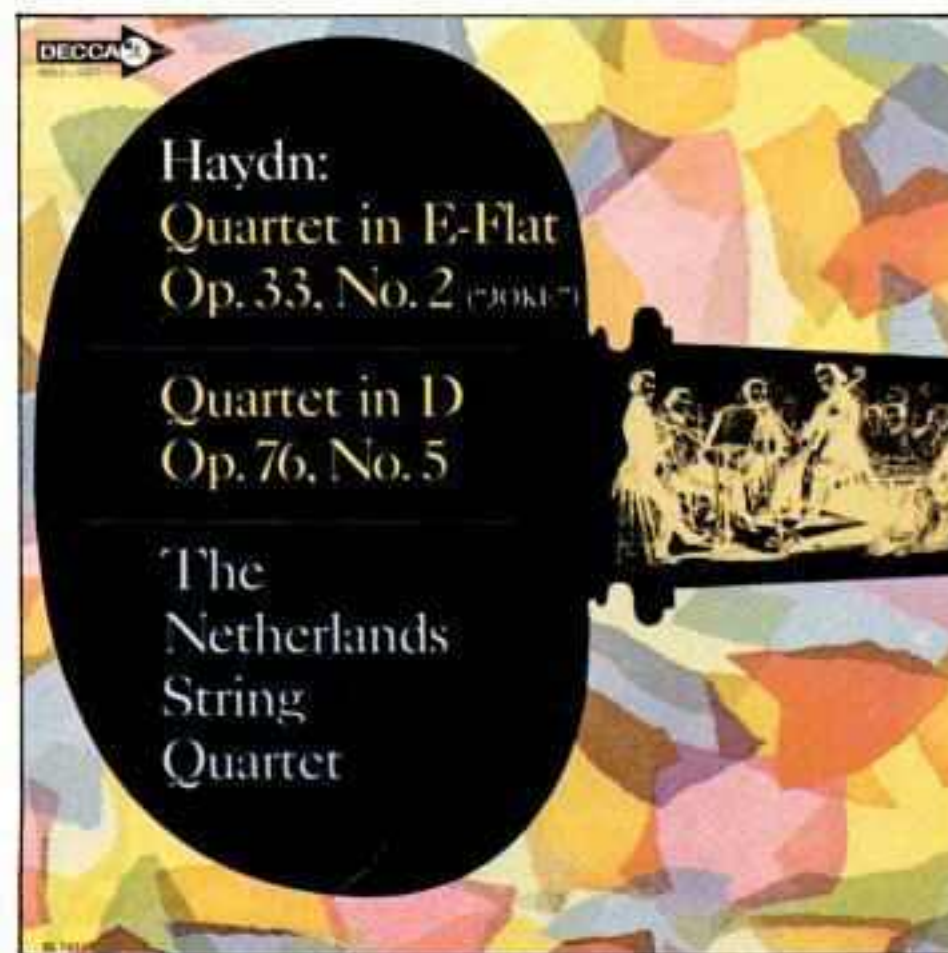
CRL 57482 (Mono)

CRL 757482 (Stereo)



DL 9424 (Mono)

DL 79424 (Stereo)



DL 10117 (Mono)

DL 710117 (Stereo)

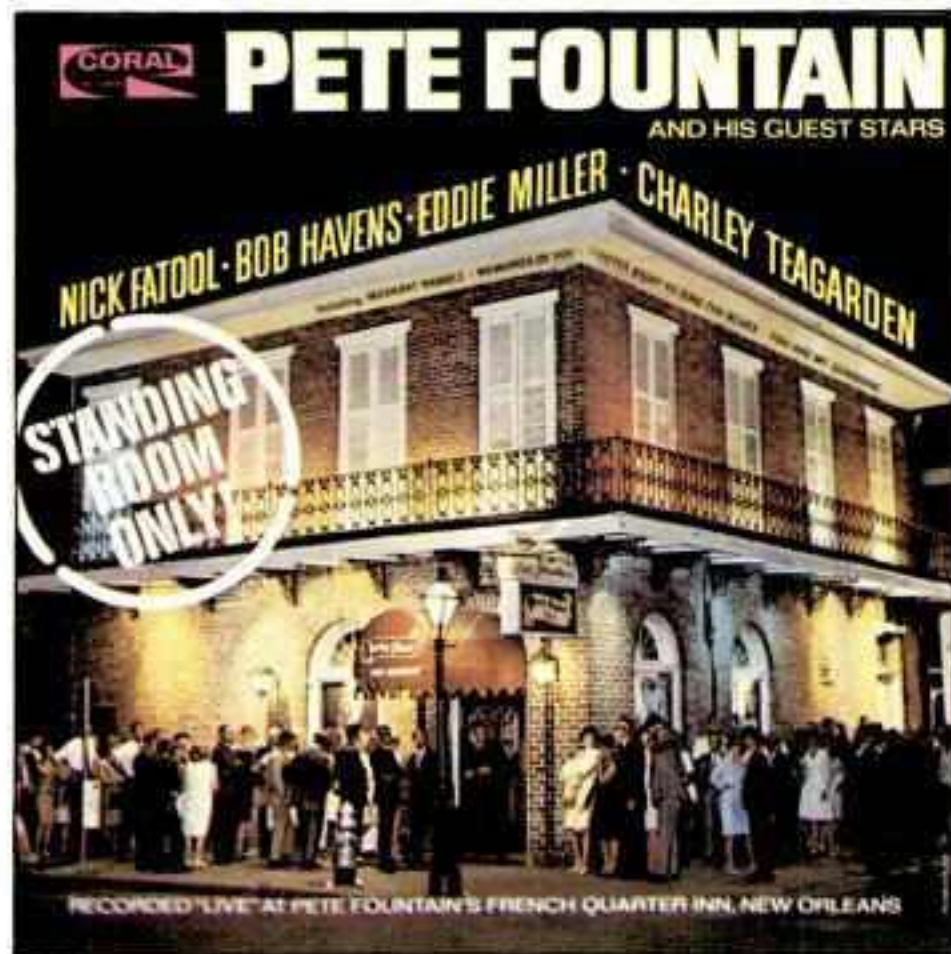


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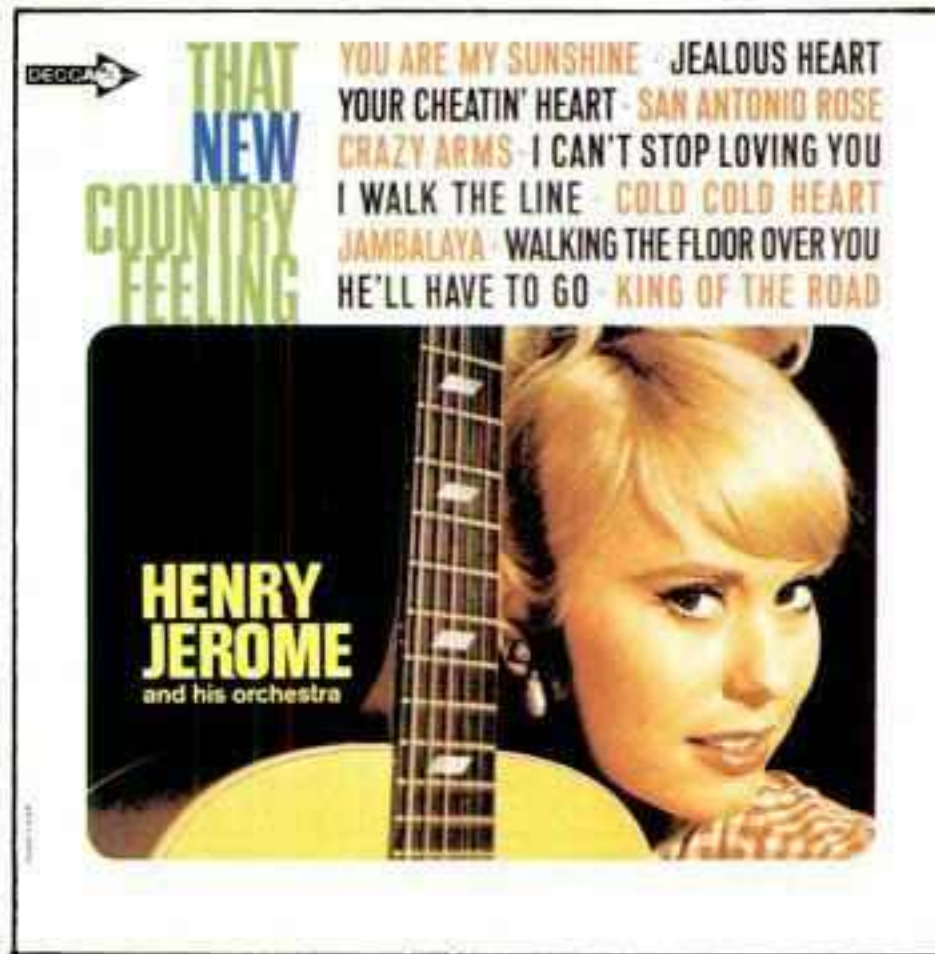
CONTACT YOUR DECCA® BRANCH FOR DETAILS OF AN

MEAN BUSINESS.... WAYS TO PROVE IT!



CRL 57474 (Mono)

CRL 757474 (Stereo)



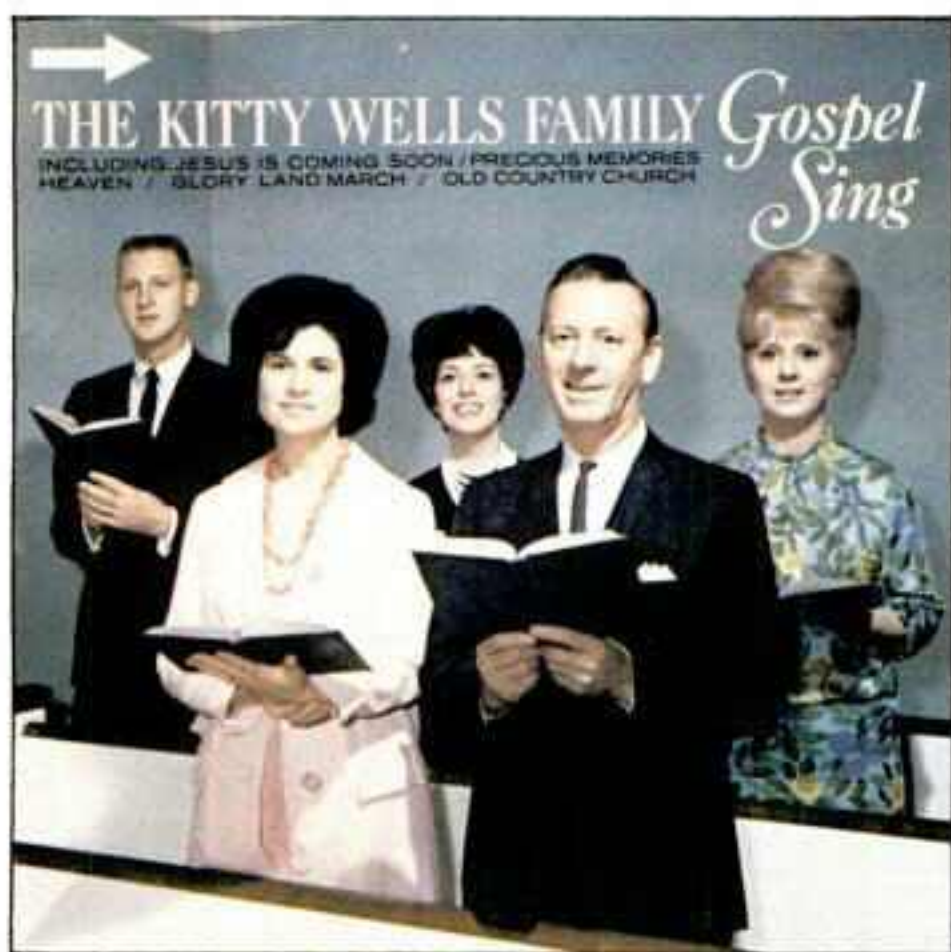
DL 4676 (Mono)

DL 74676 (Stereo)



DXB-189 (Mono)

DXSB-7189 (Stereo)



DL 4679 (Mono)

DL 74679 (Stereo)



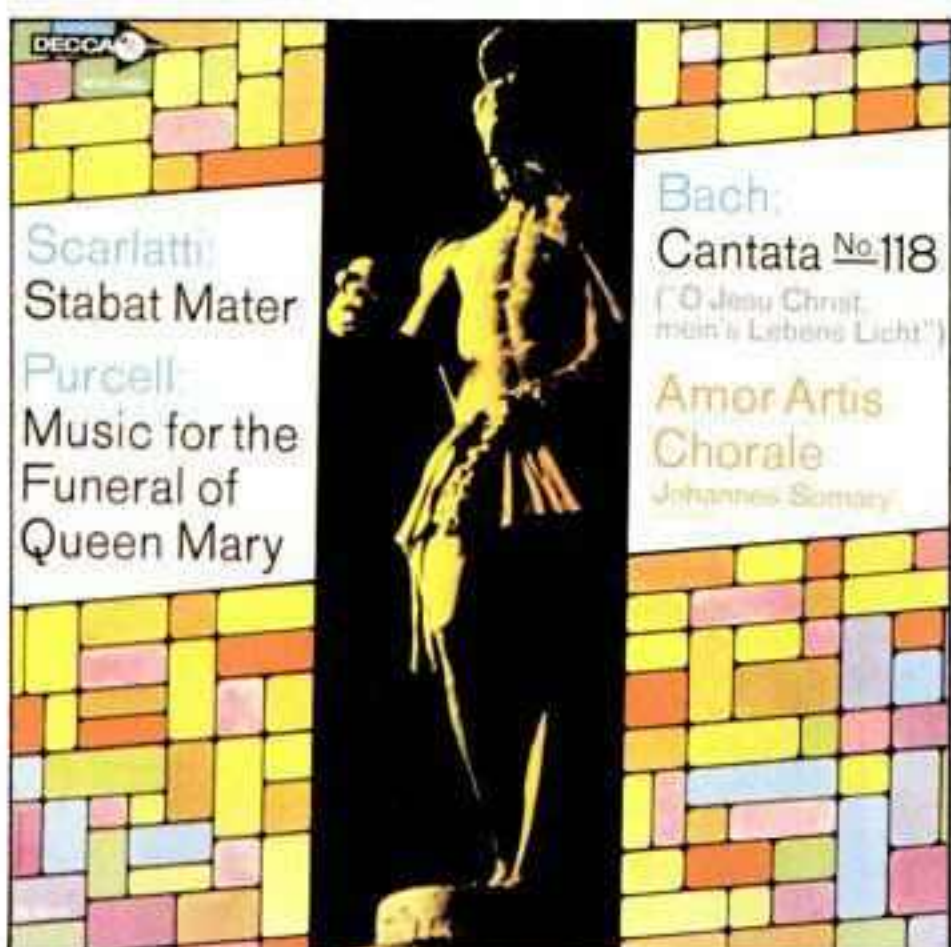
BL 54119 (Mono)

BL 754119 (Stereo)



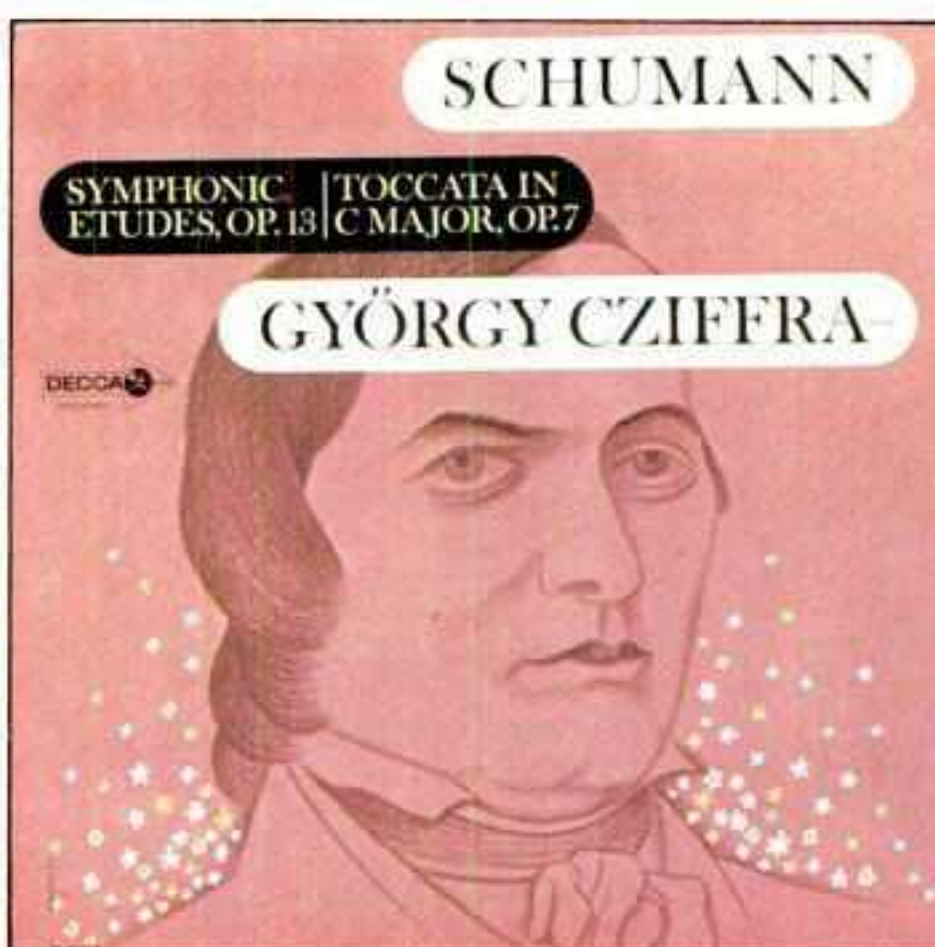
DL 4649 (Mono)

DL 74649 (Stereo)



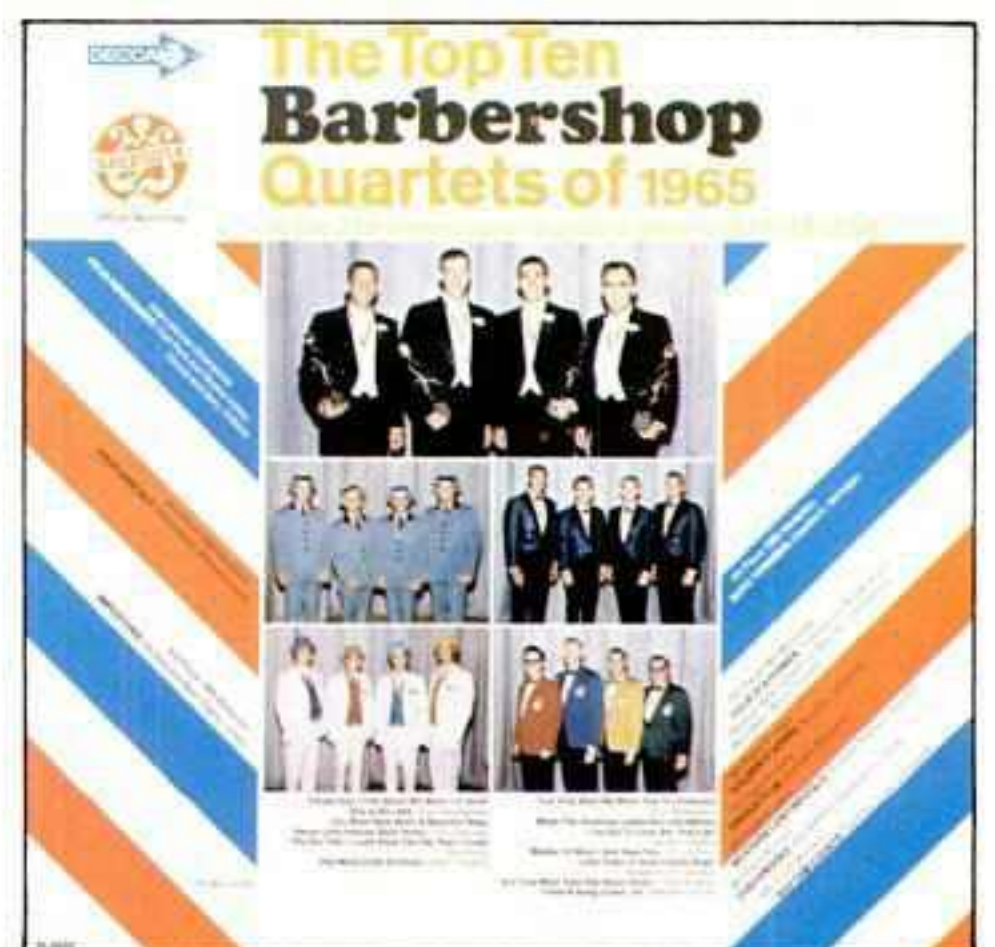
DL 10114 (Mono)

DL 710114 (Stereo)



DL 10115 (Mono)

DL 710115 (Stereo)



DL 4650 (Mono)

DL 74650 (Stereo)

EXCITING INCENTIVE MERCHANDISING PROGRAM!

TOP 100's

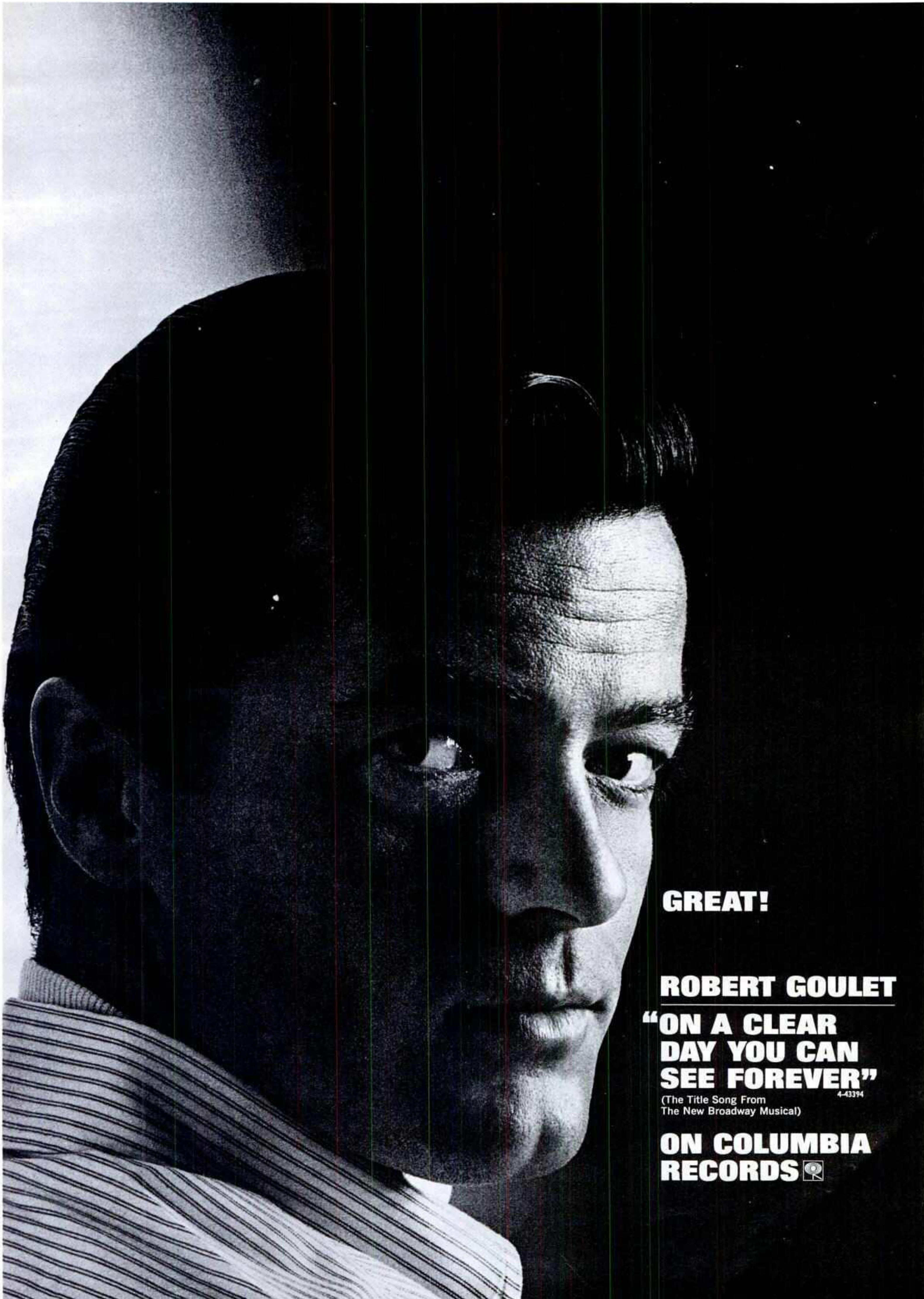
★ STAR performer—LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.

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

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains top 50 records including 'HELP' by Beatles, 'LOOK AT US' by Sonny & Char, 'OUT OF OUR HEADS' by Rolling Stones, etc.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains records 51-100 including 'BEFORE AND AFTER' by Chad & Jeremy, 'THE BEST OF AL HIRT', 'GIRL HAPPY' by Elvis Presley, etc.

Table with columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains records 101-150 including 'THE ROAR OF THE GREASEPAINT—THE SMELL OF THE CROWD', 'WHY IS THERE AIR?', 'THE MAGIC MUSIC OF FAR AWAY PLACES', etc.



GREAT!

ROBERT GOULET

**"ON A CLEAR
DAY YOU CAN
SEE FOREVER"**

(The Title Song From
The New Broadway Musical)

4-43394

**ON COLUMBIA
RECORDS** 

ALBUM REVIEWS

Continued from page 37



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

THE NEW SOUND OF THE OSMOND BROTHERS

MGM E 4291 (M); SE 4291 (S)

The four talented boys who appear on the "Andy Williams Show" come through with a mixed bag, ranging from "Sweet and Low" to a rocking "Downtown." They also belt out "My Mom" in true r&b style.

LOW PRICE POP SPECIAL

MERIT

THE SOUL OF BROOK BENTON

Harmony HL 7346 (M)

The album is well named. Benton manages to inject plenty of soul in his material. He's particularly effective with the "Kentuckian Song" ballad. And he lets loose with "Rock 'n' Roll That Rhythm."

POP SPECIAL MERIT

THE SOUL OF ITALY

Richard Tucker. Columbia ML 6164 (M); MS 6764 (S)

The fine operatic tenor voice of Richard Tucker is tailor-made for Neapolitan songs. He sings the Italian love songs with style and gusto. And, of course, he gets in the traditional "Mamma."

POP SPECIAL MERIT

ORIGINAL MUSIC FROM "THE ADDAMS FAMILY"

RCA Victor LPM 3421 (M); LSP 3421 (S)

Appropriately ghoulish music captures the spirit of the bizarre TV family. Vic Mizzy's orchestra and chorus have a lot of fun with this one, and so will the Charles Addams fans.

FOLK SPECIAL MERIT

TAKE THIS HAMMER

Leadbelly. Verve Folkways FV 9001 (M); FVS 9001 (S)

The dean of blues singers walks, talks, shouts, pouts and picks his way through such traditional tunes as "Good Morning Blues," "Pick a Bale of Cotton," "Take This Hammer" and "Leavin' Blues." Leadbelly's 12-string guitar picking and raucous blues voice have been remastered with skill and imagination.



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.

SOUNDTRACK

THE MOMENT OF TRUTH
Original Soundtrack Recording. Mainstream 56057 (M); S/6057 (S)

POPULAR

LADIES MAN
Sammy Jackson. Arcee M 434 (M)

LOW PRICE POPULAR

THE LITTLE DRUMMER BOY
Living Voices. Camden CAL 911 (M); CAS 911 (S)

THE BEST OF THE DUKES OF DIXIELAND
Harmony HL 7349 (M); HS 11149 (S)

INTRODUCING THE IN-SECT
Camden CAL 909 (M); CAS 909 (S)

COUNTRY

LONG LIVE KING GEORGE
George Jones. Starday SLP 344 (M)

TRAVEL ON
Alex Campbell & Oibelle. Starday SLP 342 (M)

CLASSICAL

BARTOK: MIKROKOSMOS (3-12")
Ditta Pasztory-Bartok. LPX 1033-35 (M)

EVENSONG FOR ASH WEDNESDAY
Choir of King's College, Cambridge/David Willcocks. London Argo RG 365 (M)

VON SUPPE: OVERTURES
STRAUSS: WALTZES
Vienna State Opera Orch. (Swarowsky). Audio Fidelity FCS 50,018 (S)

SCHUBERT DIE SCHONE MULLERIN
Gerard Souzay, Baritone; Dalton Baldwin, Pianist. Philips PHS 900-074 (S)

BRAHMS: CONCERTO NO. 2 IN B FLAT MINOR
Eduard Mrazek/Vienna State Opera Orch. (Swarowsky). Audio Fidelity FCS 50,016 (S)

ERKEL: BANK MAN (3-12")
Opera Harom Felvonasban. Qualiton LPX 150-52 (M)

JAZZ

SONNY ROLLINS ON IMPULSE!
Impulse! A-91 (M); AS-91 (S)

FOLK

PETER LA FARGE SINGS WOMEN BLUES
Verve Folkways FV 9004 (M); FVS 9004 (S)

FOLK GO-GO
Various Artists. Verve Folkways FV-9011 (M); FVS-9011 (S)

THE FOLK FOUR
Audio Fidelity AFSD 6141 (S)

DAVE VAN RONK SINGS THE BLUES
Verve Folkways FV 9006 (M); FVS 9006 (S)



If we've said "Dynarange" once, we'll



New SCOTCH® Brand "Dynarange" Series Recording Tape offers twice the music per foot. Lets your customers cut recording speed by half, yet retain full fidelity.

There, we've said it again. And beginning right now and continuing through the end of the year, we'll be telling your customers in consumer and hobbyist magazines, on network television and over FM radio. Individual ad impressions in magazines plus the

cumulative broadcast audience will total over 25 million.

The particulars: A 90-second commercial will appear on the October 3M-sponsored documentary, "The Teen-age Revolution," on ABC television. There will be a weekly FM radio program, "Stage 3," featuring Skitch Henderson, beginning in November in major markets across the country. Many of these FM commercials will actually demonstrate the excellence of "Dynarange" Tape at slow speed.

There will also be over 6,250,000 consumer magazine advertising impressions in Sports Illustrated and The New Yorker. And over 2,700,000 more impressions in leading audiophile fan magazines.

LOW PRICE CHILDREN'S

DR. SEUSS PRESENTS . . . FOX IN SOCKS/GREEN EGGS AND HAM
Marvin Miller/Marty Gold and His Ork. RCA Camden CAL-1063 (M); CAS-1063 (S)

NOISY & QUIET/BIG AND LITTLE
Tom Glazer. RCA Camden CAL 1070 (M); CAS 1070 (S)

INTERNATIONAL

LLOREN ORGANILLOS—FOLK SONGS OF MEXICO
Irma Serrano. Columbia EX 5144 (M)

NEW ALBUM RELEASES

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

ATLANTIC

BARBARA LEWIS—Baby, I'm Yours; 8110.

AUDIO FIDELITY

RENEE RAFF—Among the Stars; AFLP 2142, AFSD 6142.

DOLTON

THE VENTURES A Go-Go; BLP 2037, BST 8037.

ESP-DISK

PAUL BELY QUINTET—Barrage; 1003.
BOB JAMES TRIO—Explosions; 1009.
NEW YORK ART QUARTET; 1004.

FANTASY

My Name Is ALBERT AYLER; 6016, 86016.
VINCE GUARALDI at Grace Cathedral; 3367.

FOLKWAYS

ERIC BENTLEY—Bentley on Brecht; FH 5434.
BERNICE REAGON—Folk Songs: The South; FA 2457.
ROCCA ALLEGREZZA-RUGGIERO—Neapolitan Songs; FW 8770.
PETE SEEGER—The 12 String Guitar as Played by Leadbelly; FI 8371 a/B.
THEATRE A LA CARTE—Emperor's Nightingale; FC 7588.
VARIOUS ARTISTS—Italian Folk Songs; FE 4010.

MUSICOR

GEORGE JONES & THE JONES BOYS—New Country Hits; MM 3060, MS 3060.
ORIGINAL MOTION PICTURE SOUNDTRACK—Go, Go, World; MM 2059, MS 3059.
GUS VALI & HIS ORCH.—All Ports East; MM 2064, MS 3064.

S & R

ANTON DOLIN—Alice in Topsy Turvy Land; 800.

STARDAY

THE COWBOY COPAS Story; SLP 9 347.
THE SUNSHINE BOYS—Happy Home Up There; SLP 349.
VARIOUS ARTISTS—Stars of the Steel Guitar; SLP 350.
LULA BELLE AND SCOTTY—Sweethearts Still; SLP 351.
DOTTIE WEST & MELBA MONTGOMERY—Queens of Country Music; SLP 352.
THE WILLIS BROTHERS—Road Stop-Juke Box Hits; SLP 353.
JOHNNY BOND—Famous Hotrodders I Have Known; SLP 354.

SUPREME

SWORSDMEN QUARTET—The Gospel Folk Sing; S 207.
STAN WRIGHT—Fill My Cup, Lord; M 106.

TURNABOUT

HERMANN PREY—Bach: Cantata No. 56 & 82; TV 4020, TV 34020S.
MARTIN GALLING—Bach: The Goldberg Variations; TV 4015, TV 34015S.
HAYDN: STRING QUARTETS NO. 76 & 79—Hungarian String Quartet; TV 4012, TV 34012S.
HOFFMAN: MANDOLIN QUARTET IN F MAJOR—Various Artists; TV 4016, TV 34016S.
MONTEVERDI: COMBATTIMENTO di TANCREDI E CLORINDA & THREE MADRIGALS—Maiuz Chamber Orch. (Kehr); TV 4018, TV 34018S.
MOZART: HAFNER SERENADE—Wurttemberg State Orch. (Leitner); TV 4013, TV 34013S.
MOZART & HAYDN: DANCES—Innsbruck Symphony Orch. (Wagner); TV 4011, TV 34011S.
VARIOUS ARTISTS—Medieval & Renaissance Music for the Irish & Medieval Harps Viele; TV 4019, TV 34019S.

VANGUARD EVERYMAN

J. S. BACH: THE SIX BRANDEN CONCERTOS—Various Artists/Chamber Orch. of the Vienna State Opera (Prohaska); VRS 171/2.
BACH: ORCHESTRAL MASTERWORKS—Various Artists/Chamber Orch. of the Vienna State Opera (Prohaska); SRV 165.
BACH: GOLDBERG VARIATIONS—Gustav Leonhardt; SRV 175, SRV 175SD.
BACH: CONCERTO FOR ORCH./SYMPHONY NO. 1 IN D—Vienna State Opera Orch. (Prohaska); SRV 176.
BERLIOZ: SYMPHONIE FANTASTIQUE—Vienna State Opera Orch. (Golschmann); SRV 170, SRV 170 SD.
DEBUSSY LA MER RAVEL: DAPHNIS & CHLOE—The Halle Orch. (Barbirolli); SRV 177, SRV 177SD.
MOZART: EINE KLEINE NACHTMUSIK—Vienna State Opera Orch. (Prohaska); SRV 162.
MOZART: THE FOUR HORN CONCERTI—Albert Linder/Vienna State Opera Orch. (Swarowsky); SRV 173, SRV 173SD.
NIELSEN: SYMPHONY NO. 4—The Halle Orch. (Barbirolli); SRV 179, SRV 179 SD.
PRO ARTE ORCH.—Encores for Orchestra (MacKerras); SRV 178, SRV 178 SD.
PROKOFIEFF: PETER & THE WOLF—Boris Karloff/Vienna State Opera Orch. (Rossi); SRV 174, SRV 174 SD.
TCHAIKOVSKY: THE NUTCRACKER BALLET—Utah Symphony Orch./Chorus of the University of Utah (Abravanel); SRV 168/9, SRV 168/9SD.

VOX

BACH: KEYBOARD MUSIC, VOL. 2—Martin Galling; 5435.
BACH ORGAN MUSIC, VOL. 2; 5442.
The Art of SUZANNE BLOCH Medieval & Renaissance Music for Voice-Lute-Recorders & Virginals; DL 1240, STDL 501 240.
DVORAK: CHAMBER MUSIC, VOL. 3—Berkshire Quartet; SVBX 551.
LOEWENGUTH QUARTET—French Chamber Music; SVBX 570.
HANS CHRISTIAN LUMBYE—A Concert at Tivoli; PL 12 840, STPL 512 840.
MOZART/ALBINONI/CORRETTE/HANDEL—Wurttemberg Chamber Orch. (Faerber); STPL 516 450.
AARON ROSAND—The Violinist; PL 12850, STPL 512 850.



say it over **25,000,000 times...**



Now that the word is out, be sure you're stocked up and ready with "Dynarange" Tape. Cash in on the free display and demonstration tape at left that lets your customers hear for themselves just how this new "Dynarange" Tape performs at slow speed.

Magnetic Products Division **3M** COMPANY

"SCOTCH" AND THE PLAID DESIGN ARE REG. TMS OF 3M CO., ST. PAUL, MINN. 55119. ©1965, 3M CO.

KPOI Marathon

HONOLULU — The sixth annual Labor Day weekend "Marathon of Hits Survey" on KPOI Radio was held Saturday (4) from 6 a.m. to midnight. The marathon played the top 300 hits, based on a postcard survey listing the 10 all-time favorite records of listeners.

WSIX Lauds Jimmy Dean At Breakfast

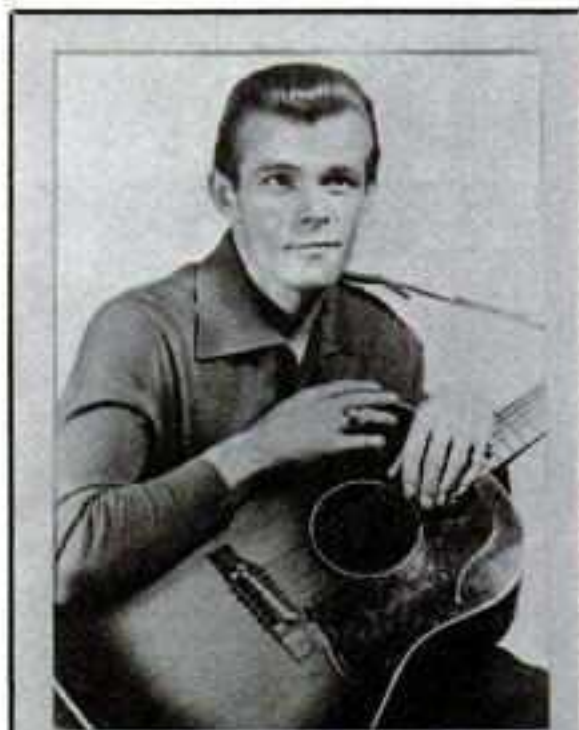
NASHVILLE—Jimmy Dean told a group of some 200 persons in the music and advertising industry at a breakfast last week (8) that his most successful TV show of the season last year was the one taped in Nashville.

That was the reason, he said, the first Jimmy Dean show of the 1965-1966 season was being taped in Nashville.

Dean was honored guest at the breakfast at TV Station WSIX, ABC affiliate. Gov. Frank G. Clement was among guests at the event, at which a premiere film of ABC's 1965-1966 shows was shown.

"The Jimmy Dean Show," with guests Eddy Arnold, Connie Smith, Buck Owens, Gene Pitney and Linda Gayle, was taped before an audience at 8 p.m. Thursday (9) at the Grand Ole Opry House. It will be aired this week (17).

The Dean show cast and staff will return to Nashville the week of Oct. 11 to film the show on which Billboard's country music awards will be presented. The show will be taped Oct. 14 in the Grand Ole Opry House and telecast Oct. 22 during the Country Music Festival in Nashville.



YES! LITTLE DARLIN', there is a JOHNNY PAYCHECK. "A-11" is his record—Hilltop #3007. (Advertisement)

Ramblin' Lou Sets Buffalo Package

BUFFALO—Deejay promoter Ramblin' Lou has set a "Grand Ole Opry" package featuring Ernest Tubb and His Texas Troubadours, Kitty Wells, Carl and Pearl Butler, Bill Phillips, Johnny Wright, Ruby Wright and the Tennessee Mountain Boys, for a single performance at Kleinhans Music Hall here, Friday night, Sept. 24. Ducats are scaled from \$2.50 to \$3.50.

Ramblin' Lou, heard daily, 2-5 p.m., over WWOL, Buffalo's No. 1 country music station, has completed plans for another bus excursion, made up of area country music fans, to the "World's Original Jamboree," WWVA, Wheeling, W. Va., Oct. 2-3.

Country Music Du Quoin Click; Adds Day in '66

DU QUOIN, Ill.—The country music spectacular at the Du Quoin State Fair here was so successful it will be staged for two nights next year instead of one, fair President Don Hayes announced last week. Dates next year will be Aug. 27-28.

Last month's show, produced by the Bob Neal Agency, Nashville, in co-operation with E. O. Stacy, of GAC, drew 16,000 and was the first time a grandstand show at the State fair had sold out in advance.

Artists on the show were Buck Owens, Minnie Pearl, Roger Miller, Sonny James, Roy Clark, Connie Smith and Charlie Louvin.

Gemmill Signs Teenie Chenault

RICHMOND, Va. — Alear Records artist Teenie Chenault has been signed to an exclusive booking pact by Jim Gemmill Productions here and has been booked with Smiley Burnett to headline the grandstand show at the Goldsboro, N. C., Fair Sept. 20-21.

Chenault is also set to appear with Barbara Allen, another Gemmill talent, at the Shelby, N. C., Fair Sept. 22-25. When not on tour, Chenault will appear as a regular on "New Do-

NASHVILLE SCENE

By ELTON WHISENHUNT

Two talented young ladies have opened an office in Record Row, across from the RCA Building. They are Marie Wilson, composer, who has won three BMI awards, and Lorene Mann, composer and RCA artist, who has won two. They own and operate Novachaminjo Music, Inc. Marie says there's a story behind that name and she'll tell it sometime. . . . Bill Burk, Memphis Press-Scimitar columnist, is now reviewing new records and albums, invites same.

CONGRATULATIONS — To Warner Mack, a nice guy, who was jubilant when his "The Bridge Washed Out" hit No. 1 on Billboard's country chart. "I'm grateful to all who had a part in it," he said. . . . Morty Wax Promotions, New York, sent out this item, a lesson in unique ways to promote a record: "John Talley, national sales manager for Ric Records, Nashville, reports a boobo. They were working on the wrong side of the new Wayne Walker record. The A side is now 'When Passion Calls,' which has received enthusiastic response."

Larry Steele, a Cherokee Indian from Colorado Springs, Colo., and a pop artist, switched to country on his newest, cut in Nashville

minion Barn Dance" here each Saturday night.

Miss Allen was recently signed as a regular on the Billy Grammer TV show which will be beamed from Knoxville to 25 major markets, starting late this month.

last week for K-Ark, called "I'm Not Crying, Mister." . . . Jack Campbell has an answer record to those tiger songs: "I'll Trade My Gal for a Tiger" on Jubilee. . . . Best wishes to Mr. and Mrs. Roger Sovine on the birth of a daughter, Susan Ashley. Roger is public relations director for Cedarwood Publishing Co. His father is singer Red Sovine.

Former nun novice Jo Anne Marvec, of Chicago, is in Nashville seeking her fortune as a country single, cut her first for Goldmont Records. It's "I've Lost Him to a Honky Tonk" and "If Kisses Could Talk," both penned by Everett J. Corbin. . . . Curley Rhodes, Cedarwood promotion man, said, after a tour of the Midwest, the disk causing the biggest stir is Carl Smith's new one on Columbia, "Let's Walk Away Strangers."

Gene Pitney was a busy boy last week on his trip to Nashville. He was on a show headlined by Sonny and Cher, filmed for the first Jimmy Dean TV show of the season, and teamed with songstress Melby Montgomery on a recording session for Musicor. . . . The Jordanaires, back from an European trip, happy they were voted fifth most popular in England in a teen poll. . . . Bob Neal Agency has set Tommy Cash for 15 days on the West Coast in late September and early October. . . . Stonewall Jackson is setting up a publishing company, Turp Tunes, Ltd. . . . Capa Records artist Kitty Hawkins, who has "Love Me Before It's Too Late" going good, turned composer with "My Everything" and recorded it for President Doc Whiting.

CARL BELEW

has a country-wide hit!

"CRYSTAL CHANDELIER"

Published by Harbot Music (SESAC)
c/w "LONELY HEARTS DO FOOLISH THINGS" #8633
Published by 4 Star Sales Co. (BMI)

Get With It Now!

RCA VICTOR

The most trusted name in sound.

ANNOUNCING THE START OF THE THIRD SEASON OF THE JIMMY DEAN SHOW



NEW DAY!

It's relaxed and relaxing . . . every Friday night a full hour of informal, variety entertainment with Jimmy. Presenting the tops in country music, pop songs and comedy. The opening show, "The Pop and Country World of Nashville" from the stage of the Grand Ole Opry stars Eddy Arnold, Gene Pitney, Connie Smith, Linda Gayle, Rowf and Buck Owens & His Buckaroos.

AND IN THE COMING WEEKS:

Roy Acuff • Cliff Arquette • Pearl Bailey • Molly Bee • Norm Crosby • John Davidson • Eileen Farrell • Flatt & Scruggs • Arthur Godfrey • Homer & Jethro • Sonny James • Jane Morgan • Boots Randolph • Del Reeves • Bobby Rydell • Carl Smith • Hank Snow • Johnny Tillotson • Ernest Tubb • Jean-Paul Vignon • Bobby Vinton • Kitty Wells



FRI. SEPTEMBER 17

'Feud' Film Has Premiere In Nashville

NASHVILLE — "Forty-Acre Feud," film featuring a dozen country music stars which was made in Nashville last spring, was shown at a special premiere last week (8) at the Belcourt Theater here.

A number of the artists in the movie attended, including Minnie Pearl, Bill Anderson, Jan Moore, Del Reeves and Eddie Hill. The others were out of town on tour.

Star of the show is Ferlin Husky, with supporting roles among country stars played by Del Reeves, Minnie Pearl, Eddie Hill and Jan Moore. Supporting actors are Sam Tarpley, Claude Casey and Bob Corley.

Performing artists, in addition to those named above, are George Jones, Ray Price, Loretta Lynn, Roy Drusky, Skeeter Davis, the Willis Brothers and Hugh X. Lewis. Talent co-ordinator for the film was Hubert Long, Nashville booking agent.

The film was produced by Ron Ormond of Hollywood, who recently moved to Nashville. It was shot at Bradley's Barn at nearby Mount Juliet, Tenn., sound studio owned by Owen Bradley, head of Decca's Nashville operation.

CMA Adds Members

NASHVILLE—The Country Music Association, with headquarters here, last week added eight new members to its membership roster. New members are Charles R. Grean, New York; Ansley Moses, Chatta-

YESTERYEAR'S COUNTRY HITS

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

COUNTRY SINGLES— 5 Years Ago September 12, 1960

1. Alabam, Cowboy Copas, Starday
2. Please Help Me, I'm Falling, Hank Locklin, RCA Victor
3. Anymore, Roy Drusky, Decca
4. I'm Getting Better, Jim Reeves, RCA Victor
5. (I Can't Help You) I'm Falling Too, Skeeter Davis, RCA Victor
6. Heart to Heart Talk, Bob Wills and Timmy Duncan, Liberty
7. One More Time, Ray Price, Columbia
8. I Know One, Jim Reeves, RCA Victor
9. Miller's Cave, Hank Snow, RCA Victor
10. Tip of My Fingers, Bill Anderson, Decca

COUNTRY SINGLES— 10 Years Ago September 10, 1955

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

Wagoner Teams With Blackwoods

NASHVILLE—Country music artist Porter Wagoner and the Blackwood Brothers recorded an album for RCA last week under direction of Chet Atkins, first time for a country singer to be recorded with a top gospel quartet.

The album, titled "Grand Ole Gospel," contains old standard gospel numbers and one original. Arrangements were by Wagoner. The album will be released in January.

nooga; Harold G. Penn, Memphis, Ark.; Lindsey Reast, Arlington, Tex.; Ray E. Rumble, Brisbane, Queensland, Australia; Floyd Turner, Tazewell, Tenn., and Buddy Vogue, Newark, Ohio.

Blue Boys Re-Signed

CINCINNATI — The Blue Boys, the late Jim Reeves' band, have just re-signed a new recording pact with RCA Victor and are slated for a new release soon. Their current release on the label is "I'll Follow Each Rainbow." The Blue Boys are currently working on a string of personals through Illinois, Tennessee, Missouri and Texas.

New C&W Label

MONTGOMERY, Ala. — A new c&w label, Morgan Records, bowed here last week, with headquarters at 3658 South Perry Street. The label's president is Milton Vaughn, and the firm's initial release is "Mirro, Mirro," by Betty Howard. Brite Star Record Agency, Newbury, Ohio, is handling distribution for the Morgan diskery.

WESC to All-Country

GREENVILLE, S. C.—Radio Station WESC, daytime clear channel 10,000 watter, switched to all-country music programming last week (1), sales manager Wally Mullinax announced. The station is owned by Robert A. Schmid, former vice-president of the Mutual Network, and managed by John Davenport.

Mullinax said the station has a listening potential of 1,250,000 persons. There are four other stations in Greenville and six more within a 10-mile radius.

WESC is the first to go all-country. Max Mace, program director, said: "I think it is the smartest thing we have done. We are in a market where 70 per cent of the income is from textiles and no one has been serving the country music market."

Gary Walker Reps Two Ozark Firms

SPRINGFIELD, Mo.—Table Rock Music, Inc., and Earl Barton Music, Inc., both with home bases in Springfield, last week announced the appointment of Gary Walker & Associates, Nashville, as representative there for the two Ozark firms.

Earl Barton has a sizable catalog of country standards, and Table Rock Music, newly formed publishing company, has as No. 1 writer Ronnie Self, who has a number of winners to his credit.

KETV-TV Slates Bar-S Jamboree

OMAHA — KETV-TV here will be the springboard for an hour-long TV special to star Hank Snow, Roy Clark, Webb Pierce and Marion Worth. The show, titled "Bar-S Jamboree," will be presented live Oct. 15 on KETV-TV and then carried via tape on 32 TV stations in the following week or two.

The show, supported by the Cudahy Packing Co., Phoenix, will be recorded and an album will be offered via TV advertisements by the meat packing firm, which is considering other such specials during 1966.

Si Siman Producer On Tractor Jingle

SPRINGFIELD, Mo.—Si Siman, veteran producer of country and western music, has completed production of a new jingle for the Massey-Ferguson Tractor Co. of Toronto.

The commercial was produced in Nashville with the popular country music stars Lester Flatt and Earl Scruggs.

Arranged through the Needham, Harper & Steers Agency, Chicago, the jingle will be aired for six months.

more than



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"THE FRIENDLY UNDERTAKER"

(Chart 1240) Written by Jim Nesbitt • Peach Music • SESAC

Ginny Wright
(The Answer to)
"The Bridge Washed Out"
(Chart 1250)

Ott Stephens
"Over There With Her"
(Chart 1260)

Wynn Stewart
"I Keep Forgetting That
I Forgot About You"
(Capitol)

George Morgan
"A Picture That's New"
(Columbia)

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HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 9/18/65

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	IS IT REALLY OVER Jim Reeves, RCA Victor 8625 (Tuckahoe, BMI)	9	26	30	LOVE BUG George Jones, Musicor 1098 (Glad, BMI)	4
2	4	ONLY YOU (Can Break My Heart) Buck Owens, Capitol 5465 (Bluebook, BMI)	8	27	31	WHO DO YOU THINK I AM Webb Pierce, Decca 31816 (Cedarwood, BMI)	6
3	3	YES, MR. PETERS Roy Drusky & Priscilla Mitchell, Mercury 72416 (Screen Gems-Columbia, BMI)	17	28	34	WHISTLE WALKIN' Ned Miller, Capitol 5431 (Central Songs, BMI)	6
4	7	BEHIND THE TEAR Sonny James, Capitol 5454 (Central Songs, BMI)	6	29	33	THE FRIENDLY UNDERTAKER Jim Nesbitt, Chart 1240 (Peach, SESAC)	6
5	5	YAKETY AXE Chet Atkins, RCA Victor 8590 (Tree, BMI)	13	30	27	I CAN'T REMEMBER Connie Smith, RCA Victor 8551 (Moss Rose, BMI)	16
6	2	THE BRIDGE WASHED OUT Warner Mack, Decca 31774 (Peach, SESAC)	17	31	29	AGAIN Don Gibson, RCA Victor 8589 (Acuff-Rose, BMI)	12
7	9	GREEN GREEN GRASS OF HOME Porter Wagoner, RCA Victor 8622 (Tree, BMI)	8	32	36	I'M THE MAN Jim Kandy, K-Ark 647 (Saturday, BMI)	3
8	10	TRUCK DRIVIN' SON-OF-A-GUN Dave Dudley, Mercury 72442 (Raleigh, BMI)	11	33	37	CRYSTAL CHANDELIER Carl Belew, RCA Victor 8633 (Harbot, SESAC)	7
9	12	TIGER WOMAN Claude King, Columbia 43298 (Gallico, BMI)	13	34	22	IT'S ALRIGHT Bobby Bare, RCA Victor 8571 (Wormwood, BMI)	16
10	11	ONE DYIN' AND A BURYIN' Roger Miller, Smash 1994 (Tree, BMI)	9	35	40	THE SONS OF KATIE ELDER Johnny Cash, Columbia 43342 (Famous, ASCAP)	3
11	6	THE OTHER WOMAN Ray Price, Columbia 43264 (Pamper, BMI)	20	36	41	IF IT PLEASES YOU Billy Walker, Columbia 43327 (Cedarwood, BMI)	5
12	19	HELLO VIETNAM Johnny Wright, Decca 31821 (New Keys, BMI)	4	37	39	OUR HEARTS ARE HOLDING HANDS Ernest Tubb & Loretta Lynn, Decca 31793 (Moss-Rose, BMI)	9
13	14	THE BELLES OF SOUTHERN BELL Del Reeves, United Artists 890 (Tree, BMI)	6	38	44	LIVIN' IN A HOUSE FULL OF LOVE David Houston, Epic 9831 (Gallico, BMI)	2
14	16	I WOULDN'T BUY A USED CAR FROM HIM Norma Jean, RCA Victor 8623 (Wilderness, BMI)	8	39	42	OUT WHERE THE OCEAN MEETS THE SKY Hugh X. Lewis, Kapp 673 (Cedarwood, BMI)	3
15	15	MISTER GARFIELD Johnny Cash, Columbia 43313 (Southwind, BMI)	11	40	47	BRIGHT LIGHTS AND COUNTRY MUSIC Bill Anderson, Decca 31825 (Moss-Rose & Champion, BMI)	3
16	8	WILD AS A WILDCAT Charlie Walker, Epic 9799 (Tree, BMI)	16	41	28	BLUE KENTUCKY GIRL Loretta Lynn, Decca 31769 (Sure-Fire, BMI)	18
17	18	GONNA HAVE LOVE Buck Owens, Capitol 5465 (Central Songs, BMI)	8	42	35	COUNTRY GUITAR Phil Baugh, Longhorn 559 (Deep Cross, BMI)	15
18	13	THE FIRST THING EV'RY MORNING (The Last Thing Ev'ry Night) Jimmy Dean, Columbia 43263 (Plainview, BMI)	16	43	32	NO SIGN OF LIVING Dottie West, RCA Victor 8615 (Linduae, BMI)	5
19	20	WALKING THE FLOOR OVER YOU George Hamilton IV, RCA Victor 8608 (Noma, BMI)	11	44	50	SUN GLASSES Skeeter Davis, RCA Victor 8642 (Acuff-Rose, BMI)	2
20	21	THE DJ CRIED Ernest Ashworth, Hickory 1325 (Acuff-Rose, BMI)	7	45	43	ENGINE, ENGINE #9 Roger Miller, Smash 1983 (Tree, BMI)	18
21	23	HICKTOWN Tennessee Ernie Ford, Capitol 5425 (Central Songs, BMI)	13	46	—	THE HOME YOU'RE TEARING DOWN Loretta Lynn, Decca 31836 (Sure-Fire, BMI)	1
22	25	LOST IN THE SHUFFLE Stonewall Jackson, Columbia 43304 (Canada, Ltd., BMI)	6	47	—	I'M GONNA BREAK EVERY HEART I CAN Merle Haggard, Capitol 5460 (Owen, BMI)	1
23	24	WINE Mel Tillis, Ric 158 (Cedarwood, BMI)	12	48	—	I'M LETTING YOU GO Eddy Arnold, RCA Victor 8632 (Rubi-Dido, BMI)	1
24	17	BEFORE YOU GO Buck Owens, Capitol 5465 (Bluebook, BMI)	19	49	—	IT'S ANOTHER WORLD Wilburn Brothers, Decca 31819 (Bronz, SESAC)	1
25	26	MEANWHILE, DOWN AT JOE'S Kitty Wells, Decca 31817 (Wilderness, BMI)	6	50	—	NUMBER ONE HEEL Bonnie Owens, Capitol 5459 (Bluebook, BMI)	1

HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	I'VE GOT A TIGER BY THE TAIL Buck Owens, Capitol T 2283 (M); ST 2283 (S)	28	12	8	HANK WILLIAMS, SR. & HANK WILLIAMS, JR., FATHER & SON MGM E 4276 (M); SE 4276 (S)	12
2	2	CONNIE SMITH RCA Victor LPM 3341 (M); LSP 3341 (S)	21	13	14	THE RACE IS ON George Jones, United Artists UAL 3422 (M); UAS 6422 (S)	18
3	4	THE 3rd TIME AROUND Roger Miller, Smash MGS 27068 (M); SRS 67068 (S)	9	14	16	BURNING MEMORIES Kitty Wells, Decca DL 4612 (M); DL 74612 (S)	23
4	5	BEFORE YOU GO/NO ONE BUT YOU Buck Owens, Capitol T 2353 (M); ST 2353 (S)	5	15	15	THE WORLD OF COUNTRY MUSIC Various Artists, Capitol NPB 5 (M); SNPB (S)	14
5	3	THE EASY WAY Eddy Arnold, RCA Victor LPM 3361 (M); LSP 3361 (S)	14	16	20	TROUBLE & ME Stonewall Jackson, Columbia CL 2278 (M); CS 9078 (S)	14
6	6	THE JIM REEVES WAY RCA Victor LPM 2968 (M); LSP 2968 (S)	29	17	13	BLUES IN MY HEART Wanda Jackson, Capitol T 2306 (M); ST 2306 (S)	12
7	7	THE RETURN OF ROGER MILLER Smash MGS 27061 (M); SRS 67061 (S)	30	18	—	FROM THIS PEN Bill Anderson, Decca DL 4646 (M); DL 74646 (S)	1
8	10	COUNTRY GUITAR Phil Baugh, Longhorn LP W02 (M); (No Stereo)	7	19	17	I'LL KEEP HOLDING ON (Just to Your Love) Sonny James, Capitol T 2317 (M); ST 2317 (S)	18
9	11	MEMORY #1 Webb Pierce, Decca DL 4604 (M); DL 74604 (S)	6	20	19	HERE COMES MY BABY Dottie West, RCA Victor LPM 3368 (M); LSP 3368 (S)	12
10	12	UP THROUGH THE YEARS Jim Reeves, RCA Victor LPM 3427 (M); LSP 3427 (e) (S)	4				
11	9	LONESOME SAD AND BLUE Kitty Wells, Decca DL 4658 (M); DL 74658 (S)	8				

VOTE

For America's
Outstanding
Country & Western
Nominees
as Selected by
Billboard Magazine

OFFICIAL BALLOT IN SEPTEMBER 25th
ISSUE OF BILLBOARD MAGAZINE,
WINNERS TO BE ANNOUNCED ON
"JIMMY DEAN SHOW" OCTOBER 22nd



FAVORITE MALE ARTIST

GEORGE JONES



FAVORITE SINGING GROUP

**GEORGE JONES
& GENE PITNEY**



MOST PROMISING SINGING GROUP

**GEORGE JONES
& GENE PITNEY**

**GEORGE JONES and
MELBA MONTGOMERY**

(MELBA MONTGOMERY JOINS MUSICOR IN NOV.)



FAVORITE SINGLE RECORD 1964-1965

**THINGS HAVE GONE TO PIECES
(GEORGE JONES)**

Thank You,
MUSICOR RECORDS 826 7TH AVE. NEW YORK

ABC-Paramount Through the Years

• Continued from page 32

Inc., in recognition of the great national popularity attained by "Amen."

NOV.—Samuel H. Clark elected vice-president in charge of theater operations for American Broadcasting-Paramount Theatres, Inc. Larry Newton, vice-president in charge of sales for ABC-Paramount Records, Inc., named as ABC-Paramount's new president.

1965

JAN.—Larry Newton takes over as president of ABC-Paramount Records, Inc.

JAN.—Strengthening its activities in the music publishing field, song catalogs and copyrights of Cole Corporation and LeMor Music Co. acquired, to be known as Westpar Music Corp. (BMI). In addition, company's publishing firms now consist of Pamco Music (BMI), Ampar Music (BMI), Ampco Music (ASCAP), and Apt Music (ASCAP).

FEB.—Opening of newly constructed ultramodern record pressing plant—True Sound Manufacturing Corp. in Hauppauge, N. Y., with half-million-dollar facilities.

MAY—First distribution of all LP product through a record club as ABC-Paramount signs agreement with Capitol Record Club covering all labels in the ABC-Paramount family.

MAY—Negotiations completed for ABC-Paramount distribution of all Dunhill Records, Ltd., product domestically.

MAY—Acquisition of all product of Inter Global Records Corp. for the United States.

JULY—ABC-Paramount adds ABC Records as a new logo, signaling closer identification with its parent firm, American Broadcasting Companies (officially changed from American Broadcasting-Paramount Theatres in April).

SEPT.—ABC-Paramount Records, Inc. prepares to move from its 10-year home in New York Paramount Building, and into the newly constructed ABC Building at 1330 Avenue of the Americas, joining the other divisions of American Broadcasting Companies, Inc., in one location.

self-service sales improved with proven overwrap



AUDIO FIDELITY RECORDS adds the brightness and buy appeal that makes best sellers of their releases with Cryovac Y-Film overwrap. Y-Film is the *proven* overwrap program. Over 300,000,000 albums have gone to market in it — better protected, better looking — and best sellers. Important fact: Cryovac Y-Film is economical to use, although it's the most durable, sparkling overwrap on the market. Any wonder it is the *proven* overwrap program to wrap up self-service sales? Check into it — today!



the impulse package for self-service sales!
W. R. GRACE & CO., CRYOVAC DIVISION, DUNCAN, S.C.

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

JUST A LITTLE BIT BETTER

Herman's Hermits, MGM 13398

★ 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.

TAKE ME FOR A LITTLE WHILE . . .

Evie Sands, Blue 118 (Lollipop, BMI) (Los Angeles)

TWEETIE PIE . . .

Dave (Baby) Cortez, Roulette 4628 (Cortez & Branston, BMI) (Pittsburgh)

DRUMS A-GO-GO . . .

Hollywood Persuaders, Original Sound 50 (Drive-In, BMI) (Chicago)

BE FAITHFUL . . .

Twilighters, Bell 624 (Tuneville, BMI) (Cleveland)

I'M SO THANKFUL . . .

Ikettes, Modern 1011 (Jobete, BMI) (Pittsburgh)

ARE YOU A BOY OR ARE YOU A GIRL . . .

Barbarians, Laurie 3308 (Elmwin, BMI) (Boston)

THE SONS OF KATIE ELDER . . .

Johnny Cash, Columbia 43342 (Famous, ASCAP) (Milwaukee)

Letters to the Editor

Dear Sir:

The skinwrap now covering most LP's keeps them cleaner and is an overdue advance in merchandising.

It also conceals a vicious regression in merchandising—damaged LP's that are rewrapped and reshipped as new merchandise. Some are spindle marked, scratched, fingerprinted. Many show the gray, gouged grooves where a needle skipped.

Increasing issue of borderline quality records and players steps up consumer return of records that skip and repeat.

When returned records are re-packed and circle back for resale the ripped-up grooves can cause even a normal player arm to skip. Then an owner of good equipment is cheated.

Record retailers get the rough result of the complaints—customer enmity and loss of business. As a retailer, I resent being the scapegoat.

Because customers always blame a record for skipping, never the player ("all my other records play all right"), record makers alone accumulate the reputation for low quality product. Could they care less?

But why let a stigma of sleaziness once implied by the "Made in

Japan" stamp be acquired by records made in U.S.A.?

Industry disregard of the skipping problem is classic, but resale of the damaged records as new is not within the law.

Yours truly,
C. W. Farrington
Farrington's Record Store
Arlington, Mass.

Dear Sir:

This letter is one of praise for your Radio-TV editor, Claude Hall, and the stand that he and Billboard took with regard to Charles F. Payne's insistence on your divulging the data regarding the Billboard Daily Radio Response Ratings.

We feel that the Radio Response Ratings were fair and accurate and the fact that Billboard has published within its pages many times the sources of the Radio Response Ratings should satisfy Mr. Payne. We were not the No. 1 influence in all segments in the Billboard Albany, Schenectady, Troy Response Ratings, so we are not fighting on our record, so to speak.

We believe we were treated fairly and can find no room for complaint in such a costly undertaking. You initiated it, you paid for it, you published it. It is up to broadcasters and the record industry to use it for the invaluable tool that it is.

Congratulations on taking a firm stand and please keep up the good work.

Cordially,
LEE GRAY
Program Manager
ARTHUR H. SIMMERS
Vice-President & General Manager
WTRY Broadcasting Corp.
Troy, N. Y.

L. Newton Rugged But Reasonable

• Continued from page 32

lion-selling single. Subsequent unusually successful master purchases by the company include "At the Hop," by Danny and the Juniors (another million-seller); "Short Shorts," by the Royal Teens"; and the discovery of Lloyd Price through the master purchase of the hit, "Just Because."

Distribution of independent labels by a major company was another innovation original with ABC-Paramount. Again conceived by the executive team of Clark and Newton, Chancellor Records was one of the first such labels to come under this arrangement. Chancellor produced such artists as Frankie Avalon and Fabian during the tenure of its national distribution by ABC-Paramount.

ABC-Paramount was first to introduce the 10 per cent return privilege to its distributors (up until then, 5 per cent had been customary)—now a standard practice of most record companies.

Dear Sir:

Here is a small technical problem which you might discuss in one of your columns:

I am completely sold on having a stereo tape cartridge player installed under the dashboard of my MG 1100 sport sedan. However, this would be an impossibility, since my MG has a positive ground and all of the cartridge players that I've investigated so far are without exception designed for automobiles with negative ground. There is no simple way to make a conversion.

I realize there are not many cars like mine, but am I not entitled to stereo in my car, the same as any other United States citizen? Is the market so small that they've completely written us off?

Cordially,
IRV L. JACOBS
National City, Calif.

Positive-ground automobile stereo tape players are available at no extra charge in the following units: Audio Spectrum, 10 Columbus Circle, New York City 10019; Automatic Radio, 2 Main Street, Melrose, Mass.; Auto-Sonic (SJB, Inc.), 2356 S. Cotner Avenue, Los

Angeles 90064; Metra (Metra Electronics), 660 McDonald Avenue, Brooklyn, N. Y., 11218; Muntz Stereo-Pak, 16032 Arminia Street, Van Nuys, Calif.; Trans World (Transworld, Inc.), Box 482, Metairie, La.

They are available at extra charge (\$7.50 and \$5 respectively) in Automate, J. Herbert Orr Enterprises, 309 Williamson Avenue, Opelika, Ala., and Autostereo (14617 Keswick Street, Van Nuys, Calif.).

I have given the manufacturers' addresses in the case the positive-ground units are not available from the dealer. (Ed.)

WSB Library 'Circulates'

ATLANTA — The student radio station at Emory University here recently got a boost from a commercial brother — WSB — in getting their music library off to a roaring start. Rhonda Deutschman, student general manager of WEMO, was given records from the library of WSB and help in getting additional disks from distributors. She said the campus station "has just about doubled its record collection." Brent Hill, WSB program director, worked with the student in boosting the university's record library.

'Let's Dance' Show Marks Its 10th

ST. JOSEPH, Mo. — "Let's Dance," a teen-age dance show, launches its 10th season on KFEQ-TV Oct. 2. The record show is seen in four States—Missouri, Kansas, Iowa and Nebraska. Host for the eighth year will be Bill Foster, who says this "season should be better than ever." Some of the record talent seen live on the show last year included the Zombies, the Tradewinds, Jewel Akens and Otis Redding.

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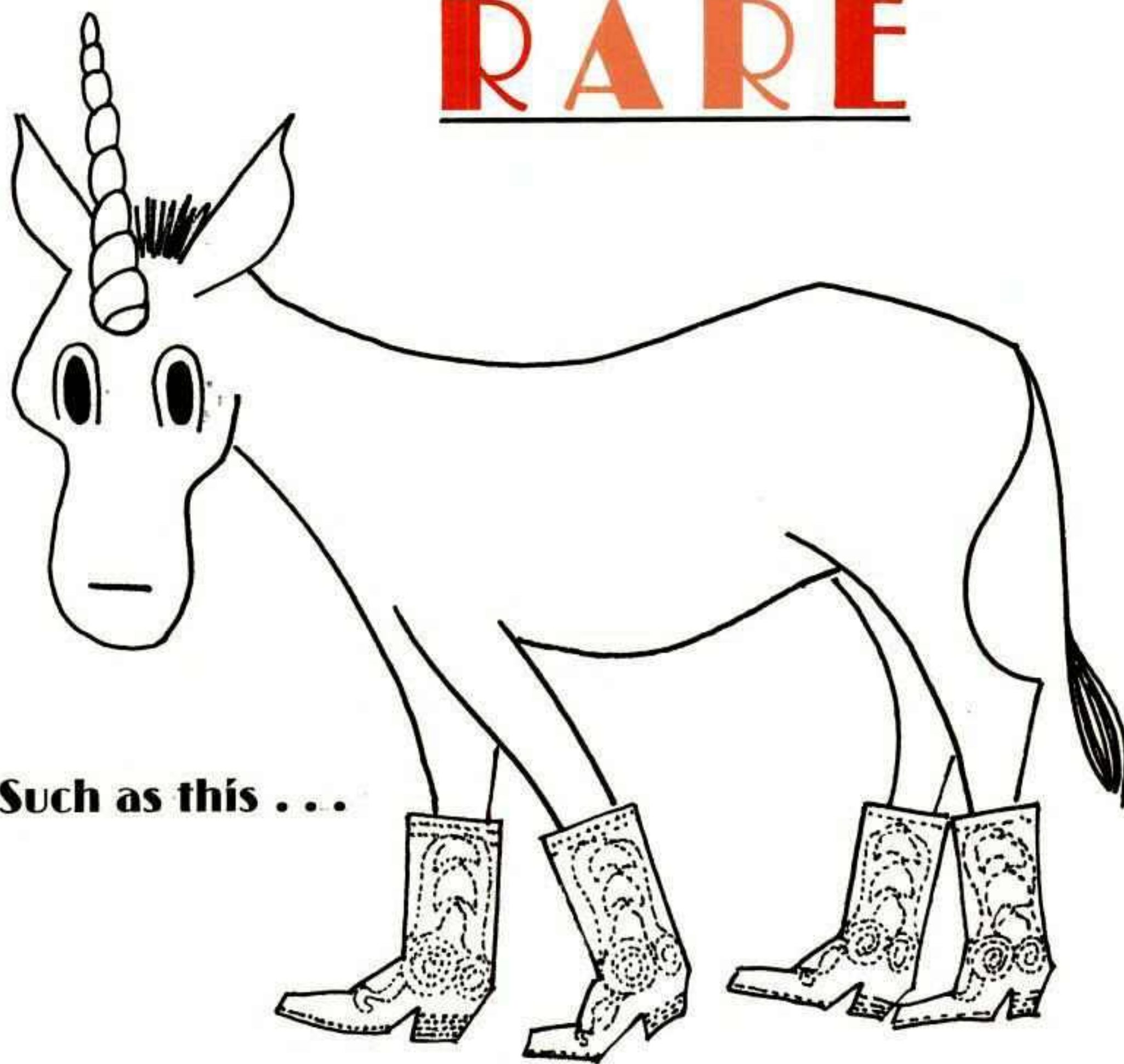
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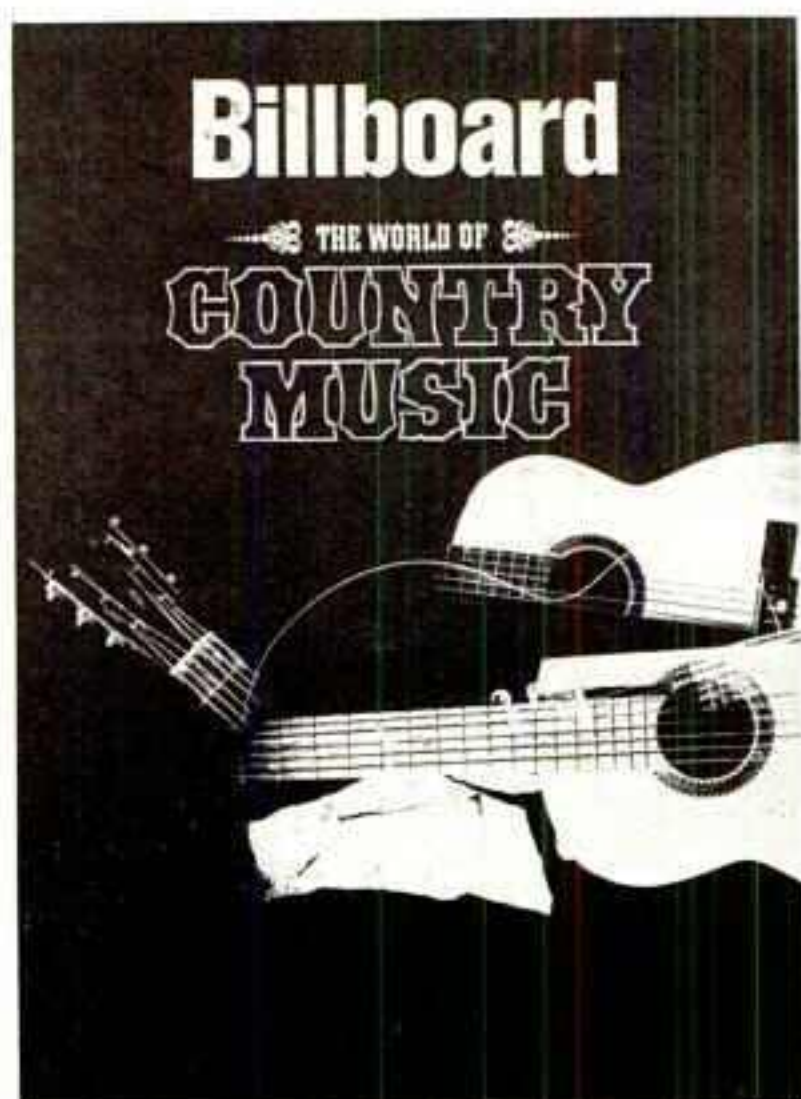
**Some things in Life can be
Described by only one word -**

RARE



Such as this . . .

or this . . .



Coming **October 30**

Studious Promotion Men On College Radio Beam

By HANK FOX

NEW YORK—College radio—with a potential audience of two million which in many instances consists of entire communities—is an invaluable supplement to the promotional activities of Paul Brown, a national independent record promotion man.

Brown, who began his career in the entertainment field as road manager of the Dick Stabile band before World War II, now supplies promotional material to more than 500 college stations throughout the country, in addition to some 2,000 commercial AM and FM outlets.

He cites the dramatic rise in record purchases by collegians and the importance of the campus for concert tours as the reasons for his devoting so much effort to the college market. (Billboard's Market Research

Division reports that college students bought about 18 million albums and six million singles last year.) Brown also points to the rapidly increasing number of college radio stations being built to reach the nation's five million college students.

Brown first became aware of college radio while he was an advance man for the Charlie Spivak band in 1964. Spivak's itinerary brought Brown into many college towns, where he gave out records to the local college stations as well as the AM's. Although the number of college radio stations was few, he found them very helpful in promoting Spivak's concert-dances. Brown continued to correspond with the stations when he became an independent promotion man. And as new stations were formed, the name Paul Brown became more and more familiar in college radio. By 1955, when college attend-

ance was booming, Brown pictured college radio as another means to expose his artists.

Sends Mailings

Now Brown keeps deejays throughout the nation up-to-date about his clients by sending out over 4,000 mailings each month, including copies of their latest recordings. In addition, he supplies the stations with personalized ID's made by his clients as a free service. This is of particular importance to college radio and smaller commercial stations because it gives them a more professional sound plus a boost in prestige value. The taped promo also induces the station to air the artist's records more often.

Brown became acquainted with many of the college radio stations through the Intercollegiate Broadcasting System (IBS). The System, in its infancy in the early 1950's, wanted to supply records to its member stations. Brown aided them by providing recordings of his artists. With this new service, IBS increased its membership substantially. IBS now has more than 200 members, most of whom receive records from Brown.

Through his dealings with the colleges, Brown has built up strong friendship with the students. Among the 400 letters

(Continued on page 51)



DEEJAY JIM RAMSBURG, left, of KLAC, Los Angeles, chats in the park with composer Jack Pleis, whose Atco Records release "Barefoot in the Park" is receiving heavy West Coast airplay. The tune features the Barefoot Contessa, a "mystery" singer.

WEW Director Has Own 'Filing System'

By EARL PAIGE

ST. LOUIS — Records are either "up," "down," or "open" with Jeanne Grosberg, music director at radio station WEW. The station presently is No. 1 in the area for influencing the sale of popular albums.

Miss Grosberg, who pulls the shows for Ed Wilson, Lee Coffee, Bruce Hayward, and the other popular WEW personalities, finds her biggest chore is coping with the tremendous amount of LP product coming to her desk each week. "Of course," she explains, "I automatically know I can program a lot of it—artists like Sinatra, Streisand, Nancy Wilson, but," she continued, "I still listen to everything. Artists change styles and material means so much. I mean, like Sammy Kaye. He's changed since his 'Charades' made it, and some artists that we normally use are recording material that is almost too top-40-ish for us," Jeanne explains.

As to what the daytime, basically pop-standard outlet finally programs, Jeanne explained that she gets ideas from many sources other than her own feeling for that "certain something" a record must have. "I go by Billboard's chart a lot," she said, "and I phone eight or nine record shops every week, too. But you get a lot of ideas

just from talking with people—especially because we use a special telephone response tally sheet that breaks down listeners and what their response is into categories," she pointed out.

Disk Auditioned

Once incoming new recordings are auditioned and ready for filing in the station's enormous library, Jeanne employs a very detailed card index system from which she pulls each day's programs.

"Everything's listed on the cards," Jeanne explained, "the selection, the time, what cut, and so on. Then we use three sections—open, down and up. Like you could have open-instrumental, down-female, up-group, or maybe," she went on, "up-male—that's our four sub-groups, instrumental, group, female, and male. And the most-played selections," Jeanne pointed out, "are on special pink cards. This makes pulling a show a lot easier," she commented.



LISTENING ABOVE FOR THAT "down female" or "up group" sound by which WEW, St. Louis, classifies its records, is music director Jeanne Grosberg. After the albums pass the listening test, they're tabulated on index cards—see picture at left—by category and the open, down, up method. In addition, the most-played selections are on special pink cards to make pulling a show easier.

WORC Barometer For the Boston Area

By CLAUDE HALL

BOSTON—The nation's sixth largest radio market has a Top 40 "breakout barometer" for records—a radio station in Worcester that doesn't even beam into the area. However, dealers, record company executives, distributors, record promo-

tion men, one-stops and rack jobbers all feel that Dick Smith, program director at WORC, Worcester, is the catalyst behind the success of many records in the Boston area. The reason is that everybody watches Smith and WORC like a hawk.

The key behind the whole (Continued on page 54)

Los Angeles Stations Are Must Stopover for Record Performers

Thaxton Show Is In High Gear

By ELIOT TIEGEL

LOS ANGELES—Some call it the mecca for popular music; others classify it as the new home of rock 'n' roll. But to TV broadcasters Hollywood has become the pop-rock programming purveyor—and the end is nowhere in sight.

The "Lloyd Thaxton Show," "Shindig," "Shivaree" and "Hollywood A Go-Go" have all completed a season of national dis-

EDITOR'S NOTE: To expose a new record or to introduce a new artist, record companies and personal managers are finding there's one place where it can be done easier and faster—Los Angeles. Not only does the market have several big Top 40 radio stations, but many of the leading TV record talent shows, both national and syndicated, now stem from the city. Here's a detailed report on the radio and TV outlook.

tribution as leading music shows. Dick Clark's ubiquitous "American Bandstand" still rolls merrily along Saturdays. His "Where the Action Is" remote show is being reslotted at a later time afternoons, 4:30 on ABC, and his locally produced "Shebang" is seeking distribution. Another local show, "9th St. West," aired by RKO-General, is going the syndication route and has been purchased by the chain's WOR, New York flagship. "Hollywood Discotheque" is the latest teen-music entry, bowing on KCOP locally and hopefully seeking a syndicator.

The majority of these programs are similar in concept and content. Teen-oriented acts perform their hit records, the majority of the time through the commonly accepted practice of lip syncing.

The exposure value of these programs is dynamic and every record manufacturer lists Hollywood as a "must stop" for its acts. Groups try to "make the (Continued on page 54)

Six Beat Outlets Battle for Spot

By ELIOT TIEGEL

LOS ANGELES—The radio market here is the healthiest it's been in the top 40 area and a supporter of all forms of music in both AM and FM styles.

Based on top 40 radio's proved ability to sell records to teenagers, traders are closely watching the battle between the six big beat outlets. This is the most rock stations the city has ever had and, according to the latest Pulse report covering May-June, KRLA in Pasadena is still the leader. The station's share of audience, however, has been dipping as a result of the increased competition.

The other big beat stations surveyed are KFVB, KHJ, KGFJ, KBLA and KWIZ in Orange County. KDAY, an r&b outlet, is not listed. The weekday 6 a.m. to midnight Pulse ratings lists KFVB second, KMPC, third; KFI, fourth (its nighttime rating is the city's highest because of its Dodger broadcasts); KNX, fifth; KPOL, sixth; KABC, seventh; XTRA (a news operation), eighth; KHJ, ninth, and KGFJ, 10th.

The significance of the latest Pulse is that KHJ, which switched to a rock format last May, has attained higher audience percentages than it had as a middle-of-the-road station. With less commercials than other stations, it plays more records and is heavy with hard rock (Continued on page 51)

Studios Promotion Men on Beam

• Continued from page 50

and telephone calls he receives each week, students frequently seek his advice to problems their stations encounter. In most instances, he is the first person in the record industry whom they become acquainted with.

Keep in Touch

Many of the college station personnel who go into the radio and TV fields after graduation, continue to keep in touch with Brown. Some of them are now in top executive positions as station managers and program directors.

Because of the heavy airplay Brown's clients receive on campus, the student concert committee often contacts the station as to how they can book one of the artists. The station in turn recommends that the committee consult Brown.

Most of Brown's clients have become big hits on the campus circuit in all fields of music. Much of Trini Lopez' great success with the college crowd is due to the efforts of Brown in promoting his records on campus. He has represented such talents as Tony Bennett, Jerry Vale, Woody Allen, Morton Gould, the Bitter End Singers and the Serendipity Singers. He currently is working with Nancy Wilson, Ramsey Lewis, Trini Lopez and Paul Horn.

Brown is especially proud of the promotion he has done on Nancy Wilson and Nina Simone. "I saw Nina as a great talent who was not properly exposed," he said. By concentrating heavily on AM, FM and college

radio, he quickly made the deejays aware of her. According to Brown, favorable reaction first came from the colleges.

In 1964, Nina Simone came in fifth in Billboard's "Top Artist on Campus" poll in the favorite female singer category—one year after Brown became her promotion manager. "She never placed in a survey before," he said. In the 1965 poll, she rated third—right behind one of his other clients, Nancy Wilson.

Runs Gauntlet

The stations that Brown sends promotional materials to, run the gauntlet from closed circuit student center systems and small-watt FM's to college stations broadcasting throughout the entire town—250 watters to 50,000-watt commercial AM's.

Most people don't like to share a good thing. But Paul Brown has been trying to get the major record companies interested in college radio promotion for years. He has, however, met with little success. Capitol Records, he said, has attempted token promotional campaigns several times, but it was always too small to be effective. Columbia will launch an intensive advertising drive this fall to step up classical record sales on the college level (Billboard, July 31). Columbia recently increased its budget for dealer advertising from 3½ per cent to 6 per cent with a good portion going for campus radio and newspapers. Possibly, this will be the first step towards a promotional campaign by Columbia and other labels.

Beat Outlets Battle for Position

• Continued from page 50

products. Even more significant is the emerging role of the Anaheim rocker, KWIZ, which beams strongly into many areas in Southern California, although not into Los Angeles proper. But Pulse gets enough responses to place it in the top 15 positions.

KBLA, the Burbank station which has been unsuccessful thus far in its struggle to become a key rocker, is preceded in the standings by KWIZ (11), KFAC and KLAC (tied for 12), and KFOX (13). KBLA and KWKW, a Latin station, are in 14th place. KBIG makes 15.

The July-August Pulse should tell the tale for KHJ, a Pulse spokesman said. The top 40 audience in light of all the competition has not increased that considerably to keep them all financially successful with that form of programming. With Orange County responsible for 11 per cent of the households surveyed, KWIZ covers one-fourth of the L. A. market.

In the adult music field, KMPC, KFI, KFAC, KGBS, KPOL, KNX and KRKD service the community. KABC, the conversation station, has begun programming comedy LP's and live interviews on the new Paul Condylis show mornings. The move is seen as an attempt to snare some of the audience formerly held by Bob Crane on KNX, who left after nine years to star in his own CBS-TV series. Replacing him are two surprisingly funny men, George

Walsh and Mel Baldwin, who may just retain Crane's audience until top-rated Rege Cordic arrives en masse from Pittsburgh in January. Crane's chief competition was KMPC's Dick Whittinghill, who retains his grasp of the morning audience with his folksy program. The attempt at live morning humor carries over to Bob Hudson at KRLA, the team of Lohman and Barkley on KLAC, with Frank Evans' taped show on KGBS playing comedy tracks.

In the specialty areas, KFOX in Long Beach, and KIEV, Glendale, beam country music, with KFOX also on FM. (KHJ's simulcast on FM also brings its fast-paced rock programming to that medium.) KWKW and KALI are the chief Latin-American outlets and KFAC is the lone classical station.

Last July, the chief rockers agreed to abide by Capitol Records' suggested simultaneous singles release program, eliminating a rash of exclusive airings before release dates.

On the FM side, there is hardly any station advertising or promotion but the audience is sizable. KRHM plays popular, folk and jazz. KNOB, KBCA, KBIG and KPPC are all in the jazz bag. KFAC, KCBH and KFMU are the leading classical outlets. There are FM stations along the coast line which supplement these high power signal stations, offering Southern Californians tastes of this and tastes of that. As whipped cream for the medium, there's FM stereo for greater realism.

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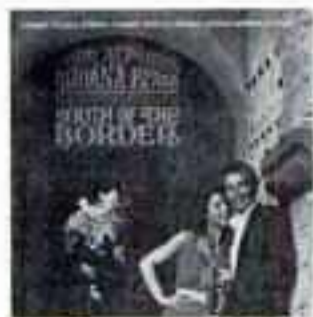
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SP 404



SP 408



SP 409



SP 410



STORY BEHIND THE SONG

By JACK BURTON

The first song to sell more than a million copies—and which has been sung by millions of mothers to millions of babies—was written by a woman who was childless, Effie Canning. Miss Canning was an actress who played with William Gillette in "Secret Service" and in support of other stars about the turn of the century.

One hot, sultry summer evening in 1887, she heard a baby crying in the house next door and offered to mind the fretful infant while the mother did the supper dishes. She lulled the baby to sleep with an improvised tune for a Mother Goose rhyme—"Rock-a-Bye Baby."

While she gained some small measure of temporary fame when the song was published, apparently she did not profit extensively from the song. She died in poverty at the age of 84.

when answering ads . . .

Say You Saw It in Billboard Music Week



NAOMI BRADLEY'S first release on Big Beat Records, "Why Not Tonight" b/w "A Fool in Love," found receptive hands in deejay Joe Gunn of WESY, Greenville, Miss. The record was produced by Henry R. Hines.

'LeRoy Van Dyke Show' to KTTV

NASHVILLE—KTTV, Channel 11, Los Angeles, was the first market to buy "The LeRoy Van Dyke Show," a half-hour syndicated country music show. The first, with guest star Skeeter Davis, airs Monday, Sept. 20, in the 9:30 p.m. slot.

Tape of the first 13 shows was recently completed in Toronto. Spotlights are Van Dyke, his group, the Auctioneers, and these other guests on various shows: Bill Anderson, Ferlin Husky, George Hamilton IV, Stringbean, Margie Singleton and Roy Drusky.

The shows were written, directed and produced by Van Dyke's manager, Gene Nash.

RADIO RESPONSE RATING

BOSTON, MASS. . . . 3rd Cycle

SEPTEMBER 18, 1965

TOP STATIONS

Call Rank	Letters	% of Total Points
★ POP Singles		
1.	WMEX	49%
2.	WBZ	40%
3.	WORL	11%
	(*Ken Carter 3-6:30 p.m.)	

Note 1. (*All votes for WORL were in regards to "The Oldies But Goodies Dance Party" hosted by Ken Carter, 3-6:30 p.m., M-F)

Note 2. WORC, Worcester, does not beam into the Boston Metro market. However, all respondents indicate that Dick Smith, P.D. at WORC can be and is influential in stimulating Boston activity on new records.

Call Rank	Letters	% of Total Points
★ POP LP's		
1.	WHDH	49%
2.	WNAC*	26%
3.	WCOP	15%
4.	WEZE	7%
5.	WBZ	3%

Note. (*WNAC goes to a 99% Talk Format on Sept. 27, 1965. At present it is 90% talk and 10% pop standard.)

Call Rank	Letters	% of Total Points
★ R&B		
1.	WILD	100%

Call Rank	Letters	% of Total Points
★ COUNTRY		
1.	WHIL-FM	94%
2.	WLYN (Lynn, Mass.)	6%

Call Rank	Letters	% of Total Points
★ CONSERVATIVE		
1.	WEZE	81%
	Others (WBOS WHIL)	19%

Call Rank	Letters	% of Total Points
★ COMEDY		
1.	WBZ (Dave Maynard)	39%
2.	WHDH (Norm Nathan/Jess Cain)	33%
3.	WNAC	23%
	Others (WHIL WMEX, Larry Glick)	5%

Call Rank	Letters	% of Total Points
★ FOLK		
1.	WBZ (Jefferson Kaye)	67%
2.	WCRB (Robert Lurtsema)	33%

Call Rank	Letters	% of Total Points
★ CLASSICAL		
1.	WCRB-AM-FM	70%
2.	WBOS-AM-FM	14%
3.	WXHR-AM-FM	12%
4.	WBCN-FM	4%

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.	Arnie Ginsberg	WMEX	39%
2.	Larry Justice	WMEX	26%
3.	Bruce Bradley	WBZ	15%
4.	Dan Donovan	WMEX	9%
5.	Dave Maynard	WBZ	8%
6.	Jefferson Kaye	WBZ	3%

Note. (Although Ken Carter-WORL did not show under Pop Jockeys his "Oldies but Goodies" show received mention for renewed interest in oldies product.)

BY TIME SLOT

Morning	Carl DeSuz, WBZ
Mid-Morning	Dave Maynard, WBZ
Early Afternoon	Larry Justice, WMEX
Traffic Man	Dan Donovan, WMEX
Early Evening	Dan Donovan, WMEX
Late Evening	Arnie Ginsberg, WMEX
All Night	Dick Summer, WBZ

MUSIC DIR., PROGRAM DIR., OR LIBRARIAN

(Most Co-Operative in Exposing New Records)
Ed Logue, WBZ Librarian
Ernie Compagna, WMEX Music Director
Mel Miller, WMEX Program Director
Al Heacock, WBZ Program Director

TOP TV BANDSTAND SHOW

(Exposing Artists & Records)
NO TV BANDSTAND SHOW IN BOSTON AREA

Rank	LP's	Call Letters	% of Total Points
★ POP LP's			
1.	Alan Dary	WHDH	26%
2.	Dave Rodman (Tie)	WNAC	16%
3.	Jess Cain (Tie)	WHDH	16%
4.	Jack Lazare	WCOP	15%
5.	Norm Nathan	WHDH	11%
6.	Bob Clayton	WHDH	10%
	Others (Dave Maynard, WBZ Fred B. Cole, WHDH)		6%

PROGRAM DIR., MUSIC DIR., OR LIBRARIAN

(Most Co-Operative in Exposing New LP's)
Ken Wilson, WHDH Music Director
Jack Lazare, WCOP Music Director
Al Merrill, WNAC Music Director
Lou Goldberg, WEZE Music Director

Rank	R&B	Call Letters	% of Total Points
★ R&B			
1.	Jimmy Byrd	WILD	65%
2.	Buddy Lowe	WILD	35%

Rank	Jazz	Call Letters	% of Total Points
★ JAZZ			
1.	Norm Nathan	WHDH	61%
2.	Mark Grimes	WILD	20%
3.	Jimmy Byrd	WILD	11%
4.	Buddy Lowe	WILD	8%

Rank	COUNTRY	Call Letters	% of Total Points
★ COUNTRY			
1.	Johnie Jones	WHIL-FM	87%
2.	Bob Riley	WHIL-FM	13%

STATIONS BY FORMAT

AM RADIO FREQUENCIES

WEEI	590	WORL	590	WEZE	1260
WNAC	680	WBZ	1030	WCRB	1330
WXHR	740	WILD	1090	WHIL	1430
WHDH	850	WCOP	1150	WMEX	1510
		WBOS	1600		

FM RADIO FREQUENCIES

WBOS-FM	92.9	WRKO-FM	98.6	WCRB-FM	102.5
WHDH-FM	94.5	WCOP-FM	100.7	WBCN-FM	104.1
WXHR-FM	96.9	WEEI-FM	101.3	WBZ-FM	106.7
		WHIL-FM	107.9		

BOSTON, MASS.: Country's 6th Radio Market (13 AM, 10 FM).

WBOS: 5,000 watts. ABC & Mutual affiliate. Music format: Pop Standard (60%-Conservative (20%)-Classical (20%). Editorials twice a week by Craig Spence. Special programming: Local hockey & basketball, Army-Navy football and Championship boxing in season. Norman Ruby is director of 4-man news dept. Special equipment: 2 mobile units. 5-min. news on the half hr. headlines on the hr. Cuts from Comedy LP's and Folk Music aired in regular programming. New records are selected for air-play by PD. Record promotion people are seen M-F. Gen'l mgr., Ralph Weinman. Prog. dir., Ray Regis. Send 2 copies of 45's and 1 mono & 1 stereo copy of LP's to Ray Regis, 400 Commonwealth Ave., Boston, Mass. Phone: (617) 262-9111.

WBOS-FM: ERP watts. Simulcast with WBOS.

WBCN-FM: ERP 25,900 watts. The Concert Network. Music format: Classical (90%-Talk (10%). Special programming: "Men in Music," music commentary produced by Northeastern Univ., 8:05 a.m. Sat. "Science And The Man," produced by The Franklin Institute, 10:15 a.m. Sun. "Psychology For Living," with Dr. Clyde Narramore, 9:05 a.m. M-Sat. "NASA Report," commentary on space program, 9:20 a.m. Tues. Ron Della Chiesa is director of news dept. 5-min. news at 7, 8, 9 a.m., noon & 11 p.m. Extended news coverage at 6 p.m. Cuts from Comedy LP's aired occasionally. Folk Music 6-7 p.m. Sat. New records are selected for air-play by PD & individual DJ. Record promotion people are seen M-F. Gen'l mgr., T. Mitchell Hastings. Prog. dir., Michael Troderman. Send 1 copy of LP's to music librarian Nat Johnson, 171 Newbury St., Boston, Mass. 02116. Phone: (617) CO 7-6020.

WBZ: 50,000 watts. A Group W Station. Music format: Contemporary (80%-Pop Standard (20%). Highly identifiable air-personalities. Editorials daily. Special programming: "Bob Kennedy Contact" interviews, commentary & audience call-ins, 6:30-8 p.m. M-F. "News-Makers," with guests and newsmen featuring Bob Lape, Sun. Television outlet is WBZ-TV, Channel 4. Bob Lape is director of 22 man combination Radio-TV news dept. Special equipment: 3 fully equipped mobile units, walkie-talkies, 1 trailer studio. 5-min. news on the hr. headlines at 40 past the hr. "Contact News" 6-6:30 p.m. and 4 10-min. newscasts M-F. Comedy LP's featured on the "Dick Summer-Nightlight Show" 11:30 p.m.-6 a.m. M-F. Folk Music featured on the "Jefferson Kaye Show" 6-8 p.m. Sun. New records are selected for air-play by committee of station personnel. Station publishes play-list weekly. Approx. 10-20 new records are programmed each week. Record promotion people are seen M-F. Gen'l mgr., Perry Bascom. Prog. dir., Al Heacock. Send 6 copies of 45's and 3 copies of LP's to music librarian Ed Logue, 1170 Soldiers Field Rd., Boston, Mass. 02134. Phone: (617) 254-5670.

WBZ-FM: ERP 2,800 watts. Music format: Classical (70%-Conservative (30%). Simulcast with WBZ 6 a.m.-

noon, 6-8 p.m. daily. Same personnel & address as WBZ.

WCOP: 5,000 watts. A Plough Inc. Station. NBC affiliate. Music format: Pop Standard (100%). Special programming: Boston College hockey & basketball, World Series baseball and Rose Bowl football in season. "Eye in the Sky," featuring airplane traffic reports. "Monitor" & "Emphasis" from NBC. John Masters is director of news dept. Special equipment: Plane for traffic news, mobile units. 5-min. news on the hr. headlines at 25 past the hr. Folk Music aired occasionally. New records are selected for air-play by PD & research of local retailers. Approx. 7-12 new records programmed each week. Record promotion people are seen M-F. Gen'l mgr., John Cronan. Prog. dir., Jack Lazare. Send 2 copies of 45's and 2 copies of LP's to Mr. Lazare, 234 Clarendon St., Boston, Mass. Phone: (617) CO 7-0123.

WCOP-FM: ERP 20,000 watts. Simulcast with WCOP.

WCRB: 5,000 watts. Charles River Broadcasting Co. Music format: Classical (80%-Conservative (20%). Editorials occasionally. Special programming: "Opinion," featuring interviews & commentary, 6:50 p.m. M-F. "Point of Issue," public affairs discussion show, 2 p.m. Sun. "Record Review of the Air," with Richard L. Kaye, 7:05 p.m. Sat. Dave MacNeill is director of news dept. 5-min. news 18 times daily—every 1/2 hr. during drive-time. 10-min. news at 7:55 a.m., 5:25 p.m. & 11 p.m. M-Sat. Folk Music featured on "Folk City" 11:10 p.m.-1 a.m. New records are selected for air-play by station mgr. & music dir. Station publishes monthly program guide. Record promotion people are seen M-F. Gen'l mgr., Theodore Jones. Prog. dir., David S. MacNeill. Send 1 mono & 1 stereo copy of LP's to station mgr. Richard L. Kaye, Sheraton Plaza Hotel, Boston, Mass. 02116. Phone: (617) 893-7080.

WCRB-FM: ERP 11,000 watts. Simulcast with WCRB.

WEZE: 5,000 watts. CBS owned. Music format: News & Information (100%). Special programming: "Boston Patriots" football in season. "At Your Service," audience call-in show featuring guest-experts, 12-2 p.m., 9-10 a.m. M-F & 9 a.m.-2 p.m. Sat. "Paul Benzaquin Show," audience call-in, open forum type show, 2-6 p.m. M-F. "Nightline," audience call-in show with Jim Westover, 7:30-11:30 p.m. M-F. Arthur Smith is director of news dept. Special equipment: 2 mobile units. Gen'l mgr., Donald Trager. Prog. dir., Dom Quinn. Address: 182 Tremont St., Boston, Mass. Phone: (617) 482-2323.

WEEI-FM: ERP 20,000 watts. Simulcast with WEEI.

WEZE: 5,000 watts. Independent. Music format: Standard (80%-Conservative (20%). Ken Wayne is director of 4-man news dept. 5-min. news at 55 past the hr. headlines on the half hr. Folk Music aired during regular programming. New records are selected for air-play by music dir. Approx. 20 LP's are programmed each week. Record promotion

(Continued on page 54)

Speaking of Billboard's HANDBOOK of RADIO RESPONSE RATINGS and Stations by Format



Y&R's Ray Jones Jr. Broadcast Media Relations

says: "This will surely be a widely used tool in our radio buying function."

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RADIO-TV PROGRAMMING

YESTERYEAR'S HITS

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

POP SINGLES—5 Years Ago September 12, 1960

1. It's Now or Never, Elvis Presley, RCA Victor
2. Twist, Chubby Checker, Parkway
3. My Heart Has a Mind of It's Own, Connie Francis, MGM
4. Mr. Custer, Larry Verne, Era
5. Walk, Don't Run, Ventures, Dolton
6. Chain Gang, Sam Cooke, RCA Victor
7. Volare (Nel Blu Di Pinto Di Blu), Bobby Rydell, Cameo
8. Kiddio, Brook Benton, Mercury
9. Yogi, Ivy Three, Shell
10. Mission Bell, Donnie Brooks, Era

POP SINGLES—10 Years Ago September 10, 1955

1. Yellow Rose of Texas, Mitch Miller, Columbia
2. Ain't That a Shame? Pat Boone, Dot
3. Rock Around the Clock, Bill Haley, Decca
4. Love Is a Many Splendored Thing, Four Aces, Decca
5. Maybellene, Chuck Berry, Chess
6. Yellow Rose of Texas, Johnny Desmond, Coral
7. Autumn Leaves, Roger Williams, Kapp
8. Seventeen, Fontane Sisters, Dot
9. Seventeen, B. Bennett, King
10. Hard to Get, Giselle MacKenzie, X

R&B SINGLES—5 Years Ago September 12, 1960

1. Kiddio, Brook Benton, Mercury
2. Twist, Chubby Checker, Parkway
3. Fool in Love, Ike and Tina Turner, Sue
4. I Want to Know, Sugarpie Desanto, Checker
5. Finger Poppin' Time, Hank Ballard and the Midnighters, King
6. If I Can't Have You, Etta and Harvey, Chess
7. It's Now or Never, Elvis Presley, RCA Victor
8. A Woman, a Lover, a Friend, Jackie Wilson, Brunswick
9. Chain Gang, Sam Cooke, RCA Victor
10. The Twist, Hank Ballard and the Midnighters, King

POP LP'S—5 Years Ago September 12, 1960

1. Button-Down Mind of Bob Newhart, Warner Bros.
2. String Along, Kingston Trio, Capitol
3. Nice and Easy, Frank Sinatra, Capitol
4. Paul Anka Sings His Big 15, ABC-Paramount
5. The Sound of Music, Original Cast, Columbia
6. Sold Out, Kingston Trio, Capitol
7. Edge of Shelley Berman, Verve
8. Johnny's Moods, Johnny Mathis, Columbia
9. Brenda Lee, Decca
10. Elvis Is Back, Elvis Presley, RCA Victor

KXYZ Posts Poll

HOUSTON—Again this year, radio Station KXYZ printed six questionnaires in the two local dailies asking for listeners' suggestions on the type of pro-

gramming wanted. The majority of the 1,000 listeners who sent in the forms asked for light classics, show tunes, and standards. The listeners voted against the modern "Top 40" type of music.

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Appeared on Sam Riddle's
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STREET WEST" Fri. 9-3-65

At which time they presented
their new single release:

"CAN'T WE GET ALONG"

b/w

"That's All I Want From You"

GMW #102



Our best wishes to you Sam—
on your

New Syndicated TV Show

"9th STREET WEST"



GOLDEN CROWN PRODUCTIONS

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George Jay: National Promotion

Murray the K, Blast Split

NEW YORK—Murray (the K) Kaufman and Blast, a newspaper about record artists aimed at teen-agers, and its publisher Radio Pulsebeat News, which syndicated his radio show, have split their ties.

Kaufman said he never had any real ties with the newspaper except that they bought an article of his. He said the matter was in the hands of his attorney. On the other hand, Jay Levy, publisher of Blast, said Kaufman was in violation of his agreement with Radio Pulsebeat. Kaufman also failed to produce usable material for Blast, he said. Levy said Kaufman's arrangement with Blast was based on his claiming to be a "fifth Beatle." According

to Levy, formal requests by the magazine and by Kaufman failed to obtain permission for Kaufman to travel on the U. S. tour with the British group.

Levy said Blast was doing "quite well," that the first issue sold 28 per cent, "a little better than break even, which is very good for a first issue."

Eubanks Host

HOLLYWOOD — Eubanks has been set as host of a rock 'n' roll panel show, "Hit or Miss," originally created by Peter Potter. KTLA bows the show in Los Angeles Oct. 2 with MCA shooting for syndication. Eubanks is a KRLA deejay.

WORC Barometer For the Boston Area

• Continued from page 50

breakout potential of the station, according to Smith, is the audience and the audience-in-mind format of the station. Owner Bob Bryar, a former New Yorker, set the pace when he purchased the station several years ago, Smith said. The station lets the audience virtually decide the programming via requests.

"We've six request telephone lines and they're used constantly," Smith said. The station "just goes with the records we think will make it and then let

the audience decide. From the telephone calls, we learn which new records the audience likes and, in the case of a song by many artists, which version they like best.

"We know in short order—usually a week or two—if a record is going to be a success or not," he said. Certain records are slow builders, he said, and need extra plays in order to reach the audience—usually the records with complicated lyrics or the ones lacking a beat. "But we try to let the audience feel its their radio station."

WORC may try only 10 new

records during a week, or as many as 18-25 "... depends on what comes along. However, it's been proven that records which happen in this market will eventually happen elsewhere. A record company can't get enough of a sales reaction here in Worcester to mean anything, but if Boston radio stations pick up the record they can determine whether or not they've got a commercial record on their hands."

One of the records WORC broke was "Are You a Boy or Are You a Girl," by the Barbarians on Laurie Records. Smith said the record was picked up by Boston stations and thereby sold 20,000 and is still selling.

He estimated that 40 or more records had broken in Worcester as a result of airplay by WORC. Dick Smith has been with the radio station nearly 14 years. By many record men, he's considered one of the greatest. Hugh Dallas, national promotion manager of Philips Records, for instance, said, "A straighter guy you'll never find. He knows what's happening."

WMEX Tops

In Boston, WMEX again took top place as the station most influential in creating popular single record sales followed fairly close by WBZ. An oddity cropped up with WORL whose Ken Carter hosts a record show called "The Oldies But Goodies Dance Party" that made a big impression with both local and national record people for creating renewed interest in old product.

The top deejay for influencing pop single record sales was Arnie Ginsberg, WMEX, a position he also held in Billboard's Radio Response Ratings survey of Sept. 26, 1964. He was followed by WMEX' Larry Justice, Bruce Bradley of WBZ, Dan Donovan of WMEX, Dave Maynard of WBZ and Jefferson Kayo of WBZ—in that order. (See the RRR chart, this issue.)

Ed Logue, WBZ librarian, was voted the most co-operative in exposing new pop single records, followed by Ernie Compagna, music director, WMEX; Mel Miller, program director of WMEX, and Al Heacock, program director of WBZ.

For popular albums, radio Station WHDH was by far the best station for creating record sales. The record industry loses a good exposure medium for the product with the loss of WNAC, which launches a 99 per cent talk format Sept. 27. WCOP rated third in the present survey, but should move up to considerable power with the format switch of WNAC.

Top Deejays

Top deejays in this category were Alan Dary of WHDH, a tie between Dave Rodman of WNAC and Jess Cain of WHDH; Jack Lazare of WCOP, and Norm Nathan and Bob Clayton of WHDH.

Radio Station WILD rated as the only medium influencing r&b product sales and deejay Jimmy Byrd of the station was the big gun.

Norm Nathan of WHDH received 61 per cent of the votes for influencing jazz record sales.

WHIL-FM was the powerhouse for country music and the biggest deejay at the station is Johnnie Jones; WEZE rated tops in the conservative category, WBZ and WHDH rated close for exposing comedy records; WBZ was also tops with folk music and WCRB-AM-FM was the classical music powerhouse so far as record sales were concerned.

STATIONS BY FORMAT

• Continued from page 52

people are seen M-F. Gen'l mgr., Arthur E. Haley. Prog. dir., Bob Way. Send copies of 45's and copies of LP's to music dir., Dr. Louis Goldberg, Statler Office Bldg., Boston, Mass. 02116. Phone: (617) LI 2-1717.

WHDH: 50,000 watts. Independent. Music format: Pop Standard (90%)—Standard (10%). Special programming: Boston Red Sox baseball, Boston Celtics basketball, Boston Bruins hockey & Cleveland Browns-Notre Dame football in season. "Voice of Sports," round-table discussion of sports with Don Gillis, 7-8 p.m. Sat. "What Boston Thinks," man in the street interviews with Bill Harrington, 7-7:30 p.m. Thurs. "Affairs of State," panel interview show with Leo Egan, 7-7:30 p.m. Mon. Television outlet is WHDH-TV, Channel 5. John M. Day, Jr. is director of 10-man news dept. Special equipment: Helicopter news for traffic, 6 mobile units, 1 plane. 5-min. news on the half hr. headlines on the hr. Extended newscasts at 7:30 a.m., 6 p.m. & 11 p.m. Cuts from Comedy LP's & Folk Music on all regular shows occasionally. New records are selected for air-play by committee of station personnel, consisting of music dir., gen'l mgr. and individual DJ's. Approx. 15 45's & 8 LP's are programmed each week. Gen'l mgr., William B. McGrath. Prog. dir., John F. Bassett. Send 5 copies of 45's and 5 copies of LP's to music dir., Kenneth H. Wilson, 50 Morrissey Boulevard, Boston, Mass. 02125. Phone: (617) 288-5000.

WHDH-FM: ERP 3,300 watts. Simulcast with WHDH.

WHIL: 5,000 watts. A Tarlow Associates Station. Music format: Standard (80%)—Pop (15%)—Conservative (5%). Editorializes occasionally. Special programming: Local high school football, basketball & hockey in season. Feature horse races for Suffolk Downs & Rockingham with Babe Rubenstein, 4:30-5 p.m. M-Sat. in season. David Lane is director of news dept. 5-min. news on the hr. headlines on the half hr. Extended newscasts 8 a.m. & noon. Folk Music on all shows. New records are selected for air-play by PD & music dir. Approx. 5 45's and 5 LP's programmed each week. Record promotion people are seen M-F. Gen'l mgr., Joseph Kruger. Prog. dir., Ken Manley. Send 2 copies of 45's and 2 copies of LP's to Mr. Manley, 99 Revere Beach Pkwy., Medford, Mass. 02155. Phone: (617) 396-1430.

WHIL-FM: ERP 20,000 watts. Music format: Country (100%). Simulcast with WHIL 6 a.m.-noon. Send 3 copies of 45's & 2 copies of LP's to Johnnie Jones, 99 Revere Beach Pkwy., Medford, Mass. 02155. Phone: (617) 396-1430.

WILD: 1,000 watts. Independent. Negro oriented programming. Music format:

Rhythm & Blues (75%)—Jazz (15%)—Gospel & Spiritual (10%). Highly identifiable air-personalities. Editorializes daily. Special programming: "NAACP Topics," audience call-in show hosted by Tom Atkins, 1:45-3 p.m. Sat. "Commentary," with comment on daily events, 2-2:15 & 6-6:15 p.m. daily. Mark Grimes is director of 3-man news dept. Special equipment: 1 mobile unit, walkie-talkies, 5-min. news on the half hr. headlines on the hr. Extended newscasts 4 times daily. Cuts from Comedy LP's and Folk Music featured on all shows. New records are selected for air-play by Nelson B. Noble or gen'l mgr. & committee of station personnel. Station publishes play-list weekly. Approx. 20 new records are programmed each week. Record promotion people are seen Mon. & Thurs. Gen'l mgr., Norman Kruglak. Prog. dir., Mark Grimes. Send 3 copies of 45's and 2 copies of LP's to Mr. Noble, 719 Boylston St., Boston, Mass. 02116. Phone: (617) CO 7-1900.

WMEX: 5,000 watts. A Richmond Bros. Station. Music format: Contemporary (100%). Highly identifiable air-personalities. Special programming: "Comment & Controversy," with guest interviews and audience call-in, 10 p.m. & 12:30 a.m. M-Sat. "The Larry Glick Show," open forum with audience call-in, 12:30-5 a.m. M-Sat. Don Gordon is director of 5-man news dept. Special equipment: 1 mobile unit, 5-min. news at 25 & 55 after the hr. during morning drive-time, headlines at 25 past the hr. at other times. New records are selected for air-play by committee of station personnel. Station publishes play-list weekly. Record promotion people are seen M-F. Gen'l mgr., Maxwell E. Richmond. Prog. dir., Mel Miller. Send 4 copies of 45's and 2 copies of LP's to Mr. Miller, 70 Brookline Ave., Boston, Mass. Phone: (617) 426-1700.

WNAC: 50,000 watts. An RKO General Station. Music format: Talk (90%)—Pop Standard (10%). On Sept. 27, 1965 new format will be Talk (99%)—Pop Standard (1%). The only music programmed will be from 5:30-9 a.m. Richard Applegate is director of 10-man news dept. 15-min. news on the hr. 5-min. news on the half hr. during drive-time. Gen'l mgr., Perry Ury. Prog. dir., Robert Henebery. Send copies of LP's to library, 21 Brookline Ave., Boston, Mass. 02215. Phone: (617) 266-0800.

WRKO-FM: ERP 20,000 watts. Simulcast with WNAC.

WORL: 5,000 watts. ABC affiliate. Music format: Contemporary (100%). Special programming: "Breakfast Club," with Don McNeil, 9-10 a.m. M-F. "Oldies But Goodies Dance Party," with Ken Carter featuring records 6 mo.-15 yrs. old, 3-6 p.m. M-F. ABC Network news featured. Cuts from Comedy LP's featured occasionally. New records are selected for air-play by PD & ass't PD. Approx. 15-20 new records are programmed each week. Record promotion people are seen M-F. Gen'l mgr. & prog. dir., Ken Carter. Send 3 copies of 45's and 2 copies of LP's to Mr. Carter, 330 Stuart St., Boston, Mass. 02116. Phone: (617) 423-0210.

WXHR: 250 watts. Independent. Music format: Conservative (60%)—Standard (40%). Special programming: Foreign language recordings used a great deal. George Fennell is director of news dept. 5-min. news on the hr. & headlines on the half hr. during drive-time. Gen'l mgr., Ansel Chaney. Prog. dir., Joseph Cook. Send copies of LP's to Mr. Cook, 439 Concord Ave., Cambridge, Mass. Phone: (617) 354-0500. WXHR-FM: ERP 50,000 watts. Simulcast with WXHR.

Thaxton Show Is in High Gear

• Continued from page 50

rounds" of as many of these Hollywood-originated programs as will accept them.

One program is entirely different—and overwhelmingly successful.

Says Lloyd Thaxton, star of this video tape syndicated show seen in 85 markets: "Our show has two concepts in booking talent. First is the popularity of the act, ranging from Andy Williams to the Byrds. We also know young people like other kinds of music besides rock 'n' roll, so we booked acts like Charlie Byrd, Laurindo Almeida; Peter, Paul and Mary, Dave Brubeck and Cal Tjader."

Right away this presentation of other than rock acts separates Thaxton's hour show from the other Hollywood-originated teen-age music programs. "We know the kids like these other acts," Thaxton explained in his Sunset Boulevard offices, "but we couldn't do it every time. You can't just bring in an act because they're talented. You need the hit record association."

Thaxton's show differs on still another vital count. It is the only personality show of the lot in which the emcee actually performs and conscientiously involves his audience in bits other than dancing.

Thaxton's comic mien is displayed in four bits each show in which situations are created to visually support the hit records. Although he is no musician, Thaxton plays the gamut of instruments on camera in production numbers. He has begun pre-taping these specialties and will shortly move to larger studio facilities at KCOP, the originating point for the program, seen live in Los Angeles but taped for MCA-TV syndication. The show recently dropped its local airing time back 30 minutes to 4:30 p.m., Sept. 6, and went to color.

7 Guests a Week

Thaxton's show books seven guests a week. Production costs run about \$15,000 a week. Thaxton pays \$300 for the raw video tape, \$100 to dub the show and \$60 for each dub needed for mailing. When his show went on the air over three years ago, Dick Clark was the only national teen-dance host. Now the airwaves are saturated with music-dance programs. Thaxton's local show completely dominated his time slot and may be the reason so many other shows were begun here.

Cognizant of the frenetic pace of his competitors' shows, Thaxton admitted he was considering

"picking up the pace" and possibly adding a second guest. Usually seen afternoons, Thaxton will dent New York nighttime beginning Oct. 1 when WPIX schedules the show from 7:30-8:30.

Because the program is seen in some markets five weeks after the live L. A. origination, Thaxton and producer Sam Asch carefully select the record aired. "We watch the Billboard charts and try to pick songs that will be at the top of the list somewhere in that five-week period," Thaxton explained. "We look for that red bullet on the charts because it indicates future hits to us. You jump on a record that's jumping that fast."

An average of 10 disks are played each show, many repeated during the week. Slow dances are never played, so the 25 per cent of the show devoted to dancing looks typically group therapeutic.

Doesn't Play All Tunes

"There are a lot of top tunes we never play because they don't look good," Thaxton interjected. He means they don't lend themselves to production bits. One bit which did come off successfully involved Bert Kaempfert's single of "Three o'Clock in the Morning." As the music played, Lloyd appeared in a drugstore dressed like a robber. Stopping at a magazine rack, he began perusing the literature. Surfing music blasted out when he opened a surf magazine and motors hummed when he opened a hot rod book, etc.

The effect of creating something visual to accompany the music—while it may sound downright obvious—is the key to Thaxton's national popularity. The audience actually "sees" his music show.

'Sump'n Else' WFAA Series

DALLAS — A new studio program is scheduled to make its debut here on WFAA-TV this month which will be titled "Sump'n Else," which will be hosted by Ron Chapman and will be seen each weekday from 5 to 5:45 p.m. The series will feature contemporary music, dancing, news from colleges and high schools and audience games and contests.

HOLLYWOOD — Four Star Distributing has secured 18 markets for its new color TV music series "Something Special." First show spotlights Tony Martin in a one-man revue of his nightclub act, Jackie Barnett is the series producer.

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NAVY

Chicago Orchestral Assn., Musicians Reach Accord

CHICAGO — The contract caper which annually threatens the season of the Chicago Symphony Orchestra ended last week with apparent accord between Local 10-208 of the Chicago Federation of Musicians and the Orchestral Association.

The Orchestral Association "canceled" the symphony's diamond jubilee season last month in the face of what Association officials described as "contract demands that would cause the symphony to go bankrupt soon."

As that announcement was made, however, it was noted that the Association did not send notices of cancellation to soloists and guest conductors scheduled during the season, and box-office employees at Orchestra Hall continued to take season ticket orders.

The dispute arose over union demands for a full, guaranteed work year, wage minimum increases, increased pensions and changes in pension fund structure to permit orchestra members to participate in its management.

The 105 members of the orchestra are currently paid a minimum of \$210 a week, said to be about the highest rate in the field; but members complained that the shortness of

the season (38 weeks last year) places them among the lowest paid of all members of major U. S. orchestras.

Tentative agreement on a contract was reached in a 20-hour negotiation session which ended shortly before the midnight, Aug. 31 deadline. Handling the negotiations between union and the Association were Commissioners William Cherry and Harry Haney of the Federal Mediation and Conciliation Service.

Details of the agreement were withheld, pending approval by Association trustees and CFM local members. Cherry said the compromise meant "significant improvement in all areas."

A similar dispute in 1962 was mediated by Chicago Mayor Richard J. Daley, and resulted in a lengthening of the concert schedule.

In rejecting the early union demands this year, the Association reported a net deficit of \$400,000 for the 1964-1965 operating season.

The union alleged that the Association's current assets amount to \$17,000,000, reportedly the highest of any musical society in the country.

With approval of the new contract, the Symphony will begin its 1965-1966 season right on schedule Sept. 23.

Ormandy to Mark 30th With Phila.

NEW YORK—The upcoming 1965-1966 concert season will mark Eugene Ormandy's 30th anniversary as conductor of the Philadelphia Orchestra. Ormandy and the Philadelphia have been recording for Columbia Masterworks since 1943.

There are more than 150 albums by Ormandy and the Philadelphia Orchestra available in the Columbia catalog. Among the gold disk winners are their recordings of Handel's "The Lord's Prayer," and "The Glorious Sound of Christmas." In 1964, the orchestra and its leader, with Isaac Stern as soloist, were awarded a Grammy by the National Academy of Recording Arts & Sciences for Best Recording of an Instrumental Soloist with Orchestra Accompaniment for the album "Prokofiev: Violin Concertos No. 1 and No. 2."

Ormandy recently returned from a guest-conducting tour of Europe, where he conducted the Vienna Philharmonic, the Orchestra National de France in Paris, the Tonhalle Gesellschaft in Zurich, and others.

The Philadelphia season will begin with pop concerts under Henry Mancini and Arthur Fiedler, respectively, on Sept. 17 and 18, after a private concert under Ormandy for the International Society of Surgery on Sept. 16. On the first subscription program, Sept. 23, Ormandy will conduct the world premiere of David Diamond's "Elegies for Flute, English Horn and Strings." The orchestra will play 18 concerts in New York—10 in Philharmonic Hall and eight in Carnegie Hall—and its usual series in Baltimore and Washington.

Six Programs in 8th Naples Series

NAPLES—Six programs on eight evenings between Oct. 9 and 31 will comprise the 8th Musical Autumn of Naples sponsored jointly by RAI, Italian Radiotelevision, the Naples Tourist Office and the Alessandro Scarlatti Orchestra in the new RAI Auditorium.

Valentino Fioravanti's 18th Century opera, "The Spite Marriage," will be the inaugural event and it will be followed by an evening of three modern show operas, Kurt Weill's "The Yes-Man," Antonio Veretti's "The Little Match Girl" and Igor Stravinski's "Renard." Two evenings of music from the Neapolitan School will be performed by the RAI Polyphonic Organization of Rome conducted by Nino Antonelli and the second by the Scarlatti Orchestra conducted by Nino Sanzono.

Organ and clavichord music will be heard on the final two programs with Karl Richter performing Bach in one and Gustav Leonhardt playing Domenico Scarlatti and Handel in the other.

Baritone Weds

ZOLLIKIN, Switzerland — Dietrich Fischer-Dieskau, opera and concert baritone, and film actress Ruth Leuwerik were married here on Sept. 4. It was the second marriage for both West German artists.

Arizona Store Puts Accent on Classical

PHOENIX — Bill's Records, in the Park Central Shopping Center here, is building classical sales by giving the records primary display in the store. The classical disks are one of the first things which a customer sees on entering the store.

One entire browser rack is devoted entirely to classical records, a fact which four salespeople point out to every visitor as a matter of course. They also stress the fact that the Phoenix record dealership makes every effort to make sure that new releases in classical are put on sale just as fast as pop or rock 'n' roll.

The shop also has had some success with encouraging teenage interest in classical music. One step has been to display an album under the title "I Like Tchaikovsky" along both sides of the classical record browser. Because the album cover is color shot of a group of teenagers, the album stops a lot of traffic and salespeople point out that excerpts from all-time favorite classical records are included in the album. These are listed on the front, of course.

Spending a few minutes in discussing classical records with teen-agers also has led to a large number of extra sales, many to youngsters who admit that they merely wish to "balance" their record collections.

There are lots of teen-agers, however, who have a sincere appreciation of classical music and are continually building their collection.

2 Operas Presented

VENICE — American and British operas were presented on the final program of the Venetian Musical Vacations in the San Giorgio Island's open-air Green Theater. They were the first Italian presentations of Gian-Carlo Menotti's "St. Martin's Lie" and Benjamin Britten's "Noah's Ark."

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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 (3-12") LDS 6164 (S), LD 6164 (M).
5. **VILLA-LOBOS**—Bachianas No. 5; Moffo, American Sym. (Stokowski): RCA Victor LSC 2795 (S), LM 2795 (M).
6. **VERDI**—Il Trovatore; Tucci, Simionato, Corelli, Merrill, Rome Op. (Schipper): Angel (3-12") S 3653 (S), 3653 (M).
7. **PUCCINI**—Madama Butterfly; Price, Tucker, RCA Ital. Op. Orch. & Cho. (Leinsdorf): RCA Victor (3-12") LSC 6160 (S), LM 6160 (M).
8. **BELLINI**—Norma; Sutherland, Minton, Horne, Alexander, Cross, London Sym. Orch. & Cho. (Bonyng): RCA Victor (3-12") LSC 6166 (S), LM 6166 (M).
9. **MARIA CALLAS SINGS ARIAS BY ROSSINI AND DONIZETTI**; Angel S 36239 (S), 36239 (M).
10. **JANACEK**—Slavonic Mass; Lear, Roessl-Majdan, Haefliger, Crass, Bavarian Radio (Kubelik): D.G.G. 138954 (S), 18954 (M).

SYMPHONIC AND ORCHESTRAL

1. **BERNSTEIN**—Symphony No. 3 (Kaddish); Tourel, Montealegre, N.Y. Phil., Camerata Singers; Columbia Boychoir (Bernstein): Columbia KS 6605 (S), KL 6005 (M).
2. **BOYCE**—Symphonies (8); Solisti di Zagreb (Janigro): Bach Guild 70668 (S), 668 (M).
3. **MAHLER**—Symphony No. 1; Boston Sym. (Leinsdorf): RCA Victor LSC 2642 (S), LM 2642 (M).
4. **BEETHOVEN**—Symphonies (9) (Complete); Berlin Phil. (Karajan): D.G.G. (8-12") SKL-101/8 (S), KL-1/8 (M).
5. **BRUCKNER**—Symphony No. 6; New Phil. (Klemperer): Angel S 36271 (S), 36271 (M).
6. **BEETHOVEN**—Symphony No. 5 in C; N.Y. Phil. (Bernstein): Columbia MS 6468 (S), ML 5868 (M).
7. **GROFE**—Grand Canyon Suite; Phila. Orch. (Ormandy): Columbia MS 6003 (S), ML 5286 (M).
8. **COPLAND**—Appalachian Spring Suite; N.Y. Phil. (Bernstein): Columbia MS 6355 (S), ML 5755 (M).
9. **SPECTACULARS**; Philadelphia Orch. (Ormandy): Columbia MS 6739 (S), ML 6139 (M).
10. **RAVEL**—Daphnis et Chloe Suite No. 2; Chicago Sym. (Martinon): RCA Victor LSC 2806 (S), LM 2806 (M).

SOLO INSTRUMENT AND CONCERTI

1. **AN HISTORIC RETURN-HOROWITZ AT CARNEGIE HALL**: Columbia (2-12") M2S-728 (S), M2L-328 (M).
2. **PIANO MUSIC OF ALKAN**; Lewenthal: RCA Victor LSC 2815 (S), LM 2815 (M).
3. **TCHAIKOVSKY**—Concerto No. 1 in B Flat for Piano and Orch., Cliburn, Sym. Orch. (Kondrashin): RCA Victor LSC 2252 (S), 2252 (M).
4. **HOROWITZ PLAYS SCARLATTI**: Columbia MS 6658 (S), ML 6058 (M).
5. **BEETHOVEN**—Concerto No. 4; Serkin, Phila. Orch. (Ormandy): Columbia MS 6745 (S), ML 6145 (M).

CHAMBER MUSIC

1. **BRAHMS**—Quintet in F for Piano and Strings; Serkin, Budapest Quartet: Columbia MS 6631 (S), ML 6083 (M).
2. **BARTOK**—Quartets (6) (Complete); Juilliard Quartet: Columbia (3-12") D3S-717 (S), D3L-317 (M).
3. **BEETHOVEN**—Quartet No. 15 in A; Budapest Quartet: Columbia MS 6386 (S), ML 5786 (M).
4. **MOZART**—Quartets for Piano; Horszowski, Budapest Quartet: Columbia MS 6683 (S), ML 6083 (M).
5. **POULENC**—Sextuor for Piano and Woodwind Quintet; Fevrier, Paris Wind: Angel S 36261 (S), 36261 (M).

TOP SELLING RHYTHM & BLUES SINGLES

SPECIAL SURVEY for Week Ending 9/18/65

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	PAPA'S GOT A BRAND NEW BAG James Brown, King 5999 (Lois, BMI)	10	21	11	BABY I'M YOURS Barbara Lewis, Atlantic 2283 (Blackwood, BMI)	13
2	2	IT'S THE SAME OLD SONG Four Tops, Motown 1081 (Jobete, BMI)	7	22	22	YOU'VE GOT TO EARN IT Temptations, Gordy 7043 (Jobete, BMI)	4
3	4	THE "IN" CROWD Ramsey Lewis Trio, Argo 5506 (American, BMI)	5	23	15	TAKE ME BACK Little Anthony & the Imperials, DCP 1136 (South Mountain, BMI)	8
4	3	THE TRACKS OF MY TEARS Miracles, Tamla 54118 (Jobete, BMI)	11	24	27	FOR YOUR LOVE Sam & Bill, Joda 100 (Beechwood, BMI)	5
5	5	SINCE I LOST MY BABY Temptations, Gordy 7043 (Jobete, BMI)	8	25	18	SUGAR DUMPLING Sam Cooke, RCA Victor 8631 (Kags, BMI)	6
6	8	UNCHAINED MELODY Righteous Brothers, Phillies 129 (Frank, ASCAP)	6	26	30	SOMEONE IS WATCHING Solomon Burke, Atlantic 2299 (Webb IV-Falart, BMI)	2
7	13	I WANT TO (Do Everything for You) Joe Tex, Dial 4016 (Tree, BMI)	4	27	33	I NEED YOU Impressions, ABC-Paramount 10710 (Chi-Sound, BMI)	2
8	6	NOTHING BUT HEARTACHES Supremes, Motown 1080 (Jobete, BMI)	6	28	—	TREAT HER RIGHT Roy Head, Back Beat 546 (Don, BMI)	1
9	9	AGENT OO-SOUL Edwin Starr, Ric-Tic 103 (Myto, BMI)	8	29	32	LET'S DO IT OVER Joe Simon, Vee Jay 694 (Fame, BMI)	5
10	7	SHAKE AND FINGERPOP Jr. Walker & the All Stars, Soul 35013 (Jobete, BMI)	6	30	21	IT'S TOO LATE, BABY TOO LATE Arthur Prysock, Old Town 1183 (Pry-Weiss, BMI)	11
11	12	IN THE MIDNIGHT HOUR Wilson Pickett, Atlantic 2289 (Cotillion-East, BMI)	13	31	23	I'LL ALWAYS LOVE YOU Spinners, Motown 1078 (Jobete, BMI)	11
12	14	FIRST I LOOK AT THE PURSE Contours, Gordy 7044 (Jobete, BMI)	5	32	36	YOU CAN'T TAKE IT AWAY Fred Hughes, Vee Jay 703 (Customa, BMI)	2
13	10	IT'S A MAN DOWN THERE G. L. Crockett, 4 Brothers 445 (Fairshake, BMI)	11	33	—	THESE HANDS (Small But Mighty) Bobby Bland, Duke 385 (Don, BMI)	1
14	19	DANGER HEARTBREAK DEAD AHEAD Marvelettes, Tamla 54120 (Jobete, BMI)	2	34	29	I GOT YOU BABE Sonny & Cher, Atco 6359 (Five-West-Cotillion, BMI)	6
15	25	SAD, SAD GIRL Barbara Mason, Arctic 108 (Stillman-Dandelion, BMI)	3	35	—	TOO HOT TO HOLD Major Lance, Okeh 7226 (Dakar, BMI)	1
16	26	RESPECT Otis Redding, Volt 128 (East-Time-Redwal, BMI)	3	36	39	GOT TO FIND A WAY Harold Burrage, M-Pac 7225 (Vapac, BMI)	5
17	17	YOU'RE GONNA MAKE ME CRY O. V. Wright, Back Beat 548 (Don, BMI)	9	37	—	HIGH HEEL SNEAKERS Stevie Wonder, Tamla 54119 (Medal, BMI)	1
18	24	IF I DIDN'T LOVE YOU Chuck Jackson, Wand 188 (Metric, BMI)	2	38	—	YOU'VE BEEN IN LOVE TOO LONG Martha & Vandellas, Gordy 7045 (Jobete, BMI)	1
19	20	SOUL HEAVEN Dixie Drifter, Roulette 4641 (Unbelievable & Nom, BMI)	4	39	40	WE'RE DOING FINE Dee Dee Warwick, Blue Rock 4029 (Leatherneck & Wellmade, BMI)	7
20	16	PRETTY LITTLE BABY Marvin Gaye, Tamla 54117 (Jobete, BMI)	9	40	—	GOOD TIMES Gene Chandler, Constellation 160 (Chi-Sound & Jalyne, BMI)	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

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

LET'S MOVE AND GROOVE TOGETHER . . .
Johnny Nash, Joda 102

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

WHOLE LOTTA WOMAN . . .
Radiants, Chess 1936

WILLY NILLY . . .
Rufus Thomas, Stax 173

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

SKIPPER LEE FRAZIER, KCOH, Houston
Rescue Me, Fontella Bass, Checker 1120
That One, Fantasticks, Clover
Me Without You, Mary Wells, 20th Century-Fox 606
Treat Her Right, Roy Head, Back Beat 546

DR. BOP, WAWA, Milwaukee
I'm Just a Fool, Hank Ballard, King
I Don't Need, Ike & Tina Turner, Modern 1012
Rescue Me, Fontella Bass, Checker 1120
Never Had It So Good, Ronnie Milsap, Scepter
What a Sad Feeling, Betty Harris, Sansu 450
LP—The Ike & Tina Turner Show—Live, Warner Bros. W 1579 (M); WS 1579 (S)

MILTON (BUTTERBALL) SMITH, WMBM, Miami
Rescue Me, Fontella Bass, Checker 1120
Evol, Bobby Guitar Bennett, Junior
I Want To (Do Everything for You), Joe Tex, Dial 4016
You Satisfy My Needs, Big Dee Irwin, Rotata
LP—B. B. King: Live at the Regal, ABC-Paramount ABC 509 (M); ABCS 509 (S)

RICK DARNELL, KPRS, Kansas City, Mo.
I'm Cracking Up, Geraldine Jones, Sonar
Whiplash, Shells, Conlo
Cantaloupe Woman, Grant Green, Verve 10361
LP—Soul Singer, Art Blakey & the Jazz Messengers, Limelight LM 82018 (M); LS 86018 (S)

MAGNIFICENT MONTAGUE, KGFI, Los Angeles
Crack Up, Leon & the Burners, Josie
Rescue Me, Fontella Bass, Checker 1120
For Your Love, Sam & Bill, Joda 100

BILL MOSS, WVKO, Columbus, Ohio
Can't See You When I Want To, David Porter, Stax
If You've Ever Loved Someone, Gloria Parker, LLP
Let's Move and Groove (Together), Johnny Nash, Joda 102
Make Up Your Mind, Eddie Floyd, Safice
Walk on by Me, Lula Reed, Tangerine
The Fat Man, John Stule & the Delmates, Wand
LP—Otis Blue/Otis Redding Sings Soul, Volt 412 (M); SD 412 (S)

GENE NOBLES, WLAC, Nashville
I Go Crazy, Bocky & the Visions, Redda 1504

BOB McKEE, WAOK, Atlanta
Treat Her Right, Roy Head, Back Beat 546
I Want To (Do Everything for You), Joe Tex, Dial 4016
Sad, Sad Girl, Barbara Mason, Arctic 108
Same Old Beat, Freddie Scott, Marlin
LP—Otis Blue/Otis Redding Sings Soul, Volt 412 (M); SD 412 (S)

GENE POTTS, WGIV, Charlotte, N. C.
If I Didn't Love You, Chuck Jackson, Wand 188
I Want To (Do Everything for You), Joe Tex, Dial 4016
One More Hurt, Marjorie Black, Sue
Love Is Blind, Bobettes, Diamond
I'm Hurtin' Inside, Shep & Limelites
The "In" Crowd, Ramsey Lewis Trio, Argo 5506
LP—The "In" Crowd, Ramsey Lewis Trio, Argo LP 757 (M); LPS 757 (S)

BILL CURTIS, WUFO, Buffalo
Slingshot, Jackie Beavers, Checker
If There's Anything Else You Want, Roddie Joy, Red Bird
You Can't Take It Away, Fred Hughes, Vee Jay 703
LP—Soul Sounds, Three Souls, Argo LP 4044 (M); ST 4044 (S)

TOP SELLING R&B LP'S

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	THE "IN" CROWD, Ramsey Lewis Trio, Argo LP 757 (M); LPS 757 (S)	6
2	2	MORE HITS BY THE SUPREMES, Motown 627 (M); S 627 (S)	5
3	5	MIRACLES GREATEST HITS FROM THE BEGINNING, Tamla T 254 (M); ST 254 (S)	23
4	4	JR. WALKER & THE ALL STARS PLAY SHOTGUN, Soul 701 (M); S 701 (S)	12
5	9	IMPRESSIONS—ONE BY ONE, ABC-Paramount ABC 523 (M); ABCS 523 (S)	2
6	6	THE FOUR TOPS, Motown 622 (M); S 622 (S)	17
7	8	PAPA'S GOT A BRAND NEW BAG, James Brown, King 938 (M); (No Stereo)	2
8	3	TEMPTATIONS SING SMOKEY, Gordy G 912 (M); GS 912 (S)	26
9	—	ORGAN GRINDER SWING, Jimmy Smith, Verve V 8626 (M); V6 8628 (S)	1
10	—	GENTLE IS MY LOVE, Nancy Wilson, Capitol T 2351 (M); ST 2351 (S)	1

NEW ACTION R&B LP'S

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

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

SOUL TIME . . .
Jackie Wilson, Brunswick BL 54118 (M); BL 754118 (S)

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

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

DJ SPOTLIGHT

SKIPPER LEE FRAZIER
KCOH, Houston



KYOK was his first break into radio in 1956, but Skipper Lee Frazier has been with KCOH since 1961. He is the owner of the Venus Motel, Houston. A native of Magnolia Springs, Tex., he is an alumnus of Southern University, Baton Rouge, La., and an Army veteran. Begins airing 3:30 p.m. Monday through Friday and starts at 1 p.m. Sundays, to sign off.

Our Mosquito is a Magic Chef . . . He Really Can Cook a Boss Pot . . . Jameco is Hot and Happy . . .

SHOTGUN WEDDING

by **ROY "C"**
Black Hawk 12101

On the Charts! WWIN—Balt. WAME—Miami. WAMO—Pgh. WXXW—Albany. Heading for Top 40 Station Play Atlanta—Charlotte . . . Keep on Pushing, Fellas!

This is NOT a Cover . . . Produced by Bill Seabrook 1961 . . . Now Back Going Strong . . . The Same Original Chart Gasser . . . Chuck Willis's Tune . . .

"CLOSE YOUR EYES" by Rosemarie & Bo
Jameco 2006

91-02 Sutphin Blvd., Jamaica, N.Y. (212) 526-2266

**zip code helps
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BUT ONLY IF YOU USE IT.

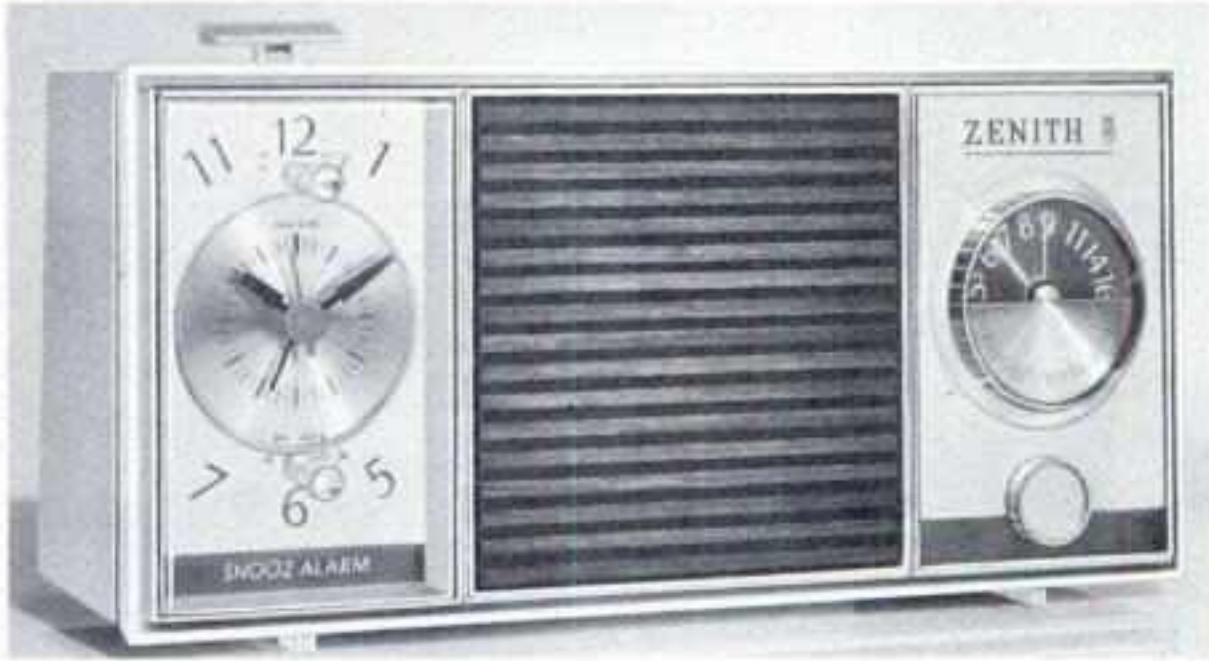
audio / video retailer

PHONOGRAPHS • RADIO • TELEVISION • TAPE • HI-FI COMPONENTS • ACCESSORIES

NEW PRODUCTS

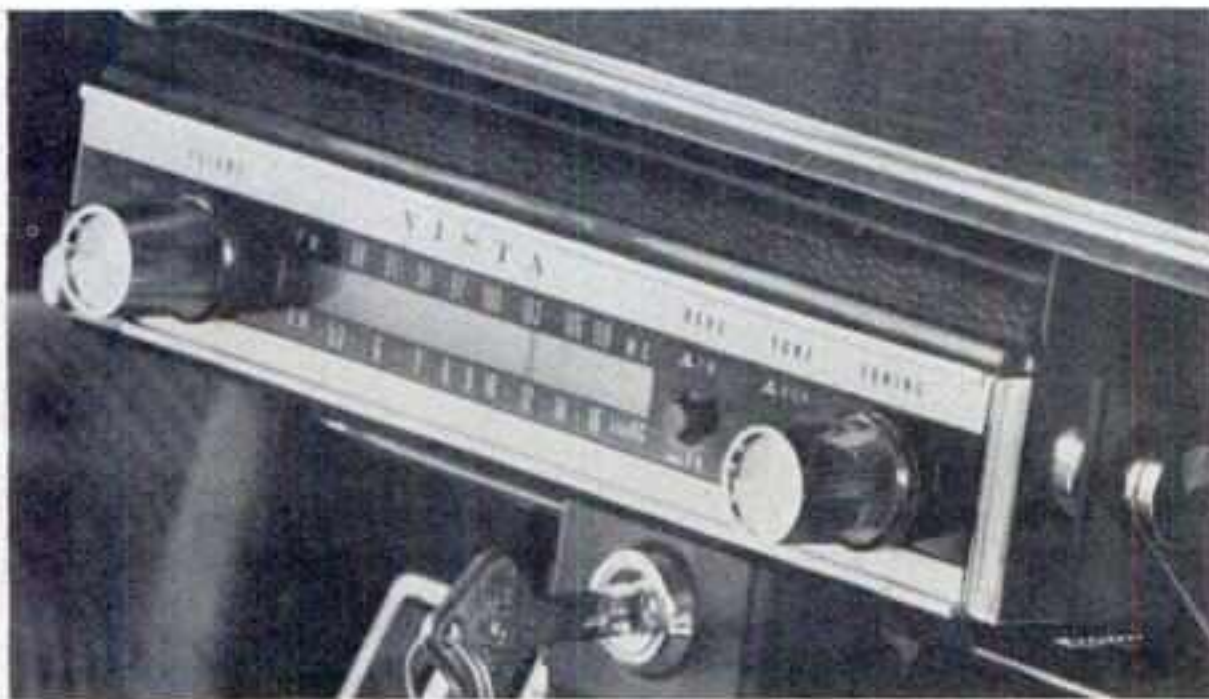
The following new products were selected by Billboard because of the special interest they may have for record dealers. For more information write Audio-Video Editor, Billboard, 188 West Randolph, Chicago 1, Ill.

Zenith



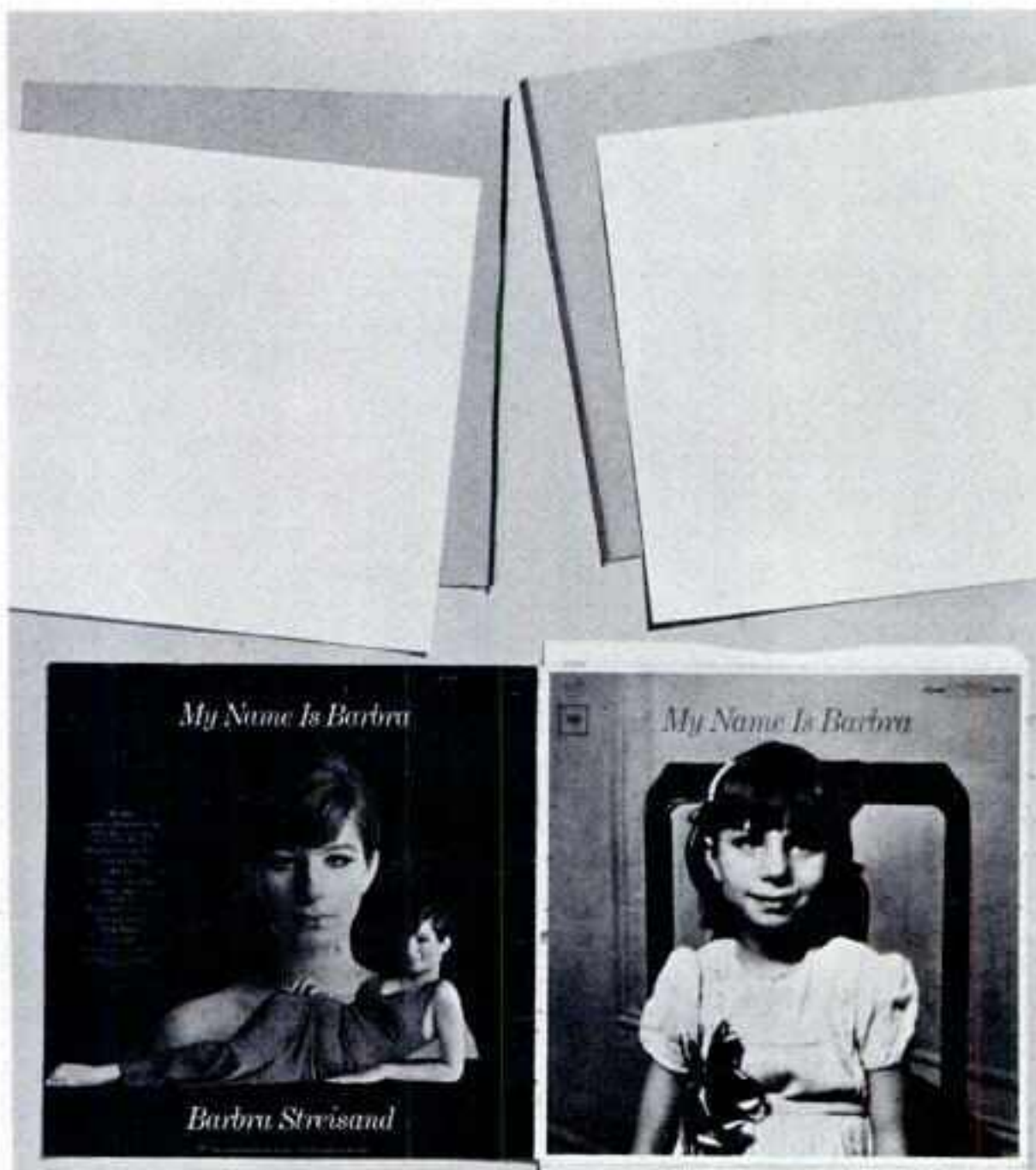
AM CLOCK-RADIO by Zenith. Snooz-Alarm, sleep switch, automatic gain control. Wavemagnet antenna, illuminated clock and radio tuning dial. AC only. No price.

Craig



VISTA PORTABLE AM/FM radio by Craig Panorama. Adaptable for car or boat use. Ten transistor, PM speaker, operates on 4 pen-light batteries or optional nickel-cadmium cells. Automatically switches to car battery with illuminated dial. Price \$59.95; mounting hardware \$13.95.

Weyerhaeuser



ONE-PIECE SHOREPACK album cover introduced by Weyerhaeuser Co. carton division. Printed flat directly to one piece of paperboard in one run, four-color can be applied to both sides. Interior smooth and lint-free, eliminating record sleeves. Reduces cost of cover by 20 per cent.

(Continued on page 58)

'No Discounting of Foreign Records' Says Minn. Dealer

By ROY WIRTZFELD

MINNEAPOLIS — Selling foreign language records is not only highly profitable but "it's a real fun business," according to Richard Teachout, manager of the 9,000-sq.-ft. record department store, here, where some 800 different foreign LP's are on display.

"Record selling used to be more fun than drudgery," he says, "but then came self-service and discounting, with price the only important factor. As far as I'm concerned, foreign record selling goes back to what the business is all about—knowing your product, having it, servicing the buyer, and not pegging everything just on price."

He is finding a constantly rising interest here for the imported numbers and is establishing his department as a well stocked source for them.

Referrals

"One competitor even referred a customer of his to us, someone who wanted a particular Latin American recording. Actually, we did not have it, but we ordered it in a hurry and had it fast. The point was this competitor told the customer, 'Check Donaldson's. If they haven't got it, then it can't be found locally.'"

Teachout comes by his interest in foreign records from previous work some years ago as manager of Melody Record Shop in downtown Minneapolis (now operating under a new name).

"Exchange students and other recent foreign arrivals after World War II used to come to



RICHARD TEACHOUT, manager of Donaldson's record department in Minneapolis, stands in front of the "Music From Many Lands" theme around which the store's foreign record division is built.

us for recordings from their homelands. I gradually became more and more familiar with what was available, which wasn't anywhere as much as we can get now."

Wide Range of Imports

What really gave the foreign business some impetus, Teachout said, was the local Victor distributor's ability to provide a wide range of imports. The store also stocks Capitol and Columbia foreign offerings.

Most interest at the moment, he says, is in Scandinavian, German, and Latin LP's. Important among the Latin offerings are Mexican works from RCA's old Camden catalog, retailing at \$2.98.

Buyers include foreign stu-

dents, second generation citizens, recent visitors to foreign countries, former servicemen and others. "There is definite interest by many people in the music of foreign lands, an increasing desire to know more about other cultures than our own," he adds.

Newspaper Column

A recent report by a local newspaper columnist (the idea was planted by the store's public relations director) described the broad foreign material available. Sales picked up noticeably, as more people began identifying the store as a foreign record source.

Shortly after the column appeared, the store ran a quarter page institutional ad on "a world of music" theme, which was a

(Continued on page 58)

RCA Bows New Tape Line; Nine Mdl. From \$49.95 Up

NEW YORK — A complete new line of tape recorders ranging in price from \$49.95 to \$229.95 was announced by RCA Victor last week. Bryce S. Durant, president RCA Sales Corp., said that over \$1 million would be spent in accompanying advertising and sales promotion.

The line consists of nine models ranging from battery-operated portable packages to full-feature stereo units. Included are the industry's first drop-down reel and cartridge models and the first walnut veneer deck modules.

All units in the new line are fully transistorized with solid copper circuits.

Durant said that although less than 10 per cent of all American households own a tape recorder, sales could eventually equal the present strength of the stereo phonograph market.

Re-Enter Reel-to-Reel

He pointed out that RCA's re-entry into the reel-to-reel market represents a "determined attempt to provide dealers with as diversified a line as possible."

The firm previously offered only cartridge tape recorders but now is offering four redesigned cartridge models and five capstan-drive reel-to-reel recorders.

The "sound-plus-sound" feature for adding voice and music to narrate films and other events is featured in models beginning at \$169.95.

Tape cartridges are of clear plastic so the consumer can watch the cartridge winding operation.

Merchandising support includes a "super" display which holds up to seven recorders and occupies only four running feet of space. Extensive consumer and trade magazine advertising will back the program. TV commercials have been scheduled for Walt Disney's "Wonderful World of Color," the NCAA and AFL football telecasts and several other NBC shows. A series of six 750-line newspaper ads will be placed during October, November and December by local RCA Victor distributors, each ad carrying dealer names and addresses.



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
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Originators of the \$9.95 Diamond Needle

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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

ENTERTAINERS

Need fill-in between shows.
Top pay, flexible hours.
Male or female.
No experience necessary; appearance counts.

Call:
TEMPORARY THEATRICALS, LTD.
LT 1-3700, New York City

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

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
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New York, N. Y. 10036

HELP WANTED

LONDON RECORDS

Requires specialists in Classical and spoken word sales.
Immediate opening for highly qualified factory representatives to sell unusual catalog to dealers in following markets:
New England, Midwest, San Francisco, Seattle, Portland, Los Angeles, San Diego, Maryland; Washington, D. C.; Virginia, W. Va., Pa.
Please send resume to or call for appointment:

MR. LEO HOFBERG
529 W. 25th St., New York 1, N. Y.
Phone: Area Code 212; OR 5-6060

DISTRIBUTING SERVICES

RECORD DISTRIBUTORS

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

RECORD PROMOTION & PUBLICITY

WHAT THEY SAY ABOUT JAY: "If I were to receive a chocolate-covered donut marked 'G Jay,' I would put it on my turntables," says KMEM PD. Send for free L.A. Times front page Sunday feature about Jay. George Jay, Natl. Record Promo, 6290 Sunset, Hollywood, California. ch-se18

NATIONAL RECORD PROMOTION & PUBLICITY CONSULTATION

All questions answered about Recording, Distribution, Printing, Shipping, Music Publishing, etc.

PRESSING
No job too small
DISTRIBUTION ARRANGED



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PROMOTIONS**
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National Record Promotion (You Record It—We'll Plug It)

Music Makers Promotion Network
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20 Years' Dependable Service
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Covering All Major Cities, Nashville, Chicago, Hollywood, Etc.
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• BOOKING AGENT CONTACTS
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Call Collect: CLEVELAND 261-JO 4-2211
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SEND US YOUR TAPE . . .

We do the rest!
All speeds, all quantities.
Masters, nickel stampers,
attractive labels, pressings.
Prompt and reliable.

SONGCRAFT
1650 Broadway
N. Y. C. 19

Say You Saw It in Billboard

USED COIN MACH. EQUIP., PARTS & SUPPLIES

FOR SALE

PENNY SCALES: WATLING, MILLS, etc., \$20 as is, \$50 reconditioned; resprayed and crated. Also Chicago area route at \$50 per location. Gray Scale Co., 4302 Indianapolis, East Chicago, Ind. Chicago phone, 374-4666.

MISCELLANEOUS

I HAVE ABOUT TWO HUNDRED ORIGINAL songs, sacred and others. If interested in recording will sell or have recorded for commission. Most songs recorded on tape but not in sheet music. Mrs. Marie Lewis, Route 3, Louisa, Ky.

VOCALISTS — GROUPS WANTED FOR recording company consideration. Top record companies need new recording talent immediately. For full details call 471-1950, or write Talent, 1354-BB Hancock St., Quincy, Mass.

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. ch-my7-66

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

ALL ENGLISH ALBUMS AIRMAILED by return, \$6 each; mono or stereo. New this month: Beatles "Help," Beach Boys, Del Shannon, Slim Whitman, Basie, Sinatra, Tony Bennett, Pete Seeger, etc. Record Centre Ltd., Nuneaton, England. se10-66

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.

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 Set regular classified style. Set boxed classified style.

Amount enclosed _____

Copy: _____

Company Name _____ Authorized by _____

Address _____

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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: Peter 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.

NEW PRODUCTS

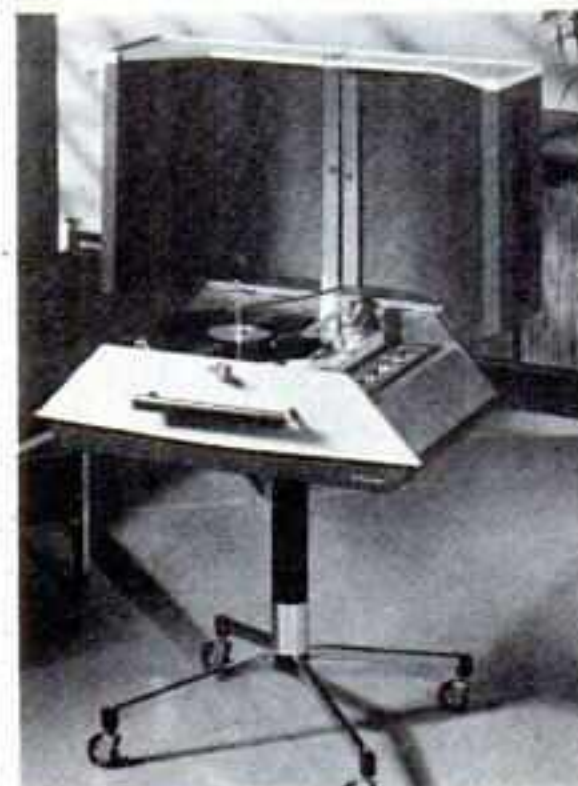
• Continued from page 57

Voice of Music



VOICE OF MUSIC portable solid state stereo component system. Four speed automatic changer and amplifier, two detachable speakers, four controls. Priced at \$119.95.

RCA Victor



SOLID-STATE VICTROLA stereo phonograph. Studiomatic changer, four controls, 24-watt output, two detachable speakers. Price \$169.95, including stand. Westinghouse Radio pic

Westinghouse



AM ALARM CLOCK-RADIO by Westinghouse. Illuminated slide-rule dial, wake-to-music and/or buzzer alarm, push-button doze control. Sixty-minute slumber control. Under \$45.

Zenith



ASTORIA AM/FM transistorized radio by Zenith. AC operation, 1,000 milliwatts power, five-inch by three-inch speaker with Alnico-5 magnet. Slide-rule dial scale. Vernier tuning. No list price.

Craig



Vista solid state tape recorder by Craig Panorama. Six transistor, two-speed AC operation, four-hour recording capacity. AC bias record, PM microphone, record level and power indicator. Inputs for microphone, radio and AC power. Outputs for earphone and external speaker. List \$69.95.

No Discounting of Foreign Records

• Continued from page 57

a forerunner of more ads to come.

The foreign LP's now account for up to 10 per cent of the store's total record volume. Prices range from \$2.79 to \$5.49 and there is no discount competition.

Buyers are usually not seeking a particular record, but are more interested in thumbing through the stock from a given country and taking one or more which appeals to them. The tendency is toward the higher priced stock.

"Customers are so happy to find these ties with their homeland or their favorite foreign country," Teachout said, "that they act as though we are doing them the biggest favor in the world. It's a completely different response than you get from the typical American record buyer, seeking one of our pops."

There is less pilferage in this department and less conversation regarding price, he adds.

Some 25 to 30 countries are represented in the stock, with more display space now given foreign works than American-made folk music.

Besides the broad selection, the department also offers customers a chance to hear the record played. Most department stores, Teachout noted, "no longer provide playing service, but we still do, although we have the record player behind the counter and do the handling of the record, ourselves. We insist on doing this because we always warranty the condition of the record. Being able to hear even a brief part of the record can be very important to the customer. There's nothing more heartbreaking than to take home a record they haven't heard and find out its arrangement isn't quite what they wanted."

Being part of a department store, the record section also provides charge service and handles telephone orders, two more service features Teachout says that can help give an edge.

DISSENTING VIEW

Dry Re-Roast Process Will Rejuvenate Nuts

In a June 26 *Billboard Business Feature*, nutmeat expert John Pawlcyn, of St. Paul, advised against attempting to restore the freshness of old nutmeats. Veteran bulk-nut vendor Jason Koritz, of St. Louis, disagrees with Pawlcyn, and described his rejuvenation method to our reporter.

By EARL PAIGE

ST. LOUIS — Veteran St. Louis cashew vendor Jason Koritz agrees that it is not wise to overbuy nutmeats.

"This whole matter of overbuying, storage and, for the most part, the problem of stale product," he said, "can be eliminated if the vendor takes care of only his current needs."

"By this I mean he should buy fresh nuts as often as is practical. Every day if possible. But at least once a week."

But Koritz, whose Marjay Vending Co. embraces well over 2,000 machines, declares (in disagreement with a June 26 *Billboard Business Feature*) that it is possible to restore old nutmeats to freshness. He reports success with a dry, re-roast process he developed.

"We have rarely found it necessary to throw out old nuts," Koritz said, "mainly because we start with fresh product and be-

cause we use this dry re-roast process."

The Process

He explained the process as follows:

"We converted the oven in a regular commercial range to accommodate two enameled pans of nutmeats — five pounds in each pan. We heat the oven to 350 degrees and heat the nuts at that temperature for 15 to 18 minutes.

"When removed from the heat and sifted, the nuts are ready to go.

"And you know," Koritz said, "I even prefer re-roasted nuts. We've never had any complaints of any kind from our locations."

Koritz also commented on nut prices, and what the operator should do when the price goes up.

"I wouldn't approach this from the standpoint of trying to vend smaller portions," he said. "I'd simply cut the commissions. Commissions are a monster that the operators have created. Commissions aren't really that important to most locations. We just think they are."

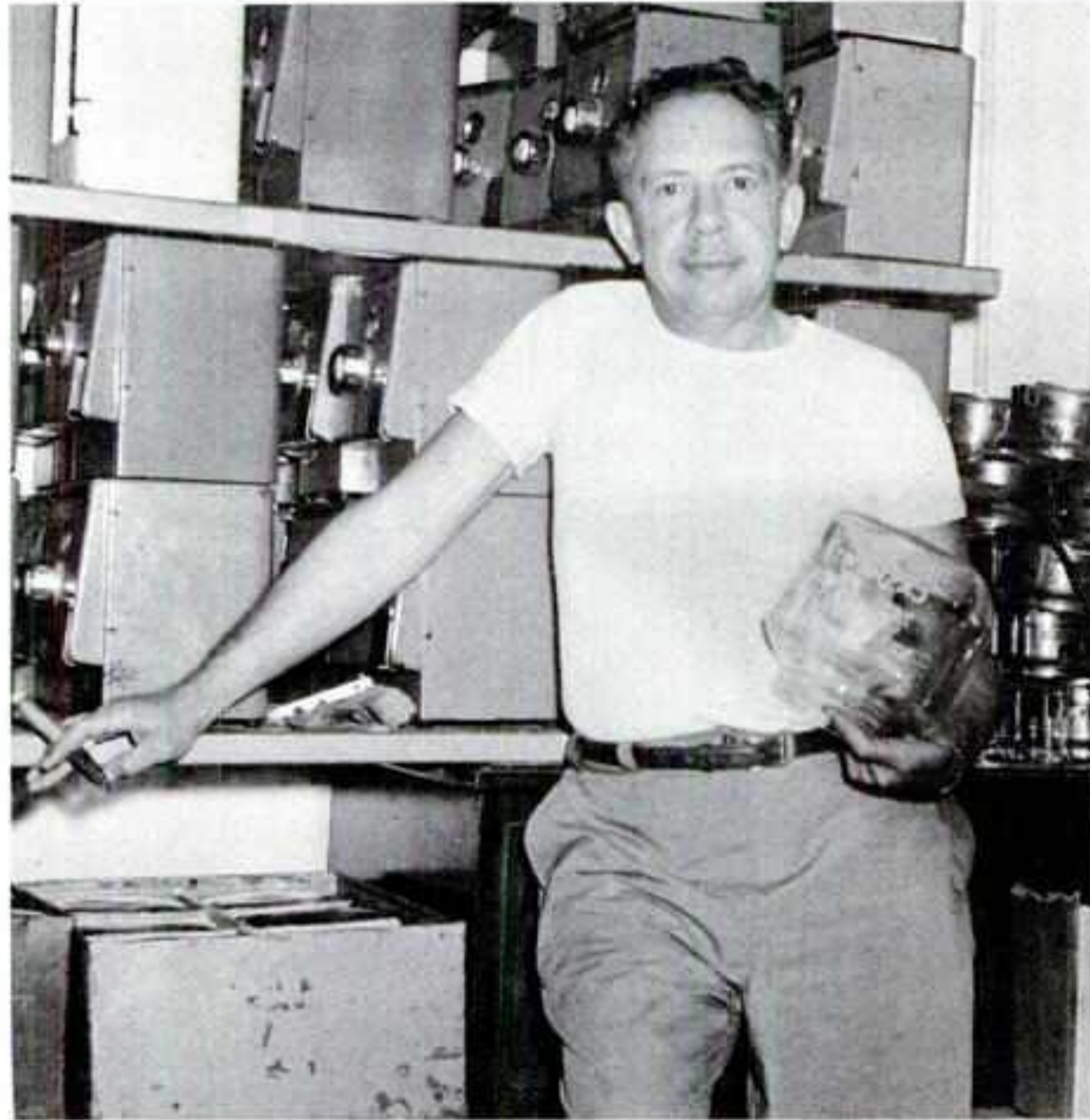
Acme Vending Will Expand

LOS ANGELES — Acme Vending Co. is planning to expand with more lines, better floor displays and an increase in services, Robert (Bog) Feldman, acting owner-manager, said.

Feldman is directing the firm established in 1947 by his late father, Lew Feldman. Mrs. Gussie Feldman, widow of the founder, has retired from the business and is leaving soon to visit friends and relatives in Boston and New York. Young Feldman said that he will assume active management of the firm upon settlement of the probate.

Feldman said that he will be joined by his father-in-law, Donald Surfas, now owner and operator of an electronics surplus business. Surfas will assist in the expansion plans.

Ronlad Kobayashi and David Kamiyami have joined the firm as floor salesmen.



JASON KORITZ, Marjay Vending Co., St. Louis, has developed a rejuvenation process for nutmeats.

Oak Names New Outlet For Line in Florida

MIAMI—Oak Manufacturing Co. has announced the appointment of Operators Vending Supply of Florida here as distributor of the Oak line in this State.

Located at 3621 South West 8th Street, Operators Vending Supply is under the management of Paul Feingold, a 12-year veteran in the bulk vending business.

In addition to the complete Oak line, Operators Vending Supply will handle such merchandise lines as Leaf Gum and Penny King charms.

Feingold, who has been one of Florida's largest bulk vending operators, will be assisted in the distribution firm by his father.

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.

New Products

This form is designed for the convenience of bulk operators

KARL GUGGENHEIM

RAT FINKS. For 1, 5 or 10-cent machines. In bulk (plastic, plated or half and half); rings in capsules (fink and ring separate); plated fink rings in capsules (fink and ring separate), and jumbo rat finks in capsules. Free displays.

Astros Aim Rat Fink Hex At the Phillies

HOUSTON—As reported in the Aug. 10 *Houston Chronicle*:

"Tonight was Rat Fink night at the Houston Astros' Domet Stadium. All fans attending the game between the Phillies and Houston were given a Rat Fink in an effort to break the hex that the Phillies have had over the Astros, who have lost 49 times in 66 tries over four years to the Philadelphia team."

Although the hex didn't work (Philadelphia won, 2-0), some 25,000 fans took home Rat Finks supplied by the Paul A. Price Co., Inc. PAPCO air-shipped the items to Graff Vending Co. of Houston. Graff in turn supplied the Houston ball club.

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. Com.	6.50
Atlas 1¢ & 5¢ 100 Ct. Ball Gum	12.00
Mills 1¢ Tab Gum	12.00
Acorn 8 lb. Globe	10.50

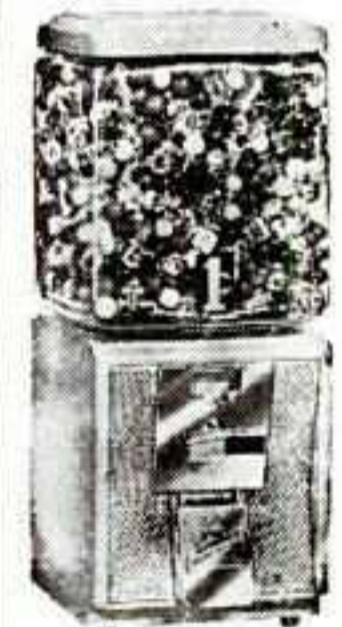
MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.85
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-ets	.47
Rain-Blo Gum, 72 ct.	.32
Maltette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct., 300 lb. minimum prepaid on all Rain-Blo Ball Gum.	.34
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 on the New *Northwestern* GOLDEN 60



This "all product" vendor is truly the most versatile on the market. Handles ball gum, charms, capsules, all nuts and any small bulk products without breaking or crushing. Gold decorative front panel. Mammoth capacity.

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

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

GIVE THE UNITED WAY

BUILT FOR BUSINESS!
MARK-BEAVER
Bulk Vending Machines
Full of built-in advantages for longer life and greater profits.

VENDOR MFRS., INC.
C. V. (Red) Hitchcock, President
1319 LEWIS STREET
NASHVILLE, TENNESSEE
PHONE: 615 256-4148
(Distributor areas available throughout the world)

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

YOU COUNT MORE WITH OAK

HOT NUT VENDOR
Oak's hot nut cabinet machine is red hot for profit. It makes nut vending easier and more efficient. You can carry a supply of clean glass panels and simply switch while on route. Wash the others later. All gaskets are made of Oak's exclusive Zetafin which is impervious to oil. This machine is a sure-fire location getter. It stands 17" high, is 8" deep and 8" wide.

Time payments available on OAK Machines through all distributors.

oak MANUFACTURING CO., INC.
650 SOUTH AVENUE 21, LOS ANGELES, CALIFORNIA 90031

Injury Turns Farmer to Vending

Bulk vending is an economic haven for many handicapped persons determined to make their own living. The handicapped vendor is invariably an efficient businessman and a credit to the industry. Frank Krukowski, of Chetek, Wis., is typical.

By ROY WIRTZFELD

CHETEK, Wis.—Frank Krukowski will never go back to dairy farming.

He left the farm three years ago at age 38 when a back injury left him physically incapable of handling rigorous farm chores. Settling here, Krukowski answered a bulk vending distributor's ad. And today—a \$7,000 investment later—he operates a route of 300 nut, candy, ball gum and capsule machines in Chetek and nearby small towns.

"I'm doing better than I ever did farming and it's a lot easier with much less work," he says.

He began with 15 machines "to see how things would go" and rapidly added more. He also bought out several other small

operators along the way to his total today.

"I expect to add about 200 more, which is about the total I expect I could handle myself," he said.

Best profit-makers among his machines today are 1-cent peanut and 5-cent cashew venders, he reports.

Krukowski's best single location is a filling station in a small town, where two machines (peanuts and cashews) gross about \$16 a month, or more than some other four machine locations of his.

Other good locations, he says, are laundromats, grocery stores, hardware stores and garages. When you have machines in a garage with four or five mechanics working each day, you'll do all right, because these mechanics will be your best customers and they'll be regular, every day. In addition, there'll always be a certain amount of public traffic at a garage of that size.

Low Commissions

Commissions to location owners are less steep than in most city markets, running only 15 to 20 per cent. "At some spots, I don't pay any commission, because the owners are glad to see the machines as a convenience for customers or employees. Some of the places where I pay no commission are railroad stations, county garages and some

other city or county facilities."

Krukowski says venders always do well at places where commissions are paid and there is a group of employees to encourage the owner to allocate the commission for an employee's Christmas fund or similar purpose. This adds considerably to the sales, because the employees will want to patronize the machines often, for their own eventual benefit.

Among capsule items which he has found good movers have been monsters, bugs, and rings of many types. Jelly beans prove "as good as any penny confection I can find," he adds, since they can stand up well under adverse sunlight conditions.

Likes Low Overhead

Comparing his new career with his earlier farming, Krukowski finds the low overhead most attractive. "About the only important expense is transportation and it is certainly wise for any operator to keep his station wagon, car or whatever vehicle he is using, in top condition, with plenty of preventive maintenance. This way he can help beat extra expenses from major car troubles."

Rare Coins

His stockroom is in the basement of his home, where he lives with his wife and two youngsters. "My wife helps in some phases, like counting and wrapping coins. In the process, she always is on the lookout for rare coins and we've found a few, like a 1931S and a 1909S Lincoln penny, plus many war-time nickels."

Krukowski now has his original \$7,000 investment practically returned and is ready to expand. "My only local competitor wants to sell out to me, but I'm not sure if I want his particular machines," he says.

Among future locations, Krukowski expects to try some small factories and bowling alleys. In addition, he wants to increase some of his tavern spots.

"It's a tremendous business," he concludes, "and just ideal for anyone with a minor physical handicap who is looking for a lighter occupation."

New Booklet Extols Value Of Candy

CHICAGO — "How to Get Quick Energy and Keep Alert by Eating Candy," is the title of a new public information pamphlet prepared by the National Confectioners Association.

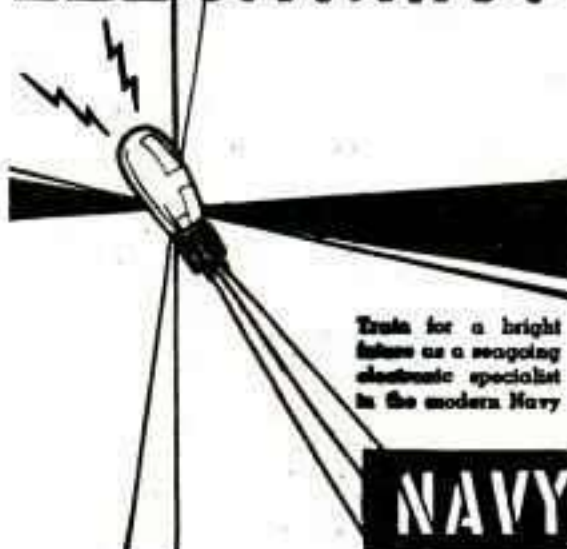
The second in a series of educational booklets published by the NCA, it will be distributed by NCA members to the public free of charge through supermarkets, candy counters, candy vending machines, in candy boxes and by mail.

The illustrated booklet makes the point that "For centuries, confections have been regarded as an energy food because the sugars they contain are absorbed into the blood in a matter of minutes, and sugar is a basic fuel for all parts of the body."

"Groups who have recently recognized candy as an energy food," the pamphlet declares, "are athletic coaches, military leaders, safety experts, medical authorities, business executives, housewives, camp counselors, astronauts, and nutritionists."

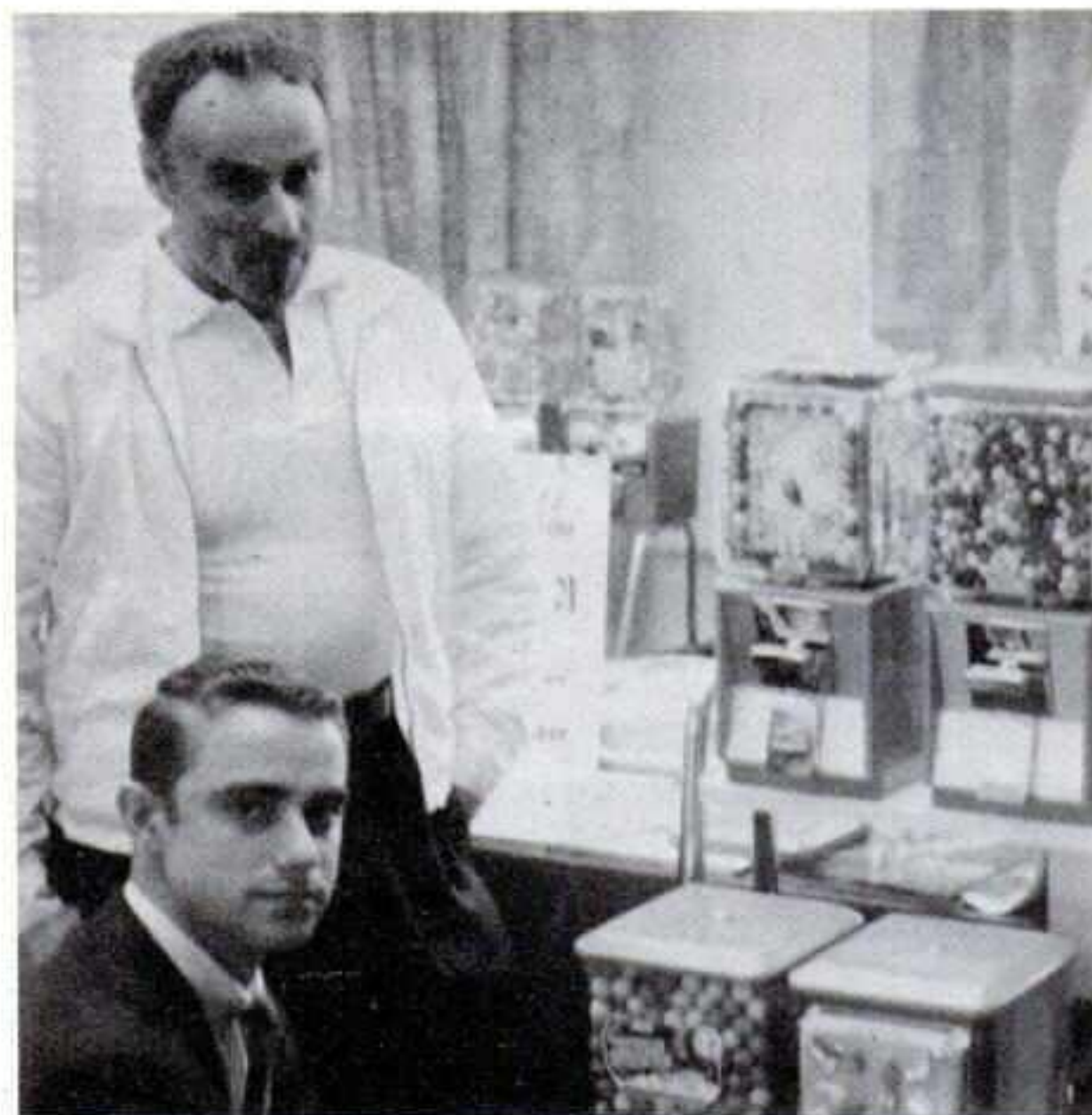
Vendors seeking copies of the booklet may contact the National Confectioners Association, 36 South Wabash Avenue, Chicago 3, Ill.

ELECTRONICS



Trade for a bright future as a recording electronic specialist in the modern Navy

NAVY



FRANK KRUKOWSKI, Chetek, Wis., operator (standing), is shown new machines by Tim MacPherson of Vendall Distributing Co.

Not Responsible for Acts of Son: Koritz

ST. LOUIS — While several different aspects of the now widely followed Jason Koritz & Four Gems, Inc., vs. Ford Gum & Machine Co. case are pending disposition in U. S. District Court here, attorneys for the plaintiffs last week filed a motion for a summary judgment against Ford Gum's \$85,000 counterclaim (Billboard, June 19).

The counterclaim centered around the defendants' alleged quarrels with Mark Koritz—son of veteran bulk vendor Jason Koritz, co-plaintiff in the current action—following the purchase by the younger Koritz of an existing Ford Gum franchise here in 1962.

In the motion for a summary judgment against Ford Gum's counterclaim, attorneys for the plaintiffs stated that, "... matters referred to in said counter-

claim occurred when said Mark Koritz, not a party to this suit, was the sole operator under an agreement with this defendant." The motion also states "That this plaintiff (Jason Koritz) is not responsible for the acts and conduct of Mark Koritz."

As this latest action unfolded, attorneys on both sides made preparations for a Sept. 7 pre-trial hearing in U. S. District Court here (Billboard, Aug. 21), where the defendants' motion to dismiss Count II of the plaintiffs' amended complaint that seeks a judgment of \$450,000, will be argued.

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BULK BANTER

LOS ANGELES

Anita Rufus, secretary at Oak Manufacturing Co., is back at her desk following vacation. . . . Elmo Vincent, Los Angeles operator, shopped for merchandise and parts at Acme early last week. . . . Elsie Dexheimer was in town from Las Vegas. . . . Timpe Vending Co., San Diego, sent its representative to Los Angeles for supplies. . . . John Lopez, Los Angeles operator, who is under treatment for his eyes, is being assisted in the operation of his route by his children. . . . Art Vogel is on his summer trip.

. . . Harry Burke and wife took off for Florida to visit their daughter. . . . Jerry Korn, of All American Vending, has bought out the Golden Crown operation of Bill and Mickey Lutes. . . . Leon Willis, Pasadena operator, has returned from a vacation in Michigan. . . . Gladys Vogan has taken over the operation of her late husband, Bud, and is expanding it. . . . John Clem was in town from Vista, Calif., where he is now making his home. . . . C. Rulido was a buyer from Tijuana. . . . Another operator from south of the border was R. Morales. . . . Vernon Angell has purchased a number of Northwestern machines for a

new operation in the South Bay area. . . . R. Tingdale, of Rochester, Minn., stopped at Acme for Northwesterns and merchandise for a new route.

NEWS BRIEFS

Canteen Branch

MUNICH—Automatic Canteen Company of America is expanding its German operations. Canteen has just opened a new branch office of its major distributing subsidiary, Helmut Rehbock, in Munich.

Rehbock, with headquarters in Munich, will now concentrate on increasing sale of Canteen products in southern Germany. These include the AMI phonograph Tropicana, Canteen's German-built phonograph CA-Electronic, and Cantinette, a food vender.

Rehbock's Munich branch also will introduce the French film juke box Scopitone to southern Germany. Scopitone, which Canteen is distributing in Germany, has been selling well in north Germany.

The opening of Rehbock's Munich branch was attended by recording artists Max Greger, Gus Backus, and Gisela Marell.

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Gummy . . . 7.00
Necklaces, Brooches, Bracelets . . . 8.00

5c VEND ITEMS

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1c VEND ITEMS

(all price per M)

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11M and up . . . \$10 per M
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Flicker Rings . . . \$13.50
Alphabet Ring, vacuum plate . . . 9.00
Addams Family Buttons . . . 10.50
Parts, Supplies, Stands & Globes.
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Available in two models:

1. Vending Wrapped Confections
2. Vending 100 Count Gum



1. VENDS ALL WRAPPED CONFECTIONS

No square corners for gum to lodge or jam.

Capacity: 1,250 pieces of wrapped gum. Takes in \$12.50.

Price: Only \$16.50 each. Packed 4 to the case F.O.B. Chicago. Cash box optional, 50¢ extra.

2. VENDS 100 COUNT GUM

Capacity: 1,200 balls of gum. Takes in \$12.00.

Price: Only \$15.00 ea. Packed 4 to the case F.O.B. Chicago. Cash box optional, 50¢ extra.

IMPORTANT ORDERING INFORMATION:

Please specify whether vendor is to be used for dispensing WRAPPED GUM or 100 COUNT GUM.

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COIN MACHINE news

New Equipment At the Show—

CHICAGO—Manufacturers of coin-operated amusement equipment spread their wares before the nation's operators here last weekend at the annual Trade Show of the Music Operators of America. Almost to a man, coin machine operators came to the show looking for unique, new concept in coin-operated entertainment, and most found new machines suitable for their routes. Here is a first installment on Billboard's complete coverage of the many new items shown for the first time. Products not listed here will appear next week.

All-Tech Industries

This Hialeah, Fla., firm displayed its new coin-operated model racing unit for the first time. Available with up to four tracks, the game consists of scale model, electric-powered cars which run in individual slot-tracks and are controlled by competing players. Four tracks are available: 90-foot, 100-foot, 150-foot and 220-foot. Each track has two, 10-cent coin mechanisms. Unit dimensions: 10 feet by 4 feet.

Bally Mfg. Co.



Discotek, above, was unwrapped by the Chicago firm at the show. A one-or-two player, the game has three flippers, with the extra located in the upper playfield area to direct balls toward four targets, each worth 50 points when lighted. It also features a bonus gun which propels balls at a bonus target. Free-style targets permits score building in any rotation.



Trio, a new single-player from Bally (above), offers a play feature called double holdovers. Advancing the backglass musical notes up the scale, with balls passing through the free-ball gate-leads to a "special," when all 10 notes are played. Along with a 10-to-200 build-up bonus, the game offers a double opportunity to light targets by means of a sextet of button-rollers. This game features the newest Bally automatic ball return and E-Z Latch playfield panel.

Dynaball Co.

This Skokie, Ill., firm showed its new Mr. Billiard Cue, com-

bing wood and fiberglass. Also premiered with its new 1965-'66 Coin Machine Parts and Supplies and Billiard Accessories and Supplies catalogs. The firm's newly developed line of packaging for all its products was also shown.

Fischer Mfg. Co.



A new **Regent** series was unveiled by this Tipton, Mo., billiard table maker. This six-pocket line of coin-operated tables featured an improved bolt-down top and wedge-lock cushion; all-enclosed, all-metal cash box, with housing separate from the mechanism drawer; identically keyed mechanism drawers; improved cue ball with end-of-game lock-in; a combined mechanism drawer and ball return; opposite-end cue ball return; die-cast, chrome-plated, no-lift leg adjuster; walnut vinyl laminate with new trim.

Irving Kaye Co.



DeLuxe El Dorado 66, introduced by the Brooklyn billiard firm, the Irving Kaye Co., is a coin-operated unit featuring a slide-out runway system that the manufacturer says is jam-proof. The working mechanism is contained in a compact, pull-out drawer. Two die-cast scoring markers are recessed into the Formica top frame. Other features: Five-inch chrome-plated, die-cast leg levelers; separate, maximum-security coin box; swing-away legs that bolt into position. Sizes: 77 by 45 inches; 85 by 47 inches; 92 by 52 inches; 106 by 58 inches and 114 by 64 inches.

U. S. Billiards

The **Mustang**, a new compact billiard table available in home or coin-operated models, was displayed by this Amityville, N. Y., manufacturer. The coin-operated unit carries the model
(Continued on page 68)

Moran Seeks MOA Endorsement Of a National Trade School

CHICAGO — Veteran coinman Jack Moran, founder and director of the Institute of Coin Operations in Denver, came to the industry's national convention last week seeking Music Operators of America endorsement of a national trade school financed by Federal funds.

"Preliminary approval from the Office of Education and Vocational Training of the U. S. Department of Labor (through which agency Manpower Training Development Agency funds would be obtained) has been granted," Moran said. "I now seek the certification by the national operators association for this program in order to announce industry consensus in final negotiations with the government."

Moran said, however, that MOA endorsement was not absolutely necessary for government allocation of funds for the school—scheduled to open January 1, 1966.

MOA Meeting

Moran was to meet with the executive committee of MOA this past Friday on the eve of the association's annual trade show.

"MOA endorsement would not mean financial involvement of any kind," Moran explained. "But I would like to see MOA officials on the trade school advisory committee."

Moran added that perhaps the MOA could, as a service to members, serve as a clearing house for requests for much-needed mechanics.

No Affiliation

The proposed school, Moran said, would not be affiliated with an existing technical trade school. "As the NAMA and other organizations have discovered, many graduates of such programs do not work out with operating firms. Frequently they do not want to start at the level required in this industry."

The school would be patterned after a national training program for auto mechanics recently established (utilizing Federal funds) in Kansas City, Mo. "This K.C. school has the endorsement of the National Auto Jobbers Association," Moran

said. "This is one of the reasons I think MOA should take an interest."

The Kansas City school offers a highly specialized program, with tuition, tools and student subsistence while in training all paid out of Federal funds. Instructors, recruited from the industry, are also paid by the government.

Co-Operation

Moran has received enthusiastic co-operation in the program thus far, he said, from the Denver Regional Director of the Labor Dept., John Adams. Following Moran's meeting with MOA officials here, he and Adams will travel to Washington to initiate final approval and allocation of funds for the coin industry school.

Chicago regional Labor Dept. director, William L. Lewis, made

himself available to answer all questions raised by MOA officials.

With Moran as director, and tentatively to be located in Denver, the national school would draw on existing Labor Department agencies in all 50 States for trainees. Applicants would be screened and given aptitude tests in their home States, with final approval for admission granted by the director of the national school.

Manpower

In addition to Manpower Development agencies, the Veterans Administration Rehabilitation agency and the Employment Assistance branch of the United States Dept. of the Interior Bureau of Indian Affairs have approved the proposed coin machine trade school as
(Continued on page 69)

Tel-A-Sign Lands 95% of Scopitone

CHICAGO — Tel-A-Sign, Inc. (AMEX), announced last week that a group headed by its president, A. A. Steiger, has bought out the stock interest in the company held by former Scopitone, Inc., President Alvin I. Malnik and his Miami Beach, Fla., associates.

The Steiger combine also acquired the Malnik group's 15 per cent minority interest in Scopitone, Inc., 80 per cent of which company Tel-A-Sign acquired last year for 850,000 shares of Tel-A-Sign stock.

The purchase will increase Tel-A-Sign's interest in Scopitone to 95 per cent.

Acquired from the Miami Beach group by Steiger's group for a cash amount reportedly at seven figures were 420,000 shares of Tel-A-Sign stock.

The 15 per cent minority interest in Scopitone also acquired by the Steiger syndicate will be exchanged for 75,000 shares of Tel-A-Sign.

A key figure in the Steiger group is industrialist Michael F. Schaible, president of Commercial Filters Corp., Lebanon, Ind. Also in the combine are Milton L. Altheimer, of Chicago, and Max Perl, prominent New York attorney. Altheimer is a member of Tel-A-Sign's board of directors.

Scopitone, Inc., holds the Western Hemisphere rights for manufacture and distribution of the French-developed Scopitone sound-film projection machine, more than 1,200 of which have been located in the U. S. Tel-A-Sign, now engaged in the manufacture of the Scopitone machine in Chicago, is also a maker of illuminated plastic point-of-sale signs and displays.

Singling out Schaible as a key figure in the stock acquisition, Steiger said he would "take a keen interest in Scopitone operations, and will be a big asset to Tel-A-Sign/Scopitone." Steig-
(Continued on page 67)

Germans Seek Stereo Singles; Low Demand, Say Record Firms

By OMER ANDERSON

COLOGNE—The West German coin machine operators' association (ZOA) is pressing major German diskeries to produce stereo singles for juke box play. ZOA Chairman Hasso Loeffler points out that stereo phonographs have dominated the German trade for the last six years, but that stereo singles output has expanded very little in that time.

"We have a stereo box at nearly every location now," Loeffler said. "But there are very few stereo singles to play in these boxes. It is an altogether fantastic situation."

Major German diskeries defend their continued concentration on monaural production on pricing grounds. An executive of a major German diskery said, "The operators want stereo all right. But they are not willing to pay the additional cost. Our surveys show that despite complaints about monaural production there are very few operators willing to switch entirely to stereo singles at the additional cost such a switchover would entail."

Seek Co-Operation

The operators contend in the campaign now under way that if the diskeries would co-operate more closely with the phono-

graph operators, the cost problem could be overcome. Operators intimate they would be willing to pay higher prices for disks if the diskeries made greater effort to cater to phonograph music programming requirements.

Loeffler says, "There are no problems which cannot be overcome by a show of goodwill on both sides. There is no reason why phonograph operators, with their large buying of records, should be treated as stepchildren of the music industry."

Loeffler said there are now 60,000 phonographs in West Germany. The 60,000 machines
(Continued on page 67)

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Happy Clown—Bull Fight—Hi Dolly—Kings & Queens—Big Days—Pretty Baby

Bingos:

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Kiddie Rides:

2 All Tech COW BOY PONYS—3 Decco TWIN HORSES—2 Decco SINGLE HORSES—1 Bally BUCKY—1 Bert Lane GOLDIE HORSE—1 Bert Lane ZOO RIDE (Zebra & Rabbit) and—1 All Tech LANCER

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"Nobody Cares About Your Business But You"

CHARLESTON, W. Va.—S. John Insalata, recently appointed director of affiliated State associations for the National Automatic Merchandising Association, talked trade association philosophy in general and NAMA services in particular to members of the West Virginia Music and Vending Association in convention here Aug. 27.

"Nobody cares about your business but you," Insalata told some 75 juke box, game and vender operators. "That's what an association like yours is all about."

Complimenting the West Virginians on their achievements in favorable legislation during the assembly session just past, Insalata cautioned: "When a business is under the gun, its association is active. The problem many associations face is remaining virile when the threats pass."

NAMA Services

One of the NAMA's numerous services to State organizations is designed to overcome that problem, Insalata noted.

"Under the NAMA State council system, we guarantee to keep the association strong. We put a program into effect that keeps members working even when the business is not under the gun," he explained.

For example, Insalata said, the NAMA provides a "packaged public relations" program to State groups. A pilot program was recently effected by Wisconsin vendors with outstanding success, he reported.

New Programs

The NAMA official also listed for the coinmen additional new services and programs now being undertaken by the national vending association. They were:

1) Sales tax assistance. NAMA is studying a proposed "Federal Model Sales Tax" which, according to Insalata, would provide for only two exemptions.

2) Federal school lunch program. "There are conflicting interpretations as to whether vending machines may be legally utilized in this program. NAMA is attempting to straighten this matter out. A special NAMA school lunch committee has been formed."

3) Employee safety. "We're trying to learn why roulemen hurt themselves. Our findings hopefully will reduce employe accidents and workman compensation costs."

Insalata touched briefly on the new, non-silver coins now issuing from the Philadelphia mint.

"The coins are supposed to work in our machines," he said. "Now we shall see if they do."

Discotheque Dance Contest Draws Big



PAT TRAYMORE, Arthur Murray discotheque dance specialist from New York, demonstrated and judged dances at special promotion in Covington, Ky., sponsored recently by Royal Distributing Co., Cincinnati.



CONTESTANT PATTY DAVIS of the Jungle Village in Covington, Ky., does her version of the Jerk. Some 75 location owners and operators were in attendance.



GO-GO GIRL REVA MAIRS of the Parkview Cafe, Middletown, Ohio, gets her turn on floor. Dancers also demonstrated how Wurlitzer phonograph, microphone kit and dances may be co-ordinated to better involve crowd in the fun.

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Also, look for the exciting Monster Gun in our exhibit booth.

New Latch on Bally Game

CHICAGO—A new duplex latch permits fastening down of the playfield panel on Bally's Aces High four-player game by means of two thumb-flip clamps.

The arrangement, utilizing a pair of internal sliding hooks at the rear of the panel which automatically pull down on the panel when the two front clamps are latched, is said to hold the panel more snugly than the previous four-clamp method.

The new latch will be standard on all Bally games, according to company Sales Manager Paul Calamari.

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ABP MEN WHO READ BUSINESS PAPERS MEAN BUSINESS



BERT DAVIDSON (left), of the Wurlitzer Co., and Royal's Clint Shockey, who has supervised the installation of many theque-type locations in the Cincy region, assist Miss Traymore with the judging.



GUESTS, Mr. and Mrs. Bill Maher (left), of Maher Amusements, with Royal's R. Ailger.



MORE GUESTS, Mr. and Mrs. Robert Wood, Music Service Co., Lebanon, Ohio.



THE WINNER! Miss Linda Frug of the Blue Angel, Cincinnati. Being kissed is George, owner of the Jungle Village in Covington, Ky., and host for the talent night.

Number Three of a series



Who's on first?

The year was 1933, and a whole lot of people were on first that year—like Babe Ruth, Cuyler, Simmons, Gehrig and darn near everyone else in the country were with Rock-Ola's great **WORLD FAIR JIGSAW** and **WORLD SERIES** game.



But most of all, Rock-Ola was on first with the most successful pin-ball game that had ever hit the industry. Demand was so great that the factory was forced into drastic expansion and mass production to fill the need.

When the first carload arrived in Dallas, Texas operators met it in the rail yards and battled each other in a riotous melee which saw them hauling away games in and on top of their automobiles.



Meanwhile, back at the plant, David C. Rockola was putting together a mass production program unequalled in the industry. A system of machinery and conveyors were engineered to produce games at

the unheard of rate of 1400 per day.

People were beginning to expect pin game miracles from Rock-Ola by this time. Imaginative innovations and engineering simplicity created winners like **JIGSAW**, **SCREEMO**, **WORLD SERIES** and the revolutionary **ARMY** and **NAVY** game.

To make it easy for operators, Rock-Ola reduced the mechanisms to basic simplicity which did away with all batteries, wires and contacts. Power plants were all mechanical.

Other features like twin scoring registers, rubberless plungers, regulated non-tilt devices, visible coin chutes and giant size cashboxes added up to more take for the operator with less trouble.



By late 1934, following the acquisition of the massive Gulbransen property, Rock-Ola turned its extensive woodworking facilities to the production of furniture and case goods.

A full line of upholstered and occasional furniture was met with immediate national acceptance. The design and production facilities of Rock-Ola

produced items like cellerettes, tables, bookcases, piano stools, home desks, record cabinets and radio cabinets.

In the 30 years that followed, Rock-Ola's policy of engineered simplicity produced innovations in phonograph mechanisms which increased take and lowered operator maintenance costs. Today, two startling new phonographs . . . Grand Prix II and Starlet join with the proved Princess Royal to form the Rock-Ola line of coin operated phonographs of outstanding quality and performance.

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GRAND PRIX II
Model 426



PRINCESS
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Model 424

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Sept. 17-19—Joint outing of the New York State Operators Guild, the Music Operators of New York and the Westchester Operators Guild, Newville, N. Y.

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

Sept. 21—Associated Buyers' Club, Chicago. Location to be announced.

Oct. 5—Missouri Coin Machine Council meeting, Jefferson Hotel, Macon, Mo.

Oct. 10—North Carolina Coin Operators Association meeting.

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

Oct. 22-23—Music Operators of Virginia convention, Hotel Roanoke, Roanoke, Va.

Nov. 14—Amusement Machine Association of Philadelphia, Inc.; 36th annual association dinner, Latin Casino, Cherry Hill, N. J.

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LENNY (SPECS) COLYER



VIC DANA



CHARLIE McCOY AND GROUP



DOLLY PARTON

Brack Named Editor After Biro Resigns

• *Continued from page 3*

of Billboard's vending department.

A graduate of Chicago's Roosevelt University, with B.A. in English, Brack worked as a reporter and assistant city editor on the Chicago City News Bureau, a news clearing house for the city dailies, before joining the Billboard staff early last year.

Since then, he has covered all facets of the coin machine and bulk vending industry and served as a Midwest reporter for Billboard's music department.

Biro joined the staff of Billboard nine years ago, starting as a reporter, later becoming coin machine and Midwest editor. He was also an editor of Billboard and had a major voice in determining editorial policy.

Biro, a graduate of the University of Illinois, has done considerable radio and free lance writing work during his association with Billboard.

In his new post, Biro will be in complete charge of publicity and promotion for the Chicago station which is owned by the Chicago Federation of Labor. Station format is Top 40.

Himburg Moves To Louisville

LOUISVILLE — Paul Himburg, formerly a member of the sales staff of Southern Automatic Music in Cincinnati, has joined Southern Automatic Music Co. here, according to Leon Weinberger, of the local firm.

A coin machine sales veteran, Himburg worked for Joe Weinberger until the latter retired and closed Southern Automatic's Cincinnati office.



SORRY, BUT PATTERSON INTERNATIONAL is not in the MOA Show this year because frankly, BUSINESS IS BOOMING!

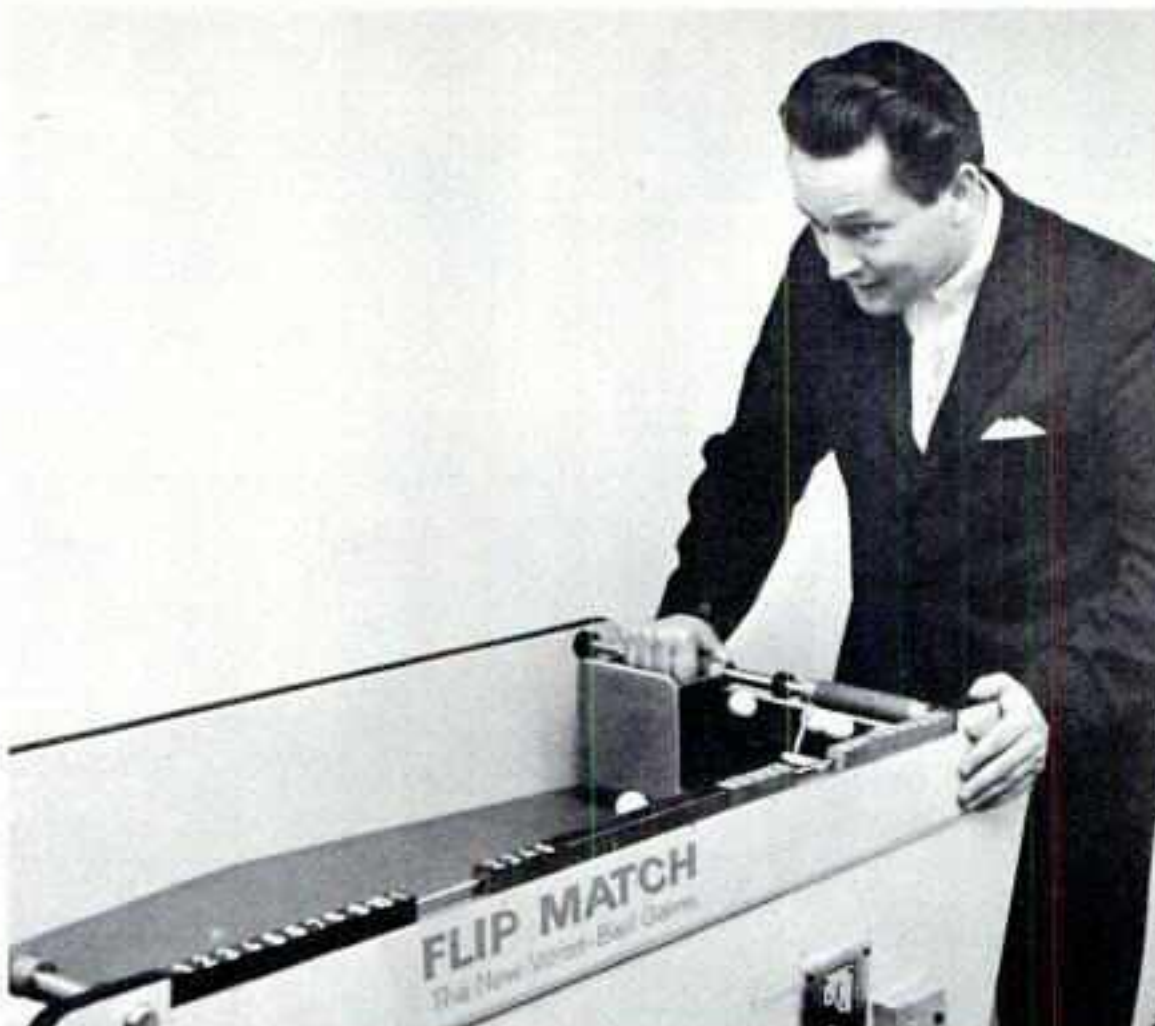
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FLIP MATCH*
The New Wrist-Ball Game



FOOSBALL MATCH*

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Only PATTERSON offers operators a volume CASH rebate, on a quarterly basis as part of their contract. An unusual, unique contract in the COIN MACHINE field.

So machines from PATTERSON can add up to big profitable business for you. Write today and ask about our CASH REBATE contract plan.

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WATCH FOR EXCITING NEW PRODUCTS

State Coin Machine Regulations

ALABAMA

Penny-operated vending machines are licensed at a \$1 annual rate. Vending machines operated by nickels or coins of larger denomination are licensed \$8 per unit per year. A privilege tax for background music is levied according to county population as follows:

60,000 or less	\$30
60,001 to 125,000	\$60
over 125,000	\$80

Exemption of vending machine sales under 10 cents from the 4 per cent sales tax levy is allowed if the operator keeps careful record of the gross proceeds of sales made from each machine, breaking the gross down by class of goods sold. Gross receipts from the operation of coin-operated phonographs are subject to the 4 per cent sales tax (upheld in the Supreme Court of Alabama in Birmingham Vending Company v. State of Alabama, 38 So. 2d 876). Phonograph records for use on coin-operated phonographs are also subject to the sales tax. Contact: J. R. Barnes, Supervisor Sales Tax Division, Montgomery 2, Ala.

ALASKA

Coin-operated equipment "class one" (skill games and phonographs) is licensed at \$48 per year for each item. Coin-operated equipment "class two" (bingo devices and other free-play meter or multiple-coin, odds-increasing equipment) is licensed at \$120 per year for each device. Coin-operated equipment "class three" (slot machines and other devices depending strictly on the element of chance awarding the player cash, premium, merchandise or tokens) carry a \$240 per year license per unit.

Operators must pay \$50 a year for an operating license, must have lived in the State three years and must never have been con-

victed of a felony. In the case of corporations, each stockholder and employee is subject to the same regulations.

With the exception of phonographs, no coin-operated equipment may be played by persons under 18 years of age or located within a radius of one hundred yards of any school building. Contact: State Department of Revenue: Juneau, Alaska.

ARIZONA

Income derived from coin-operated phonographs and amusement games is taxable at a 3 per cent rate. The same rate applies to vending machine sales. The tax is not levied on the sale or upon the property sold but for the privilege of engaging in the business of retail selling in the State. Contact: Director, Internal Revenue Service, Phoenix, Ariz.

ARKANSAS

The annual operating license fee for the operator is \$250 and is issued only to persons over 21 who have lived in the State one year. At least one-half of any partnership or corporation seeking a license must have resided in the State at least one year prior to application. Every applicant must procure a suitable surety bond of \$3,000.

Receipts from coin-operated phonographs, amusement games and vending machines are subject to State sales tax. Contact: Commissioner of Revenues, Little Rock, Ark.

CALIFORNIA

There is no State tax or license imposed with respect to the operation of coin-operated phonographs and amusement games. In the case of vending machines, sales of tangible property are subject to a retail sales tax. Exempted from this tax, however, are food products for human consumption. (This ex-

emption does not include candy and confections.) Operators of vending machines must obtain a permit to engage in the business. Taxation and regulation of coin-operated phonographs and amusement games vary widely from one municipal jurisdiction to another. Local officials should be consulted. Contact: E. H. Stetson, Tax Counsel, State Board of Equalization, P. O. Box 1799, Sacramento, Calif. 95808.

COLORADO

There is no license imposed on coin-operated phonographs and amusement games. Each municipality in the State requires some licensing and collects fees for the operation of such equipment.

A single \$2.50 per year license permits the operation of any number of vending machines. A State sales tax of 2 per cent is applicable to all articles vended for more than 19 cents, and the sales tax or use tax must be paid on the cost of all amusement or vending machines. Contact H. M. Kauffman, Supervisor, Sales and Use Tax Division, Department of Revenue, Denver, Colo. 80203.

CONNECTICUT

Operation of one cigaret vending machine requires a \$10 cigaret dealer's license fee, renewable each year on October 1. Operation of two to 24 cigaret vending machines requires a \$50 dealer's license fee, renewable annually on October 1. Twenty-five or more cigaret vending machines require a \$150 annual cigaret distributor's license fee, with each additional purchase of a vending machine requiring an additional fee of \$1.

Full-line vending operators must obtain a vending machine license for each machine at a fee of 50 cents for each machine. (Machines

vending individual pieces of gum and nut meats for 1 cent carry a 10-cent license per machine.)

Licensing of coin-operated phonographs and amusement games is by local ordinance. Contact: Joseph B. Smith, Deputy Tax Commissioner, State of Connecticut Tax Department, 92 Farmington Avenue, Hartford, Conn. 06115.

DELAWARE

Operators of coin-operated phonographs, including location-owned machines, are licensed \$30 annually for each machine operated at a nickel and \$50 annually for each unit operated at a dime. Amusement game operators must purchase a single \$30 license plus a \$15 license for each penny machine and a \$25 license for each machine operated by a nickel or coin of larger denomination.

Vending machine operators are licensed at the rate of \$3 for each piece of equipment. Cigaret vending machines are licensed at the rate of \$1 per unit. Contact: James V. Novellino Jr., Supervisor, License Department, State of Delaware Tax Department, 843 King Street, Wilmington 99, Del.

FLORIDA

A license tax of \$5 per machine is required of coin-operated phonograph and amusement game operators. Vending machines located in licensed stores are taxed at \$2 per machine. Vending machines selling merchandise for one penny are licensed at 50 cents each.

Sales through vending machines of items having a sales price of 10 cents or more are subject to tax. However, candy, including loose, bulk and packaged candy and candy bars, is exempt when sold for 25 cents or

(Continued on page 68)

See Us at Our Beautiful Showrooms
and BOOTH 83, MOA Show

PIN BALLS — BOWLERS

GOTTLIEB

TROPIC ISLE	\$155
GIGI	195
FLYING CHARIOT, 2-PI.	280
SHIPMATES	450

UNITED BALL BOWLERS

FALCON	\$350
SAVOY	295
TIP TOP	295
DIXIE	250
CLASSIC	350

WILLIAMS

"21"	\$120
TRADE WINDS	185
FRIENDSHIP 7	185
SKILL POOL	240
METRO, 2-PI.	225
MARDI GRAS, 4-PI.	295

CHICAGO COIN

SOUTH PACIFIC, 2-PI.	\$365
MUSTANG, 2-PI.	440

BALLY

CROSS COUNTRY	\$185
CUE-TEASE, 2-PI.	225
STAR-JET, 2-PI.	275
SKY DIVER	245
MAD WORLD, 2-PI.	375
GRAND TOUR	295
2-IN-1, 2-PI.	375
HARVEST	325
BULL FIGHT	350
BUS STOP, 2-PI.	395
BIG DAY, 4-PI.	495
3-IN-LINE, 4-PI.	295
BONGO, 2-PI.	315

BALLY
ALL-THE-WAY
SHUFFLE ALLEY
Like New **\$350**

Write for complete 1965 Catalog of
Phonographs, Vending and Games.

Established 1934



Cable:
ATMUSIC—Chicago

ATLAS MUSIC COMPANY

2122 N. WESTERN AVE., CHICAGO 47, ILL. ARmitage 6-5005

South African Operator Reports Gov. Game Ban

NEW YORK — A Johannesburg operator visiting here last week told of new South African government sanctions against coin machine operators that will force him to move his operation to another country.

"I'm planning to move to Southern Rhodesia," declared C. Constantinos, who operates 110 Gottlieb flipper games, 30 Bally pieces and some 50 juke boxes.

The new problem, he explained, is a law recently passed which gives the Minister of Justice broad powers to ban coin-operated equipment.

"The minister is now studying reports from the Customs Department," Constantinos said, "and it appears certain that he will place a ban on amusement games."

The South African operator said that he will consider the operating possibilities in Salisbury. "We have the most success locating our machines in cafes," he said.

"I'm expecting to get word any time that the Minister has outlawed my operation," he said. "If this happens, I may not even return to Africa. How is the business doing in Canada?"

While in the States, Constantinos said he wanted to investigate the operating possibilities in the new audio-video equipment now on the market. He said he intended to pay a visit to Dave Rosen in Philadelphia to get details on that distributor's

combination juke box-film machine.

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Address _____

City _____ State & Zip _____

Type of Business _____ Title _____

GIVE...so more will live
HEART FUND



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

Tele-A-Sign Gets 95% of Scopitone

• Continued from page 61

er said that he expects Schaible to serve on the Tel-A-Sign board and executive committee.

To Chicago

"The transaction will center all Scopitone operations—including marketing, sales and manufacturing of the machine—in the firm's Chicago executive offices and plants," Steiger announced.

He went on to emphasize that, in addition to the machine's entertainment potential, applica-

tions of Scopitone in education and training, advertising and demonstration selling are to be fully explored. Scopitone machines have been supplied, for example, to Montgomery Ward & Co. for use in personnel training. Tel-A-Sign, Steiger disclosed, has developed for this purpose a version of the Scopitone machine called "Informx."

Tel-A-Sign/Scopitone will continue its present distributorship program, Steiger said, and will be opening new outlets in additional areas of the U. S. Film production will remain with the Harman-ee organization in Hollywood. Harman-ee has produced 30 films for Scopitone to date.

Malnik, who is credited with introducing the Scopitone machine in the U. S., reportedly divested himself of his stock interest and official position in

order to devote full time to his law practice.

Tel-A-Sign/Scopitone registered record sales and earnings in the fiscal year ended Feb. 28. Combined sales were \$7,665,000 (\$3,726,000 the year before). Before the minority interest, operating profits in fiscal 1965 were \$426,521 on 2,472,460 shares outstanding against operating profits of \$50,737 in 1964 on 1,311,100 outstanding.

Royalties

At the end of the first quar-

ter (May 31), Tel-A-Sign/Scopitone had sales of \$2,242,726, compared to \$1,332,485 during the same 1964 period. Earnings were \$270,000 before taxes and minority interest, compared with pre-tax earnings of \$107,000 the year before.

Royalty payments held by the Malnik group of \$28.50 per machine and 17-plus cents per film will revert to Tel-A-Sign/Scopitone, as will all profits previously accruing to the minority interest.

Still Not Clear on N. Y. Tax

HURLEYVILLE, N. Y.—The new State sales tax measure has been initially interpreted as applying to juke box operators on half dollar and quarter plays under a provision taxing "admissions" for amusement and recreation.

However, the New York City and Upstate operator organizations plan to test the interpretation at the time August receipts are due September 20.

According to New York State Coin Machine Association, Inc., president, Millie McCarthy, the trade definitely feels it should not be "read in" the sales tax measure in that way. "We are contesting it," she said.

She advised operators to "watch your trade papers or wait for a bulletin to let you know what to do before Sept. 20. Don't bother your local tax office. They can't advise you any further."

German Singles

• Continued from page 61

require 300,000 singles monthly at a cost of about one million Deutschmarks (\$250,000).

Cite Limited Demand

Electrola, one of the operators' major targets, said it had been working for several years to surmount technical difficulties, and that it was now feasible to produce stereo singles. But the demand, added Electrola, is still too limited to embark on the type of program demanded by the operators.

Philips reacted with similar caution. "Of course we are observing closely developments in the stereo phonograph field," a Philips spokesman said. But in general the time is not ripe to expand our stereo singles program.

Deutsche Grammophon's pop arm, Polydor, pleaded for "patience." Polydor said the entire matter of switching singles production from monaural to stereo was under study, and that wishes of the operators were receiving due weight in the diskery's deliberations.

Operators contend that they are being forced to take what in effect is "outdated merchandise." Loeffler points out that LP production is now almost entirely stereo and that even holdout diskeries are switching LP production entirely to stereo.

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



Terrific Juke Box Hit! "THAT'S AMORE"

(45 rpm Single DB 114)

sung by GARY SERLETIC

and the

KRAZY KAYS

From this GREAT ALBUM

MONO
DBM 1004

STEREO
DBS 1004

**SPECIAL
3 LP'S FREE!**
with purchase of 10



WRITE WIRE OR PHONE
YOUR DISTRIBUTOR
OR ONE STOPS



**DRUM BOY
RECORDS**

Manufactured by

DRUM BOY RECORD CO. 2452 S. Kedzie Ave., Chicago 23, Ill. Phone 762-6000

SEE 
YOU at the
M.O.A.

State Coin Machine Regulations

• Continued from page 66

less. Proceeds of coin-operated phonographs and amusement games are taxable under the State Sales and Use Tax Law. Contact: L. H. Paul Jr., Supervisor of Registrations, Use Tax Division, Florida Revenue Commission, Tallahassee.

GEORGIA

No special license or tax is collected on coin-operated phonographs, amusement games and vending machines dispensing items other than cigaret and cigars. Gross receipts from such machines are subject to a 3 per cent sales tax, however.

Each cigaret and cigar vending machine must be registered with the State Revenue Commissioner at a cost of \$1 per unit. Contact: W. T. Bond, Director, Miscellaneous Tax Unit, Department of Revenue, 502 State Office Building, Atlanta, Ga. 30334.

HAWAII

Operators must pay the Consumption Tax of 3½ per cent on the landed value of equipment purchased outside of Hawaii for use within the State. A General Excise License of \$2.50 per year is required also, and operators must remit 3½ per cent of gross income without deductions. Where gross income from machines is divided between machine operator and location owner, the tax applies to each one on his share of the income. Contact: State Dept. of Revenue, Division of Licenses, Honolulu, Hawaii.

IDAHO

At the State level no tax is levied on coin-operated equipment. Some fees are imposed by various counties. Contact: Mr. Floyd West,

State of Idaho Tax Collector, State House, Boise, Idaho.

ILLINOIS

Coin-operated phonographs and amusement games are licensed at \$10 a year with fractional year licenses obtainable at \$5.50. Merchandise and Service machines need no licenses.

Where not available to the general public, coin-operated phonographs and amusement games may be operated without licenses (private clubs). Licenses may be transferred from one machine to another, but not from one person to another. Department of Revenue must be notified when transfers occur. Contact: Harry L. Hulman, Director, State Department of Revenue, Springfield, Ill.

INDIANA

No license fee is imposed on the operation of coin-operated phonographs, amusement games or vending machines. Proceeds from the operation of this equipment, however, are subject to the State 2 per cent gross retail tax. Contact: James C. Courtney, Commissioner of Revenue, State Office Building, 100 North Senate Avenue, Indianapolis, Ind. 46204.

IOWA

The Retail Sales Tax Law imposes a tax of 2 per cent of the gross receipts derived from the operation of all coin-operated phonographs, amusement games and vending machines. Location owners are required to obtain a Retail Sales Tax Permit and report the entire gross receipts received from the machines and remit the tax. The operator is required to hold one regular Retail Sales Tax Permit for his principal place of business and file a quarterly return reporting the gross receipts from all his

machines in the State. Arcade and billiard operators must hold a Retail Sales Tax Permit for each location. Contact: Vernon W. Plummer, Asst. Director, Iowa State Tax Commission, State Office Building, Des Moines, Ia. 50319.

KANSAS

A tax at the rate of 2½ per cent is levied on the gross receipts from the operation of coin-operated phonographs, amusement games and vending machines.

An annual \$5 cigaret license is issued by the Department of Revenue on cigaret vending machines. A fractional year license for the last six months of the year costs \$3. The State does not license phonographs and amusement games, but local jurisdictions may impose licensing requirements under their powers of home rule. Contact: Harry M. O'Riley, Chief, Sales & Compensating Tax Division, State Department of Revenue, Topeka, Kan.

KENTUCKY

Coin-operated phonographs and amusement games are licensed at the rate of \$10 per year, with half-year licenses available at half rates under certain circumstances. The tax is applicable to each piece placed on location; license stamps may not be transferred from one machine to another. Operators of vending machines must obtain a business permit, with one permit sufficient for any number of machines. Vending machine operators must report and pay a 3 per cent sales tax on their gross receipts. Contact: Froman Ratcliff, Supervisor, Miscellaneous Tax Section, Kentucky Department of Revenue, Frankfort, Ky. 40601.

MAINE

There are no State license or tax regulations governing coin-operated phonographs and

amusement games. A specific State statute does require, however, that "pinball machines" require municipal licensing. Licenses for vending operations apply only to certain types of food and cigarets. Contact: Ernest H. Johnson, State Tax Assessor, State Bureau of Taxation, Augusta, Me. 04330.

MARYLAND

The State annual license fee schedule is as follows:

coin-operated billiard tables	\$10
coin-operated bowling alleys	\$10
coin-operated phonographs	\$10
(an additional \$10 in Hartford County)	
pinball machines	\$10
(Kent, Queen Anne's and Caroline counties)	
console machines	\$25
(Kent, Queen Anne's and Caroline counties)	
pinball machines	\$20
(Dorchester, Talbot, Baltimore, and Wicomico counties)	
console machines	\$35
(Dorchester, Talbot, Baltimore, and Wicomico counties)	
pinball machines	\$40
(Hartford County)	
console machines	\$70
(Hartford County)	
pinball machines	\$30
(Washington County)	
console machines	\$50
(Washington County)	
vending machines	
charging 2 to 5 cents	\$1
charging over 5 cents	\$2

Cigaret vending operators must purchase a \$250 annual license. A graduated sales tax ap-



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Preview Bowler
6 PLAYER AUTOMATIC BOWLING LANE

NEW! EXTENDED PLAY

★ FIRST TIME EXTENDED PLAY USED ON A BOWLING GAME!

★ IF ANY ONE OF A GROUP OF PLAYERS SKILLFULLY WINS AN EXTENDED PLAY — THEN ALL PLAYERS WIN!

with exclusive Swivel Score Rack

- Front or Back Score Rack Serviced From Either Side

PLUS

Sturdy Contemporary Cabinet With Inset Legs.

Latest Fluorescent Lighting.

Individual Name Feature.

Flash-Bonus Score Game.

Red Pin Game.

- REGULATION • DUAL FLASH and
- FLASH-O-MATIC SCORING

AVAILABLE IN 13' and 17' LENGTHS
Extension Available in 4' and 8' Lengths.

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CHICAGO COIN MACHINE DIV. **CHICAGO DYNAMIC INDUSTRIES, INC.**
1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614

NEW EQUIPMENT

• Continued from page 61

designation Pro 27. The maker describes the table as "a true two-to-one ratio," with inside dimensions of 3 feet by 6 feet. Outside dimensions are 50 inches by 86 inches. This is said to be the first table on the market with this ratio of dimensions inside. The firm's new home table is a 4 by 8-foot model.

Nat'l Shuffleb'd & Billiard Co.



The Coronet, coin-operated billiard table line was shown by this East Orange, N. J., company. Features genuine solid slate bed, mica-covered rails and aprons, molded gum rubber cushions, picture-window ball return, cast aluminum corners, heavy metal ball mechanism, silent "Royalite" subways, extruded aluminum trim. Sizes, inside cushions: 50 by 100 inches; 46 by 92 inches, 38½ by 78½ inches.

The Executive line of home and commercial tables was also shown by National Shuffleboard. Features: Genuine solid slate bed, mica covered rails and aprons, molded rubber cushions,

cast aluminum corners, extruded aluminum trim, silent "Royalite"



subways. Sizes, inside cushions: 50 by 100 inches; 46 by 92 inches and 38½ by 78½ inches.

Urban Industries



This Louisville maker of arcade film units introduced its new 3-D Unit at the show. It offers five different settings for a nickel; weighs 30 pounds; may be used on stand (as shown), placed on a counter or mounted on a wall. Completely automatic, it comes in Formica in decorator colors. A complete film library is available.

plies to all items sold through vending machines at prices exceeding 25 cents. Contact: Thomas P. Danaher, Assistant Chief Inspector, State License Bureau, 301 West Preston Street, Baltimore 1, Md.

MASSACHUSETTS

All coin-operated equipment must be approved by the Department of Labor and Industries Division of Standards. Phonographs, amusement games and vending machines do not require State licenses. Food vending machines are licensed by the Department of Public Health on payment of a "moderate fee." Operators of cigaret vending machines must purchase a vending machine operators license at \$100 annually. Contact: Stephen S. Higgins, Chief of Bureau, Bureau of Excises, Department of Corporations and Taxation, The Commonwealth of Massachusetts, 80 Mason Street, Boston 11, Mass.

MICHIGAN

Michigan has no State law governing coin-operated phonographs and amusement games. Regulation of this equipment is handled at the local government level. Vending machine operators must pay a \$1 license fee and a gross receipts sales tax. License fees for cigaret vending machine operators are as follows:

- more than 49 pieces ..\$100 annually
- 25-49 pieces\$50 annually
- 4-25 pieces\$25 annually
- fewer than 4 pieces .\$.3 per machine

Contact: Clarence W. Lock, Commissioner, Michigan Department of Revenue, 200 Tussing Building, Lansing, Mich. 48922.

MINNESOTA

There is no license fee or tax on coin-operated phonographs, amusement games or vending machines. Cigaret vending machines must afford at least the view of two packs in each magazine and must carry the name and address of the operator on the front. Contact: Arthur C. Roemer, Deputy Commissioner of

Taxation, Minnesota Department of Taxation, Centennial Office Building, St. Paul, Minn. 55101.

MISSISSIPPI

The schedule of annual license fees for coin-operated equipment is as follows:

- Phonographs
 - under 5 cents\$4 per machine
 - 5 cents to under 10 cents\$10 per machine
 - 10 cents to under 20 cents\$20 per machine
 - 20 cents or more ..\$30 per machine
- (Machines with more than one coin slot are taxed at the single play rate.)
- Amusement Games
 - under 5 cents ...\$8 per machine
 - 5 cents to under 10 cents\$30 per machine
 - 10 cents to under 20 cents\$60 per machine
 - 20 cents or more ..\$90 per machine
- Kiddie Rides\$3 per machine
- Scales and postage venders\$2 per machine
- Cigaret venders ..\$2.50 per machine
- Merchandise venders
 - under 5 cents ..\$2.50 per machine
 - 5 cents to under 10 cents\$5 per machine
 - 10 cents to under 20 cents\$7.50 per machine
 - over 20 cents\$10 per machine

Incorporated municipalities have the authority to levy taxes at one half the State rate. Contact: Heber Ladner, Secretary of State, Jackson, Miss.

MISSOURI

No registration or licensing laws for coin-operated phonographs, amusement games or vending machines exist at the State level. Receipts from coin-operated phonographs and amusement games are not subject to the 3 per cent State sales tax. Operators of machines

vending tangible property, however, are required to remit the State sales tax based on the gross receipts of such machines. Certain cities and counties require registration and licensing of coin-operated equipment. Contact: M. E. Morris, Director, Missouri Department of Revenue, P. O. Box 840, Jefferson City, Mo. 65102.

MONTANA

The State has no regulations governing coin-operated phonographs, amusement games and vending machines. Contact: Vernon B. Miller, Director of Administration, Montana Board of Equalization, State Capitol Building, Helena, Mont.

NEBRASKA

There is no license fee or general regulation governing the operation of coin-operated phonographs, games and vending machines, but all such items are subject to the general property tax which is based on an assessed valuation of 35 per cent of the actual value. Additional licenses and taxes may be levied at the city and county levels, however. Contact: Charles L. Smith, Tax Statistician, Lincoln, Neb.

NEW HAMPSHIRE

The State has no license or tax statutes governing the operation of coin-operated equipment. Such activity is governed locally by each city and town. The sole exception is equipment vending tobacco products. Contact: William Maynard, Attorney General, Concord, N. H.

NEW JERSEY

The State does not generally impose license fees or taxes on the operation of coin-operated phonographs or vending machines. Municipal authorities should be contacted regarding such regulations.

The State Amusement Games Licensing Law requires the licensing of amusement games in the municipalities where operated and with

the State Amusement Games Control Commissioner. The Director of the Division of Alcoholic Beverage Control is designated by statute as the Amusement Games Control Commissioner. Contact: Joseph P. Lordi, Commissioner, Office of Amusement Games Control, 1100 Raymond Boulevard, Newark, N. J. 07102.

NEW MEXICO

Coin-operated phonographs and amusement games are not licensed or taxed under State laws. Gross receipts from vending machines are subject to a 3 per cent tax under the New Mexico School Tax Act. Location commissions are taxable under the same law and at the same rate. Vending machines are subject to a 3 per cent tax on their total purchase price. In addition, a 1 per cent sales tax is applicable in most of the State's major municipalities. Contact: Carlos Trujillo Jr., Director, State School Tax Division, Bureau of Revenue, Santa Fe, N. M.

NEW YORK

No State-wide tax is imposed on coin-operated equipment, but local municipal regulations vary widely.

NEVADA

There is no jurisdiction by the Nevada Gaming Commission over machines played for amusement only. Slots and pinballs offering rewards are taxed at a rate of from 3 to 5 1/2 per cent of the gross winnings. Counties and cities levy additional license fees ranging from less than \$1 to more than \$10 per machine per month.

Operators of machines vending tangible property must pay sales tax at the rate of 2 per cent of gross receipts. Purchasers of all types of coin-operated equipment for use in the State must pay a use tax at the rate of 2 per cent of the sales price of the equipment. Contact: J. W. Williams, Administrator, Sales

(Continued on page 70)

Valley Mfg. & Sales Co.



This Bay City, Mich., firm introduced Magnetic Controlled billiard table in development for four years. It will utilize a 2 3/4-inch cue ball, identical in dimension to the numbered balls. The maker explains that a cue ball of the same size as numbered balls makes possible a more accurate game, permitting proper reaction to "English" and proper follow-through. The standard size 2 3/4-inch cue ball may also be used.

Williams Elect. Mfg. Corp.



Kickapoo, six-player "shuffle targette" game, was unwrapped by the big Chicago firm. It carries the United brand name and offers seven ways to play, in-

Jack Moran

Continued from page 61

suitable for manpower referral. "Most of the men trained in the school would return to their own States for employment," Moran said. "I have 200 positive placements on file right now—that have come in from all over the world."

The school curriculum, approved in substance by Labor Department officials, would be quite similar to that of Moran's Denver school. The Denver program offers the student 480 hours of work on "major phonographs," 160 hours on "pinballs and arcade equipment."

Dozen Men

Classes numbering a dozen men would be enrolled every three weeks, with training periods of five months' duration. A class would be graduated, therefore, every three weeks after the initial five-month period.

Moran stressed that "personal counselling" would be an important part of the school curriculum.

"These men must know what to expect in the trade," he said. "They must realize that they are not going to start out in a glamorous position. Those leaving the school with an 'electrical engineering' complex will be of little use to the operator."

Moran reported receiving expressed support from several distributors and manufacturers for his national school proposal.

cluding regular, advance and flash, with optional center-pocket shoot-again feature and "repeater." Operation is described as fast and quiet. Double-nickel or dime play standard equipment. A 25-cent multiple coin mechanism is optional at extra cost.

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THE
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An Exceptional Buy for Our OVERSEAS CUSTOMERS

Shuffle Alleys, 8 1/2" balls ..\$ 75.00
Bowlers, 11"-14", 3" balls 100.00
These have regulation bowling scoring. Crating \$10.00 additional.

AUTO PHOTOS
Model #9\$ 650.00
Model #11 1195.00
Model #12 1995.00
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MUSIC
We can take care of all your requirements for all makes and models. Wire, write or call us.

WANTED
PANORAMS — SEE-BURG MUSIC G., R., 201, 222; WURLITZER 2100, 2300, 2600, 2700; A.M.I. H., I, J, K; ROCK-OLA 1478, 1488, 1495, 1496; ADD-A-BALLS AND BINGOS FOR EXPORT.

KIDDIE RIDES
All Tech Chuck Wagon\$395
All Tech Fire Engine 395
All Tech Cow Pony .. 395
Bally Little Champion 395
Bally Toonerville Trolley 395
Bally Hot Rod 395
Bert Lane Moon Rocket 395

M.O.A. SPECIALS

KIDDIE RIDES (Cont.)
Auto Test\$425
Sandy Horse 325
Turnpike Auto Test .. 525
All Tech Lancer 325

SHUFFLE ALLEYS
Atlas\$150
Avalon 375
Bank Pool 275
Big Bonus 175
Crystal 450
Comet Target 100
Dolphin 275
Dual 165
Drop Ball 125
Four Way 175
Five Way 225
Jupiter 125
Line Up 225
Official Jumbo 125
Pro-Bowler 225
Red Pin 175
Red Dot 350
Starlite 395
Sunny 175
Three Way 150
Venus Target 100

GUNS & RIFLES
Mid. Shooting Gallery\$195
Mid. Del. Shooting Gallery 225
Mid. Bazooka 195
Un. Sky Raider 175
Un. Bonus Gun 150
Un. Carnival 125
Un. Pirate Gun 150
Auto. Sky Fiter 100
Seeburg Bear Gun 165
Wms. Crusader 195
Wms. Hercules 195
Wms. Polar Hunt 125
Wms. Safari 125

SPECIALTY ITEMS
Phil. Toboggans, used\$375.00
Pro-Golf Game 295.00
Bowl-a-Ramas, 20' .. 625.00
Electric Hand Dryers, used ... 75.00
90-day guarantee, 110 Volts.
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International
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BOB SLIFER
Executive Director

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THE NATIONAL COIN MACHINE DISTRIBUTORS ASSOCIATION

Our 18th Year

30 North La Salle Street, Chicago, Illinois 60602

Phone: State 2-6096

State Coin Machine Regulations

Continued from page 69

and Use Tax Division, Nevada Tax Commission, Carson City, Nev.

NORTH CAROLINA

The schedule of State Privilege License Taxes on coin-operated equipment is as follows:

Drink Dispensers

- Operator's license\$100
- Per-machine license\$15
(over 48-bottle capacity)
- Per-machine license\$5
(under 48-bottle capacity)

Food and Merchandise Dispensers

- Operator's license\$150
(5-cent sales and over)
- Operator's license\$25
(under 5-cent sales)
- Per-machine license\$1
(5 cents and above)
- Per-machine license\$.50
(under 5 cents)

(Note: Those buying the food and merchandise operator's license need not buy the per machine licenses.)

The per-machine tax on food dispensing machines does not apply to machines that dispense peanuts only or to dispensers of commodities other than candy containing 50 per cent or more peanuts, or to penny self-service dispensers or machines from which 20 per cent of the gross revenue is donated to the benefit of the visually handicapped.

Tobacco Dispensers

- Operator's license\$250
- Per-machine license\$5

Music Machines

- Operator's occupational license ..
.....\$100
- Per-machine license\$10

Pool Tables (coin or non-coin operated)

- under 2 ft. wide and 4 ft. long .\$.5
- under 2 1/2 ft. wide and 5 ft. long .
.....\$10
- under 3 ft. wide and 6 ft. long ...
.....\$15
- under 4 ft. wide and 8 ft. long ...
.....\$20
- under 4 1/2 ft. wide and 9 ft. long .
.....\$25
- more than 4 1/2 ft. wide and 9 ft.
long\$30

Kiddie rides

- Towns under 10,000 population ..
.....\$10
- Towns over 10,000 population ..
.....\$25

Weighing machines

- Operator's license\$50
- Per-machine license\$2.50

(Note: per-machine license not required from purchasers of operator's license.)

Contact: State Department of Revenue, Privilege License Tax Division, Raleigh, N. C.

NORTH DAKOTA

No licenses are required for vending machines, but coin-operated phonographs and amusement games are licensed at \$15 per year per machine if the unit operates at a nickel or above and at \$5 per year per machine if the unit operates on a penny. Fractional licenses are available if the unit is placed between Jan. 1 and July 1. Contact: Vance K. Hill, Special Assistant, Attorney General, Attorney General Licensing Dept., Bismarck, N. D.

OHIO

The State Sales Tax Law requires that any person engaged in making taxable retail sales

of tangible personal property must obtain an Ohio Vendor License. The tax does not apply to items priced under 31 cents, however. Coin-operated phonographs and games do not fall within the definition of a retail sale.

There are no State tax laws specifically levying license fees on the operation of coin-operated phonographs or amusement games, except that they would be subject to such general taxes as the sales or use and personal property taxes.

Certain types of automatic food or beverage machines are considered to be a food service and requires a license and annual fee of \$5. Contact: Norman W. Schmitt, Supervisor, Sales and Excise Tax Section, State of Ohio Department of Taxation, Columbus, Ohio 43215.

OKLAHOMA

Coin-operated phonographs and amusement games are licensed at a fee of \$6 per year for machines operated at a penny and \$40 per year for machines operated at a nickel and coins of higher denomination. The State licensing act does not apply to machines vending tangible personal property such as tobacco products, candies, postage stamps and other items. Contact: Director, State Department of Revenue, Oklahoma City, Okla.

OREGON

The schedule of State taxes on coin-operated equipment is as follows:

- games played by five or more
players\$100 annually
(Fascination)
- target games\$25 annually
- pinball games\$25 annually
- phonographs\$10 annually
- kiddie rides\$10 annually

- two-penny games\$10 annually
- one-penny games\$1 annually
- multiple-coin games
...\$50 annually for each coin slot

Exempt from the tax are devices used strictly as a vender of merchandise or service without the elements of chance or prize involved. Contact: Marjorie Young, Amusement Device Tax Section, Oregon State Tax Commission, Salem, Ore. 97310.

PENNSYLVANIA

The State neither imposes nor collects a specific tax or license fee on coin-operated phonographs and amusement games, leaving such equipment to local governmental units for regulation and taxation. Regulation and licensing of coin-operated equipment at the local level is widespread, with great diversity in the amount of license fees. Several cities, including Philadelphia, impose a license fee of \$50 per machine.

Coin-operated equipment is not subject to the ad valorem tangible property tax, since such taxation is not used in Pennsylvania at either the State or local level. However, the gross receipts and net income derived from such equipment is frequently subject to local mercantile and net income taxes. Contact: Theodore B. Smith Jr., Pennsylvania Department of Revenue, Harrisburg, Pa.

RHODE ISLAND

There is no State statute governing the operation of coin-operated equipment except to prohibit machines defined as gambling devices. Cigaret vending machines are licensed at \$5 for each unit, and unincorporated businesses must report gross receipts from the operation of coin-operated phonographs and amusement machines and pay a tax of \$2 per

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3 or 5 BALL PLAY

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Empire Holds Vending Class

MENOMINEE, Mich.—A service school, with specific instruction on Smokeshop equipment and Rock-Ola venders, was held last week at the Empire Coin Machine Exchange divisional office here, attended by 26 operators.

Handling instruction were Empire vending department chief, Dave St. Pierre; Bob Rondeau,

Texans Start Playing Pins

AUSTIN, Tex.—Operators in State watched with pleasure as pinball machine play picked up with the passage of the effective date of a new law legalizing free play.

The new law, sponsored by Sen. George Parkhouse and Rep. Ben Atwell, both of Dallas, became effective Sept. 1, with some 400 other new items of legislation.

of the local office; Joey Eggener, local service manager for Empire, and Bill Herbord of Smokeshop.

Emphasis was placed on the Rock-Ola coffee machine and Smokeshop's cigaret and candy machines.

ALL MACHINES READY FOR LOCATION

Seeburg B	75.00
Seeburg C	95.00
Seeburg Q	445.00
Wurlitzer 2204	265.00
Wurlitzer 2404	395.00
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Wurlitzer 2600	695.00
AMI 200 Sel. Wall Box	25.00
Seeburg 200 Sel. Wall Box ..	25.00
Seeburg 3W1	9.95
Wurlitzer 5210 Wall Box ..	35.00

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thousand of such receipts after a deduction of \$5,000 from the gross. Contact: Andrew A. DiPrete, Director, Department of Business Regulation, 49 Westminster Street, Providence, R. I. 02903.

SOUTH CAROLINA

Under the South Carolina Coin Operated Devices Act, coin-operated phonographs and non-free play amusement games are licensed at \$25 per unit annually. Pinball games, with or without a free play feature, are licensed at \$75 per unit annually. Any other type of amusement game with a free play feature is also licensed at \$75 annually. Coin-operated pool or billiard tables, measuring not more than three-and-a-half feet wide and no more than seven feet long, are licensed at \$10 a year. Contact: B. S. Breazeale, Director, License Tax Division, South Carolina Tax Commission, Columbia, S. C.

SOUTH DAKOTA

All coin-operated phonographs, amusement games and vending machines purchased for use in the State or shipped into the State are subject to a 2 per cent use tax based on the purchase price of the equipment.

The gross receipts from the operation of such equipment are subject to the South Dakota 3 per cent sales tax, which must be reported and paid by the operator of the machines.

Although there is no special State license requirement, coin-operated equipment may be subject to local license. Contact: Oliver Bender, Deputy Commissioner of Revenue, State Department of Revenue, Pierre, S. D.

TENNESSEE

Operators of coin-operated phonographs must pay a \$10 per year tax on each machine requiring a minimum deposit of more than a nickel to play. Machines requiring a minimum deposit of a nickel only are taxed at \$5 per year. Football, golf, baseball, pinball and

other similar games are taxed at \$15 per year in cities of 20,000 or more inhabitants and at \$7.50 in cities of less than 20,000. Kiddie rides are subject to a tax of \$5 annually and cigaret machines to a tax of \$3. Counties and cities assess similar taxes. Contact: Joe K. Gilbreath, Jr., Director, Miscellaneous Tax Division, Tennessee Department of Revenue, War Memorial Building, Nashville, Tennessee.

TEXAS

An annual occupation tax of \$10 is levied on each coin-operated phonograph and amusement game. Vending machines are exempted. Counties and cities may levy an occupation tax not exceeding \$5 per machine per year. Contact: Robert S. Calvert, Comptroller of Public Accounts, State of Texas, Austin, Texas.

UTAH

The State has imposed no licenses on the operation of coin-operated phonographs and amusement machines. Most local jurisdictions, however, have strict rules governing this equipment.

The total receipts received from vending machines are subject to the State sales and use tax act and the tax must be collected and reported directly to the State Tax Commission. Contact: A. G. Goates, Auditing Supervisor, Sales and Use Taxes, Utah State Tax Commission, 101 State Office Bldg., Salt Lake City, Utah.

VERMONT

Yearly license fees for coin-operated phonographs are \$25, with a seasonal license of \$15 issued for July 1 to December 31. The annual fee for amusement games is \$100, with seasonal licenses issued for July 1 to September at \$75 and October 1 to December 31 at \$50. There is no State tax on vending machines. Contact: William E. Hagan, Director of Taxes, Vermont Department of Taxes, Montpelier, Vermont.

VIRGINIA

Operators of coin-operated amusement games are required to purchase a privilege license costing \$1,000 yearly. Operators of coin-operated phonographs, vending machines and kiddie rides are exempted from this privilege license tax. The State license tax schedule for coin-operated equipment is as follows:

phonographs \$5 per year
candy venders (theater) . \$5 per year
candy venders \$10 per year
soft drink venders \$3 per year
cigarette venders \$3 per year
peanut, gum and stamp venders...
..... \$1 per year
pool tables \$10 per year
penny games \$2 per year
penny venders \$1 per year
all other games \$25 per year

Operators of cigaret vending machines must pay a tax of 20 cents on every \$100 of gross sales. Vending machine operators are required to purchase a retail merchants license costing \$20 per year. Contact: Director, Department of Taxation of the Commonwealth of Virginia, Richmond, Va.

WASHINGTON

A \$1 certificate of registration must be purchased for each coin-operated phonograph, amusement game and vending machine placed on location. Payout machines for which the element of skill or a combination of skill and chance are involved are taxed at the rate of 20 per cent of the gross of each machine. If only the element of chance is involved, or if more than one operation is required of the player for a payoff, the tax is 40 per cent of the gross of each machine. Sales made through vending machines are taxed at the rate of 3 1/2 per cent of 60 per cent of the gross sales of each machine. Operators of cigaret vending machines must purchase a \$5 yearly license and an additional \$1 license for each machine sited. Contact:

George Kinnear, Chairman, Washington State Tax Commission, Olympia, Washington.

WEST VIRGINIA

The new State license schedule for coin-operated equipment is as follows:

Music and Amusement Equipment
1-cent machines
1-19 machines .. \$2 per machine
20 or more machines .. \$50 total
5-cent machines
1-19 machines .. \$5 per machine
20 or more machines .. \$150 total
10-cent machines
1-19 machines .. \$10 per machine
20 or more machines .. \$225 total
over 10-cent machines
1-19 machines
..... \$12.50 per machine
20 or more machines .. \$300 total
Merchandise Vending Equipment
1-cent machines
1-19 machines .. \$2 per machine
20 or more machines .. \$50 total
5-cent machines
1-19 machines .. \$5 per machine
20 or more machines .. \$100 total
10-cent machines
1-19 machines .. \$10 per machine
20 or more machines .. \$150 total
over 10-cent machines
1-19 machines
..... \$12.50 per machine
20 or more machines .. \$200 total

Operators with both amusement and vending equipment are required to buy the appropriate licenses in both categories.

Postage stamp vending machines require no license. Operators must submit certified semi-annual reports as to the number of machines they have on location. Each machine must carry a license decal. Contact: G. Thomas Battle, State Tax Commissioner, State of West Virginia, Charleston 5, West Virginia.

(Continued on page 74)

Southern Automatic of Kentucky Rejoins Seeburg

We are happy to announce
that Southern Automatic Music
Company of LOUISVILLE

Now have the full Seeburg Music and Vending line
as well as Williams and United Game Line.

EVERY DAY IS SHOW DAY AND OPEN HOUSE AT SOUTHERN

To all Operators of Kentucky, our location is ideally situated whether you travel from West, East or South. The Louisville expressway has the downtown exit right at our doorway at Brook & Jacob Streets.

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All Phones

Juniper 5-5094 & Juniper 3-1146

Industry Leaders Discuss Industry Issues

By RAY BRACK

CHICAGO—The perennial threat of juke box royalty exemption repeal will again lend urgency to the national convention and trade show of the Music Operators of America.

A convention-eve survey of MOA officers and directors left little doubt that the status of Copyright Revision legislation now before the U. S. Congress will be the foremost business topic here this weekend (11-13).

At the same time, the industry is looking beyond the issues of performance rights to other vital business matters.

Comments on these issues were made by nine industry figures, as follows:

Mrs. Millie McCarthy, Catskill Amusements, Inc., Hurleyville, N. Y.; MOA director and president of the New York State Coin Machine Operators Assn.

COPYRIGHT: "I couldn't go for anything but an additional mechanical fee. I do not wish to be subject to the performance society monopoly—and I do not need a new partner or a new boss (ASCAP-BMI)."

USED EQUIPMENT: "It seems everybody has a warehouse full of used equipment. This is a little economic cancer that could grow into a big industry problem."

INTRA-INDUSTRY RELATIONS: "The industry is in limbo because of lack of communication and co-ordination of effort among operator, distributor and manufacturer. It is not intentional, but it exists. We should be working together like the fingers of a hand. I would like to see distributor and manufacturer executives attend our MOA seminars this year in a show of spirit to solve this problem."

Jack Bess, Roanoke Vending Exchange, Richmond, Va.; MOA director and director of Virginia and West Virginia associations.

COPYRIGHT: "The greatest problem confronting the industry at the national level is the legislation involving the industry with ASCAP and BMI. These societies would like to take away half the profit in our business."

PROFITS: "If the IRS were to survey returns from juke boxes, they would find that on the average, the machines net a hundred dollars per year—or even less. (It is this small business aspect we are emphasizing in the copyright fight.)"

PUBLIC RELATIONS: "The

operator needs some direction from the top, from a committee specializing in this area, providing some general guidelines and principles. Why, for example, couldn't operator roustemen cooperate in the March of Dimes, distributing and gathering the collection containers."

William B. Cannon, Cannon Coin Machine Co., Haddonfield, N. J.; MOA vice-president and president of the New Jersey Council of Coin Machine Operators.

BETTER MANAGEMENT: "We must move away from hip-pocket practices toward more efficient business practices. All businesses are growing these days, and ours is too. But we must grow efficiently."

TRADE ASSOCIATIONS: "I pick up many good business ideas brushing elbows with fellow operators at conventions. I do not attend conventions out of altruistic motives. I always learn

something. The good number of New Jersey operators who attended the MOA show last year came home with enthusiastic reports, and an even better crowd will be going this year."

Howard N. Ellis, Coin-A-Matic Co. Inc., Omaha, Neb.; MOA vice-president and secretary of the Coin Operated Industries of Nebraska.

COPYRIGHT: "I don't believe anything will happen to the industry in the area of ASCAP-BMI efforts this year."

RECORD: PROGRAMMING: "Here we have a few problems. We must make increased effort to let record companies know our needs."

MOA SERVICES: "Many operators have trouble filling location requests for old hits. A clearing house set up by the MOA for out-of-stock records would be a fine service to members."

Henry Leyser, Associated Coin

Amusement Co., Oakland, Calif.; MOA vice-president and president of the California Music Merchants Assn.

COPYRIGHT: "I feel the industry will find the right avenue to please everybody."

TRENDS: "I would like to see the industry move closer to the entertainment world. We are, after all, much more allied to show business than to automatic merchandising. Audio-visual entertainment—of the type combining films and records—is the item of the future in this business."

BETTER MANAGEMENT: "We must institute sharper merchandising methods."

William Poss, Valley Music Co., Aurora, Ill.; MOA director and president of the Illinois Coin Machine Operators Association.

COPYRIGHT: "There are discouraging signs on the hori-



MRS. MILLIE MCCARTHY



JACK BESS



WILLIAM B. CANNON



HOWARD N. ELLIS

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- Outstanding construction throughout
- Cantilevered scoreboard
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- Beautiful end lamps for illumination
- Horse Collar play control
- Tamper proof pin gate control even when electricity is off or exclusive Magno Play Control available.



The CLASSIC, with cheat-proof "Feather Touch" coin mechanism, and The ELECTRA, with battery-operated drop coin mechanism, are both available in three popular sizes and all new models of both tables have a conversion feature which enables the operator to change The

ELECTRA to The CLASSIC or The CLASSIC to The ELECTRA by simply changing the cash box door.

- One piece customized cabinet made with genuine Formica
- Sturdier legs made with genuine Formica
- Famed American leg adjusters
- Genuine Formica top rails
- Steel corners
- Specially designed professional cushions
- Finest cured slate tops
- Silent, steel wire runways
- Exclusive cue ball lock
- Deluxe accessories.



zon, but that is nothing new. We remain optimistic."

RECORD PROGRAMMING: "We don't exactly get the records we need, but, then, we must understand the problem confronting the record companies. We are not a big enough part of the 45 rpm market for too much special consideration."

COMMISSIONS: "MOA could preach the gospel of sane commissions until doomsday, but it only takes one operator in an area to destroy all constructive effort. This will be a long road."

A. L. Ptacek, Jr., Bird Music Co., Inc., Manhattan, Kan.; MOA vice-president.

MOA SERVICES: "The recent MOA survey of machine licenses was an excellent cross section of the nation's fees. Now we must keep it up to date. As for future services of this type,



HENRY LEYSER



A. L. PTACEK JR.



JOHN R. TRUCANO



JOHN A. WALLACE

they will be made possible with continued MOA growth."

PERSONNEL: "The training of skilled servicemen is one of the big trade challenges. MOA should consider an arrangement with a good, honest trade school. I have conferred with other Kansas operators and we would be willing to assume the tuition for training a man whom we interviewed and sent to the central school. Month in and month out, there are an average of 10 Kansas operating firms seeking trained help."

John R. Trucano, Black Hills Novelty Co., Deadwood, S. D.;



WILLIAM POSS

MOA director and director of the Music and Vending Association of South Dakota.

EQUIPMENT: "New equipment is the heart of any trade show. As we approach this year's show, I—with, I'm sure, many hundreds of other operators around the country—am hoping that some exciting and profitable new concepts in amusement equipment will be introduced. I go to see new products—products that will make money. And I am sure that all operators are motivated by the same need."

John A. Wallace, Wallace & Wallace Music, Inc., Oak Hill, W. Va.; secretary of the MOA and president of the West Virginia Music and Vending Association.

COPYRIGHT: "The ASCAP problem is more serious than ever before. But our Washington board of directors meeting—the best we've ever had—resulted in the changing of attitudes by several key congressmen. We met with many congressmen who had heard about the revision bill but did not understand it. We were able to clarify the issues for them. I hope we can resolve this copyright issue soon and move on to other industry matters—such as the provision of profitable new MOA services."

MOA MEMBERSHIP: "I

would like to see the organization of a permanent membership committee—with a special 90-day drive for 250 new members. Regional membership chairmen could be appointed. Perhaps the manufacturers would help provide incentive by putting up prizes for those enlisting the most new members."

TRADE ASSOCIATIONS:

"There are a lot of rugged individualists in this business. The national association channel the energies and ideas of them all to the benefit of all."

TRENDS: "I would like to see more young men in positions of authority with the national association. It goes without saying that we need more young operators in the association."

SLUGGER...

Counter Game

1c, 5c or 10c play.
Size: 18"x12"x8"
Weight, 25 lbs.
Natural wood cabinet.
Polished chrome fittings.

\$54.50

f.o.b. Chicago



SPECIALS!

BILLIARD SUPPLIES

5-Oz. Bumper Pool Balls (10)... \$ 9.00
2 1/4" Balls, 1-15 w/Cue Ball... 12.50
2 1/4" Balls, 1-15 w/Cue Ball... 14.00
48" Cues \$ 1.50 ea.
52" Cues \$1.95 ea.; 25 1.50 ea.
57" Cues \$2.95 ea.; 33.00 dz.
Plastic Triangles, 2 1/4" 1.00
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Billiard Chalk, Gr. 3.50

We carry complete line of Pool Supplies—Write for list.

1/3 deposit, bal. C.O.D. or S.D.

ELECTRIC SCOREBOARDS

Coin operated for shuffleboards.

15, 21 and/or 50 points. (Horse-collar). Overhead double-faced model on chrome stands complete with coin box.

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Sidemount model—15-21 points only. Complete with chrome stands and scoring buttons. Walnut Formica cabinet. Large coin box. Other features.

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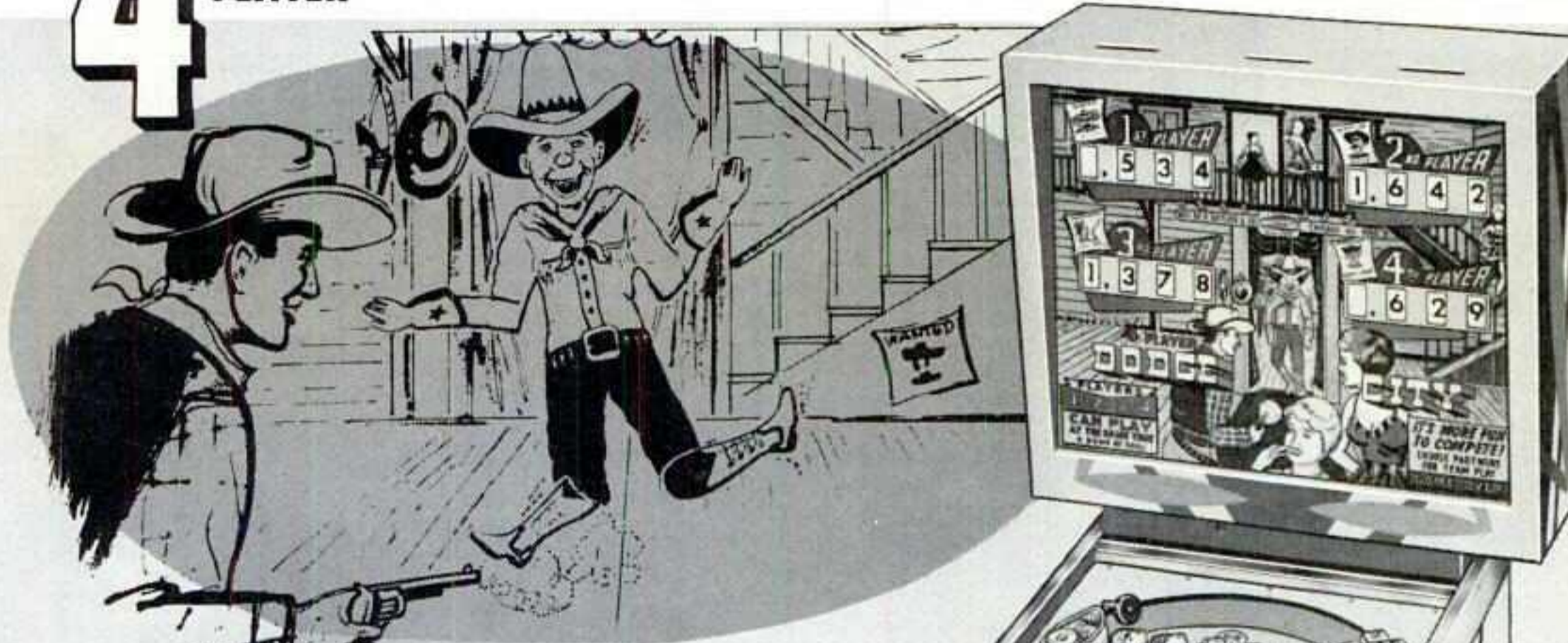
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GOTTLIEB'S

4

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

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

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

- Moving light A-B-C-D-E feature multiplies value of rollunders by 10 and 100.
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- New! Blinking sign tells when last ball is in play.
- New! "Pop-art" cabinet decoration makes machine stand out as "new" in all locations.
- 3 or 5 ball play • Match feature

Ask your distributor to Show you the Dancing Cowboy.

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SKILL GAME

Just Extra Touch of Quality and Originality

Canteen Sees Record Earned

CHICAGO—Automatic Canteen Company of America President Patrick L. O'Malley announced last week that the company expects to end its fiscal year this month with record high earnings at about \$1.15 per share—plus an additional

47 cents per share of non-recurring income.

In fiscal 1964, Canteen earned 76 cents per share of common stock.

Canteen's growth, O'Malley told a meeting of the Chicago Science Analysts at the Union League Club, "should continue to be supported by new technological and marketing programs."

ELECTRIC SCOREBOARDS

FIT ANY SHUFFLEBOARD!

NEW!
SIDE-MOUNT
MODEL . . .

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



OVERHEAD
MODEL

\$169.50

FOB Chicago

- Two-faced — scores 15-21 and/or 50 pts.
- Natural finished hardwood cabinet.



\$249.50

FOB Chicago

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EACH UNIT has these features:
• "Game Over" light flashes on at completion of game.
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USED EQUIPMENT

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United Astro
United Pacer
United Skippy
United Bank Pool

COINMEN IN THE NEWS

CHICAGO

Dave St. Pierre didn't pussyfoot around when asked the other day if jukebox-game-cigarette machine operators are further cultivating their romance with vending. "It's what's happening," he said.

St. Pierre has the vantage point for straight talk on vending here in the Midwest. He handled central zone sales supervision for 14 years for Hills Bros. Coffee and was Rock-Ola Manufacturing Corp. factory sales representative in vending for five years before joining Gil Kitt and Joe Robbins at Empire.

One asks St. Pierre the customary questions: one gets interesting answers. Example:

"How is this vend trend showing up?"

"Subtly. A momentum is building up. The rate of daily questions about vending is building up. Psychologically (a word he applies frequently to the science of sales), I think many operators welcome an alliance with vending."



ST. PIERRE

(St. Pierre didn't add that Empire's movement of Smoke-shop, Candysop and Rock-Ola's instant, single-cup and batch coffee machines and four and five-selection can venders is 10 times ahead of the pre-St. Pierre pace. His boss fitted that fact in. "And our volume is up comparably, too," confided Gil Kitt.)

St. Pierre's very presence at Empire, heretofore a prime jukebox-game mover, may be real-life proof of the vending drift he sees in the business. Empire had no prior vending specialist.

"What traps lie in the path of the coinman veering toward vending, Dave?"

"No traps, really, if the operator recognizes he's entering a different business. The music operator in vending will have a lot of new considerations. Much more frequent service . . . with coffee, every two days, at least . . . a thousand little items to stock and carry around, like cups . . . health and sanitation standards . . . longer location calls: instead of dumping the cash box and putting on a couple new records, he'll be

carting in loads of material to each location and laboriously servicing complicated equipment . . . shorter machine life: about three years life expectancy for a batch brew coffee vender: little chance to downgrade: you can downgrade a single-cup coffee machine, however . . . and there's the closer profit margins everyone talks about, but it must be remembered that the average cost to the operator of a cup of coffee in a single cup machine is only two-and-a-fourth cents."

"What route should the music-game operator take into vending? We know he's smart to put cigarette machines into his established spots. Then what?"

"It's just like building blocks from there on," St. Pierre said, turning to principles of business science he picked up at the famous "Sugar Camp" sales school maintained by National Cash Register at Dayton, Ohio. "With cigarette machines in his bowling alley and restaurant stops, the operator should ask himself 'What goes with a cigarette?' Coffee, of course. So coffee machines go in the bowling alleys. 'What goes with a cup of coffee?' Why, something sweet, of course. So in goes a candy and perhaps a pastry machine. With a coffee machine in, the operator has a foundation on which to build: sandwiches and even cold drinks. At a minimum, I would never have a coffee machine on location without a candy machine right beside it."

"Prophecy a little, will you Dave?"

"In vending we're following no road. Vending, as we know it now, was born about seven years ago. In 10 years we may enter another totally new era. Whatever happens, it'll be psychologically founded. We must learn how people like to be sold. I think vending makes it easier to buy. And people don't enjoy being pushed. A man likes to walk up to a machine and salivate a little before making a selection. If he can't decide, he can walk away without embarrassment. There's no hard sell with vending. Credit card vending may catch on in captive locations such as industrial plants, where it would speed up matters. It would eliminate the change and acceptance problem, which would in turn cut out a lot of service calls."

RAY BRACK

State Coin Machine Regulations

• Continued from page 71

WISCONSIN

Regulations of coin-operated equipment in this State is primarily a municipal function. The municipalities issue permits for those machines operated within their jurisdictional limits.

Each coin-operated machine purchased or brought into the State is subject to a 3 per cent selective sales and use tax. The measure of the tax is the sale price of the machine.

Receipts from coin operated phonographs and amusement devices are not subject to the 3 per cent selective sales and use tax. Vending machine receipts are subject to the tax if the vended merchandise is taxable, i.e., smokers supplies (exclusive of cigarettes) and food and drink items where there is an element of preparation. Contact: Robert J. Ireland, Wisconsin

Department of Taxation, Room 1000, State Office Building, Madison, Wisconsin 53702.

WYOMING

The 2 per cent State use tax applies to the cost of coin-operated phonographs, amusement games and vending machines. In addition operators of vending machines must obtain a permit to engage in the business of selling tangible personal property at retail and must pay a tax at the rate of 1 per cent of gross receipts. One permit is sufficient for any number of machines.

Local ordinances may impose restrictions or fees on the operation of some types of equipment. Contact: C. E. Johnson, Director, Sales and Use Tax Division, Wyoming Department of Revenue, State Office Building, Cheyenne, Wyoming.

Memo: Last Call!

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POP MUSIC REVIEWS

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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.

Brenda Lee, Decca DL 4684 (M); DL 74684 (S)

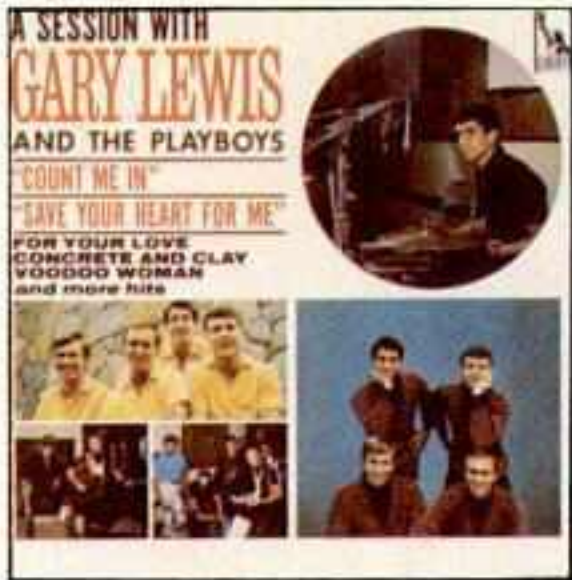
Miss Lee displays her boundless versatility for equal feel of today's pop music as well as the evergreens in this well balanced program. This package should spiral to the top of the LP charts. Standouts include "Too Many Rivers," hit, and an exciting version of "Hello Dolly!" "Whispering" is done in crisp, fresh style.



POP SPOTLIGHT

A SESSION WITH GARY LEWIS AND THE PLAYBOYS, Liberty LRP 3419 (M); LST 7419 (S)

Combining two of their single hits "Count Me In" and "Save Your Heart for Me" in this package ensures an instant LP chart winner! They perform exciting interpretations of other recent hits such as "Concrete and Clay" and "Walk Right Back." Arrangements of Leon Russell and the production of Snuff Garrett deserve a bow.



POP SPOTLIGHT

TRY TO REMEMBER

Brothers Four, Columbia CL 2379 (M); CS 9179 (S)

The rich, smooth blend of voices once again top themselves in this program of intriguing performances. The title tune, "What Now My Love" and "The Song From Moulin Rouge" are freshened in shimmering arrangements and performed with warmth and tenderness. Humor runs rampant through "Gimme That Wine."

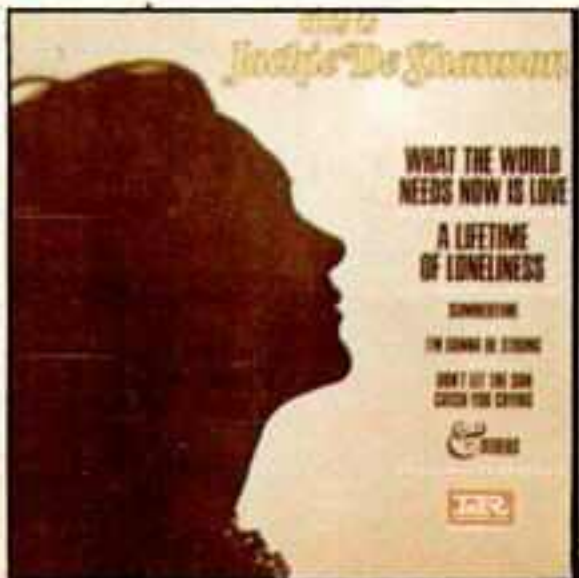


POP SPOTLIGHT

HOLD ME, THRILL ME, KISS ME

Mel Carter, Imperial LP 9289 (M); LP 12289 (S)

Based upon his recent hit single, "Hold Me, Thrill Me, Kiss Me," this album of pop blues ballads and exciting rhythm blues will have no trouble reaching chart heights. Program is full of variety. The swing arrangement of "High Noon" by Nick De Caro is first rate.



POP SPOTLIGHT

THIS IS JACKIE DE SHANNON, Imperial LP 9286 (M); LP 12286 (S)

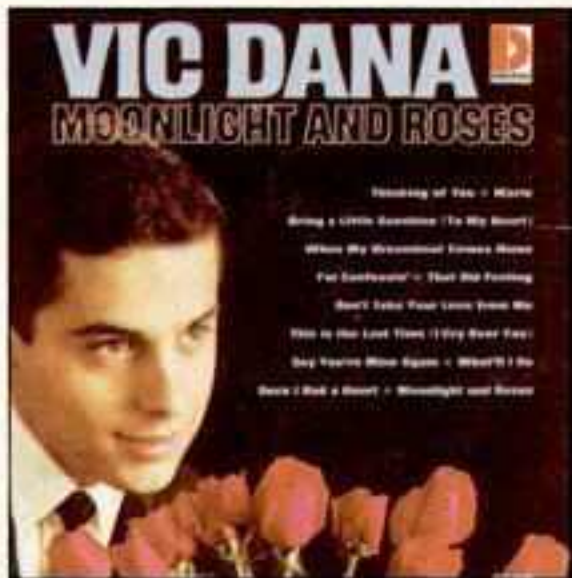
Based upon her smash singles hit, "What the World Needs Now is Love" and her current hot contender, "A Lifetime of Loneliness," this powerhouse album can't miss. In addition to the two hits, standouts include "Hello and Goodbyes" and a soulful, wailing blues reading of "Don't Let the Sun Catch You Crying."



POP SPOTLIGHT

NERO GOES "POPS" Peter Nero/Boston Pops Orch. (Fiedler), RCA Victor LM-2821 (M); LSC-2821 (S)

The meeting of two musical giants performing the all important Gershwin music results in a brilliant program, combining the lush classical strings of the Boston Pops and the piano wizardry of Nero. The much recorded and performed material takes on new meaning via these creative arrangements that sparkle.



POP SPOTLIGHT

MOONLIGHT AND ROSES, Vic Dana, Dolton BLP 2036 (M); BST 8036 (S)

In his highly successful vocal styling, Dana offers a program of standard material done in today's hit arrangements, featuring the Dana hit "Moonlight and Roses." A commercial chart contender, the LP contains such greats as "I'm Confessin'," and "What'll I Do" which are given imaginative arrangements by Tommy Oliver.



POP SPOTLIGHT

BABY, I'M YOURS, Barbara Lewis, Atlantic B110 (M)

Encompassing her three hits of the past two years "Baby I'm Yours," "Puppy Love" and "Hello Stranger" in one package ensures hefty play and sales for this hot chart contender. The soft sell, easy-go lyric feel of the talented singer-composer is effective throughout the blues-oriented program. "Snap Your Fingers" is a prime example of her smooth rhythmic style.



POP SPOTLIGHT

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

Containing both her single record hits "Yes I'm Ready" and "Sad Sad Girl," the new song star from Philadelphia has a winner in this package of soulful blues performances. She has her own effective way with a song, proven in such selections as "Trouble Child" and "You Got What Takes." Another standout, "Come See About Me" has singles possibilities.

POP SPOTLIGHT

THE NEW LIMELIGHT, Frank Chacksfield and His Orch., London LL 3431 (M)

With sparkling arrangements by Roland Shaw, the ork performs the classic "Scarlet Ribbons" in today's pop market vein and yet retain all the sensitivity and pliancy of the folk-flavored tune. Cole Porter's "Night and Day" and "In the Still of the Night" take on the newness of a current pop ballad via these lush string interpretations.



POP SPOTLIGHT

COMIN' THROUGH, O'Jays, Imperials LP 9290 (M); LP 12290 (S)

Featuring three of their hits, the Canton, Ohio group can't miss spiraling up the LP chart with this hot package. "Lipstick Traces," "I Cried My Last Tear," and "Lonely Drifter" insure the sales, while their new single, "Let It All Out," also featured, adds extra potency. The group is equally at home with hard driving rock or the soulful blues in this well produced LP.



POP SPOTLIGHT

ROGER WILLIAMS—SUMMER WIND, Kapp KL 1434 (M); KS 3434 (S)

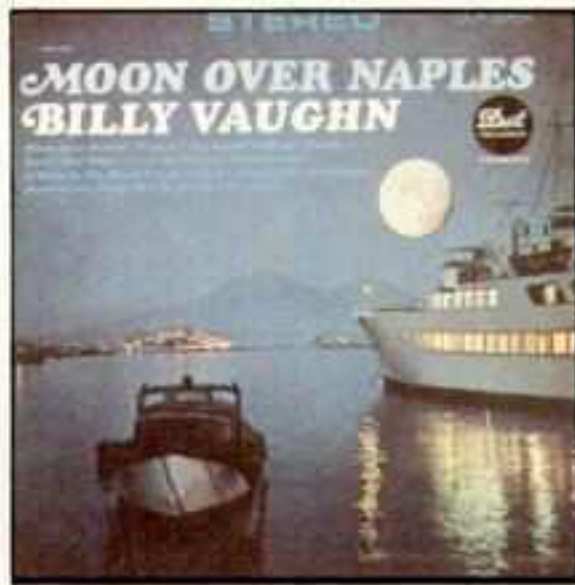
The genius of the keyboard offers an artistic and commercial program of popular hits adapted to the unique, rich Williams' style. Backed by the chorus of Harry Simeone on some selections and the orchestra of Ralph Carmichael on others, the album is brilliant showcase for Williams. "Summer Wind" is featured as is an outstanding version of "Yellow Bird."



POP SPOTLIGHT

MOON OVER NAPLES, Billy Vaughn, Dot DLP 3654 (M); DLP 25654 (S)

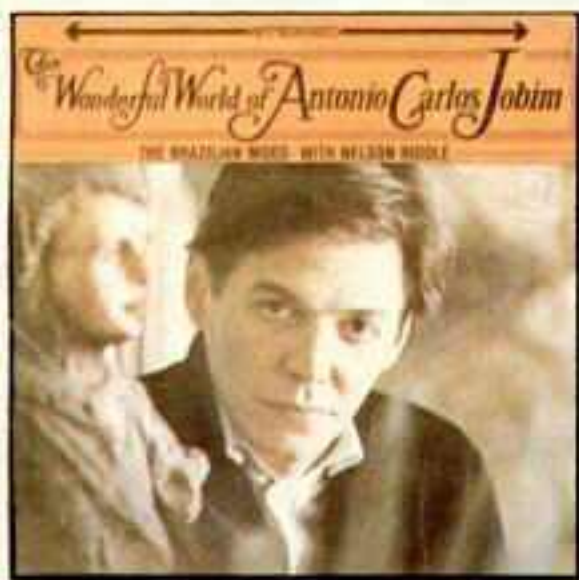
With the exciting sound of the big band era, the Billy Vaughn Orchestra cleverly interprets a dozen popular hits. Arranger Jerry Gray from the Glenn Miller days deserves a bow for these creations as do Mill Rogers and Vaughn himself for the current pop sounds.



POP SPOTLIGHT

BRITISH GO-GO, Various Artists, MGM E 430 (M); SE 4306 (S)

Five top groups in England's pop market combine talents on this exciting rock package. Featuring the "Animals" and Herman's Hermits, the package is given a great commercial boost by such hot single hits as "Wonderful World" and "Hour of the Rising Sun." "Mrs. Brown, You Got A Lovely Daughter," smash hit by Herman's Hermits, is also featured.



THE WONDERFUL WORLD OF ANTONIO CARLOS JOBIM, Warner Bros. W 1611 (M); WS 1611 (S)

The noted composer of "The Girl From Ipanema" and "One Note Samba" creates an exciting Brazilian mood as he sings and plays an entire program of his material, with tremendous support of the lush Nelson Riddle Orchestra. An intriguing "Dindi" is another standout.



C'MON AND HEAR DELLA REESE!, ABC-Paramount ABC-524 (M); ABCS-524 (S)

The dynamic stylist makes a tremendous impact with this, her debut album on the ABC Paramount label. In her own distinctive and gospel-oriented sound she puts powerful drive and feel in ever popular evergreens such as "Home," "My Devotion" and "It's Magic." Featured is her recent singles success "After Loving You."



BLUE SPOTLIGHT PASTEL BLUES, Nina Simone, Phillips PHM 200-187 (M); PHS 600-187 (S)

One of the most moving and dramatic collections of Simone performances on record. She runs the gamut of folk-blues from the down home feel of "Nobody Knows You When You're Down and Out" to a distinctive and unique version of the Billie Holiday classic "Strange Fruit." A 10-minute production of "Sinner Man" is worth the price of the album.



RHYTHM AND BLUES SPOTLIGHT PAPA'S GOT A BRAND NEW BAG, James Brown, W-938 (M)

The dynamic, wailing, soulful style of Brown that put his "Papa's Got a Brand New Bag" way up both the r&b and pop singles chart will have the same impact on the LP market via this powerful package. "This Old Heart" and "Baby You're Right" are movers with singles potential.



CLASSICAL SPOTLIGHT VERDI: LUISA MILLER, Various Artists/RCA Italiana Opera Orch. and Chorus (Cleva), RCA Victor LM-6168 (M)

Miss Moffo's superb and moving portrayal of Luisa leads this perfectly-cast group of artists. Bergonzi's "Quando le sere al placido" is a standout. Veteran conductor Cleva distinguishes himself.