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Billboard

The International Music-Record Newsweekly

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

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Tryout Troubles Plague B'way-Bound Musicals

By MIKE GROSS

NEW YORK — The road to Broadway for this season's new musical has been quite shaky so far. The musicals in out-of-town tryout have been going through major upheavals or, as in the case of "Hot September," has decided not to try for Broadway at all.

"Hot September," the Kenneth Jacobson-Rhoda Roberts musicalization of William Inge's "Picnic," closed in Boston last Saturday (9) after a three-week run. It represents a loss of more than $400,000. RCA Victor was to have recorded the original cast album.

The other Victor property, "On a Clear Day You Can See Forever" with a score by Alan Jay Lerner and Burton Lane, had a major cast change in Boston last week when John Cullum took over Louis Jourdan's co-starring assignment opposite Barbara Harris. The show, however, is still scheduled to open on Broadway as originally planned on Oct. 16.

"Skyscraper" Delayed

"Skyscraper," the Jimmy Van Heusen-Sammy Cahn musicalization of Elmer Rice's "Dream Street," is also having its tryout troubles. Victor Spinetti, who

(Continued on page 12)

A New, Lively Art: Covers in 3-D

By ELIOT TIEGEL

HOLLYWOOD — Dimension 70, a new series presenting three-dimensional album covers, will be unveiled by Hanna-Barbera Records Oct. 25. The revolutionary photographic process has been secured by the fledgling company from Depth Perception Advertising of Los Angeles for use exclusively with cartoon character art.

The initial Dimension 70 LP spotlights "Gunfighters of the Old West" starring Quick Draw McGraw and covering such desperados as Jesse James, Billy the Kid, Wyatt Earp and the famous Battle at the O.K. Coral.

As far as H-B's general manager Don Bohanan knows, the record company is the only American manufacturer signing a contract with Depth Perception for use of its three-dimensional photo process. Bohanan believes the unique eye appeal of the albums will cause excitement with consumers and open a new vista for LP merchandising. All 3-D photos will be in four-color processing.

The LP's will retail for $2.49 in both mono and stereo. If the first LP is successful, the company hopes to release all future product not yet in production in the 3-D process. H-B's deal with the company is a guarantee to use the process on its packaging whenever possible. Depth Perception controls all pre-production processes, including shooting the 3-D pictures with its revolutionary camera and all printing of the photo.

Minimum LP Run

Because of the expense of printing 3-D covers, H-B is obligated to a minimum LP run of 50,000 copies. The expense of going 3-D is "three times the normal expenditure for printing a regular album," according to Bohanan. The company also envisions using the process for such by-products as books, toys and games.

The 3-D photo is plastic laminated and placed on a regular piece of paper which goes into an 8x10 area on the jacket's front. The 3-D picture is as thick as an index card. This photo is affixed to the cover in such a manner as to allow for removal. A black and white shot of the 3-D artwork is printed in the area covered by the 3-D shot.

The label is having 500 jacket proofs sent to its distributors Oct. 18 along with information about the process and tips for enthusing dealers about the new product. Three self-contained merchandisers are being built

(Continued on page 10)

RCA Red Seal In Sales Spurt

NEW YORK—Sales of RCA Victor's Red Seal line for the first nine months of 1965 are rolling ahead of the take during a similar period last year by 39.6 per cent. The upbeat is attributed to such factors as a broadening of the scope of the Red Seal repertoire, the addition of new artists and a "return to price stability" which went into effect the middle of last year but really started showing results in 1965.

The broadening of the repertoire has been developed along several lines. Over the past year Red Seal has opened an area of pop-classical records which has seen the teaming of Arthur Fiedler and the Boston Pops Orchestra with Al Hirt, Allan Sherman and Peter Nero. And

(Continued on page 55)

MPHC Hums With Business

By PAUL ACKERMAN

NEW YORK — Music Publishers Holding Corp. has had the greatest year in its history. This is realized by tradesters close to the publishing scene, and is confirmed by MPHC President Victor Blau, who has led the company to an unprecedented spurt of current activity. This activity, with particular reference to the folk and pop fields, has added measurably to the normal income accruing from the great standards in the catalog.

The record speaks for itself. In the last four months MPHC has had 17 songs on the Hot 100, and recently it has had as many as eight songs on the chart at one time. Two of these, "Mr.

(Continued on page 3)

TONY ORLANDO has the biggest hit of his star-studded career with his new single, "Think Before You Act" (Atco 6376). The record, produced by Teddy Randazzo, is getting action throughout the country, and has resulted in a flock of bookings on TV shows for the exciting young singer. (Advertisement)

THE BLACKWOOD BROTHERS QUARTET, RCA Victor's top-selling gospel group, is riding high with its new RCA Victor album (LPM/LSP-3439), featuring baritone Cecil Blackwood. The Blackwoods are hosts to the National Quartet Convention meeting in Memphis this week. (Oct. 14-17). (Advertisement)

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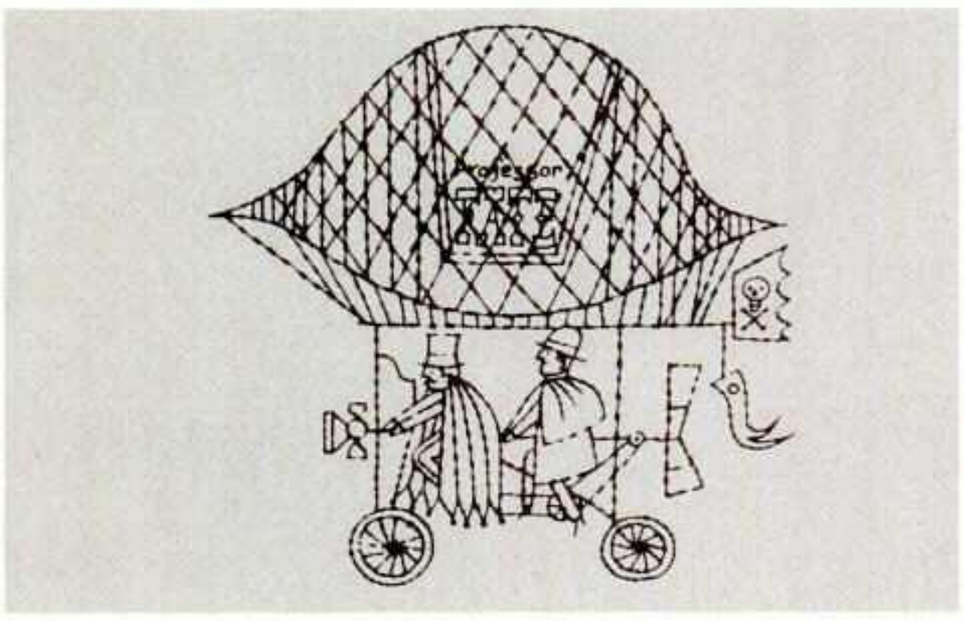
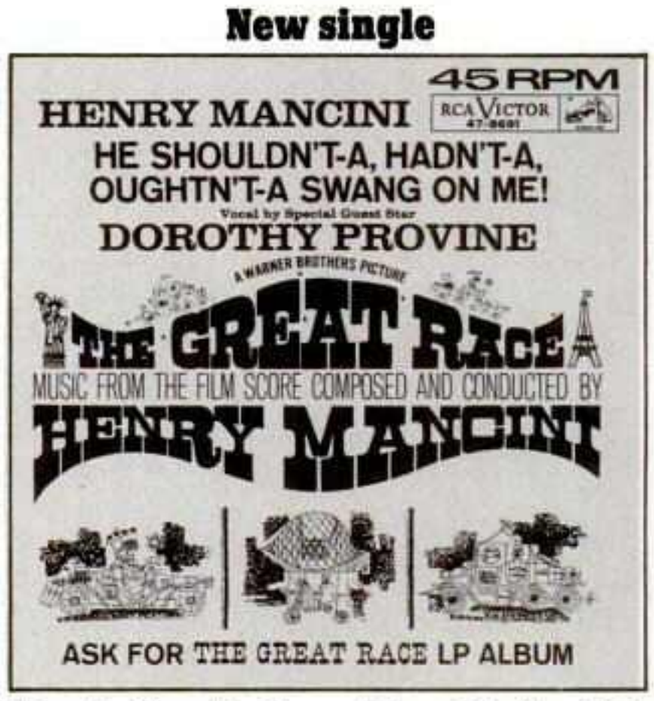
MANCINI'S ON THE MOVE

with both sides of a single from his hit film score album "THE GREAT RACE."

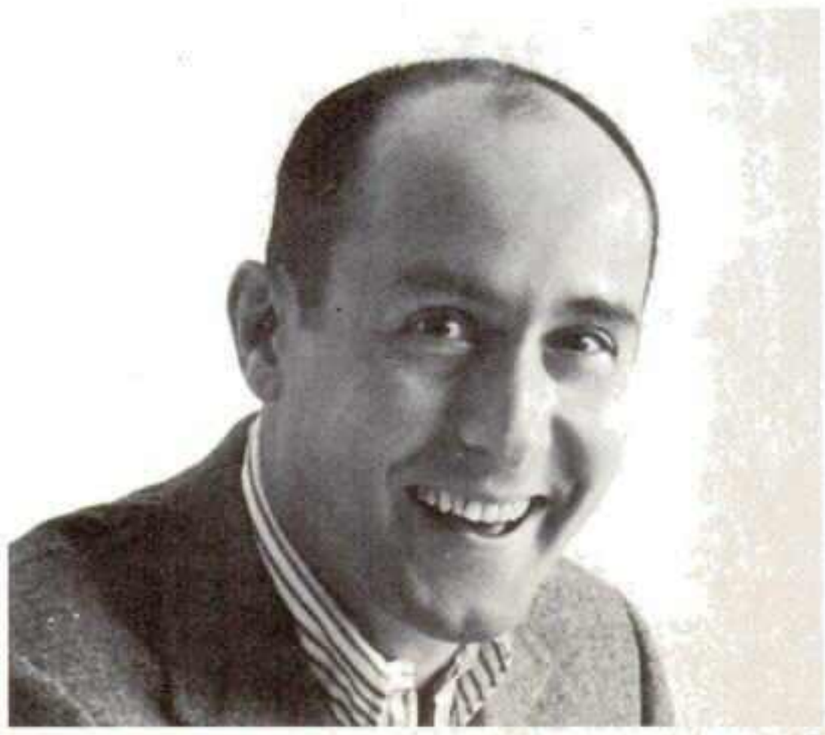


New single



"Push the Button, Max!" c/w "He Shouldn't-A, Hadn't-A, Oughtn't-A, Swang on Me!" #8691

Big new album LPM/LSP-3402



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20th Realigns Staff; Bows a Budget Line

NEW YORK—Along with a major staff retrenchment, 20th Century-Fox Records is launching a new budget record line—Movietone Records. The retrenchment comes on the heels of the loss of Mary Wells, slated to sign with Atlantic Records.

In single records, Mary Wells was the label's biggest artist, though she did not have a big hit this year. The only hit single record by the label so far this year was by Dickie Lee from a master picked up from the Hall label. However, a recent release by Lee failed to climb out of the bottom of Billboard's Hot 100; it dropped off the chart this week.

Promotion men Doug Moody and Al Calder left the firm a couple of weeks ago. Juggy Gayles, brought in by management to organize the budget line, left last week to handle album promotion for Atlantic Records.

20th Century-Fox replaced these men with Phil Picone, who'll be in charge of national promotion and co-ordinate single activity. Picone was formerly in charge of sales at Roulette Records. He'll also handle sales of the budget line. Chris Saner remains as national sales chief.

The budget line will reach distributors in the next two or three weeks. First product wave will include nine albums by nine artists, including Al Martino, George Gershwin, Tony Martin, Shirley Temple, Tommy Dorsey, Glenn Miller, Lena Horne, Neil Hefti and Hugo Montenegro featured on a "Velvet Strings" album. Covers for the albums were designed by Jack Lonshein. The Movietone Records line is expected to retail for about $1.98.

Capitol Enters the Movie Arena

HOLLYWOOD — Capitol Records has formed Tower Pictures, Inc., to develop full-length motion pictures for "appropriate" artists. Alan Livingston, Capitol's president, has been named head of the new subsidiary which is entering into a joint venture with Steve Broidy, formerly president of Allied Artists for the debut film. Broidy will handle all production on the project which stars the Beach Boys.

There will be no formal staff for Tower Pictures at first, Livingston explained. "I can tell you better about the future of Tower Pictures in six monhs." Tower hopes to have its Beach Boys film in production by Jan. 1. Livingston revealed the film—for which there has not yet been a script developed nor any contracts signed—will be a "moderate priced" budgeter in color. Production costs are estimated at $500,000.

To Do Track LP

Capitol will record the soundtrack LP, but music publication has not yet been set.

The first picture will not fall into the established beach party, bikini-clad beauties type of picture which American International has been so adept at creating and thus dominating his area of picture making.

The label's top money-making group, the Beatles, have had two smash films based on clever, witty material, with resounding soundtrack sales for the "Hard Day's Night" LP (on United Artists) and the current "Help" package on Capitol.

Often rumored as a candidate for motion picture production, Capitol formed the film wing to provide "additional penetration" for its artists and as a diversification move, according to Livingston, a former NBC-TV Coast program director.

The Beach Boys were chosen as the first stars because they are the label's hottest American act. The teen-age area is the logical place for the films to concentrate on, the president explained, because their careers are built up faster on records than the adult-type artists.

"The record business has been instrumental in building top teen personalities who have also developed picture potential," Livingston explained. He did indicate that Tower Pictures would also consider using other than teen-oriented personalities.

He cited the company's move into films as reversing the normal procedure of picture companies going into the record business. He said picture exposure was an important adjunct for an artist.

Wasn't television alone a sufficient exposure outlet? Not really, Livingston answered, because acts usually go on TV as guest stars, which isn't the same thing as receiving top billing in a full-length film. A TV series tends to tie the artist down, Livingston feels. "A picture career is more in their interests."

WJJD Format Boosts Country

By RAY BRACK

CHICAGO—The big story in radio this year—especially regarding record sales—has to be the success of WJJD here with its country music format. Not only has the station received unqualified acceptance by the market and proved a tremendous impact to country music record sales, but WJJD has been a springboard and guiding light for the launching of other country music formated radio stations around the nation. The latest Billboard Radio Response Rating survey of the Chicago market showed that 89 per cent of the record promotion men, dealers, record executives, rack jobbers, and one-stops felt WJJD was the big influence on sales of country music records. Name any record company that turns out country music product and they'll point to a huge increase of record sales in the area.

WJJD went country music last Feb. 15, following fluctuations in format that had even the station challenge — unsuccessfully — top 40 formated WLS. At the time of the spring switch, the station was zero in the market per Pulse and Hooper. Today, WJJD is ranked fourth in its eight-county primary market area (it's 50,000 watts are actually picked up in 40 states) and in certain time slots has shouldered into third place.

Since the WJJD switch to country music, record distributors and dealers have been hit with an unprecedented country product demand. The WJJD

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U.K. TV Shots For Protesters

HOLLYWOOD—Barry McGuire is scheduled for six United Kingdom TV shows and P. J. Sloan three during the Dunhill duo initial trip to Europe commencing Oct. 10. McGuire will preview the single "Child of Our Times" backed with "Upon a Painted Ocean" and Sloan will promote his disk of "Sins of a Family."

McGuire is slated for the following English TV shows: "Seen at the 630," "Disc a Go-Go," "Top of the Pops," and "Ready Steady Go." Sloan will join him on the last two and on the Irish program "Late, Late Show." They both are tentatively penciled in for "On the Braden Beat," a lively discussion-talent program in London.

Dunhill Records executives Lou Adler and Jay Lasker will accompany the pair with Adler recording an Italian version of McGuire's "Eve of Destruction" hit in Rome. Michael Julio Rapetti, the noted Italian lyricist, is working on the song.

Lasker is scheduled to meet

(Continued on page 12)

Capitol Latest Out of Disk Business Shell

NEW YORK—Capitol Records' move into feature film production (see separate story) spotlights anew the fact that a large record company no longer exists in a record business vacuum.

Capitol Records now joins an already large and seemingly growing list of disk firms with ties to other show business media. For example: RCA Victor is allied to NBC; Columbia Records to CBS; Decca to Universal - International Pictures and Music Corp. of America; MGM Records to Metro - Goldwyn Mayer; Warner Bros.-Reprise to Warner Bros. Pictures; Dot Records to Paramount Pictures; 20th Century-Fox Records to 20th Century-Fox Pictures; Colpix Records to Columbia Pictures; ABC-Paramount Records to American Broadcasting-Paramount Theaters; United Artists Records to United Artists Pictures, and even Jerry Blaine who runs the Jubilee label has taken a flyer into independent film production.

MPHC, Humming With Activity, Is Experiencing Greatest Year Ever

• Continued from page 1

Tambourine Man" by the Byrds and "Like a Rolling Stone" by Bob Dylan, have made No. 1. Eight others made the top 10. In addition, MPHC is coming up with new hits on old standards. An example is Al Martino's Capitol disk, "Forgive Me." Recently released, this is already showing strong activity.

Blau, in a recent interview, stated that in today's music business it was necessary to operate in a half dozen areas. His intent is to maintain MPHC activity in all of these: rock 'n' roll, folk, so-called pop, film music (including TV) and theater music. And lastly and very important is the educational field.

Folk Hits

One big reason for the current success of the MPHC operation is the firm's folk publications. As one executive stated: "Paper has been unbelievably strong in sales, especially such items as the Bob Dylan and Peter, Paul and Mary folios." An MPHC exec explained: "A Peter, Paul and Mary album spawns all sorts of paper, for instance, a folio for voice, piano and guitar. Then we publish the same 12 songs in a 'Peter, Paul and Mary Made Easy' edition for as many as 10 instruments. These latter are 10 separate books; then we also put out a Peter, Paul and Mary for three chords on guitar." He explained that the same publishing technique applies to Dylan albums.

Another MPHC technique was to take five Peter, Paul and Mary folios and combine them in a de luxe edition, selling for $5.95 as compared to $1.95 for one of the smaller books. This technique also applies to Dylan's works.

In addition to Peter, Paul and Mary and Bob Dylan, MPHC has under contract about 35 other folk writers, including such as Ian and Sylvia, from whom MPHC got "Four Strong Winds" and which secured about 75 recordings. From Sylvia, MPHC secured the current smash, "You Were on My Mind" by the We Five on the A&M label. The publishing firm also has Gordon Lightfoot, writer of the Peter, Paul and Mary hit of six months ago, "For Loving Me" and the act's current hit, "Early Morning Rain." Lightfoot, by the way, is the writer of "Ribbon of Darkness," a No. 1 country hit for Marty Robbins in June. And now Lightfoot has a big one himself with Bob Dylan's song, "Just Like Tom Thumb's Blues" on UA.

In earlier years MPHC used to issue folios on individual artists or writers. Today many compilations (in addition to individual folios) are issued. Several months ago, for instance, the firm figured it had a dozen blockbusters, such as "Blowing in the Wind," "Don't Think Twice," "Four Strong Winds," "Mr. Tambourine Man," etc. These were published in a book titled "Folk Today," with gratifying sales results. More recently MPHC put a new compilation today, "Folk Rock," mirroring this form of today's musical scene.

MPHC is also publishing the score for the upcoming Broadway musical "Skyscraper" and is also contemplating increased activity on the Nashville scene.

Nash. Columbia Will Host Guests of WSM 'Opry' Fete

NASHVILLE — Columbia Records will hold open house at its new, ultramodern recording studio at 804 16th Avenue, S., from 2 to 5 p.m., Oct. 22, for guests at the WSM "Grand Ole Opry" celebration.

The studio, finished Oct. 1, took six months to build and is the first phase of a major expansion. The second step, a two-story office building addition, will begin Nov. 1 and take about five months.

Cost of both additions will be $450,000, said Harold Hitt, manager of the studios. He said with the additions and existing studio and building, Columbia will have a $1 million investment at the site.

Columbia is retaining the studio originally built by Owen Bradley, head of Decca's Nashville operation, which was at first housed in a quonset hut. Hitt said the sound achieved in this studio was so superior that in recent years 35 of the top 50

(Continued on page 56)

Dean in Nashville to Tape Special

NASHVILLE—Jimmy Dean and the "Jimmy Dean Show" staff arrived in Nashville Saturday (9) to tape a special show Thursday (14) at which Billboard's 18th annual country music awards will be presented. The show will be aired next week (22) during the Country Music Festival.

Most of the artists nominated in the 13 categories are slated to attend the taping at the Grand Ole Opry House and then stay over for the Country Music Festival Oct. 21-23.

Also set to attend the taping were Hal B. Cook, Billboard publisher; Lee Zhito, editor-in-chief; Paul Ackerman, editor, and other Billboard representatives.

The five finalists in each award category were chosen by a poll of more than 200,000 listeners of leading country music radio stations all over the U.S.

Winners to be anounced on the Dean show were elected by ballot by several thousand Billboard readers.

The five finalists in each category:

FAVORITE MALE ARTIST: George Jones, Roger Miller, Buck Owens, Ray Price, Jim Reeves.

FAVORITE FEMALE ARTIST: Norma Jean, Loretta Lynn,

(Continued on page 56)

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KEY INSTRUMENT IN BLUES SOUND

Harmonica Is Getting More Than Lip Service From Record Artists

By CLAUDE HALL

NEW YORK—The Harmonica is being used by both pop and country music artists to develop a blues sound. Among the rock 'n' roll artists who rely heavily on the harmonica are Bob Dylan, Donovan, the Beau Brummels, the Animals, the Byrds, the Kinks, the Zombies, Herman's Hermits, the Rolling Stones, the Rascals, the Beatles, the Dave Clark Five, Jan and Dean, Johnny Rivers, Barry McGuire, P. F. Sloan and the Lovin' Spoonful. In most cases, the harmonica is amplified, creating a funky sound.

The list is growing every day. Paul Butterfield and his Blues Band just recorded for Elektra Records and the major instrument is an amplified harmonica. An official of Local 802 of the American Federation of Musicians, New York, said the harmonica is a recognized instrument and that the organization had a "dozen or so" players on its roster.

Sales Boom

As a result of all the pop record activity, harmonica sales are booming. M. Hohner, Inc., reports that sales are up more than 75 per cent over last year, and supervisor Galen Stion said that the hit records are largely responsible Most of the retail sales have been in New York city and on the West Coast. Chicago is also a leading city in sales. For the first time in 25 years, the firm reported, distributors are complaining about being out of harmonicas. Music Sales of Florida keeps its harmonicas locked in a steel cabinet now because of a tendency of the instruments to disappear from an open rack.

Ray Gilmore, a disk jockey of WIBG, Philadelphia, and a member of the Spokesmen, who recorded the hit "Dawn of Correction" on Decca Records, said he thought the harmonica was today's sound.

McCoy Most Recorded

Probably the most-recorded harmonica player is Charles McCoy of Nashville, who estimated that he's been on 500 records since arriving in the country music capital in 1961. In all, either as a harmonica, guitar, or vibes performer, he worked on 700 recording sessions since then—usually four sides to a session.

"I came to Nashville intending to sing and play guitar," McCoy said, "but when I got here I found there were so many great guitar players I was almost scared to death." He resorted to the harmonica, an instrument he'd been playing since eight years old. About 90-95 per cent of the records with harmonica that are recorded in Nashville feature McCoy. In 1962 alone, he worked on 182 recording sessions and 80 per cent of them as a harmonica player.

The first hit record he played harmonica on was "I Just Don't Understand," by Ann-Margret. A week later he backed Roy Orbison on "Candy Man." Perry Como's "Dream on Little Dreamer"—Como's first hit record in some while — featured McCoy's harmonica. He has been on too many country hits to list.

"I mainly like to play blues," McCoy said, "but I don't get much chance to play it here. They won't let me go off the deep end, though a lot of the stuff I play is certainly blues-flavored." He said he felt blues was "kind of leaking into the country field. All of the guitar players are slanting that way."

This Could Be the Year for Lehrer and 'Year That Was'

HOLLYWOOD—Tom Lehrer's comical involvement with the current protest movement in music is generating "Beatle-type action" in major markets, according to Reprise Records. After the label shipped dubs of the LP, "That Was the Year That Was" to key radio outlets two weeks ago, its distributors began to feel a rumbling for the LP. Label's New York distributor is quoted as ordering 10,000 copies last week.

Stations around the country are only playing certain of the tracks. A math teacher at Harvard, Lehrer sings sartorically about national brotherhood week, smut, pollution, WW III, Wernher Von Braun and the Vatican Rag. It is claimed Lehrer's intellectually zany jabs are appreciated by college-oriented persons and pseudo-hip teen-agers.

The comic's antics have reportedly caught the attention of Frank Sinatra who is interested in getting him TV exposure.

The Reprise LP is the third comedy package of a controversal nature to be released by a West Coast company. World Pacific with Dave Barbour's "It's Tough to Be White" and Capitol with Art Buchwald's "Sex and the College Boy" were the most recently released loaded comedy LP's. Radio play, if any, has been sparse for these products, while on the other hand, the stations continue to program protest songs done with a rock 'n' roll sound.

RCA Hitting New Levels

NEW YORK—Sales and earnings of RCA reached record levels in the third quarter and first nine months of 1965, it was reported by chairman David Sarnoff and President Elmer W. Engstrom. Profits after taxes in the third quarter of this year rose to 22 per cent to $22,300,000, as compared with the previous high of $18,200,000 in the same period of 1964. This is the 18th consecutive quarter in which profits improved over the similar period of the previous year. Earnings in the first nine months of 1965 amounted to $66,200,000, up 18 per cent over the previous record of $55,800,000 in the comparable nine months last year.

The statement pointed to continuing profit improvement and substantial sales increase by the RCA Victor Record Division, among other segments.

Ford Seen Shoo-In as GMA Chief

By ELTON WHISENHUNT

MEMPHIS—Tennessee Ernie Ford is likely to be elected first president of the Gospel Music Association in Memphis this week (16) during the 10th annual National Quartet Convention.

Don Light, temporary chairman of GMA, and James Blackwood of the Blackwood Brothers Quartet and president of the National Quartet Convention, said they had asked Ford to serve as first chairman of GMA and Ford had agreed to serve if elected.

With Ford's name to be put forth as a candidate for president by GMA leaders, it is unlikely any other candidate would be nominated and Ford would be elected unanimously.

GMA bylaws provide that officers be elected by the directors. The 18 GMA directors will be elected by the membership Friday (15).

Blackwood said Ford was asked to serve as first GMA president because of his contribution over the years to gospel and sacred music.

Met With Ford

Blackwood and Light met with Ford in Memphis two weeks ago when Ford was here to perform at the Mid-South Fair. Ford is not expected to attend the National Quartet Convention this week because of prior commitments.

The GMA was organized last year with a board of 18 directors to guide it during its first year. The directors are all leaders in various fields of the gospel music industry.

The National Quartet Convention gets under way Thursday (14) at Ellis Auditorium and will continue through Sunday. It is the largest gospel music event of the year with more than 50 gospel quartets participating. It also draws publishers, composers, agents. More than 25,000 fans are expected during the four days.

Closely Related

While the National Quartet Convention and Gospel Music Association are separate bodies, they are closely related and the GMA election is set during the convention because almost all gospel music leaders will be at the convention.

Other GMA officers to be elected are:

First, second and third vice-presidents, treasurer, assistant

(Continued on page 12)

RCA to Track Davis Movie

NEW YORK— The soundtrack album rights to "A Man Called Adam," a move about a jazz musician to be produced by Sammy Davis in conjunction with Joseph E. Levine, is expected to go to RCA Victor. The film, which will also star Davis, will start shooting in New York next month. Davis already has written two songs for the film.

Davis, who returned to his starring role in the Broadway musical "Golden Boy" Wednesday (6) after a little more than a week's rest on doctor's order, is adding another Charles Strouse-Lee Adams song, "Yes, I Can" to the show. The song, incidentally, has the same title as his recently published autobiography. Davis also cut the tune for release on the Reprise label.

DEAN BOOKED FOR '66 FAIR

COLUMBUS, Ohio — Gov. James A. Rhodes announced Saturday (4) that Jimmy Dean, who attracted more than 75,000 to four performances during two days of the 1965 Ohio State Fair, a record, has been inked for two shows daily on Sept. 3, 4 and 5 at the 1966 Ohio State Fair.

Bob Hope will also appear at the Fair. The Ohio State Fair, an 11-day exposition this year, will probably open one day earlier in 1966, Aug. 25, closing Labor Day, according to State Fair Manager E. J. (Jeff) Keirns.

Revere Inked By Dick Clark

HOLLYWOOD—Paul Revere and the Raiders, an American rock 'n' roll group, has been signed to a two-year pact with Dick Clark Productions for personal appearances, films and TV.

The pact allows the quintet to accept outside engagements but the brunt of its activity will be under Clark's aegis. Coincidental with the group's signing with Clark, its Columbia single of "Steppin' Out" is climbing Billboard's "Hot 100" chart.

As a result of the group's contract with Clark, Revere and Roger Hart, the Raider's manager, formed a production company to co-ordinate all their activities from offices in Clark's Sunset Strip headquarters. Their first venture is an Eastern tour from Nov. 5-28 to star the Raiders, England's Donovan, the We Five and Bo Diddley.

The Raiders' price for a one-nighter has jumped into the $4,000 - $5,000 bracket. The group has TV bookings on "Hullabaloo," "Tonight" and "The Merv Griffin Show." There is a possibility the group will play for the Job Corps and the USO.

'Pope' Price Cut

NEW YORK — Audio Fidelity's "Pope Paul in America" album, originally set to list for $3.79, has been reduced to $1.98 according to Herman Gimbel, label president.

Gimbel explained that because no studio costs were involved in the recording, and because no talent costs or royalty payments are required, the label is able to fix a $1.98 list and show a profit.

One side of the album is the "Mass for Peace," while the other side is a report of the Pope's United Nation's address and the activities surrounding his visit.

U.K. Decca Profits Hit High

By CHRIS HUTCHINS

LONDON — Greatly improved disk sales considerably helped British Decca to reach an all-time profits peak of $11,029,200 last year, reports chairman Sir Edward Lewis.

Decca's 1963-1964 profit was $7,336,000, and Sir Edward has hinted that this year's results could maintain the upsurge in business.

Shareholders' dividend for the year totaled 44 cents a share, an increase of nearly 10 cents.

The disk business accounted for just under half of Decca's group sales; the company had a notably improved share of the hit parade in the year with comparative newcomers like the Rolling Stones, Tom Jones and Marianne Faithfull.

This compares similarly with EMI's recent report which also declared that something like half its business was in records. However, Decca has still to match EMI's 5.9 per cent yield at $3.5, but EMI selling at over 12 times earnings, Decca at last has a clear edge there.

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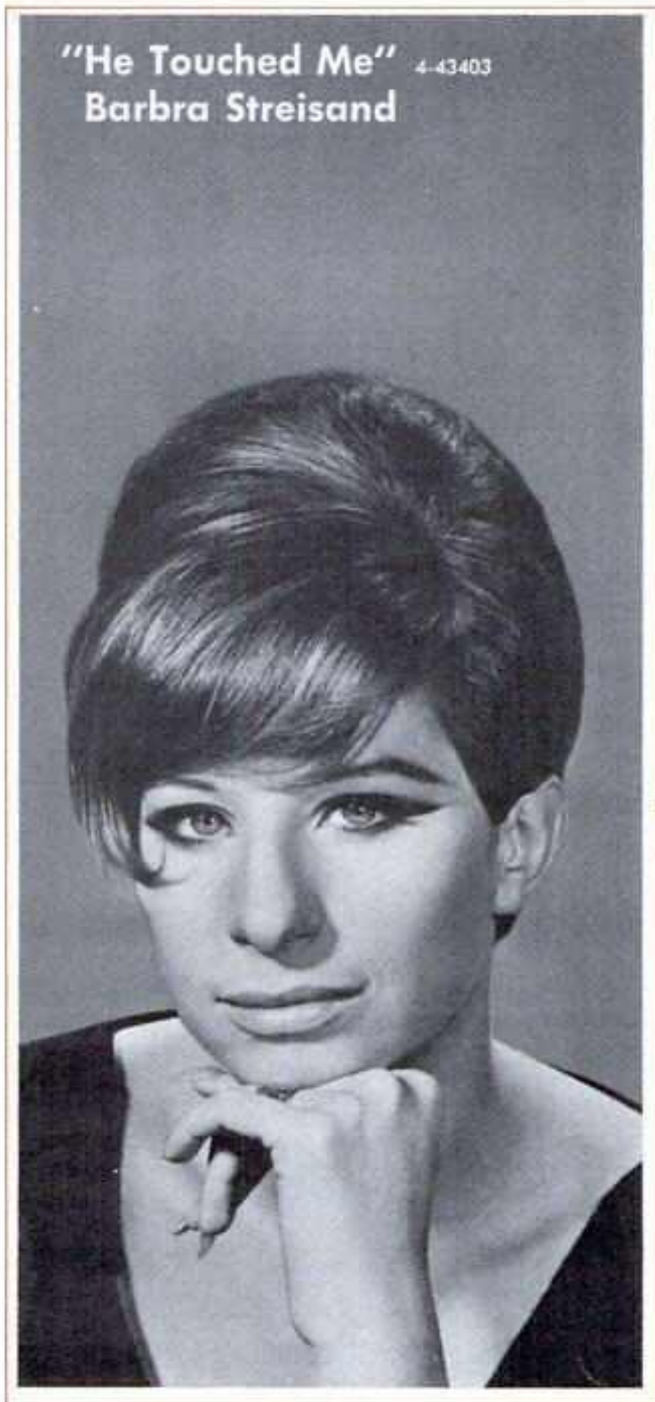

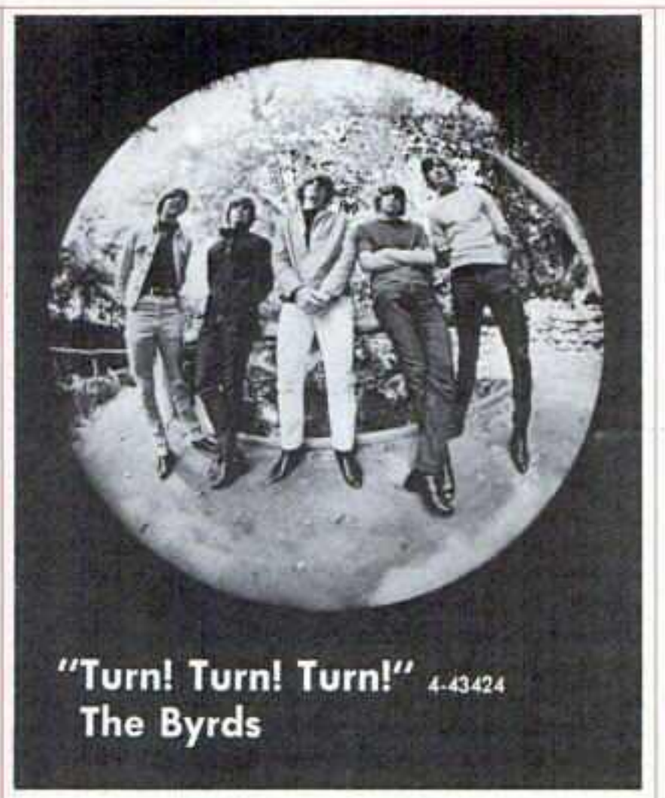

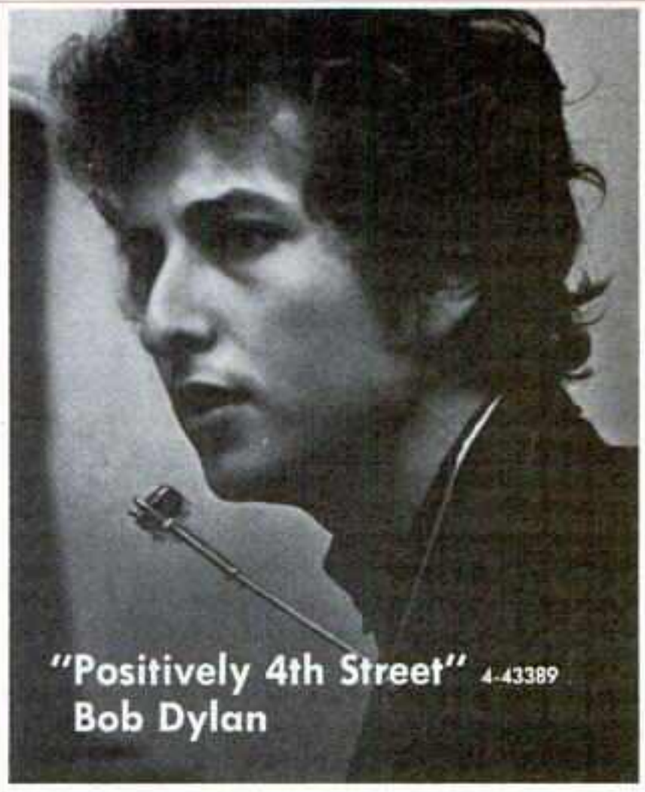

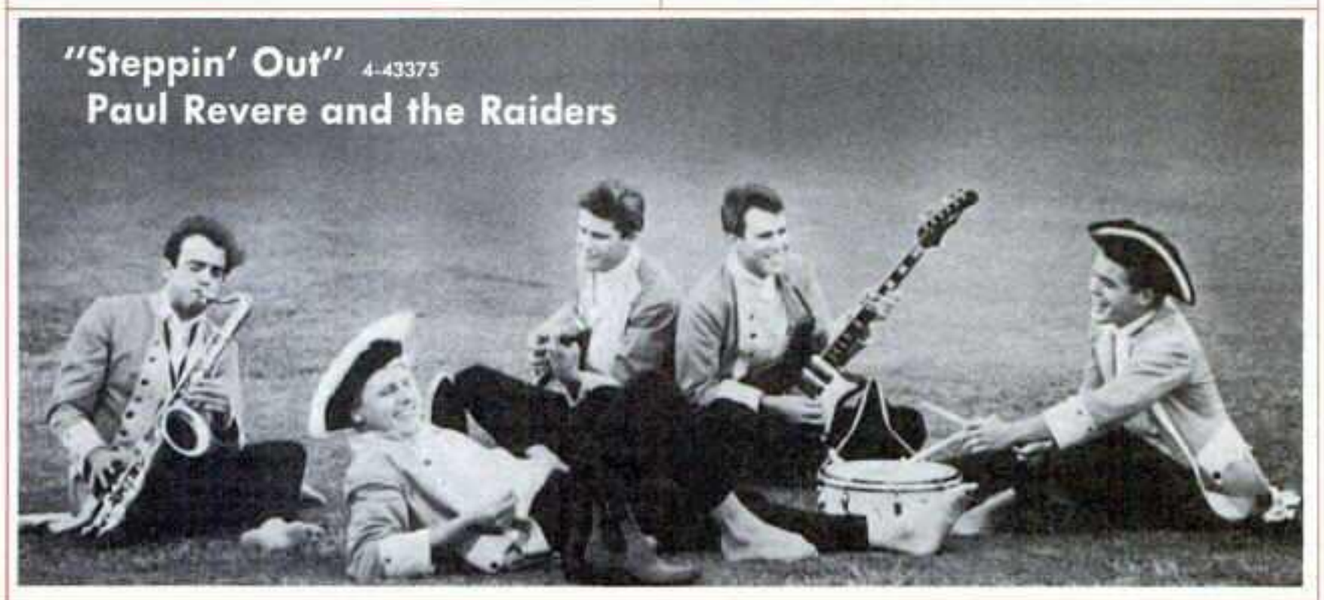

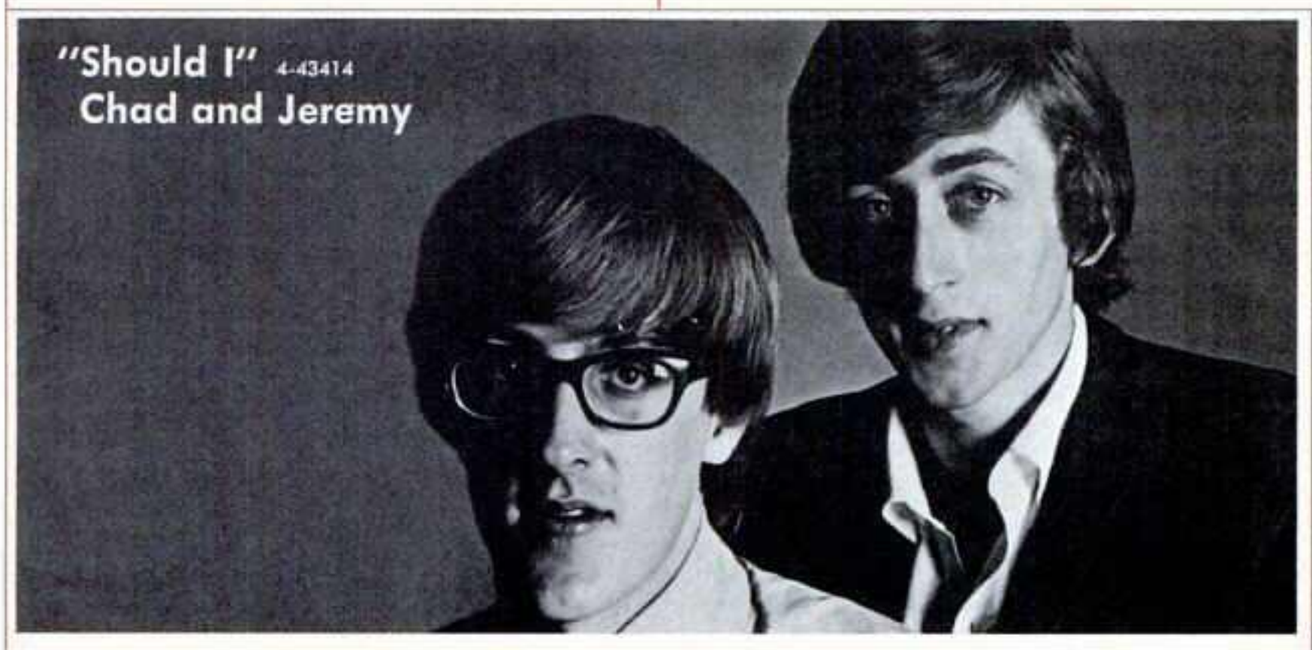

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Col. Artists Blanket Television Season

NEW YORK—Columbia Records artists will be stampeding the TV circuit this season. In weekly shows of their own, a flock of the label's artists will be appearing as guest stars.

Set for guest appearances are the Byrds on "Hullabaloo" (Oct. 20); Eydie Gorme on various programs of "The Steve Lawrence Show"; Robert Goulet on "The Dean Martin Show" (Oct. 21), "The Ed Sullivan Show" (Dec. 19), "The Red Skelton Show" (Jan. 11), "The Danny Kaye Show" (March 2); Mel Torme on "The Jackie Gleason Show" (Nov. 20); Jerry Vale on "The Ed Sullivan Show" (Nov. 14 and Jan. 16) and "The Jimmy Dean Show" (Dec. 10), and Jimmy Dean Show (Nov. 19).

Columbia artists with TV specials are Barbra Streisand on CBS Oct. 20 and Robert Goulet on CBS Nov. 25. Also getting TV exposure are Jim Nabors who plays the title role in the "Gomer Pyle" series; Jack Burns, who is on "The Andy Griffin Show"; and Avery Schreiber, who is in the "My Mother, the Car" series.

Other Columbia artists in co-starring roles include new vocalist Linda Gayle, who appears regularly on the "Jimmy Dean Show"; pianist Dave Grusin, a featured guest of Andy Williams, and Skitch Henderson, who leads the orchestra on Johnny Carson's "Tonight" show.

In addition, conductor Leonard Bernstein will again present a series of "Young People's Concerts" (Oct 30, Nov. 20, Dec. 18 and Feb. 19. Also, Sir John Geilgud will perform a CBS special, "Ages of Man," sometime later this season.

Galaxies IV Take 'Rn' Fest in N. J.

LAMBERTVILLE, N. J.—The Galaxies IV of Trenton, N. J., won the First Annual Rock 'n' Roll Olympics here Labor Day (6) at St. John Terrell's Music Circus. First prize included $1,000, a TV appearance, recording contract, and agent representation by Associated Booking Corp.

The group, composed of Chris Holmes, Charles Brody, Allan Fowler and Len Demski, already has a record just released on the Mohawk label—"Don't Let Love Look Back," plus "Till Then You'll Cry" on Veep Records. During the summer the group performed 40 times at the World's Fair, including eight times at the New Jersey Pavilion for which they received special thanks from N. J. Gov. Richard J. Hughes. It was inadvertently reported that the rock 'n' roll contest had been won by the Rubytones.

SELLING'S THE THING

Pope's Visit Sparks Sales Derby by 4 Disk Concerns

NEW YORK — The four-company race of recordings of Pope Paul's visit to New York will probably be won by the firm with the best distribution, the heftiest advertising budget and the most aggressive sales force. The selling techniques become the foremost factor because the four recordings virtually cover the same ground and each, in its own way, captures the impact of the historic occasion.

In the stores only three days after the Pope's visit were: Columbia's "His Holiness Pope Paul VI Mission to America, October 4, 1965" (XX2); MGM's "An Historic Occasion Pope Paul VI Visits New York City October 4, 1965" (E-433-D); Amy's "Pope Paul VI First Visit to the Americas" (8009) and Audio Fidelity's "Pope Paul in America" (AFLP 2152).

Each picks up with good audio fidelity the key speeches made by the Pope during his New York mission. Included by all are the addresses made on arrival at Kennedy Airport, at the United Nations, at the Mass for Peace at Yankee Stadium, and at departure. MGM's disk starts earlier than the others with a pickup from the airport at Rome before the Pope left for the U. S. but it's a bonus of questionable value.

Historic Import

Of historic import are the speech at the U. N. and the Mass at Yankee Stadium and both are captured to the fullest on the Columbia disk. Columbia also has narration by Harry Reasoner, who was seen by millions on the CBS-TV coverage of the event and the association should work in the disk's favor. Audio Fidelity's edge in the race is that its package is priced lower than the others.

But no matter how the sales tally goes, the recordings are a historical effort of which the industry can be proud.

MIKE GROSS

Top Performers at Edison Awards

AMSTERDAM—The 1965 International Edison Awards were presented Oct. 2 to Alice Babs, Svend Asmussen, Ester Ofarim, Franck Pourcel, Oliver Nelson, the Beatles, Leo Ferre and Joan Baez. Holland artists receiving awards were Willeke Alberti, Louis van Dijke, ZZ and the Masks and Toon Hermans.

Presentation of the awards were made during the annual Grand Gala Du Disque at the Congress Building here. The event, which attracted a large number of international and Dutch artists, was broadcast by radio and TV in Holland and Belgium. Among the artists who attended the show were Alberti, Dave Berry, Cilla Black, Sounds Incorporated, the Caravelles, Dalida, Louis van Dyke Trio, the Everly Brothers, Wayne Fontana and the Mindbenders, Claude Francois, Trio Hellenique, Grethe Ingman, Wanda Jackson, Renate and Werner Leismann, Vera Lynn, Enrico Macias, Wencke Myhre, Esther Ofarim, Rita Pavone, Ronny and Tio Rangers, the Scorpions, the Supremes, Les Surfs, Lucille Starr, Unit 4 Plus 2, ZZ and the Masks and the Frans Kok Orchestra with the dance group of the Silhouettes.

Among the judges who decided on the winners were Willem Duys, Ton van der Horst, Lex Karsemeyer, Jan Koopman, Leon Nelissen and Skip Voogd.

COUNTRY MUSIC STAR Wanda Jackson, one of the performers at the sixth annual Grand Gala du Disque, Amsterdam, chats with Bovema Records' artist promoter, Peter Fock.

BERRY GORDY, head of Tamla-Motown Records, accompanied his hottest record act, the Supremes, to Amsterdam. The group were among the performers from 12 countries who sang at the event. At right is Pete Felleman of Artone Gramophone Records.

OLIVER NELSON is presented his Edison Award above by Dutch actor Guus Oster. The show and the record promotion campaign for October were organized and paid for by the Union of Record Companies and the Union of Record Dealers. It is considered the best record promotion show in Europe. A similar event for classical music has been scheduled for Oct. 29 and there is a possibility of a special teen-age gala next year.

PHONOGRAM RECORDS president Jack Haslinghuys presented Lucille Starr a gold record and a gold tulip on behalf of three records which sold more than 100,000 copies in the past year. At left is Phonogram publicity manager Rolf ten Kate. Miss Starr's husband, Bob Regan, is at right.

BRIAN EPSTEIN accepted an Edison Award on behalf of the Beatles. Making the presentation was Guus Oster, Dutch actor. All Dutch record companies had artists in the show at the Amsterdam Congress Center in proportion to their sales on the Dutch market.

Kapp's Jones Going Strong

NEW YORK — Jack Jones, Kapp Records artist currently at the Plaza Hotel's Persian Room here, is set for a series of nightclub and TV dates that will carry him through next June.

On the TV end, Jones Tapes a guest shot for "The Steve Lawrence Show" on Oct. 28 for showing later, a "Dean Martin Show" on Nov. 27 for showing Feb. 10, and an ABC-TV special Dec. 11-12 for showing at a later date.

On the nightclub end, Jones is set for Harrah's, Lake Tahoe, Nov. 4-18; Latin Casino, Philadelphia, Jan. 27-Feb. 6; Caribe Hilton, San Juan, Feb. 8-18; Shoreham Hotel, Washington, May 10-12, and the Twin Coaches, Pittsburgh, June 3-11.

In addition, he's been selected to go along with Bob Hope on the comedian's annual Christmas tour for the Armed Forces.

Dennon Upped

SEATTLE — Jerry Dennon has been promoted to director of Independent Record Sales for Craig Corp. in charge of merchandising. He was formerly sales manager of the division. Robert D. Smith was named as aide to Dennon and operations manager of the division.

GOLD DISK TO SONNY & CHER

NEW YORK — Sonny & Cher's Atco album "Look at Us" was certified last week by the Record Industry Association of America (RIAA) for racking up over $1,000,000 in sales. The LP was released in the U. S. in August and is now being marketed in Canada, England, Italy, France, Germany, Holland, the Scandinavian countries and the Far East. It is expected that the album will sell over two million copies in the U. S. and overseas.

Sonny & Cher's Atco single "I Got You Babe" was certified by the RIAA two weeks ago for sales of over 1 million copies.

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ALA. JAZZ FEST IN CALL FOR STUDENT ENTRANTS

TALKING OVER PLANS for the first annual Mobile Jazz Festival are festival president Bob Yde, clarinetist Pete Fountain, center, and festival secretary-treasurer J. C. McAleer III, right. Fountain is a member of the festival's national advisory board, which has launched a drive for top collegiate jazz talent.

MOBILE, Ala.—Invitations were mailed last week to 800 colleges and universities seeking applicants for the first annual Mobile Jazz Festival here April 2-3, 1966. Only students will be allowed to enter, according to festival President Bob Yde. The nonprofit civic event is being presented by Spring Hill College and the University of South Alabama, both in Mobile. Finals will be broadcast by ABC radio network.

Students will compete in four categories: Bands, combos, vocalists, and instrumentalists. Entrants must submit a 10-minute tape to the Berklee School of Music, Boston, for judging. The top six acts in each category will be then brought to Mobile. In Mobile, the performers will spend three days participating in workshops and seminars. Three shows will be held Saturday, with the final show Sunday.

Judges already named to date include the Rev. George Wiskirchen, Dan Morgenstern, and bandleader Jerry Gray. A national advisory board includes Pete Fountain, Al Hirt, Henry Mancini, Jerry Gray, Dave Brubeck, Skitch Henderson, Ward Swingle, Peter Nero, Cal Tjader, Rev. George Wiskirchen, and Dan Morgenstern.

Yde said that budget for the event has been set for $36,000 in 1966 and, in 1967, it should be around $134,000.

Paycheck Paydirt

NEW YORK—Country record hits don't necessarily have to be recorded in Nashville. Johnny Paycheck's Hilltop single, "A-11," which moved into the 46th slot on the country chart this week, was recorded in New York at the RCA Victor studios by Aubrey Mayhew.

Paycheck was in New York last week with Mayhew for new sessions at the RCA Victor studios. Meantime Hilltop Records is preparing a promotion campaign for Paycheck in Nashville during the Country Musical festival, Oct. 21-24.

AZNAVOUR, BREL HEAD FRENCH INVASION FORCE

HOLLYWOOD—A French invasion is being prepared by Reprice, with Charles Aznavour and Jacques Brel leading the assault on the "sophisticated" adult market.

Aznavour, who has had a modicum of exposure in the U. S. the past year, is scheduled for concerts in New York, Montreal, Los Angeles and San Francisco, with Reprise planning to record his stay on Broadway after his Oct. 11 opening. The diminutive singer is also planning a college concert series which will bring him in front of concentrated mass audiences for the first time. International Talent Association in Manhattan is mapping his personal appearances. His limited TV work has included guesting on the "Tonight" and "Danny Kaye" shows.

The label has to work harder for Brel, who debuts in Carnegie Hall Dec. 4. His initial LP bears his name and is due out in November.

Reprise's general manager Mo Ostin believes there's no reason why the French artists with international appeal cannot make an impact in the American market the way other nationalities have in recent years. He points to the number of foreign instrumentals that have been hits on the U. S. charts and feels the next step is for foreign vocal artists to crack the barrier.

"The language barrier can be overcome," he says, "by having foreign artists record in English. Our people record in their language; what's to stop the reverse process?"

Once the language barrier has been hurdled, the next step in the invasion—or taste development—is to get the acts exposure through personal appearances or through international communications system such as Telstar TV broadcasts.

Aznavour and Brel are both unique performers in their own rights, Ostin said. They prove that the international market is becoming a closer cultural community.

ANITA KERR IN W. COAST MOVE

HOLLYWOOD — Vocalist Anita Kerr has moved here from Nashville to form Anita Kerr Enterprises to work in the commercial record and jingle industries. Her associates are Alexandre Grob, former RCA Victor European sales administrator, and Charlie Williams, former songwriter and personal manager.

She will still work with the Nashville singing group which bears her name, and hopes to have then come to Hollywood to record jingles. The singers remain as an act with RCA.

Lees & Williams To Hollis Music

NEW YORK — Gene Lees and Floyd Williams, a new writing team, have been signed by Hollis Music. Lees a former editor of Downbeat magazine, wrote the English lyrics to Antonio Carlos Jobim's "Quiet Nights" and Charles Aznavour's "Venice Blues," among other songs. Williams is a percussionist and worked for some time with the Lionel Hampton band. He also has been associated with Carmen McRae and Della Reese.

Pye to Handle 2 H-B Pop Records

HOLLYWOOD—Hanna-Barbera Records has placed its first two pop products in the international marketplace through one-shot deals with Pye in England. Grrowing activity for the Danny Hutton single, "Roses and Rainbows," prompted Pye's general manager, Louie Benjamin, to request the disk, H-B's general manager, Don Bohanan, said. The other single picked by Pye is the Guilloteens' "I Don't Believe."

H-B is currently studying various offers for foreign representation.

Folk-Rock Concert

SEATTLE — Some 2,700 attended the folk-rock concert staged in this country, at the Seattle Center Arena, sponsored by KJR-Radio (1).

The All Cause Protest Music Festival featured Barry McGuire in person, singing his "Eve of Destruction"; P. F. Sloan, Glen Campbell ("Universal Soldier"), the Gas House Singers, the Grass Roots Singers and Gil Bateman.

The arena has a capacity of 6,000.

Starday Session

NASHVILLE — A Starday show, featuring most of the label's recording talent, will be recorded live at the Country Music Association show and the recording will be played to delegates at WSM's Opry House Friday night (22).

MAREK SET AS LUNCH TALKER

NEW YORK — George R. Marek, RCA Victor vice-president and general manager, will be guest speaker at the Friday Pre-Symphony Luncheon Series in Boston on Oct.15. Topic of Marek's address will be "Recording the Boston Symphony Orchestra."

THE JAZZ BEAT

By ELIOT TIEGEL

Reflections After Monterey

A jazz festival may be two parts music and one part social whirl, or, if the patron so desires, these percentages may be reversed. After attending the eighth annual Monterey Jazz Festival recently, we decided to jot down observations of activities in front of the footlights and behind the silken curtains.

A jazz festival is exactly what you make out of it. Monterey is a conglomeration of beautiful girls, musicians surrounded by their favorite beautiful girls, fans principally from the Western U. S. who fill up all the motels and send prices skyrocketing, the local Kiwanis selling quick-cooked hamburgers and weak coffee, and a series of five concerts.

A festival is the place where musicians must outblast overhead airplanes. They also draw the ire of the stage manager who tries to keep them close to the bandstand so there won't be too much delay in keeping the show cogently paced. It's a place where people buy tickets to the five concerts and never set foot into the arena. For these folks, Monterey is an outdoor social, a place to pick up gossip, renew friendships and watch the girls outdo each other with far-out sexy outfits featuring the California sporty look.

For the serious minded, there is enough music proffered to send you to sleep with drums and saxes pounding in your head. This year the dominant instrument was the trumpet. However, after attending three straight Monterey bashes, we can unequivocally state that the extracurricular activities remain the same each year, and the festival is a delightful study of the rat race with a beat.

Constant Action

This year, 31,434 tickets were sold for the five concerts. That doesn't mean that 31,434 persons attended the Festival, since many buyers held tickets for each concert. One of the characteristics of a festival one notices after three years is the constant "action" going on off stage. People are constantly in flight. Hardly anyone sits still through a show. Ofttimes the crowds around the concession area are quite large. A special room to the rear of the bandstand designated for musicians and members of the working press, each of whom is allowed one guest on his admission ticket, is always crowded. Here the cognoscenti gather. Record company executives work their way through the smoke and chatter of people and glasses to find someone they know, maybe even their artists. Musicians wear identifying buttons. Reporters wear badges identifying themselves. The photographers wear red and white baseball-type caps as their badges of courage. No identification is required for the hordes of beautiful gals who lurk behind every pillar and crowd around the musicians. Photographers have a field day snapping photos of the musicians alone, with the beautiful girls and outside on the fair grounds of the uniquely dressed audience. Monterey is a carnival with soul, where the people are its stars.

A Mob Scene

Stand backstage for any length of time and you see the corps of jazz critics passing by, peering, searching for a friendly face. In the special club for musicians and press, people blend into a small mob. There stands Johnny Hodges, Dizzy Gillespie, Gerry Mulligan (he's not on the bill), Harry James, Jon Hendricks, Clark Terry, Charlie Mingus, Buster Bailey, Cal Tjader, Buddy Rich, Louis Bellson, Armando Peraza—a million dollars' worth of talent in one room, surrounded by record distributors, label owners, promotion men, New York executives and the omnipresent red and white hats loaded down with copious cameras and lenses of all sizes. One wonders where all their photos will appear each year and one never sees any outside of the small circulation jazz magazines.

If you don't dig the music at Monterey, there are exhibition booths to peruse, a miniature side show if you will. This year two booths sold jazz albums and did quite well. The Lions Club had a better selection of products than the booth selling the Gil Fuller-Dizzy Gillespie Monterey Festival band LP. But we did observe Gil's lovely teen-age daughter collecting a handful of dollar bills from the booth one afternoon.

Even a Mitt Reader

There was sculpture and paintings on exhibit, a beatnick artist who sold large posters, and a SNCC booth selling civil rights buttons with an aerospace-type design. The one note of crass commercialism which was way off base was a fortune-teller booth. The two hulking ladies pitching passersby to have their palms read didn't lure in too many customers. Jazznicks obviously aren't too concerned about the future, with Ellington, Basie, Brubeck and Coltrane so prominent in the present.

The Monterey staff adds a festival touch of its own to the gay atmosphere. Ushers wear bright red jackets and the woman wear red capes with a Monterey Jazz Festival badge on the back.

There are two disturbing aspects to the festival. First the Fair grounds are a literal armed camp. Police from surrounding communities send complements of men, and the military police from Fort Ord show up in large numbers to protect whom? You can't get on the fairgrounds without a ticket, so the ruffian element is left outside the front gate. The Monterey chief of police sits in a special box in the right grandstand with a battery of two-way radios, spy glasses and a gun ready. There is a special exit for him to use in case of an emergency. We don't think the chief really digs jazz, but he smiles a lot and everybody's happy.

Lack of Teenagers

The second annoying aspect is the lack of teenagers who obviously prefer remaining home listening to their transistors pour out similarly sounding rock groups. Monterey draws people in their 20's and on up. There was a smattering of kids, however, which gave youth token representation at the West Coast's major outdoor jazzorama.

One delightful man who could hardly be contained for more than five minutes at Monterey was John Hammond, the veteran jazz enthusiast and key producer for Columbia Records. Hammond said one reason he had come to Monterey was to hear altoist John Handy. Critic Ralph Gleason had sent Hammond a tape of Handy's

(Continued on page 12)

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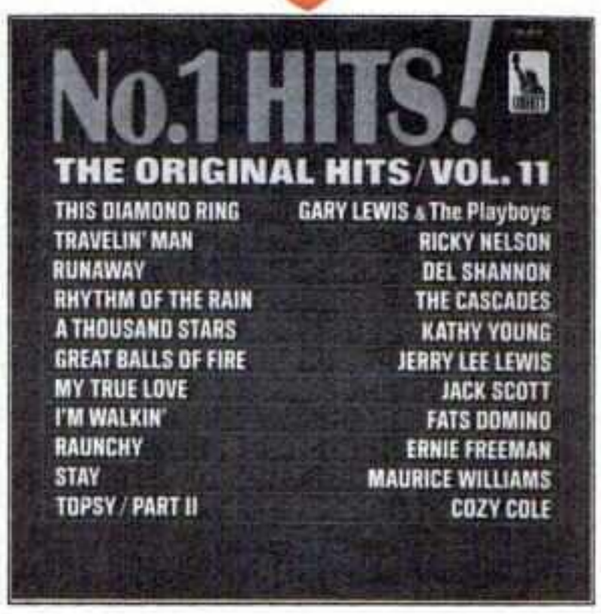
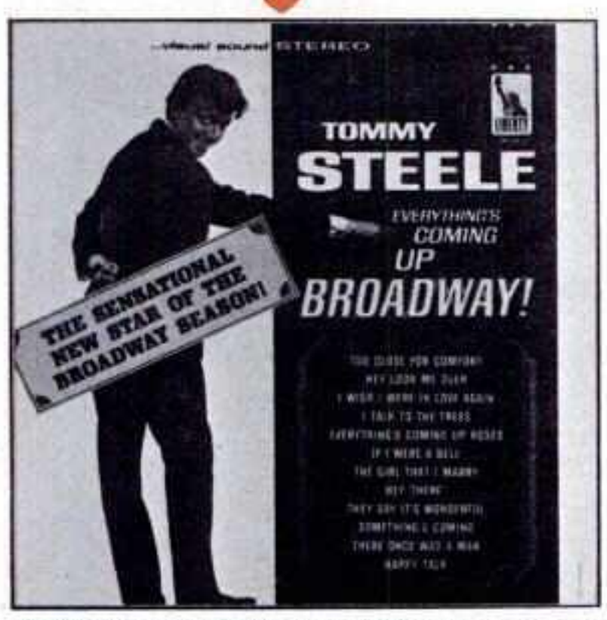
RED SKELTON CONDUCTS • LST-7425/LRP-3425
Summer Girl • As Time Goes By • Theme From A Summer Place • Lovely Is The Look Of You • Tenderly • I'll Be Seeing You • Autumn Leaves • Laugh, Clown, Laugh • My True Love • Maria Elena • Don't Get Around Much Anymore • Smile



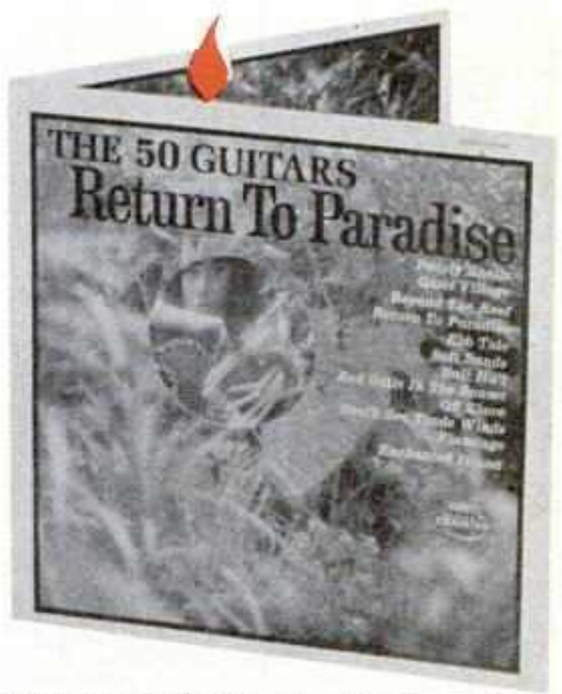
NO. 1 HITS (THE ORIGINAL HITS, VOL. 11) • LST-7418/LRP-3418 • Runaway • This Diamond Ring • Rhythm of the Rain • I'm Walkin' • Topsy, Part II • Travelin' Man • Great Balls of Fire • My True Love • Raunchy • A Thousand Stars • Stay

ROSES AND RAINBOWS • The Johnny Mann Singers • LST-7422/LRP-3422 • Yes I'm Ready • Summer Wind • Theme From A Summer Place • Hold Me, Thrill Me, Kiss Me • Unchained Melody • Roses and Rainbows • Heart Full of Soul • Save Your Heart For Me • Cara Mia • Houston • What The World Needs Now Is Love



EVERYTHING'S COMING UP BROADWAY • Tommy Steele • LST-7426/LRP-3426 • Something's Coming • Hey There! • If I Were A Bell • Hey Look Me Over • The Girl That I Marry • Too Close For Comfort • Everything's Coming Up Roses • I Talk To The Trees • I Wish I Were In Love Again • Happy Talk • They Say It's Wonderful • There Once Was A Man

THE BEST OF SI ZENTNER • LST-7427/LRP-3427
Up A Lazy River • Moon River • Desafinado • Walk On The Wild Side • More • The James Bond Theme • The Stripper • African Waltz • Walk, Don't Run • From Russia With Love • Watermelon Man • Calcutta



RETURN TO PARADISE • The 50 Guitars of Tommy Garrett • LSS-14033/LMM-13033 • Enchanted Island • Pearly Shells • Quiet Village • Soft Sands • Bali Ha'i • Red Sails In The Sunset • Off Shore • Return To Paradise • Beyond The Reef • South Sea Trade Winds • Flamingo • Ebb Tide

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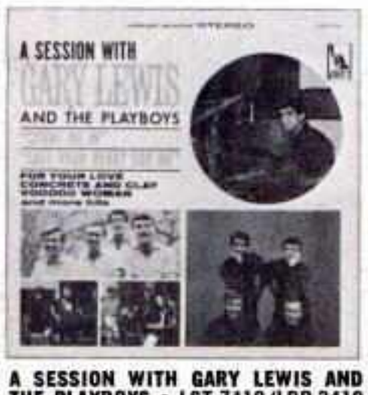

A SESSION WITH GARY LEWIS AND THE PLAYBOYS • LST-7419/LRP-3419

JAN & DEAN GOLDEN HITS, VOL. 2
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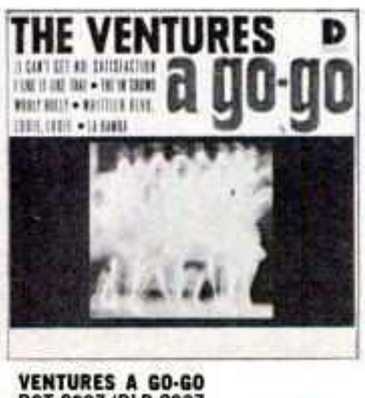

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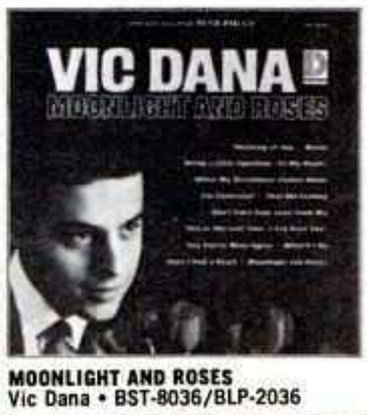
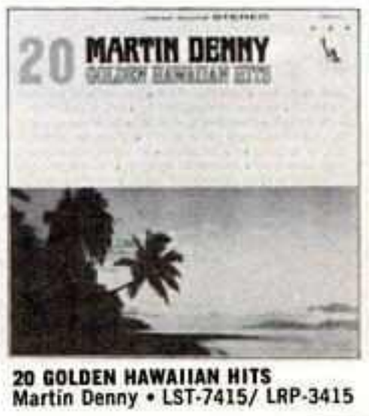


MOONLIGHT AND ROSES
Vic Dana • BST-8036/BLP-2036



20 GOLDEN HAWAIIAN HITS
Martin Denny • LST-7415/ LRP-3415

FEELING GOOD • Julie London
LST-7416/LRP-3416

ALL MY LOVING • Matt Monro
LST-7423/LRP-3423

JAN & DEAN'S POP SYMPHONY NO. 1
The Bel-Aire Pops Orch.
LST-7414/LRP-3414

ANATOMY OF LOVE • Vikki Carr
LST-7420/LRP-3420

P. J. PROBY
LST-7421/LRP-3421

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TAPE CARTRIDGE TIPS

by Larry Finley

In last week's column we wrote of the great impact on the automobile stereo field brought about by the tremendous national advertising campaign by one of the major automotive manufacturers. For the first time, people in the smaller cities, villages, and farms were introduced to the magic of automobile stereo.

Because of this advertising, the stereo tape cartridge industry has advanced as much in these past ten days as it has in the past three years.

We are being swamped with orders from all over the country, not only for the Lear Stereo 8 cartridge, but for the four track as well as the Orrtronics eight track cartridges. This proves that the advertising is helping all phases of the automobile stereo field.

Our factory is working three shifts a day, seven days a week, and all orders are being filled on a "first come, first served" basis.

Our prices are the same in any of the three systems, with single albums starting at $2.98 and the double albums at $5.98.

Our $2.98 cartridges feature such names as Bill Snyder, Woody Herman, Sy Oliver, Bobby Hackett, Charlie Shavers, Noro Morales, Elliot Lawrence and others.

The $3.98 cartridges contain such exciting albums as "Flower Drum Song," "Sound of Music" and "Percussion."

At $5.98 all of the top artists from ABC Paramount, Audio Fidelity, Command, Dot, Elektra, Glad Hamp, Grand Award, Impulse, Jubilee, Laurie, MGM, Mercury, Prima, Roulette, Seeco, Smash, Vee-Jay, Verve, and Westminster can be heard. In fact, we have 34 of the *big name* labels in our catalog.

If you would like to get into this fast moving field, why not contact us?

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INTERNATIONAL TAPE CARTRIDGE CORPORATION

1290 Avenue of the Americas
New York, New York 10019
212: 265-4485

Complete line of stereo tape cartridges priced at $2.98, $3.98 $4.98, $5.98 and up.

A New, Lively Art: Covers in 3-D

• *Continued from page 1*

for the series in stand-up, wall and counter box designs.

H-B's art director Harvard Pennington told Billboard the unique camera which was developed for the ad agency travels in an arc around the photo subjects. (Two 3-D pictures have already been printed in Look magazine, but the patent holder is currently involved in ligitation against the publication.) "There is a 'point of rotation' around which the camera travels," Pennington said. "Everything behind this point is in depth; everything in front is in projection. Just one exposure is taken of the subject by the camera, which uses two lenses, one of which is a piece of plastic resting against the film. The combination of the plastic lense with its vertical stripe-like appearance and the regular taking lense which focuses images on the film's surfaces, creates the dimensional effect. The Sayers Printing Co. of St. Louis has created presses which transplant this photo onto a flat surface.

Pennington said there was no problem in getting the 3-D photo printed. Any problems occurred in constructing a set and cast of characters for the cover. The sets use "forced perspectives" to increase the depth feeling.

The label feels its 3-D series is primarily aimed at youngsters because of the removable cartoon photo. But it could create cartoon covers for packages offering repertoire of a more sophisticated nature. One artist already recorded is Gloria Tracy with a 10-piece instrumental group which Bohanan says will be a stereo sound album.

The Dimension 70 name was invented, Bohanan explained, because "we feel we have a product five years ahead of the industry."

Clinic Precedes Music City's Golf Tourney

NASHVILLE—A golf clinic will be conducted by the 10 professional golfers who will play in the first annual Music City U.S.A. Pro-Celebrity Invitational Golf Tournament Oct. 17, chairman Don Pierce announced last week.

Pro Chick Harbert will monitor the clinic, which will be staged at 10 a.m. and precede the 18-hole tournament. Each of nine pros will demonstrate a club.

Taking part will be Johnny Pott, Mason Rudolph, Billy Maxwell, Joe Campbell, Jack Cupit, Dutch Harrison, Ted Kroll, Louie Graham and one pro yet to be named.

The tournament is co-sponsored by the Country Music Association and the Nashville Junior Chamber of Commerce. It will be staged at the Bluegrass Country Club at nearby Hendersonville, Tenn., as a preliminary to the Country Music Festival Oct. 21-23.

A number of music and record personalities will compete, including Lawrence Welk, Randy Wood, Al Bennett, Jimmy Dean and these local swingers: Bill Anderson, Chet Atkins, Archie Campbell, Jimmy Newman, Webb Pierce, Boots Randolph, Ernest Tubb and Billy Walker.

Pitney Wins 2 Foreign Honors

NEW YORK—Gene Pitney, who will soon leave for an extended overseas tour, has won two foreign awards. The readers of 16 Magazine, an Australian publication, have voted him the "Best Male Singer of the Year." And the British Melody Maker's artist popularity poll had him second to Elvis Presley. The Musicor artist leaves Friday (15) for dates in Germany and England.

Thomas Marks To Family Firm

NEW YORK — Thomas E. Marks, grandson of the founder of Edward B. Marks Corp. and nephew of the firm's president Herbert E. Marks and vice - president Stephen S. Marks, has joined the family's music publishing firm. The young Marks will act as general factotum with the firm.

Reeves on Special

NASHVILLE—Del Reeves was signed last week to sing on the special Jimmy Dean Show at which Billboard's 18th annual country music awards will be presented. The show was taped here this week (14) for airing next week (22).

Col. Releases 'Beverly' Album

NASHVILLE — Columbia Records released "The Beverly Hillbillies" album last week, featuring songs by the TV show cast, and with background music and the show theme, "The Ballad of Jed Clampett," by Lester Flatt and Earl Scruggs.

The album was arranged and directed by Zeke Manners and produced by Don Law and Irving Townsend.

Filmways TV Productions, Inc., producers of the TV show, recently exercised its option for the 1965-1966 season with Flatt and Scruggs for reuse of "The Ballad of Jed Clampett." Flatt and Scruggs played background on the theme.

Fox Gets 'Mancha' Publishing Rights

NEW YORK—Sam Fox Publishing Co. has acquired the publishing rights to the musical, "Man of La Mancha," written by Dale Wasserman with lyrics by Joe Darion and music by Mitch Leigh. Kapp Records has original cast rights. Fred Fox, president of the publishing firm, announced the acquisition.

The play is based upon Cervantes' Don Quixote and stars Richard Kiley, Joan Diener, Irving Jacobson, Ray Middleton, Robert Rounseville. Director is Albert Marre. Premier is scheduled for Nov. 22 at the ANTA-Washington Square Theater.

Epic Inks Sulke

NASHVILLE—Stephan Sulke of Zurich, Switzerland, well-known European singer, was brought to Nashville recently for recording sessions by Tree Publishing Co. president, Jack Stapp, and exclusive vice-president, W. D. Killen.

Sulke was signed by Epic Records and his first U. S. single, in English, will be out next week. Killen said Sulke, whose "Little Honda" was a big hit in Europe, will go by the name of Steff in the U. S. Killen said Sulke was a tremendous talent. I don't see how he can miss."

New Home for Greif-Garris

LOS ANGELES—The Southern California touch will be evident in the new home of the Greif-Garris management firm, which moves to new diggin's next month from its present downtown Beverly Hills location. A swimming pool and sauna bath will be among the facilities available to the concern in the building bought by the firm and its attorney Sam Norton.

Costing $350,000, the former Mark Stevens Building is located at the corner of Beverly and LaCienega boulevards. The two-story building will continue to rent to outside firms such as Ampex Tapes.

Among the clients handled by George Greif and Sid Garris are the New Christy Minstrels, Stan Kenton and the Los Angeles Neophonic Orchestra.

New RCA Post To Glenn Knowles

NEW YORK — Glenn R. Knowles has been named manager of labor relations and compensation for RCA Victor Records. Knowles joined the Radio Corporation of America in 1950 and had been RCA management development manager before his current appointment.

Variety Show At NBC Parley

CHICAGO — A variety show at the annual meeting of the NBC radio network affiliates here Oct. 21-22 will feature record artists Bob Newhart, the Back Porch Majority, guitarist Al Caiola, and Joe Williams with the Wild Bill Davis Trio. In addition, the Art Van Damme Quintet will also perform.

Addressing the meeting will be Robert W. Sarnoff, NBC chairman of the board; Robert E. Kintner, NBC president, and Stephen B. Labunski, NBC radio network president. More than 200 affiliated radio stations are expected to be represented at the meeting.

Acuff Jr. Disk

NASHVILLE—Roy Acuff Jr., 21-year-old son of the veteran country singer, last week cut his first record, a single for Hickory Records. Sides are "Wabash Cannonball" and "Baby Just Said Goodbye."

Also set for Hickory releases are newly signed artists Clyde Beavers, Rube Gallagher and Jimmy Jay.

NBC Appoints

NEW YORK—The National Broadcasting Co. Monday (4) named five new division presidents—Stephen B. Labunski, radio network; Raymond W. Welpott, network-owned stations; Walter D. Scott, TV network; William R. McAndrew, news, and George A. Graham Jr., enterprises. Labunski is an ex-general manager of WMCA, New York.

"make every album a standout"

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LIBERTY RECORDS

overwraps albums with Cryovac Y-Film because self-service selling demands "standout" packaging. Y-Film shrinks to such a skin-tight, sparkling fit it heightens the color and design of your album, makes it stand out in a rack. It also gives you more protection, too. It's a film so tough it won't crack, sag or tear . . . even under the roughest self-service display demands. And best of all — Y-Film is economical to use. The surest way to wrap up sales for self-service is in Cryovac Y-Film. Use it!

CRYOVAC Y-film

the impulse package for self-service sales

W. R. GRACE & CO., CRYOVAC DIVISION, DUNCAN, S.C.

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Recently, we said that "ROAD RUNNER" by THE GANTS (#55829) was a smash in Memphis and Miami — and spreading.

We are happy to say it has spread to Chicago, Philadelphia, Washington D.C. and Atlanta — and is spreading like mad!

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SIX NEW RECORDS ADDED

Epic's Memory Lane Series Brings Flood of Requests

NEW YORK—In response to requests for more singles that could be programmed in juke boxes, Epic Records is releasing six new recordings as additions to its Memory Lane Series. Mort Hoffman, Epic's director of sales, said that the requests poured in at the annual sales meetings of both the Music Operators of America Association and the New York State, New Jersey and Westchester County Operators Associations held in September.

According to Hoffman, after the top 40 and flipside records are placed in juke boxes, approximately 120 slots are still available for a variety of choice selections. Epic's Memory Lane Series, now containing nearly 75 titles, helps fill part of the juke box operators' programming needs.

The entire Memory Lane Series is included in the second edition of Epic's Jukebox Total Location Programming Guide, which was also presented at the operators' conventions. The Guide was developed as an aid to operators for programming recordings in bars, lounges pizza parlors, luncheonettes, discotheque, and other specialized operations. A second press run is now under way to meet the demands for the Guide.

Featured in the new Memory Lane releases are the Dave Clark Five, Bobby Vinton, Jane Morgan, the Staple Singers, Charlie Walker, and the Glenn Miller Orchestra under the direction of Ray McKinley.

Ford a Shoo-In as GMA Chief

• *Continued from page 4*

treasurer, secretary, assistant secretary and 18 directors.

The present GMA board, elected during the 1964 National Quartet Convention, will meet Thursday (14); the new board will be elected Friday (15) by the membership, and the new board will elect officers Saturday (16) and hold its first quarterly meeting. All three meetings will be at 2 p.m. at Hotel Claridge.

Billboard Luncheon

A feature of the convention is a luncheon at the Downtowner Motel Friday (15) sponsored by Billboard, to which more than 100 leaders in gospel music have been invited. Hal B. Cook, publisher of Billboard, will make a presentation of what Billboard is doing to foster and promote gospel music and will invite suggestions on what Billboard should do next to work with the industry in furthering this goal.

Another luncheon at the Downtowner Saturday for industry leaders will be hosted by SESAC, the leading licensing agency for gospel songs.

A highlight of the convention is always the worship service on Sunday morning, which features special music and a sermon by Rev. Hovie Lister of the Statesmen Quartet. Lister is an ordained minister in the Baptist Church. He has preached at each convention since its inception.

Another highlight of the convention will be the distribution of Billboard's first annual "The World of Religious Music," a book covering the many facets of gospel music, leading quartets and related areas of the industry.

Tryout Troubles Plague Musicals

• *Continued from page 1*

was co-starring with Julie Harris, has dropped out because his part shrunk in the rewriting and the Oct. 20 opening on Broadway has now been postponed until, at least, the second week in November. Capitol Records has the rights to the original cast album.

And to make matters worse, New York, right now is offering no comfort to shows that get past the tryout troubles and open on Broadway. So far two shows have opened, "Pickwick" (5) and "Drat! The Cat!" (10) but the premieres were marred by the virtual newspaper blackout. Only two of New York's six newspapers are publishing. The two critics who are carrying the reviewing burden are Walter Kerr in the Herald Tribune and Richard Watts in the Post.

Even so, Columbia is set to record "Drat! The Cat!" and Philips will put "Pickwick" into the groove.

Light Forms Talent Agy.

NASHVILLE — Don Light, formerly with Billboard's Nashville office, announced last week the formation of Don Light Talent, Inc., for exclusive booking of gospel talent, first such agency in the gospel music industry. His office is in the RCA Victor Building, 806 17th Avenue South.

Light has signed to book the Madisonville, Ky., and the Oak Ridge Boys of Nashville. Light expects to take on two or three more groups in January.

Light was one of the founders of the Gospel Music Association in 1964 and has served as chairman of its first board of directors.

Doug Moody Joins Mercury

NEW YORK—Doug Moody, who recently left his promotion post at 20th Century-Fox Records, has joined Mercury Records as co-ordinator of western area a&r activities. Moody, who will also work on Mercury's affiliated labels, will begin his new assignment in the label's Hollywood office on Oct. 18.

Moody will work with Jack Tracy, a&r director for Limelight and Emarcy, the all-jazz Mercury affiliates and with Mike Curb, pop a&r representative for Mercury, Smash, Fontana, Philips and Blue Rock.

He'll also work with independent producers, personal managers and publishing firms in seeking talent and material.

U.K. TV Shots

• *Continued from page 3*

with various Trusdale Music licensees, including Sweden Music, Ricordi, International Music Agency, Edition Introgebt Meisel and Dick James Music.

The contingent returns home Oct. 27.

THE JAZZ BEAT

• *Continued from page 8*

quintet which he'd found very exciting, Hammond said. Part of this excitement was generated by violinist Michael White. (The group's performance was subsequently one of the festival's highlights). Hammond revealed he was recording avant-gardist Prince Lasha, who plays a plastic alto and wooden flute. Lasha claims to have taught Ornette Coleman, Hammond added.

Conducting an interview with Hammond, we found was a frantic experience. As we chatted, musicians passed by with John hustling over to say hello, leaving this writer with pen poised. He did come back long enough to reveal he was going to the Prague Jazz Festival Oct. 13. Part of his interest in attending this Iron Curtain show was because he'd received a tape from Gustave Brown and His Orchestra, a Czech group which played a concerto for quarter tone trumpet. "It's more radical than anything ever recorded in America," he said. Shortly thereafter Charlie Mingus came on stage.

* * *

Items for the column should be sent to Billboard, 1520 North Gower Street, Hollywood.

THE SECOND HOTTEST RECORD IN MAINE!

(WLOB, PORTLAND BIG 30 SURVEY)

1. Eve of Destruction—Barry McGuire
2. Don't Let Him—Roger Lewis
3. Laugh At Me—Sonny
4. Hang On Sloopy—McCoys
5. I'm Yours—Elvis Presley

This record went from 30 to 13 to 2!!

DON'T LET HIM

ROGER LEWIS—KARATE #45-517D

"AS MAINE GOES, SO GOES THE NATION"

A Division of Audio Fidelity, 770 11th Ave., New York City

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THINK JIMMY McCRACKLIN

#66129

...AND YOU'LL THINK "HIT"!

These cities did.

first week's action!

NEW YORK
#19 THINK – Jimmy McCracklin, Imperial 66129

CHICAGO
#29 THINK – Jimmy McCracklin, Imperial 66129

ST. LOUIS
#26 THINK – Jimmy McCracklin, Imperial 66129

CLEVELAND
#32 THINK – Jimmy McCracklin, Imperial 66129

DETROIT
Regional Breakout

MIAMI
Regional Breakout

All the above from Billboard, October 9, 1965.

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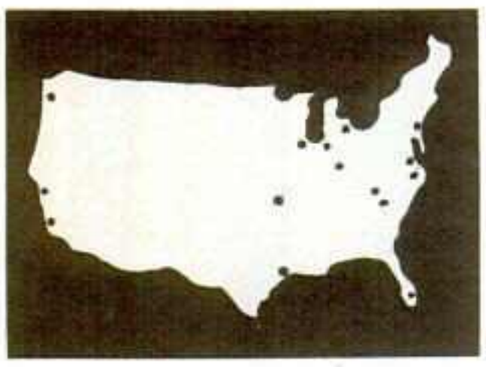
TOP SELLERS IN TOP MARKETS



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	**YESTERDAY**—Beatles, Capitol 5498
2	2	**HUNGRY FOR LOVE**—San Remo Golden Strings, Ric-Tic 104
3	9	**A LOVER'S CONCERTO**—Toys, DynoVoice 209
4	4	**TREAT HER RIGHT**—Roy Head, Back Beat 546
5	11	**LOVE (Makes Me Do Foolish Things)**—Martha & the Vandellas, Gordy 7045
6	5	**HANG ON SLOOPY**—McCoys, Bang 506
7	7	**I'M SO THANKFUL**—Ikettes, Modern 1011
8	3	**UNCHAINED MELODY**—Righteous Brothers, Philles 129
9	15	**LIAR, LIAR**—Castaways, Soma 1433
10	14	**YOU'RE THE ONE**—Vogues, Co & Ce 229
11	12	**I KNEW YOU WHEN**—Billy Joe Royal, Columbia 43390
12	13	**DON'T HAVE TO SHOP AROUND**—Mad Lads, Volt 127
13	24	**CLEO'S BACK**—Jr. Walker & the All Stars, Soul 35013
14	16	**KEEP ON DANCING**—Gentrys, MGM 13379
15	19	**RESPECT**—Otis Redding, Volt 128
16	37	**DO YOU BELIEVE IN MAGIC**—Lovin' Spoonful, Kama Sutra 201
17	38	**RESCUE ME**—Fontella Bass, Checker 1120
18	27	**JUST A LITTLE BIT BETTER**—Herman's Hermits, MGM 13398
19	6	**HELP**—Beatles, Capitol 5476
20	8	**YOU'VE GOT YOUR TROUBLES**—Fortunes, Press 9773
21	10	**THE "IN" CROWD**—Ramsey Lewis Trio, Argo 5506
22	18	**MY GIRL SLOOPY**—Little Caesar & the Consuls, Mala 512
23	20	**I'M YOURS**—Elvis Presley, RCA Victor 8657
24	17	**DAWN OF CORRECTION**—Spokesmen, Decca 31884
25	—	**GET OFF OF MY CLOUD**—Rolling Stones, London 9792
26	—	**CARA-LIN**—Strangeloves, Bang 508
27	25	**PAPA'S GOT A BRAND NEW BAG**—James Brown, King 5999
28	26	**I WANT TO (Do Everything for You)**—Joe Tex, Dial 4016
29	—	**MISTY**—Vibrations, Okeh 7230
30	21	**BABY DON'T GO**—Sonny & Cher, Reprise 0392
31	23	**I'LL MAKE ALL YOUR DREAMS COME TRUE**—Ronnie Dove, Diamond 188
33	36	**UNIVERSAL SOLDIER**—Glen Campbell, Capitol 5504
34	35	**UNIVERSAL SOLDIER**—Donovan, Hickory 1338
35	—	**TAKE ME IN YOUR ARMS**—Kim Weston, Gordy 7046
36	—	**POSITIVELY 4TH STREET**—Bob Dylan, Columbia 43389
37	—	**ROAD RUNNER**—Gants, Liberty 55829
38	—	**SHOT GUN WEDDING**—Roy "C", Black Hawk 12101
39	39	**AIN'T IT RUE**—Andy Williams, Columbia 43338
40	40	**IF I DIDN'T LOVE YOU**—Chuck Jackson, Wand 188

BOSTON

TW	LW	
1	1	**YESTERDAY**—Beatles, Capitol 5498
2	2	**KEEP ON DANCING**—Gentrys, MGM 13379
3	12	**EVERYBODY LOVES A CLOWN**—Gary Lewis & the Playboys, Liberty 55818
4	10	**A LOVER'S CONCERTO**—Toys, DynoVoice 209
5	7	**YOU'RE THE ONE**—Vogues, Co & Ce 229
6	6	**TREAT HER RIGHT**—Roy Head, Back Beat 546
7	15	**SAY SOMETHING FUNNY**—Patty Duke, United Artists 915
8	23	**1-2-3**—Len Barry, Decca 31827
9	16	**MAKE ME YOUR BABY**—Barbara Lewis, Atlantic 2300
10	18	**POSITIVELY 4TH STREET**—Bob Dylan 506
11	9	**HANG ON SLOOPY**—McCoys, Bang 506
12	11	**THE "IN" CROWD**—Ramsey Lewis Trio, Argo 5506
13	—	**GET OFF OF MY CLOUD**—Rolling Stones, London 9792
14	—	**RUN, BABY RUN**—Newbeats, Hickory 1332
15	5	**DO YOU BELIEVE IN MAGIC**—Lovin' Spoonful, Kama Sutra 201
16	3	**YOU'VE GOT YOUR TROUBLES**—Fortunes, Press 9773
17	4	**SOME UNCHANTED EVENING**—Jay & the Americans, United Artists 919
18	13	**YOU WERE ON MY MIND**—We Five, A&M 770
19	19	**MOHAIR SAM**—Charlie Rich, Smash 1993
20	20	**MY TOWN, MY GUY AND ME**—Lesley Gore, Mercury 72475
21	17	**ACT NATURALLY**—Beatles, Capitol 5498
22	21	**EVE OF DESTRUCTION**—Barry McGuire, Dunhill 4009
23	40	**UNIVERSAL SOLDIER**—Glen Campbell, Capitol 5504
24	27	**NOT THE LOVIN' KIND**—Dino, Desi & Billy, Reprise 0401
25	8	**THE GIRL FROM PEYTON PLACE**—Dickey Lee, TCF-Hall 111
26	14	**I'M YOURS**—Elvis Presley, RCA Victor 8657
27	33	**JUST A LITTLE BIT BETTER**—Herman's Hermits, MGM 13398
28	30	**DAWN OF CORRECTION**—Spokesmen, Decca 31884
29	26	**HOME OF THE BRAVE**—Jody Miller, Capitol 5483
30	28	**BABY DON'T GO**—Sonny & Cher, Reprise 0392
31	—	**TASTE OF HONEY**—Herb Alpert & the Tijuana Brass, A&M 773
32	32	**HELP**—Beatles, Capitol 5476
33	—	**LIAR, LIAR**—Castaways, Soma 1433
34	39	**CATCH US IF YOU CAN**—Dave Clark Five, Epic 9833
35	35	**THERE BUT FOR FORTUNE**—Joan Baez, Vanguard 35031
36	25	**JUST YOU**—Sonny & Cher, Atco 6345
37	24	**ARE YOU A BOY OR ARE YOU A GIRL**—Barbarians, Laurie 3308
38	—	**ROUND EVERY CORNER**—Petula Clark, Warner Bros. 5661
39	—	**FORGIVE ME**—Al Martino, Capitol 5506
40	22	**HEART FULL OF SOUL**—Yardbirds, Epic 9823

CHICAGO

TW	LW	
1	1	**YESTERDAY**—Beatles, Capitol 5498
2	2	**HANG ON SLOOPY**—McCoys, Bang 506
3	5	**WORLD THROUGH A TEAR**—Neil Sedaka, RCA Victor 8637
4	4	**YOU WERE ON MY MIND**—We Five, A&M 770
5	3	**THE "IN" CROWD**—Ramsey Lewis Trio, Argo 5506
6	6	**SOME ENCHANTED EVENING**—Jay & the Americans, United Artists 919
7	7	**ACTION**—Freddy Cannon, Warner Bros. 5645
8	8	**JUST A LITTLE BIT BETTER**—Herman's Hermits, MGM 13398
9	9	**I GOT YOU BABE**—Sonny & Cher, Atco 6359
10	16	**DO YOU BELIEVE IN MAGIC**—Lovin' Spoonful, Kama Sutra 201
11	—	**A LOVER'S CONCERTO**—Toys, DynoVoice 209
12	12	**CLEO'S BACK**—Jr. Walker & the All Stars, Soul 35013
13	13	**HELP**—Beatles, Capitol 5476
14	14	**EVE OF DESTRUCTION**—Barry McGuire, Dunhill 4009
15	15	**I'M YOURS**—Elvis Presley, RCA Victor 8657
16	10	**IT AIN'T ME BABE**—Turtles, White Whale 222
17	17	**RESCUE ME**—Fontella Bass, Checker 1120
18	33	**YOU'RE THE ONE**—Vogues, Co & Ce 229
19	11	**I WANT TO (Do Everything for You)**—Joe Tex, Dial 4016
20	—	**GET OFF OF MY CLOUD**—Rolling Stones, London 9792
21	20	**PAPA'S GOT A BRAND NEW BAG**—James Brown, King 5999
22	—	**EVERYBODY LOVES A CLOWN**—Gary Lewis & the Playboys, Liberty 55818
23	36	**TREAT HER RIGHT**—Roy Head, Back Beat 546
24	19	**TROUBLE WITH A WOMAN**—Kip & Ken, Crusader 119
25	18	**HEART FULL OF SOUL**—Yardbirds, Epic 9823
26	39	**SUMMER NIGHTS**—Marianne Faithfull, London 8790
27	22	**YOU CAN'T TAKE IT AWAY**—Fred Hughes, Vee Jay 703
28	28	**LET'S MOVE AND GROOVE (Together)**—Johnny Nash, Joda 102
29	29	**THINK**—Jimmy McCracklin, Imperial 66129
30	35	**YOU'VE GOT YOUR TROUBLES**—Fortunes, Press 9773
31	—	**POSITIVELY 4TH STREET**—Bob Dylan, Columbia 43389
32	32	**WE GOTTA GET OUT OF THIS PLACE**—Animals, MGM 13382
33	34	**TAKE ME IN YOUR ARMS**—Kim Weston, Gordy 7046
34	21	**CATCH US IF YOU CAN**—Dave Clark Five, Epic 9823
35	27	**THESE HANDS (Small But Mighty)**—Bobby Bland, Duke 385
36	37	**CARA-LIN**—Strangeloves, Bang 508
37	30	**RESPECT**—Otis Redding, Volt 128
38	—	**LIAR, LIAR**—Castaways, Soma 1433
39	25	**BABY DON'T GO**—Sonny & Cher, Reprise 0392
40	24	**LAUGH AT ME**—Sonny, Atco 6369

NEW ORLEANS

TW	LW	
1	1	**CLEO'S BACK**—Jr. Walker & the All Stars, Soul 35013
2	3	**HANG ON SLOOPY**—McCoys, Bang 506
3	9	**YESTERDAY**—Beatles, Capitol 5498
4	15	**RESCUE ME**—Fontella Bass, Checker 1120
5	16	**I'M YOURS**—Elvis Presley, RCA Victor 8657
6	2	**IN THE MIDNIGHT HOUR**—Wilson Pickett, Atlantic 2289
7	7	**TREAT HER RIGHT**—Roy Head, Back Beat 546
8	4	**AGENT 00-SOUL**—Edwin Starr, Ric-Tic 103
9	6	**YOU WERE ON MY MIND**—We Five, A&M 770
10	5	**UNCHAINED MELODY**—Righteous Brothers, Philles 129
11	10	**RESPECT**—Otis Redding, Volt 128
12	12	**LET'S DO IT OVER**—Joe Simon, Vee Jay 694
13	8	**THE "IN" CROWD**—Ramsey Lewis Trio, Argo 5506
14	13	**I GOT YOU BABE**—Sonny & Cher, Atco 6359
15	25	**I WANT TO (Do Everything for You)**—Joe Tex, Dial 4016
16	11	**PAPA'S GOT A BRAND NEW BAG**—James Brown, King 5999
17	21	**C. C. Rider**—Bobby Powell, Whit 714
18	14	**HELP**—Beatles, Capitol 5476
19	34	**HOME OF THE BRAVE**—Jody Miller, Capitol 5483
20	—	**BUT YOUR MINE**—Sonny & Cher, Atco 6381
21	24	**YOU'VE GOT YOUR TROUBLES**—Fortunes, Press 9773
22	22	**YOU'RE GONNA MAKE ME CRY**—O. V. Wright, Back Beat 548
23	23	**MOHAIR SAM**—Charlie Rich, Smash 1993
24	19	**LAUGH AT ME**—Sonny, Atco 6369
25	29	**BABY DON'T GO**—Sonny & Cher, Reprise 0392
26	17	**CROSSROADS OF LOVE**—Tony & Tyrone, Columbia 43346
27	18	**LIKE A ROLLING STONE**—Bob Dylan, Columbia 43346
28	27	**CALIFORNIA GIRLS**—Beach Boys, Capitol 5464
29	28	**TRACKS OF MY TEARS**—Miracles, Tamla 54118
30	36	**THESE HANDS (Small But Mighty)**—Bobby Bland, Duke 385
31	31	**HOUSTON**—Dean Martin, Reprise 0393
32	—	**JUST A LITTLE BIT BETTER**—Herman's Hermits, MGM 13398
33	33	**LIAR, LIAR**—Castaways, Soma 1433
34	26	**ACTION**—Freddy Cannon, Warner Bros. 5645
35	35	**LADY'S MAN**—Uniques, Paula 227
36	20	**IT'S THE SAME OLD SONG**—Four Tops, Motown 1081
37	—	**CATCH US IF YOU CAN**—Dave Clark Five, Epic 9833
38	32	**HOLD ME, THRILL ME, KISS ME**—Mel Carter, Imperial 66113
39	30	**SUGAR DUMPLING**—Sam Cooke, RCA Victor 8631
40	—	**AIN'T THAT PECULIAR**—Marvin Gaye, Tamla 54112

NEW YORK

TW	LW	
1	1	**YESTERDAY**—Beatles, Capitol 5498
2	2	**HANG ON SLOOPY**—McCoys, Bang 506
3	3	**THE "IN" CROWD**—Ramsey Lewis Trio, Argo 5506
4	4	**EVE OF DESTRUCTION**—Barry McGuire, Dunhill 4009
5	14	**1-2-3**—Len Barry, Decca 31827
6	11	**A LOVER'S CONCERTO**—Toys, DynoVoice 209
7	6	**YOU WERE ON MY MIND**—We Five, A&M 770
8	18	**JUST A LITTLE BIT BETTER**—Herman's Hermits, MGM 13398
9	30	**GET OFF OF MY CLOUD**—Rolling Stones, London 9792
10	13	**BABY DON'T GO**—Sonny & Cher, Reprise 0392
11	8	**HELP**—Beatles, Capitol 5476
12	17	**POSITIVELY 4TH STREET**—Bob Dylan, Columbia 43389
13	10	**UNCHAINED MELODY**—Righteous Brothers, Philles 129
14	5	**CATCH US IF YOU CAN**—Dave Clark Five, Epic 9833
15	27	**TREAT HER RIGHT**—Roy Head, Back Beat 546
16	36	**LET'S HANG ON**—4 Seasons, Philips 40317
17	12	**SOME ENCHANTED EVENING**—Jay & the Americans, United Artists 919
18	19	**THINK**—Jimmy McCracklin, Imperial 66129
19	—	**YOU'RE THE ONE**—Vogues, Co & Ce 229
20	15	**IT AIN'T ME BABE**—Turtles, White Whale 222
21	22	**DO YOU BELIEVE IN MAGIC**—Lovin' Spoonful, Kama Sutra 201
22	9	**YOU'VE GOT YOUR TROUBLES**—Fortunes, Press 9773
23	25	**LIAR, LIAR**—Castaways, Soma 1433
24	24	**CARA-LIN**—Strangeloves, Bang 506
25	29	**(I WANT TO (Do Everything for You)**—Joe Tex, Dial 4016
26	20	**TWO DIFFERENT WORLDS**—Lenny Welch, Kapp 689
27	31	**EVERYBODY LOVES A CLOWN**—Gary Lewis & the Playboys, Liberty 55818
28	34	**AIN'T THAT PECULIAR**—Martin Gaye, Tamla 54122
29	40	**SAY SOMETHING FUNNY**—Patty Duke, United Artists 915
30	16	**I GOT YOU BABE**—Sonny & Cher, Atco 6359
31	7	**LIKE A ROLLING STONE**—Bob Dylan, Columbia 43346
32	—	**RESCUE ME**—Fontella Bass, Checker 1120
33	33	**RESPECT**—Otis Redding, Volt 128
34	32	**PAPA'S GOT A BRAND NEW BAG**—James Brown, King 5999
35	—	**KEEP ON DANCING**—Gentrys, MGM 13379
36	—	**CHAPEL IN THE MOONLIGHT**—Bachelors, London 9793
37	38	**THE DRIFTER**—Ray Pollard, United Artists 916
38	23	**MOHAIR SAM**—Charlie Rich, Smash 1993
39	21	**TOSSING AND TURNING**—Ivy League, Cameo 377
40	—	**SHE'S WITH HER OTHER LOVE**—Leon Hayward, Imperial 66123

PHILADELPHIA

TW	LW	
1	3	**YESTERDAY**—Beatles, Capitol 5498
2	1	**1-2-3**—Len Barry, Decca 31827
3	2	**A LOVER'S CONCERTO**—Toys, DynoVoice 209
4	4	**HANG ON SLOOPY**—McCoys, Bang 506
5	5	**HUNGRY FOR LOVE**—San Remo Golden Strings, Ric-Tic 104
6	6	**TREAT HER RIGHT**—Roy Head, Back Beat 546
7	12	**EVERYBODY LOVES A CLOWN**—Gary Lewis & the Playboys, Liberty 55818
8	—	**KEEP ON DANCING**—Gentrys, MGM 13379
9	20	**LET'S HANG ON**—4 Seasons, Philips 40317
10	27	**RESCUE ME**—Fontella Bass, Checker 1120
11	21	**TAKE ME IN YOUR ARMS**—Kim Weston, Gordy 7046
12	10	**CATCH US IF YOU CAN**—Dave Clark Five, Epic 9833
13	11	**BABY DON'T GO**—Sonny & Cher, Reprise 0392
14	13	**YOU WERE ON MY MIND**—We Five, A&M 770
15	16	**THE SUN AIN'T GONNA SHINE (Anymore)**—Frankie Valli, Smash 1995
16	7	**THE "IN" CROWD**—Ramsey Lewis Trio, Argo 5506
17	—	**GET OFF OF MY CLOUD**—Rolling Stones, London 9792
18	8	**HELP**—Beatles, Capitol 5476
19	14	**DAWN OF CORRECTION**—Spokesmen, Decca 31884
20	15	**SOME ENCHANTED EVENING**—Jay & the Americans, United Artists 919
21	—	**RUN, BABY RUN**—Newbeats, Hickory 1332
22	22	**AIN'T THAT PECULIAR**—Marvin Gaye, Tamla 54122
23	23	**I'M A HAPPY MAN**—Jive Five, United Artists 853
24	24	**ONE HAS MY NAME**—Barry Young, Dot 16756
25	—	**SPIDER SONG**—Kids Next Door, 4 Corners 129
26	19	**FIRST I LOOK AT THE PURSE**—Contours, Gordy 7044
27	9	**EVE OF DESTRUCTION**—Barry McGuire, Dunhill 4009
28	29	**RESPECT**—Otis Redding, Volt 128
29	30	**FORGIVE ME**—Al Martino, Capitol 5506
30	—	**YOU'RE THE ONE**—Vogues, Co & Ce 229
31	17	**I WANT TO (Do Everything for You)**—Joe Tex, Dial 4016
32	18	**FOR YOUR LOVE**—Sam & Bill, Joda 100
33	26	**YOU'VE GOT YOUR TROUBLES**—Fortunes, Press 9773
35	32	**HE TOUCHED ME**—Barbra Streisand, Columbia 43403
36	33	**DO YOU BELIEVE IN MAGIC**—Lovin' Spoonful, Kama Sutra 201
37	—	**ROAD RUNNER**—Gants, Liberty 55829
38	24	**PAPA'S GOT A BRAND NEW BAG**—James Brown, King 5999
39	—	**POSITIVELY 4TH STREET**—Bob Dylan, Columbia 43389
40	34	**JUST YOU**—Sonny & Cher, Atco 6345

PITTSBURGH

TW	LW	
1	1	**YESTERDAY**—Beatles, Capitol 5498
2	3	**HANG ON SLOOPY**—McCoys, Bang 506
3	6	**TREAT HER RIGHT**—Roy Head, Back Beat 546
4	5	**A LOVER'S CONCERTO**—Toys, DynoVoice 209
5	15	**LIAR, PIAR**—Castaways, Soma 1433
6	4	**BABY DON'T GO**—Sonny & Cher, Reprise 0392
7	2	**YOU WERE ON MY MIND**—We Five, A&M 770
8	7	**EVE OF DESTRUCTION**—Barry McGuire, Dunhill 4009
9	9	**CATCH US IF YOU CAN**—Dave Clark Five, Epic 9833
10	10	**YOU'RE THE ONE**—Vogues, Co & Ce 229
11	11	**YOU'VE GOT YOUR TROUBLES**—Fortunes, Press 9773
12	12	**JUST A LITTLE BIT BETTER**—Herman's Hermits, MGM 13398
13	13	**EVERYBODY LOVES A CLOWN**—Gary Lewis & the Playboys, Liberty 55818
14	32	**CLEO'S BACK**—Jr. Walker & the All Stars, Soul 35013
15	8	**IT AIN'T TRUE**—Turtles, White Whale 222
16	16	**DO YOU BELIEVE IN MAGIC**—Lovin' Spoonful, Kama Sutra 201
17	28	**SOME ENCHANTED EVENING**—Jay & the Americans, United Artists 919
18	40	**MAKE ME YOUR BABY**—Barbara Lewis, Atlantic 2300
19	14	**LAUGH AT ME**—Sonny, Atco 6369
20	21	**MOHAIR SAM**—Charlie Rich, Smash 1993
21	18	**THE "IN" CROWD**—Ramsey Lewis Trio, Argo 5506
22	29	**HOW NICE IT IS**—Billy Stewart, Chess 1941
23	35	**RESPECT**—Otis Reddy, Volt 128
24	36	**FOLLOW YOUR HEART**—Manhattans, Carnival 512
25	22	**HELP**—Beatles, Capitol 5476
26	—	**KEEP ON DANCING**—Gentrys, MGM 13379
27	—	**GET OFF OF MY CLOUD**—Rolling Stones, London 9792
28	33	**I WANT TO (Do Everything for You)**—Joe Tex, Dial 4016
29	17	**I GOT YOU BABE**—Sonny & Cher, Atco 6359
31	26	**I'M YOURS**—Elvis Presley, RCA Victor 8657
32	20	**I'LL MAKE ALL YOUR DREAMS COME TRUE**—Ronnie Dove, Diamond 188
33	18	**LIKE A ROLLING STONE**—Bob Dylan, Columbia 43346
34	31	**HEART FULL OF SOUL**—Yardbirds, Epic 9823
35	—	**LET'S HANG ON**—4 Seasons, Philips 40317
36	23	**ACTION**—Freddy Cannon, Warner Bros. 5645
37	30	**RIDE AWAY**—Roy Orbison, MGM 13386
38	39	**WE GOTTA GET OUT OF THIS PLACE**—Animals, MGM 13382
39	24	**PAPA'S GOT A BRAND NEW BAG**—James Brown, King 5999
40	—	**LET'S MOVE AND GROOVE (Together)**—Johnny Nash, Joda 102

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CLEVELAND

TW	LW	
1	1	**YESTERDAY**—Beatles, Capitol 5498
2	3	**YOU'RE THE ONE**—Vogues, Co & Ce 229
3	2	**HUNGRY FOR LOVE**—San Remo Golden Strings, Ric-Tic 104
4	6	**LIAR, LIAR**—Castaways, Soma 1433
5	5	**TREAT HER RIGHT**—Roy Head, Back Beat, 546
6	4	**EVE OF DESTRUCTION**—Barry McGuire, Dunhill 4009
7	23	**KEEP ON DANCING**—Gentrys, MGM 13379
8	13	**EVERYBODY LOVES A CLOWN**—Garry Lewis & the Playboys, Liberty 55818
9	7	**BABY DON'T BO**—Sonny & Cher, Reprise 0392
10	—	**A LOVER'S CONCERTO**—Toys, DynoVoice 209
11	15	**I LIVE FOR THE SUN**—Sunrays, Tower 148
12	8	**CATCH US IF YOU CAN**—Dave Clark Five, Epic 9833
13	11	**RESCUE ME**—Fontella Bass, Checker 1120
14	22	**I'M YOURS**—Elvis Presley, RCA Victor 8657
15	—	**GET OFF OF MY CLOUD**—Rolling Stones, London 9792
16	12	**DAWN OF CORRECTION**—Spokesmen, Decca 31884
17	10	**LET'S MOVE AND GROOVE (Together)**—Johnny Nash, Joda 102
18	—	**IF YOU WAIT FOR LOVE**—Bobby Goldsboro, United Artists 908
19	9	**HANG ON SLOOPY**—McCoys, Bang 506
20	21	**I'M SO THANKFUL**—Ikettes, Modern 1011
21	25	**DO YOU BELIEVE IN MAGIC**—Lovin' Spoonful, Kama Sutra 201
22	—	**ACT NATURALLY**—Beatles, Capitol 5498
23	26	**AIN'T THAT PECULIAR**—Marvin Gaye, Tamla 54122
24	—	**ARE YOU A BOY OR ARE YOU A GIRL**—Barbarians, Laurie 3308
25	—	**TASTE OF HONEY**—Herb Alpert & the Tijuana Brass, A&M 775
26	29	**LET IT ALL OUT**—O'Jays, Imperial 66131
27	30	**FOLLOW YOUR HEART**—Manhattans, Carnival 512
28	—	**SOME ENCHANTED EVENING**—Jay & the Americans, United Artists 919
29	32	**THINK**—Jimmy McCracklin, Imperial 66129
30	31	**YOU'VE GOT YOUR TROUBLES**—Fortunes, Press 9773
31	27	**THESE HANDS (Small But Mighty)**—Bobby Bland, Duke 385
32	18	**YOU WERE ON MY MIND**—We Five, A&M 770
33	33	**CLEO'S BACK**—Jr. Walker & the All Stars, Soul 35013
34	—	**HOME OF THE BRAVE**—Jody Miller, Capitol 5483
35	—	**STEPPIN' OUT**—Paul Revere & the Raiders, Columbia 43375
36	14	**GOT TO FIND A WAY**—Harold Burrage, M-Pac 7225
37	16	**I WANT TO (Do Everything for You)**—Joe Tex, Dial 4016
38	37	**THE 3RD MAN THEME**—Herb Alpert & the Tijuana Brass, A&M 775
39	17	**LAUGH AT ME**—Sonny, Atco 6369
40	19	**YOU CAN'T TAKE IT AWAY**—Fred Hughes, Vee Jay 703

DETROIT

TW	LW	
1	1	**YESTERDAY**—Beatles, Capitol 5498
2	3	**A LOVER'S CONCERTO**—Toys, DynoVoice 209
3	9	**KEEP ON DANCING**—Gentrys, MGM 13379
4	2	**YOU'RE THE ONE**—Vogues, Co & Ce 229
5	5	**DO YOU BELIEVE IN MAGIC**—Lovin' Spoonful, Kama Sutra 201
6	14	**IL SILENZIO**—Nino Rosso, Columbia 43363
7	4	**TREAT HER RIGHT**—Roy Head, Back Beat 546
8	8	**TAKE ME IN YOUR ARMS**—Kim Weston, Gordy 7046
9	6	**IF YOU'VE GOT A HEART**—Bobby Goldsboro, United Artists 908
10	7	**THESE HANDS (Small But Mighty)**—Bobby Bland, Duke 385
11	12	**AIN'T THAT PECULIAR**—Marvin Gaye, Tamla 54122
12	13	**I'M YOURS**—Elvis Presley, RCA Victor 8657
13	19	**RESCUE ME**—Fontella Bass, Checker 1120
14	21	**STEPPIN' OUT**—Paul Revere & the Raiders, Columbia 43375
15	23	**EVERYBODY LOVES A CLOWN**—Gary Lewis & the Playboys, Liberty 55818
16	16	**I FEEL STRANGE**—Wonderettes, Ruby 5065
17	17	**THE 3RD MAN THEME**—Herb Alpert & the Tijuana Brass, A&M 775
18	18	**RESPECT**—Otis Redding, Volt 128
19	11	**I WANT TO (Do Everything for You)**—Joe Tex, Dial 4016
20	24	**RUN, BABY RUN**—Newbeats, Hickory 1332
21	22	**LOOKING WITH MY EYES**—Dionne Warwick, Scepter 12111
22	—	**MY GIRL HAS GONE**—Miracles, Tamla 54123
23	10	**SOME ENCHANTED EVENING**—Jay & the Americans, United Artists 919
24	—	**GET OFF OF MY CLOUD**—Rolling Stones, London 9792
25	20	**DAWN OF CORRECTION**—Spokesmen, Decca 31884
26	26	**I'M SO THANKFUL**—Ikettes, modern 1011
27	27	**CLEO'S BACK**—Jr. Walker & the All Stars, Soul 35013
28	40	**EVERYONE'S GONE TO THE MOON**—Jonathan King, Parrot 9774
29	—	**MAKE ME YOUR BABY**—Barbara Lewis, Atlantic 2300
30	15	**HUNGRY FOR LOVE**—San Remo Golden Strings, Ric-Tic 104
31	—	**MY BABY**—Temptations, Gordy 7047
32	32	**A TASTE OF HONEY**—Herb Alpert & the Tijuana Brass, A&M 775
33	—	**HONKY TONK '65**—Lonnie Mack, Fraternity 951
34	—	**SAY SOMETHING FUNNY**—Patty Duke, United Artists 915
35	35	**JUST A LITTLE BIT BETTER**—Herman's Hermits, MGM 13398
36	25	**I'LL MAKE ALL YOUR DREAMS COME TRUE**—Ronnie Dove, Diamond 188
37	29	**BABY DON'T GO**—Sonny & Cher, Reprise 0392
38	31	**JUST YOU**—Sonny & Cher, Atco 6345
39	36	**MY TOWN, MY GUY AND ME**—Lesley Gore, Mercury 72475
40	34	**ARE YOU A BOY OR ARE YOU A GIRL**—Barbarians, Laurie 3308

LOS ANGELES

TW	LW	
1	4	**YESTERDAY**—Beatles, Capitol 5498
2	5	**A LOVER'S CONCERTO**—Toys, DynoVoice 209
3	3	**TREAT HER RIGHT**—Roy Head, Back Beat 546
4	2	**LIAR, LIAR**—Castaways, Soma 1433
5	8	**HANG ON SLOOPY**—McCoys, Bang 506
6	—	**GET OFF OF MY CLOUD**—Rolling Stones, London 9792
7	1	**THE "IN" CROWD**—Ramsey Lewis Trio, Argo 5506
7	7	**MOHAIR SAM**—Charlie Rich, Smash 1993
9	12	**RESCUE ME**—Fontella Bass, Checker 1120
10	—	**POSITIVELY 4TH STREET**—Bob Dylan, Columbia 43389
11	24	**KEEP ON DANCING**—Gentrys, MGM 13379
12	18	**EVERYBODY LOVES A CLOWN**—Gary Lewis & the Playboys, Liberty 55818
13	13	**I WANT TO (Do Everything for You)**—Joe Tex, Dial 4016
14	30	**YOU'RE THE ONE**—Vogues, Co & Ce 229
15	11	**HELP**—Beatles, Capitol 5476
16	28	**RESPECT**—Otis Redding, Volt 128
17	14	**AGENT 00-SOUL**—Edwin Starr, Ric-Tic 103
18	17	**IN THE MIDNIGHT HOUR**—Wilson Pickett, Atlantic 2289
19	15	**UNIVERSAL SOLDIER**—Donovan, Hickory 1338
20	21	**EVERYONE'S GONE TO THE MOON**—Jonathan King, Parrot 9774
21	—	**JUST A LITTLE BIT BETTER**—Herman's Hermits, MGM 13398
22	36	**I LIVE FOR THE SUN**—Sunrays, Tower 148
23	6	**DO YOU BELIEVE IN MAGIC**—Lovin' Spoonful, Kama Sutra 201
24	20	**FOR YOUR LOVE**—Sam & Bill, Joda 100
25	—	**MAKE ME YOUR BABY**—Barbara Lewis, Atlantic 2300
26	23	**BABY I'M YOURS**—Barbara Lewis, Atlantic 2283
27	9	**EVE OF DESTRUCTION**—Barry McGuire, Dunhill 4009
28	10	**WE GOTTA GET OUT OF THIS PLACE**—Animals, MGM 13382
29	—	**DON'T HAVE TO SHOP AROUND**—Mad Lads, Volt 127
30	—	**MY GIRL HAS GONE**—Miracles, Tamla 54123
31	33	**I KNEW YOU WHEN**—Billy Joe Royal, Columbia 43390
32	—	**AIN'T THAT PECULIAR**—Marvin Gaye, Tamla 54122
33	22	**YOU'VE GOT YOUR TROUBLES**—Fortunes, Press 9773
34	—	**I DIG YOU BABY**—Lorraine Ellison, Mercury 9773
35	16	**HEART FULL OF SOUL**—Yardbirds, Epic 9823
36	19	**CATCH US IF YOU CAN**—Dave Clark Five, Epic 9833
37	27	**YOU CAN'T TAKE IT AWAY**—Fred Hughes, Vee Jay 703
38	40	**WAY OF LOVE**—Kathy Kirby, Parrot 9775
39	25	**DAWN OF CORRECTION**—Spokesmen, Decca 31884
40	—	**I'M SO THANKFUL**—Ikettes, Modern 1011

MIAMI

TW	LW	
1	1	**YESTERDAY**—Beatles, Capitol 5498
2	3	**TREAT HER RIGHT**—Roy Head, Back Beat 546
3	2	**HANG ON SLOOPY**—McCoys, Bang 506
4	15	**DO YOU BELIEVE IN MAGIC**—Lovin' Spoonful, Kama Sutra 201
5	5	**EVE OF DESTRUCTION**—Barry McGuire, Dunhill 4009
6	14	**LIAR, LIAR**—Castaways, Soma 1433
7	24	**KEEP ON DANCING**—Gentrys, MGM 13379
8	4	**EVERYONE'S GONE TO THE MOON**—Jonathan King, Parrot 9774
9	10	**ARE YOU A BOY OR ARE YOU A GIRL**—Barbarians, Laurie 3308
10	11	**DAWN OF CORRECTION**—Spokesmen, Decca 31884
11	9	**JUST A LITTLE BIT BETTER**—Herman's Hermits, MGM 13398
12	23	**GET OFF OF MY CLOUD**—Rolling Stones, London 9792
13	—	**LITTLE MISS SAD**—Five Emprees, Freeport 1001
14	25	**RESPECT**—Otis Redding, Volt 128
15	6	**HELP**—Beatles, Capitol 5476
16	8	**YOU'VE GOT YOUR TROUBLES**—Fortunes, Press 9773
17	17	**1-2-3**—Len Barry, Decca 31827
18	26	**EVERYBODY LOVES A CLOWN**—Gary Lewis & the Playboys, Liberty 55818
19	18	**THE "IN" CROWD**—Ramsey Lewis Trio, Argo 5506
20	20	**KANSAS CITY STAR**—Roger Miller, Smash 1998
21	12	**BABY DON'T GO**—Sonny & Cher, Reprise 0392
22	13	**ROAD RUNNER**—Gants, Liberty 55829
23	7	**WE GOTTA GET OUT OF THIS PLACE**—Animals, MGM 13382
24	—	**POSITIVELY 4TH STREET**—Bob Dylan, Columbia 43389
25	34	**MOHAIR SAM**—Charlie Rich, Smash 1993
26	19	**SOME ENCHANTED EVENING**—Jay & the Americans, United Artists 919
27	16	**CATCH US IF YOU CAN**—Dave Clark Five, Epic 9833
28	—	**YOU'RE THE ONE**—Vogues, Co & Ce 229
29	—	**LET'S HANG ON**—4 Seasons, Philips 40317
30	22	**PAPA'S GOT A BRAND NEW BAG**—James Brown, King 5999
31	21	**YOU WERE ON MY MIND**—We Five, A&M 770
32	—	**JUST YOU**—Sonny & Cher, Atco 6345
33	—	**SAME OLE BEAT**—Freddy Scott, Marlin 16002
34	—	**RESCUE ME**—Fontella Bass, Checker 1120
35	—	**LET'S MOVE AND GROOVE (Together)**—Johnny Nash, Joda 102
36	31	**CLEO'S BACK**—Jr. Walker & the All Stars, Soul 35013
37	33	**LAUGH AT ME**—Sonny, Atco 6369
38	28	**AGENT 00-SOUL**—Edwin Starr, Ric-Tic 103
39	27	**HEART FULL OF SOUL**—Yardbirds, Epic 9823
40	37	**HEARTACHES BY THE NUMBER**—Johnny Tillotson, MGM 13376

ST. LOUIS

TW	LW	
1	1	**TREAT HER RIGHT**—Roy Head, Back Beat 546
2	4	**YESTERDAY**—Beatles, capitol 5498
3	5	**RESCUE ME**—Fontella Bass, Checker 1120
4	29	**LIAR, LIAR**—Castaways, Soma 1433
5	2	**HANG ON SLOOPY**—McCoys, Bang 506
6	3	**YOU WERE ON MY MIND**—We Five, A&M 770
7	6	**EVE OF DESTRUCTION**—Barry McGuire, Dunhill 4009
8	8	**AGENT 00-SOUL**—Edwin Starr, Ric-Tic 103
9	27	**KEEP ON DANCING**—Gentrys, MGM 13379
10	10	**LET'S MOVE AND GROOVE (Together)**—Johnny Nash, Joda 102
11	9	**I WANT TO (Do Everything for You)**—Joe Tex, Dial 4016
12	—	**EVERYBODY LOVES A CLOWN**—Gary Lewis & the Playboys, Liberty 55818
13	—	**AIN'T THAT PECULIAR**—Marvin Gaye, Tamla 54122
14	—	**A LOVER'S CONCERTO**—Toys, DynoVoice 209
15	12	**BABY DON'T GO**—Sonny & Cher, Reprise 0392
16	30	**CLEO'S BACK**—Jr. Walker & the All Stars, Soul 35013
17	15	**PAPA'S GOT A BRAND NEW BAG**—James Brown, King 5999
18	7	**THE "IN" CROWD**—Ramsey Lewis Trio, Argo 5506
19	13	**I'M YOURS**—Elvis Presley, RCA Victor 8657
20	16	**YOU CAN'T TAKE IT AWAY**—Fred Hughes, Vee Jay 703
21	26	**THINK**—Jimmy McCracklin, Imperial 66129
22	—	**MOHAIR SAM**—Charlie Rich, Smash 1993
23	21	**UNCHAINED MELODY**—Righteous Brothers, Philles 129
24	—	**MY GIRL HAS GONE**—Miracles, Tamla 54123
25	20	**DAWN OF CORRECTION**—Spokesmen, Decca 31884
26	24	**ACT NATURALLY**—Beatles, Capitol 5498
27	25	**WE GOTTA GET OUT OF THIS PLACE**—Animals, MGM 13382
28	11	**HELP**—Beatles, Capitol 5476
29	14	**CATCH US IF YOU CAN**—Dave Clark Five, Epic 9833
30	—	**JUST A LITTLE BIT BETTER**—Herman's Hermits, MGM 13398
31	—	**GET OFF OF MY CLOUD**—Rolling Stones, London 9792
32	33	**DO YOU BELIEVE IN MAGIC**—Lovin' Spoonful, Kama Sutra 201
33	—	**ROUND EVERY CORNER**—Petula Clark, Warner Bros. 5661
34	17	**I GOT YOU BABE**—Sonny & Cher, Atco 6359
35	36	**HERE COME THE TEARS**—Gene Chandler, Constellation 164
36	40	**YOU NEVER MISS YOUR WATER**—Luther Ingram, Decca 31794
37	18	**CALIFORNIA GIRLS**—Beach Boys, Capitol 5464
38	38	**IN THE MIDNIGHT HOUR**—Wilson Pickett, Atlantic 2289
39	19	**ACTION**—Freddy Cannon, Warner Bros. 5645
40	34	**THE 3RD MAN THEME**—Herb Alpert & the Tijuana Brass, A&M 775

SAN FRANCISCO

TW	LW	
1	1	**YESTERDAY—Beatles,** Capitol 5498
2	2	**A LOVER'S CONCERTO—Toys,** DynoVoice 209
3	4	**TREAT HER RIGHT—Roy Head,** Back Beat 546
4	5	**KEEP ON DANCING—Gentry's,** MGM 13379
5	3	**EVE OF DESTRUCTION—Barry McGuire,** Dunhill 4009
6	6	**EVERYONE'S GONE TO THE MOON—Jonathan King,** Parrot 9774
7	22	**TASTE OF HONEY—Herb Alpert & the Tijuana Brass,** A&M 775
8	9	**MOHAIR SAM—Charlie Rich,** Smash 1993
9	15	**I STILL LOVE YOU—Vejtables,** Autumn 15
10	10	**THE "IN" CROWD—Rasey Lewis Trio,** Argo 5506
11	18	**GET OFF OF MY CLOUD—Rolling Stones,** London 9792
12	14	**HEART FULL OF SOUL—Yardbirds,** Epic 9823
13	11	**HELP—Beatles,** Capitol 5476
14	17	**POSITIVELY 4th STREET—Bob Dylan,** Columbia 43389
15	21	**UNIVERSAL SOLDIER—Glen Campbell,** Capitol 5504
16	—	**RESCUE ME—Fontella Bass,** Checker 1120
17	7	**LIAR, LIAR—Castaways,** Soma 1433
18	39	**1-2-3—Len Barry,** Decca 31827
19	12	**MY GIRL SLOOPY—Little Caesar & the Consuls,** Mala 512
20	20	**JUST A LITTLE BIT BETTER—Herman's Hermits,** MGM 13398
21	19	**THERE BUT FOR FORTUNE—Joan Baiz,** Vanguard 35031
22	16	**I LIVE FOR THE SUN—Sunrays,** Tower 148
23	13	**DO YOU BELIEVE IN MAGIC—Lovin' Spoonful,** Kama Sutra 201
24	24	**LITTLE MISS SAD—Five Emprees,** Freeport 1001
25	26	**NOT THE LOVIN' KIND—Dino, Desi & Billy,** Reprise 0401
26	8	**CATCH US IF YOU CAN—Dave Clark Five,** Epic 9833
27	—	**MAKE ME YOUR BABY—Barbara Lewis,** Atlantic 2300
28	37	**ROSES AND RAINBOWS—Danny Hutton,** HBR 447
29	—	**RESPECT—Otis Redding,** Volt 128
30	—	**WORLD THROUGH A TEAR—Neil Sedaka,** RCA Victor 8637
31	—	**DON'T HAVE TO SHOP AROUND—Mad Lads,** Volt 127
32	32	**STEPPIN' OUT—Paul Revere & the Raiders,** Columbia 43375
33	36	**EVERYBODY LOVES A CLOWN—Gary Lewis & the Playboys,** Liberty 55818
34	23	**HOUSTON—Dean Marin,** Reprise 0393
35	25	**RIDE AWAY—Roy Orbison,** MGM 13386
36	—	**DON'T TALK TO STRANGERS — Beau Brummels,** Autumn 20
37	27	**YOU'VE GOT YOUR TROUBLES—Fortunes,** Press 9773
38	35	**I'M YOURS—Elvis Presley,** RCA Victor 8657
39	—	**YOU'RE THE ONE—Vogues,** Co & Ce 229
40	—	**BUT YOU'RE MINE—Sonny & Cher,** Atco 6381

SEATTLE

TW	LW	
1	1	**YESTERDAY**—Beatles, Capitol 5498
2	17	**A LOVER'S CONCERTO—Charlie Rich,** Smash 1993
3	3	**MOHAIR SAM—Charlie Rich,** Smash 1993
4	21	**SAY SOMETHING FUNNY—Patty Duke,** United Artists 915
5	10	**JUST A LITTLE BIT BETTER—Herman's Hermits,** MGM 13398
6	6	**MY GIRL SLOOPY—Little Caesar & the Consuls,** Mala 512
7	8	**HANG ON SLOOPY—McCoys,** Bang 506
8	7	**DO YOU BELIEVE IN MAGIC—Lovin' Spoonful,** Kama Sutra 201
9	11	**WE GOTTA GET OUT OF THIS PLACE—Animals,** MGM 13382
10	9	**HELP—Beatles,** Captiol 5476
11	4	**LIAR, LIAR—Castaways,** Soma 1433
12	12	**BABY DON'T GO—Sonny & Cher,** Reprise 0392
13	2	**EVE OF DESTRUCTION—Barry McGuire,** Dunhill 4009
14	14	**UNIVERSAL SOLDIER—Glen Campbell,** Capitol 5504
15	12	**EVERYONE'S GONE TO THE MOON—Jonathan King,** Parrot 9774
16	15	**TREAT HER RIGHT—Roy Head,** Back Beat 546
17	—	**YOU'VE GOT TO HIDE YOUR LOVE—Silkie,** Fontana 1525
18	27	**POSITIVELY 4th STREET—Bob Dylan,** Columbia 43389
19	20	**JUST YOU—Sonny & Cher,** Atco 6345
20	—	**EVERYBODY LOVES A CLOWN—Gary Lewis & the Playboys,** Liberty 55818
21	25	**SOME ENCHANTED EVENING—Jay & the Americans,** United Artists 919
22	23	**STEPPIN' OUT—Paul Revere & the Raiders,** Columbia 43375
23	24	**KEEP ON DANCING—Gentry's,** MGM 13379
24	33	**HOME OF THE BRAVE—Jody Miller,** Capitol 5483
25	5	**CATCH US IF YOU CAN—Dave Clark Five,** Epic 9833
26	16	**I'M YOURS—Elvis Presley,** RCA Victor 8657
27	—	**WHERE HAVE ALL THE FLOWERS GONE—Johnny Rivers,** Imperial 66133
28	37	**ROAD RUNNER—Gants,** Liberty 55829
29	22	**YOU'VE GOT YOUR TROUBLES—Fortunes,** Press 9773
30	29	**IN THE MIDNIGHT HOUR—Wilson Pickett,** Atlantic 2289
31	30	**KANSAS CITY STAR—Roger Miller,** Smash 1998
32	18	**LAUGH AT ME—Sonny,** Atco 6369
33	19	**AGENT 00-SOUL—Edwin Starr,** Ric-Tic 103
34	26	**THE "IN" CROWD—Ramsey Lewis Trio,** Argo 5506
35	28	**THE SINS OF A FAMILY—P. F. Sloan,** Dunhill 4007
36	31	**I LIVE FOR THE SUN—Sunrays,** Tower 148
37	35	**THE 3rd MAN THEME—Herb Alpert & the Tujuana Brass,** A&M 775
38	39	**LITTLE MISS SAD—Five Emprees,** Freeport 1001
39	34	**HEART FULL OF SOUL—Yardbirds,** Epic 9823
40	32	**ACTION—Freddy Cannon,** Warner Bros. 5645

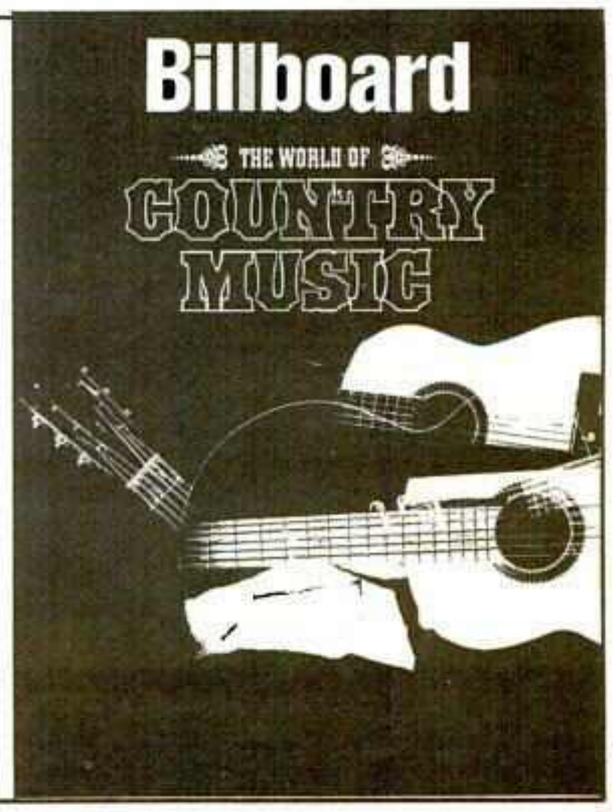
WASHINGTON

TW	LW	
1	1	**YESTERDAY—Beatles,** Capitol 5498
2	2	**HANG ON SLOOPY—McCoys,** Bang 506
3	3	**KEEP ON DANCING—Gentry's,** MGM 13379
4	4	**BABY DON'T GO—Sonny & Cher,** Reprise 0392
5	6	**LIAR, LIAR—Castaways,** Soma 1433
6	7	**DO YOU BELIEVE IN MAGIC—Lovin' Spoonful,** Kama Sutra 201
7	12	**A LOVER'S CONCERTO—Toys,** DynoVoice 209
8	8	**HUNGRY FOR LOVE—San Remo Golden Strings,** Ric-Tic 104
9	11	**TREAT HER RIGHT—Roy Head,** Back Beat 546
10	10	**YOU'RE THE ONE—Vogues,** Co & Ce 229
11	—	**GET OFF OF MY CLOUD—Rolling Stones,** London 9792
12	22	**EVERYBODY LOVES A CLOWN—Gary Lewis & the Playboys,** Liberty 55818
13	14	**RESCUE ME—Fontella Bass,** Checker 1120
14	16	**MAKE ME YOUR BABY—Barbara Lewis,** Atlantic 2300
15	17	**JUST A LITTLE BIT BETTER—Herman's Hermits,** MGM 13398
16	15	**RESPECT—Otis Redding,** Volt 128
17	13	**UNCHAINED MELODY—Righteous Brothers,** Philles 129
18	—	**AIN'T THAT PECULIAR—Marvin Gaye,** Tamla 54122
19	18	**LAUGH AT ME—Sonny,** Atco 6369
20	20	**1-2-3—Len Barry,** Decca 31827
21	19	**CATCH US IF YOU CAN—Dave Clark Five,** Epic 9833
22	27	**CLEO'S BACK—Jr. Walker & the All Stars,** Soul 35013
23	5	**EVE OF DESTRUCTION—Barry McGuire,** Dunhill 4009
24	24	**NOT THE LOVIN' KIND—Dino, Desi & Billy,** Reprise 0401
25	25	**I'M SO THANKFUL—Ikettes,** Modern 1011
26	23	**YOU'VE GOT YOUR TROUBLES—Fortunes,** Press 9773
27	—	**ARE YOU A BOY OR ARE YOU A GIRL—Barvarians,** Laurie 3308
28	9	**HELP—Beatles,** Captiol 5476
29	—	**POSITIVELY 4th STREET—Bob Dylan,** Columbia 43389
30	30	**RUN, BABY CUN—Newbeats,** Hickory 1332
31	31	**TAKE ME IN YOUR ARMS—Kim Weston,** Gordy 7046
32	32	**YOU WERE ON MY MIND—We Five,** A&M 770
33	36	**I WANT TO (Do Everything for You)—Joe Tex,** Dial 4016
34	28	**I'M YOURS—Elvis Presley,** RCA Victor 8657
35	35	**HOW NICE IT IS—Billy Stewart,** Chess 1941
36	26	**THE "IN" CROWD—Ramsey Lewis Trio,** Argo 5506
37	—	**LET'S HANG ON—4 Seasons,** Philips 40317
38	21	**HEART FULL OF SOUL—Yardbirds,** Epic 9823
39	29	**DAWN OF CORRECTION—Spokesmen,** Decca 31884
40	—	**MY GIRL HAS GONE—Miracles,** Tamla 54123

A RIDDLE:

WHAT'S BLACK AND WHITE AND GREEN AND BLUE AND ORANGE AND YELLOW AND READ ALL OVER?

COMING OCTOBER 30



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'Pickwick' Too Lean In Its Point of View

NEW YORK — The trouble with "Pickwick," the musical import from London which opened at the 46th Street Theater here last Monday (4), is that there's nobody to root for. Even the engaging performance of Harry Secombe, in the title role, does not engage interest and the production results in a ramshackle affair highlighted only by a few lively songs, several winning actors and the razzle-dazzle of its movable scenic effects.

The book, conceived by Wolf Mankowitz from Charles Dickens' "Pickwick Papers," lacks character development or point of view and like the original attempts only to sketch in some "diverting characters." It's not enough to fill the demands of the Broadway playgoer although it does have enough innocence and color to build as a "family show," the kind that parents can take their kiddies to without fear of embarrassment.

In addition to Secombe, a funnyman from Britain who has a bagful of music hall tricks and a stirring tenor voice, Roy Castle and Charlotte Rae supply most of the acting lifts and come off well in the song sequences.

The score by Cyril Ornadel (music) and Leslie Bricusse (lyrics) has a pleasing bouncy quality and there are two songs of special note. One is "If I Ruled the World," which received some pop disk play earlier this year via Tony Bennett's Columbia release, and the other is "I'll Never Be Lonely Again," which could also step out on its own.

Philips is scheduled to record the original Broadway cast album. The London cast album is on the Philips label overseas.

MIKE GROSS

Maharis Is Moving Along A New Route—Nightclubs

NEW YORK—George Maharis is adding a new facet to his career. Having already scored on disks via his Epic releases, in movies, theater and TV, he's now branching into the nightclub circuit.

Recently returned from a two-week tour of South America, Maharis starts his nightclub rounds in the U. S. with a week's engagement at the Twin Coaches in Pittsburgh on Oct. 22. He's slated for a three-week date at New York's Plaza Hotel starting Dec. 1, and in February, he'll return to South America for a more extensive tour.

Maharis also makes his return to TV Oct. 11 as host of NBC-TV's "Hullabaloo" where he'll preview his new Epic single, "A World Without Sunshine."

During his tour of South America, where he's a top-selling disk artist, Maharis performed in Portuguese, Spanish, Italian and French. In Argentina, he received front-page newspaper coverage as well as spotlight space in magazines. All of his Epic LP's are available in South America with sales on a continual upbeat.

Maharis, who starred several seasons ago on TV's "Route 66," has made his mark in the theater, as well. He costarred with Maureen Stapleton in the road company of "27 Wagons Full of Cotton" and played in summer stock productions of "The Desperate Hours" and "A Hatful of Rain."

His disk career took off in 1963 with his debut Epic single, "Teach Me Tonight."

Dylan Would Rather Switch —And He Does

NEW YORK — Bob Dylan, leading spokesman in the folk-rock-protest field, first dulled, then delighted the overflow crowd in a two-part concert at Carnegie Hall Friday (1). Opening the program with solo performances of several of his lengthy folk-oriented songs, the Columbia recording star was repetitious in his style, delivery and material. Without vocal comment or introduction, the singer-composer sang "Gates of Eden," segued to "It's All Over Now, Baby Blue" and "Desolation Row."

After a short intermission Dylan began the commercial segment of the program, backed by two electric guitars, electric organ, piano and drums. His performance was electric in contrast to the slow, somewhat tedious opening. It was obviously designed to convince Dylan's more "ethnic" fans that his switch to the teen sound was actually a good idea.

The big beat sound was employed on such Dylan-penned tunes as "Just Like Tom Thumb's Blues," "It Ain't Me Babe" and his hit "Like a Rolling Stone."

With his single "Positively 4th Street" rapidly climbing the Billboard chart and with two of his tunes by other artists also on the charts, Dylan has a firm hold on the commercial teen market and any return to his early folk style appears unlikely.

HERB WOOD

Marilyn Maye Breaks Up Room And House Too

NEW YORK — Kansas City will never again be big enough to hold Marilyn Maye. The KC-based singer, who recently cut her first album for RCA Victor, opened Monday night (4) at the Living Room here and broke up the house.

Miss Maye did nine numbers from her "Meet Marvelous Marilyn Maye" album and threw in "Yesterday" (Beatle song), "You Are My Sunshine," "More," "River Stay Away From My Door" and "Watermelon Man" for good measure.

She's a jazz-oriented singer who has the faculty to sing to rather than for an audience. She has a degree of showmanship that is all too rare today.

And she's able to take the tired, done-to-death standards and inject new life in them with her sense of timing and distinctive phrasings.

Her selections followed the same sequence as on the LP—"Get Me to the Church on Time," "Misty," "Washington Square," "Happiness Is a Thing Called Joe," "I Love You Today," "Hello, Dolly!" "Take Five," "Put on a Happy Face," and "Make Someone Happy."

Miss Maye's treatment of the country "You Are My Sunshine" was pure jazz, while "Misty" was handled more conventional style. Her "Watermelon Man" was a combination of jazz and a pop sound.

Victor is making an all-out attempt to promote Miss Maye. And most of the label's top brass was on hand opening night.

Other acts on the bill were Vic Fontaine, an exciting and versatile singer who exhibited a high degree of showmanship, and Freddie Cole, brother of the late Nat King Cole and a stylist in the same vein.

AARON STERNFIELD

Experience Pays For Mel Carter

LOS ANGELES — Mel Carter's past is a very obvious part of his present. The 26-year-old singer's affiliation with the late Sam Cooke and his gospel music experience come through strongly during his current stand at the Slate Bros. The month-long engagement is Carter's first major L. A. appearance.

During his 20-minute act, Carter infuses a chorus of gospel shouts and "yeah yeahs" on "It's All Right With Me," his fast tempo opener and invites the audience to sing along on "Detour." He salutes Cooke by offering his "When a Boy Falls in Love," with the Charlie Shoemaker quartet setting up a gentle Latin feel, and "Dance What You Wanna," complete with renditions of the jerk, duck and horse.

Before joining Imperial, Carter was on Cooke's Darby label, which may explain his being influenced to phrase like Cooke on "When a Boy Falls in Love."

Carter is a hard-working performer, easily flexing into a soft, gentle sound as on "The Other Woman" and pushing his tenor voice to its zenith on "Bye, Bye Blackbird." Vocalist displays good stage presence and a jovial attitude toward his audience. He likes to sing at rapid speeds and oftimes jumps from a soft characteristic to the more powerful — and effective — heavier sound, all in the same number. It doesn't always pay off, but Carter leaves a general impression of a song stylist who is within sight of stardom.

ELIOT TIEGEL

GARRY SHERMAN, right, arranger-conductor, winds up a series of recording sessions with Kai Winding for Verve Records.

PEOPLE AND PLACES

The **New Christy Minstrels** have branched out into the fur peddling business in Alaska. The group became interested in this offbeat enterprise after a recent hunting holiday in Anchorage which resulted in the group's selling moose hides and seal furs at a neat prodit and they now have formed a trading company. . . . **Flip Wilson,** young comedian, has been booked through this month at the hungry i, San Francisco. Wilson, who recently signed a personal management pact with **Monte Kaye,** has been headlining in the Negro theater circuit and jazz clubs until coming to national attention through shots on **Johnny Carson's** NBC-TV show. . . . . Singer-actress **Paula Wayne,** currently on Broadway in "Golden Boy," secured her release from the William Morris Agency and signed with General Artists Corp.

Herb Alpert's Tijuana Brass make their first New York appearance when they open a two-week engagement at Basin Street East Oct. 21. . . . **Mrs. Adele Sandler** celebrated her 20th anniversary with the Bourne Co. last week. She heads the copyright department. . . . **Gene Pitney** on his way to Australia and then England. . . . **Bryce Bond,** heard nightly on WTFM, is narrator on the Folkways' album "God's Trombones" by **James Weldon Johnson.** . . . **Johnny Mathis** will have a new group of five girls and five boys called **Our Young Generation** on tour with him this fall and next spring. . . . The **Animals,** appearing on NBC-TV's "Hullabaloo" Oct. 11, are set to appear on the ABC-TV special "Little Red Riding Hood" to be aired Nov. 28, but due to union rules forbidding British artists to record in the States, the group will record the soundtrack in Bermuda. . . . The **Lettermen** have scheduled 18 college performances for this month. The tour covers seven States in the West. . . . **Killer Joe Piro,** who records LP's for Atlantic, has returned to the Steak Pit, Paramus, N. J., to conduct the Friday night dance sessions.

John Gary, RCA Victor artist, will be at San Francisco's hungry i until Oct. 1. . . . **Ethel Ennis,** also on the Victor label, winds up her engagement at Spokane's Early Birds Club Oct. 16. . . . **Gene Krupa** opens at the Holiday House, Milwaukee, for one week beginning Oct. 18. . . **Mary Wells** set for a concert at the University of South Carolina, Columbia, S. C., Oct. 20. . . . **Jerry Vale** pencilled in at the Palmer House, Chicago, Jan. 17-Feb. 2. . . . **Dick Dale** lining up a coast-to-coast personal appearance tour. . . . **Larry Coleman,** of the Richmond Organization, returned last week from a European business trip.

Irving Caesar and **Charles Tobias,** ASCAP writers, will be the featured performers at the closing banquet of the 61st Convention of the National Assn. of Postmasters of the U. S. in Omaha Oct. 14. . . . **Bernadette Castro,** former Colpix artist now at the University of Florida, conducting a disk jockey series on WDVH, Gainesville, Fla. . . . Jazz pianist **Bill Evans** begins a two-week stand at the Village Vanguard Oct. 12. . . . **Johnny Nash** appearing on TV this week in Washington and Baltimore with Joda artists **Sam & Bill.** . . . The **Highwaymen** guest on **Merv Griffin's** TV show Oct. 25. . . . **Emilio Pericoli,** Warner Bros. Records artist, began a two-week engagement at the Caribe Hilton Oct. 16. . . . **Dick Clark's** "Caravan of Stars" will feature **Donovan, Paul Revere & the Raiders** and **Danny Hutton** during its November concert tour.

MIKE GROSS

Signings

Julius La Rosa has been signed to an exclusive recording contract by Don Costa Productions. Costa will produce La Rosa's disk for release on MGM . . . **Jaye Kennedy,** thrush who has been appearing on **Merv Griffin's** syndicated TV show, has been signed by United Artists Records. . . . Humorist-songwriter **Shel Silverstein** will now record for the Cadet label. . . . Jazz saxophonist **Eric Kloss** to Prestige. . . . Hypnotist **Pat Collins** will do two LP's for Sutton records within the next four months. . . . The **New Englanders,** new vocal group, signed to Tener Records. . . . Hickory Records has added **James O'Gwynn** to its roster. . . . Trumpeter **Andy Dio** to Musicor Records. He's the leader of a rock group known as the **Legends.**

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Yes. We were right.
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Van McCoy

"BUTTERFLY" c/w **"KEEP LOVING ME"**
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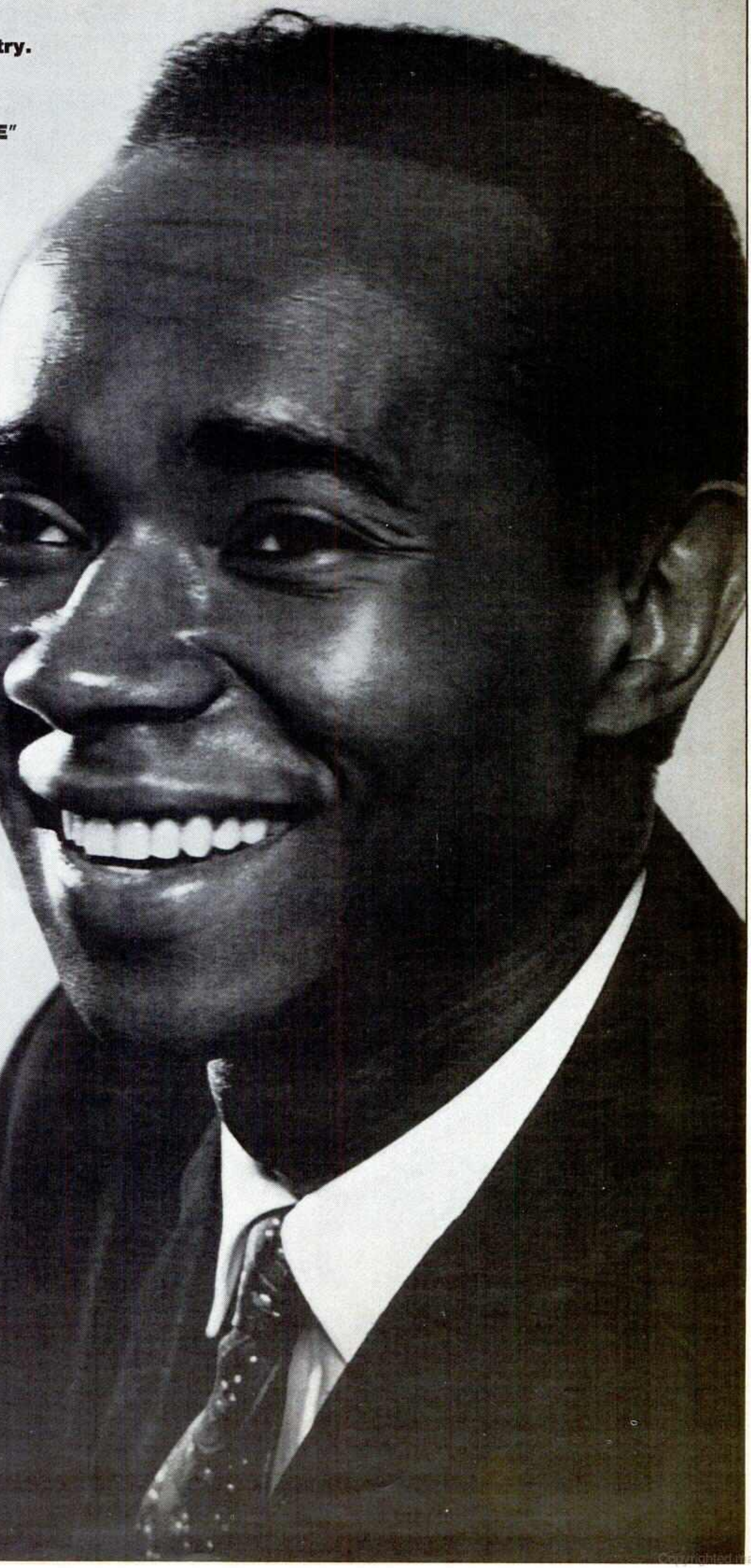
ON COLUMBIA RECORDS

Written by Van McCoy for Blackwood Music Inc.
Personal Management: Dave Kapralik.



Van McCoy makes his television debut on Johnny Carson's show this week.

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SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 194—Last Week, 191

*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

BARRY McGUIRE—UPON A PAINTED OCEAN (Trousdale, BMI)—Hot off the "Eve of Destruction," composer Sloan and singer McGuire have another winner in this mild message song backed by driving hard-rock dance beat. Flip: "Child of Our Times" (Trousdale, BMI). **Dunhill 4014**

ROY HEAD—JUST A LITTLE BIT (Tollie, BMI)—Currently No. 2 on the "Hot 100" chart via his Back Beat disk, "Treat Her Right," Head has an equally potential wailing rocker in this Scepter entry. Pulsating dance number. Flip: "Treat Me Right" (Kaboo, BMI). **Scepter 12116**

YARDBIRDS—I'M A MAN (Avalon-Hill & Range, BMI)—With their "Heart Full of Soul" slipping down the chart, this pulsating blues builds into a rocking frenzy that should spiral it to the top. Flip: "Still I'm Sad" (Feldman, ASCAP). **Epic 9857**

ERIK—ONE TOO MANY MORNINGS (Witmark, ASCAP)—New 16-year-old Ithaca, N. Y. discovery makes an exciting and impressive debut with one of the best of the Dylan compositions. Left fielder aimed at the top of the chart. Flip: "She Belongs to Me" (Witmark, ASCAP). **General International 350**

BYRDS—TURN! TURN! TURN! (Melody Trails, BMI)—Fascinating entry with words from the Book of Ecclesiastes and music adapted by Pete Seeger. Performed with respect and taste and a solid dance beat backing. A winner! Flip: "She Don't Care About Time" (Tickerson, BMI). **Columbia 43424**

TEMPTATIONS — MY BABY (Jobete, BMI) — Hot follow-up to "Since I Lost My Baby" is an easy, smooth rocker with the potential of another "My Girl." Flip: "Don't Look Back" (Jobete, BMI). **Gordy 7047**

TOP 60

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

MEL CARTER—(ALL OF A SUDDEN) MY HEART SINGS (Leeds-MCA, ASCAP)—Having scored in the Top 10 with his "Hold Me, Thrill Me, Kiss Me," Carter revives another fine oldie with his fresh pop market treatment, full strings and all. Builds into an exciting production. Flip: "When I Hold the Hand of the One I Love" (Farrell, BMI). **Imperial 66138**

EDDIE HODGES—LOVE MINUS ZERO (Witmark, ASCAP)—More well-written Dylan material serves as a hot follow-up to Hodges' "New Orleans" hit. Full production and dance beat makes this a fast chart contender. Flip: "The Water Is Over My Head" (Sea-Lark, BMI). **Aurora 156**

LENNY WELCH—RUN TO MY LOVIN' ARMS (Screen Gems-Columbia, BMI)—Exciting new feel for Welch on a pulsating, dramatic production. "Coronet Blue" (Chappell, ASCAP). **Kapp 712**

FREDDIE AND THE DREAMERS—A WINDMILL IN OLD AMSTERDAM (Devon, BMI)—Clever novelty performed in the humorous light Freddie fashion, has tremendous potential for fast chart action. Well timed with their upcoming American concert tour. Flip: "I Don't Know" (Dreamers, BMI). **Mercury 72847**

HORST JANKOWSKI—HEIDE (MRC, BMI)—Jazz-oriented, this catchy piece, much in the vein of "A Walk in the Black Forest," has as much appeal and sales potential as the former hit. Melody, arrangement and dance beat stick with you! Flip: "Happy Frankfurt" (MRC, BMI). **Mercury 72492**

JOHNNY CASH—HAPPY TO BE WITH YOU (Copper Creek-Gallico, BMI)—Composers June Carter, Johnny Cash and Merle Kilgore have come up with a winner in this rhythmic ballad which has equal potential in both pop and country markets. Top Cash performance and solid beat backing has hit sound throughout. Flip: "Pickin' Time" (Southwind, BMI). **Columbia 43420**

BILLY THORPE—TWILIGHT TIME (Campbell Porgie, ASCAP)—The hit version from Australia has equal sales possibilities for this country. The Three Suns theme is well revived here in an exciting, dramatic vocal performance and lush, driving string backing. Flip: "My Girl Josephine" (Travis, BMI). **GNP Crescendo 359**

EMILIO PERICOLI—MY WORLD (Elmwin, BMI)—The "Al Di La" man is back with a powerful entry. Sung in Italian and English, this beautiful ballad has a strong commercial arrangement for today's pop market. Flip: "What Must I Do?" (Burbank, ASCAP). **Warner Bros. 5664**

SUE THOMPSON — JUST KISS ME (Acuff-Rose, BMI)—Great monkey dance beat backs a strong vocal on good John D. Loudermilk material. Heavy discotheque appeal for juke boxes. Hot chart item! Flip: "Sweet Hunk of Misery" (Fame, BMI). **Hickory 1340**

CASUALS—PROMISE HER ANYTHING (Tuneville, BMI)—New group with winning pop sound has a strong contender in this well-performed and produced rhythm ballad. Strong driving dance arrangement by Ray Stevens. Flip: "Walk" (Columbia-Screen Gems, BMI). **Monument 905**

BURL IVES — FRANGIPANI (Acuff-Rose, BMI)—Catchy novelty should spiral Ives rapidly up the charts again. He's in top form and the material is commercial. Flip: "Girl Sittin' Up in a Tree" (Leeds, ASCAP). **Decca 31857**

KING BEES—WHAT SHE DOES TO ME (King Bees, BMI)—Hard-driving discotheque winner with strong vocal work that has a hot chart potential. A rocking smash by good group sound. Flip: "That Ain't Love" (King Bees, BMI). **RCA Victor 8688**

HENRY MANCINI AND HIS ORK—PUSH THE BUTTON, MAX! (East Hill, ASCAP)—Off-beat instrumental from the film "The Great Race" has an intriguing bluesy arrangement that could hit hard and fast. Magic Mancini sounds! Flip: "He Shouldn't A, Hadn't A Oughtn't A Swang on Me!" (East Hill, ASCAP). **RCA Victor 8691**

DICK ROMAN—THE TRUTH HURTS (Syndicate, ASCAP)—Now a regular on the Gleason TV show, Roman has his best chance to date for a commercial pop hit in this strong well-done material. Rhythm ballad is arranged in pop market vein by England's Mike Leander. Flip: "What Good Does It Do Me Now" (Saxon, BMI). **Seville 139**

BOB BRAUN — SHADOWS (Pocono, BMI) — The popular TV star of Cincinnati offers a hot contender in this country-flavored rhythm ballad. Good vocal, narration and backing should make it a rapid chart climber. Flip: "I'm Sittin' Here Rememberin' " (Pocono, BMI). **Audio Fidelity 111**

TORNADOES — STINGRAY (Toff) — The group of "Telstar" fame could repeat with this exciting theme from the TV program "Stingray." Strong dance instrumental! Flip: "Aqua Marina" (Toff). **Tower 171**

GERRY DORSEY—BABY TURN AROUND (Leeds, ASCAP)—Powerful rhythm material from the pen of Gordon Mills, composer of "It's Not Unusual" serves as a strong debut for the good bluesy sound of Dorsey. A definite winner! Flip: "If I Could Do the Things I Want to Do" (Leeds, ASCAP). **Hickory 1337**

RONNIE MILSAP—NEVER HAD IT SO GOOD (Flomar, BMI)—Smooth, easy rocker is a left fielder that should go all the way! Good vocal and group performance and frug dance beat. Watch this one! Flip: "Let's Go Get Stoned" (Flomar-Baby Monica, BMI). **Scepter 12109**

DEBS—SLOOPY'S GONNA HANG ON (Picturetone-Mellin, BMI)—Hot answer to the smash, "Hang On Sloopy," has tremendous possibilities via this exciting new group sound. Well-performed and produced. Flip: "Under a Streetlight" (Picturetone, BMI). **Mercury 72494**

BLUE THINGS—I MUST BE DOING SOMETHING WRONG (Raleigh, BMI) — With all the ingredients of the English hits, this new folk-rock group hails from Hays, Kan.! Slow, easy dance beat backs a well-blended group sound. Flip: "La Do Da Da" (Arc, BMI). **RCA Victor 8692**

DODIE WEST—IN THE DEEP OF NIGHT (Leeds, ASCAP)—Fascinating vocal style, dramatic production rhythm ballad and a hot commercial sound throughout. Right up the teen market alley; should prove a big one. Flip: "Rovin' Boy" (Scroll). **Checker 114**

CHART

Spotlights—Predicted to reach the HOT 100 Chart

CANNIBAL & THE HEADHUNTERS—Follow the Music (Padua, BMI)—I Need Your Loving (Fast-Pete, BMI). RAMPART 646
FIVE SOUNDS—Loadin' Coal (Pacesetter, BMI). EPIC 9856
BILLY STRANGE—Trains & Boats & Planes (U. S., ASCAP). GNP CRESCENDO 360
PETE FOUNTAIN AND "BIG" TINY LITTLE—Darktown Strutters' Ball (Feist, ASCAP). CORAL 65598
DEAN JONES—You'll Walk in the Sun (Conner, BMI). VALIANT 726
JACK LA FORGE, HIS PIANO & ORK—More Than One Way (Harms, ASCAP). LYRIC 1331
JAMES BROWN AT THE ORGAN—Papa's Got a Brand New Bag (Lois & Try Me, BMI). SMASH 570
MOE KOFFMAN—Bulldog Walk (Cotillion, BMI). ATCO 6382
BILL DANA—Make Nice (Dana, ASCAP). A & M 779

COUNTRY SPOTLIGHTS

TOP 10

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

BUCK OWENS—IF YOU WANT A LOVE (Bluebook, BMI)—BUCKAROO (Bluebook, BMI)—Chalk up another No. 1 contender for Owens who can't miss with this powerful, plaintive ballad. Top Owens performance. Flip is clever rhythm dance instrumental with much pop appeal. **Capitol 5517**

MEL TILLIS—MR. DROPOUT (Cedarwood, BMI)—Strong follow-up to his "Wine" hit is this timely contender. Excellent possibilities to rapidly climb the chart. Fine Tillis performances. Flip: "Bring on the Blues! (Cedarwood, BMI). **Ric 178**

JACK GREENE—ROOM FOR ONE MORE HEARTACHE (Pamper, BMI)—EVER SINCE MY BABY WENT AWAY (Noma & Mojave, BMI)—Good Harlan Howard rhythm ballad serves a winner for the rich, warm vocal style of Greene. Flip is equally strong material by Marty Robbins. Top-of-the-chart contenders. **Decca 31856**

CHARLIE WALKER—HE'S A JOLLY GOOD FELLOW (Gallico, BMI)—A happy, spirited rouser has hit written all over it! Walker vocal and catchy rhythm backing on good material should rush up the chart. Flip: "Memory Killer" (Combine, BMI). **Epic 9852**

RED SOVINE — GIDDYUP GO (Starday, BMI)—Well-written, plaintive country ballad with a hard-to-beat Sovine reading should prove a powerhouse in air play and sales. Flip: "Kiss and the Keys" (Starday, BMI). **Starday 737**

CHART

Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

JIM & JESSE—Memphis (Arc, BMI). EPIC 9851
SHEB WOOLEY—Big Land (Channel, ASCAP). MGM 13395
HAL WILLIS—When It's Springtime in Alaska (Cajun, BMI). SIMS 250
AUTRY INMAN—Keep Her Out of Sight (Inman, BMI). JUBILEE 9010
GRANDPA JONES—My Darlin's Not My Darlin' Any More (Lois, BMI). MONUMENT 903
KENNY ROBERTS—If I'm Blue (Wel Dee-Starday, BMI). STARDAY 736
BOBBY DURHAM—Let the Sad Times Roll On (Central Songs, BMI). CAPITOL 5511
HOMESTEADERS—One Man's Sugar (Is Another Man's Salt) (Starday, BMI). STARDAY 733
COY JACKSON—The Birds and Bees (Starday, BMI). STARDAY 734
CASH McCALL—Once in Every Lifetime (Canyon, SESAC). TOPIC 8010
ROGER MILLER—Jimmy Brown the Newsboy (Peer, BMI). STARDAY 7032
BOBBY HELMS—I'm the Man (Starday, BMI). KAPP 708

R&B SPOTLIGHTS

TOP 10

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

JOHN STEELE AND THE DELMATES—THE FAT MAN (Rhinelander, BMI)—Raucous, wild, jerk beat introduces a new dance, "The Fat Man." Wailing vocal and beat has equal pop possibilities. Flip: "You're Gonna Miss Me" (Rhinelander, BMI). **Wand 194**

JOE ANDERSON—I CAN'T GET ENOUGH OF YOU (T.M., BMI)—Hard-driving, soulful blues rocker with strong dance beat has the earmarks of a fast hit in both r&b and pop markets. Flip: "Don't You Know" (S&S-Cotillion, BMI). **Heidi 112**

CHART

Spotlights—Predicted to reach the R&B SINGLES Chart

TED TAYLOR—Stay Away From My Baby (Lois, BMI). OKEH 7231
CLARENCE (FROGMAN) HENRY—Tore Up Over You (Lois, BMI). PARROT 45015
G. L. CROCKETT—Did You Ever Love Somebody (Melva, BMI). CHECKER 1121
BO DIDDLEY—Let the Kids Dance (Arc, BMI). CHECKER 1123
BOBBY WOMACK—I Found a True Love (Prace Bob, BMI). CHECKER 1122
JACKIE BEAVERS—Sling Shot (Chevis, BMI). CHECKER 1119
FANTAISIONS—That's Where the Action Is (Craig-Vee & Special Agent, BMI). SATELLITE 2007
PHIL COLBERT—Who's Got the Action (Famous, ASCAP). PHILIPS 40313
CHARLIE NESBIT—Soul Train (Sharsnock, My Son's). SALVADOR 888
THE YOEMANS—I'm the Guy (S&A Cotillion, BMI). HEIDI 113
LITTLE TOMMY—I'm Hurt (Mr. Wiggles, BMI). SOUND OF SOUL 100

SERENDIPITY SINGERS—When Peaches Grow on Lilac Trees (Melody Trails, BMI). PHILIPS 40331
AUDREY AKINS—That's the Man That's Mine (Okra, BMI). KARATE 515
NELSON RIDDLE—Theme from "Skyscraper" (Harms, ASCAP). REPRISE 0412
DAN & THE CLEAN CUTS—Co-Operation (Lansdowne-Wonston, ASCAP). SCEPTER 12115
MIGIL 5—One Hundred Years (Lois, BMI). HICKORY 1334
PERRY & THE HARMONICS—Do the Monkey With James (Leatherneck & MRC, BMI). MERCURY 72476
BILL POST—The Hill of Henri-X Chapelle (Doree, Johnny & Bill, BMI). DJB 117
MOJO MEN—Dance With Me (Taracrest, BMI). AUTUMN 19
BUDDY MERRILL—Sweet September (Mills, ASCAP). ACCENT 1184
PETER MATZ & HIS ORK—What the World Needs Now Is Love (Jac & Blue Seas, ASCAP). COLUMBIA 43418
ESTHER OFARIM—To the Ends of the Earth (Paxwin, BMI). PHILIPS 40330
RONNIE WILSON—Boy in a Crowd (Okra, BMI). KARATE 516
DELETTS—What's the Use (Smashville, BMI). BLUE ROCK 4034
WILDER BROTHERS—Someone to Love (Shad O'Shea, BMI). FOUNTAIN 2244
NED ODUM BOYS—Please, Mr. Sun (Weiss & Barry, BMI). COLUMBIA 43410
BREAKERS—All My Nights, All My Days (Valet, BMI). RIVERTON 102
NICK NOBLE—Girl With the Long Red Hair (MRC, BMI). 20th CENTURY-FOX 612
ROJAY & FABER—Good in this World (Specline, BMI). FOND 0024
ERNIE MARESSA—It's Their World (Syndicate, ASCAP). SEVILLE 138
NEW SALVATION SINGERS—The Path That Leads to Trouble (Wedgewood & Vine Street, ASCAP). TOWER 165
THE GAS CO.—Blow Your Mind (Screen Gems-Columbia, BMI). MIRWOOD 5501
RICK SHORTER—Don't Cry (Branston, BMI). COLUMBIA 43406
VAN LENTON—Gotta Get Away (Orbit, BMI). SMASH 2007
EMANUEL LASKEY—Don't Lead Me On Baby (Thelma, BMI). THELMA 106
HAWK AND THE RANDELAS—One Like Me (Valet, BMI). RIVERTON 103

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CHESS-CHECKER-~~ARGO~~ CADET

A NAME IS EASY TO CHANGE; A REPUTATION ISN'T. WE'VE BEEN KNOWN AS ARGO RECORDS FOR TEN YEARS AND DURING THAT TIME WE'VE BUILT AND ENJOYED A REPUTATION FOR PRODUCING PHONOGRAPH RECORDS OF UNSURPASSED EXCELLENCE. BUT NAMES ARE NOT UNIQUE, AND IF AN ORGANIZATION FINDS THAT THEY ALONE NO LONGER ANSWER TO AND FOR THE RECORD OF THEIR NAME, AND THAT THEIR INDIVIDUALITY IS AT STAKE, A NEW IDENTITY MUST BE ESTABLISHED. OUR NAME WAS ARGO— OUR NEW NAME IS CADET. THE NAME AND ONLY THE NAME HAS CHANGED.

There's a World of Excitement on Cadet

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AT HI-FI SHOW

Tape Recorders Have Arrived, Says Exec

NEW YORK — At a press conference during the recent High Fidelity Music Show here, Wybo Semmelink, assistant vice-president of North American Philips and manager of its Norelco High Fidelity Products department, said that after 20 years of maturing, "tape recorders have finally come of age."

The tape recorder market, Semmelink observed, "Long characterized by optimistic predictions and unrealized potentials, is now reaching the customers it needs for full growth."

He said that "estimates of tape recorder sales for this year and 1966 have ranged far and wide, with some predictions for 1965 alone going as high as four million units."

He forecast that 1965 will be "the greatest sales year in the history of the tape recorder because of consumer acceptance of the units for both work and play."

Declared Semmelink: "Two factors are shaping this sales boom. The average American consumer has discovered tape recorders and the tape recording industry has discovered the average consumer."

Today, he said, the average customer wants "a moderate priced machine that will deliver quality, dependability and performance."

An area in which the industry is "catering to public need," the executive said, is "in the burgeoning field of automobile tape recorders."

Walker, Lewis Writing Book

NASHVILLE—Country music star Billy Walker said last week he is writing a book with Vic Lewis, a director and producer for Marathon Pictures, Inc., on the ins and outs of the country music entertainment field.

Walker said the book, about one-third finished, is aimed at helping aspiring young performers. Walker said a publisher is assured. Marathon Pictures is a local production company established by Audrey Williams, and has produced two films featuring many country music artists.

Hollis Acquisition

NEW YORK—Hollis Music has acquired the publishing rights to "The Phoenix Love Song (Senza Fine)," from the film production "The Flight of the Phoenix," to be released by 20th Century-Fox.

Recordings of "Senza Fine" have been made by Joe Harnell and Peggy Lee prior to the release of the film.

The song will be sung by Connie Francis in the film. Miss Francis will also record the song in English, French, German, Italian, Spanish and Japanese.

English and Italian versions will be released here and in the British Market.

WHAT'S A
GAMMA
GOOCHEE ?

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	1 Wk. Ago	2 Wks. Ago	3 Wks. Ago	Title — Artist, Label & Number	Weeks On Chart
1	1	2	3	**I'M YOURS** — Elvis Presley, RCA Victor 8657	8
2	6	9	12	**TASTE OF HONEY** — Herb Alpert & the Tijuana Brass, A&M 775	6
3	2	1	1	**YOU WERE ON MY MIND** — We Five, A&M 770	16
4	5	5	8	**HEARTACHES BY THE NUMBER** — Johnny Tillotson, MGM 13376	8
5	8	13	17	**KANSAS CITY STAR** — Roger Miller, Smash 1998	5
6	9	20	23	**HUNGRY FOR LOVE** — San Remo Golden Strings, Ric-Tic 104	6
7	3	4	4	**WITH THESE HANDS** — Tom Jones, Parrot 9787	8
8	4	3	2	**I'LL MAKE ALL YOUR DREAMS COME TRUE** — Ronnie Dove, Diamond 188	8
9	15	24	30	**JUST YESTERDAY** — Jack Jones, Kapp 699	4
10	11	14	15	**ROUNDABOUT** — Connie Francis, MGM 13389	8
11	13	17	18	**MILLIONS OF ROSES** — Steve Lawrence, Columbia 43362	9
12	7	7	9	**3rd MAN THEME** — Herb Alpert & the Tijuana Brass, A&M 775	7
13	21	30	32	**HE TOUCHED ME** — Barbra Streisand, Columbia 43403	4
14	26	36	—	**CHAPEL IN THE MOONLIGHT** — Bachelors, London 9793	3
15	17	25	29	**SECRETLY** — Lettermen, Capitol 5499	5
16	16	35	—	**THERE BUT FOR FORTUNE** — Joan Baez, Vanguard 35031	3
17	18	21	25	**MY LOVE FORGIVE ME** — Ray Charles Singers, Command 4073	5
18	20	31	36	**EARLY MORNING RAIN** — Peter, Paul & Mary, Warner Bros. 5659	4
19	19	23	28	**COME BACK TO ME MY LOVE** — Robert Goulet, Columbia 43394	5
20	22	29	31	**FORGIVE ME** — Al Martino, Capitol 5506	4
21	27	39	—	**RUSTY BELLS** — Brenda Lee, Decca 31849	3
22	10	6	7	**TWO DIFFERENT WORLDS** — Lenny Welch, Kapp 689	10
23	12	10	11	**WHEN SOMEBODY LOVES YOU** — Frank Sinatra, Reprise 0398	8
24	14	8	5	**MOONLIGHT AND ROSES** — Vic Dana, Dolton 309	11
25	25	32	40	**DON'T THROW THE ROSES AWAY** — John Gary, RCA Victor 8677	4
26	35	—	—	**AUTUMN LEAVES 1965** — Roger Williams, Kapp 707	2
27	34	—	—	**SINNER MAN** — Trini Lopez, Reprise 0405	2
28	37	—	—	**REMEMBER WHEN** — Wayne Newton, Capitol 5514	2
29	36	—	—	**DEEP IN YOUR HEART** — Jerry Vale, Columbia 43413	2
30	33	—	—	**CINCINNATI KID** — Ray Charles, ABC-Paramount, 10720	2
31	32	40	—	**SIDE BY SIDE** — Jane Morgan, Epic 9847	3
32	24	11	6	**SUMMER NIGHTS** — Marianne Faithfull, London 8790	8
33	40	—	—	**FEELIN' FRUGGY** — Al Hirt, RCA Victor 8684	2
34	—	—	—	**MAKE THE WORLD GO AWAY** — Eddy Arnold, RCA Victor 8679	1
35	—	—	—	**IL SILENZIO** — Nini Rosso, Columbia 43363	1
36	—	—	—	**ON A CLEAR DAY YOU CAN SEE FOREVER** — Robert Goulet, Columbia 43394	1
37	23	16	14	**HOLD ME, THRILL ME, KISS ME** — Mel Carter, Imperial 66113	18
38	—	—	—	**TRY TO REMEMBER** — Brothers Four, Columbia 43404	1
39	30	12	13	**THE GIRL FROM PEYTON PLACE** — Dickey Lee, TCF-Hall 111	7
40	—	—	—	**I HAVE DREAMED** — Chad & Jeremy, Columbia 43414	1

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Billboard

For Week Ending October 16, 1965

HOT 100

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

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

Billboard Award

This Week	1 Wk. Ago	2 Wks. Ago	3 Wks. Ago	Title — Artist, Label & Number	Weeks On Chart
1	1	3	45	**YESTERDAY** — Beatles, Capitol 5498	4
2	3	7	12	**TREAT HER RIGHT** — Roy Head, Back Beat 546	7
3	2	1	2	**HANG ON SLOOPY** — McCoys, Bang 506	10
4	19	38	66	**A LOVER'S CONCERTO** — Toys, DynoVoice 209	6
5	14	19	34	**KEEP ON DANCING** — Gentry's, MGM 13379	6
6	5	6	6	**THE "IN" CROWD** — Ramsey Lewis Trio, Argo 5506	12
7	12	25	40	**JUST A LITTLE BIT BETTER** — Herman's Hermits, MGM 13398	5
8	8	9	14	**BABY DON'T GO** — Sonny & Cher, Reprise 0392	9
9	10	12	17	**DO YOU BELIEVE IN MAGIC** — Lovin' Spoonful, Kama Sutra 201	9
10	4	2	1	**EVE OF DESTRUCTION** — Barry McGuire, Dunhill 4009	9
11	11	16	21	**I'M YOURS** — Elvis Presley, RCA Victor 8657	8
12	24	42	85	**EVERYBODY LOVES A CLOWN** — Gary Lewis & the Playboys, Liberty 55818	4
13	13	15	20	**SOME ENCHANTED EVENING** — Jay & the Americans, United Artists 919	7
14	64	—	—	**GET OFF OF MY CLOUD** — Rolling Stones, London 9792	2
15	18	20	26	**LIAR, LIAR** — Castaways, Soma 1433	10
16	22	41	72	**YOU'RE THE ONE** — Vogues, Co & Ce 229	5
17	7	8	11	**YOU'VE GOT YOUR TROUBLES** — Fortunes, Press 9773	9
18	34	66	—	**POSITIVELY 4TH STREET** — Bob Dylan, Columbia 43389	3
19	9	5	3	**YOU WERE ON MY MIND** — We Five, A&M 770	13
20	6	4	4	**CATCH US IF YOU CAN** — Dave Clark Five, Epic 9833	9
21	23	28	33	**MOHAIR SAM** — Charlie Rich, Smash 1993	8
22	15	11	5	**HELP** — Beatles, Capitol 5476	11
23	17	13	13	**WE GOTTA GET OUT OF THIS PLACE** — Animals, MGM 13382	10
24	37	49	60	**MAKE ME YOUR BABY** — Barbara Lewis, Atlantic 2300	6
25	28	29	37	**HOME OF THE BRAVE** — Jody Miller, Capitol 5483	8
26	16	10	10	**LAUGH AT ME** — Sonny, Atco 6369	9
27	21	22	25	**I'LL MAKE ALL YOUR DREAMS COME TRUE** — Ronnie Dove, Diamond 188	8
28	36	55	76	**I KNEW YOU WHEN** — Billy Joe Royal, Columbia 43390	5
29	20	24	32	**JUST YOU** — Sonny & Cher, Atco 6345	8
30	45	74	89	**A TASTE OF HONEY** — Herb Alpert & the Tijuana Brass, A&M 775	4
31	31	33	44	**KANSAS CITY STAR** — Roger Miller, Smash 1998	6
32	32	44	54	**MY TOWN, MY GUY AND ME** — Lesley Gore, Mercury 72475	6
33	43	54	73	**NOT THE LOVIN' KIND** — Dino, Desi & Billy, Reprise 0401	5
34	25	26	30	**RIDE AWAY** — Roy Orbison, MGM 13386	9
35	46	48	56	**I WANT TO (Do Everything for You)** — Joe Tex, Dial 4016	8
36	39	43	53	**DAWN OF CORRECTION** — Spokesmen, Decca 31804	5
37	40	50	67	**HUNGRY FOR LOVE** — Soo Rano Golden Strings, Ric-Tic 104	6
38	44	51	71	**WHAT COLOR (Is a Man)** — Bobby Vinton, Epic 9846	5
39	27	27	29	**WITH THESE HANDS** — Tom Jones, Parrot 9787	8
40	42	45	47	**AIN'T IT TRUE** — Andy Williams, Columbia 43358	7
41	35	36	42	**HEARTACHES BY THE NUMBER** — Johnny Tillotson, MGM 13376	8
42	52	64	79	**EVERYONE'S GONE TO THE MOON** — Jonathan King, Parrot 9774	4
43	53	56	69	**CARA-LIN** — Strangeloves, Bang 508	5
44	29	17	8	**IT AIN'T ME BABE** — Turtles, White Whale 222	11
45	26	14	9	**HEART FULL OF SOUL** — Yardbirds, Epic 9823	12
46	56	62	68	**RESPECT** — Otis Redding, Volt 128	7
47	68	—	—	**BUT YOU'RE MINE** — Sonny & Cher, Atco 6381	2
48	61	77	93	**1-2-3** — Len Barry, Decca 31827	4
49	51	72	87	**ACT NATURALLY** — Beatles, Capitol 5498	4
50	66	82	—	**SAY SOMETHING FUNNY** — Patty Duke, United Artists 915	3
51	62	76	—	**RESCUE ME** — Fontella Bass, Checker 1120	3
52	58	71	90	**UNIVERSAL SOLDIER** — Glen Campbell, Capitol 5504	4
53	57	63	78	**STEPPIN' OUT** — Paul Revere & the Raiders, Columbia 43375	5
54	59	69	84	**UNIVERSAL SOLDIER** — Donovan, Hickory 1338	4
55	55	67	83	**ARE YOU A BOY OR ARE YOU A GIRL** — Barbarians, Laurie 3308	4
56	60	60	70	**I LIVE FOR THE SUN** — Sunrays, Tower 148	7
57	67	83	—	**I MISS YOU SO** — Little Anthony & the Imperials, DCP 1149	3
58	71	—	—	**AIN'T THAT PECULIAR** — Marvin Gaye, Tamla 54122	2
59	73	90	—	**RUN, BABY RUN** — Newbeats, Hickory 1332	3
60	72	—	—	**LET'S HANG ON** — 4 Seasons, Philips 40317	2
61	65	80	—	**TAKE ME IN YOUR ARMS** — Kim Weston, Gordy 7046	3
62	77	92	—	**WHERE HAVE ALL THE FLOWERS GONE** — Johnny Rivers, Imperial 66133	3
63	50	53	62	**THERE BUT FOR FORTUNE** — Joan Baez, Vanguard 35031	6
64	75	78	92	**IF YOU'VE GOT A HEART** — Bobby Goldsboro, United Artists 908	4
65	85	—	—	**ROUND EVERY CORNER** — Petula Clark, Warner Bros. 5661	2
66	30	21	22	**AGENT OO-SOUL** — Edwin Starr, Ric-Tic 103	11
67	47	47	52	**THE 3rd MAN THEME** — Herb Alpert & the Tijuana Brass, A&M 775	6
68	76	84	—	**A LIFETIME OF LONELINESS** — Jackie DeShannon, Imperial 66132	3
69	78	93	—	**SECRETLY** — Lettermen, Capitol 5499	3
70	88	—	—	**CHAPEL IN THE MOONLIGHT** — Bachelors, London 9793	2
71	87	—	—	**RING DANG DOO** — Sam the Sham and the Pharaohs, MGM 13397	2
72	89	—	—	**DON'T TALK TO STRANGERS** — Beau Brummels, Autumn 20	2
73	95	—	—	**MY GIRL HAS GONE** — Miracles, Tamla 54122	2
74	74	79	82	**LITTLE MISS SAD** — Five Emprees, Freeport 1001	6
75	63	65	75	**THESE HANDS (Small But Mighty)** — Bobby Bland, Duke 388	8
76	80	81	81	**THE WORLD THROUGH A TEAR** — Neil Sedaka, RCA Victor 8627	8
77	82	86	88	**FUNNY LITTLE BUTTERFLIES** — Patty Duke, United Artists 915	4
78	84	94	98	**ROAD RUNNER** — Gants, Liberty 55829	4
79	79	91	—	**JUST ONE KISS FROM YOU** — Impressions, ABC-Paramount 10725	3
80	—	—	—	**I FOUND A GIRL** — Jan & Dean, Liberty 55833	1
81	—	—	—	**YOU'VE GOT TO HIDE YOUR LOVE AWAY** — Silkie, Fontana 1525	1
82	—	—	—	**MAKE THE WORLD GO AWAY** — Eddy Arnold, RCA Victor 8679	1
83	—	—	—	**WHERE DO YOU GO** — Chor, Imperial 66136	1
84	86	97	—	**LOOKING WITH MY EYES** — Dionne Warwick, Scepter 12111	3
85	—	—	—	**REMEMBER WHEN** — Wayne Newton, Capitol 5514	1
86	94	99	—	**HE TOUCHED ME** — Barbra Streisand, Columbia 43403	3
87	100	—	—	**RUSTY BELLS** — Brenda Lee, Decca 31849	2
88	91	—	—	**CLEO'S BACK** — Jr. Walker and the All Stars, Soul 35013	2
89	90	—	—	**JUST YESTERDAY** — Jack Jones, Kapp 699	2
90	—	—	—	**MAY THE BIRD OF PARADISE FLY UP YOUR NOSE** — "Little" Jimmy Dickens, Columbia 43388	1
91	—	—	—	**ROSES AND RAINBOWS** — Danny Hutton, HBR 447	1
92	83	85	91	**TOSSING AND TURNING** — Ivy League, Cameo 377	5
93	93	—	—	**I'M SO THANKFUL** — The Ikettes, Modern 1011	2
94	—	—	—	**AUTUMN LEAVES—1965** — Roger Williams, Kapp 707	1
95	—	—	—	**FORGIVE ME** — Al Martino, Capitol 5506	1
96	98	—	—	**EARLY MORNING RAIN** — Peter, Paul & Mary, Warner Bros. 5659	2
97	—	—	—	**SINNER MAN** — Trini Lopez, Reprise 0405	1
98	—	—	—	**SO LONG BABE** — Nancy Sinatra, Reprise 0407	1
99	99	—	—	**RIGHT NOW AND NOT LATER** — Shangri-Las, Red Bird 036	2
100	—	—	—	**MAKE IT EASY ON YOURSELF** — Walker Brothers, Smash 2000	1

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Ain't It True (Wemar & Claudine, BMI) ... 40
Ain't That Peculiar (Jobete, BMI) ... 58
Are You a Boy or Are You a Girl (Elmwin, BMI) ... 55
Autumn Leaves—'65 (Morley, ASCAP) ... 94
Baby Don't Go (Mother Bertha & Ten East, BMI) ... 8
But You're Mine (Five-West-Cotillion, BMI) ... 47
Cara-Lin (Grand Canyon, BMI) ... 43
Catch Us If You Can (Branston, BMI) ... 20
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Do You Believe in Magic (Faithful Virtue, BMI) ... 9
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Rescue Me (Chevis, BMI) ... 51
Respect (East-Time-Redwal, BMI) ... 46
Ride Away (Acuff-Rose, BMI) ... 34
Right Now and Not Later (Trio, Tender Tunes, Bert, BMI) ... 99
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101. HONKY TONK '65 ... Lonnie Mack, Fraternity 951
102. I STILL LOVE YOU ... Vejtables, Autumn 15
103. THE ORGAN GRINDER'S SWING ... Jimmy Smith, Verve 10363
104. LET ME BE ... Turtles, White Whale 224
105. LET'S MOVE & GROOVE (Together) ... Johnny Nash, Jode 102
106. HERE COMES THE TEARS ... Gene Chandler, Constellation 164
107. IL SILENZIO ... Nini Rosso, Columbia 43363
108. HAPPY, HAPPY BIRTHDAY BABY ... Dolly Parton, Monument 897
109. FOR YOUR LOVE ... Righteous Brothers, Moonglow 243
110. FOR YOUR LOVE ... Sam and Bill, Jode 100
111. THE SPIDER SONG ... Kids Next Door, 4 Corners 129
112. MISTY ... Vibrations, Okeh 7230
113. THINK ... Jimmy McCracklin, Imperial 66129
114. LOVE (Makes Me Do Foolish Things) ... Martha & The Vandellas, Gordy 7045
115. I HAVE DREAMED ... Chad & Jeremy, Columbia 43414
116. SEE MY FRIEND ... Kinks, Reprise 0409
117. CINCINNATI KID ... Ray Charles, ABC-Paramount 10720
118. WE DIDN'T ASK TO BE BROUGHT HERE ... Bobby Darin, Atlantic 2305
119. ON A CLEAR DAY YOU CAN SEE FOREVER ... Robert Goulet, Columbia 43394
120. I BELIEVE I'LL LOVE ON ... Jackie Wilson, Brunswick 55283
121. WORK, WORK, WORK ... Lee Dorsey, Amy 939
122. COME BACK TO ME MY LOVE ... Robert Goulet, Columbia 43394
123. FUNNY THING ABOUT IT ... Nancy Ames, Epic 9845
124. TRY TO REMEMBER ... Brothers Four, Columbia 43404
125. ONLY A FOOL BREAKS HIS OWN HEART ... Arthur Prysock, Old Town 1185
126. I'LL KEEP ON TRYING ... Walter Jackson, Okeh, 7229
127. MY HEART BELONGS TO ONLY YOU ... Shirelles, Scepter 12114
128. DEEP IN YOUR HEART ... Jerry Vale, Columbia 43413
129. I NEED YOU ... Chuck Jackson & Maxine Brown, Wand 179
130. NEVER HAD IT SO GOOD ... Ronnie Milsap, Scepter 12109
131. HARK ... Unit Four Plus Two, London 9790
132. ONE HAS MY NAME ... Barry Young, Dot 16756
133. DON'T THROW THE ROSES AWAY ... John Gary, RCA Victor 8677
134. SEA CRUISE ... Hondells, Mercury 72479
135. HARLEM NOCTURNE ... Viscounts, Amy 940

Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.

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#9791—PARROT

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Whatcha Gonna Do About It
#9794—PRESS

JACK BEDIENT and THE CHESSMEN
Dream Boy (Count Your Dreams)
#2212—PALOMAR

CLARENCE (Frogman) HENRY
Tore Up Over You
#45015—PARROT

FREDDY SCOTT and THE FOUR STEPS
Same Ole Beat
#16002—MARLIN

PROFESSOR LONGHAIR and THE CLIPPERS
Willie The Prince
#1904—WATCH

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EMI Budget Line Scores in UK

By CHRIS HUTCHINS

LONDON—Incredible is the only word to describe the success of EMI's new album series, "Music for Pleasure," which the disk firm is running jointly with the Paul Hamlyn book publishing company. Advance orders for the LP's reached 500,000 by the official release date of the first batch of 78 albums (1).

The "Music for Pleasure" records retail at $1.80—about a third of the normal British LP price and though the product is not new, the quality is as good as on EMI's regular lines and none of the releases can be described as outdated.

Already 11 new albums are scheduled for release in the series in November, and January's batch is being worked on. There will be one special release in December—Walt Disney's own version of the "Mary Poppins" score.

Export Plans

Already there is talk in the EMI board room of plans to export the product. EMI is in a position to press it in many overseas territories and the success in Britain has shown that such broad planning would almost certainly pay off in a big way.

SIR JOSEPH LOCKWOOD, chairman of EMI, Ltd., and a director of music for Pleasure, Ltd.

PAUL HAMLYN, chairman of Music for Pleasure, Ltd.

As director Geoffrey Bridge said at a large reception in London (30) to launch the series: "When we began to talk about the project near the beginning of the year we did not have the vaguest idea what sort of sales—if any—to expect. The 500,000 advance order is beyond our wildest dreams.

In charge of the venture, former RCA label chief in Britain Mike Hawgood, is keeping a large staff working around the clock mostly on supplying dealers', book sellers' and store chains' demands. Little of the

(Continued on page 29)

HAMBURG HUCKSTER

Beat Rhythms Aid Sale Of Garb for Beat Fans

HAMBURG—Manfred Weiss, leder, Hamburg's Star Club impresario, is developing a "total merchandising" concept for the beat rhythms played at his former movie house.

Weissleder is bringing out a complete line of haberdashery and fashions based on the beat music played at his club. Additionally, there are plans for beat food products—soft drinks, candy, and convenience snacks—and for certain beat appliances such as transistor radios and cordless shavers, toothbrushes, and hair dryers.

Weissleder maintains that the beat rhythm is a tremendous potential force in modern sales promotion.

His own success speaks for itself. He was the first to book the Beatles for a foreign engagement—at a time when they were still unknown in England. He has built a thriving disk business recording the bands—all top beat aggregations—which play at the Star Club.

He has a well-balanced project to operate a "Star Club" pirate radio in the North Sea just off the Elbe River broadcasting music from his Star Club.

Beat Costumes

And now there is Weissleder's booming beat garb business. There are beat boots, beat pants, beat jackets and even sweatshirts lettered with "Center of Beat—Star Club, Hamburg." Weissleder's slogan is, "Nothing beats the beat."

Thus, Weissleder, 35, has parlayed the beat bands at his Star Club into phonograph records, a newspaper, and now "beat clothing" to go with the music. Weissleder sees beat music as a way of life, hence his dedication to "total merchandising" of the beat product.

In the heart of Hamburg's St. Pauli district, Weissleder's Star Club enjoys enormous pat-

(Continued on page 29)

U. S. Jazzmen To Stomp at Prague Fest

PRAGUE — American jazzologists will share the spotlight with representatives of 11 European countries at the second Prague Jazz Festival at the Karlin Musical Theater at the Lucerna Hall here Oct. 13-17 in a program of nine concerts.

Modern Jazz Quartet, Ted Curson and Arnette Coleman will be American participants in a program which will include France's Swingle Singers, Switzerland's Flavio Ambrosetti Sax Quintet, West Germany's Kurt Edelhagen Orchestra, Russia's Neva City Stompers and Modern Jazz Combo and Gustav Brom's Czech Orchestra. Other countries on the program are Rumania, Eastern Germany, Netherlands, Poland, Belgium, Hungary and Yugoslavia.

Polish and Czech ballets will be featured in the Oct. 15 program at the Karlin Theater for which the theme is jazz ballet. In addition, there will be an afternoon and an evening program each of the three middle days at the Hall; opening and closing day will see only an evening program. The over-all title of the event, known as "Prague '65," is "Jazz in Its Scenic Forms—Ballet Tendencies Toward Jazz Scoring." One of the pieces to be featured will be "The Black Saint and the Sinner Lady" by Charlie Mingus, American bassist and composer.

LUXEMBOURG SURGES IN POWER AND RECEPTION

LONDON—Radio Luxembourg has begun transmission on a new $1 million transmitter which, the station claims, is one of the most powerful in Europe and will improve reception in all parts of Britain as soon as reception tests on the islands have been completed.

Luxembourg has announced the results of a survey conducted by Social Surveys Gallup Poll, Ltd., which reveals a total weekly audience for the station nearly three times as great as the combined audiences of pirate stations (stations operating from ships at sea) London and Caroline.

The poll states that Luxembourg's audience in Great Britain and Ireland exceeds 37 million compared to a combined audience of a little more than 13 million claimed by London and Caroline after their recent survey.

Also, says the survey, several of Luxembourg's top shows have been attracting late night listening figures in excess of two million compared to the figure of 500,000 the BBC says it is catching after midnight.

Luxembourg managing director Geoffrey Everitt said "Our revenue has rocketed in the year since the pirates came into business. Out advertising earnings this year are estimated at $1,800,000, which represents an increase of nearly 30 per cent over the 12 months prior to the advent of pirate broadcasting.

MUSIC CAPITALS OF THE WORLD

BARCELONA

A couple of unknown Greek young artists, **Zoi Kurubli** and **Niki Camba,** won the Mediterranean festival, topping the first time in seven years, the two famous Italian artists **Pino Donaggio** and **Tonny Dallara** who sung "Si Chiamma Maria" (His name is Maria), written by Donaggio. The festival ended almost at 3 a.m. The only song which received no votes was the "yehyeh," "La Verdad," by **Duo Dinamico.**

Leon Cabat, head of France's Vogue, and secretary of the same company, **Paul Claude,** have signed a new long-term contract with Spain's Hispavox. . . . "La Yenka" (letkiss or letkajenka) was the big hit of 1965 with **Johnny and Charley** from Holland—but the couple lived in Spain. Charley died after an auto accident. Johnny will get the gold record. His Yenka has been launched by Pye in England, CGD in Italy and Vogue in France. **RAUL MATAS**

BRUSSELS

Primavera reports: Recent releases in the Polygram single field include "Cry to Me"/"Get a Buzz" by **The Pretty Things** and "In the Middle of Nowhere"/"Baby Don't You Know" by **Dusty Springfield.** . . . Music publishers Primavera's newest acquisition: the Belgian singer-composer **Freddy Zegers** is one of the greatest "espoirs" in Belgium. German TV did a program in "Cantilène," club in Brussels owned by Zegers. He was also contacted by the Dutch TV to make a 30-minute program. . . . Just released in Belgium: German author-composer-pianist **Horst Jankowski's** newest single "Simpel Gimpel"/"Charming Vienne." . . . The new group, the **Flying Condors,** with "Chip Chip" and "Bei Mir Bist Du Schoen" has been welcomed by the radio people. . . . **Johnny Lion's** "Sphiteje" is still in the top 10 and in a few days the French version will be launched here. The disk was made by **Jean-Philippe Gerard** and is coupled with "Longtemps Vingt Ans," song written by **Roger Morres** and **Paul Louka.** . . . Gramophone reports: a big success are "economic" LP's ($3 each) of **Frank Sinatra** and **Dean Martin.** **JAN TORFS**

Belgium's New Label
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HAMBURG

Leo Leandros, German singer of Greek ancestry, has recorded two Greek pop hits for Philips—"Wenn die Bouzoukis singen" and "Sirtaki-Time." The tunes are designed to catch the Sirtaki surge fueled by the film "Zorba." German dancing teachers have named the Sirtaki as this country's No. 1 high-fashion dance step for autumn. . . . **Belina,** the folk singing star known as "Madame Chanson," is touring Europe singing love songs. Words and music are by Thailand's **King Bhumiphol** for **Queen Sirikit.** . . . **Heidi Bruehl,** who has had the starring role in the German version of "Annie, Get Your Gun!" will appear on the "Ed Sullivan Show" Nov. 7 in connection with her U. S. tour. . . . Metronome's singing star **Siw Malmkvist** has been given the title role in Swedish director **Lars Magnus Lindgren's** new film "Dear John." Siw landed the role the easy way: she met Lindgren at Hamburg, where they appeared together in a German TV program, and Lindgren offered her the role on the spot. . . . U. S. film star **Lex Barker,** best known to American movie fans for his Tarzan films, has become Germany's top Western star in the **Karl May** stories as Old Shatterhand. Montana label is now bring-

(Continued on page 28)

We've got 7 Songs in the German Top 50 Now.
How 'bout YOUR Song?
ABERBACH (Hamburg) GmbH,
2 Hamburg 36, Warburgstr 22

LUCECITA AND JULIO ANGEL, who record for Rico-Vox Records, are pretty pleased with their latest albums. In the background is the broadcasting tower of WKAQ-FM, Puerto Rico, which airs a daily noontime program—"Canta La Juventud" (Youth Sings)—starring the artists. Their manager, Alfred D. Herger, is at left. Billboard correspondent Tony Contreas is at right.

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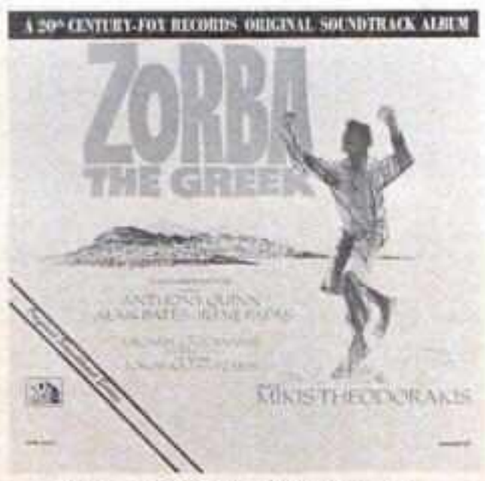

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TFM 3174 (M); TFS 4174 (S)

TFM 8001 (M); TFS 9001 (S)

TFM 3178 (M); TFS 4178 (S)

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Light Music Forum Fest Feature

By SAM'L STEINMAN

ROME — Launching of first European Convention of Light Music will be one of the highlights of the second Festival of the Roses at the Cavalieri Hilton Auditorium here Oct. 15-17 with an exceptional cast of outstanding singers.

The Festival organization, working with the Cantagiro and the Festival of the Unknowns, has arranged a program in which 40 songs will be presented by 28 singers. The first group of 12, all top-selling artists, will each sing two numbers and one of the two will be chosen for the final evening. Only eight of the other 16 singers, all newcomers, will be chosen for the final from the one song which each will present. By assuring the name singers of a rung in the final the organizers have obtained participation by previously reluctant singers.

The convention has been scheduled to coincide with presence in city of many publishers and disk firm executives. Directors Mario Minasi, Maria Luisa Pisan and Angelo Faccena hope to give a serious note to the Rome event by making it an annual forum where the music industry in and out of Italy can exchange trade ideas and work out plans for co-operation among the various labels. General theme of the meeting will be "The Creation in Rome of a European Song Market."

Festival of the Roses hit a high last year when it was backed by the Rome Provincial Tourist Board. The winning song, "I'm Not Worthy of You," sung by Gianni Morandi, topped the best-seller lists for the four months following the event. Future programming calls for European disk and publishing prizes for top European sales of Italian songs.

Singers assured of a place in the final include Orietta Berti, Phonogram; Ico Cerutti, Clan; Dino, RCA; Sergio Endrigo, Cetra; Peppino Gagliardi, Jolly; Bruno Lauzi, CGD; Le Amiche, Jolly; Louiselle, RCA; Jenny Luna, RCA; Bruno Martino, Ariston; Sonia e Le Sorelle, Voce del Padrone, and Edoardo Vianello, RCA. The other 16 vocalists represent some eight different recording houses.

The Greek Phonograph Record House (Greece) wishes to get in contact with big American Labels, as well as with Foreign Record Firms interested in the pressing and the release of their records in Greece, please apply to:

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ATHENS—GREECE T. T. 125

'Shame' Zooming in France

PARIS—Fantastic. No other word adequately describes the success of "Shame and Scandal in the Family" on the Vogue label in France. It shot like a rocket to No. 1 — despite the fact that the best selling version of this song (Shawn Elliott's on Vogue) which depends almost entirely on the lyrics for its impact, is in English.

Banned in the U. S. and Britain, "Shame" is a calypso-type number.

Now 25-year-old Shawn Elliott is due in France for a season at the Olympia Theater, with Richard Anthony and Sandie Shaw. Before his disk was released here he was unknown this side of the Atlantic.

Record companies here have been rushing out cover versions. Maurice Teze has put French lyrics to the Donaldson tune and, as "Scandale Dans La Famille," it has been recorded for Pathe-Marconi by Sacha Distel.

The version by the Surfs on Festival is selling at the rate of 10,000 a day, and they have now recorded it in Italian and Spanish. Philips has released a version in English by Juan Montego and the Kingston Orchestra; Barclay has put out the Bull Jackson disk.

LOUIS BENJAMIN, left, managing director of Pye Records, Ltd., hosted a farewell party for Chubby Checker in London after singer's recent month-long tour of Europe.

JAPANESE FIRM ESTABLISHES A SUBSIDIARY

TOKYO — Nippon Grammophon Oct. 1 established a subsidiary, Nippon Grammophon Geino Publishing Co., to undertake artists management and music publishing. In line with the mushrooming of young singers and the increasing number of visiting artists from abroad in recent days, Japanese disk firms feel it is important to form one's own management company to handle exclusive singers and instrumentalists in the roster. Recording companies enter into the publishing business to represent overseas publishers and to publish newly recorded Japanese songs.

Nippon Grammophon announced the dropping of phonograph manufacturing due to general business recession prevailing in Japan.

Alexander to Ariola

GUETERSLOH—Peter Alexander, West Germany's pop and operetta singing star, has switched from Deutsche Grammophon, where he has been under exclusive contract for 11 years, to Ariola.

Alexander has signed a long-term contract with Ariola, where his producer will be Reinhard Mohns. The switch also involves motion picture and TV film production of Bertelsmann, owner of Ariola-Eurodisc and the Bertelsmann - Constantin-Film GmbH.

Disk Firms Laud Role of TV in Program Themes

FLORENCE — TV networks throughout the world are finding that phonograph record companies are co-operating in issuing disks of program themes, and, in some cases, recordings of complete shows. This was the consensus of discussions here among the 40 national networks represented at the 17th Premio Italia for Radio and TV here.

Although no official announcement was made of the discussions, individual representatives of the various countries indicated that they were content with the present relationship between their broadcasting facilities and the various commercial labels.

American representatives at the meetings came from NBC, CBS, ABC and both National Educational Television and the Broadcasting Foundation of America. Other lands with multiple representatives were Great Britain, Spain, Japan, Germany, Belgium, Czechoslovakia and Canada. Only important country not present was U.S.S.R. which sent observers for the first time.

Premio Italia, which is held in a different Italian city each year under European Broadcasting Union auspices, made the following awards in music field: TV—France's "The Prince and the Pauper," based on Mark Twain novel, with original music by Henry Saguet, $2,300; Radio —Japan's "Fetonte," by Makoto Moroi on a text by Koichi Kihara, and West Germany's "The French Lesson," $3,400 and $1,750 respectively. CBS also won a prize of $1,600 in the documentary field for its semi-musical production, "Casala at 88." TV entries in the musical field came from West Germany, Austria, Denmark, Hungary, Italy, Japan, Norway, Netherlands and both BBC and ITA as well as from France.

Quartet Wins Talent Test

BERLIN — A Berlin-born quartet styling themselves Edgar and the Breathless has been picked as winner of the Berlin talent contest—"Stars von Morgen" (Stars of Tomorrow).

The contest was conducted by Paul Siegel, producer and publisher and former deejay for WMCA in New York and WMIE and WKAT of Miami Beach. It was sponsored by the West Berlin newspaper Nacht-Depesche (Telegraf).

The winning group consists of Edgar Kramm, Peter Bogatzki, Hans Hoese and Peter Blaar. Saba has just released their first recording, "Wohin Gehst du, Schoenes Maedchen?" They will appear on Germany's biggest TV network show, "Schaufenster Deutschland," in early October.

Siegel said the group has developed a brand-new style of singing with a melodic and softer approach, while still maintaining the commercial beat. "They have a literally 'breathless' sound," he said.

The jury consisted of Hans-Juergen Klich, editor of Nacht-Despesche; Hans Carste, Radio Rias, Berlin; Helmut Wahl, music editor of Quick; Paul Kuhn, TV and disk recording star; Arno Flor, disk arranger; Carl U. Blecher, lyricist; Guenter Toppel, composer, and the Berlin distribution chiefs for Telefunken, Polydor, Ariola, Deutsche Vogue and Metronome.

Reeves' Magic in Norway

OSLO—The recording artist who outsells every other star here in Norway is the late Jim Reeves. Now he has received posthumously his third gold disk, this time for his RCA Victor recording of "Adios Amigo," issued here in 1960.

Previously, Jim Reeves was awarded the Norwegian Gold Disk for the 50,000 sales of "I Love You Because" and "I Won't Forget You."

In addition, he was awarded the only diamond disk given out here, for the 75,000 sales of "I Love You Because." This record has now been the most successful and most sold platter in the Norwegian recording history, nearly 100,000 copies. This is a tremendous amount considering the population of 3.5 million and where the average sales is between 1,500 and 2,000 for singles.

In total, Reeves received five silver disks. In addition to the records mentioned, he has sold "He'll Have to Go" and "I Guess I'm Crazy" for the necessary 25,000 copies.

The Beatles have received eight silver disks but no golden disks.

Winners of Teenbeat Poll

AMSTERDAM—Dutch music monthly Teenbeat held a press conference at which it announced the results of its 1965 popularity poll. Chief editor and Dutch Billboard correspondent Raymond Dobbe welcomed the guests and named the winners. Each was presented with a silver cup.

Holland results were: female singers: Trea Dobbs, Willeke Alberti, Margie Ball; male singers: Rob de Nijs, Johnny Lion, Ronnie Tober; singing group: Cocktail Trio.

Some who won the foreign artist poll: Sandie Shaw, Cliff Richard, Everly Brothers, Beatles and Chuck Berry.

Peak Expands

CHRISTCHURCH, New Zealand—Both Kent and Modern Records product will be released here by Peak Records Ltd., under a new arrangement through Paradise Inc., Norwalk, Conn. Kent and Modern are U. S. West Coast labels.

$100 A CLIP TO SEE ANDERSON

PARIS—Tickets were costing $100 for the farewell concert of Marian Anderson in Paris.

Special dispensation for the concert to be held in the historic Sainte-Chapelle was given by French Minister of Culture Andre Malraux.

The concert of spirituals in this former shrine of the kings of France was televised live by the ORTF.

FRENCH HIT!

"LE CIEL LE SOLEIL ET LA MER"

Composed and recorded by
Francois DEGUELT

Published by:
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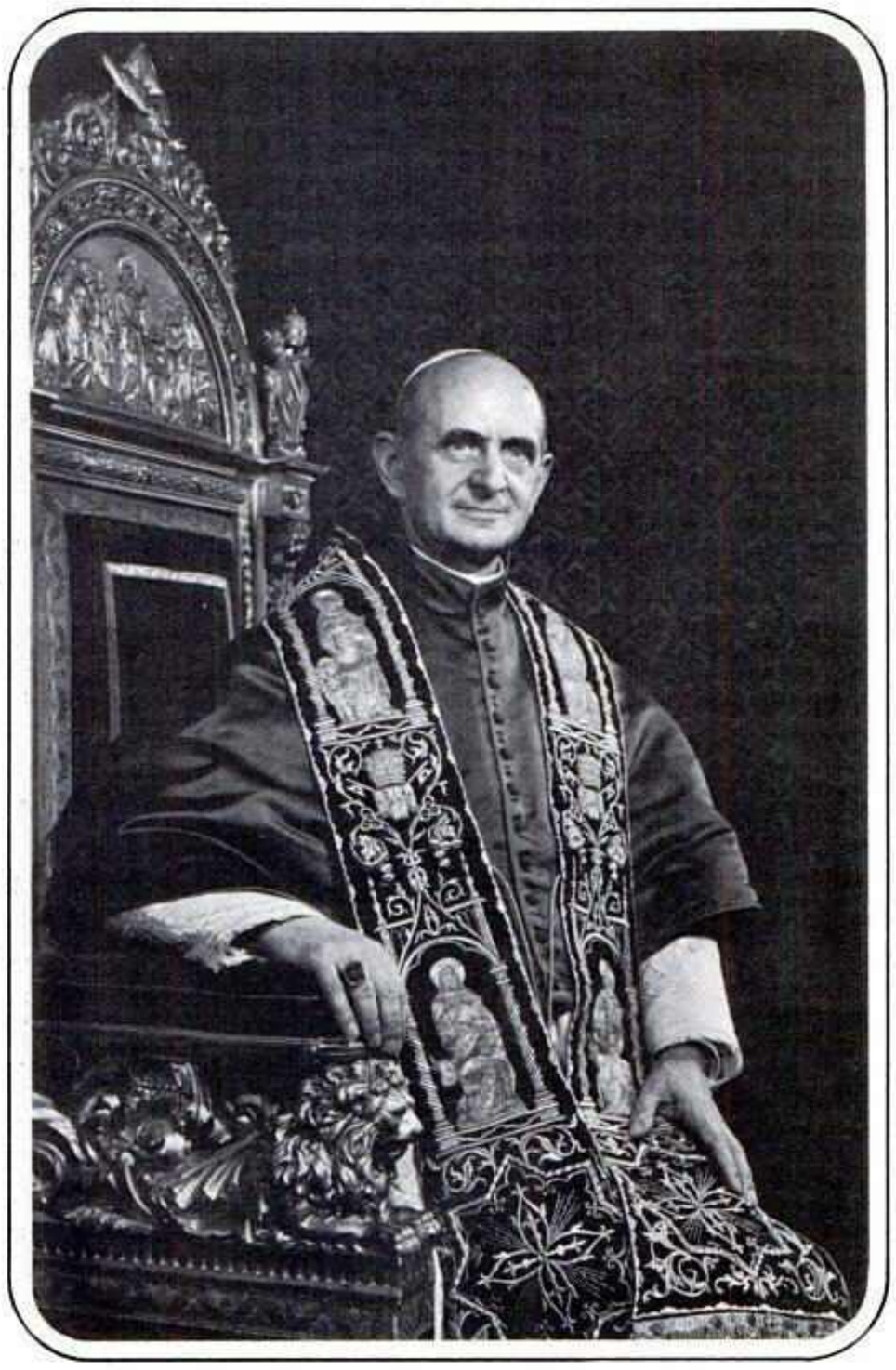
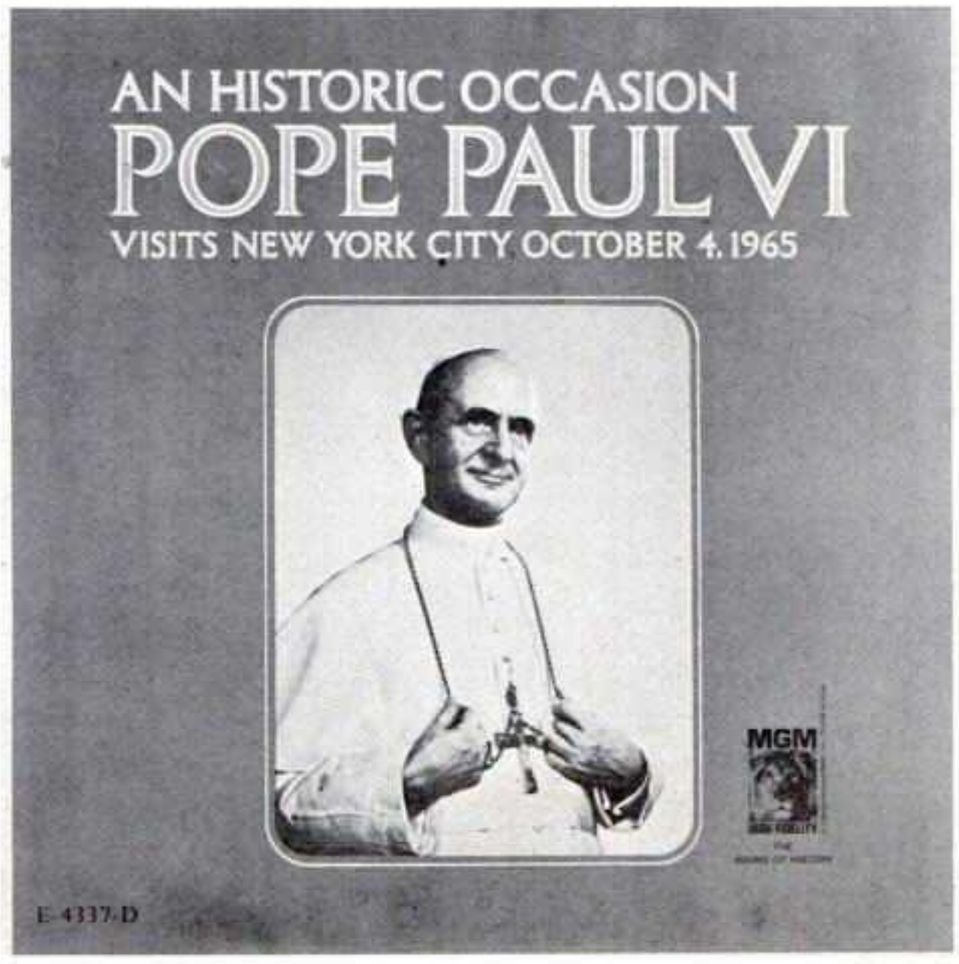


A Time To Cherish

Highlights of the Papal Peace Mission To The United Nations



E-4337D

Includes a four-page brochure of notes
and photographs depicting the Papal visit.

MGM RECORDS

Cover Photo: Karsh, Ottawa

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MUSIC CAPITALS OF THE WORLD

• *Continued from page 24*

ing out his first German disk based on his film role. . . . The Bellaphon label has released **Peer Musikverlag's** hit "Five Dollars and Saturday Night" with the Kentuckys. . . . **Bert Kaempfert** has a new hit—"Moon Over Naples"—and possibly a second hit on the flip side—"The Moon Is Making Eyes." Kaempfert is West Germany's biggest export music success. More Kaempfert hits—the current one being "Red Roses for a Blue Lady"—are being played in the U. S. and other foreign countries than for all other German pop composers combined. . . . **Elka Sommer** sings "Ich liebe Dich" for a new Polydor LP. Elke, born in Erlangen, sings in five languages.

OMER ANDERSON

PHILIPS

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

PHILIPS RECORDS HAMBURG

LONDON

Britain's latest answer to Ed Sullivan—**Jimmy Tarbuck**—new compere of ATV's Sunday night Palladium show, has been recorded by **Andrew Oldham** for the producer's new Immediate label. Tarbuck, age 23, revived the former **Rick Nelson** hit "Some Day You'll Want Me to Want You" published here by Leeds. . . . On behalf of Mercury, **Irving Green** has acquired American release of the **Walker Brothers'** smash hit "Make It Easy On Yourself." Green has been in for discussions with Philips general manager **Leslie Gould.** . . . Independent producer **Shel Talmy,** who records the **Kinks** and the **Who,** is in New York tying up details with Mercury on records he is to produce here for the company. He will also have discussions with three major film companies about a musical movie for which he has bought the rights. . . . **Fred Bienstock,** in from the Aberbach head office in New York, went with lawyer **Michael Simkins** to Rome and Hamburg to set up publishing deals for music companies owned by **Cliff Richard** and the **Shadows** in Italy and Germany. He has also been negotiating for new writers and returns to London Dec. 1 to conclude several deals. . . . The London production of "Hello Dolly!" opens at Drury Lane Theater Royal on Dec. 2 with **Mary Martin** in the lead.

PUBLICITY & PROMOTION
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American artists newly fixed for visits to Britain include **Wilson Pickett,** who arrives on Nov. 17 for three weeks of promotion and personal appearances following his "In the Midnight Hour" hit; **Sir Douglas Quintet** is due Nov. 5 for a similar itinerary, but the debut of **James Brown** here has been put off to December when Rediffusion will probably film the star in his own TV spectacular. . . . British artists America-bound include the **Moody Blues** booked for an "Ed Sullivan Show booked by their new manager **Brian Epstein** on Dec. 19 and the **Fortunes** ("You've Got Your Troubles") who are likely to tour the U.S. for three weeks from Nov. 26; both groups join **Murray the K's** Christmas Show at the Brooklyn Fox. . . . **Jonathan King** ("Everyone's Gone to the Moon") is making his first album specially for American release prior to returning to full time studies at Cambridge University (13). . . . Sixteen new **John Lennon-Paul McCartney** compositions will be recorded by **the Beatles** in the next three weeks for a new album and single for world wide release at the end of November. . . . **Anders Holmstedt,** managing director of EMI's Swedish company and newly appointed supervisor of their interests in Finland, has been in London inviting a key EMI man and a representative of the Ardmore and Beechwood publishing company (which he now runs in Sweden) to attend his Scandinavian repertoire meeting in Copenhagen at the end of the month.

CHRIS HUTCHINS

MILAN

Durium's president **Krikor Mintangian** reports "Il Silenzio" has sold over 500,000 copies in Italy and over 700,000 in Germany. High sales are also expected in England, Holland, Austria, Switzerland, Belgium, Australia and South Africa where "Il Silenzio" is climbing fast or has topped the charts. Mintangian said the tune is now released world-wide and he expects it will pass the 2 million total mark. . . . "Zorba's Dance" by the **Marcello Minerbi Orchestra** is another international hit from Durium. The side is getting special interest from the British market, where it was released by Pye Records, and is in the top 10 chart. . . . **Bobby Solo** will star in a movie directed by **Marcel Carné,** "Il Ragazzo di Piazza di Spagna." . . . **Rita Pavone** will be guest star in the coming Zurich Festival. . . . **Giuseppe Giannini** of CGD Internazionale and **Eddie Barclay** of Barclay Records will simultaneously launch new dances for teenagers during the winter in Italy and France. . . . Carosello Records just released three tunes from the children's TV show, "Invito Allo Sport" (Invitation to sports): "Invito allo sport" by Robertino and "Daniela batte il crawl" b/w "Undici uomini ed un pallone" by Milena.

Gino Paoli and **Umberto Bindi**—both singers and composers—did not renew their contract with RCA Italiana and signed with CGD. Paoli and Bindi are internationally known as composers of "Senza Fine" and "You're My World," hits by **Dean Martin** and **Cilla Black.** . . . Rifi Records' singer **Giorgio Gaber** will be emcee of a six-part TV series, "Le nostre serate" (Our evenings), starting Oct. 25. . . . Maestro **Claudio Scimone,** conductor of I Solisti Veneti, has signed a contract with CBS Italiana for a series of classical music recordings. I Solisti Veneti will go on a three months tour in the States, in January, February and March 1966.

Greek singer **Nana Mouskouri** just recorded "Il Tamburino," Italian version of French hit, "L'enfant au tambure"; the recording will be released by the end of the month on Fontana label. . . . Son of famous French comic actor **Fernandel, Frank Fernandel,** has recorded "Una Marionetta" and "Lasciami" (Aujourd'hui); sides will soon be released on Philips. . . . King Universal singer **Gloria Christian** will star in all six evenings of the TV show "Cicerenella," devoted to Neapolitan life and music. . . . **Aurelio Fierro,** also from King Universal, will fly to New York Oct. 20, first stop of an extensive tour of the States and Canada. . . . **Orietta Berti,** winner of A Record for the Summer, an important radio contest, with her song "Tu sei quello," has decided to participate in the Roman Rose Festival with a new tune, "Voglio dirti grazie." Philips reports "Tu sei quello" passed the 200,000 sales mark. . . . After 20 years in Passaggio degli Osii, Durium is now moving to new offices in Via Manzoni 40/42. . . . MRC Records director **Piero Gallotti** reports that for the coming season the company will concentrate all promotional efforts on four singers: **Bruno Filippini, Paola Bertoni, Piero Cotto** and newly signed **Luisa Ghini.**

GERMANO RUSCITTO

MUNICH

Ralph Maria Siegel wrote the German lyrics "Allein Mit Dir" for the U. S. hit "Only With You" by **Roy Orbison** and **Bill Dees,** published by Acuff-Rose. The number is sung by **Carlos Otero** on Polydor. . . . The Golden 12 label released another version of the U. S. standard "San Antonio Rose," played by the **Gitarros. Sue Thompson's** first German record is "Blonder Tiger," German version of U. S. hit "Paper Tiger" by **John D. Loudermilk** on CBS. . . . **Robert Gilbert** and **Gerhard Bronner** wrote the German lyrics for the musical, "How to Succeed in Business Without Really Trying." . . . **Ralph Siegel Jr.** returned from his one-year visit to Nashville. He is working at his father's office in Munich now.

Former Berlin composer **Henri Rene** returned to Germany after 25 years in the States. He will conduct the Variety Orchestras of German radio stations. . . . The musical, "Tovarich," by **Lee Pockriss,** will be one of the next highlights of the 2nd German TV Program. **Kurt Henkels** and his

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orchestra will play the music. The musical will be directed by **Wolfgang Liebneiner,** the actors will be **Karin Huebener, Karin Jacobsen, Mady Rahl, Peter Weck, Benno Sternzenbach,** and **Karl Liefen.** The arranger is **Raimund Rosenberger.** . . . The Decca label offers a new **Caterina Valente** album, "When It's Night Time in the Cities of the World," featuring songs on Rome, Paris, Vienna, New York, San Francisco Mexico City, Lisbon, Berlin and Barcelona. **Singers** toured West Germany. . . . At the Berlin Jazz Festival 1965 these artists will guest star: **Ornette Coleman, Lionel Hampton, Gerry Mulligan, Roy Eldridge, Ben Webster, Stuff Smith, Earl Hines, Teddy Wilson, John Lewis, Thelonious Monk, Bill Evans, Jaki Byard, Don Byas, Brew Moore, Dexter Gordon, Booker Erwin, Sonny Rollins, Lee Konitz, Art Blakey,** and the **Modern Jazz Quartet.** The festival's arranger is German jazz authority **Joachim E. Berendt.** The fest is from Oct. 29 through 30. . . . The 2nd International Jazz Festival at Praha, CSSR, is scheduled for Oct. 13 through 17. Among the guest stars will be the **Kurt Edelhagen** big band from West Germany, pianist **Ianci Koeroessy** from Roumania; Hungarian singer **Martha Szirmay;** Polish **Andrezej Trzaskowsi** quartet; French **Don Cherry** quintet; **Duke Ellington** or the **Modern Jazz Quartet; Benny Golson;** the **Johnny Dankworth** big band; the **Dutch Swing College Band,** and the Czech big bands of **Gustav Brom** and **Karel Krautgartner.**

JIMMY JUNGERMANN

OSLO

A herd of silver disks have been awarded in Norway during the last week: To **Finn Eriksen** for "Lappland" (Gloryland) on Philips, to **Billy Vaughn** for "Sail Along Silvery Moon" on Dot, to **Millie** for "My Boy Lollipop" on Fontana and to **France Gall** for "Poupee de cire poupee de son" on Philips. This latter record is identical with this year's Eurovision Song Contest winner. The Billy Vaughn hit was issued in Norway in 1958 and topped the VG charts in October that year. . . . Three of the Top 10 in Norway this week are instrumentals. Three are of local origin. . . . Norwegian artists queueing up for the Swedish Folkparks contest. Among them were **Dizzie Tunes, Karin Krog, Elisabeth Granneman,** Americans **Al Bishop** and **Ruth Reese, Torill Ravnaas** and the **Vanguards.**

Arne Bendiksen had to release the **Billy Vaughn** "Twilight Time" as a single here on the Dot label after popular demand. Norway is the only country in the world where this record has been issued as a single. Vaughn visited Norway for talks with his representative here, **Arne Bendiksen.** . . . At home Vaughn will record a series of orchestral platters for Bendiksen to use as accompaniment. . . . The movie "Mary Poppins" was triumphantly received here and now a series of disk firms are producing local versions of the best known songs.

ESPEN ERIKSEN

ROME

Germany appears to be the newest big market for Italian disks. RCA's **Rita Pavone, Gianni Morandi** and **Michele** are all waxing in phonetic German for that market. . . . **Domenico Modugno,** currently on TV with his new musical "Scaramouche" series, was recorded by Curcio on three new disks. . . . Long a hit in France, it took **Dalida** two years to hit the top in her native Italy with "Zorba's Dance." . . . Biggest group of disks in the Naples Song runoff comes from King Universal as distributed by Phonogram, no less than six. First reports on sales indicate that three of the nine top-selling records are from the unplaced group. **Mario Abbate,** Vis Radio, and **Sergio Bruni,** Voce del Padrone, seem to be early favorites. . . . **Miranda Martino** has scored her greatest hit on the musical stage in "The Honorable Member," currently at the Sistina. It is one of nine musicals to debut in Italy this season. Other recording names set include **Arturo Testa, Marisa Del Frate, Kessler Twins, Gianni Morandi** and **Walter Chiara.** . . . **Gigliola Cinquetti** will make her film debut opposite France's **Jacques Perrin** in a new movie about teen-age love. Meanwhile, **Tony Renis** is appearing in "Love in Ischia." . . . **Rita Pavone,** who had **Paul Anka** as a guest at her housewarming, has requested **Sophia Loren** and others to join with her in a TV appeal to aid Indian war orphans. . . . **John Foster,** the singing journalist who has the touch to stay at the top with his disks, has come along with "At the First Quarter Moon" as his new seasonal entry. . . . Style has bowed newcomer **Leo Sardo,** while Jolly has two, **Los Morencos** and **Marisa Brando.** The general pace of new recording artists has simmered down from that of the last two years. . . . The Sicilian trio of **Pippo-Romano-Franco** has recorded a folk music tale, "The Story of Rudolph Valentino," on a new LP for RCA.

SAM'L STEINMAN

TOKYO

The newly established Royal Records is set to make the debut release of 13 stereo singles Dec. 1. They are all Japanese pop songs. . . . In commemoration of Nippon Columbia's 55th anniversary, it took seven customers chosen by lotteries to various music festivals being held in Europe. They departed Tokyo Sept. 29. . . . In connection with the recent mushrooming of non-union member dealers, National Record Dealers Union found their number has reached 1,790 as of Sept. 25. This is 80 per cent of 2,240 union members. Further increase can be foreseen considering booming disk business. . . . In connection with the second visit of **Pierre Fournier,** French cellist, Nippon Gramophon announced the release of four albums of his latest recording during December to February 1966. The artist is scheduled to make a one-month tour here. . . . The **Kingston Trio** arrived Sept. 30 for a 17-day tour of Japan, Okinawa and Taiwan. The vocal team gave three concerts in Tokyo Oct. 3, 4 and 5 before proceeding to local cities. . . . **Andre Kostelanetz** conducted a subscription concert of the Nippon Philharmony Orchestra with **Yoichi Hiroaka,** xylophonist as soloist. They performed **Hovanness'** fantasy based on a Japanese woodblock print Sept. 30. . . . the three-week performance of "Hello, Dolly!" headed by **Mary Martin** closed Sept. 30, concluding an outstanding run. The 72-member company is leaving for Saigon, Philippines and Korea to entertain GI's within a few days. . . . **Chet Atkins,** the **Bowns** and other country singers arrived Oct. 1 to present their pop and country festival in key cities. Their first concert in Tokyo was held Oct. 4.

EMI Budget Line Scores in U. K.

• *Continued from page 24*

Hawgood staff's time seems to be devoted to promotion — or needed for it.

But perhaps the success goes more to underline the vast market in cheap albums which has developed this year.

Wing Series

Philips, for example, also reports "phenomenal success" for its even cheaper Wing series launched in February and now with a catalog of 70 LP's. These retail at $1.50 and the classical content at more than 50 per cent is somewhat higher than in "Music for Pleasure."

Sales of Ember's initial budget line "Famous Artists" are in excess of 150,000 units since being launched on Sept. 1 and the company has announced that a second release is being prepared for the end of October in time for pre-Christmas sales.

Bill Sapsford has been appointed director in charge of production of the series and he will be responsible for the choice of repertoire. David Lewis will assist Sapsford in all facets.

Ember President Jeff Kruger has said that quality lines and budget lines must learn to live together. The end result would be a more successful industry in terms of both sales and profits: "Record manufacturers are fighting against the current trend to reduce the retail price of records, yet in turn each one has, in its own way, set a pattern in the budget field," he added.

Hamburg Huckster

• *Continued from page 24*

ronage of Germany's most famous playground. Three bands are engaged usually for four-week stints. Each night they play in shifts. It is hard to distinguish one from the other. They seem to look alike and play alike.

Thirty couples may be on the floor and none doing the same thing. Couples dance without partners ever looking at each other—they go different ways at different speeds.

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Billboard HITS OF THE WORLD

ARGENTINA

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This Week	Last Week	
1	1	VENECIA SIN TI—Charles Aznavour (Barclay); *Juan Ramon (RCA); Ely Neri (Fermata); *Claudia (Odeon) —Fermata
2	2	HE COMPRENDIDO QUE TE AMO—Luigi Tenco (Fermata); Wilma Goich (CBS); *Jose Antonio (Microfon); *Lucio Milena (Disc Jockey)—Fermata
3	4	HELP!—Beatles (Odeon)—Fermata
4	3	EN CASA DE IRENE—*Nico Fidenco (RCA); Afro Ventura (Fermata); *Bobby Cuatro (Music Hall)—Fermata
5	7	NO QUISIERA QUERERTE —*Horacio Guarany (Philips); *Roberto Yanes (CBS); *Ramona Galarza (Odeon); *Los Fronterizos (Philips)—Lagos
6	10	LA POLLERA AMARILLA—Enrique Tullio Leon (Odeon); Sonia Lopez (CBS) —Korn
7	5	MUNECA DE CERA—*Juan Ramon (RCA); France Gall (Philips); Franck Pourcel (Odeon); *Leo Dan (CBS); *Las Ardillas (Odeon)—Korn Dalida (Barclay); George
8	—	LA DANZA DE ZORBA—Dalida (Barclay); George Jouvin (Odeon)—Neumann
9	—	LA NOCHE—*Juan Ramon (RCA); Adamo (Odeon)—Korn
10	—	FLORES NEGRAS/VEREDA TROPICAL—Eydie Gorme/ Trio Los Panchos (CBS)

AUSTRALIA

*Denotes local origin

This Week	Last Week	
1	1	IL SILENZIO—Nini Rosso (Durium)—Alberts
2	—	WHAT'S NEW PUSSYCAT—Tom Jones (Decca)
3	4	LIKE A ROLLING STONE—Bob Dylan (CBS)—Allans
4	3	HELP!—Beatles (Parlophone) —Leeds
5	—	SHAKIN' ALL OVER—*Normie Rowe (Sunshine)—Alberts
6	6	DOWN IN THE BOON DOCKS—Billy Joe Royal (CBS)
7	—	I GOT YOU BABE—Sonny and Cher (Festival)—Belinda
8	9	SAN FRANCISCO BAY BLUES—Peter, Paul and Mary (CBS)—Essex
9	10	WEDDING RING—*The Easybeats (Parlophone)—Alberts
10	5	A WALK IN THE BLACK FOREST—Horst Jankowski (Philips)—Alberts

BRITAIN

(Courtesy New Musical Express, London)

*Denotes local origin

This Week	Last Week	
1	1	TEARS—*Ken Dodd (Columbia)—Keith Prowse
2	3	MAKE IT EASY ON YOURSELF—Walker Brothers (Philips)—Famous Chappell
3	7	IF YOU GOTTA GO, GO NOW—*Manfred Mann (HMV)—Blossom Music
4	4	LOOK THROUGH ANY WINDOW—*Hollies (Parlophone)—Feldman
5	2	SATISFACTION—*Rolling Stones (Decca)—Mirage Music
6	8	EVE OF DESTRUCTION—Barry McGuire (RCA)—Dick James Music
7	14	HANG ON SLOOPY—McCoys (Immediate)—Campbell-Connelly
8	18	ALMOST THERE—Andy Williams (CBS)—Cinephonic
9	10	IL SILENZIO—Nini Rosso (Durium)—Peter Maurice/ Biem
10	15	JUST A LITTLE BIT BETTER—*Herman's Hermits (Columbia)—T. M. Music
11	5	I GOT YOU BABE—Sonny and Cher (Atlantic)—Aberbach
12	6	LIKE A ROLLING STONE—Bob Dylan (CBS)—Blossom Music
13	21	WHATCHA GONNA DO ABOUT IT—*Small Faces (Decca)—Fanfare Music
14	9	A WALK IN THE BLACK FOREST—Horst Jankowski (Mercury)—Flamingo Music
15	20	BABY DON'T GO—Sonny and Cher (Reprise)—Kassner Music
16	13	THAT'S THE WAY—*Honeycombs (Pye)—Lynn Music
17	—	MESSAGE UNDERSTOOD—*Sandie Shaw (Pye)—Glissando Music
18	16	UNIVERSAL SOLDIER (EP) —*Donovan (Pye)—Southern/Pied Piper Music
19	12	LAUGH AT ME—Sonny (Atlantic)—17 Savile Row
20	11	ZORBA'S DANCE—Marcello Minerbi (Durium)—Biem
21	17	HELP!—*Beatles (Parlophone) —Northern Songs Ltd.
22	—	IN THE MIDNIGHT HOUR —Wilson Pickett (Atlantic) —West One Music
22	—	SHE NEEDS LOVE—*Wayne Fontana and the Mindbenders (Fontana)—Shapiro-Bernstein
24	24	SOME OF YOUR LOVIN'—*Dusty Springfield (Philips) —Screen Gems Columbia
25	23	RUN TO MY LOVIN' ARMS —*Billy Fury (Decca)—Screen Gems Columbia
25	30	THAT MEANS A LOT—P. J. Proby (Liberty)—Northern Songs Ltd.
27	22	IT'S ALL OVER NOW BABY BLUE—Joan Baez (Fontana) —Blossom Music
28	—	TAKE A HEART—*Sorrows (Pye)—Millwick
28	—	IT'S GOOD NEWS WEEK—*Hedgehoppers Anonymous (Decca)—Jonjo Music
30	29	PAPA'S GOT A BRAND NEW BAG—James Brown (London)—Lois Music
30	—	RIDE AWAY—Roy Orbison (London)—Acuff-Rose

CANADA

This Week	Last Week	
1	1	EVE OF DESTRUCTION—Barry McGuire (RCA Victor)
2	2	YESTERDAY/ACT NATURALLY—Beatles (Capitol)
3	3	CATCH US IF YOU CAN—Dave Clark Five (Capitol)
4	6	I'M YOURS—Elvis Presley (RCA Victor)
5	7	RIDE AWAY—Roy Orbison (MGM)
6	5	LIKE A ROLLING STONE—Bob Dylan (Columbia)
7	8	YOU'VE GOT YOUR TROUBLES—Fortunes (Press)
8	9	ONLY SIXTEEN—Terry Black (Arc)
9	10	BABY DON'T GO—Sonny and Cher (Reprise)
10	—	DO YOU BELIEVE IN MAGIC?—Lovin' Spoonful (Kama-Sutra)

CANADIAN RECORDS

1	1	ONLY SIXTEEN—Terry Black (Arc)
2	2	HEY HO, WHAT YOU DO TO ME—Chad Allan and The Expressions (Quality)
3	3	MUST I TELL YOU—Liverpool Set (Columbia)
4	4	MOVE TO CALIFORNIA—Staccatos (Capitol)
5	—	LOVE'S MADE A FOOL OF YOU—Esquires (Capitol)

EIRE

This Week	Last Week	
1	1	HUCKLEBUCK SHOES—Royal (HMV)—Etude Music
2	4	SATISFACTION—Rolling Stones (Decca)—Mirage
3	3	I GOT YOU BABE—Sonny and Cher (Atlantic)—Aberbach
4	5	HELP!—Beatles (Parlophone) —Northern Songs Ltd.
5	6	I NEED YOU—Regal (Decca)
6	2	MY OWN PECULIAR WAY —Drifters (Pye)—Acuff-Rose
7	8	A WALK IN THE BLACK FOREST—Horst Jankowski (Mercury)—Flamingo
8	—	LIKE A ROLLING STONE—Bob Dylan (CBS)—Blossom
9	7	ZORBA'S DANCE—Marcello Minerbi (Durium)—Robbins Music Ltd.
10	—	IL SILENZIO—Nini Rosso (Durium)—Peter Maurice

FLEMISH BELGIUM

*Denotes local origin

This Week	Two Weeks Ago	
1	4	EARLY BIRD—*Andre Brasseur and his multisound organ (Palette)—World
2	1	IL SILENZIO—Nini Rosso (Vogue)—Bens
3	5	ALINE—Christophe (A Z)
4	7	THIS STRANGE EFFECT—Dave Berry (Decca)—Altona
5	8	HELP!—Beatles (Parlophone) —Ag. Mus. Intern.
6	6	SATISFACTION—Rolling Stones (Decca)—Essex
7	2	MES MAINS SUR TES HANCHES—*Adamo (HMV)—Ardmore and Beechwood
8	3	WOOLY BULLY—Sam the Sham (MGM)—Belindamusic
9	9	CAPRI C'EST FINI—Herve Vilard (Mercury)—Peter Plum
10	10	YOU'VE GOT YOUR TROUBLES—Fortunes (Decca)

FRANCE

This Week	Last Week	
1	2	MES MAINS SUR TES HANCHES—Adamo (Voix de son Maitre)—Pathe
2	4	CAPRI C'EST FINI—Herve Vilard (Mercury)—Barclay
3	1	ALINE—Christophe (A. Z.) —Jacques Plante
4	5	HELP!—Beatles (Odeon)—Northern Music
5	3	SHAME AND SCANDAL IN THE FAMILY—Sham Elliot (Roulette)—Beuscher
6	6	SATISFACTION—Rolling Stones (Decca)
7	10	I GOT YOU BABE—Sonny and Cher (Atco)—Pigalle
8	7	SCANDALE DANS LA FAMILLE—Sacha Distel (Voix de son Maitre)—Pigalle
9	8	LE CIEL LE SOLEIL ET LA MER—Francois Deguelt (Columbia)—Beuscher
10	9	WOOLY BULLY—Sam the Sham and the Pharaohs (MGM)—Pigalle

WEST GERMANY

This Week	Last Week	
1	2	SATISFACTION—Rolling Stones (Decca)—Aberbach
2	1	HELP!—Beatles (Odeon)—Budde
3	3	WOOLY BULLY—Sam the Sham and the Pharaohs (MGM)—Aberbach
4	5	MR. TAMBOURINE MAN—The Byrds (CBS)—Budde
5	6	DU BIST NICHT ALLEIN—Roy Black (Polydor)—Seith
6	8	ZORBA LE GREC—Soundtrack (20th Fox-International)—Gerig
7	10	5000 MEILEN VON ZU HAUS—Freddy (Polydor)—Ebony-Schaeffers
8	—	FRAEULEIN WUNDERBAR —Peter Alexander (Polydor)—Melodie der Welt
9	—	NATHALIE—Gilbert Becaud (Electrola)—Busse
10	4	IL SILENZIO—Nini Rosso (Hansa)—Intro

ITALY

*Denotes local origin

This Week	Last Week	
1	1	SI FA SERA—*Gianni Morandi (RCA)
2	2	IL MONDO—*Jimmy Fontana (RCA)
3	4	DANZA DI ZORBA—Mikis Theodorakis (20th Century)
4	3	CIAO CIAO—Petula Clark (Vogue)
5	6	TI SENTI SOLA STASERA —*Michele (RCA)
6	7	SONO UN SIMPATICO—*Adriano Celentano (Clan)
7	5	I TUOI OCCHI VERDI—*Franco Tozzi (Fonit)
8	9	IL SILENZIO—*Nini Rosso (Sprint)
9	8	LA NOTTE—Adamo (Pathe)
10	—	LA CASA DEL SOLE—*Marcellos Ferial (Durium)

JAPAN

*Denotes local origin

This Week	Last Week	
1	1	AISHITE AISHITE AISHICHATTANOYO—*Mahina Stars and Tashiro Miyoko (Victor)—JASRAC
2	2	CARAVAN—Ventures (Liberty)
3	3	ONNA GOKORO NO UTA—*Bob Satake (King)—JASRAC
4	4	FUTARI NO SEKAI—*Ishihara Yujiro (Teichiku) —JASRAC
5	6	CRYING IN A STORM—*Emy Jackson (Columbia)—JASRAC
6	9	LA PLAYA—Claude Clari (Odeon); Graeme Bartlett (Philips)—Toshiba
7	7	NATSU NO HI NO OMOIDE —*Hino Teruko (Polydor) —JASRAC
8	10	DON'T LET ME BE MISUNDERSTOOD—Animals (Odeon)
9	8	SLAUGHTER ON 10TH AVENUE—Ventures (Liberty)—Chappell (Folster)
10	—	PEARLY SHELLS—Billy Vaughn (Dot)

MALAYSIA

*Denotes local origin

This Week	Last Week	
1	1	SILVER THREADS AND GOLDEN NEEDLES—*Crescendoes (Philips)
2	2	HELP!—Beatles (Parlophone)
3	—	JUST A LITTLE BIT TOO LATE—Cliff Richard (Columbia)
4	3	IT'S ALL OVER—*Naomi And The Boys (Philips)
5	4	EASY QUESTION—Elvis Presley (RCA)
6	6	SATISFACTION—Rolling Stones (Decca)
7	7	TELL ME WHAT YOU SEE —Beatles (Parlophone)
8	—	HEART FULL OF SOUL—Yardbirds (Columbia)
9	—	THE NIGHT BEFORE—Beatles (Parlophone)
10	5	I MUST BE SEEING THINGS—Gene Pitney (CBS)

MEXICO

*Denotes local origin

This Week	Last Week	
1	1	WOOLY BULLY—Sam the Sham and the Pharaohs (MGM); *The Rocking Devils (Orfeon)—Grever
2	4	PAYASOS—*Javier Solis (CBS)—Mundo Musical
3	2	SOMBRAS—*Javier Solis (CBS)—Sadaic
4	3	CAST YOUR FATE TO THE WIND—Sounds Orchestral (Pye)—Pending
5	6	TRIUNFAMOS—*Los Panchos (CBS)—Campei
6	5	COSECHA DE MUJERES—*Mike Laure (Musart)—Brambila
7	—	LA MENTIRA—*Pepe Jara Alpert's Tijuana Brass (RCA)—Campei
8	8	WHIPPED CREAM—Herb (Tizoc)—Pending
9	7	SIGAMOS PECANDO—*Los 3 Diamantes (RCA); *Hnos. Carrion (Orfeon)—Emmi
10	9	SATISFACTION (I CAN'T GET ON)—The Rolling Stones (London)—Pending

NEW ZEALAND

This Week	Last Week	
1	1	WHAT'S NEW PUSSYCAT —Tom Jones
2	4	DOWN IN THE BOONDOCKS—Billy J. Royal
3	2	HELP!—Beatles
4	3	CARA MIA—Jay and the Americans
5	12	HEART FULL OF SOUL—The Yardbirds
6	6	LOOKING THROUGH THE EYES OF LOVE—Gene Pitney
7	5	CAN'T GET NO SATISFACTION—Rolling Stones
8	7	TOSSING AND TURNING—The Ivy League
9	8	ALL I REALLY WANT TO DO—The Byrds
10	18	WE'VE GOT TO GET OUT OF THIS PLACE—The Animals

NORWAY

*Denotes local origin

This Week	Last Week	
1	2	SATISFACTION—Rolling Stones (Decca)
2	1	HELP!—Beatles (Parlophone) —Edition Lyche
3	3	LAPPLAND (Gloryland)—*Finn Eriksen (Philips)—Edition Liberty
4	8	ZORBA'S DANCE—Soundtrack, Mikis Theodorakis ork. (20th Century Fox)—Arne Bendiksen
5	—	IL SILENZIO—Nini Rosso (Sonet)
6	6	I GOT YOU BABE—Sonny and Cher (Atlantic)—Belinda
7	5	THE BIRDS AND THE BEES—Alma Cogan (Columbia)—Carl-M. Iversen
8	4	BLUE BLUE DAY—Spotnicks (Karusell)—Acuff Rose Scandia
9	—	NA REISER JEG HJEM (Detroit City)—*Jan Hortun (Troll)—Belinda
10	10	NA OG FOR ALLTID—*Kirsti Sparboe (Triola)—Stockholms Musikproduktion

PHILIPPINES

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

RIO DE JANEIRO

*Denotes local origin

This Week	Last Week	
1	—	PAU DE ARARA—*Ary Toledo (Fermata)
2	1	FESTA DO BOLINHA—*Trio Esperanca (Odeon)
3	3	SE PIANGI SE RIDI—Bobby Solo (Ricordi)
4	5	IO CHE NO VIVO SENZA TE—Pino Donaggio (Odeon)
5	—	A FAMILY'S SCANDAL—Shawn Elliott (Chantecler-Roulette)
6	—	TICKET TO RIDE—Beatles (Odeon)
7	—	AND ROSES (Das Rosas)—*Wilson Simonal (Odeon)
8	10	WOOLY BULLY—Sam and the Pharaohs (MGM)
9	2	ZORBA THE GREEK—Dalida (RGE), Claus Ogerman (RCA)
10	9	RED ROSES FOR A BLUE LADY—Teresa Kury (Polydor); Bert Kaempfert (Polydor)

SINGAPORE

*Denotes local origin

This Week	Last Week	
1	1	HELP!—Beatles (Parlophone)
2	2	IL SILENZIO—Nini Rosso (Durium)
3	4	SUNSHINE, LOLLIPOPS AND RAINBOWS—Lesley Gore (Mercury)
4	6	MR. TAMBOURINE MAN—Byrds (CBS)
5	5	I GOT YOU BABE—Sonny and Cher (Atlantic)
6	7	WITH THESE HANDS—Tom Jones (Decca)
7	8	COME ON AND SHOUT—*Quests (Columbia)
8	9	NOTHING BUT HEARTACHES—Supremes (Motown)
9	—	ZORBA'S DANCE—Marcello Minerbi (Durium)
10	3	WALK IN THE BLACK FOREST—Horst Jankowski (Mercury)

SOUTH AFRICA

This Week	Last Week	
1	2	SATISFACTION—Rolling Stones (Decca)
2	1	GOODBYE MY LOVE—Murray Campbell (RCA)
3	3	I'M ALIVE—Hollies (Parlophone)
4	4	TOSSING AND TURNING—Ivy League (Pye)
5	6	PEARLY SHELLS—Pat Boone (Dot)
6	8	CATCH US IF YOU CAN—Dave Clark Five (Columbia)
7	9	YOU'VE GOT YOUR TROUBLES—Fortunes (Decca)
8	7	HELP!—Beatles (Parlophone)
9	5	MR. TAMBOURINE MAN—Byrds (CBS)
10	—	GOODBYE MY LOVE—Virginia Lee (RCA)

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If you play protest music, give the other side of the story, too.

Play

Hallelujah

a song for today.

A 1965 version of The Hallelujah Chorus sung by

The Harry Simeone Chorale.

45 RPM SINGLE K-711

KAPP RECORDS

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Thanks, and Good Luck, Dealers—

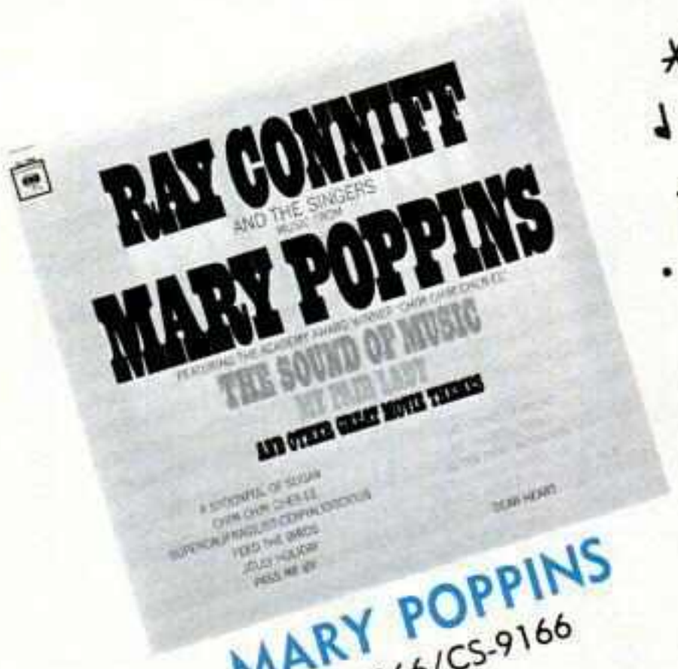
RAY CONNIFF
AND THE SINGERS

Current Smash Single Release

"HAPPINESS IS" B/W "MISS YOU"

#4-43352

CURRENT TOP LP'S—Watch 'em Climb!



MARY POPPINS
CL-2366/CS-9166

LOVE AFFAIR
CL-2352/CS-9152

Choral music available through Robbins Music

BEST SELLING CHRISTMAS ALBUMS

New Release This Year

CL-2406/CS-9206

CL-1892/CS-8692

CL-1390/CS-8185

ALL TIME BEST SELLING ALBUMS

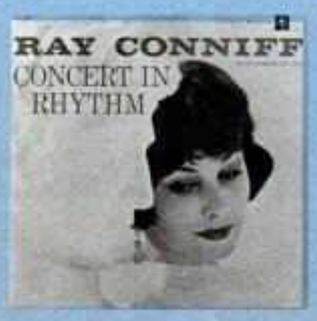
CL-2264/CS-9064

CL-2210/CS-9010

CL-2150/CS-8950

CL-1574/CS-8374

CL-1720/CS-8520



CL-1163/CS-9022

COLUMBIA

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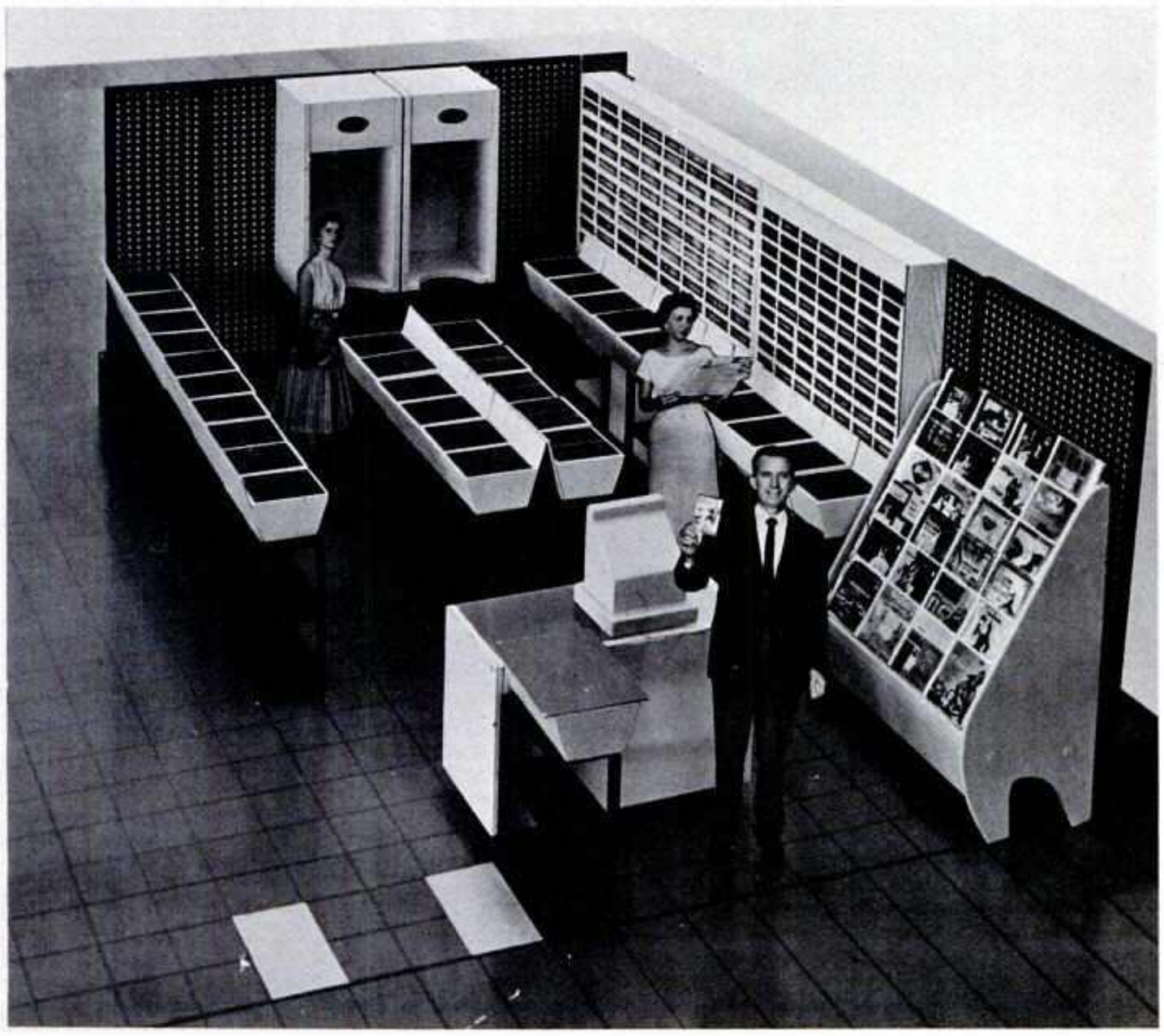
RETAIL DISK SALES HIT NEW MARK



TYPICAL PHOTO MOCK-UP of a store layout provided a prospective dealer by Fred Rice, Capitol's merchandising aid developer. This is a small store design incorporating rear store open listening booths, now eliminated.

Old-Line Store Gains Share of Disk Trade

By AARON STERNFIELD

Record retailers had their biggest year ever in 1964, with sales pushing the $420,000,000 mark, about 4.5 per cent ahead of the previous year. The figures, which do not include rack operations, were compiled by Billboard's Record Market Research Division.

The number of record retailers has remained constant for the last three years, without 7,500 non-racked operations.

Most significant change in the retailing pattern has been the comeback of the traditional retailer, as opposed to outlets which sell non-music products and carry records as a department.

Last year, 42.7 per cent of all retailers were primarily record stores, as compared with 36.7 the previous year.

Much of this gain was made at the expense of music stores which specialize in sheet music. In 1963 these outlets accounted for 26.5 per cent of the non-racked retail record stores. Last year the figure dropped to 15.9 per cent.

Hi-Fi Stores

The number of high-fidelity stores selling records increased —from 4 per cent of the total to 5.6 per cent, while the number of department and discount stores also increased—from 8 per cent to 8.7 per cent.

Fewer appliance stores handled records than before, with the figure dropping from 15.7 per cent of the total to 13.8 per cent. And the number of book, gift and stationery stores in the record business remained virtually static at 3.9 per cent.

The dealer who handles records alone is a rare species. Nearly nine out of 10 sell record accessories, while 83.8 per cent sell phonographs, and about four of five sell blank tape. Another 62.7 per cent sell radios and 58.8 per cent sell tape recorders.

Instruments Gain

But the most spectacular development has been in the musical instrument field. Last year, 58.8 per cent of all dealers carried guitars, compared with a paltry 8.8 per cent the previous year.

Harmonicas, which weren't even listed the previous year, were carried by 44.1 per cent of all dealers. There is little question that the use of harmonicas in records by such pop artists as Bob Dylan, Barry McGuire, Donovan and Sonny & Cher has had a tremendous impact on the harmonica market.

The same thesis holds true, of course, for guitars, with the instrument in constant use by pop acts.

As both instruments can be played with relatively little effort, and as both can be sold for relatively modest prices, their inclusion in a record store's inventory is now virtually a must.

Merchandising

Record stores are doing more and more to merchandise records. More than two-thirds of the stores surveyed give local charts away, and those who fall in this category give an average of 250 charts each week.

They're also paying more attention to direct mail. Last year, 33.8 per cent of the dealers said they operated their own record clubs.

Some dealers—8.7 per cent to be exact—feel that if you can't beat them, join them. These are the dealers who are also rack jobbing.

Record Clubs

If there's any one issue about which dealers agree it's record clubs. Nearly 80 per cent of the dealers surveyed said that record clubs do affect retail business, and of this percentage, 94.3 per cent say they hurt retail business.

How much do dealers feel they are hurt by the clubs? Some 28.9 per cent say the clubs don't hurt them as much as they did five years ago, while 39.4 per cent feel the impact hasn't changed much in the last five years. The other 31.7 per cent feel the effect of record clubs on retail business is pretty much the same as it was five years ago.

The club picture isn't all black though. Slightly more than a quarter of the dealers say customers have actually come into the store with record club advertisements in their hands and used these advertisements to guide them in their purchases.

Loudspeakers

Another sign of aggressive merchandising is the use of the loudspeaker to stimulate sales. Some 43.9 per cent of the dealers use loudspeakers, with half of this group using the speakers both inside the store and out. Some 32.2 per cent of the group using loudspeakers use them inside the store only, while 17.8 per cent use them outside the store only.

Dealers do discount, but not to excess. Only 38.7 discount on singles, with discounters selling for an average price of 79 cents each. The figure is higher on albums—53.5 per cent—with the average discount 19.8 per cent off list.

Considering, however, that the survey covers many outlets who specialize in discounting, the percentages of straight record dealers discounting are considerably lower.

Buying Habits

During 1964 a marked change in the buying habits took place, with the rack jobber picking up sales at the expense of the distributors. In singles, for example, distributors accounted for only 39.7 per cent of sales, compared with 47.4 per cent a year earlier. However, one-stop sales of singles jumped from 47.1 per cent to 54.9 per cent.

The same trend is taking place in albums. In 1963, based on dollar volume, distributors did 75.7 per cent of the dealer business, compared with only 20.1 per cent for one-stops. Last year the distributors dropped to 66.7 per cent, while the one-stop share rose to 27.1 per cent. During both years, rack jobbers accounted for the balance of record sales to retailers, about 5.5 per cent both years.

Browserless Floor-to-Wall Stocked Store Debut Near

By ELIOT TIEGEL

After having designed thousands of stores for dealers over the past 11 years, Capitol's Fred Rice is working on his latest innovation: a browserless, floor-to-wall stocked store. The completed new design should be ready about Jan. 1.

For the man who invented the browser box, the new concept is a result of trips around the country which have left the impression that something new and dynamic in store design is badly needed.

The browser has become the catch-all item, Rice said with a shrug. Dealers don't know what their inventory is and their stores are full of "dog" items which should be swept clean. Rice estimates that 25 per-cent of a dealer's inventory is of a marginal sales nature. These are items that are not really moving.

Store of Future

Rice feels his store of the future, circa 1966, will be a cross between a good rack operation and a well-merchandised retail location.

The store will enable tighter stock inventory and the floor-to-ceiling modules will be movable to either add or subtract stock. Displays will be utilized in the front windows and ceiling space will carry mobiles or messages. Displays with movable parts will not be within reach of the customer, something which dealers of today should also be practicing.

The display bins will be of either wood or wire. Each slot will hold about 10 albums with one divider card per LP. On the back of this card will be space for inventory control to graph the life of the record.

Basic Stock Plan

Under Capitol's current basic stock plan, the company and dealer agree on stocking terms and the label's own inventory clerks visit the stores to maintain an inventory check. After a predetermined time when an LP stops selling, it is replaced.

While Rice is paid to dream of the future, he is still heavily involved in today's market. In the area of sales aids, he says that Capitol is making more attention grabbing displays for key items and eliminating the marginal products.

Store merchandising, which, in essence is advertising, is different in the record business than in other areas. "You can't hype a stiff," Rice explained. "An ad won't move a marginal product. Displays won't create enthusiasm for a product the public is not interested in." Advertising may spark curiosity for other products, but with records consumer tastes are geared around an artist's name value and their proved style.

Action Displays

Rice finds that action displays work best, even for best-selling artists. He firmly believes that full-color single sleeves are an important merchandising plus. "People who don't take advantage of displaying full-color sleeves aren't merchandising singles properly."

In making a comparison between a regular sleeve and a colored one placed side-by-side in a bin, the regular sleeve has no eye appeal. The customer has to peer intently at the label copy and often the record isn't standing perpendicular. With a color sleeve, the artist and title are quickly identified and artwork can become as sophisticated or daring as the manufacturer wishes.

Rice adds two further sales tips: New releases should be displayed by themselves, with small items like singles, needles and transistor radios up close by the checkout counter to eliminate theft.

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Billboard's Annual

SURVEY OF RECORD RETAILERS

1964 Calendar Year

WHERE RECORDS ARE RETAILED

(Rack Operations Not Included)

Record Store	42.7%
Music Store (sheet music)	15.9%
Hi-Fi Store	5.6%
Department Store (including discount stores)	8.7%
Appliance Store	13.8%
Books, Cards, Gifts & Stationery	3.9%
Other	9.4%

PHONOGRAPH SALES BY DEALERS

With 83.8 per cent of all dealers stocking phonographs, the record buyer is the phonograph buyer in 60.6 per cent of all cases. Record buyers who are not in charge of buying phonographs have some voice in the decision.

79.4% Carry Phonos listed at under $100.

56.4% Carry Phonos listed for $101 to $300.

35.8% Carry Phonos listed from $300 to $500.

22.5% Carry Phonos listed at over $500.

HOW OLD ARE RECORD BUYERS?

Age Group	Singles	LP's
14 and under	20.8%	6.9%
15-19	47.0%	27.0%
20-30	19.9%	34.6%
Over 31	12.3%	31.5%

MOST EFFECTIVE SALES STIMULANTS

Some 86.1 per cent of the dealers use merchandising or promotional aids to sell records. Of this group, the following use:

Special Sales	48.5%
Radio Advertising	47.5%
Newspaper Ads	56.9%
Direct Mail	17.6%
Window Displays	55.4%
Contests	5.9%
Other	12.7%

Consists of: Ads in Program & FM Guide; Shopping Center tabloid; Statement Stuffers; Survey Sheets with blank order forms; Church bulletins; Telephone yellow pages; School Ads; Record club; Record card discounts; Bonus cards; Membership cards; TV advertising; "Service"; 70 cents for "Up & Coming Fast"; Weekly Hit Sheet; Ads in Foreign publications.

WHERE DEALERS BUY RECORDS

Source	Singles	LP's
Distributors	39.7%	66.7%
One-Stops	54.9%	27.1%
Rack Jobbers	5.4%	6.2%

NON-RECORD PRODUCTS SOLD BY DEALERS

Record Accessories	88.7%
Phonographs	83.8%
Blank Tape	79.9%
Radios	62.7%
Tape Recorders	58.8%
Guitars	45.6%
Sheet Music	45.1%
Harmonicas	44.1%
Pre-Recorded Tape	38.7%
Television Sets	35.8%
Musical Instruments	31.9%
Tape Cartridges	25.0%
Hi-Fi Components	23.5%
Greeting Cards	14.7%
Books	14.7%
Pianos and Organs	6.4%
Appliances	4.9%
Other (art supplies, crafts, gifts, etc.)	20.0%

THE HELP SITUATION

About 84 per cent of all dealers have at least one full-time clerk. The highest number of clerks employed by one store is 12. In 60.6 per cent of the stores the record buyer is the same man who determines which phonograph lines the store will carry. Where the record buyer is not the sole judge of which phono lines the store will carry, in 42.4 per cent he at least participates in the decision.

FULL-TIME CLERKS

One	31.4%
Two	37.7%
Three	9.3%
Four or more	5.5%

PART-TIME CLERKS

One	30.9%
Two	17.2%
Three	5.9%
Four or more	5.4%

SPECIALIZATION

Some 19.3 per cent of the dealers specialize in a specific musical category. Of these that specialize, here's the breakdown:

Popular	22.1%
Orig. Cast & Soundtrack	14.0%
Jazz	12.8%
Folk	11.6%
Classical	10.5%
Country	7.0%
Rhythm & Blues	7.0%
Foreign	5.8%
Comedy	3.5%
Spirituals & Gospel	3.5%
Miscellaneous	2.2%

WHAT DEALERS CONSIDER THEIR MOST PRESSING PROBLEMS

Discount Stores and Chains	21.5%
Record Clubs	10.8%
Price Cutting	10.7%
Too Many Releases (Singles & LP's)	6.8%
Rack Jobbers	6.5%
Competition	3.6%
Poor Delivery on orders & reorders	3.3%
Poor Relations between Distributors and Dealers	3.3%
Price Discrimination	3.1%
Slow Delivery On New Product	2.7%
Loss Leaders	2.4%
Low Profit Margin	1.9%
Pilferage	1.8%
Exchange or Return Privileges	1.5%
Defective or Technically Poor Material	1.2%
Distributors Understocked on Hit Product	1.2%
Excess of Old Inventory	1.1%

Other 16.6%

• Price of Singles Too High • Lack of Funds • Keeping up With Trend • Pleasing The Public • Lack of Availability of the Records in the Area • Too Many Labels • Unrealistic Pricing on LP's • One-Stops Selling Retail • Refusal of Manufacturer & Distributor to Pass Along Excise Rebate • Duplication of Inventory (Mono & Stereo) • Proliferation of New Labels • Advance Leakage of Releases by Artists • Slow Merchandise Turnover • Lack of Qualifed Personnel • Artificial List Prices • Poor Product Promotion & Exposure • DJ's don't give enough information about the Records they play • New Singles Are Released to DJ's Before the Distributors have Them • Lack of Business • Poor Packaging • Taxes

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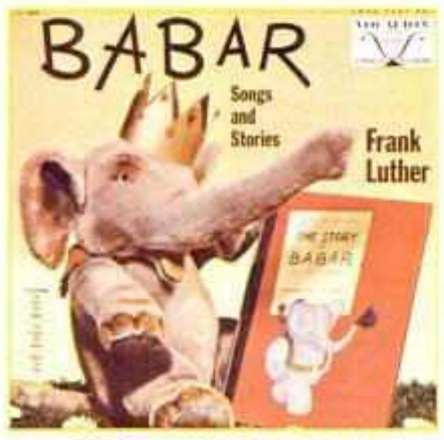
A CHILD'S FIRST RECORD
FRANK LUTHER
VL 3625



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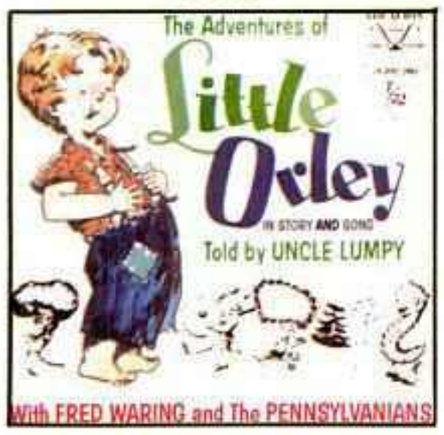
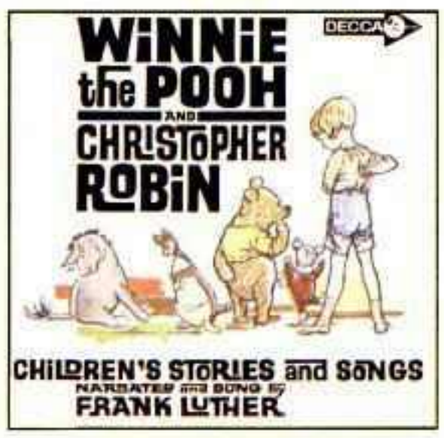


THE ADVENTURES OF LITTLE ORLEY
UNCLE LUMPY
VL 3737



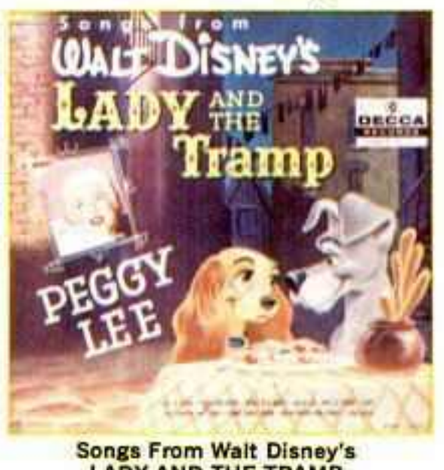
WINNIE THE POOH AND
CHRISTOPHER ROBIN
FRANK LUTHER DL 4203

THE BEST OF BURL'S
FOR BOYS AND GIRLS
DL 4390 • DL 74390 (S)

ROLITO
FRANK LUTHER
DL 8021

MOTHER GOOSE SONGS
FRANK LUTHER
DL 8357

THE WIZARD OF OZ And PINOCCHIO
JUDY GARLAND, VICTOR YOUNG
DL 8387

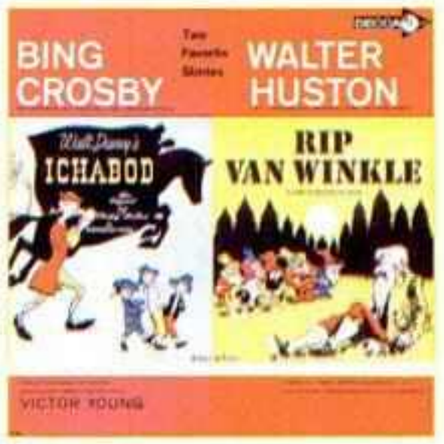


Songs From Walt Disney's
LADY AND THE TRAMP
PEGGY LEE DL 8462

HANS CHRISTIAN ANDERSEN And
TUBBY THE TUBA DANNY KAYE
DL 8479 • DL 78479 (SE)

WOODY WOODPECKER'S
FAMILY ALBUM
DL 8659

CIRCUS IN TOWN
MERLE EVANS
DL 9058



ICHABOD And RIP VAN WINKLE
BING CROSBY, WALTER HUSTON
DL 9106

NONSENSE SONGBOOK
THE THREE STOOGES
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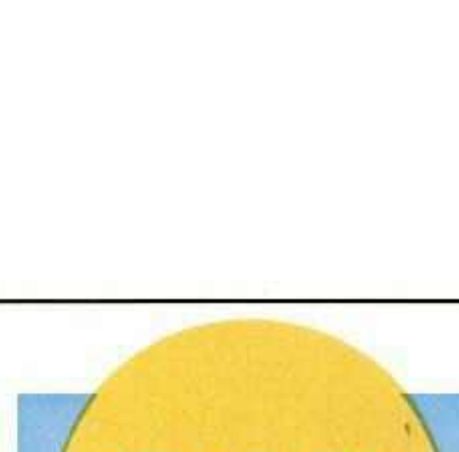


LP 1 A Child's Introduction to the Orchestra

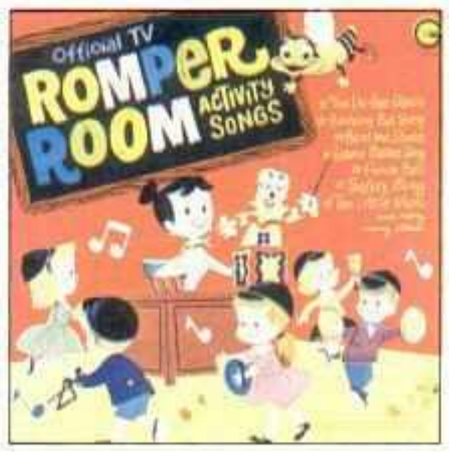
LP 139 The Munsters Original TV Cast

LP 62 Folk Tales

3 by Danny Kaye
LP 74 Anderson's Fairy Tales

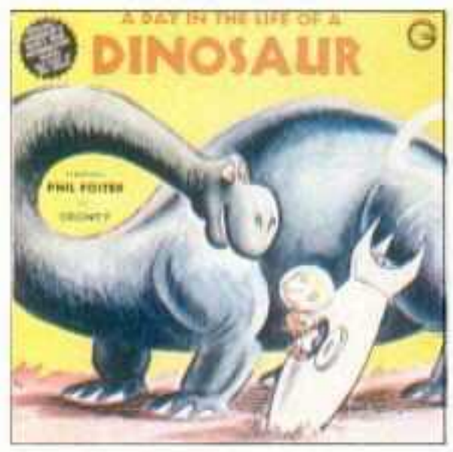
LP 92 Tales by Brothers Grimm

LP 116 Cap't Kangeroo's "Horse in Striped Pajamas" and other favorites

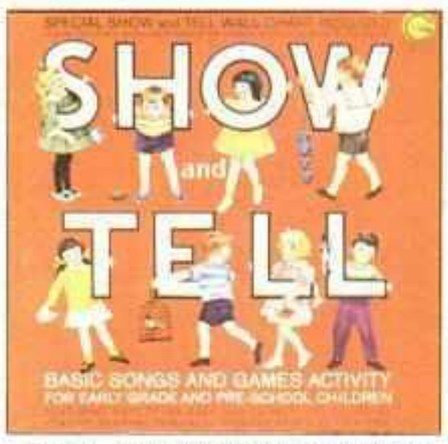


LP 119 Romper Room Official Songs and Games

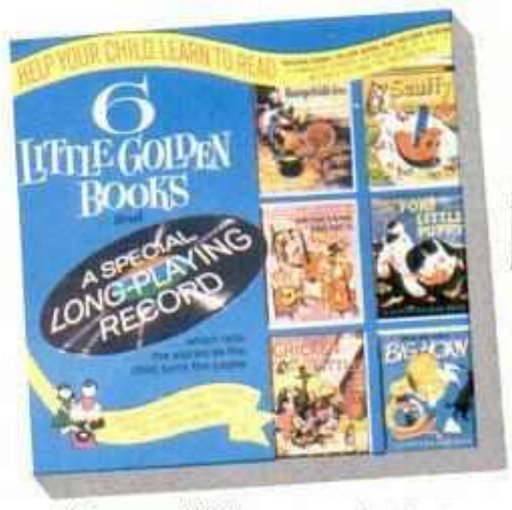
LP 152 Aesop Fables Told by Burgess Meredith



LP 150 A Day in the Life of a Dinosaur Told by Phil Foster



LP 118 Show and Tell Games and Songs with 4-foot wall chart



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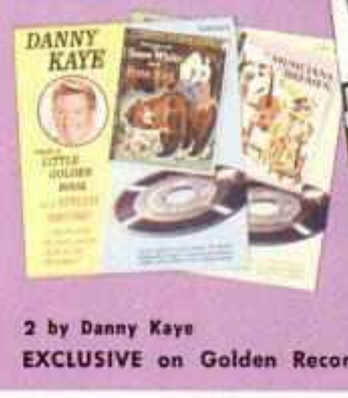

2 by Danny Kaye
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Service, Prestige Enable List Price Store to Compete With Discounters

By HANK FOX

Most New York record shops would have a difficult time staying in business if they were located within two blocks of one of the largest discount houses in the nation, even if they reduced their prices. But G. Schirmer, Inc., charging full list prices on all recordings is not only managing to survive, it is flourishing.

With its shop just minutes from E. J. Korvette, the giant discount department store, the 100-year-old store considers the 30 to 55 per cent discount prices of Korvette no threat whatsoever to its income. In fact, Schirmer's manager and buyer, Jack Higgins, says that a good number of the store's walk-in customers were previously discount shoppers.

Service and prestige are the two major factors in the store's successful operation. "We are not a self-service store," Higgins said. "The manner in which we treat our customers makes the difference. Everyone of our salesmen is knowledgeable in all fields of music and we believe in the old method of personal salesmanship."

Among the services provided by Schirmer's is the listening booth, a device discarded by too many record stores.

Busy, Not Crowded

The store, with its carpeted floors and paneled walls is always busy, but never crowded. Its employees take the time to answer any questions a customer may have and give advice on making a selection.

Schirmer's patrons know that they can obtain any record they desire from the store. Its stock ranges from the Beatles' latest album to the most obscure recording of a classical artist. The store sells educational and training records, one-of-a-kind records and out-of-print material. This extensive stock is not a bulk stock.

"We prefer to have 10 different hard-to-get albums than 10 copies of the Horowitz (Carnegie Hall) record," Higgins said. "Very popular albums can be bought at any of the numerous record outlets in the city." If a customer asks for any album that is not in stock, the store will order it without cost.

Foreign Trade

International music plays a prominent role in the store's sales. Higgins points to the large foreign trade over-the-counter, especially in the summer. "Visitors to the country are coming to us because they know they will be aided in making their purchases and they will not have to carry the records around with them. The records are sent immediately to their hotel."

Americans also buy a large selection of international recordings at Schirmer's. This may be because the store caters to the type of person who goes to Europe and South America—the person who becomes acquainted with the music of the foreign land, first hand.

The store also carries and sells a big spread of religious music. Schirmer's, which is also a large publishing house, sells sheet music to schools, churches and choirs throughout the country. Religious recording sales are tied in with the sheet music sales.

Budget Lines

The budget lines have also become one of the shop's most important products. It carries all labels with the exception of the cheaper 99-cent ones. Higgins reports that sales of the budgets are tremendous.

Schirmer's mailing and delivery policy is an attractive part of its services. It will mail records anywhere in the world. In the metropolitan area, a customer can telephone an order in and receive it via messenger within the hour. The store welcomes charge accounts. "About 40 per cent of all our sales are charged," Higgins said.

Spring Sale

Each spring, Schirmer's conducts a storewide sale. During the two weeks, certain items are cut by as much as 90 per cent. Higgins is quick to point out that records are not sold at discount prices. Only select items are reduced. This includes out-of-print records, dead stock and some cream albums to attract attention. Higgins offered the "First Family" album for sale at 99 cents. He sold 400 copies. However, when he reduced the price to 19 cents on the last two days he had relatively few takers.

Since the store is located in a very prominent site (49th Street, just east of the fashionable Fifth Avenue), an attractive window display can induce a sizable amount of impulse buying. Higgins decorates the large windows with new releases and what he calls "oddball" albums—intriguing items that are not available in other stores.

The recent removal of the excise tax has presented Schirmer's with problems that the discount houses do not encounter. Being a full-list shop, it must charge its customers the full catalog price. It cannot pass along any savings unless the manufacturer lowers his list prices.

Excise Tax

Higgins agrees with President Johnson's complaint that the consumer is not benefiting from the dropping of the excise tax. "Most record companies have reduced their wholesale prices, but large ones such as Mercury and Vanguard and many smaller outfits are not reducing their list prices. According to our statistics, some 60 per cent of the manufacturers have not lowered their catalog prices.

"Many of our customers, both here and abroad, are confused about the excise tax. They don't understand why one album they purchase is $3.79, while another remains at $3.98.

"The withdrawal of the tax does not effect the discount houses," he continued, "because they are already selling below the new prices. They make their own prices and they can always say that the savings is part of the discount. If we lowered the price without the manufacturer doing the same, we would be giving a discount. So far we are only reducing record prices from companies that have officially announced a reduction in list price."

Besides selling records and sheet music, Schirmer's carries about an $8,000 stock of prerecorded tapes and a full line of musical instruments. Higgins says the store stocks all the popular tapes, but sales are not very strong. He cites the difficulty of mass production as the reason for their comparatively high cost.

A STRONG INTERNATIONAL FLAVOR is shown in the Schirmer window display.

OAK PANELING creates an atmosphere of class.

STRICT GROUND RULES CAN STOP PILFERAGE

"No dealer should have trouble with stealing if his store is well attended," said Capitol's store-designing Fred Rice. Singles and small items like tapes and radios should be located in the front of the store. "When we hear about a pilferage problem, we usually find a dealer has high racks and is not controlling his traffic," Rice added. Dealers should set up their check-out counters so customers are forced to walk past them. There is a psychological effect to this.

Deterrents like mirrors and having kids leave books and packages at the counter will reduce stealing. "Once ground rules are set up, customers will know and accept them."

Retailer Ethan Caston, who works for the Music City chain, said singles pilferage runs around 4½ per cent on weekends. The chain doesn't have much of a problem with LP's. "It's not so much the kid taking one or two records," he said, "but the person taking 15-20 records. Those that do are either mighty bold or professionals." Caston says each of the five stores in the chain have two-way mirrors and have accounted for spotting most of the attempts.

Worldwide Sales Result From Direct Mail Effort

A constant campaign of direct mail advertising adds up to worldwide sales for New York's G. Schirmer, Inc. With an average return of 6 per cent, the store receives as many as 800 orders by mail each month from all parts of the world.

"We have a considerable number of regular customers in South Africa, Japan, Brazil and France," said Jack Higgins, the store's manager and buyer. Schirmer's patrons live also in London, Israel, and the Philippines, among other places.

Since 40 per cent of store's business is done on credit, Higgins sends out some advertising with the monthly statements. However, whether he sends the mailer out as an encloser or as a separate piece depends upon the item advertised or the physical nature of the piece. Small inserts may be enclosed with a bill. The larger size, 8½ by 11 sheets are always sent separately.

Higgins tries to mail 10-20,000 pieces monthly "We don't throw in fillers," he said. "Each has a return order form and a postage-free envelope enclosed. This way the reader will not forget about the item. The return envelope makes it easier for him to act immediately.

"The mailings are much more effective than newspaper advertising," he added. "I have never known any mailing to get no response at all. We have handled records that no one else would touch and we get a good response." The Jan August "Pop Piano Course" is one such album. According to Higgins, the store has sold hundreds.

Generally, the manufacturer or the distributor of the advertised record makes up the order form. One feature of the piece that Higgins always insists upon is the return coupon with the store's name and address printed on. The store, however, pays for the return postage.

Schirmer's has its own art department to design mailers for the smaller manufacturers and distributors. If the mailer is made up exclusively for the store, it will not charge the manufacturer or distributor. However, if he plans to use the piece in other stores, a nominal fee is charged.

"The main thing is to get the mailer into the home," Higgins said. "You must let the customers know that you have the records. The mailer doesn't have to be elaborate or colorful. Very often, distributors who cannot afford the expense of having mailers printed, will mimeograph them. As long as they are presentable and have a return coupon with our name and address on them, we will use them. They can be just as effective as any of our other pieces."

Direct mail advertising, just as other forms of advertising, must be tested from time to time in order to judge its value. Most of Higgins' tests are made on a regional basis. Occasionally, he will send mailers to homes near the border of a State. He then watches for replies from the neighboring States. Here, he is looking for word-of-mouth sales reaction. He tries to discover changes in taste by sending the same mailer to widely scattered regions. Higgins says that he has had very good results from these tests.

zip code helps keep postal costs

1. Packages are shipped by more direct route.
2. They are handled fewer times.
3. There is less chance of damage.

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Educational Emphasis Aids Sale of Children's Records

By HANK FOX

Parents want some educational value in the records they buy for their small children. And that's why New York's F.A.O. Schwarz—the world's largest toy store—racks up high children's record sales in the instructional and educational fields.

All records the store stocks relate to some mode of formal instruction or to a classical theme appearing in books, according to Eon McDermott, the store's record buyer. "Of course, the parents want their children to be entertained," McDermott said. "But they also want them to gain some kind of educational experience while being entertained."

Schwarz carried records for several years, but only in the past 18 months have record sales developed to a great extent. In March 1964 the store opened a separate record department. Simultaneously, the store began to stress records in the 800,000 catalogs it sends to its customers around the world. For the customers' convenience, the store provided special listening booths in the record section.

"New Math" Popular

Many of the instructional recordings are geared to school courses the child will encounter in coming years. "The New Math" is now one of the most popular items.

Schwarz typifies the sharp upswing of language records and tapes throughout the country. "Parents are more concerned about their children's studying of foreign languages than ever before," McDermott said. "Our sales are very strong—especially in French."

Music instruction records also sell well. The "How to . . ." records on the "Music Minus One" label include instruction in the guitar, drums and harmonica. The orchestration on the record is minus the instrument to be learned. By following the accompanying booklet, the student plays the missing part.

Fairy Tales

As with the musical instruction records, other educational albums come with books. Fairy takes such as Cinderella, the Hans Christian Andersen tales, and Mark Twain stories are examples.

In the entertainment realm, the story carries records such as "Peter and the Wolf," "Mother Goose" and "Madeline" among others. "Madeline" is one of Schwarz's best sellers. Carol Channing narrates Ludwig Bemelman's famous children's classic. Caedmon Records dominate the store's supply, but Disney also is an important source to the store.

"Game" records contribute a considerable part to Schwarz's total record sales. "Gumdrop Follies," on the Playhouse label (a Los Angeles firm) is a big item. Its enclosed booklet contains cardboard cutouts of the characters. "The Glups"—a record about a family's journey from Maine to San Francisco—features a map of the trip as the jacket cover.

Sold at List

Schwarz's stock includes some 140 different titles. All records are sold at list price. "We carry higher priced merchandise which we consider to be the best available in the children's literature and instructional categories," McDermott said. "We have very little stock of records under $2."

Known as "the class store for toys," Schwarz's customers include the Kennedy children, Washington people, royalty, movie stars, tourists and the average parent looking for toys and records for his child.

The store was founded in 1862, making it the oldest store in the nation carrying juvenile merchandise. F.A.O. Schwarz has 10 branches coast to coast with stores in Cleveland, Houston, Los Angeles, Scarsdale, New York, Palm Beach, Atlanta, Beverly Hills, Boston and Phoenix.

PILFERAGE CHECK—Louis Buckley, owner of a large record retail operation, has suffered heavy theft and pilferage losses in the past, has operating rules now to try to prevent them. He keeps a close check on sales and inventory (above), usually at night after the store closes.

Nashville Retailer Alert For Pilferage Problem

By ELTON WHISENHUNT

Buckley's Discount Records Shop, in downtown Nashville, is one of the largest retail and mail order record outlets in the area and has a pilferage problem, as probably every retailer has or has had.

The pilferage dilemma has two divisions: employees and customers. The dishonest employee takes cash and some customers take merchandise.

Buckley, a dynamic promoter who sells a fabulous amount of records by radio advertising and poster promotion in stores, motels and other such locations, recalls with pain the World War II years when an employee bilked him of $25,000.

Some years later, another employee beat him out of $7,000. Other employees over the years have made off with lesser amounts, but he has no way of knowing exactly how much.

Special Problems

Buckley has three retail operations and each, depending on the physical layout of the store, presents special problems.

His main store at 1707 Church doesn't have some problems the other two have, for example, because it has only one front door. But the downtown outlet has much more space and several doors. And the suburban store presents a problem because it is in a large self service department store with only two checkout counters as the customers leave.

In all three stores, a problem is the customer who comes in with a shopping bag. Some slip albums into the bag. A more adroit method is for a customer to buy an album, put it in his bag, shop around some more and slip other albums in.

A more blatant, but less common method, usually confined to the teen-ager, is to just grab some albums and run. A boy got 10 once this way and dropped three on the sidewalk in flight, which were recovered.

Switch Tags

The special problems in the downtown and suburban stores are more complicated. Here customers shop around. Besides the shopping bag routine, losses at these stores come from customers who switch a $1.98 price tag for one reading $3.98. Or switch a $4.98 album into a $1.98 album cover.

The only answer to this type of problem, Buckley said, are alert, efficient and aware employees who try to watch for such things, especially with customers who take overly long. Sometimes an employee will develop a sixth type sense and can

(Continued on page 47)

YOU'RE BEING WATCHED!—These customers in Buckley's Discount Record Shop may not know it, but they're being watched. The sentinel is Mrs. Ira Lee Birchfield, extreme left. When the store fills up, a clerk is called away from waiting on customers to watch.

MAY CO. POLICY

You Shouldn't Advertise Anything That's Unknown

The May Co., Los Angeles department store, is a heavy newspaper advertiser, basing its ads upon the pulse of the community. If it's a hot Beatles LP which is the talk of teentown or a production of "Hello, Dolly" which is playing at the Music Center, then these are the products which the 12-store chain advertises.

The store's record advertising is all based on customer interest and demand and the money companies have available, explained Jean Hanson of the record department who prepares the ads with Joe Blaustein, the chain's advertising manager.

The morning Los Angeles Times and afternoon Herald Examiner are the two principal placement areas. The record department tries for four ads per month including the Times' Sunday Calendar section.

"We find that classical products sell better for us than teenage items," Miss Hanson said. "Sometimes results from an ad are not immediately felt. Newspaper advertising is only good for products the public is familiar with. You cannot advertise anything unknown. That's been our experience."

When Jean and Blaustein get together to work out ads, she handles the price, he develops the wording. A May Co. ruling does not allow the use of label-provided mats. The chain also buys time on six radio stations to supplement the printed word emphasis.

Very seldom does the record department take a full page ad. They're not necessary, Jean says. A full page in the Calendar is around $2,500 and there are not many companies who can co-op that kind of money.

The May Co. has no trouble, however, in getting co-op funds, Jean said, "because we buy enough merchandise." Columbia, Capitol, Angel, RCA, Decca, Liberty and Dot work with the store. The company sometimes ties in a record and equipment manufacturer in a co-op ad.

Miss Hanson feels that teenagers don't read newspaper ads to learn about new records. When the store has a hot teen item, it advertises on top 40 radio.

Ads are prepared three-four weeks in advance of publication date. "You have to try to be timeless and timely at the same time," she said with a chuckle.

LIFE-SIZE FRIENDS: Huckleberry Hound and Yogi Bear meet adoring fan at Hanna-Barbara Records' first costume promotion in Kalamazoo, Mich. The two "artists" signed autographs for each LP sold.

Best Selling Kiddie LP's

A TRAFFIC BUILDER for the children's record section at a Sam Goody retail store in New York is centered around three animals—plastic pets hanging from the ceiling on strings. The department is thus instantly recognizable. Besides, one of the best selling all-time records for children concerns an animal—"Peter and the Wolf." Jack Frankel, record buyer for the Sam Goody chain, said that another constant seller for children is the "Young People's Guide to the Orchestra" featuring conductor Benjamin Britten.

BUDGET PRICE

1. **SONGS FROM MARY POPPINS** (Assorted Artists)—Disneyland, DQ 1256 (M).
2. **CINDERELLA** (Soundtrack)—Disneyland, DQ 1207 (M).
3. **MOTHER GOOSE**—MGM, CHS 504 (S), CH 504 (M).
4. **YOGI BEAR AND BOOBOO**—Hanna-Barbera, HBR 2023 (M).
5. **MAGILLA GORILLA**—Hanna-Barbera, HBR 2024 (M).
6. **FLINTSTONES** — Hanna-Barbera, HBR 2021 (M).
7. **HUCKLEBERRY HOUND**—Hanna-Barbera, HBR 2022 (M).
8. **MUSIC FROM MARY POPPINS** (Living Voices)—Camden, CAS 881 (S), CAL 881 (M).
9. **WIZARD OF OZ**—Happy Time, HT 1033 (M).
10. **MARY POPPINS**—Wyncote, W 9049 (S), W 9049 (M).
11. **SNOW WHITE**—MGM, CHS 501 (S), CH 501 (M).
12. **CINDERELLA**—MGM, CHS 502 (S), CH 502 (M).
13. **WIZARD OF OZ**—MGM, CHS 510 (S), CH 502 (M).
14. **JACK AND THE BEANSTALK**—MGM, CHS 509 (S), CH 509 (M).
15. **FLIPPER'S NEW ADVENTURES** — MGM, CHS 516 (S), CH 516 (M).

REGULAR PRICE

1. **MARY POPPINS** (Soundtrack) — Vista, STER 4026 (S), BV 4026 (M).
2. **CHIPMUNKS SING WITH CHILDREN**—Liberty, LST 7388 (S), LRP 3256 (M).
3. **SLEEPING BEAUTY STORYTELLER**—Disneyland, ST 3911 (M).
4. **WIZARD OF OZ** (Soundtrack)—MGM, E 3996 (M).
5. **CHIPMUNKS SONGBOOK**—Liberty, LST 7229 (S), LRP 3229 (M).
6. **SNOW WHITE** (Soundtrack)—Disneyland, ST 3906 (M).
7. **THE BEST OF SHIRLEY TEMPLE**—20th-Fox, TFS 4172 (S), TFM 3172 (M).
8. **CHIPMUNKS SING THE BEATLES**—Liberty, LST 7388 (S), LRP 3388 (M).
9. **IN SEARCH OF THE CASTAWAYS**—Disneyland, ST 3916 (M).
10. **CINDERELLA**—Disneyland, ST 3908 (M).
11. **HEY THERE, IT'S YOGI BEAR**—Colpix, SCP 472 (S), CP 472 (M).
12. **DO THE MOUSE** (Soupy Sales)—ABC-Paramount, ABCS 517 (S), ABC 517 (M).
13. **SWORD IN THE STONE**—Disneyland, ST 4901 (M).
14. **ALVIN SHOW** (Chipmunks)—Liberty, LST 7209 (S), LRP 3204 (M).
15. **LET'S ALL SING WITH THE CHIPMUNKS**—Liberty, LST 7159 (S), LRP 3159 (M).

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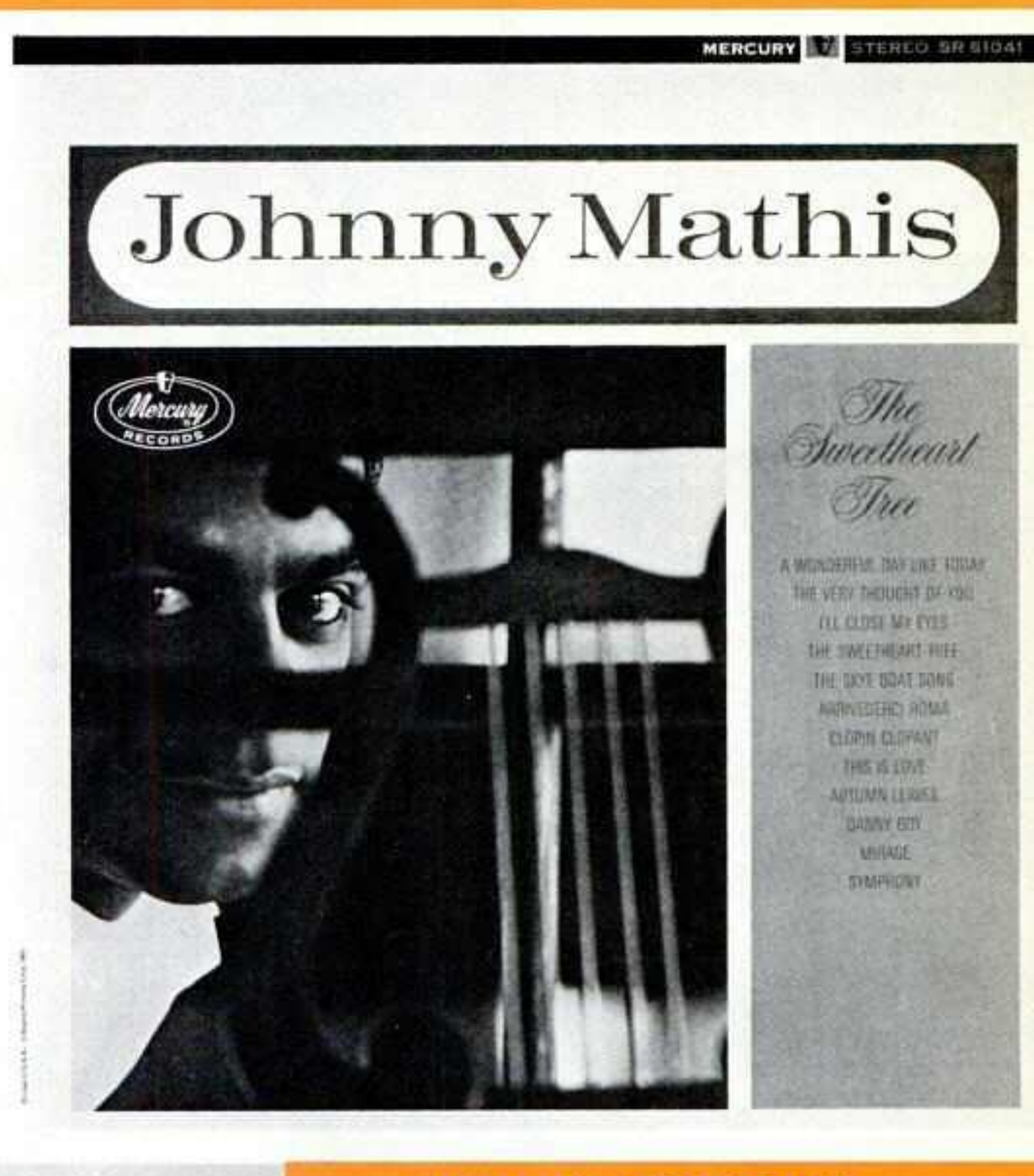
Consistent Hit Maker

Johnny MATHIS

Johnny's NEW HIT ALBUM



MG 21041/SR-61041

New Hit Single

"The Sweetheart Tree"

#7-2464

★

My thanks to the Record Dealers.

★

BEST SELLING ALBUMS:

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Music Hall Design Calculated To Arouse Customer Interest

By ELIOT TIEGEL

The Music Hall is a Los Angeles record shop utilizing modern design concepts to arouse the customer. The store is owned by Jerry Prager and a silent partner and is designed by Fred Rice, Capitol Records national merchandising development manager.

The location is designed to offer convenience in observing product and accessibility in obtaining it. New releases are intentionally displayed around two walls, their jackets creating a mosaic effect of swirling colors.

Since the store is located in an area below the Sunset Strip (on which many night spots are located), Prager's customers are interested in show business and this is reflected in the large number of play albums sold.

Marquee Listings

A large marquee over the door attracts drivers on Santa Monica Boulevard. This marquee lists new promotions and a special sales approximately every two weeks. Both Prager and Rice believe this is the only retail store with a marquee in Southern California. The store's circular logo, featured on the marquee, is carried inside and appears on several of the floor display bins.

Music Hall's windows are inventively arranged to tie-in with promotions. Prager goes to outside sources to obtain legitimate props for his displays in addition to using select manufacturer sales aids.

Prager, a former Angel Records executive, calls his store "service oriented." Over 5,000 albums are stocked with prices usually 20 per cent off.

Singles Bin

One of Rice's design features is a singles bin for the Top 40 records which is regularly updated. Product is inserted full length, allowing the multicolored sleeves to act as advertisements.

The checkout counter is in the front, with a clear view of the entire store. A backboard behind the register allows Prager to promote special items in the disk, tape and accessory fields. The singles bins begin by the counter, which gives him a close watch on pilferage activities.

All the island stocking units are seen from the counter. They are 44 inches high with room at the top for general classifications with specific divider cards breaking down the categories.

(Continued on page 47)

FILLS BINS—Raymond Horton, assistant manager of the Ernest Tubb Record Shop, has to keep a close watch on bins during the store's special sales. He keeps them constantly stocked.

Employee Flexibility Pares Costs for NY Discounter

New York's Sam Goody's, one of the largest discount record operations in the nation, has a special method of keeping down overhead. Employees are flexible, they're trained to be able to work in any of the six major outlets of the chain. This includes clerks as well as executives, said Samuel Stolon, general manager of all Goody stores.

The practicality of this is that when an employee is sick or on vacation, a co-worker at another branch that's having a slack business period can move in to take his place. It also helps during peak-season holiday selling periods when some outlets are rushed.

Goody's does an estimated $8 million to $9 million gross record sales a year. The firm also has two franchise operations on Long Island. All records are sold at a discount, though the prices may vary from store to store, according to the competition in the area, said Stolon.

The chain has a loss leader strictly for teen-agers. Not as a means of creating sales on other product as much as creating future adult record buyers, Stolon said. Each week, the stores offer a selection of popu-

(Continued on page 47)

Direct Mail Stimulates Country Record Sales

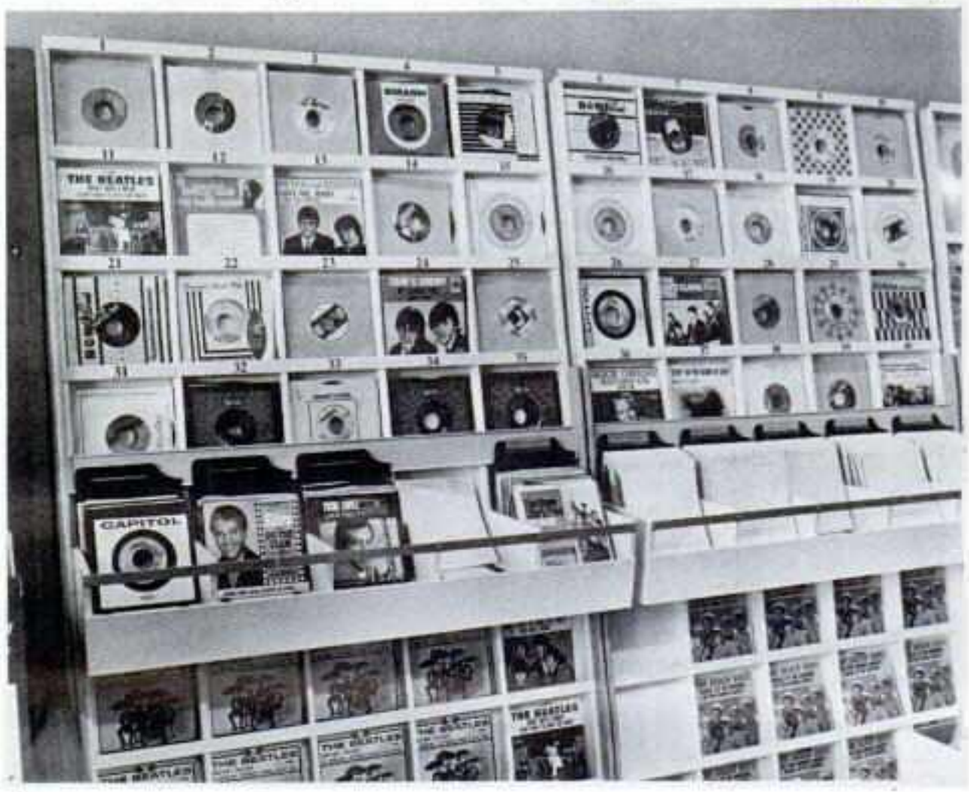
The Ernest Tubb Record Shop in Nashville, only a couple of blocks from the Grand Ole Opry House does a tremendous sales volume in country music albums. It is manned by seven full-time employes and five part-time men. Manager is Joe Walker and assistant manager is Raymond Horton.

The shop has a large walk-in trade but also a big mail-order business. It has built up a mailing list of 15,000 names of customers who have bought by mail. These persons get a news letter every six weeks. The medium is one of the main ones for promoting their sales.

Although the record shop enjoys good business and sells a large amount of albums, it uses sales to increase the sales

(Continued on page 42)

TOP LEFT: Front marquee of Music Hall in Los Angeles enables the owner to regularly spotlight new sales and promotions and attracts the mobile audience.



TOP RIGHT: Backboard behind the register allows for placement of special items, including tapes and small accessories. Singles are placed near the checkout counter for close scrutiny.

BOTTOM LEFT: Interior view from the door, with the checkout counter on the left. New LP releases are shown full face on both walls with catalog items in the island bins.

BOTTOM RIGHT: Top 40 bin offers complete display of sleeves which are used as advertisements. Other singles are carried below the national best sellers.

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Radio Promotion Boosts Sales of Country Disks for Nashville Store

By ELTON WHISENHUNT

Several record retailers in the Nashville area have hit the jackpot in selling country music singles and albums by using radio promotion and selling by mail.

Retailers in other areas could use the same method, on a lesser scale. It entails sponsoring a country music radio show of 15 minutes, 30 minutes or an hour, with plugs and commercials throughout the show. Such a system has proved fabulously successful here for three major retail-mail-order houses:

Randy's Record Shop at Gallatin, 30 miles from Nashville, started years ago by Randy Wood, who later founded Dot Records; Ernie's Record Mart Inc., operated for years by Ernie Young; and Harvey's Record Department, operated jointly by the huge Harvey's Department Store in downtown Nashville and Louis Buckley, owner of Buckley's Discount Record Shop.

All used the some format: a radio show on a 50,000-watt station. Tunes from a country music album would be played and the album promoted in a commercial, with emphasis on sale by mail. All three have built up large mail-order business with sales all over the U.S., Canada and in some foreign countries.

Perhaps the most notable example of success in this type of operation is Harvey's. Despite keen competition in what would seem a saturated market by the other two major, established mail and retail sellers, Harvey's opened its record department in 1962 and has met with remarkable success because of the promotion it is given.

Perhaps the key to it is its advertising on the "Grand Ole Opry" for 15 minutes each Saturday night. Harvey's, because it is in Nashville, has this powerful advertising medium other retailers do not have in other markets, but still retailers elsewhere could use the same promotion formula on other stations.

For this 15 minutes, Harvey's Record Department gets two commercials. It sells by mail a $3.98 album for $2.98. The air time costs $206. Of that, 50 or 75 per cent is paid by a major label, Columbia, RCA, Capitol, Epic, Mercury, Decca, depending on what album is being promoted. The other share is paid by Buckley.

Harvey's has a choice of one of about a dozen "Grand Ole Opry" stars on its 15-minute segment. It has had various major performers. In recent weeks, for example, store had Hank Snow, the Carter Family, Roy Acuff, Billy Walker. Here is a sample commercial, after a song by Billy Walker:

Announcer: "Just great, Billy! That was Billy Walker, singing one of the numbers from his Columbia album, 'Cross the Brazos at Waco,' which also includes such great songs as 'Matamoros,' 'The Blizzard,' 'Amigo's Guitar,' 'The Lawman,' 'Blue Moonlight,' and many more.

"Like to add this great Columbia album to your own private record collection—play it whenever you wish? Then listen closely, because you can order by mail from Harvey's Record Department and save a dollar. That's right! This Billy Walker album which sells in most record stores for $3.98 is yours for onlv $2.98 when you order from Harvey's Record Department, Nashville, Tenn.

"And there's more! If you order this album right away, Harvey's Record Department will include, absolutely free, a big Columbia country and western record catalog that will save you money on records by all your favorite stars. Send your order tonight, friends. Just write your name, address and the name of the album, 'Cross the Brazos at Waco,' on a post card or letter and mail it to Harvey's Record Department, Nashville, Tenn.

"Your record will be shipped c.o.d. anywhere in the country with safe delivery guaranteed, or you can save the c.o.d. charges by sending a check or money order and including 55 cents for postage, packing and insurance. But don't delay! Send your order tonight to Harvey's. H-A-R-V-E-Y-S. Harvey's Record Department, Nashville, Tenn."

Because the "Opry" show is on WSM radio, a 50,000-watt station, it is heard in many States every Saturday night. In addition, some 400 radio stations in the U. S. and Canada carry delayed broadcasts of the "Opry" in segments, usually one hour a day for five days. This saturation of the country music audience is a bargain at $206 for 15 minutes. In addition to the mail-order business, thousands of "Opry" fans come to Nashville each year. While here, many drop into Harvey's to buy albums.

Success of the promotion can be seen in the sales figures:

1962	$ 79,809.88
1963	172,284.12
1964	192,887.17

Through Julv 31 sales totaled $102,372.41. Buckley said the Christmas sale season will push the 1965 figure above that of 1964, probably a great deal more than the 1964 increase over 1963.

Mr. Record Promotion

The man most responsible for the success of this retail record sales story is Louis Buckley, who is known in Nashville as Mr. Record Promotion. He promotes Harvey's Record Department not only by radio but by billboards, posters in stores, on taxis, buses, in motel lobbies and various other spots. He believes promotion is the only way to sell.

"You've got to advertise and promote," he said. "You can't sit at home and expect it to come to you. You've got to get out and get it done."

Fred Harvey Jr., president of Harvey's, is highly pleased about the powerful record department in his store; Harvey's receives a small per cent on each album sold. Of Buckley, Harvey said: "I wish we had 50 Mr. Buckleys."

Even if other retailers could not promote as successfully as Buckley does, they could still use this successful formula in their cities and expect a success predicated on the amount of work put into it.

WINDOW DISPLAY TIE-IN—Harvey's Record Department uses promotion to sell. It's main medium is 15 minutes on "Grand Ole Opry." At the Country Music Festival each year, the record department has 17 window displays, like this one last year. Each window is sold for the week for $100.

RADIO PROMOTION—Harvey's Record Department uses the top country music show in the world for exposure—the "Grand Ole Opry." Jean Shepard, above, was an artist recently used on the "Opry" to promote the sale of one of her albums.

RADIO PROMOTION—Harvey Record Department uses the top country music show in the world for exposure—the "Grand Ole Opry." Billy Walker, in white above, was an artist recently used on the "Opry" to promote the sale of one of his Columbia albums.

GOOFY PROMOTION—When Unimart, the Los Angeles-based discount chain, opened its 13th outlet recently in Manhattan Beach, Mustang and Disney Records participated in the event. Photo shows youngsters reaching for balloons given out by Goofy and Scot Ross, Disney promotion man. The Bobby Fuller Four appeared and autographed their latest single. Cal Raks, which supplies the chain, co-ordinated the promotion.

Direct Mail Stimulates Country Record Sales

• Continued from page 40

volume. Of key interest in their operation is: 1) when to have a sale and 2) how to conduct it.

Fall Sale Time

The when element is much simpler and will be taken up first. Horton said they have found the best time of year is the fall.

"In the summer, people are on vacation," he said. "Everybody is outdoors or on the move. Our mail orders drop. The counter business picks up some, but generally in summer not as many people listen to phonograph music as in the fall and winter, when it is cold. Then they stay inside and play music."

There are several facets to the how aspects. First, everybody likes a bargain, so that is the key element. Sometimes, if necessary, a customer likes to feel he is getting something for nothing.

The record company and distributor is important in this, because a retailer can offer such sales predicated on the deals he can get from them. "We are getting much better co-operation from labels and distributors now," said Horton, meaning they are going in more and more for special sales and promotions.

Here are some the store has conducted:

They offered two $3.98 albums for $4.98. A part of this sale was two Hank Williams reissue albums. Another combination was a George Jones and Buck Owens album, each priced at $3.98—both for $4.98.

"We had real good sales on this," Horton said. "Especially on the Hank Williams albums."

Another sale was a Capitol promotion. They issued a double album with various artists on it. Retail price was $3.98. The retailer offered this for $1 when the customer bought another Capitol album at the regular price of $3.98.

Other such packages from other labels have also been used. One of the biggest sales the store ever had was on two albums on the original Carter Family, re-issued. The two were offered for $4.98. Also, a $3.98 George Jones album and a $3.98 Loretta Lynn album were offered at a total of $4.98. If the customer bought either the Carter Family or the Jones-Lynn package, they received a George Jones album free.

"We had the biggest sales we've ever had on that sale," said Horton. "The Carter Family albums were the top seller. We sold a total of 1,500 albums in 60 days on this special and were very pleased with it."

Coupon Gimmick

The store's current sale promotion is this: a customer buys any two albums, of a specified selection, for $3.98. With the sale goes a coupon, on which the customer writes his name, address and phone number. The coupon is dropped in a box for a chance on a one week expense paid vacation in Florida for two. The sale ends Nov. 15.

All in all, the general sale principle is this: get the co-operation of a label or distributor on price and offer the customer a bargain he feels he can't turn down!

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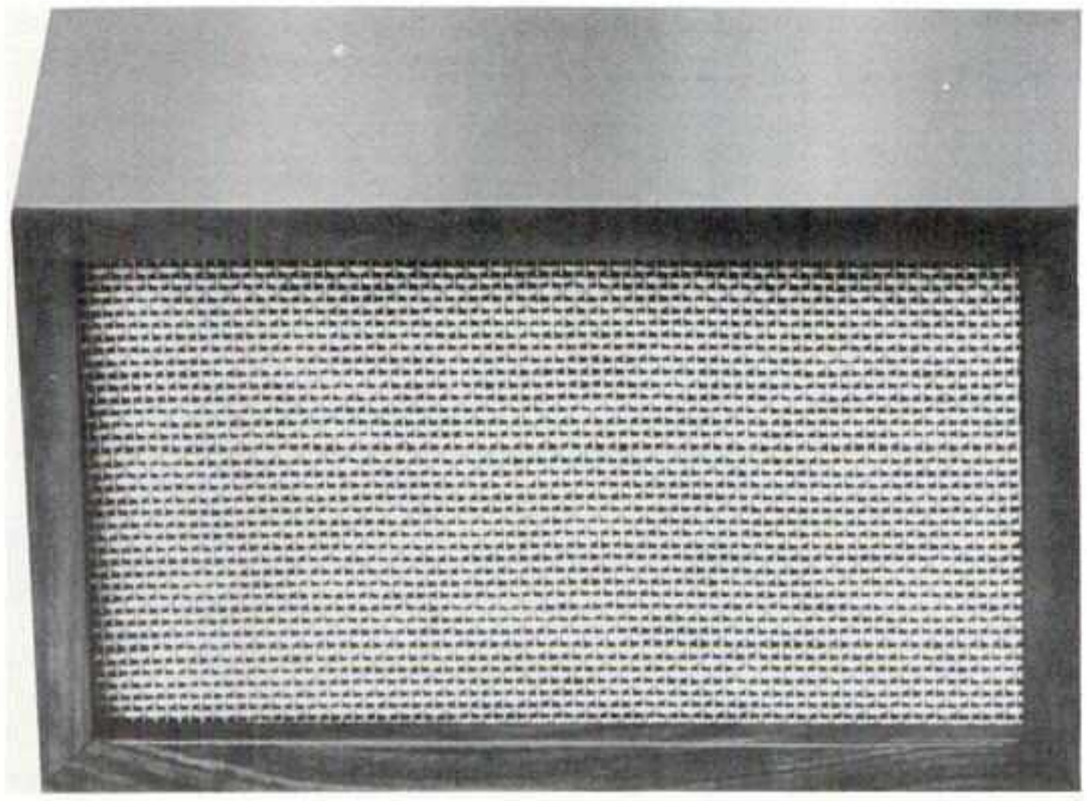

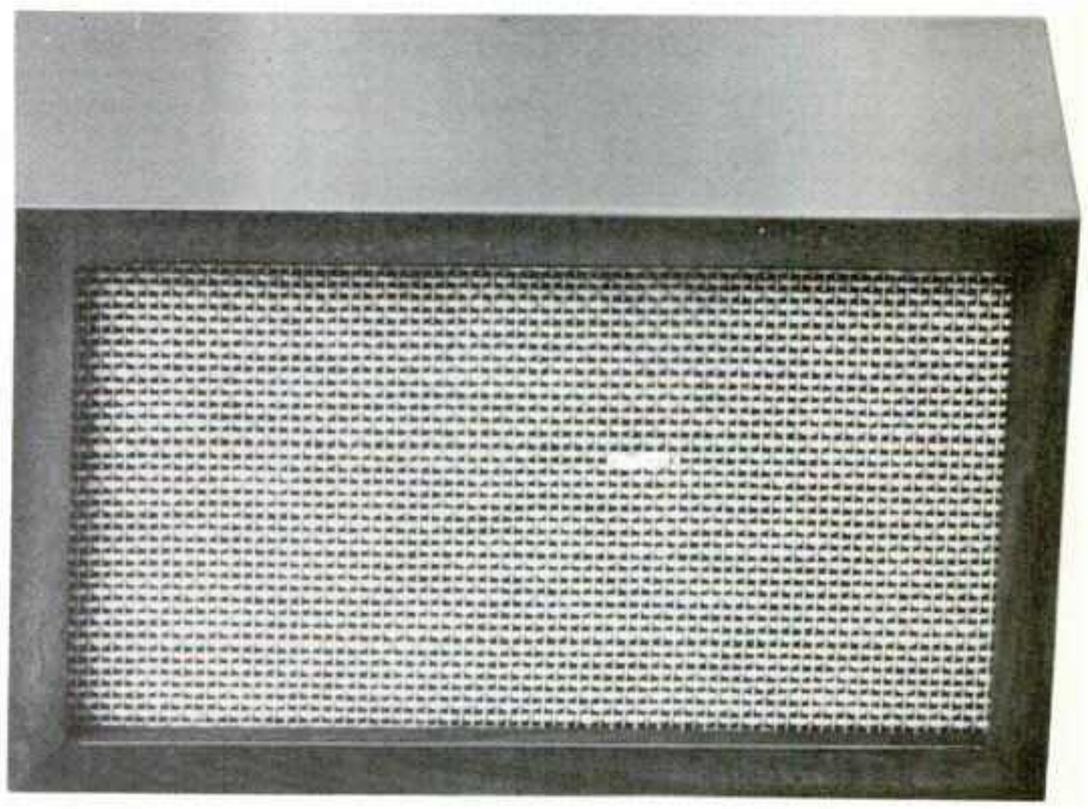

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Knowledge of Audience Essential In Building Up Jazz Patronage

By ELIOT TIEGEL

The best way to present jazz is to know your audience, build your catalog around that patronage and provide other areas of related repertoire. The best way to sell jazz is to co-ordinate stock, airplay and promotions so the customer hears the LP, comes into the store and it's readily available. This is the way the Sam's, a Los Angeles chain, operates and turns jazz into a year-round business.

George Hocutt, president of the five-store chain, is always looking for cutout catalogs with which to build promotions. The jazz lover has an insatiable appetite for music and will purchase an LP by an artist regardless of the label. It's the man or musical style which appeals to the aficionado and not which company releases the product.

Hocutt believes that if a jazz buff hears about a cutout promotion and doesn't happen to like any of the merchandise, he'll impulse buy some other available album. That's why the chain tries to have as much merchandise on hand as possible. Hot items are displayed in special bins. A special display is kept for the store's pick album of the week which is advertised on KBCA-FM, the store's chief advertising means.

Sam's is tied to the station through an exclusive advertising contract. On occasion, money is placed with KNOB-FM, another leading jazz station, but in the main, KBCA has the stronger Negro following which is the chain's principal customer.

Co-Op Ads

Newspaper advertising is not felt advantageous in reaching Sam's customers. The Los Angeles Times is too prohibitive, Hocutt notes. Monthly co-op advertising deals are worked with 12 manufacturers with the amount fairly level this year.

Store personnel lay out jacket displays. The exposure each LP gets depends on the excitement the product generates. "It's silly to whip a dead horse," Hocutt says. "Some albums are not really dead; rather they're overlooked. But the nature of the business doesn't allow you any time to keep promoting a slow moving item."

Records are departmentalized with large divider cards indicating categories. A customer may audition a record by bringing the empty jacket up to the front counter where the clerk brings out the record.

For the Compton store which seems to draw a young audience, r&b records are displayed more prominently. At the Adams Boulevard store where more hard-core adult buyers congregate, avant-garde LP's move well. "I wouldn't say all the people understand it (avant-garde), but they're interested in finding out what's going on," Hocutt noted. The store stays away from Dixieland style of jazz. "To our customers traditional jazz is Charlie Parker and Thelonious Monk. It's what came out of Minton's Playhouse in Harlem."

One great advantage the chain has is knowledgeable sales and managerial people. This establishes quick communication between customer and employee and makes the customer feel he's at home when he comes by any of the locations to discover what's new and argue about the merits of one player against another.

On a smaller level, Ray Avery's Rare Records in Glendale promotes jazz sales by trying to find items for customers, many serious collectors. Wall space is utilized to show off new releases with older LP's in floor bins divided alphabetically by artist. A separate room handles old 78's.

After a store customer has bought one item, Avery offers a follow-up sales message to interest the patron in other products. Since he has a person already committed to the subject in the store, the patron is usually receptive to suggestions about additional items. Avery advertises on KNOB-FM and has a mailing list which goes world-wide with collector tidbits.

Reel Tape Sales Booming For Capitol; 75% Popular

Capitol Records reel-to-reel tape business is running ahead about 200 per cent this year over last year, reports special products manager Oris Beucler. Tape sales in August are up two and one half times over the corresponding period in 1964. This upbeat tape activity on the manufacturer level indicates a growing awareness of the part of retailers to expose tape.

Capitol's tape activity is 75 per cent popular, 25 per cent classical. Distribution has been tripled, Beucler said, through the company's own sales force, Raygram-Hornstein, national photographic distributors and Stereo Tape, national high fidelity distributor.

Cover All Retailers

"We pretty much cover all retailing facets that carry tape," the tape man noted. One reason for Capitol's developing success in the tape field is its ability to manufacture reels at 3¾ ips with quality comparable to the standard 7½ speed. Each 3¾ reel carries two albums of music at a suggested $9.98 price.

"Consumer interest in 3¾ is growing all the time," Beucler said. Capitol has been selling 3¾ ips tapes for just over one year. The company still produces 7½-speed packages only when the material is not long enough to fill out a two-reel package. There is no duplication on the two speeds. The majority of the 3¾ packages are four-track stereos, but there are packets reprocessed from mono tapes because of consumer demand which are not true separation items.

Backed by Strong Push

Capitol and Angel tapes are backed by a strong push on store displays. "Retailers in the past were selling tapes like books with only the spine of the package showing. We have three displays—one counter and two floor—which show off tapes fully," said Beucler. When the displays are used, business increases, the executive claims. The reason is that the package's full color jacket may be used as an eye-catching interest-grabbing device.

Released Monthly

Capitol and Angel release tapes on a monthly basis, attempting simultaneously to offer tapes and LP's at the same time. The normal release pattern is to carefully select items the company thinks will sell to tape connoisseurs.

"Classical tape buyers, for example," Beucler offered, "are died-in-the-wool fans and are always asking for more product."

On the retailing end, The May Co. through its 12 stores, reports an upsurge in tape activity during the past four months. A spokesman said the market was steadily building, adding that classical tapes, like records, accounted for approximately 35-40 per cent of the chain's business. If more manufacturers built a tape-phonograph combination, more tapes could be sold, she commented.

Lower Prices, Increased Use of Pop Artists Boost Tape Volume

By HANK FOX

The breakthrough for pre-recorded tape will be spearheaded by lower prices and increased use of pop artists in the medium, according to Max Fine, who heads the 30-store Gem Electronics chain, with retail electronic equipment outlets throughout the nation.

Although Gem carried pre-recorded tape for some four years, only during the past six months have sales rapidly increased. Up to 1965 the chain stocked only the United Stereo Tape (UST) line, which, until recently, had an average price of $7.95. Also, the tapes were mainly classical and operatic.

"We couldn't get enough turnover with them because we had to carry so many different titles," Fine said. "A customer would come in and ask for a particular artist performing a specific piece. And he wouldn't accept anything else."

UST Contribution

UST paved the way for the upsurge in tape sales with a pop orientation of its line, technical advances and lower prices. The emergence of low-priced pop music tapes by record companies, and the use of their own distribution systems, also helped boost Gem's tape sales volume.

The company, a subsidiary of the Ampex Corporation, came out with rock 'n' roll and standard pop tapes plus a language course series from the Cortina Institute.

Acting on a hunch that the language tapes could be big sellers, Gem began to stress them in their monthly flyers. The chain has a mailing list of 250,000.

Language Tapes

Gem's language tape sales figures for August totaled $5,000. Julie Cohen, tape specialist for UST, says that Gem sells 50 per cent more language tapes than any other store in New York because of its promotion. With school opening, the chain just invested $1,000 in newspaper advertising of the language tapes.

Russian is the largest seller with Spanish and French following closely. Presently, there are six language tapes in the series—the others being Italian, Greek and German. UST plans to release a Spanish to English tape in October or November. The speed of the language tapes is 3.75. They retail for $7.98.

UST also widened its catalog by adding rock 'n' roll and standard pop tapes. The tapes, at $5.95, feature such top-selling artists as MGM's Herman's Hermits, Warner Bros.' Petula Clark, and the Rolling Stones (London). UST manufactures, produces and distributes tapes for 22 record companies.

"When fathers come by the store to pick up some electronic equipment, parts or tapes for themselves, they buy these rock 'n' roll tapes for their children," Fine says. "The tapes have a different image in the father's mind than do records since the father is actively involved with the tape recorder." Fine says that sales are best in the summer and at Christmas.

"Twin Pack"

The introduction of UST's "Twin Pack" was significant in boosting Gem's tape sales. Selling for $7.95, the package contains twice as much music as does the regular pre-recorded tape. The tape runs at a slower speed of 3.75 inches per second instead of the conventional 7.5.

The reduction in speed, coupled with the increased listening time, puts pre-recorded tape on a competitive basis with records for the first time. Not only is the customer getting twice as much for the same price, but he is getting it for the equivalent price of two stereo records.

Sales of the "Twin Packs" are high in the pop music category, but not in classical music. The lowering of the speed causes an increase in the hum level, which does not affect the sound of pop music. However, the noise is much more audible in a classical selection because of the number of quiet passages. Cohen says he has discovered that the public has a "definite

(Continued on page 47)

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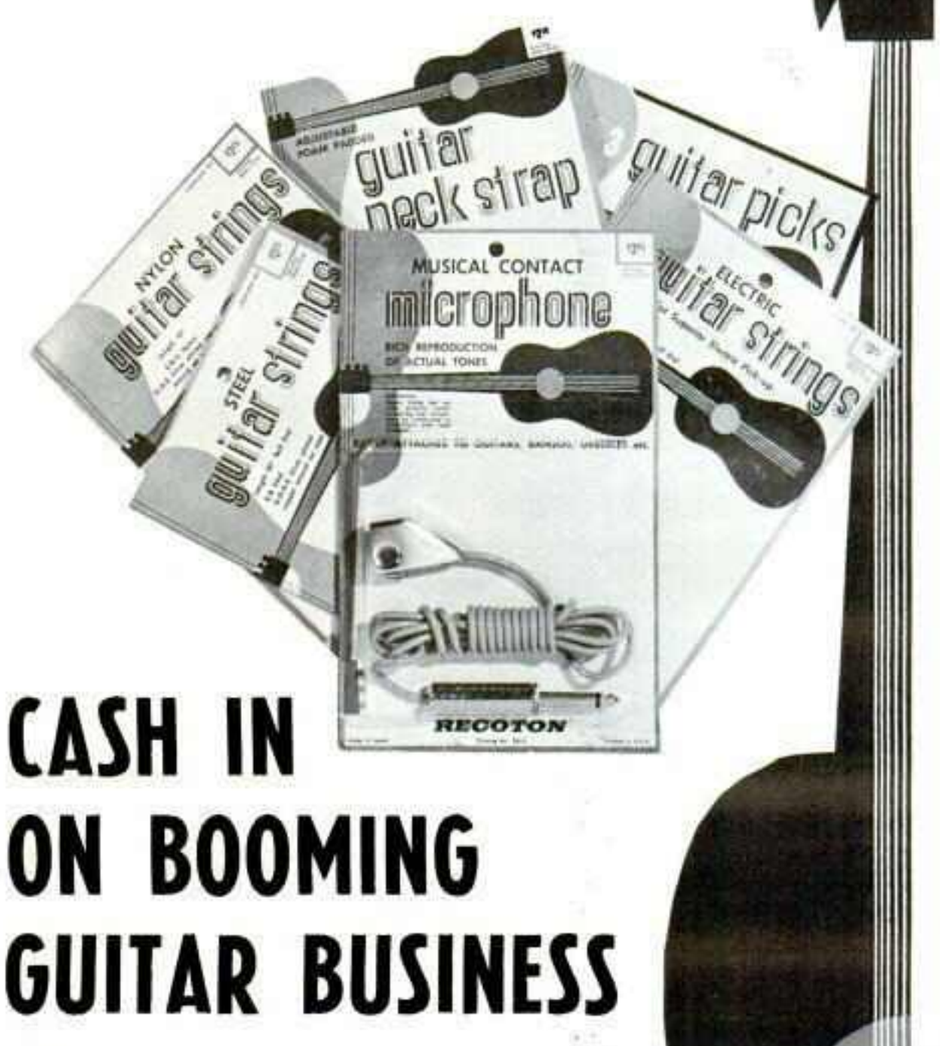

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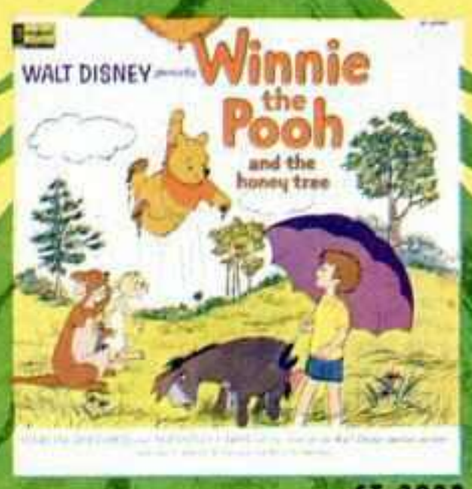

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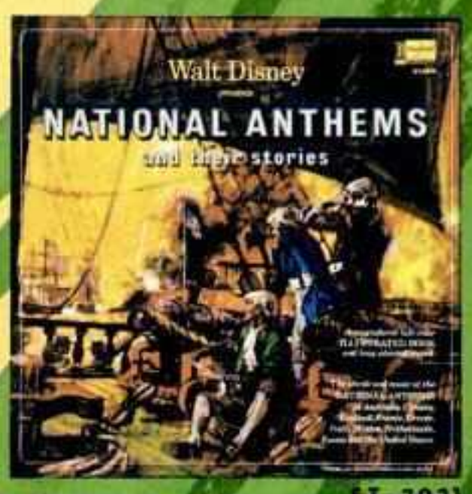

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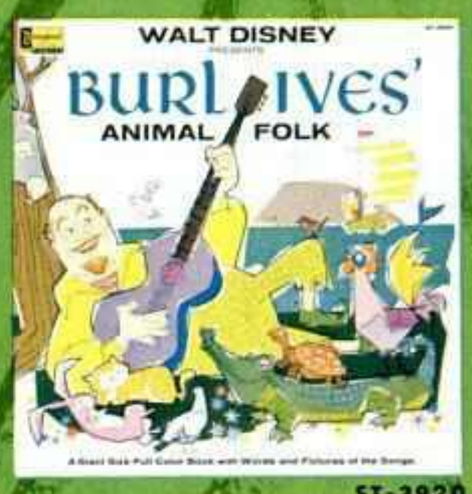

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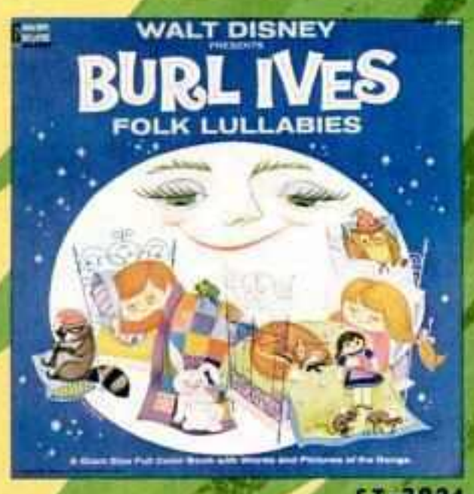

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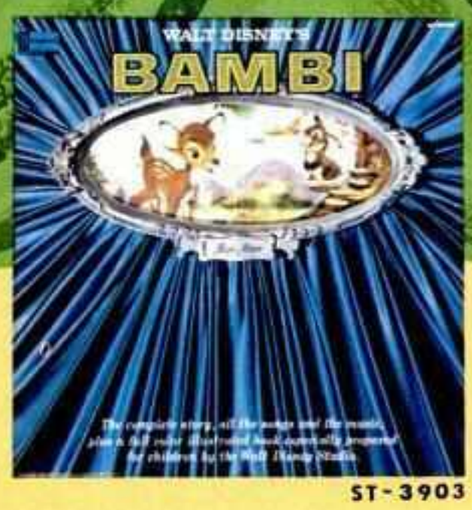

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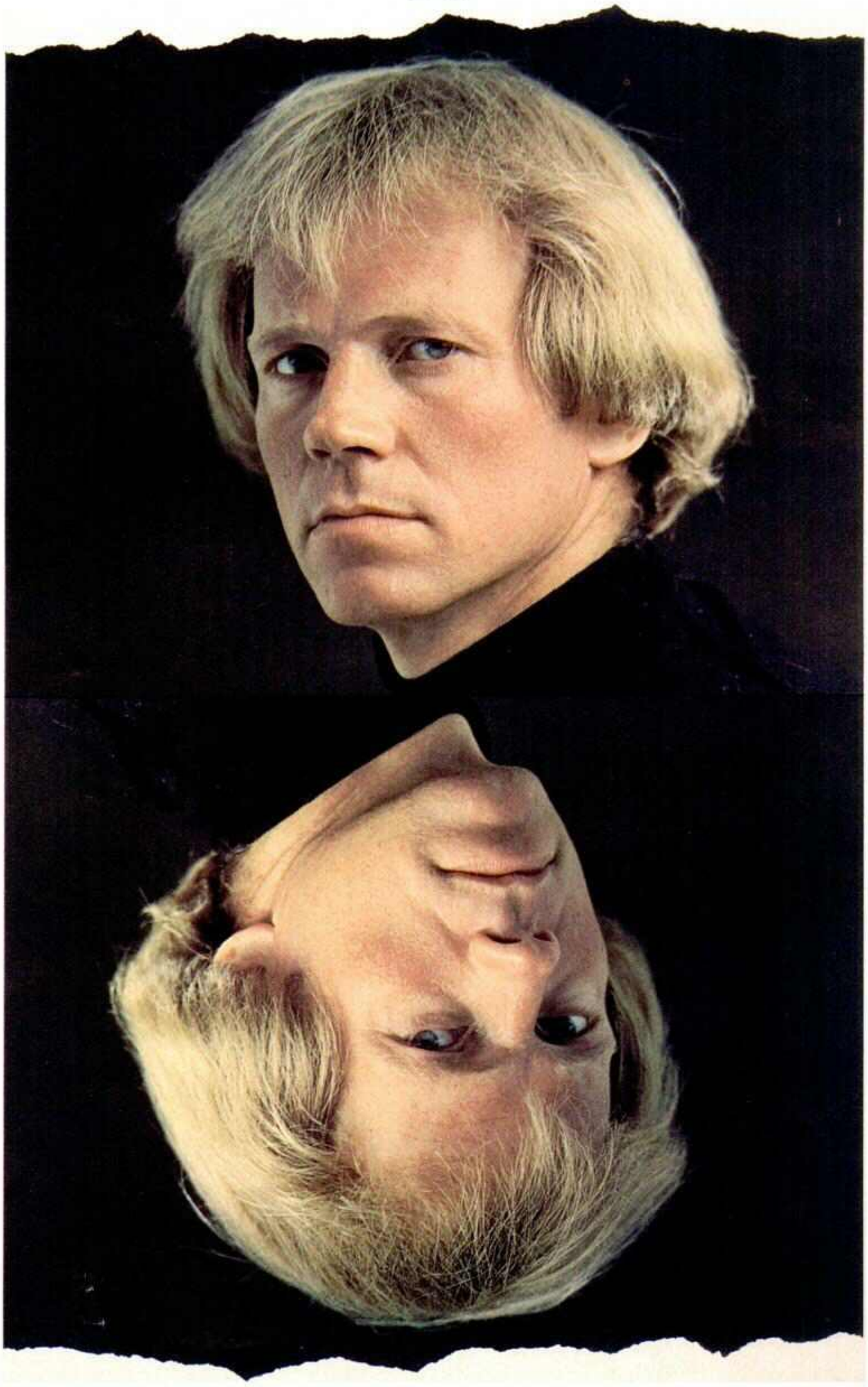

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Lower Prices, Pop Artists Aid Sales

• Continued from page 44

resentment" to the classical 3.75-ips tapes.

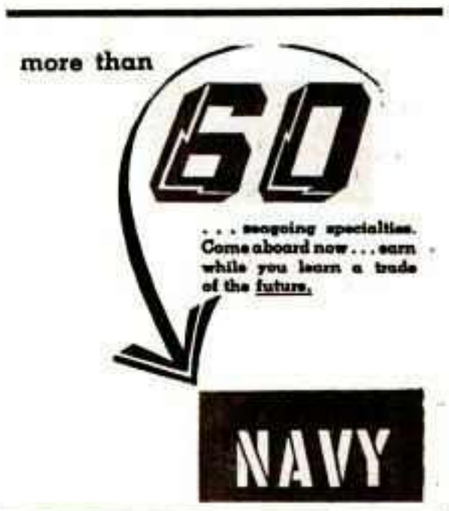
Cohen predicts that very shortly, 60 per cent of all pop music tapes will be recorded at 3.75. "The public wants longer tapes," he said. "We are even experimenting with a 1⅞-ips tape."

Other companies have also spurred the market by issuing lower cost tapes. In the last six months, the new Reprise line accounted for at least 50 per cent of Gem's tape sales. The $3.98 tapes feature artists as Frank Sinatra, Dean Martin, Sammy Davis and Nelson Riddle. "After the Sinatra concert at Forest Hills (Aug. 12), we were swamped with customers asking for Sinatra tapes. We sold every Sinatra tape we had."

Dot Records and Hamilton recently jumped on the tape bandwagon by releasing pop artist tapes at $3.98. Some of Dot's artists are Billy Vaughn and Lawrence Welk. Hamilton has the Mills Brothers, Steve Allen and Jimmy Rodgers. "With these pop tapes, a customer will accept another title or even another artist," Fine said. "We may cut down on our classical stock, but it is still too early to tell."

Fine says that most of Gem's tape customers own tape recorders valued at more than $100. "Previously, most of our customers were hi-fi buffs who were constantly working on their equipment. But now we see the average tape recorder owner coming in."

Tape sales totaled $100,000 last year. However, Fine forecasts a dramatic rise this year because of the lower cost and new lines.



Retailer Alert For Pilferage

• Continued from page 38

spot such potential thefts, after so much experience, by careful watching and can prevent them.

Generally, to prevent pilferage, Buckley and his staff has set up these rules, which have cut it down greatly:

1. "We try to watch anyone with a bag large enough to put albums in."

2. "If the store fills up, we pull a clerk off of waiting on customers to stand in the middle of the store and watch."

3. "We don't leave singles on the counter—they can be picked up and concealed too easily."

To prevent employee theft, Buckley has two key rules which, if closely supervised, will work.

1. An efficient accounting system with a double check method on all sales and inventory.

2. A rule that an employee cannot leave the store at night with a package unless Buckley sees the package and approves.

Buckley, who has been in the retail record sales business since 1939, is really not as hard-hearted as this article may seem. He is actually a kind, generous, warm person who would give a friend anything he had. And if anyone asked for an album, "I'd give it to him," he said. "I just don't like anyone stealing from me. It makes me mad."

Music Hall

• Continued from page 40

Budget, classical and slow-moving items are toward the rear.

For the past 11 years Rice has designed thousands of stores around the country, with no charge to the dealer. The usual procedure is for a dealer to send him a blueprint and he works out the design using miniature props which are then photographed with photos and information mailed back to the dealer.

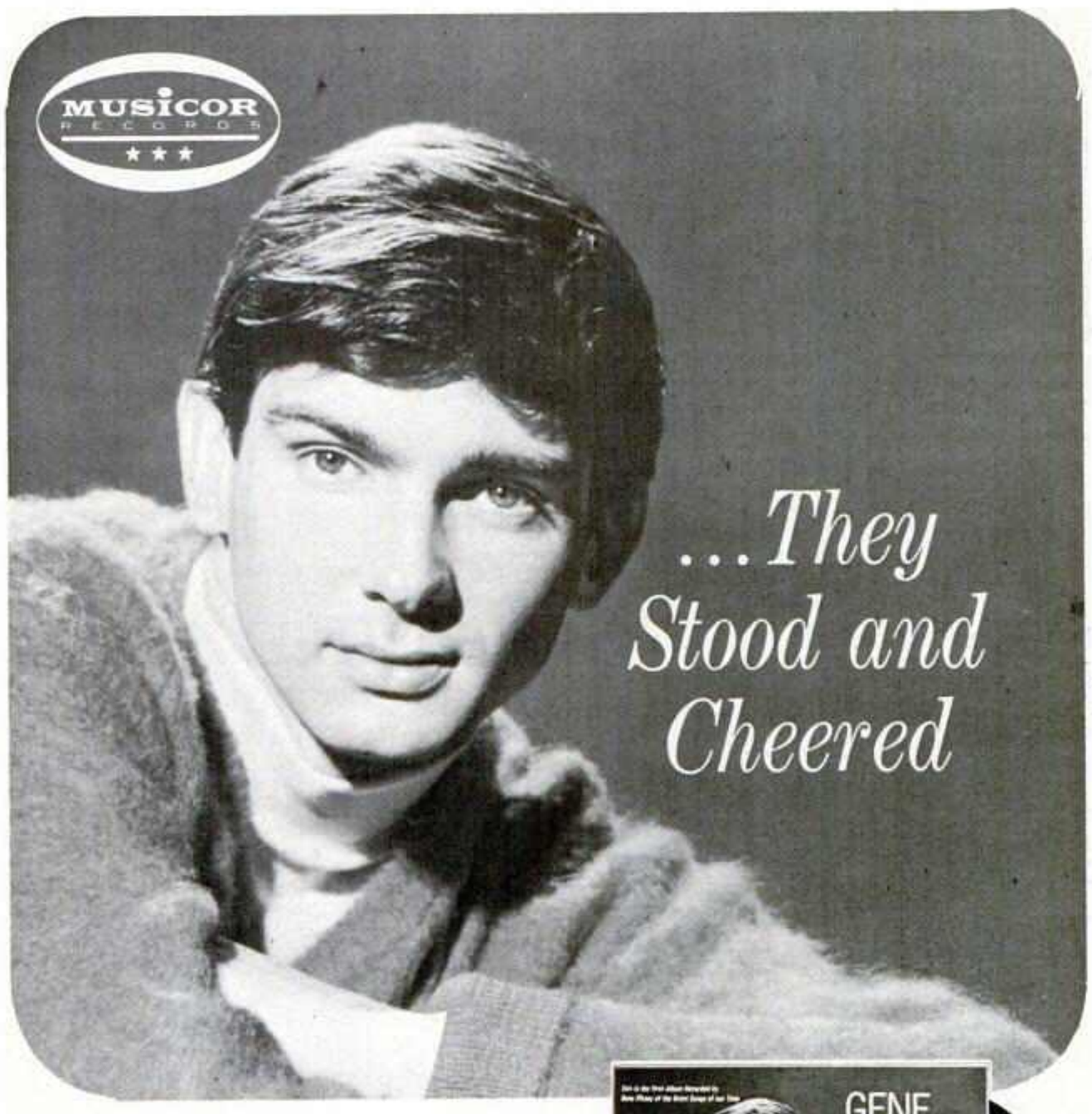
N. Y. Discounter

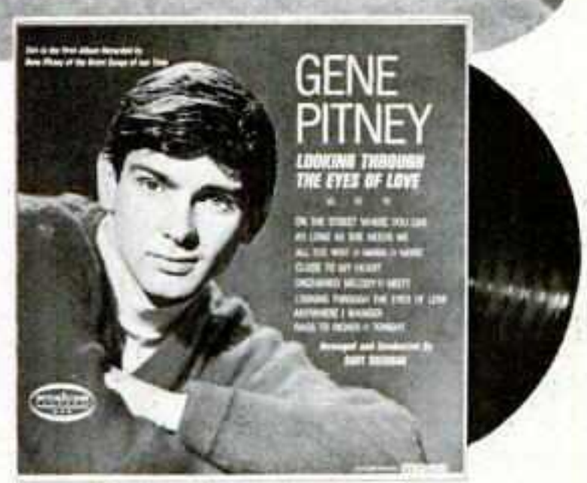
• Continued from page 40

lar best-selling albums at $1.77 each. These specials are usually in connection with some local event, such as a Rolling Stones concert in town, the Bob Dylan show held recently at Forest Hills Music Festival, or a Barbra Streisand TV show.

"We believe that if we can break teen-agers into buying records in our stores now, when they grow into good music and classical music listeners, they'll buy records here too," Stolon said.

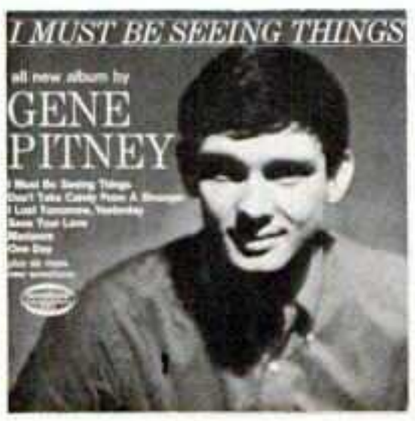
SELLING LIKE A HOT SINGLE!





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."

...AND HERE ARE SOME OTHERS OF GENE PITNEY'S BEST-SELLING ALBUMS



"I MUST BE SEEING THINGS"
MM2056/MS3056

"BIG SIXTEEN"
MM2008/MS3008

"GENE PITNEY SINGS WORLDWIDE WINNERS"
MM2005/MS3005

"IT HURTS TO BE IN LOVE"
MM2019/MS3019

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Billboard

For Week Ending October 16, 1965

TOP LP's

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

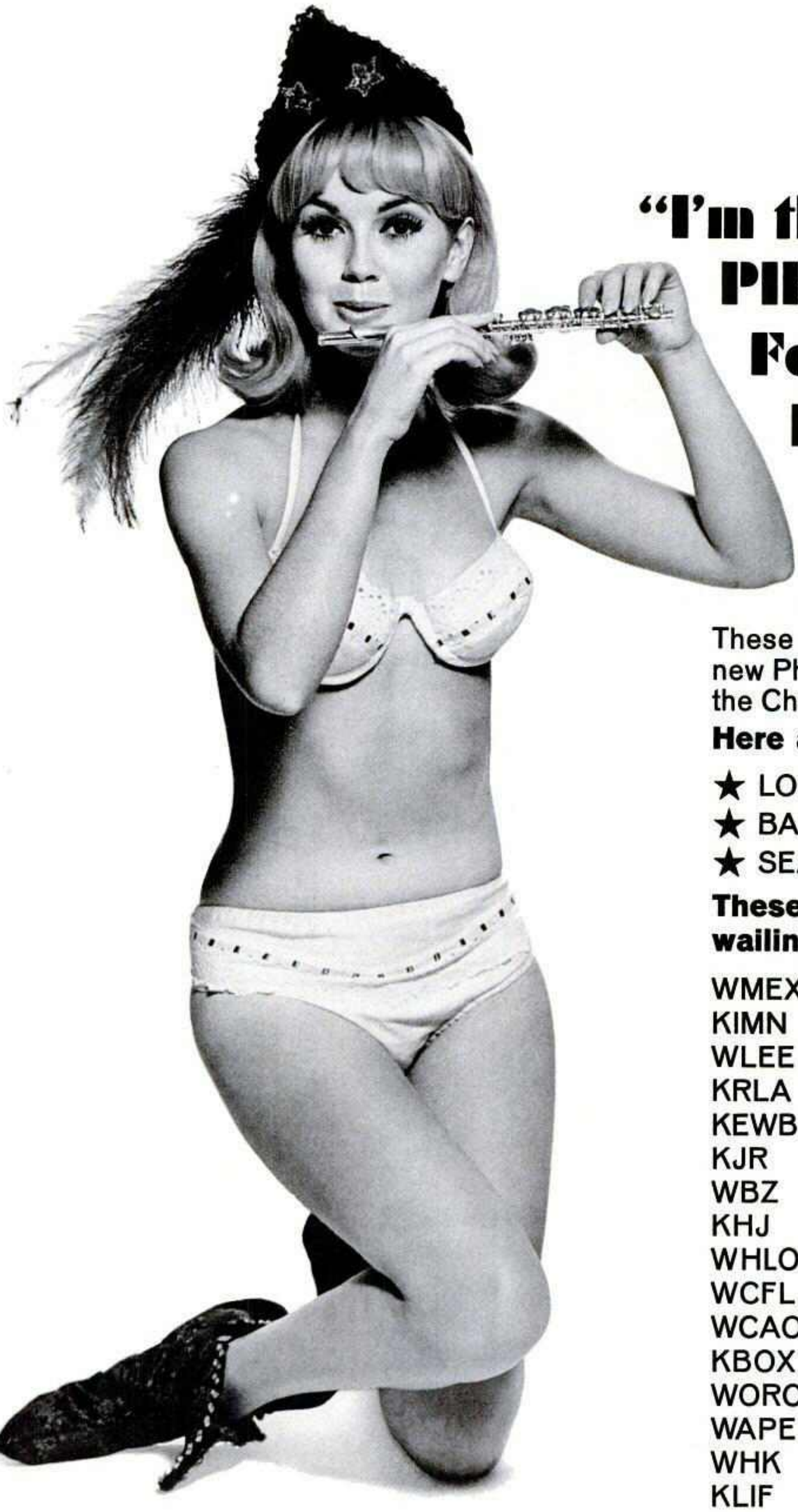
Record Industry Association of America seal of certification as million dollar LP's.

Billboard Award

This Week	Last Week	Title, Artist, Label	Wks. on Chart
1	1	**HELP** Beatles, Capitol MAS 2386 (M); SMAS 2386 (S)	8
2	2	**LOOK AT US** Sonny & Cher, Atco 177 (M); SD 177 (S)	9
3	3	**THE IN CROWD** Ramsey Lewis Trio, Argo LP 757 (M); LPS 757 (S)	10
4	4	**THE SOUND OF MUSIC** Soundtrack, RCA Victor LOCD 2005 (M); LSOD 2005 (S)	31
★5	28	**HIGHWAY 61 REVISITED** Bob Dylan, Columbia CL 2389 (M); CS 9189 (S)	3
6	8	**MORE HITS BY THE SUPREMES** Motown 627 (M); S 627 (S)	9
7	5	**OUT OF OUR HEADS** Rolling Stones, London LL 3429 (M); PS 429 (S)	11
8	12	**WHIPPED CREAM & OTHER DELIGHTS** Herb Alpert's Tijuana Brass, A&M LP 110 (M); SP 4110 (S)	23
9	7	**MARY POPPINS** Soundtrack, Vista BV 4026 (M); STER 4026 (S)	55
10	11	**MY NAME IS BARBRA** Barbra Streisand, Columbia CL 2336 (M); CS 9136 (S)	22
★11	15	**ELVIS FOR EVERYONE!** Elvis Presley, RCA Victor LPM 3450 (M); LSP 3450 (S)	10
12	6	**BRINGING IT ALL BACK HOME** Bob Dylan, Columbia CL 2328 (M); CS 9128 (S)	25
13	14	**THE HIT SOUNDS OF THE LETTERMEN** Capitol T 2359 (M); ST 2359 (S)	9
14	9	**HERMAN'S HERMITS ON TOUR** MGM E 4295 (M); SE 4295 (S)	18
15	17	**HAVING A WILD WEEKEND** Dave Clark Five, Epic LN 24162 (M); BN 26162 (S)	10
16	10	**SUMMER DAYS (And Summer Nights)** Beach Boys, Capitol T 2354 (M); DT 2354 (S)	13
17	13	**MY FAIR LADY** Soundtrack, Columbia KOL 8000 (M); KOS 2600 (S)	54
★18	21	**SEPTEMBER OF MY YEARS** Frank Sinatra, Reprise F 1014 (M); FS 1014 (S)	9
19	18	**BEATLES VI** Capitol T 2358 (M); ST 2358 (S)	17
20	19	**DEAR HEART** Andy Williams, Columbia CL 2338 (M); CS 9138 (S)	28
21	25	**I'M THE ONE WHO LOVES YOU** Dean Martin, Reprise R 6170 (M); RS 6170 (S)	8
22	20	**JUST ONCE IN MY LIFE** Righteous Brothers, Philles PHLP 4008 (M); PHLP 4008 (S)	21
23	24	**THE NEARNESS OF YOU** John Gary, RCA Victor LPM 3349 (M); LSP 3349 (S)	13
★24	30	**TONY BENNETT'S GREATEST HITS, VOL. III** Columbia CL 2373 (M); CS 9173 (S)	9
25	23	**THE BEACH BOYS TODAY!** Capitol T 2269 (M); ST 2269 (S)	30
26	22	**MARIANNE FAITHFULL** London LL 3422 (M); PS 422 (S)	20
27	26	**HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN** Vladimir Horowitz, Columbia M2L 328 (M); M2S 728 (S)	13
28	16	**WHAT'S NEW PUSSYCAT?** Soundtrack, United Artists UAL 4128 (M); UAS 5128 (S)	11
★29	50	**GENTLE IS MY LOVE** Nancy Wilson, Capitol T 2251 (M); ST 2251 (S)	8
30	27	**THE VENTURES ON STAGE** Dolton BLP 2035 (M); BST 8035 (S)	18
31	29	**FIDDLER ON THE ROOF** Original Cast, RCA Victor LOC 1093 (M); LSO 1093 (S)	51
32	33	**THE ROLLING STONES, NOW!** London LL 3420 (M); PS 420 (S)	31
33	35	**ZORBA THE GREEK** Soundtrack, 20th Century-Fox TFM 3167 (M); TFS 4167 (S)	25
34	31	**A SONG WILL RISE** Peter, Paul & Mary, Warner Bros. W 1589 (M); WS 1589 (S)	28
★35	40	**SUMMER SOUNDS** Robert Goulet, Columbia CL 2380 (M); CS 9180 (S)	10
36	32	**MR. TAMBOURINE MAN** Byrds, Columbia CL 2372 (M); CS 9172 (S)	17
37	34	**SINATRA '65** Frank Sinatra, Reprise R 6167 (M); RS 6167 (S)	16
★38	58	**ALL I REALLY WANT TO DO** Cher, Imperial LP 9292 (M); LP 12292 (S)	5
39	38	**THE MAGIC MUSIC OF FAR AWAY PLACES** Bert Kaempfert & His Ork, Decca DL 4616 (M); DL 74616 (S)	7
40	43	**THE PINK PANTHER** Henry Mancini & His Ork, RCA Victor LPM 2795 (M); LSP 2795 (S)	80
★41	59	**YOU DON'T HAVE TO BE JEWISH** Various Artists, Kapp KRL 4503 (M); (No Stereo)	5
42	42	**RAMBLIN' ROSE** Nat King Cole, Capitol T 1793 (M); ST 1793 (S)	124
★43	56	**WHY IS THERE AIR?** Bill Cosby, Warner Bros. W 1606 (M); (No Stereo)	8
44	41	**THE 3rd TIME AROUND** Roger Miller, Smash MGS 27068 (M); SRS 67068 (S)	13
45	39	**PEOPLE** Barbra Streisand, Columbia CL 2215 (M); CS 9015 (S)	55
46	47	**THE RHYTHM AND BLUES ALBUM** Trini Lopez, Reprise R 6171 (M); RS 6171 (S)	8
47	49	**JUDY GARLAND & LIZA MINNELLI "LIVE" AT THE LONDON PALLADIUM** Capitol WBO 2295 (M); SWBO 2295 (S)	7
★48	54	**CATCH THE WIND** Donovan, Hickory LPM 123 (M); (No Stereo)	14
49	44	**THE RETURN OF ROGER MILLER** Smash MGS 27061 (M); SRS 67061 (S)	37
★50	65	**A SESSION WITH GARY LEWIS AND THE PLAYBOYS** Liberty LRP 3419 (M); LST 7419 (S)	5
51	48	**BEATLES '65** Capitol T 2228 (M); ST 2228 (S)	42
52	45	**BLUE MIDNIGHT** Bert Kaempfert & His Ork, Decca DL 4569 (M); DL 74569 (S)	39
53	53	**MORE AMOR** Eydie Gorme & the Trio Los Panchos, Columbia CL 2276 (M); CS 9176 (S)	8
54	36	**GOLDFINGER** Soundtrack, United Artists UAL 4117 (M); UAS 5117 (S)	45
55	37	**THE GENIUS OF JANKOWSKI!** Horst Jankowski, Mercury MG 20993 (M); SR 60993 (S)	22
56	46	**CHIM CHIM CHEREE** New Christy Minstrels, Columbia CL 2369 (M); CS 9169 (S)	17
57	52	**WHERE DID OUR LOVE GO** Supremes, Motown MT 621 (M); S 621 (S)	57
58	51	**THREE O'CLOCK IN THE MORNING** Bert Kaempfert & His Ork, Decca DL 4670 (M); DL 74670 (S)	15
★59	86	**TOO MANY RIVERS** Brenda Lee, Decca DL 4684 (M); DL 74684 (S)	4
60	64	**THEM** Parrot PAL 61005 (M); PAS 71005 (S)	13
★61	74	**PAPA'S GOT A BRAND NEW BAG** James Brown, King 938 (M); (No Stereo)	6
62	55	**LOUIE LOUIE** Kingsmen, Wand 657 (M); (No Stereo)	92
★63	79	**THE VENTURES A GO-GO** Dolton BLP 2037 (M); BST 8037 (S)	4
64	60	**KINDA KINKS** Kinks, Reprise R 6173 (M); RS 6173 (S)	8
65	61	**GIRL HAPPY** Elvis Presley, RCA Victor LPM 3338 (M); LSP 3338 (S)	27
66	57	**THE BEACH BOYS CONCERT** Capitol TAO 2198 (M); STAO 2198 (S)	50
★67	77	**ONLY THE BEST** Ferrante & Teicher, United Artists UAL 3434 (M); UAS 6434 (S)	6
68	71	**JOAN BAEZ/5** Vanguard VRS 9160 (M); VSD 79160 (S)	48
★69	88	**ORGAN GRINDER SWING** Jimmy Smith, Verve V 8628 (M); V6-8628 (S)	5
★70	80	**LOVE AFFAIR** Ray Conniff & the Singers, Columbia CL 2352 (M); CS 9152 (S)	5
71	67	**THE BEST OF AL HIRT** RCA Victor LPM 3309 (M); LSP 3309 (S)	38
72	68	**THE KING FAMILY SHOW** Warner Bros. W 1601 (M); WS 1601 (S)	15
73	78	**JOHNNY'S GREATEST HITS** Johnny Mathis, Columbia CL 1133 (M); CS 8634 (S)	367
★74	85	**LOOKING THROUGH THE EYES OF LOVE** Gene Pitney, Musicor MM 2069 (M); MS 3069 (S)	5
75	66	**INTRODUCING HERMAN'S HERMITS** MGM E 4282 (M); SE 4282 (S)	35
76	76	**YOU'VE LOST THAT LOVIN' FEELIN'** Righteous Brothers, Philles PHLP 4007 (M); PHLP 4007 (S)	39
77	82	**ANOTHER SIDE OF BOB DYLAN** Columbia CL 2193 (M); CS 8993 (S)	25
78	70	**AL HIRT LIVE AT CARNEGIE HALL** RCA Victor LPM 3416 (M); LSP 3416 (S)	13
79	63	**TRUE LOVE WAYS** Peter & Gordon, Capitol T 2368 (M); ST 2368 (S)	10
80	73	**HUSH, HUSH, SWEET CHARLOTTE** Patti Page, Columbia CL 2353 (M); CS 9153 (S)	22
81	75	**BEFORE AND AFTER** Chad & Jeremy, Columbia CL 2374 (M); CS 9174 (S)	17
82	62	**TODAY—MY WAY** Nancy Wilson, Capitol T 2321 (M); ST 2321 (S)	20
★83	96	**HOLD ME, THRILL ME, KISS ME** Mel Carter, Imperial LP 9289 (M); LP 12289 (S)	5
84	87	**THIS IS NEW!** Righteous Brothers, Moonglow MLP 1003 (M); SLP 1003 (S)	18
85	72	**MEANWHILE BACK AT THE WHISKEY A GO GO** Johnny Rivers, Imperial LP 9284 (M); LP 12284 (S)	17
86	90	**THERE IS ONLY ONE ROY ORBISON** MGM E 4308 (M); SE 4308 (S)	7
87	69	**L-O-V-E** Nat King Cole, Capitol T 2195 (M); ST 2195 (S)	37
88	81	**GETZ/GILBERTO** Stan Getz & Joao Gilberto, Verve V 8545 (M); V6-8545 (S)	72
89	89	**LA BAMBA** Mongo Santamaria, Columbia CL 2375 (M); CS 9175 (S)	8
90	84	**CAST YOUR FATE TO THE WIND** Sounds Orchestral, Parkway P 7046 (M); SP 7046 (S)	21
91	95	**LOOKING BACK** Nat King Cole, Capitol T 2361 (M); ST 2361 (S)	7
★92	103	**EVE OF DESTRUCTION** Barry McGuire, Dunhill D 50003 (M); DS 50003 (S)	4
93	98	**THE WONDERFUL WORLD OF ANTONIO CARLOS JOBIM** Warner Bros. W 1611 (M); WS 1611 (S)	6
94	100	**THERE'S LOVE & THERE'S LOVE & THERE'S LOVE** Jack Jones, Kapp KL 1435 (M); KS 3435 (S)	5
95	93	**HELLO, DOLLY!** Original Cast, RCA Victor LOCD 1087 (M); LSOD 1087 (S)	87
96	99	**PLAY GUITAR WITH THE VENTURES** Dolton BLP 16501 (M); (No Stereo)	11
97	101	**ANIMAL TRACKS** Animals, MGM E 4305 (M); SE 4305 (S)	5
★98	117	**THE GREAT RACE** Henry Mancini & His Ork, RCA Victor LPM 3402 (M); LSP 3402 (S)	3
★99	111	**SUMMER WIND** Roger Williams, Kapp KL 1434 (M); KS 3434 (S)	2
★100	115	**DOWN IN THE BOONDOCKS** Billy Joe Royal, Columbia CL 2403 (M); CS 9203 (S)	5
101	94	**DOWNTOWN** Petula Clark, Warner Bros. W 1590 (M); WS 1590 (S)	36
102	104	**UNFORGETTABLE** Nat King Cole, Capitol T 357 (M); DT 357 (S)	31
103	110	**PETER, PAUL AND MARY** Warner Bros. W 1449 (M); WS 1449 (S)	182
★104	120	**I'M A FOOL** Dino, Desi & Billy, Reprise R 6176 (M); RS 6176 (S)	4
105	107	**THE JAMES BROWN SHOW** King 826 (M); S 826 (S)	63
106	83	**THE LOVE ALBUM** Trini Lopez, Reprise R 6165 (M); RS 6165 (S)	19
107	116	**MY CHERIE** Al Martino, Capitol T 2362 (M); ST 2362 (S)	6
108	105	**MY FAIR LADY** Original Cast, Columbia OL 5090 (M); OS 2015 (S)	467
★109	124	**SKITCH . . . TONIGHT** Skitch Henderson, Columbia CL 2367 (M); CS 9167 (S)	2
★110	126	**THE IMPRESSIONS—ONE BY ONE** ABC-Paramount ABC 523 (M); ABCS 523 (S)	5
111	108	**THE FOUR TOPS** Motown 622 (M); S 622 (S)	24
112	97	**THE LATIN SOUND OF HENRY MANCINI** RCA Victor LPM 3356 (M); LSP 3356 (S)	17
★113	129	**JOHNNY RIVERS ROCKS THE FOLK** Imperial LP 9293 (M); LP 12293 (S)	4
114	114	**TOM JONES—WHAT'S NEW PUSSYCAT?** Parrot PAL 61006 (M); PAS 71006 (S)	5
★115	130	**JAN & DEAN GOLDEN HITS, VOL. 2** Liberty LRP 3417 (M); LST 7417 (S)	3
116	119	**COUNTRY & WESTERN MEETS RHYTHM & BLUES** Ray Charles, ABC-Paramount ABC 520 (M); ABCS 520 (S)	6
117	102	**THE GOLDEN HITS OF LESLEY GORE** Mercury MG 21024 (M); SR 61024 (S)	14
118	128	**DON'T JUST STAND THERE** Patty Duke, United Artists UAL 3452 (M); UAS 6452 (S)	5
119	112	**THE ROAR OF THE GREASEPAINT—THE SMELL OF THE CROWD** Original Cast, RCA Victor LOC 1109 (M); LSO 1109 (S)	28
120	91	**SONGS FOR THE JET SET** Tony Bennett, Columbia CL 2343 (M); CS 9143 (S)	22
★121	—	**GOING PLACES** Herb Alpert & His Tijuana Brass, A&M LP 112 (M); SP 4112 (S)	1
★122	140	**ANGEL EYES** Dave Brubeck Quartet, Columbia CL 2348 (M); CS 9148 (S)	2
123	125	**A WORLD OF OUR OWN** Seekers, Capitol T 2369 (M); DT 2369 (S)	4
★124	144	**JUDY COLLINS' FIFTH ALBUM** Elektra EKL 300 (M); EKS 7300 (S)	3
★125	—	**OTIS BLUE/OTIS REDDING SINGS SOUL** Volt LP 412 (M); SD 412	1
126	135	**MOON OVER NAPLES** Bill Vaughn, Dot DLP 3654 (M); DLP 25654 (S)	2
127	123	**THE MONSTER** Jimmy Smith, Verve V 8618 (M); V6-8618 (S)	24
	143	**BABY I'M YOURS** Barbara Lewis, Atlantic 8110 (M); SD 8110 (S)	4
129	137	**MAGNIFICENT MOVIE THEMES** Enoch Light & the Light Brigade, Command RS 887 (M); RS 887 SD (S)	6
★130	—	**THERE GOES MY HEART** Jerry Vale, Columbia CL 2387 (M); CS 9187 (S)	1
★131	—	**THE WANDERING MINSTRELS** New Christy Minstrels, Columbia CL 2384 (M); CS 9184 (S)	1
132	121	**GETZ AU GO GO** Stan Getz, Verve V 8600 (M); V6-8600 (S)	44
133	127	**BABY THE RAIN MUST FALL** Glenn Yarbrough, RCA Victor LPM 3422 (M); LSP 3422 (S)	19
134	122	**KINKS-SIZE** Kinks, Reprise R 6158 (M); RS 6158 (S)	29
★135	—	**MOM ALWAYS LIKED YOU BEST!** Smothers Brothers, Mercury MG 21051 (M); SR 61051 (S)	1
136	148	**ONE KISS FOR OLD TIMES' SAKE** Ronnie Dove, Diamond D 5003 (M); SD 5003 (S)	11
137	146	**YES, IM READY** Barbara Mason, Arctic ALPM 1000 (M); ALPS 1000 (S)	3
★138	—	**YOU WERE ON MY MIND** We Five, A&M LP 111 (M); SP 4111 (S)	1
139	136	**THE SOUND OF MUSIC** Original Cast, Columbia KOL 5450 (M); KOS 2020 (S)	273
★140	—	**THE SWEETHEART TREE** Johnny Mathis, Mercury MG 21041 (M); SR 61041 (S)	1
141	134	**THE ROLLING STONES 12 X 5** London LL 3402 (M); PS 402 (S)	34
142	—	**MY WORLD** Eddy Arnold, RCA Victor LPM 3466 (M); LSP 3466 (S)	1
143	133	**THE MANTOVANI SOUND** Mantovani & His Ork, London LL 3419 (M); PS 419 (S)	31
144	139	**EARLY MORNING RAIN** Ian & Sylvia, Vanguard VRS 9175 (M); VSD 79175 (S)	18
145	145	**DRUMS A GO-GO** Sandy Nelson, Imperial LP 9287 (M); LP 12287 (S)	3
146	149	**THE SHADOW OF YOUR SMILE** Astrud Gilberto, Verve V 8629 (M); V6-8629 (S)	2
147	150	**SHENANDOAH** Soundtrack, Decca DL 9125 (M); DL 79125 (S)	2
148	147	**THE EARLY BEATLES** Capitol T 2309 (M); ST 2309 (S)	26
149	—	**PASTEL BLUES** Nina Simone, Philips (PHM 200-187 (M); PHS 600-187 (S)	1
150	142	**THE KING FAMILY ALBUM** Warner Bros. W 1613 (M); WS 1613 (S)	3

Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.

PHILIPS



"I'm the PIED PIPER. Follow me, I'll show you where the action is!"

These are words from the new Philips hit, the PIED PIPER by the Changin' Times.

Here are the breakout markets!

★ LOS ANGELES ★ BOSTON
★ BALTIMORE-WASHINGTON
★ SEATTLE ★ DALLAS

These are Key Stations already wailin' PIED PIPER

WMEX	BOSTON
KIMN	DENVER
WLEE	RICHMOND, VA.
KRLA	LOS ANGELES
KEWB	SAN FRANCISCO
KJR	SEATTLE
WBZ	BOSTON
KHJ	LOS ANGELES
WHLO	AKRON
WCFL	CHICAGO
WCAO	BALTIMORE
KBOX	DALLAS
WORC	WORCESTER
WAPE	JACKSONVILLE, FLA.
WHK	CLEVELAND
KLIF	DALLAS

"PIED PIPER"

#40320 on Philips

A Product of Koppelman-Rubin Associates
Produced by Art Kornfeld—Steve Duboff

THE CHANGIN' TIMES

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ALBUM REVIEWS (continued)

SOUNDTRACK SPOTLIGHT

BILLIE

Original Motion Picture Score. United Artists UAL 4131 (M); UAS 5131 (S)

The favorably reviewed film "Billie" is right in the teen-age groove and so is the soundtrack. Patty Duke comes off well in a couple of vocals, particularly "Funny Little Butterflies." "The Beat" has one. Theme is of a tomboy on the edge of being aware that she's a woman. The soundtrack tells the story well.

POP SPOTLIGHT

DANCE TILL DAWN

Peter Duchin. Decca DL 4685 (M); DL 74685 (S)

Playing 41 tunes in eight medleys, the talented pianist leads his fine orchestra through such favorites as "Lullaby of Broadway," "The Birth of the Blues" and "Just One of Those Things." His sophisticated styling has made him the darling of the "Jet Set," as well as a favorite at debutante balls and college dances throughout the country. A sure sales winner!

POP SPOTLIGHT

DOMINO '65

Fats Domino. Mercury MG 21039 (M); SR 61039 (S)

One of the strongest packages of the great Fats Domino in years. He belts out rocking versions of "Jambalaya" as well as his hits of "Blueberry Hill" and "Ain't That a Shame." In a slower mood Domino handles "I'm in the Mood for Love" with depth and taste. Billed as a live performance at a Las Vegas nightclub, this album should be a sales-winner.

CLASSICAL SPOTLIGHT

SCHOENBERG: GURRELIEDER (2-12" LP)

Various Artists. Deutsche Grammophon 138 984/85 (S)

Schoenberg's mammoth score gets an equally giant reading by a gifted conductor and orchestra, an outstanding chorus and fine individual voices. Miss Borkh, Engen, Schachtschneider and Miss Topper are strong and vibrant. Kubelik's masterly conducting is a high point. Recording sound is extraordinary in range and completeness.

CLASSICAL SPOTLIGHT

MOZART: THE FOUR HORN CONCERTOS

Mason Jones/Philadelphia Orch. (Ormandy). Columbia ML 6185 (M); MS 6785 (S)

Mason Jones, French horn soloist with the Philadelphia Orchestra, does an outstanding job playing the four Mozart concertos written for the horn. The Philadelphia Orchestra is in its usual fine form.

LOW PRICE CLASSICAL SPOTLIGHT

VIVALDI: MUSIC ON THE GRAND CANAL

Macence Larrieu Quartet. Nonesuch H 1077 (M); H 71077 (S)

The Vivaldi voguist with budget inclinations gets a good buy here as well as delightful listening. The quartet (oboe, flute, cello and continuo) paints a musical picture of Venice that is completely delightful.

JAZZ SPOTLIGHT

IN PERSON AT EL MATADOR!

Sergio Mendes and Brasil '65. Atlantic 8112 (M)

An excellent "live" recording and a statement of authenticity—Brazilians playing Brazilian music. This popular new style is beautifully and delicately presented in this album. Wanda De Sah's singing, Rosinha De Valenca's guitar and Mendes' piano are a haunting combination. Mendes has a keen understanding of modern jazz and puts it to good use.

JAZZ SPOTLIGHT

SING ME SOFTLY OF THE BLUES

Art Farmer Quartet. Atlantic 1442 (M)

Farmer plays inspired fluegelhorn backed by a driving but sensitive rhythm section. Pianist Steve Kuhn is an outstanding player, and the smooth, modern jazz approach here places him and Farmer on a firm and compatible meeting ground. The title may be a bit misleading since much of this music is decidedly up-tempo.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

GOING PLACES
Herb Alpert & His Tijuana Brass, A&M

OTIS BLUE/OTIS REDDING SINGS SOUL
Volt

★ 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.

MANTOVANI OLE . . .
Mantovani & His Orch., London LL 3422 (M); PS 422 (S)

CLASS OF '65 . . .
Floyd Cramer, RCA Victor LPM 3045 (M); LSP 3045 (S)

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

I WANT CANDY . . .
Strageloves, Bang, BLP 211 (M); (No Stereo)

IT AIN'T ME BABE . . .
Turtles, White Whale W 111 (M); (No Stereo)

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

IN THE MIDNIGHT HOUR . . .
Wilson Pickett, Atlantic LP 8114 (M); SD 8114 (S)

SPOTLIGHT ON JACKIE . . .
Jackie Wilson, Brunswick BL 54119 (M); BL 754119 (S)

NOW HEAR THIS . . .
Moms Mabley, Mercury MG 21012 (M); SR61012 (S)

NERO GOES "POPS" . . .
Peter Nero/Boston Pops Orch. (Fiedler), RCA Victor LM 2821 (M); LSC 2821 (S)

THE OTHER WOMAN . . .
Ray Price, Columbia CL 2382 (M); CS 9182 (S)

ONE FLIGHT UP . . .
Dexter Gordon, Blue Note BLP 4176 (M); BST 84176 (S)

JAZZ SPOTLIGHT

THE STINGER

Johnny (Hammond) Smith. Prestige 7408 (M)

One of the leading exponents of jazz organ, Johnny teams up with Houston Person and Earl Edwards (tenor sax), Floyd Smith (guitar) and John Harris (drums) and spurs them into a pulsing round of blues, ballads and boffos. Even on slow tunes Smith's pace seems "up" and urgent. Excellent "pop jazz" music.

LOW PRICE CHILDREN'S SPOTLIGHT

SNOW WHITE AND THE SEVEN DWARFS

Paul Tripp. Golden LP 165 (M)

The Paul Tripp name is fast becoming the children's password around the house, and in this one all his personality and warmth comes through in fine style. He's riding high on TV, and coupled with songs by Milton Delugg and wife, he should sell heavily. It's the original track recording from the film.

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.

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

TOMMY LEONETTI SINGS THE WINNERS

RCA Victor LPM 3404 (M); LSP 3404 (S)

The song "winners" here get a winning reading by Tommy Leonetti. He sets them up with an easy vocal manner that serves each song well no matter if it's an up-tempo or slow ballad mood. The handling and savvy is sure in all departments and makes for good listening.

POP SPECIAL MERIT

AS TIME GOES BY

Freddy Martin. Capitol T 2347 (M); ST 2347 (S)

The soft, dulcet sound of Freddy Martin's clarinet against a romantic, lush string backdrop provides superb listening enjoyment in this well-produced package of old favorites. Such tunes as "Avalon," "As Time Goes By" and "I Only Have Eyes for You" give the album dance appeal as well as making it a must for programmers.

POP SPECIAL MERIT

THE BIG VALLEY

Original Music From the Sound Track. ABC-Paramount ABC-527 (M); ABCS-527 (S)

George Duning, who wrote the score for "Picnic," has done an excellent job with the track from the popular television series which stars Barbara Stanwyck. The overture has a sophisticated Western theme, and "Harvest Festival Dance" is sprightly with rural overtones.

COUNTRY SPECIAL MERIT

CORN SHUCKIN' TIME

Country Cutups. Cumberland MGC 29532 (M); SRC 69532 (S)

One side of this album features very pleasant instrumentals; the other side contains vocals of "Satisfied Mind," "Chug-a-Lug," "Here Comes My Baby" and others, all superbly done. Though not by name artists, the material is well produced, and this low-budget album will give country fans much pleasure.

SEE ALBUM REVIEWS ON BACK COVER

CLASSICAL SPECIAL MERIT

TCHAIKOVSKY: SYMPHONIES NOS. 1, 2 & 3 (2-12" LP)

London Symphony Orch. (Dorati). Mercury OL 2-115 (M)

Tchaikovsky's fame is based mainly on his Symphonies 4, 5 and 6, but the first half of his output has much merit, too, and Antal Dorati serves it well with his striking interpretation. The package could stand as the definitive recording of the composer's first three symphonies.

CLASSICAL SPECIAL MERIT

LUDWIG VAN BEETHOVEN

Wilhelm Kempff. Deutsche Grammophon SLPM 138 941 (S)

Wilhelm Kempff's stirring piano styling is put into sharp focus here. Such Beethoven sonatas as "Pathetique," "Moonlight," and "Pastoral" come over with an unusual glow.

JAZZ SPECIAL MERIT

SHADES OF GREY

Al Grey. Tangerine TRC-1504 (M); TRCS-1504 (S)

Most of this group are or were Count Basie men. Formed here as a big "little" band, the unit swings through several new tunes and a couple of old standards ("Dinah" and "Bewitched"). Produced by Ray Charles, this album presents the kind of sound and jazz expression that is both familiar and new—basic and fresh.

FOLK SPECIAL MERIT

SCANDINAVIAN FOLK SONGS SUNG AND SWUNG!

Alice Babs & Svend Asmussen. Philips PHM 200-184 (M); PHS 600-184 (S)

A dozen Scandinavian folk songs have been translated by actress Signe Hasso and are charmingly rendered by Alice Babs. Svend Asmussen's arrangements give the set a special zing and songs like "Through Valleys—Up Mountains" and "Loves Me—Loves Me Not" are worthy of pull-out play.

(Continued on page 52)

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(HIMSELF)

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I

MAKE MYSELF CLEAR?

Fontella Bass

RESCUE ME

CHECKER 1120

Etta James
Sugar-Pie De Santo

DO I MAKE MYSELF CLEAR?

CADET 5519

CHESS

RECORDS

• ALBUM REVIEWS

• Continued from page 50

FOLK SPECIAL MERIT

GEORGE BRASSENS SINGS OF THE BIRDS AND THE BEES

Philips PCC 618 (S)

George Brassens is an original and even though his folk singing is done in French here much of his free spirit comes through. The album is handsomely packaged with photos, text and English translation of the lyrics.

CHILDREN'S SPECIAL MERIT

WALT DISNEY PRESENTS NATIONAL ANTHEMS AND THEIR STORIES

Dick Whittinghill. Disneyland ST 3931 (M)

Walt Disney's talent for combining educational and entertainment values are put into play here for young people's enjoyment. In a handsome and colorful package that includes an illustrated book, the national anthems of several countries are described in narration (by Dick Whittinghill) and music.

CHILDREN'S LOW PRICE SPECIAL MERIT

"A" YOU'RE ADORABLE

Diahann Carroll. Disque D'Or LP 141 (M)

"A" Miss Carroll is adorable; "B" she is a top jazz star; "C" she is tender and in top form. Some capable arranging backs her children-oriented singing on "We'll Build a Bungalow," "Button Up Your Overcoat" and the title song from the record. Her small-fry chorus is big time.

☆☆☆☆

FOUR-STAR ALBUMS

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

POPULAR

BUT BEAUTIFUL
Linda Bennett. RCA Victor LPM 3443 (M); LSP 3443 (S)

FAITH OF OUR FATHERS
Earl Wrightson. Columbia CL 2390 (M); CS 9190 (S)

COUNTRY

DAVE DUDLEY PRESENTS THE ROADRUNNERS
Cumberland MGC 29528 (M); SRC 69528 (S)

WE'RE MOVIN' ON
Rainbow Ranch Gang. Cumberland MGC 29531 (M); SRC 69531 (S)

LOW PRICE COUNTRY

TWIN FIDDLES PLAY COUNTRY'S GREATEST WALTZES
Tommy Jackson and Pete Wade. Cumberland MGC 29530 (M); SRC 69530 (S)

CLASSICAL

BEETHOVEN: SERENADE IN D MAJOR FOR FLUTE, VIOLIN AND VIOLA/SERENADE IN D MAJOR FOR STRING TRIO
Various Artists. Decca DL 10116 (M); DL 710116 (S)

MOZART: SYMPHONY NO. 35 and NO. 38
Gurzenich Symphony Orch. of Cologne (Wand). Nonesuch H 1079 (M); H 71079 (S)

HAYDN: QUARTET IN E FLAT/ QUARTET IN D
Netherlands String Quartet. Decca DL 10117 (M); DL 710117 (S)

SCHUMANN: SYMPHONIC ETUDES/ TOCCATA IN C MAJOR
Gyorgy Cziffra. Decca DL 10115 (M); DL 710115 (S)

LOW PRICE CLASSICAL

STAMITZ: SYMPHONY IN A MAJOR /MOZART: DIVERTIMENTO K 136
Munich Chamber Orch. (Stadlmair)/ Tibor Varga Orch. (Varga). Nonesuch H 1076 (M); H 71076 (S)

JAZZ

SILK AND SOUL
Brother Jack McDuff. Prestige PR 7404 (M)

FOLK

THE MARIMBA FROM OAXACA, MEXICO
Folkways FW 8865 (M)

AUTHENTIC COWBOYS AND THEIR WESTERN FOLKSONGS
Various Artists. RCA Victor LPV 522 (M)

LOW PRICE CHILDREN'S

THE JACK AND JILL LITTLE PEOPLE'S FAVORITE SONGS
Yeaworth Family Singers. RCA Camden CAL 1071 (M); CAS 1071 (S)

SONGS FOR THE QUIET TIME
Dorothy Olsen. Camden CAL 1069 (M); CAS 1069 (S)

GOSPEL

THE FABULOUS OAK RIDGE QUARTET IN CONCERT
Cumberland MGC 29526 (M); SRC 69526 (S)

INTERNATIONAL

HAWAIIAN SERENADE
Hal Aloma. Dot DLP 3655 (M); DLP 25655 (S)

☆☆☆

THREE-STAR ALBUMS

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

POPULAR

"MARIA ELENA" AND OTHER GOLDEN TRUMPET HITS
Seymour & His Heartbeat Trumpet. Soma SMG 1244 (S); MG 1244 (M)

"SEPTEMBER SONG" AND OTHER GOLDEN TRUMPET HITS
Seymour & His Heartbeat Trumpet. Soma MG 1243 (M); SMG 1243 (S)

PRESENTING RENE PAULO
Life L 1026 (M); SL 1026 (S)

WAY OUT, VOL. IV
Alegre All-Stars. Alegre LPA-844 (M); SLPA-8440 (S)

LOW PRICE COUNTRY & WESTERN

SWINGIN' COUNTRY GREATS
Swingbillies. Cumberland MGC 29529 (M); SRC 69529 (S)

CLASSICAL

STILLE NACHT
Kinderchor des Volkschores Offenbach. Columbia CL 2400 (M); CS 9200 (S)

TELEMANN: SUITES & CONCERTO
Cologne Soloists Ensemble (Muller-Bruhl). Nonesuch H 1078 (M); H 71078 (S)

WHO'S GOT THE GAMMA GOOCHEE?

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THIRD HIT IN A ROW...
AND THEIR BIGGEST!

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DANCEABLE,
AND DIFFERENT!

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IN RECORDED ENTERTAINMENT

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BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

★ 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.

LOVE (MAKES ME DO FOOLISH THINGS) . . .
Martha & the Vandellas, Gordy 7045 (Jobete, BMI) (San Francisco, Baltimore)

FOR YOUR LOVE . . .
Righteous Brothers, Moonglow 243 (Beechwood, BMI) (New Orleans, Houston)

CLOSE YOUR EYES . . .
Three Degrees, Swan 4224 (Rush, BMI) (Philadelphia)

HONKY TONK '65 . . .
Lonnie Mack, Fraternity 951 (W&K-Islip, BMI) (Detroit)

HARLEM NOCTURNE . . .
Viscounts, Amy 90 (Shapiro-Bernstein, ASCAP) (Pittsburgh)

I STILL LOVE YOU . . .
Vejtables, Autumn 15 (Taracrest, BMI) (Seattle)

IL SILENZIO . . .
Nini Rosso, Columbia 43363 (Embassy, BMI) (Detroit)

MISTY . . .
Vibrations, Okeh 7230 (Vernon, ASCAP) (Baltimore)

HAPPY, HAPPY BIRTHDAY BABY . . .
Dolly Parton, Monument 897 (Donna-Arc, BMI) (Houston)

NEVER HAD IT SO GOOD . . .
Ronnie Milsop, Scepter 12109 (Flomar & Baby Monica, BMI) (St. Louis)

THINK . . .
Jimmy McCracklin, Imperial 66129 (Metric, BMI) (Memphis)

NEW ALBUM RELEASES

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

ANGEL

HANDEL: SUITES FOR HARPSICHORD—Wanda Landowska; COLH 310

ATLANTIC

CHILES & PETTIFORD Live at Jilly's; 8111
TED CURSON—The New Thing and The Blue Thing; 1441
ELVIN JONES—And Then Again; 1443

CAEDMON

BASIL RATHBONE—Edgar Allan Poe Vol. 3; TC 1195
VARIOUS ARTISTS—The Poems of Rudyard Kipling; TC 1193

CAMDEN

LIVING JAZZ—Quiet Nights; CAL 914, CAS 914

CAPITOL

CARMEN DRAGON—Waltz!; P 8623, SP 8623
DEAN MARTIN—Holiday Cheer; TT 2343, STT 2343
PHILHARMONIA ORCH (WELDON)—Encore! Encore!; G 7255, SG 7255

COLUMBIA

TEX BENEKE, RAY EBERLE & THE MODERNAIRES—Christmas Serenade; CL 2392
BERLIOZ REQUIEM—Philadelphia Orch. (Ormandy); M2L 330, M2S 730
LEONARD BERNSTEIN Conducts Music of Our Time; ML 6133, MS 6733
RAY CONNIFF & THE SINGERS—Here We Come A-Caroling; CL 2406, CS 9206
BERNSTEIN/NEW YORK PHILHARMONIC ORCH.—Espana; ML 6186, MS 6786
PERCY FAITH—Music of Christmas Vol. 2; CL 2405
PETE JOLLY—Too Much, Baby; CL 2397, CS 9197
SAINTS-SAENS: PIANO CONCERTOS NOS. 2 & 4—Philippe Entremont/Philadelphia Orch. (Ormandy); ML 6178, MS 6778
VARIOUS ARTISTS—The Beverly Hillbillies; CL 2402

DESTO

CHRISTOBEL WEERASINGHE—India/Its Music and Its People; D 500
CHRISTOBEL WEERASINGHE—Japan/Its Music and Its People; D 501

DISNEYLAND

U. C. L. A. BAND (JAMES)—March Along With Mary Poppins; DQ 1288

EPIC

BACH: THE PASSION ACCORDING TO SAINT MARK—Pforzheim Chamber Orch. (Gonnenwein); LC 3906, BC 1306
JUDITH RASKIN Sings Mendelssohn & Mahler Songs; LC 3905, BC 1305
DAVID DIAMOND: STRING QUARTET NO. 4—The Beaux-Arts String Quartet; LC 3907, BC 1307
HANDEL: THE COMPLETE FLUTE SONATAS—Jean-Pierre Rampal, Flute; SC 6053, BSC 153
BUDDY MORROW & HIS ORCH.—Campus After Dark; LN 24171, BN 26171
ANDY STEWART—A Wee Bit O' The Highlands; LF 18038, BF 19038
THE MORRISTON ORPHEUS CHOIR—The Glory of Wales; LF 18039, BF 19039

FOLK PROMOTION

The Legend of CLARK KESSINGER; FP 828

HARMONY

Christmas With THE CHUCK WAGON GANG; HL 7355
FRANK DeVOL—The Old Sweet Songs of Christmas; HL 7356, HS 11156

MGM

DANNY DAVIS & THE NASHVILLE STRINGS—Herman's Hermits Songbook; E 4309, SE 4309

MONITOR

ABDU-EL HANID & HIS ORCH.—Arabian Delight!; MF 434, MFS 434
VARIOUS ARTISTS/SYMPHONY ORCH. OF MADRID (OLMEDO)—Arrieta: Marina; FM 205
AVSENIK QUINTET—Slovenian Melodies; MF 445, MFS 445
EDINBURGH MILITARY TATTOO: ROYAL MARINES BAND; MF 456, MFS 456
FERNANDO FARINHA Singing His Portuguese Hits; MF 449
HACIG KAZARIAN ENSEMBLE—Armenia Armenia; MF 452, MFS 452
MACEDONIA: SONGS AND DANCES—Various Artists; MF 444, MFS 444
RUSSIAN ORTHODOX CATHEDRAL CHOIR OF PARIS—Christmas Vespers; MF 448, MFS 448
VARIOUS ARTISTS—Festa Italiana; MF 433

MONTILLA

MARIACHI NACIONAL DeMEXICO—Fantasia Mexicana; DM 1115

NONESUCH

CHARPENTIER: ORATORIO DE NOEL—Roger Blanchard Choral & Instrumental Ensemble; H 1082, H 71082
CAMERATA VOCALE, BREMEN & THE LEIPZIG UNIVERSITY CHOIR—Choral Songs Of the Romantic Era; H 1081, H 71081
HAYDN: SYMPHONIES NOS. 26, 12 & 83—Little Orch. of London (James); H 1083, H 71083
ISAAC: MISSA CARMINUM DES PREZ: AVE CHRISTE DI LASSO: NOTETS—Various Artists; H 1084, H 71084
TRIO SONATAS OF THE LATE BAROQUE—Various Artists; H 1085, H 71085

PRESTIGE

BOOKER ERVIN—The Space Book; 7386
RAILROAD RECORD CLUB
ELWIN D. PURINGTON—Whistle 'Round The Bend; SP 3

REO TAHITI

TEAITU MARTERANGI—Paumotu; RT 419
OTUITUI-TAHITI; TR 520, RTS 520
VARIOUS ARTISTS—Learn to Speak Tahitian; 6528

SERENUS

PERE BERNARD, O. F. M.—The Troubadour of Joy Vol. 1; SRE 1012
SINFONICA de ROMA—The Music of Vaclav Nelhybel Vol. 1; SRE 1006, SRS 12006
SINFONICA de ROMA—The Music of Vaclav Nelhybel Vol. 2; SRE 1007, SRS 12007
SINFONICA de ROMA—Music of Lessard Nelhybel Flagello; SRE 1008, SRS 12008
ERICH FORSTI—Strings on His Fingers; SEP 2011
NICHOLAS FIAGELLO—Contemplazioni Di Michelangelo-Blake Songs Nancy Tatum; SRE 1005, SRS 12005
ROBERT GURALNIK—The Music of Boris Koutzen Vol. 1; SRE 1010, SRS 12010
DAVID MACK—New Directions-Essays for Jazz Band; SRE 1009, SRS 12009
MONACO STRINGS—Sounds for Sentimentalists; SEP 2007
SONATEERS—Music for Two Worlds; SEP 2008
VARIOUS ARTISTS—Brass Band Bavarian Style; SEP 2009
VARIOUS ARTISTS—The Inside of the Outside/or The Outside of the Inside; SEP 2010
This is the Other Side of JOHN WALLOWITCH; SEP 2006
This is JOHN WALLOWITCH; SEP 2005

STARDAY

VARIOUS TOP COUNTRY FEMALE STARS—Country Girl, Sing Me A Song; NLP 2029
VARIOUS STAR COUNTRY ARTISTS—Country Music's Greatest Stars; NLP 2028
VARIOUS TOP NAME GOSPEL STARS—Glorious Sound of Sacred and Gospel; SLP 2-355

BILL DANA'S (JOSE JIMENEZ) **PROTEST SONG**

MAKE NICE

B/W ALL YOU NEED IS YOU A&M 779

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RCA Red Seal in Sales Spurt

• *Continued from page 1*

now Red Seal is going into jazz-classical and country-classical. For the former, the Boston Pops has been paired with Duke Ellington, and for the latter, the Boston Pops and Chet Atkins have recorded together. The Ellington-Boston album is scheduled for January release while no release dates has been set for the Atkins-Boston LP.

Among the new artists stimulating excitement on the Red Seal level are Peter Serkin, Shirley Verrett, Raymond Lowenthal, John Browning, Andre Previn; Ozawa, a conductor; and Caballe, a soprano.

On the repertoire end, Red Seal is stepping more briskly outside the area of so-called basic classical catalog. Examples of the new wave at Red Seal are recordings of Montiverdi's "Madrigals," Alben Berg's "Wozzek" and Wagner's opera "Lohengrin." The Wagner opera falls into the new wave category because it marks the first opera recorded in the U. S. by RCA Victor in almost 10 years. It was recorded in Symphony Hall, Boston, and is scheduled for release early next year.

The pricing angle was a contributing factor to the sales increase because it assured the dealer that the price of Red Seal records would be the same throughout the year and not vary with different selling programs. This became an inducement to buy and the dealer began to stock up on the basic catalog as well as the new releases. Also, the RCA Victor discount to dealers was larger than that offered by any of the major labels. To the people at Victor this meant that the dealer was beginning to buy merchandise and not sales programs.

It has long been a record business axiom that the only record which you can't sell is the one which isn't in the dealers' stores. By giving Red Seal a new look, artist and repertoire head Roger Hall and merchandise manager Alfred Leonard believe they have found the key to getting their records into the stores.

Another contributing factor to the success of Red Seal has been the success of the budget-priced Victrola line. Leonard feels that the Victrola line serves the purpose of getting the new collector interested in the Red Seal artists and that he'll soon be ready to purchase the regular-priced records. Victrola releases four LP's every two months and its primary appeal is to the broad mass of people who like music rather than to those whose tastes run toward the esoteric.

The Red Seal line also is veering more strongly toward the spoken word disk. As a follow-up to its successful "Othello" album, it has scheduled "Much Ado About Nothing" for late October release. Like "Othello," this has been recorded by Sir Laurence Olivier's National Theatre Co. And as a follow-up to its successful "The Kennedy Wit" album, a "The Stevenson Wit" LP, also collected by Bill Adler and narrated by David Brinkley, will be released this month.

As to where all this Red Seal business is coming from, Leonard figures on two audiences: (1) established buyer, and (2) young people. In an effort to catch the latter group, RCA Victor is devoting lots of effort in getting serious music heard in schools and colleges around the country.

Computologists to Analyze 'Whys' of Audience Tastes

SAN ANTONIO — Musical history was made last year when the San Antonio Symphony and Southwest Research Instutute joined forces in the "Instant Music" concert. At that time, audiences had the opportunity to select by IBM cards the numbers they wished to hear at the beginning of the concert.

Since then, Victor Alessandro, conductor of the San Antonio Symphony, and Martin Goland, SWRI president, have explored possibilities for further research into the psychology of music appreciation and criticism.

For five of the first six concerts in the 1965-1966 season, symphony audiences will be given an IBM card to register their reactions to numbers played by the orchestra.

The cards will be subsequently processed by scientists at SWRI, where, by utilizing multiple regression techniques, they will be able to tell not only which numbers were enjoyed by the audience, but the psychological reasons underlying their choice.

In addition to Alessandro and Goland, also working on the project are Dr. Joe Ward, head of the computer analysis branch of the personnel research laboratory at Lackland Air Force Base; Tom Jackson, manager of the computor laboratory at SWRI, and Louis Berger, an electronic engineer at SWRI who was formerly cellist with the Boston Symphony Orchestra.

Goland and Alessandro, together with Berger, determined characteristics of the music which should be used in the program, and assigned values to each to use in the evaluation of each selection.

Such factors as tempo, harmony, meter and other criteria will be analyzed for each number of the symphony the symphony will play, and will be brought into the study.

The cards will be inserted into each program. Containers will be available where the cards can be left following the concerts.

Callas to Do 'Tosca' Film

ROME — Maria Callas will take a step in a new direction Oct. 25 when she begins work in Rome on a film version of "Tosca" under the direction of Franco Zefferelli, director and designer of many theatrical and operatic works both in the United States and throughout Europe.

Often lauded for her acting abilities, Miss Callas will be pioneering in this form of opera film because in the many cases of such productions in Italy the roles have been played by actors and sung by vocalists behind the scenes by means of dubbing processes. Sophia Loren, for instance, first came to light in a filmed version of "Aida" in which she acted the role while another sang the arias. This will be the first instance in which a top diva will be seen as well as heard.

In addition to studio shooting the scenes of the opera will take place at the actual locations of the opera scenes in the Church of San Andrea delle Valle, Castel Sant'Angelo and Farnese Palace.

PIANIST LEON FLEISHER, left, and maestro George Szell, conductor of the Cleveland Orchestra, listening to a playback at the recording session of Beethoven's Five Piano Concertos which has been released as a four-record package by Epic Records.

VOX APPOINTS TOM MOWREY

NEW YORK—Tom Mowrey has been named production manager of Vox Records, George H. deMendelssohn-Bartholdy anthis week.

Mowrey, who joined the label last year, has been station manager for WBBF-FM, Syracuse, 24-hour-a-day classical music station, and worked as a disk jockey with WBBG while an undergraduate.

ABP ADVERTISING IN BUSINESSPAPERS MEANS BUSINESS

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**—Gotterdammerung; Nilsson, Windgassen, Frick, Fischer-Dieskau, Ludwig, Watson, Vienna Phil. (Solti): London (6-12") OSA 1604 (S), 4604 (M).
2. **VERDI**—Il Trovatore; Tucci, Simionato, Corelli, Merrill, Rome Op. (Schippers): Angel (3-12") S 3653 (S), 3653 (M).
3. **VERDI**—Luisa Miller; Moffo, Bergonzi, Verrett, MacNeil, Flagello, Tozzi, RCA Ital. Op. (Cleva): RCA Victor (3-12") LSC 6168 (S), LM 6168 (M).
4. **BIZET**—Carmen; Callas, Gedda, Massard, Guiot, Paris Opera Orch. (Pretre): Angel (3-12") SCLX 3650 (S), CLX 3650 (M).
5. **PUCCINI**—Tosca; Price, Di Stefano, Taddei, Vienna Phil. (Karajan): RCA Victor (2-12") LDS 7022 (S), LD 7022 (M).
6. **BELLINI**—Norma; Sutherland, Minton, Horne, Alexander, Cross, London Sym. Orch. & Cho. (Bonynge): RCA Victor (3-12") LSC 6166 (S), LM 6166 (M).
7. **PUCCINI**—Tosca; Callas, Bergonzi, Ercolani, Trama, Paris Conserv. Orch., The Nat'l Op. Cho. (Pretre): Angel (3-12") S 3655 (S), 3655 (M).
8. **PRESENTING MARILYN HORNE:** London OS 25910 (S), 5910 (M).
9. **PUCCINI**—La Boheme; Tebaldi, Bergonzi, Bastianini, Siepi, Corena, Serafin: London (2-12") 1208 (S), 4236 (M).
10. **MARIA CALLAS SINGS ARIAS BY DONIZETTI AND ROSSINI:** Angel S 36239 (S), 36239 (M).

SYMPHONIC AND ORCHESTRAL

1. **BRUCKNER**—Symphony No. 6; New Phil. (Klemperer): Angel S 36271 (S), 36271 (M).
2. **NIELSEN**—Symphony No. 3; Royal Danish Phil. (Bernstein): Columbia MS 6769 (S), ML 6169 (M).
3. **BEETHOVEN**—Symphonies (9) (Complete); Berlin Phil. (Karajan): D.G.G. (8-12") SKL-101/8 (S), KL-1/8 (M).
4. **NIELSEN**—Symphony No. 4; Halle Orch. (Barbirolli): Vanguard SRV-179 SD (S), SRV-179 (M).
5. **MOZART**—Dances (25) and Marches (9); Vienna Mozart Ens. (Boskovsky): London 6412 (S), 9412 (M).
6. **BOYCE**—Symphonies (8); Solisti di Zagreb (Janigro): Bach Guild 70668 (S), 668 (M).
7. **BRUCKNER**—Symphony No. 4; Phil. Orch. (Klemperer): Angel S 36245 (S), 36245 (M).
8. **BRAHMS**—Symphony No. 3; Phil. Orch. (Klemperer): Angel S 35545 (S), 35545 (M).
9. **BERLIOZ**—Romeo et Juliette; Swarthout, Garris, Moscona, NBC Sym., Cho. (Toscanini): RCA Victor (2-12") LM 7034 (M).
10. **RAVEL**—Bolero; London Festival Orch. (Black): London 21003 (S).

CHAMBER MUSIC

1. **SCHUBERT**—Trio No. 1 in B flat; Stern, Rose, Istomin: Columbia MS 6716 (S), ML 6116 (M).
2. **BRAHMS**—Quintet in F for Piano and Strings; Serkin, Budapest Quartet: Columbia MS 6631 (S), ML 6031 (M).
3. **BARTOK**—Quartets (6) (Complete); Juilliard Quartet: 3-Columbia D 3S-717 (S), D3L-317 (M).
4. **POULENC**—Sextuor for Piano and Woodwind Quintet; Fevrier, Paris Wind Quintet: Angel S 36261 (S), 36261 (M).
5. **BRAHMS**—Sextet in B flat for Strings; Menuhin, Masters, Wallfisch, Aronowitz, Gendron, Simpson: Angel S 36234 (S), 36234 (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. **BEETHOVEN**—Piano Concerto No. 4 in G; Serkin, NBC Symphony (Toscanini): RCA Victor LM 2797.
4. **TCHAIKOVSKY**—Piano Concerti Nos. 2 & 3; Graffman, Philadelphia Orchestra (Ormandy): Columbia MS 6755 (S), ML 6155 (M).
5. **THE ARTISTRY OF ARTURO BENEDETTI MICHELANGELI:** London CS 6446 (S), CM 9446 (M).

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Dean in Nashville To Tape Special

• *Continued from page 3*

Connie Smith, Kitty Wells, Dottie West.

MOST PROMISING MALE ARTIST: Merle Haggard, David Houston, Warner Mack, Roger Miller, Del Reeves.

MOST PROMISING FEMALE ARTIST: Lorene Mann, Jody Miller, Bonnie Owens, Connie Smith, Dottie West.

FAVORITE SINGING GROUP: The Browns, Carl and Pearl Butler, Flatt and Scruggs, George Jones and Gene Pitney, the Wilburn Brothers.

MOST PROMISING SINGING GROUP: Roy Drusky and Priscilla Mitchell, George Jones and Melba Montgomery, George Jones and Gene Pitney, Jonnie and Jonie Mosby, Ernest Tubb and Loretta Lynn.

FAVORITE INSTRUMENTALIST: Chet Atkins, Phil Baugh, Roy Clark, Floyd Cramer, Pete Drake.

FAVORITE COUNTRY SONGWRITER: Bill Anderson, Hank Cochran, Harlan Howard, Roger Miller, Buck Owens.

FAVORITE BAND: Bill Anderson and His Po' Boys, Buck Owens and His Buckeroos, Ray Price and His Cherokee Cowboys, Hank Thompson and His Brazos Valley Boys, and Ernest Tubb and the Texas Troubadors.

FAVORITE SINGLE RECORD (1964-'65): "I've Got a Tiger by the Tail" (Buck Owens); "King of the Road" (R. Miller); "Let's Go All the Way" (Norma Jean); "Things Have Gone to Pieces" (George Jones); "Yes, Mr. Peters" (Drusky and Mitchell).

CURTIS LEACH is enjoying record-breaking sales on his great record of "Golden Guitar," Longhorn #562.

(Advertisement)

ALL-TIME FAVORITE SINGLE: "City Lights" (Ray Price); "Crazy Arms" (Ray Price); "El Paso" (Marty Robbins); "Four Walls" (Jim Reeves); "Your Cheatin' Heart" (Hank Williams).

FAVORITE ALBUM (1964-'65): "Best of Jim Reeves"; "Connie Smith"; "I've Got a Tiger by the Tail" (Buck Owens); "The Jim Reeves Way"; "Return of Roger Miller."

ALL-TIME FAVORITE ALBUM: "Best of Jim Reeves"; "Gunfighter Ballads" (M. Robbins); "Hank Williams' Greatest Hits"; "I Walk the Line" (Johnny Cash); "Your Cheatin' Heart" (Hank Williams).

Nash. Columbia Will Host Guests of WSM 'Opry' Fete

• *Continued from page 3*

country songs in the nation were recorded there.

"It has been the most popular recording studio in the U. S.," Hitt said.

Columbia has a second existing smaller studio which will be demolished to make room for the office building addition.

Floating Floor

The sparkling new studio, 58 feet long, 37 feet wide and 25 feet high inside, features a "floating floor" and 38 movable glass fiber sound-absorbent panels which make it "the most versatile and modern recording studio in the country," Hitt said. The panels are four feet wide and 20 feet tall.

The "foating floor" is on heavy springs with concrete and hardwood floors over it. The floor will shield off outside vibrations, much in the way auto shock absorbers work. In the next year or so there will be much interstate highway construction work in the area.

The floor idea came from the CBS TV center in New York and the fiberglass panel idea from Columbia's Hollywood recording studio.

The new studio can handle up to 20 mikes and is large enough for any recording session in Nashville, Hitt said, and versatile enough for the smallest. He said intent of the engineers was to re-create the sound in the original studio built by Bradley and this had been achieved. Recordings of one to four tracts can be made, Hitt said.

Designer was Edwin A. Keeble, Inc., of Nashville. Paul Veneklasen of Los Angeles was acoustics consultant. CBS engineers assisted and Vincent J. Liebler, Columbia Records engineer, and Michael N. Salgo, CBS engineer, co-ordinated design and construction. General contractor was W. B. Cambron Co. of Nashville.

Allen Unit to Play Air Bases

RICHMOND, Va.—The Barbara Allen Show, featuring Teenie Chenault and the Country Rockers, has been set for a four-week tour of Air Bases in Newfoundland and Greenland, kicking off in Thule, Greenland, Nov. 5. Jim Gemmill Productions here, which holds personal management reins on the group, announced that the show has been booked solid for the remainder of 1965.

Other dates set for Miss Allen include Wheeling, W. Va., Oct. 16; Roanoke Rapids, N. C., Oct. 30; Hazelton, Pa., Dec. 10; Suffolk, Va., 11, and South Boston, Va., 18.

Sandwiched in between these dates, Miss Allen will do her

(Continued on page 58)

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 10/16/65

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	**BEHIND THE TEAR** Sonny James, Capitol 5454 (Central Songs, BMI)	10
2	5	**HELLO VIETNAM** Johnny Wright, Decca 31821 (New Keys, BMI)	8
3	4	**TRUCK DRIVIN' SON-OF-A-GUN** Dave Dudley, Mercury 72442 (Raleigh, BMI)	15
4	3	**ONLY YOU (Can Break My Heart)** Buck Owens, Capitol 5465 (Bluebook, BMI)	12
5	6	**GREEN GREEN GRASS OF HOME** Porter Wagoner, RCA Victor 8622 (Tree, BMI)	12
6	2	**IS IT REALLY OVER** Jim Reeves, RCA Victor 8625 (Tuckahoe, BMI)	13
7	7	**THE BELLES OF SOUTHERN BELL** Del Reeves, United Artists 890 (Tree, BMI)	10
8	8	**I WOULDN'T BUY A USED CAR FROM HIM** Norma Jean, RCA Victor 8623 (Wilderness, BMI)	12
9	11	**THE DJ CRIED** Ernest Ashworth, Hickory 1325 (Acuff-Rose, BMI)	11
10	12	**THE SONS OF KATIE ELDER** Johnny Cash, Columbia 43342 (Famous, ASCAP)	7
11	15	**LIVIN' IN A HOUSE FULL OF LOVE** David Houston, Epic 9831 (Gallico, BMI)	6
12	17	**LOVE BUG** George Jones, Musicor 1098 (Glad, BMI)	8
13	14	**WHO DO I THINK I AM** Webb Pierce, Decca 31816 (Cedarwood, BMI)	10
14	20	**CRYSTAL CHANDELIER** Carl Belew, RCA Victor 8633 (Harbot, SESAC)	11
15	10	**GONNA HAVE LOVE** Buck Owens, Capitol 5465 (Central Songs, BMI)	12
16	9	**YAKETY AXE** Chet Atkins, RCA Victor 8590 (Tree, BMI)	17
17	26	**IF IT PLEASES YOU** Billy Walker, Columbia 43327 (Cedarwood, BMI)	9
18	19	**MEANWHILE, DOWN AT JOE'S** Kitty Wells, Decca 31817 (Wilderness, BMI)	10
19	23	**KANSAS CITY STAR** Roger Miller, Smash 1998 (Tree, BMI)	3
20	32	**IF I TALK TO HIM** Connie Smith, RCA Victor 8663 (Victor, BMI)	4
21	22	**THE FRIENDLY UNDERTAKER** Jim Nesbitt, Chart 1240 (Peach, SESAC)	10
22	24	**I'M LETTING YOU GO** Eddy Arnold, RCA Victor 8632 (Rubi-Dido, BMI)	5
23	13	**YES, MR. PETERS** Roy Drusky & Priscilla Mitchell, Mercury 72416 (Screen Gems-Columbia, BMI)	21
24	16	**TIGER WOMAN** Claude King, Columbia 43298 (Gallico, BMI)	8
25	18	**THE BRIDGE WASHED OUT** Warner Mack, Decca 31774 (Peach, SESAC)	21
26	28	**BRIGHT LIGHTS AND COUNTRY MUSIC** Bill Anderson, Decca 31825 (Moss-Rose & Champion, BMI)	7
27	29	**THE HOME YOU'RE TEARING DOWN** Loretta Lynn, Decca 31836 (Sure-Fire, BMI)	5
28	31	**STOP THE WORLD (And Let Me Off)** Waylon Jennings, RCA Victor 8652 (4 Star, BMI)	4
29	36	**LIFE'S GONE & SLIPPED AWAY** Jerry Wallace, Mercury 72461 (Cedarwood, BMI)	2
30	30	**SUN GLASSES** Skeeter Davis, RCA Victor 8642 (Acuff-Rose, BMI)	6
31	33	**FLOWERS ON THE WALL** Statler Brothers, Columbia 43315 (Southwind, BMI)	4
32	21	**WINE** Mel Tillis, Ric 158 (Cedarwood, BMI)	16
33	41	**ARTIFICIAL ROSE** Jimmy Newman, Decca 31841 (New Keys, BMI)	4
34	35	**BIG TENNESSEE** Tex Williams, Boone 1032 (Richwell, BMI)	3
35	27	**WALKING THE FLOOR OVER YOU** George Hamilton IV, RCA Victor 8608 (Noma, BMI)	15
36	40	**MAY THE BIRD OF PARADISE FLY UP YOUR NOSE** "Little" Jimmy Dickens, Columbia 43388 (Central Songs, BMI)	2
37	38	**HONKY TONKIN' AGAIN** Buddy Cagel, Mercury 72452 (Freeway & Black Jack, BMI)	4
38	39	**IT'S ANOTHER WORLD** Wilburn Brothers, Decca 31819 (Bronz, SESAC)	5
39	47	**MAKE THE WORLD GO AWAY** Eddy Arnold, RCA Victor 8679 (Pamper, BMI)	2
40	50	**WHAT'S MONEY** George Jones, United Artists 901 (Glad, BMI)	2
41	—	**LET'S WALK AWAY STRANGERS** Carl Smith, Columbia 43361 (Cedarwood, BMI)	1
42	34	**THE OTHER WOMAN** Ray Price, Columbia 43264 (Pamper, BMI)	24
43	45	**HURRY, MR. PETERS** Justine Tubb & Lorene Mann, RCA Victor 8659 (Screen Gems-Columbia, BMI)	3
44	48	**JUST TO SATISFY YOU** Bobby Bare, RCA Victor 8654 (Irving & Parody, BMI)	3
45	—	**A LITTLE UNFAIR** Lefty Frizzell, Columbia 43364 (Pamper, BMI)	1
46	—	**A-11** Johnny Paycheck, Hilltop 3007 (Pamper, BMI)	1
47	49	**WATCH WHERE YOU'RE GOING** Don Gibson, RCA Victor 8678 (Acuff-Rose, BMI)	2
48	—	**I JUST CAN'T LET YOU SAY GOODBYE** Willie Nelson, RCA Victor 8682 (Pamper, BMI)	1
49	—	**I'M JUST A COUNTRY BOY** Jim Edward Brown, RCA Victor 8644 (Folkways, BMI)	1
50	—	**I KEEP FORGETTIN' THAT I FORGOT ABOUT YOU** Wynn Stewart, Capitol 5485 (Yonah, BMI)	1

HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	3	**UP THROUGH THE YEARS** Jim Reeves, RCA Victor LPM 3427 (M); LSP 3427 (e) (S)	8
2	1	**BEFORE YOU GO/NO ONE BUT YOU** Buck Owens, Capitol T 2353 (M); ST 2353 (S)	9
3	2	**THE 3rd TIME AROUND** Roger Miller, Smash MGS 27068 (M); SRS 67068 (S)	13
4	5	**COUNTRY GUITAR** Phil Baugh, Longhorn LP W02 (M); (No Stereo)	11
5	11	**TRUCK DRIVIN' SON-OF-A-GUN** Dave Dudley, Mercury MG 21028 (M); SR 61028 (S)	4
6	10	**THE FIRST THING EV'RY MORNING** Jimmy Dean, Columbia CL 2401 (M); CS 9201 (S)	3
7	8	**FROM THIS PEN** Bill Anderson, Decca DL 4646 (M); DL 74646 (S)	5
8	7	**LONESOME SAD AND BLUE** Kitty Wells, Decca DL 4658 (M); DL 74658 (S)	12
9	12	**DEL REEVES SINGS GIRL ON THE BILLBOARD** United Artists UAL 3441 (M); UAS 6441 (S)	4
10	4	**CONNIE SMITH** RCA Victor LPM 3341 (M); LSP 3341 (S)	25
11	16	**MORE OF THAT GUITAR COUNTRY** Chet Atkins, RCA Victor LPM 3429 (M); LSP 3429 (S)	2
12	9	**THE EASY WAY** Eddy Arnold, RCA Victor LPM 3361 (M); LSP 3361 (S)	18
13	13	**THE INSTRUMENTAL HITS OF BUCK OWENS AND HIS BUCKAROOS** Capitol T 2367 (M); ST 2367 (S)	4
14	19	**NEW COUNTRY HITS** George Jones & the Jones Boys, Musicor MM 2060 (M); MS 3060 (S)	2
15	15	**THE OTHER WOMAN** Ray Price, Columbia CL 2382 (M); CS 9182 (S)	3
16	18	**MY WORLD** Eddy Arnold, RCA Victor LPM 3466 (M); LSP 3466 (S)	2
17	17	**IT'S COUNTRY TIME AGAIN** George Jones & Gene Pitney, Musicor MM 2065 (M); MS 3065 (S)	2
18	6	**MEMORY #1** Webb Pierce, Decca DL 4604 (M); DL 74604 (S)	10
19	20	**MR. & MRS. USED TO BE** Loretta Lynn & Ernest Tubb, Decca DL 4639 (M); DL 74639 (S)	2
20	14	**I'VE GOT A TIGER BY THE TAIL** Buck Owens, Capitol T 2283 (M); ST 2283 (S)	32

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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
Oct. 17, 1960

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

COUNTRY SINGLES—
10 Years Ago
Oct. 15, 1955

1. Cattle Call, Eddy Arnold & Hugo Winterhalter, RCA Victor
2. I Don't Care, Webb Pierce, Decca
3. Just Call Me Lonesome, Eddy Arnold, RCA Victor
4. Love, Love, Love, Webb Pierce, Decca
5. Satisfied Mind, Porter Wagoner, RCA Victor
6. All Right, Faron Young, Capitol
7. Satisfied Mind, Red & Betty Foley, Decca
8. I Forgot to Remember to Forget, Elvis Presley, Sun
9. Satisfied Mind, Jean Shepard, Capitol
10. There She Goes, Carl Smith, Columbia

CMA Membership Hits 1,473

NASHVILLE — There are 1,238 members of the Country Music Association in 47 States and the District of Columbia, Jo Walker, CMA executive director, announced last week. Only States in which there are no members are Maine, Alaska and Hawaii. In addition to the 1,238, there are 245 members in Canada and in foreign countries, Mrs. Walker said.

The State with the largest number of members is Tennessee, with 296. Most are in Nashville, world center of country music. New York is second with 164, and California third with 133.

After that, membership in various States falls sharply. Rounding out the top 10: Texas 61, Ohio 58, Illinois 50, Pennsylvania 48, Michigan 31, New Jersey 28 and Florida 24.

By category there are 432 artists, 177 deejays, 174 nonaffiliated, 164 record company representatives, 156 radio officials, 131 composers, 111 publishers, 111 managers and bookers and 27 representatives of trade publications. These figures include the Canadian and overseas members.

CMA Show Talent Set

NASHVILLE—"It's a Big, Wide, Wonderful World of Country Music" is the theme of the Country Music Association show next week (22) during its dinner dance at the Country Music Festival.

Featured will be LeRoy Van Dyke, his Auctioneers and Auctionettes. Gene Nash, Van Dyke's manager, will stage and direct the show. Guest performers will be Chet Atkins, Floyd Cramer and Boots Randolph.

Music for dancing will be provided by Bob Wills and the Texas Playboys, with Leon Rausch. Cocktail and dinner music will be by the Blue Boys. Schedule is: 7, cocktails; 8, dinner; 9, show; 10:30, dancing. Tickets are $10 per person.

Boyd Signs Stover

OKLAHOMA CITY—Bobby Boyd, of Boyd Records, with headquarters here, has signed country artist Smokey Stover to a recording pact. Stover's first effort for the label is "I Want the Cake, Not the Crumbs," released last week. Stover is the first signed by Boyd in a drive to augment the label's country talent roster.

Billboard's SPECIAL MERIT PICK **FOR CHRISTMAS**

Night of Miracles
CANTATA

Night of Miracles is the masterwork of John W. Peterson, acknowledged dean of Cantata composers. Recorded in full dimension by Ralph Carmichael's 46-piece orchestra and superb choir of 26 voices, it was described in the Billboard Christmas Special Merit Pick for 1964 as follows:

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Roy Starkey Heart Victim

CINCINNATI — Funeral services were held here Tuesday (5) for Roy Starkey, 51, veteran c&w personality, who died of a heart attack Saturday (2) while emceeing a performance at the Renfro Valley Barn Dance, Renfro Valley, Ky. Burial was in Spring Grove Cemetery here.

During his 30-year career, Starkey had worked in radio, television and movies. He appeared for many years with the WLS "Barn Dance," Chicago, later joining WLW's "Boone County Jamboree" in Cincinnati. He also had appeared on WHAS, Louisville. Starkey also formerly appeared on the "Top of the Morning" show on WLW television, and at one time had his own kiddie program, "Jellybean Acres," on WKRC here. He was in several c&w movies and had a featured spot in the yet-to-be-released movie, "Renfro Valley Barn Dance."

Recently, Starkey had worked as a salesman for WMOH-Radio, Hamilton, Ohio, and for the past year emceed the Renfro Valley show.

Surviving are his widow, June Marshall, of Arlington, Va., and a son, Richard, of this city.

NASHVILLE SCENE

By ELTON WHISENHUNT

SHORT STORIES—Determination can overcome failure. Years ago, **Ted Harris,** of Lakeland, Fla., had a song recorded by **Hank Thompson,** then tried to make it in Nashville as a composer. He failed, and returned to Florida. A friend, **Joe Talbot,** vice-president of Sound of Nashville, had faith in his talent, persuaded him to try again. Ted finally did. He saved enough money to live a year, returned to Nashville and began composing. He has hit with several songs, the latest, "One Man Band," on Longhorn Records, which seems headed for hitdom, and now has his own publishing company and is in the money.

Similar success story: **Vance Bulla,** employee of the Ford glass plant in Nashville, has been writing songs for five years, never could get one recorded. Then it happened. **George Hamilton IV** recorded Bulla's "Write Me a Picture" on RCA Victor. It was released last week. . . . **Chucho Avellanet** is due in Nashville soon to record an album of country songs in Spanish! **Leroy Holmes,** of United Artists, will direct the session.

TOUR TOPICS—**Sonny James and His Southern Gentlemen** played the Arkansas Livestock Exposition at Little Rock last week

(Continued on page 58)

BLOOMING BIG!

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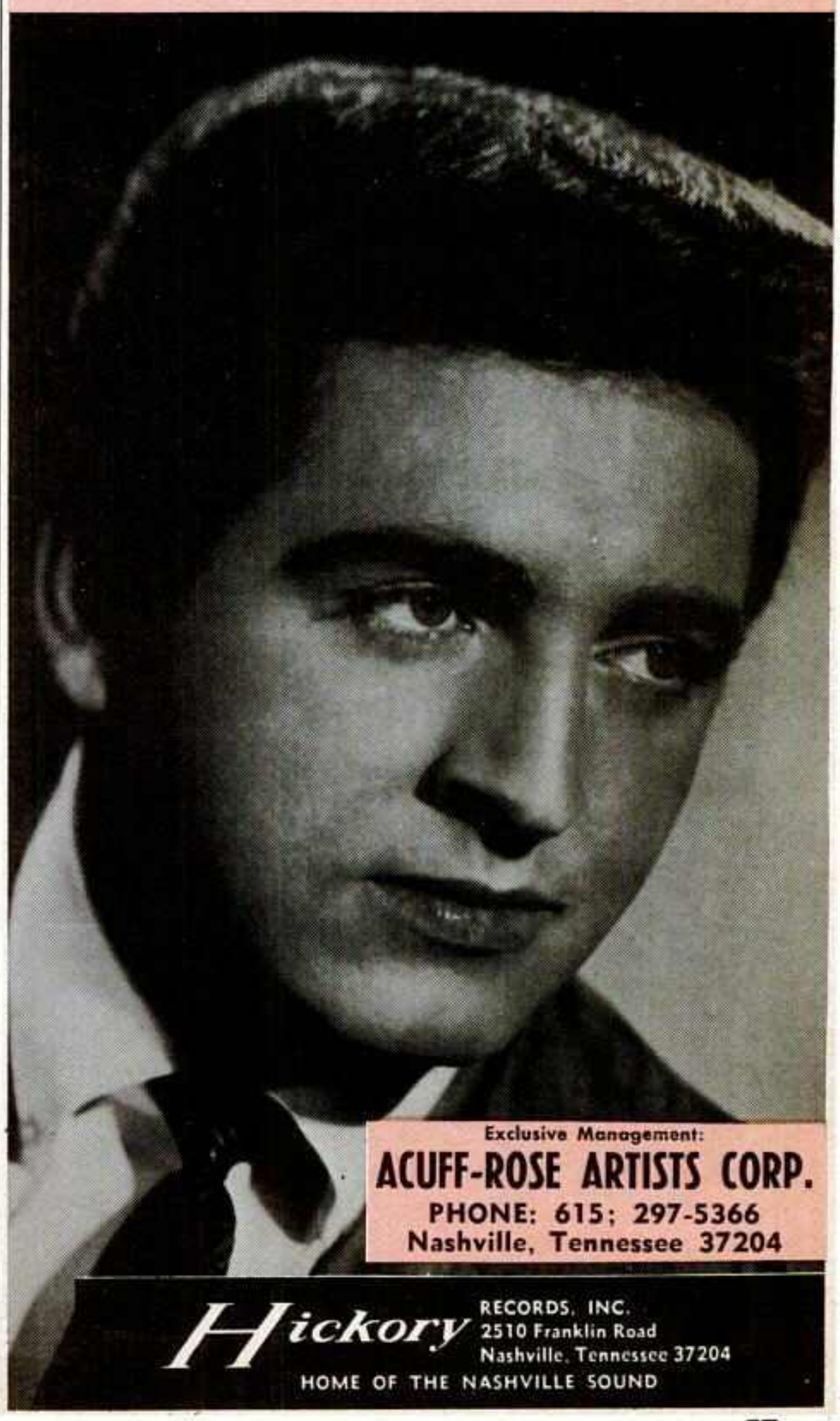

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NASHVILLE SCENE

• Continued from page 57

(5-9), then headed back to Nashville to tape for the **Jimmy Dean** TV show. **Dottie West** and **Faron Young** were also guests on the Dean show. . . . **Johnny Wright** says he saw the largest crowds in 10 years on a recent Eastern and Canadian tour, or since his unit and the **Roy Acuff** shows toured together from 1954-1956. . . . **Flatt and Scruggs** and **Johnny Cash** played a concert at Southern Methodist University last week, first time the school has booked a country music show. . . . **David Houston** entertained airmen at Barksdale Air Force Base in Louisiana. . . . **Carl Perkins** will tour England and Germany Oct. 22-31. . . . The **Blue Boys** will leave Nov. 1 for a five-week Caribbean tour.

CHART CHAT—**Don Gibson** is at work on some new songs for an RCA Victor album. . . . **Ray Stevens,** whose "Santa Claus Is Watching You" is still a favorite at my house, is growing a beard. . . . Singer **Hugh X. Lewis** is fast becoming a composer. His seventh, "If This House Could Talk," was recently recorded by **Stonewall Jackson.** . . . Latest song by top "events" songwriter, **Mel Tillis,** is "Mr. Drop-Out," due out this week. On the other side he imitates **Hank Snow, Webb Pierce** and **Stonewall Jackson** in one called "Bring on the Blues." . . . **Peggy Ann Munson,** 3811 Wylly, Brunswick, Ga., president of **Marty Robbins** Fan Club, offers deejays Robbins' latest, "Old Red," and "Martinique," by **Bobby Cavazos,** on Monument. . . . **Johnny Wright's** single, "Hello, Viet Nam," was so successful he's recorded an album of that name, first album he's done in more than two years.

HOP-SCOTCH — That beauty Capitol a&r director **Marvin Hughes** signed recently is **Nell McBride,** 21, of Augusta, Ga. . . . **Roger Miller** and wife have bought the Hollywood home formerly owned by actor **Clint Walker.** . . . Singer **Jerry Lee Lewis** recently bought his parents, formerly of Ferriday, La., a $30,000 home in Memphis and a Lincoln Continental. . . . **Sue Killen,** wife of **W. D. (Buddy) Killen,** vice-president of Tree Publishing, Inc., is a talented painter. One of her water colors won first prize at the Tennessee State Fair. However, a fire two weeks ago wiped out many fair buildings, destroyed her prize painting and other of her works.

Barbara Allen

• Continued from page 56

regular filmings for the Billy Grammer syndicated television show, which is seen on the following stations: WCYB-TV, Bristol, and WAVY-TV, Norfolk, Va.; WSAZ-TV, Huntington; WOAY-TV, Oak Hill, and WHIS-TV, Bluefield, W. Va.; WNBE-TV, New Bern; WWAY-TV, Wilmington, and WGHP-TV, High Point, N. C.; WUSN-TV, Charleston, and WFBC-TV, Greenville, S. C.; WBIR-TV, Knoxville, and WRCB-TV, Chattanooga, Tenn.; WLTX-TV, Lexington, Ky.; WRDW-TV, Augusta, Ga., and WCOV-TV, Montgomery, Ala.

New Van Dyker

NASHVILLE—A son was born Sept. 28 to country-pop singer LeRoy Van Dyke and wife. Newcomer was named Lee Frank. The couple has another son, age 4.

TOUR EUROPE—When Stonewall Jackson left Nashville recently for two weeks of show dates in Europe, it was quickly decided it would be a good opportunity for a vacation for Mrs. Jackson and son, Stonewall Jr. (Turp), 4. So they went along with him.

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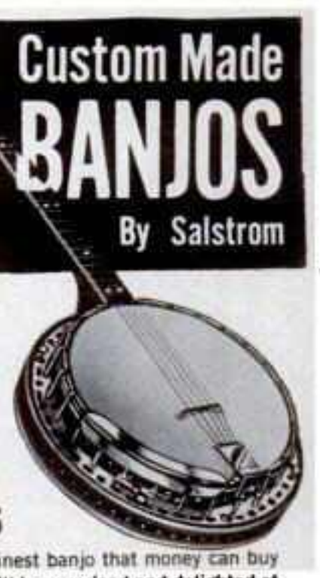

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TOP SELLING RHYTHM & BLUES SINGLES

SPECIAL SURVEY for Week Ending 10/16/65

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	**I WANT TO (Do Everything for You)** Joe Tex, Dial 4016 (Tree, BMI)	8
2	3	**THE "IN" CROWD** Ramsey Lewis Trio, Argo 5506 (American, BMI)	9
3	5	**TREAT HER RIGHT** Roy Head, Back Beat 546 (Don, BMI)	5
4	4	**THESE HANDS (Small But Mighty)** Bobby Bland, Duke 385 (Don, BMI)	5
5	6	**RESPECT** Otis Redding, Volt 128 (East-Time-Redwal, BMI)	7
6	15	**RESCUE ME** Fontella Bass, Checker 1120 (Chevis, BMI)	4
7	2	**PAPA'S GOT A BRAND NEW BAG** James Brown, King 5999 (Lois, BMI)	14
8	9	**CLEO'S BACK** Jr. Walker & the All Stars, Soul 35013 (Jobete, BMI)	4
9	8	**THE TRACKS OF MY TEARS** Miracles, Tamla 54118 (Jobete, BMI)	15
10	11	**AGENT 00-SOUL** Edwin Starr, Ric-Tic 103 (Myto, BMI)	12
11	7	**SINCE I LOST MY BABY** Temptations, Gordy 7043 (Jobete, BMI)	12
12	19	**LET'S MOVE & GROOVE (Together)** Johnny Nash, Joda 102 (And, BMI)	4
13	16	**LET'S DO IT OVER** Joe Simon, Vee Jay 694 (Fame, BMI)	9
14	17	**YOU CAN'T TAKE IT AWAY** Fred Hughes, Vee Jay 703 (Customa, BMI)	6
15	12	**IN THE MIDNIGHT HOUR** Wilson Pickett, Atlantic 2289 (Cotillion-East, BMI)	17
16	13	**IT'S THE SAME OLD SONG** Four Tops, Motown 1081 (Jobete, BMI)	11
17	10	**SOUL HEAVEN** Dixie Drifter, Roulette 4641 (Unbelievable & Nom, BMI)	8
18	14	**UNCHAINED MELODY** Righteous Brothers, Philles 129 (Frank, ASCAP)	10
19	40	**AIN'T THAT PECULIAR** Marvin Gaye, Tamla 54122 (Jobete, BMI)	2
20	36	**TAKE ME IN YOUR ARMS** Kim Weston, Gordy 7046 (Jobete, BMI)	2
21	21	**FOR YOUR LOVE** Sam & Bill, Joda 100 (Beechwood, BMI)	9
22	22	**DANGER HEARTBREAK DEAD AHEAD** Marvelettes, Tamla 54120 (Jobete, BMI)	6
23	28	**I'M SO THANKFUL** Ikettes, Modern 1011 (Jobete, BMI)	3
24	27	**FIRST I LOOK AT THE PURSE** Contours, Gordy 7044 (Jobete, BMI)	9
25	25	**YOU'VE BEEN IN LOVE TOO LONG** Martha & Vandellas, Gordy 7045 (Jobete, BMI)	5
26	29	**1-2-3** Len Barry, Decca 31827 (Champion & Double Diamond, BMI)	4
27	18	**SHAKE AND FINGERPOP** Jr. Walker & the All Stars, Soul 35013 (Jobete, BMI)	10
28	20	**SAD, SAD GIRL** Barbara Mason, Arctic 108 (Stillran-Dandelion, BMI)	7
29	23	**YOU'RE GONNA MAKE ME CRY** O. V. Wright, Back Beat 548 (Don, BMI)	13
30	30	**I NEED YOU** Impressions, ABC-Paramount 10710 (Chi-Sound, BMI)	6
31	31	**LET IT ALL OUT** O'Jays, Imperial 66131 (Blackwood, BMI)	3
32	32	**IF I DIDN'T LOVE YOU** Chuck Jackson, Wand 188 (Metric, BMI)	6
33	26	**NOTHING BUT HEARTACHES** Supremes, Motown 1080 (Jobete, BMI)	10
34	33	**BABY I'M YOURS** Barbara Lewis, Atlantic 2283 (Blackwood, BMI)	17
35	38	**NEVER COULD YOU BE** Impressions, ABC-Paramount 10710 (Chi-Sound, BMI)	3
36	—	**I D'G YOU BABY** Lorraine Ellison, Mercury 72472 (Merpine, BMI)	1
37	24	**SOMEONE IS WATCHING** Solomon Burke, Atlantic 2299 (Webb IV-Falart, BMI)	6
38	—	**MY GIRL HAS GONE** Miracles, Tamla 54123 (Jobete, BMI)	1
39	—	**DON'T HAVE TO SHOP AROUND** Mad Lads, Volt 127 (Makmillion, BMI)	1
40	—	**THINK** Jimmy McCracklin, Imperial 66129 (Metric, 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.

I'M NOT TIRED . . .
Wilson Pickett, Atlantic 2289

SHE'S WITH HER OTHER LOVE . . .
Leon Hayward, Imperial 66123

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

RICK DARNELL, KPRS, Kansas City, Mo.
The Reason Why—Linda Burns, Ty-Tex
Seesaw—Don Covay, Atlantic 2301
Feeling Good—Jean DuShon, Cadet 5518
Stop and Get Hold of Myself—Gladys Knight & the Pips, Maxx 334
It's All Right—Art Lassiter, Ballad 024

AL SCOTT, KGFJ, Los Angeles
Let Me Know When It's Over—Esther Phillips, Atlantic 2304
No One Else Will Do—Clay Hammond, Liberty 55817
LP—Pastel Blue—Nina Simone, Philips PHM 200-187 (M); PHS 600-187

FRED HANNA, WAME, Miami
My Girl Has Gone—Miracles, Tamla 54123
Same Old Beat—Freddy Scott, Marlin
I Feel Strange—Wonderettes, Ruby 5065
I'm the Guy—Yeomen, Heidi
Just for You—Jerry Butler, Vee Jay
I'm Grateful—Johnny Adams, Gone
The New Breed—Johnny Holliday, Diplomacy
My Baby—Temptations, Gordy 7047
I Dig You Baby—Lorraine Ellison, Mercury 72472
I Got the Right—Lester Young, Old Town

SIR WALTER, WAMO, Pittsburgh
Stay Together Young Lovers—Ben Aiken, Roulette 4649
Follow Your Heart—Manhattans, Carnival 512
Cleo's Back—Jr. Walker & the All Stars, Soul 35013
Rufus Jr.—Merced Blue Notes, Galaxie 738
Respect—Otis Redding, Volt 128
Let's Move & Groove (Together)—Johnny Nash, Joda 102
How Nice It Is—Billy Stewart, Chess 1941
The Organ Grinder's Swing—Jimmy Smith, Verve 10363
Ain't That Peculiar—Marvin Gaye, Tamla 54122
Your Daddy Wants His Baby—Derek Martin, Roulette 4647
LP—Organ Grinder Swing—Jimmy Smith, Verve V 8628 (M); V6-8628 (S)

LARRY McKINLEY, WYLD, New Orleans
I Believe I'll Love On—Jackie Wilson, Brunswick 55283
Crack Up—Leon & the Burners, Josie 945
Believe in Me—Jerry Butler, Vee Jay
My Girl Has Gone—Miracles, Tamla 54123
Seesaw—Don Covay, Atlantic 2301

JACK WALKER, WLIB, New York
Moma's Got a Bag of Her Own—Anna King, Gone
Something I Want to Tell You—Johnny & the Expressions, Josie
Butterfly—Van McCoy, Columbia 43415

AL JEFFERSON, WWIN, Baltimore
I'm the Guy—Yeomen, Heidi
I Really Love You—Dee Dee Sharp, Cameo 375
Something I Got to Tell You—Johnny & the Expressions, Josie
Stay Together Young Lovers—Ben Aiken, Roulette 4649
In the Twilight Zone—Astors, Stax
Two Is a Couple—Ike & Tina Turner, Sue 135
Bench in the Park—Jive Five, United Artists 936
LP—Only Those in Love—Baby Washington, Sue

WILLIE McKINSTRY, WJLD, Birmingham, Ala.
You Never Had It So Good—Ronnie Milsop, Scepter 12109
Just One Kiss From You—Impressions, ABC-Paramount 10725
I'm Not Tired Yet—Wilson Pickett, Atlantic 2289
Soul Heaven—Dixie Drifter, Roulette 4641

THE RAJAH, KUXL, Minneapolis
I Believe I'll Love On—Jackie Wilson, Brunswick 55283
Hush—Jimmy Bailey, Columbia 43408
Have You Ever Been Disappointed—Isley Brothers, Atlantic 2303
Two's a Couple—Ike & Tina Turner, Sue 135
LP—In the Midnight Hour—Wilson Pickett, Atlantic LP 8114 (M); SD 8114 (S)

KELSON FISHER, WWIN, Baltimore
Lover's Concerto—Toys, DynoVoice 209
Let's Move & Groove (Together)—Johnny Nash, Joda 102
A Time to Love—A Time to Cry—Lou Johnson, Big Top 101
LP—Try a Little Love—Sam Cooke, RCA Victor LPM 3435 (M); LSP 3435 (S)

BIG BEN TIPTON, KBYE, Oklahoma City
What's Wrong With Me Baby—Invitations, DynoVoice
Misty—Vibrations, Okeh 7230
Something I Want to Tell You—Johnny & the Expressions, Josie
Got No Excuse—James Crawford, Blue Rock

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)	10
2	2	**PAPA'S GOT A BRAND NEW BAG,** James Brown, King 938 (M); (No Stereo)	6
3	6	**OTIS BLUE/OTIS REDDING SINGS SOUL,** Volt LP 412 (M); SD 412 (S)	3
4	5	**ORGAN GRINDER SWING,** Jimmy Smith, Verve V 8628 (M); V6-8628 (S)	5
5	4	**MORE HITS BY THE SUPREMES,** Motown 627 (M); S 627 (S)	9
6	9	**IMPRESSIONS—ONE BY ONE,** ABC-Paramount ABC 523 (M); ABCS 523 (S)	6
7	7	**GENTLE IS MY LOVE,** Nancy Wilson, Capitol T 2351 (M); ST 2351 (S)	5
8	10	**BABY I'M YOURS,** Barbara Lewis, Atlantic 8110 (M); SD 8110 (S)	3
9	3	**JR. WALKER & THE ALL STARS PLAY SHOTGUN,** Soul 701 (M); S 701 (S)	16
10	—	**PASTEL BLUES,** Nina Simone, Philips PHM 200-187 (M); PHS 600-187 (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.

BUMPIN' . . .
Wes Montgomery, Verve V 8625 (M); V6-8625 (S)

IN THE MIDNIGHT HOUR . . .
Wilson Pickett, Atlantic LP 8114 (M); SD 8114 (S)

THE STINGER . . .
Johnny (Hammond) Smith, Prestige 7408 (M); ST 7408 (S)

DJ SPOTLIGHT

RICK DARNELL

KPRS, Kansas City, Mo.

A native of Los Angeles, Rick Darnell is presently a deejay with KPRS, Kansas City. He formerly worked at KATZ and KXLW, St. Louis, and has produced a weekly TV show over WDAM-TV, Hattiesburg, Miss. A sidelight to his career is songwriting. One of his songs was recorded by the late Billie Holiday. He also currently produces records and manages talent.

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HOST CHRIS LANE speaks to some 3,000 Navy men during a taping for the "American Swingaround" half-hour TV country music show. The show, which originates with WBKB-TV, Chicago, was taped at the Great Lakes Naval Training Center armory near the city. On stage behind Lane are the Statler Brothers, Ferlin Husky, Merle Haggard, Tommy Collins, Bonnie Owens, and Johnny Cash. Lane is also program director at country music station WJJD, Chicago.

Country Music Record Sales Boosted by WJJD's Format

• Continued from page 3

story swayed subsequent country switch decisions in Charlotte, N. C.; Miami; Newark, Rochester and Buffalo, N. Y. "And we're being taped constantly by a number of influential stations," reported WJJD program director Chris Lane, central figure in the station's success story. Lane also rated 40 per cent of the votes as the leading deejay influence on country music record sales. Don Chapman, Stan Scott, John Trotter, and Ray Stingley of WJJD shared the rest of the honors. (See RRR chart.)

Country music popularity has always been in Chicago, Lane said. "Jim Reeves and Marty Robbins, for example, have had hits in this market. but needed with quality country music is a quality radio presentation." He defined "quality" country presentation: "We are a good radio station playing good country music. We don't do it 'hokey.' We have no Hammerhead Harry on the station's personality staff. We utilize only good, professional airmen. And we screen our music like crazy. We won't play just anything, like so many country stations do. Imagine what a rock 'n' roll station would sound like if they played everything that came in the door."

Perhaps the most significant indication of the success of WJJD's country format in the market is in the billing pace, which has been solid. The station just signed a 52-week contract with Sears, Roebuck & Co., Chicago's all-media advertising champ.

WJJD's audience, Lane said, "cuts across all socio-economic lines. Our mail response shows that we have picked up listeners from every station in Chicago. There is no line as to education, economics or cultural background."

Lane does not decry the apparent tendency toward pop-orientation by country artists. "I think it is good that country music a&r philosophy is going this direction," he said. "The so-called purists must realize that the old-timers are dying off. We've got to draw new people to country music. Actually the only thing that happens when a country record goes pop is that dealers become aware of it."

A year ago in Billboard's survey of the market, WJJD was also-ran in influencing the sales of pop single records. The leader for influencing country music sales was WWCA in Gary, Ind. This year, only WJJD and WLS, with a Sunday evening program, are the major factors in the market. WJJD has just broken ground for new facilities at Des Plaines.

Currently simulcasting on FM, WJJD will alter its programming on FM as required late this year, but without change in format. "Our FM programming will retain the quality country sound," Lane said. He added that it's too early yet to tell if the station will launch its country music in stereo, "but we are applying for a 24-hour FM license."

TV Influence

Two new developments in local TV programming have

(Continued on page 62)

WMAQ's Freedom To Test WIND, WGN

CHICAGO—The exit of Mike Joseph as NBC radio programming consultant in New York, disclosed Monday (4), will have an immediate but not drastic effect on record programming at WMAQ Radio, network affiliate here.

Program director Glenn Bell told Billboard the departure of Joseph will mean "local autonomy" for the station, which had been subject to close control from the Big Town. Joseph's exit has been kept rather close-to-the chest at NBC headquarters. "The change will be evolutionary — not revolutionary," Bell said. "We are going middle-of-the-road and will be challenging WIND and WGN." The station has been playing hard-edged pop music a little to the left of center.

"As of Wednesday (6) I adopted a 24-hour play list," Bell said. "We have been operating with separate lists for day and night programming."

The "I adopted" is significant. It has been a matter of puzzlement to the radio trade that Bell, hired out of Denver with outstanding credentials, was hamstrung by New York directives.

As to personnel, "We are delighted with our present staff," Bell said. "We anticipate no changes."

WMAQ's rank in the eight-county market currently finds it among the pack of also-rans. Its return to true middle-of-the road establishes dark horses in both the top 40 and easy-listening arenas locally. With WCFL challenging WLS for the hard music audience, there is some speculation that any more equitable division of that segment between the two stations will boost the ratings of the middle-of-the-roaders in the afternoon and evening.

NAB's New Format for '66 Parley Wins Approval

CHICAGO — A new format for the 44th annual convention, March 27-30, 1966, here, of the National Association of Broadcasters was approved last week by a NAB committee. Instead of concurrent radio and TV sessessions, a radio session will be held Tuesday morning and a TV session Wednesday morning, allowing those members who operate both types of outlets to attend both sessions. The afternoons will feature concurrent sessions as before.

Registration for the convention, to be held in Conrad Hilton Hotel here, will begin Saturday (March 26). Exhibits will open at 10 a.m. Sunday (March 27). Sunday afternoon will be devoted to FM radio. NAB President Vincent T. Wasilewski will deliver the traditional president's speech at the Monday luncheon. The Broadcast Pioneers banquet will be held Tuesday night.

Convention committee members at the Chicago meeting last week included Edward Allen Jr. of WDOR, Sturgeon Bay, Wis.; Richard D. Dudley of WSAU, Wausau, Wis.; Julian F. Haas of KAGH, Crossett, Ark.; Harold R. Krelstein of WMPS-FM, Memphis; Carl E. Lee of WKZO-TV, Kalamazoo, Mich.; Glenn Marshall Jr. of WJXT, Jacksonville, Fla.; Lloyd C. Sigmon of Golden West Broadcasters, Los Angeles, and Charles H. Tower of the Corinthian Broadcasting Corp., New York. NAB chairman of the board John F. Dille Jr. of the Communicana Group of Indiana was also at the meeting, in addition to several NAB staff members.

Country Stereo Proves Success

SALT LAKE CITY — Many daytime AM radio stations use FM to round out a complete broadcasting day. KSOP here does more than just go FM after sundown, however. The outlet, which reaches about 80 per cent of the population of Utah, according to program director Jay C. Gardner, broadcasts in stereo from 5 p.m. to 5 a.m.—the hours when it's not broadcasting on AM.

The unique factor is that KSOP is a full-time country music station. Gardner says it was the first stereo country music station in the nation, "though a lot of country outlets are now thinking about beaming in stereo."

Partially on account of the stereo broadcasting, the station has proved "very successful,"

(Continued on page 63)

Ruth Lyons Opens Yule Fund Drive

CINCINNATI—Ruth Lyons, veteran TV hostess of Crosley Broadcasting's popular "50-50 Club," last week launched her 26th Annual Christmas Fund Drive on her birthday, Oct. 4.

In the quarter century of the fund's existence more than $4,000,000 has been raised to buy toys, games, TV sets, radios, books, and playground equipment for hospitalized children in the three-State area of Ohio, Indiana and Kentucky served by Crosley's WLW-T, WLW-D, WLW-C and WLW-I.

Traditionally, no dollar goal is set but an effort is made each year to raise more money than the preceding year. Last year $430,169.75 was contributed by Crosley listeners and viewers.

Martin TV'er Has Potential

NEW YORK — Among the new TV shows this season, at least one of the new record talent shows—the "Dean Martin Show"—looks like a potential winner, according to the American Research Bureau. The show was in the top 20 the first week of ratings and still rates as fifth best among the new shows although not in the top 20 of the regulars in the second week, due probably to its late hour (10-11 p.m.).

Shows which featured record talent that rated in the top 20 in the second week included the "Ed Sullivan Show," No. 7; "The Red Skelton Show," No. 11; and the "Andy Williams Show," No. 18. "The Jackie Gleason Show" was tied for No. 19. A. C. Nielsen ratings are due out this week.

WCFL Holds Talkie On Message Music

CHICAGO — A provocative analysis of "protest" music was aired by WCFL Radio here late last month in a two-part documentary called "The Angry Explosion." Broadcast in two segments (and rebroadcast by request) the study featured comments from laymen and music industry representatives. Classic protest songs leading up to the controversial "Eve of Destruction," by Barry McGuire were spotted in the documentary.

Win Stracke, Chicago folk musician and educator said: "I think protest music is absolutely great. Parents have been denying expression to youth too long. Are our lives so sterile that we must exercise the type of control that would ban Beatle haircuts?"

A mother: "I think these songs are harmful. They show communist influence."

Johnny Rivers, recording artist: "These songs just go along with the times. There's revolution all over."

Nat Hentoff, musicologist: "The kind of world Jerome Kern and Cole Porter wrote about was insular, and quite unlike the world we live in today. McGuire and Bob Dylan are spokesmen for a new generation. A whole range of social evils are being protested in their songs—and I think it's about time!"

Augie Bloom, record man: "Kids don't want to buy trite music anymore. Protest music is a very healthy part of the social life of this country."

A parent: "If these kids don't like this country they should move somewhere else."

P. F. Sloan, author of "Eve": "The message of the song has been misunderstood. It is a love song: stop hating; start loving."

NAB Urges FCC to Prohibit CATV-Originated Program

MINNEAPOLIS — The National Association of Broadcasters has called upon the Federal Communications Commission to prohibit all programs originated by community antenna TV systems and to provide "substantial protection for the local broadcaster."

Sherrill Taylor, vice-president for radio of the NAB, told a meeting of the Minnesota Broadcasters Association last week that the national organization has also asked the FCC "to reserve judgement on the possible impact of widespread CATV-carriage of multiple radio signals on local radio service" until adequate measurements are devised to evaluate it.

A recent NAB preliminary survey revealed that about 20 per cent of CATV systems presently carry radio signals, he said. And, "to the best of our knowledge, most, if not all modern 12 - channel systems carry radio signals."

The NAB's position is that CATV systems should be a supplement to, and not a substitute for, free broadcasting service. Also, CATV should only bring in distant signals to those areas where local service is inadequate.

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VOX JOX

By CLAUDE R. HALL

Two Los Angeles radio personalities — **Gary Owens** of KMPC and **Frank Evans** of KGBS—will play a disk jockey and sound engineer in a coming segment of "The Munsters" TV show. . . . **Scotty Brink** will fill the vacancy on KHJ, Hollywood, created by the movement of **Sam Riddle** into further TV activity for KHJ-TV. Brink was formerly with KYW, Cleveland. Riddle retains a four-hour Saturday radio show.

KALL, Salt Lake City, has three new air personalities—**Jack Bogut,** formerly of KGHL, Billings, Mont.; **Neil Linton,** who came from KLUB, Salt Lake City, and **Dick Long,** formerly with KTAE, Taylor, Tex. . . . **Jim Shaheen** will be the manager of a new 1,000-watter in Canton, Ohio—WINW; the station is expected to be on the air by Jan. 1. Format has not been chosen yet.

Dave Diamond is back with KBTR, Denver, after a six-month sojourn in Los Angeles in which he worked at the Hollywood Crescendo Club. . . . **Jack Alix** is the new music director at WYRE, Annapolis, Md., where he also holds down an air slot. . . . **Steve Kirk** of WSAI, Cincinnati, became a father for the second time Monday (27), a daughter named **Amy Jo.** . . . **Vik Armen** is handling a 2-7 p.m. time slot with WPRO, Providence, R. I.

CBS has negotiated to acquire Allyn & Bacon, one of America's oldest producers of textbooks and educational materials. . . . **Dick Purtan,** formerly with Cincinnati's WSAI, has joined WKNR, Detroit. . . . **Mike Hiott** is the new morning man at WNOK, Columbia, S. C., replacing **John R. (Handy Andy) Cook,** who's now news director of the combined WNOK-AM-FM-TV operation.

Ned Powers is the "Milkman" now midnight to 6 a.m. on WNEW, following the resignation of **Wally King. Jim Lowe** and **Jim Tate** have now time slots with the good music outlet. Powers was formerly with WIP, Philadelphia. . . . **Rhett Evers** of WGLI, Babylon, Long Island, N. Y., stayed awake 240 hours in a department store window for a local fund drive, broadcasting his daily all jazz show from the location.

Alan B. Shaw Jr. has joined WPRT of Albany-Schenectady-Troy, N. Y. He was formerly with WMAQ, Chicago. . . . **Roy Cooper** is a new staffer with WSAI, Cincinnati.

Best of luck to **James Nicholls** who, with a group of associates, purchased KAYE, Puyallup, Wash. Nicholls was the station manager. . . . **Cliff Shilling,** formerly of WENE, Binghamton, N.Y., now with WDBN, Youngstown, Ohio. . . . **James D. Roosa Jr.** has been upped to general manager of WFAS, White Plains, N.Y. . . . **John D. Yettes** takes over as WFAS program director.

James T. Marks has been promoted to program manager of Philadelphia's WIBG. . . . **Jim McQuary** has joined the WXYZ personality roster in Detroit; he was formerly with WJBK in the same city. . . . WXYZ also added **Danny Taylor. . . . David R. Klemm,** formerly with WXYZ in Detroit, has been appointed station manager of WLCY, Tampa-St. Petersburg, Fla.

Deejay and program director **Dick Schmitz** of KAKC-AM-FM, Tulsa, Okla., has been appointed to the new post of director of operations at the outlet and deejay **George B. (Scooter) Segraves III** will assume the duties of program director. . . . Out in Grand Rapids, Mich., WJEF is preparing for a grand live country music show Oct. 9 that will headline **Ferlin Husky, Faron Young, Melba Montgomery, Monty Lee** and the station's deejays.

Dale Moudy has moved from WSAI, Cincinnati, to Toledo, having been named vice-president and general manager of WOHO. . . . **Joey Shaver** is the new all-night personality on WARM, the Scranton and Wilkes-Barre outlet. . . . Congratulations to **Monroe Berkman,** who's just been named promotion director for WRCP, Philadelphia. . . . **Bob Britt** has joined WPAR, Parkersburg, W. Va.; he was formerly with WRWR, Port Clinton, Ohio.

Bob Cole is now with WDGY, Minneapolis - St. Paul, and handles a morning slot; a Texan, Bob formerly worked at WHB, Kansas City. . . . **Scott Burton,** formerly a program director at Cleveland's WHK, has been named program director of WDGY, Minneapolis-St. Paul. . . . WWTC in Minneapolis-St. Paul also has a new program director, **Jerome B. (Jerry) Lee,** formerly with KGIL, Los Angeles. . . . **Richard S. Kersen** has been named general manager of WWTC, Minneapolis-St. Paul.

KWIC, Salt Lake City, is an all-new operation, new power (10,000 watts), new frequency, and new transmitter and studios (5065 W. 21st South); the Billboard staff offers our best wishes. . . . **Ron Baxley** has taken over as operations manager of WAKR, Akron, Ohio; he was formerly a program director in the McLendon and Plough chains for about seven years. Best of luck, Ron.

KDKA has launched a new wake-up program for the Pittsburgh area—the "Art Pallan-Bob Trow Show." This replaces **"Cordie and Company,"** because of **Rege Cordie's** move to KNX, Hollywood. **Pallan** has been on KDKA since 1956 and is popular with the audience there; **Trow** had been a member of the Cordie group as actor-writer for 13 years, the last 11 years on KDKA. Both gents have sung professionally, both are experienced on-the-air personalities, so this should be quite a show.

CBS-TV network has chosen an April-Blackwood tune, "Confidence," as its official TV football march. Available on a Columbia original cast album of the "Secret Life of Walter Mitty" off Broadway musical, you football fans will now hear the song before, during and after NFL broadcasts.

RADIO RESPONSE RATING

CHICAGO, ILL. . . . 3d Cycle

OCTOBER 16, 1965

TOP STATIONS

Rank	Call Letters	% of Total Points
★ POP Singles		
1.	WLS	56%
2.	WCFL	33%
	Others (WIND, WMAQ)	11%
★ POP LP's		
1.	WIND	36%
2.	WGN	32%
3.	WMAQ	16%
4.	WSDM-FM	9%
	Others (WAIT, WBBM)	7%
★ R&B		
1.	WVON	60%
2.	WBEE (Harvey, Ill.)	26%
3.	WMPP	11%
	Others (WOPA, Oak Park, Ill. WJOB, Hammond, Ill.)	3%
★ COUNTRY		
1.	WJJD	89%
2.	WLS (Sun. Eve.)	11%
★ CONSERVATIVE		
1.	WAIT	79%
	Others (WGN, WBBN)	21%
★ COMEDY		
1.	WSDM-FM	33%
2.	WGN (Wally Phillips)	28%
3.	WAAF (Tie) (Marty Faye/ "Daddy-O")	11%
3.	WIND (Tie)	11%
	Others (WCFL, Bill Calder WFMT-FM, The Midnight Special WBBM, Mel Bellairs)	17%
★ FOLK		
1.	WGN (Jack Taylor)	66%
	Others (WFMT-FM, Midnight Special WCFL, Sun. Night)	34%
★ CLASSICAL		
1.	WFMT-FM	57%
2.	WEFM-FM	17%
3.	WBBM	14%
	Others (WNIB-FM WXFM-FM WGN)	12%

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.	Ron Riley	WLS	38%
2.	Art Roberts	WLS	33%
3.	Dex Card	WLS	19%
4.	Jim Stagg	WCLF	10%

BY TIME SLOT

Morning Man	Clark Weber,	WLS
Mid-Morning	Bernie Allen,	WLS
Early Afternoon	Bernie Allen/Dex Card,	WLS
Traffic Man	Dex Card,	WLS
Early Evening	Ron Riley,	WLS
Late Evening	Art Roberts,	WLS
All Night	Don Philips,	WLS

★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN

(Most Co-Operative in Exposing New Records)

Clark Weber, WLS	Program Director
John Willman, WCFL	Operations Manager
Ken Draper, WCFL	Program Director

★ TOP TV BANDSTAND SHOW

(Exposing Artists & Records)

American Swingaround (c&w show) with Chris Lane Sat. 9:30-10:00 p.m. . . . . WBKB-TV—Channel 7

Rank	Disk Jockey	Call Letters	% of Total Points
★ POP LP's			
1.	Howard Miller	WIND	30%
2.	Wally Philips	WGN	24%
3.	Eddie Hubbard (Tie)	WGN	10%
3.	Mel Bellairs (Tie)	WBBM	10%
5.	Den-Pals	WSDM-FM	9%
6.	Bill Calder	WIND	7%
	Others (Sid McCoy & Yvonne Daniels, WCFL; Franklin MacCormack, WGN; Bruce Lee, WIND; Chuck Benson, WMAQ; Lee Rodgers, WIND; John Doremus, WAIT)		10%

★ PROGRAM DIR., MUSIC DIR. OR LIBRARIAN

(Most Co-operative Exposing New Records)

Charlie Allen, WGN	Music Director
Ralph Blank, WIND	Music Director
Glenn Bell, WMAQ	Program Director
Burt Burdeen, WSDM-FM	Program Director
Lenny Kaye, WBBM	Record Librarian

Rank	Disk Jockey	Call Letters	% of Total Points
★ R&B			
1.	E. Rodney Jones	WVON	37%
2.	Herb Kent	WVON	34%
3.	Ed Cook	WVON	10%
4.	Lucky Cordell	WVON	7%
	Others (Jim (Dandy) Reese, WBEE; Lon Dyson, WBEE; Franklin McCarthy, WVON; Eddie Holland, WMPP; Louis Jefferson, WMPP; Pervis Spann, WVON)		12%
★ JAZZ			
1.	(Daddy-O) Daylie	WAAF	40%
2.	Sid McCoy & Yvonne Daniels	WCFL	34%
3.	Marty Faye	WAAF	20%
	Others (Norm Spaulding, WAAF; Den-Pals, WSDM-FM; Jesse Owens, WAAF)		6%
★ COUNTRY			
1.	Chris Lane	WJJD	40%
2.	Don Chapman	WJJD	17%
3.	Stan Scott (Tie)	WJJD	16%
3.	John Trotter (Tie)	WJJD	16%
5.	Ray Stingley	WJJD	11%

STATIONS BY FORMAT

AM RADIO FREQUENCIES

WIND	560	WJJD	1160	WNUS	1390
WMAQ	670	WJOB	1230	WEEF	1430
WGN	720	*WCRW	1240	WVON	1450
WBBM	780	*WEDC	1240	WMPP	1470
WAIT	820	*WSBC	1240	WOPA	1490
WLS	890	WWCA	1270	WBEE	1570
WAAF	950	WTAQ	1300	WNMP	1590
WCFL	1000	WEAW	1330	WCGO	1600
		WLTH	1370		

*NOTE: Divide time on air

FM RADIO FREQUENCIES

WYCA-FM	92.3	WSDM-FM	97.9	WOPA-FM	102.7
WNWC-FM	92.7	WRSV-FM	98.3	WEEF-FM	103.1
WXRT-FM	93.1	WFMT-FM	98.7	WKFM-FM	103.5
WEBH-FM	93.9	WEFM-FM	99.5	WJJD-FM	104.3
WLS-FM	94.7	WFMF-FM	100.3	WEAW-FM	105.1
WDHF-FM	95.5	WMAQ-FM	101.1	WXFM-FM	105.9
WBBM-FM	96.3	WCLM-FM	101.9	WLNR-FM	106.3
WNIB-FM	97.1	WTAS-FM	102.3	WNUS-FM	107.3

CHICAGO, ILL. (including Chicago Urban Area: Arlington Heights, Cicero, Elmwood Park, Evanston, Gary, Ind.; Hammond, Ind.; Harvey, Highland Park, La Grange, Lansing, Oak Park, Skokie): Country's 2nd Radio Market (25 AM; 22 FM).

WAAF: 1,000 watts. Independent. **Music format: Jazz (90%)-Pop-Standard (10%).** Special programming: "Weekend," interviews with Phil Lind, 10 a.m.-noon, Sat. & Sun. "Crosstalk," discussion show with Lou House, 4:30-5:15 p.m. Sun. "Face It," interviews with Miss Connie Seals, 9:30-9:45 p.m. Sun. Lou House is director of 3-man news dept. 5-min. news on the hr. In-depth newscasts on weekends. Cuts from **Comedy LP's** aired on the Marty Faye and "Daddy-O" shows. New records are selected for air-play by committee of station personnel. Approx. 20 new records are programmed each week. Record promotion people are seen M-F. **Gen'l mgr., T. L. Davis. Station mgr., W. W. Crabau. Prog. dir., Ray Wheat. Send 4 copies of 45's and 2 copies of LP's to music dir., Ralph Ebler, 221 N. Lasalle St., Chicago, Ill. 60601. Phone: (312) RA 6-1932.**

WAIT: 5,000 watts. Independent. **Music format: Pop-Standard (50%)-Standard (25%)-Conservative (25%).** Editorializes occasionally. Howard M. Huntley is director of news dept. Special equipment: 23-car fleet of radio-telephone equipped mobile units for drive-time traffic reports. 5-min news on the hr. headlines on the half hr. New records are selected for air-play by prog. dir. Station publishes play-list weekly. 20-30 new records are programmed each week. Record promotion people are seen M-F. **Gen'l mgr., Frederick G. Harm. Prog. dir., Howard M. Huntley. Send 1 copy of 45's and 2 copies of LP's to Mr. Huntley, 188 W. Randolph St., Chicago, Ill. 60601. Phone: (312) 372-0660.**

WFMF-FM: ERP 33,000 watts. FM outlet for WAIT. Music format: Pop Standard (50%)-Standard (25%)-Conservative (25%). Gen'l mgr., Maurice Rosenfield. Send 1 copy of 45's and 2 copies of LP's to Miss Judy Cutshall, 230 N. Michigan Ave., Chicago, Ill. 60601. Phone: (312) 372-7838.

WBEE: 1,000 watts. A Rollins Group Station. **Music format: Rhythm & Blues (75%)-Gospel (25%).** 5-min. news at 25 and 2 to 3-min. news at 55 past the hr. New records are selected for air-play by music dir., Lon Dyson & operations mgr., Bill German. Top 30 play-list published weekly. Approx. 5 new records programmed each week. Record promotion people are seen Wed. **Gen'l mgr., John R. Wilson. Prog. dir., O. Lawton Wilkerson. Send 3 copies of 45's and 1 copy of LP's to Mr. Wilson, P.O. Box 189, Harvey, Ill. Phone: (312) 726-6842.**

WBBM: 50,000 watts. CBS owned. **Music format: Talk (60%)-Pop-Standard (20%)-Standard (20%).** Editorializes weekly. Special programming: Mid-West Game of the Week football and Western Open golf in season. "The Jerry Williams Show," audience call-in & discussions, 8-11 p.m. M-Sat. "The Bob Kelly Show," audience call-in, 5:30-10 a.m. M-Sat. "Opening Night at Lyric Opera," (7th year) complete opera aired plus interviews at intermission, "Newsday," with John Harrington, 4-6:15 p.m. M-F. "Sportsline," interviews with Rick Weaver plus audience call-in, 6:15-7 p.m. M-F. Station features all-talk from 11 a.m.-11 p.m. daily. Television outlet is WBBM-TV, Channel 2. Ben Larsen is director of 15-man news dept. Special equipment: 1 mobile studio. 10-min. CBS and local news on the hour. 5-min. news every half hr. during drive-time. **Comedy LP's** aired on the "Bob Kelly Show" & weekends. **Folk Music** featured on "Rhythm 'Round the World With Rudy Orisek," 11:05-11:30 p.m. M-F. New records are selected for air-play by committee of station personnel. 10-15 new 45's and 5-6 new LP's programmed each week. Record promotion people are seen M-F. **Gen'l mgr., E. H. Shomo. Prog. dir., Len Schlosser. Send 3 copies of 45's and 2 copies of LP's to record librarian, Lenny Kaye, 630 N. McClurg Ct., Chicago, Ill. 60611. Phone: (312) 944-6000.**

WBBM-FM: ERP 10,500 watts. **Simulcast with WBBM.**

WCFL: 50,000 watts. Mutual affiliate. **Music format: Comtemporary (100%).** Editorializes weekly. Special programming: Northwestern Univ. football in season. "On Call," telephone interview show with Bob Elson, 10:15-midnight, M-F. "British Countdown," featuring record hits by English artists. Hosted by Jim Stagg & Paul Michael, 9:05-10 p.m. Sat. Bob Moore is director of 8-man news dept. Special equipment: 2 mobile units. 5-min. news on the hr. headlines on the half hr. **Folk Music** featured on the "Runyon & Folks" show, 9:05-10 p.m. Sun. New records are selected for air-play by committee of station personnel. Station publishes play-list weekly. Approx. 10 new records are programmed each week. Record promotion people are seen Mon. - Tues. - Wed. by appointment. **Gen'l mgr., Tom Haviland. Prog. dir., Ken Draper. Send 5 copies of 45's and 3 copies of LP's to operations mgr., John Wellman, Commercial Bldg., 300 N. State St., Chicago, Ill. 60610. Phone: (312) 222-1000.**

WCGO: 1,000 watts. Independent. **Music format: Pop Standard (100%).** Editorializes occasionally. Special programming: Bloom Township, Homewood-Flossmoor, Marion & Thornton Township High Schools football & basketball in season. "Viewpoint," listener comments, discussion on current events with Thom Sherwood, 10-10:55 a.m. daily. "Trading Post," Dee Shepard offers items for sale or trade,

(Continued on page 62)

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Country Music Record Sales Boosted by WJJD's Format

• Continued from page 60

considerably brightened the Chicago record talent showcasing scene. One is WBKB-TV's locally taped "American Swingaround," a half-hour country music variety show hosted by Lane of WJJD. The show has featured such artists as Johnny Cash, Bill Anderson, Warner Mack, Margie Bowes, LeRoy Van Dyke, Stonewall Jackson, Ferlin Huskey, Jimmy Newman, and countless others. Talent coordinator is Frank McNulty.

At WBBM-TV, a half-hour Sunday evening show hosted by well-known local female personality Lee Phillip has begun stressing interviews with and performances by recording artists. "Lee Phillip's Chicago" has featured such artists as John Gary, Judy Garland, Peter Nero, Jane Morgan, and the Serendipity Singers.

WLS Still Leader

As an influence on sales of pop singles in the midwest, WLS retained solid leadership, Billboard's survey revealed. WLS came up with 56 per cent of the votes, WCFL had 33 per cent. Ron Riley and Art Roberts of WLS were the leading big gun deejays, followed by their staff comrade Dex Card. However, the word is out among record men that Jim Stagg, who hasn't been with WCLF very long, is coming on like a giant; he ranked fourth in this survey. WLS sewed up all time slots during the day. Voted most cooperative in exposing new pop single records was program director Clark Weber of WLS, who also handles a morning slot on the air.

In the eight-county Chicago market, WLS runs atop the ratings from around 11:30 a.m. to midnight. So dominant has WLS been in teenage listeners that WCFL in a recent format switch could unabashedly declare war on the front-runner.

"This dominance in the market for so long," remarked station manager Gene Taylor, "has given our listeners faith in WLS. They know we are playing the hottest records — not necessarily the newest records— but the well-established records. In the past, WJJD and WYNC have taken shots at our audience. Now WCFL is giving up competition, but we intend to continue with our set formula." Taylor remarked, however, that the WCFL move has prompted the play of more records, "but just a handful weekly. WCFL seems to be laying stress on new records."

As for the WCFL formula, program director Clark Weber said, "It is a fantastic devotion to our fans. We're very conscious of what they want." This closeness to the audience, Weber said, is achieved through surveys, record hops and conferences with 35 or so record promotion men every week. "Lump all this together and we get a consensus."

The country's hottest concert impresario Frank Fried and rock 'n' roll giant WLS have reached an agreement under which WLS on-the-air personalities will exclusively emcee all teen shows brought to town by Fried's Triangle Theatrical Productions. WLS will reciprocate with air publicity for Triangle Productions, according to station manager Gene Taylor. "It's great exposure as far as we're concerned," he said. "It'll show the crowd that WLS deejays are really 'in.'"

WLS, incidentally, is even stronger now than it was a year ago when WIND was its chief competition, for WLS only rated 46 per cent of the votes then.

WIND, having settled on a format, has taken over as the leading factor in the market for influencing sales of albums. WIND ranked first, followed fairly close by WGN. Last year's leader was WBBM, who was among the also-rans this year. WMAQ ranked third this year. Last year WMAQ and WGN had tied for second place.

Howard Miller of WIND was the biggest deejay influence on album sales with 30 per cent of the votes; Wally Philips of WGN followed with 24 per cent.

"We like to think we're the only middle-of-the-road pop station around," said WIND program director J. F. Williams. "We're in the pitch between WGN (ultra-easy-listening) and WLS, and we're happy to stay there." Breaking down WIND playlist, one finds 50 per cent album product of the easy listening variety. Three-fourths of the singles aired, Williams said, "are to be found on the Billboard Easy Listening Chart."

Though it was easy to categorize WIND as "young adult" in the 18-40 age group, Williams said that the station's emphasis is "people related to people. It is not unusual to find our talent and our music meeting with the approval of both teenagers and grandmothers."

It should be noted that WSIM-FM, which ranked fourth in influencing album sales, according to Billboard's survey, is air staffed by girls.

With the support of E. Rodney Jones and Herb Kent, WVON again was the leader in influencing sales of r&b records and WBEE was again second. WBEE has a new program director in O. Lawton Wilkerson, who started Oct. 4.

The major influence of jazz records is (Daddy-O) Daylie of WAAF and Sid McCoy same station. However, Yvonne Daniels of WCFL came in strong second.

The leading station for influencing classical record sales was WFMT-FM.

STATIONS BY FORMAT

• Continued from page 61

12:20-12:55 p.m. daily. "V. I. P.," interviews with interesting local people, hosted by Joe Palcek, 2-2:25 p.m. daily. Joe Palcek is director of 4-man news dept. Special equipment: Mobile radio units and wireless microphones. 5-min. news at 25 & 55 past the hr. In-depth newscasts 5 times daily. Cuts from **Comedy LP's** programmed daily. New records are selected for air-play by gen'l mgr. Approx. 20 new records are programmed each week. Record promotion people are seen M-F. **Gen'l mgr., Anthony Santucci. Prog. dir., Ken Berres. Send 1 copy each of 45's and LP's to Mr. Santucci, 119 Olympia Plaza, Chicago Heights, Ill. 60411. Phone: (312) SK 6-6100.**

WDHF-FM: ERP 52,000 watts. Independent. **Music format: Conservative (90%)-Standard (10%).** Editorializes occasionally. Howard Laney is director of 2-man news dept. 5-min. news on the hr. New records are selected for air-play by gen'l mgr. & music dir. Record promotion people are seen M-F. **Gen'l mgr., A. D. Sakelson. Prog. dir., Arch Liddell. Send 1 copy of LP's to Music Dir., 108 N. State St., Chicago, Ill. 60602. Phone: (312) 726-8282.**

WEEF: 1,000 watts. Independent. **Music format: Standard (75%)-Conservative (10%)-Classical (10%)-Jazz (5%).** Editorializes occasionally. Special programming: Highland Pk., Deerfield & New Trier high school football & basketball in season. "Washington Gardens," discussion and interview show with Sis Greenspon, 12:30-1 p.m. Tues. & Thurs. John Troy is director of 2-man news dept. 5-min. news on the hr. 30-min. news casts, noon & 6:30 p.m., daily. **Comedy LP's** programmed. New records are selected for air-play by gen'l mgr., music dir. and research of local retailers. Approx. 10 new records are programmed each week. Record promotion people are seen by appointment. **Gen'l mgr., Deane D. Osborne. Prog. dir., Jack Heinrichs. Send 1 copy of LP's to Mr. Heinrichs, 443 Central Ave., Highland Pk., Ill. 60035. Phone: (312) 432-1430.**

WEEF-FM: ERP 1,000 watts. **Simulcast with WEEF.**

WEFM-FM: ERP 44,000 watts. Independent. Non-commercial station. **Music format: Classical (75%)-Standard (25%). Gen'l mgr., Jules Herbuveaux. Prog. dir., Violet Kmety. Send 1 stereo copy of LP's to Miss Kmety, 135 S. La Salle St., Chicago, Ill. 60603. Phone: (312) 782-1357.**

WFMT-FM: ERP 135,000 watts. Independent. **Music format: Classical (100%).** Special programming: Concerts by Boston Symphony, Boston Pops, N. Y. Philharmonic, Philadelphia Orch. and Cleveland Orch. Concerts from 30 world music festivals yearly. Concerts from BBC, Holland, France, Italy, Canada and the Library of Congress. "Wax Museum," featuring interviews and recordings of a classical & folk nature, host Studs Terkel, 10-11 a.m. M-F. Norman Pellegrini is director of 4-man news dept. 10-15-min. newscasts 8 times daily. **Comedy LP's** featured on "The Midnight Special" & "Saturday Night Feature." **Folk Music** featured on "The Midnight Special" & "Wax Museum." New records are selected for air-play by prog. dir. New Classical LP's are programmed regularly. Record promotion people are seen M-F. **Gen'l mgr., Bernard Jacobs. Prog. dir., Norman Pellegrini. Send 1 stereo copy of LP's to Mr. Pellegrini, 221 N. La Salle St., Chicago, Ill. 60601. Phone: (312) ST 2-5668.**

WGN: 50,000 watts. A Tribune Company Station. **Music format: Pop Standard (50%)-Standard (50%).** Special programming: Chicago Cubs baseball, Chicago Bears football. College football includes Illinois, Indiana, Iowa, Michigan, Northwestern and Ohio in season. "The Wally Phillips Show," audience call-ins, 6-10 a.m. M-F & 9-noon Sat. "Country Fair-Farm Service," featuring live music, host Orion Samuels, 12:05-1 p.m. M-Sat. "Virginia Gale Show," women's show, 1:05-2 p.m. M-F. "Brickhouse-Hubbard Show," interviews with Jack Brickhouse & Eddie Hubbard, 4:05-6 p.m. M-F. Television outlet is WGN-TV, channel 9. Bruce Dennis is director of 45-man combination radio & TV news dept. Helicopter news for traffic. 5-min. news on the hr. headlines on the half hr. In-depth newscast 6-6:30 p.m. M-F. **Comedy LP's** are programmed on the "Wally Phillips Show." **Folk Music** on Jack Taylor's "Travelin' On" show. New records are selected for air-play by Estelle Barnes & Charlie Allan. Approx. 20 new records are programmed each week. Record promotion people are seen M-F. **Gen'l mgr., Ward L. Quaal. Prog. dir., Robert L. Bradford. Send 2 copies of 45's and 1 copy of LP's to Miss Barnes or Mr. Allan, 2501 Bradley Pl., Chicago, Ill. 60618. Phone: (312) 528-2311.**

WIND: 10,000 watts. A Group W Station. **Music format: Pop Standard (100%).** Editorializes daily. Special programming: "For The Record," newspaper-men panel show, 7:35 p.m. Sun. "WIND Forum," discussion of current local news topics with John Dreiske, 6:05 p.m. Sun. "WIND Documentary," twice a month 6:35 p.m. Sun. "Perspective," featuring the week's news in review, 8:05 p.m. Sun. Various educational shows, 11:35 p.m. M-F. Jerry Udwin is director of 9-man news dept. 5-min. news on the half hr. **Comedy LP's & Folk Music** aired in regular programming. New records are selected for air-play by committee of station personnel. Approx. 6 new 45's & 15 new LP's programmed each week. Record promotion people are seen Tues. **Gen'l mgr., Ed Wallis. Prog. dir., Jack Williams. Send 2 copies of 45's and 2 copies of LP's to music dir., Ralph Blank, 400 N. Michigan Ave., Chicago, Ill. 60611. Phone: (312) 527-2170.**

WJJD: 50,000 watts. A Plough Inc. Station. **Music format: Country (100%).** Reese Rickarts is director of 3-man news dept. Special equipment: 1 mobile unit. 5-min. news at 55 and headlines at 28 past the hr. **Country Comedy LP's** aired in regular programming. New records are selected for air-play by operations mgr. Station publishes play-list weekly. Approx. 10 new records are programmed each week. Record promotion people are seen M-F. **Gen'l mgr., George Dubinetz. Operations mgr., Chris Lane. Send 3 copies of 45's and 2 copies of LP's to Mr. Lane, 8 S. Michigan Ave., Chicago, Ill. 60603. Phone: (312) 782-5466.**

WJJD-FM: ERP 40,000 watts. **Music format: Country (100%). Simulcast with WJJD except for 5-7 a.m. & 8-10 p.m.**

WLNR-FM: ERP 1,000 watts. Illiana F. M. Broadcasters, Inc. **Music format: Pop Standard (85%)-Conservative (15%).** Special programming: Thornton Township and Thornridge high schools basketball in season. "The Dutch Program," news, views, interviews and music of Holland, 9-10 p.m. Tues. & Thurs. "Rebel Roundtable" and "Gadfly," high school topics discussion show with Jeanine Bunnes, 8:05-8:30 p.m. every other Thurs. Bill Gaines is director of 2-man news dept. 5-min. news on the hr. **Folk Music** programmed occasionally. New records are selected for air-play by gen'l mgr. & prog. dir. 15-20 new records are programmed each week. Record promotion people are seen Mon. & Thurs. **Gen'l mgr., Gordon D. Boss. Prog. dir., Rita A. Vann. Send 1 copy of LP's to Miss Vann, 2915 Bernice Rd., Lansing, Ill. 60438. Phone: (312) 474-7626.**

WLS: 50,000 watts. ABC affiliate. **Music format: Contemporary (100%).** Editorializes occasionally. Special programming: "Breakfast Club," with Don McNeil, 10-11 a.m. M-F. "Farm Special," featuring general agricultural news with Tom Fours (Capt. Stubby) and Chuck Bill, 5-6 a.m. M-F. Television outlet is WBKB-TV, channel 7. Harold Salzman is director of 5-man news dept. 5-min. news at 55 and headlines at 25 past the hr. All ABC newscasts & commentary carried. **Comedy LP's & Folk Music** included in regular programming. New records are selected for air-play by prog. dir. Station publishes play-list weekly. Approx. 10 new records are programmed each week. Record promotion people are seen Tues. & Wed. **Gen'l mgr., Ralph Beaudin. Prog. dir., Clark Weber. Send 3 copies of 45's and 1 copy of LP's to Mr. Weber, 360 N. Michigan Ave., Chicago, Ill. 60601. Phone: (312) 782-2002.**

WLS-FM: ERP 20,000 watts. ABC affiliate. **Music format: Standard (100%).** Editorializes occasionally. Special programming: Various high school, Big Ten and semi-pro sports in season. All programming noon to midnight is in stereo. New records are selected for air-play by prog. dir. Record promotion people are seen Tues. & Wed. **Station mgr., Harvey Wittenburg. Prog. dir., Tony Bravine. Send 1 stereo copy of LP's to Mr. Wittenburg, 360 N. Michigan Ave., Chicago, Ill. 60601. Phone: (312) 782-2002.**

WMAQ: 50,000 watts. NBC affiliate. **Music format: Contemporary (50%)-Pop Standard (50%).** Special programming: "Jack Eigen Show," guest interviews and commentary, 10:30 p.m.-1 a.m. M-F. Television outlet is WMAQ-TV, channel 5. Bill Corley is director of 70-man combination radio & TV news dept. 5-min. news on the hr. headlines at 27 and 57 past the hr. In-depth newscasts 4 times daily. **Folk Music** aired in regular programming. New records are selected for air-play by prog. dir., research of local retailers and trade papers. Record promotion people are seen M-F. **Gen'l mgr., Mark Olds. Prog. dir., Glenn Bell. Send 4 copies of 45's and 4 copies of LP's to Mr. Bell, Merchandise Mart, Chicago, Ill. 60654. Phone: (312) 644-8300.**

WMAQ-FM: ERP 24,000 watts. **Simulcast with WMAQ.**

WMPP: 1,000 watts. Independent. **Music format: Rhythm & Blues (70%)-Contemporary (30%).** Editorializes 8 times daily. James Frazier is director of 3-man news dept. Special equipment: 2 ATC equipped mobile units. 5-min. in regular programming. New records are selected for air-play by ass't. prog. dir. Station publishes play-list twice a month. Approx. 30 new records are programmed every 2 weeks. Record promotion people are seen M-F. **Gen'l mgr., Allen Wheeler. Prog. dir., Eddie Holland. Send 4 copies of 45's and 2 copies of LP's to ass't. prog. dir., James Frazier, Lincoln H'wy at Ellis Ave., E. Chicago, Ill. Phone: (312) 758-1400.**

WNIB-FM: ERP 11,000 watts. Independent. **Music format: Classical (95%)-Jazz (5%).** Comedy LP's are featured on the "Dick Buckley Jazz Show." New records are selected for air-play by prog. dir. Approx. 10-20 new LP's are programmed each week. Record promotion people are seen M-F. **Gen'l mgr., William C. Florian. Prog. dir., Sonia Atzeff. Send 1 copy of LP's to Miss Atzeff, 2 N. Riverside Plaza, Chicago, Ill. 60606. Phone: (312) AN 3-5252.**

WNMP: 1,000 watts. Independent. **Music format: Conservative (100%).** Special programming: Northwestern Univ. football in season. "Capitol Comment," politically prominent guests interviews by Charles Cleveland, 4:05-4:30 p.m. Sat. Bill Churchill is director of news dept. 5-min. news on the hr. headlines on the half hr. during drive-time. New records are selected for air-play by music dir. 5-10 new records are programmed each week. Record promotion people are seen M-F. **Station mgr. & prog. dir., Sid Roberts. Music dir., Henry Baskin. Send 2 copies of LP's to Mr. Baskin, 1710 Orrington Ave., Evanston, Ill. 60201. Phone: (312) 475-1590.**

WNUS: 5,000 watts. A McLendon Station. **Music format: News (100%).** Editorializes weekly. Larry Webb is director of 17-man news dept. Special equipment: World's first lighted traveling news sign news-cruiser presenting visual news. **Gen'l mgr., Jack Fiedler. Address: 230 N. Michigan Ave., Chicago, Ill. 60601. Phone: (312) 726-1566.**

WNUS-FM: ERP 36,000 watts. **Simulcast with WNUS.**

WNWC-FM: ERP 1,000 watts. Independent. **Music format: Contemporary (50%)-Pop Standard (50%).** Special programming: Local high school football & basketball in season. "The Trading Post," with Jim Vincent listing items for sale or trade, 9:30-10 a.m. & 3:05-3:30 p.m. M-Sat. Fred Barton is director of 2-man news dept. Special equipment: Hot-Line telephones and Marti-equipped mobile unit. 5-min. news on the hr. 2 15-min. newscasts a day. Cuts from **Comedy LP's** programmed occasionally. **Folk Music** aired on the "George Carl Show," 9 p.m.-mid. New records are selected for air-play by gen'l mgr., music dir. and individual DJ. 20-30 new records are programmed each week. Record promotion people are seen M-F. **Gen'l mgr. and prog. dir., Wayne H. Smith. Send 1 copy each of 45's and LP's to Mr. Smith, 2108 N. State St., Arlington Heights, Ill. 60004. Phone: (312) 259-1030.**

WSBC: 1,000 watts. Independent. **Music format: Foreign Language (95%)-Negro-Oriented (5%).** Special programming: Mexican, 6 a.m., Polish-International, 7 a.m., Bohemian, 8:30 a.m., Italian, 10 a.m. & 8 p.m. Latin American, 2 p.m., Greek, 9 p.m. daily. Jay Alvin is director of 2-man news dept. 5-min. news on the hr. New records are selected for air-play by prog. dir., music dir. and individual DJ. Approx. 25 new foreign language records are programmed each week. Record promotion people are seen Wed. **Gen'l mgr., Louis B. Lee. Prog. dir., Roy J. Bellavia. Send 2 copies of 45's and 3 copies of LP's to Mr. Bellavia, 2400 W. Madison St., Chicago, Ill. 60629. Phone: (312) MO 6-9060.**

WSDM-FM: ERP 75,000 watts. Independent. **Music format: Jazz (75%)-Pop Standard (25%).** FM affiliate of WVON. Cuts from **Comedy LP's** are aired at 40 past every hr. daily. **Folk Music** aired throughout the day. New records are selected for air-play by prog. dir. 5-10 new records are programmed each week. Record promotion people are seen Tues. **Gen'l mgr., Lloyd Webb. Prog. dir., Mickey Shorr. Send 2 copies of 45's and 2 copies of LP's to music dir., Burt Burdeen, 3350 S. Kedzie Ave., Chicago, Ill. 60623. Phone: (312) 847-2600.**

WTAS-FM: ERP 3,000 watts. Independent. **Music format: Standard (100%).** FM affiliate of WCGO. Simulcast all newscasts. Cuts from **Comedy LP's** are programmed throughout the day.

(Continued on page 63)

Radio Press Show Slated for Spain

BARCELONA — The eighth annual World Radio Press Exhibition will be held here Nov. 14, the 41st anniversary of the first broadcasting system in Spain. Last year, 30 countries joined the show with 241 magazines concerning radio and TV entered, according to Secretaria General Pedro Guinart Ferret of the exhibition.

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Radio Outlets Plea for Disks

NEW YORK—New programs create new problems—the immediate lack of records. When the entire format is a new one, the radio station's problem is that much greater. And there are so many radio stations today that record companies miss a lot of them. To put it frankly, "I need better record service than I am getting," said Jan Davidson of WCVP, Box 280, Murphy, N. C., "and I think Billboard is the best way I can get it." The top 40 outlet will air new records.

WCIT of Lima, Ohio, is now programming a "strong format of contemporary music that has already set northwestern Ohio on its ear with all of the big hits of the day," according to program director Bob Duff. "This is a complete change from out original music policy because our radio audience was beginning to get very stale. If you can find any way to get new releases for our air play, please do so."

More and more radio stations are finding it much easier to rely on Billboard's Record Source International for records. For one thing, regardless of what type of programming a radio station features, RSI has a service designed especially for it. In addition, the cost is so nominal — virtually at cost— that even stations with tight budgets can afford it. The benefits of RSI are many, including the fact that selections are based on Billboard's extensive research staff and charts. Too, stations are assured of always having the leading hit records —both albums and singles— directly at hand. For further information, program directors and station managers should contact Don Ovens, Record Source International, Billboard, 165 West 46th Street, New York, N. Y. 10036.

Another top 40 outlet that needs records is KBIX, Box 1608, Muskogee, Okla., and record librarian said, "We're having a lot of trouble in obtaining new releases." WBUG, Box 86, Ridgeland, S. C., needs both singles and albums, said James W. Synnott . . . "In dire need." WNDY - FM, Crawfordsville, Ind., is a college station (Wabash College) that programs to a mass audience and needs top 40 singles, according to general manager Jay Williams Jr.

In the r&b field, Emily Barrett, record librarian for WTUG, Tuscaloosa, Ala., said the station does not receive any r&b albums and would "like very much to get them."

So many stations are switching to country music formats lately that the list of stations who need country music records is fairly long. Bob Henseler, who handles "Country Western Hoedown" for WVHC-FM of Hofstra University, Hempstead, Long Island, N. Y., said the school outlet has only a small budget and needs country records badly. "Appreciate anything you can do. We need both albums and singles . . . old or new . . . anything."

Weldon Rogers, who recently joined the air staff at Medford, Ore.'s all-new country station, KSHA, said, "We are in need of all the country records we can get." KFRM in Salina, Kan., is a new country outlet that needs country records desperately, according to Harry Peebles, head of the Harry Peebles Agency, Wichita, Kan.

STORY BEHIND THE SONG

By JACK BURTON

They'll tell you in Tin Pan Alley you never know where you're likely to find an idea for a song and Johnny Marks, for one, will swear to its truth. He stumbled upon the idea for his biggest hit in, of all places, a Montgomery Ward Christmas Give-away circular: A children's fable written by Robert L. May in 1939.

But when Marks tried to sell the song, there were no Santa Clauses waiting for him in the music publishing offices. So he invested $30,000 of his own money in the St. Nicholas Music Co., published and exploited the song himself, and found his Christmas stocking full of greenbacks in 1952 when a Gene Autry recording alone sold two million records.

So now, when it comes time to light the giant Christmas tree in Rockefeller Center, New York, and "Rudolph the Red-Nosed Reindeer" travels the nation's airwaves, the publishers that turned thumbs down on the song gather around a wailing wall near the statue of Prometheus.

STATIONS BY FORMAT

• Continued from page 62

Folk Music aired occasionally. New records are selected for air-play by prog. dir. Approx. 20 new records are programmed each week. Record promotion people are seen M-F. **Gen'l mgr. and prog. dir., Anthony Santucci. Send 1 stereo copy of LP's to Mr. Santucci, 119 Olympia Plaza, Chicago Heights, Ill. 60411. Phone: (312) SK 6-6100.**

WVON: 1,000 watts. Independent. **Music format: Rhythm & Blues (90%)-Gospel (10%).** Editorializes 10 times daily. Special programming: "The Hot Line," guest interviews and audience call-in, hosted by Wesley South, 11 p.m.-midnight, M.-F. Roy Wood is director of 3-man news dept. Special equipment: 2 mobile units. 5-min. news on the hr. headlines on the half hr. New records are selected for air-play by committee of station personnel and research of local retailers. 8-10 new records are programmed each week. Record promotion people are seen Mon. p.m., Tues. all day. **Gen'l mgr., Lloyd Webb. Prog. dir., E. Rodney Jones. Send 3 copies of 45's and 2 copies of LP's to Mr. Jones, 3350 S. Kedzie Ave., Chicago, Ill. 60623. Phone: (312) 847-2600.**

WXRT-FM: ERP 55,000 watts. Independent. **Music format: Pop Standard (50%)-Foreign Language (50%).** FM affiliate of WSBC. Simulcast part of day. Jay Michaels is director of 2-man news dept. 5-min. news on the hr. **Comedy LP's** featured on "The Comedy Corner" show. New records are selected for air-play by prog. dir. Approx. 25 new records are programmed each week. Record promotion people are seen Wed. **Gen'l mgr., Louis B. Lee. Prog. dir., Roy J. Bellavia. Send 3 copies of 45's and 3 copies of LP's to Mr. Bellavia, 2400 W. Madison St., Chicago, Ill. 60629. Phone: (312) MO 6-9060.**

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
Oct. 17, 1960

1. Save the Last Dance for Me, Drifters, Atlantic
2. My Heart Has a Mind of It's Own, Connie Francis, MGM
3. Chain Gang, Sam Cooke, RCA Victor
4. I Want To Be Wanted, Brenda Lee, Decca
5. Twist, Chubby Checker, Parkway
6. Devil or Angel, Bobby Vee, Liberty
7. Mr. Custer, Larry Verne, Era
8. A Million to One, Jimmy Charles, Promo
9. So Sad, Everly Brothers, Warner Bros.
10. It's Now or Never, Elvis Presley, RCA Victor

POP SINGLES—10 Years Ago
Oct. 15, 1955

1. Yellow Rose of Texas, Mitch Miller, Columbia
2. Love Is a Many-Splendored Thing, Four Aces, Decca
3. Autumn Leaves, Roger Williams, Kapp
4. Moments to Remember, Four Lads, Columbia
5. Ain't That a Shame, Pat Boone, Dot
6. Tina Marie, Perry Como, RCA Victor
7. Shifting Whispering Sands, Billy Vaughn, Dot
8. Bible Tells Me So, Don Cornell, Coral
9. Black Denim Trousers, Cheers, Capitol
10. Seventeen, Fontane Sisters, Dot

R&B SINGLES—5 Years Ago
Oct. 17, 1960

1. Kiddio, Brook Benton, Mercury
2. Chain Gang, Sam Cooke, RCA Victor
3. Fool in Love, Ike and Tina Turner, Sue
4. Georgia on My Mind, Ray Charles, ABC Paramount
5. Save the Last Dance for Me, The Drifters, Atlantic
6. The Twist, Chubby Checker, Parkway
7. My Dearest Darling, Etta James, Arto
8. Three Nights a Week, Fats Domino, Imperial
9. Stay, Maurice Williams, Herald
10. A Million to One, Jimmy Charles, Promo

POP LP's—5 Years Ago
Oct. 17, 1960

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

Country Stereo Proves Success

• Continued from page 60

said Gardner. "For the last two years, we've been fourth, according to Pulse, . . . out of 11 stations in the market." The stereo country music has been accepted so well that the station is now thinking about also simulcasting in stereo from 10 a.m. until the AM operation goes off the air.

All of the stereo programming is from albums, therefore Gardner feels his station is more middle-of-the-road country music in nature than Top 40. However, the station does publish a Top 40 list every two weeks for promotion. New country artists get special treatment. A different album is featured each day.

One of the strongest drives the station has is to obtain more teen-age listeners and "more and more teen-agers are listening because of our live country music shows," Gardner said. The station promotes shows once a month. An Oct. 9 show featured Hank Williams Jr., Jean Shepard, and Claude King. A November show will star Don Bowman, Bonnie Owens and Merle Haggard.

In co-operation with the radio station, Utah Gov. Calvin L. Rampton last week proclaimed October as Country Music Month in the State.

'Let's Go-Go' Debuts in N. Y.

NEW YORK—"Let's Go-Go," a syndicated bandstand TV show, premiered in this market on WOR-TV Sunday (3). Featured record artists were Bobby Rydell, Roy Head and the Palace Guards. Host Sam Riddle left his six-day KHJ radio slot in Los Angeles to concentrate on his TV shows, which include "9th Street West," a local bandstand show, and "Hollywood A Go-Go," a syndicated show. KHJ-TV Los Angeles, is the point of origin. One of the first deejays hired when the station went Top 40 last spring, Riddle is still pencilled in for a Saturday radio stint on the outlet.

A typical teen-age-aimed product, "Let's Go-Go" not only featured a performance by Rydell, but plugged his new "Somebody Loves You" album heavily. Head's singing-dancing for his hit "Treat Her Right" was entertainment dynamite.

KOL Pact With Vance Is Valid

SEATTLE — Tommy Vance, disk jockey at KOL-Radio, was restrained by Superior Judge Donald L. Gaines Sept. 30 from working for any western Washington radio station other than KOL until his contract expires.

Gaines ruled that the station had a valid contract with Vance, whose real name is Richard Hope-Weston. Vance had sued his employer for $100,000, contending KOL breached its contract by refusing to release him to a Los Angeles station.

Vance has subsequently made guest appearances with KOL's rival rock 'n' roll station, KJR. The court was told that KOL is willing to take Vance back, but that he is not willing to return to work there.

All-Girl Staff Aired at WRPL

CHARLOTTE, N. C.—Radio Station WRPL has switched to soft music and an all-woman disk jockey staff. Owner R. A. Lyon of Wadesboro announced the change from a format that had been mostly rock 'n' roll.

The four DJ's are Diane Fredericks, who came here from Chicago; Ann Gamble, formerly of Munich, Germany; Jeanie Grant of Long Island, N. Y., and Marilyn Ford of Hendersonville, N. C. "We think there is a need for this type of station here," said owner Lyon. The station will beam 6 a.m. until 6:30 p.m. every day.

Lyon said the four deejays were selected from 50 who were tested and that each has passed examination for third-class engineer's licenses which gives them authority to operate the technical equipment.

Talent Showcase

TORONTO, Ont.—"Talent in Toronto" is a weekly showcase for hopeful singers aired at 11 p.m. Sundays on radio Station CHUM here. Local talent who'd like to audition for the show should write care of the program, CHUM radio station, 1331 Yonge Street, Toronto 7, Ont., Canada.

KING Bows Two Listener Services

SEATTLE — Two new listener services launched by radio Station KING here should boost record sales in the area. First, the station began a telephone service Tuesday (5) to provide title, artist, and record number of any tune played.

The outlet also has a new contemporary album survey which lists the 50 top albums each week and a pick album of the week. The list, compiled from local sales figures and national charts, is announced each Friday on the air. The station bases its playlist on this weekly survey.

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Wide Selection of New Items Will Debut at Miami Show

By RAY BRACK

MIAMI—The industry's informal showing of bulk merchandise during the semi-annual meeting of the board of directors of the National Vendors Association holds much promise this year.

Most major suppliers will show up here at the Hotel Carillon Oct. 16-19 with several exciting new items.

Eppy Charms, for example, will unveil new eye-catching display cards in three day-glow colors. They are called the "Circus Capsule Series" and, according to George Eppy, "are entirely new to the industry. For five- and 10-cent capsule vending, the cards mount 20 assorted items each, "at a new low price that will make operators throughout the country happy.

Eppy will include four of the cards free with each order of a thousand nickel or dime capsules.

The show here will also give many vendors the first look at Eppy's new fruit capsules, released officially last week.

"These capsules will make every machine look like a bowl of fruit," Eppy declared. They come in lemon, lime, orange, plum and apple form, each with a green stem. Four-color displays have been prepared for the item.

Said Eppy: "This item is the result of a $30,000 investment which our company has made to be the first to bring out a new capsule in the last 10 years."

A "big 10" mix by Eppy, also introduced recently, will be among the items exhibited. (See "new products.")

Sidney Eppy will be present at the Carillon with George Eppy to answer questions relevant to the new merchandise.

President Henry Schore of Henal Novelties in Brooklyn has informed Billboard that the firm will exhibit several new items, including a ring-mounted gun that really shoots with spring action and "pop-it" jewel rings with stones that are interchangeable.

Henal will also show the newly introduced "Addams Family" copyrighted charm-buttoning items and adjustable discotheque rings. (See "new products").

"And we'll have several other new items," Schore said. Accompanying Schore to the show will be executive assistant Alex Friedlander.

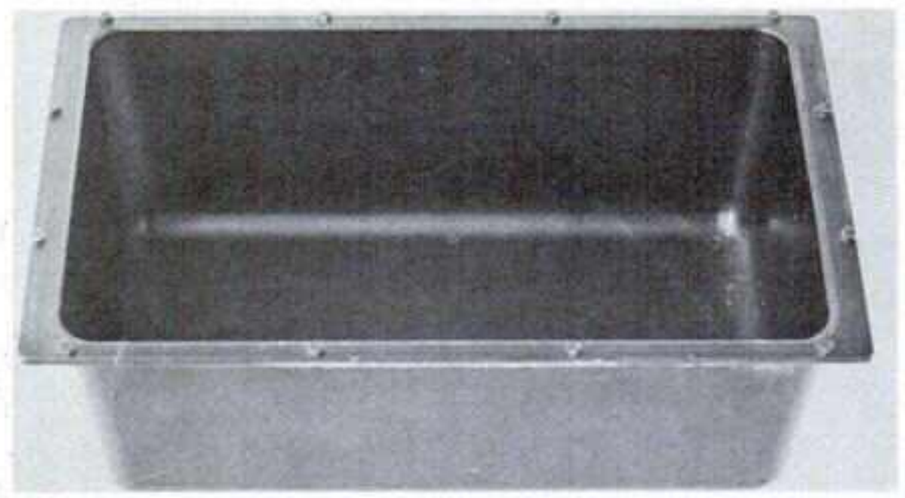
Herb Goldstein, national sales manager for Oak Manufacturing Co., will bring the firm's "Cab-Bak" to the show. The invention permits enlargement of machine capacity to take greater advantage of a hot item on location. (See separate story.)

As reported recently, Macman Enterprises will display two licensed TV charm characters in its suite here at the Carillon.

The Penny King Co., man-

(Continued on page 73)

Oak to Show New Cab-Bak



CAB-BAK. A machine capacity-booster to be shown by Oak Manufacturing Co. at the company's hospitality suite in the Carillon Hotel in Miami following the National Vendors Association board meeting on Oct. 17. Designed to increase the capacity of the Oak cabinet model machine, thus enabling the operator to take advantage of a hot item or outstanding location. Made of aluminum, in colors to match machines, Cab-Bak slides in place of glass panels. Up to three of the boosters may be used. Each increases capacity by 100 additional capsules; 2 pounds additional Century gum or nutmeats; 3 pounds additional 210 or ⅝ gum. Unit may be ordered as part of a new machine or as an accessory for machines on route.

Oak Opening Outlet in Mexico City

LOS ANGELES—Final preparations are being made for the grand opening of the distributorship for Oak Manufacturing Co. by Arq. Alfonso. Y de La Hoz in Mexico City. The distributorship is expected to be one of the most extensive bulk vending operations ever to be launched south of the border.

The event will be attended by Norman Weitzman, Oak's design engineer, and Herb Goldstein, Oak national sales manager. They will fly to Mexico City in the company's private plane.

The new Oak distributor, a veterans of several years in the bulk vending field, is setting up modern facilities in excess of 10,000 square feet of offices and showrooms. Plans call for immediate expansion across Mexico with branch offices to be located in all principal trading centers.

Denver Operators Hit License Fee Injustice

DENVER — Bulk operators who have been hit by the new Denver city license fee, imposed last June, are complaining bitterly because out-of-town and suburban bulk vendors are not required to pay a similar fee on machines located outside the city limits.

Initiated by the Denver city health department, the fee amounts to $50 on 100 or more bulk venders which offer gum or charms, plus a $10 fee for the application under which machines are given a health department clearance, plus another $20 for each employee on the payroll. Thus, an operator with more than 100 machines, operating in the Denvevr area, and with one route serviceman would pay $80.

At a recent meeting, held by the Denver city council in answer to complaints from all types of vending firms, several points were clarified for city fathers. Underlined was the fact that bulk operators in Denver now pay a flat 3 per cent tax on all fill bought and then 2 per cent on sales, reported simultaneously with income computations. The total now makes the Denver area one of the most heavily taxed from the standpoint of bulk vending.

Several Denver bulk operators have voiced approval of a proposal whereby the tax would be paid by the manufacturer of the product, and incorporated in the price, to eliminate bookkeeping.

At least 11 operators in the Denver area fall under the $50 base tax heading, according to a Billboard survey.

THE SPLIT: A SECOND REPORT

Commissions. Last week Billboard initiated a sweeping look at percentages and problems with reports from St. Louis and Minneapolis. Correspondent Earl Paige found 25 per cent the going rate in the region of the Great Arch on the Mississippi. Roy Wirtzfeld turned up some trends toward dangerously high splits in the city where the World Series commenced last week. We focus on Colorado this week. Reporter Bob Latimer found no acute commission problems in the big Denver market; writes that 25 per cent holds sway throughout most of the State. And he tells how the State's operators have been able to hold the line.

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N.W. Deluxe, 1¢ or 5¢ Comb.	12.00
N.W. 10-Col. 1¢ Tab Gum Mach.	18.00
N.W. Model #33, 1¢ Porc. Converted for 100 ct. B.G.	6.50
Atlas 1¢ & 5¢ 100 Ct. Ball Gum.	12.00
Mills 1¢ Tab Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	$ .89
Pistachio Nuts, Jumbo Queen, White	.82
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
Malt-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct.	.34

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Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30

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Distributors to Meet in Miami

MIAMI—A full membership meeting of the National Vending Machine Distributors, Inc., will be held here during the semi-annual meeting of the National Vendors Association board.

Thre group will gather at the Carillon Hotel here at 12:30 p.m. on Oct. 18.

Presiding over the meeting will be organization president Irwin Nable, J. Schoenbach Co., Brooklyn.

Vice-president of the group is Jack Nelson Jr., Logan Distributing Co., Chicago. Bernard K. Bitterman, Bitterman & Son, Kansas City, Mo., is secretary-treasurer.

Organization directors are Moe Mandell, Northwestern Sales & Service, New York; Tom King, King & Co., Chicago; Earl Groutt, Vendall Distributing Co., Minneapolis, and Max Hurvich, Birmingham Vending Co., Birmingham.

According to Bitterman, recognized distributors seeking information about the association may write him at 4711 E. 27th, Kansas City, Mo. 64111.

Antidote for High Commissions: Good Service, Quality Products

By BOB LATIMER

DENVER — Good, dependable service and obvious quality in the products vended are the chief weapons against exorbitant commission demands, according to Frank Thorwald, veteran Denver bulk operator.

Thorwald, who has approximately 1,100 machines operating in Denver, Colorado Springs and Pueblo, pays 25 per cent commission on 95 per cent of his route stops; 20 per cent to the remainder. At no time does he go over the 25 per cent figure, although he is aware that 50 per cent commissions are frequently offered by Johnny-come-lately entrants into the field, or by remotely located operators seeking a few top-notch spots in the Denver area.

I am against any increases whatsoever in the commission structure," Thorwald said. "At 50 per cent it would be practically impossible to earn a living from my business."

He maintains a realistic balance on commissions, for one thing, by "creating the best possible businessman image" with his customers. Out on the routes, he wears a business suit, shirt and tie, while a serviceman accompanies him to do the actual work of cleaning machines, installing fill, emptying the cash box, etc. Thorwald, is invariably a surprise to potential location owners who find that he is a bulk vendor!

Next, he upholds the highest standards of machine cleanliness, uses top quality in every type of fill, pure white paper packaging, clean cloths for machine-wiping down, etc. "I would much rather pay a good spot 25 per cent and make sure that they know they are receiving the best possible quality in every aspect of the game," Thorwald said. "We tell the story of quality everywhere we go; point out that the only way we could pay a higher percentage would be to cut the cost of the fill vended, and in this way, give the customer far less for his money. I use a simple analogy which every location owner finds easy to understand. I point out that the customer pays a higher price for 100 proof liquor, for example, but can get the same item at 90 proof, 80 proof or 70 proof, if he is willing to accept a certain amount of water in the pottage which he eventually buys. Almost without exception, customers agree to go along with higher quality, and the 25 per cent commission."

Satisfaction

Thorwald pointed out a classic example when he landed the 18-store chain of Miller Super Markets in the Denver area a few years ago. Miller's management asked him whether he would pay a 30 per cent commission in return for this plum (formerly occupied by machines which the stores operated themselves). Thorwald's reply was that in order to give the customers real satisfaction for their pennies, quality would have to be held to the same high level which Millers maintains in all their food lines. This was an unalterable argument, and one which landed one of the choicest chains in the entire Rocky Mountain area for Thorwald.

Where operators are face to face with demands for higher percentages, Thorwald feels that his system will always work. He agrees that it would be helpful to form a strong association, with tight-knit resistance toward upped commissions.

Sat Down

There have been instances where Thorwald has purchased small routes, finding that the former operator had paid a 30, 40 or even 50 per cent commission. He made appointments with the owners, sat down and reviewed costs, the average intake of the machines and pointed out that all of his 1,100 units are kept glitteringly clean, thoroughly polished, etc. Even small store owners, hard-pressed for operating funds, saw the light.

Other Denver operators, including Lew Malone, who operates routes even larger than Thorwald, and Don Akin of Continental Music Co. agree. All of these firms adher to the 25 per cent commission maximum, except for a few scattered instances where tremendously

(Continued on page 73)

New Products

This form is designed for the convenience of bulk operators

EPPY

BIG 10 MIX. Apple with Worm (turn apple and worm crawls out), Green Monsters (eyes pop in and out), Pencil Puzzles (fit standard pencils), Cyclops (one blinking eye, painted nose, teeth and lips), Old-Fashioned Clocks (with blinking faces), Chianti Wine Bottles (in baskets just like the Italian real thing), Basketballs (brown with gold seams and laces), Church with Praying People (open the bottom and see all the people), Ball & Cup Game Charm (complete with string and ball), Sassy Buttons (25 clever comebacks). Items available individually or mixed together in one bag.

DOOZIES IN FRUITIES. Copyrighted capsules resembling apple, orange, peach, plum, lemon and lime for 10-cent vending. Each has a green leaf and stem. The "doozies" and "gimmicks" for enclosure in the "fruities" will be introduced at the Miami show. Four free merchandise displays with every thousand filled "fruities."

CIRCUS CAPSULE SERIES. Three-color day-glow display cards for 5 and 10-cent capsule vending. Four different cards come with 20 assorted items mounted on each. Four cards offered free with each order of a thousand nickel or dime capsules.

HENAL NOVELTIES

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POP-IT RINGS. Stones of all shapes and colors that are interchangeable in a variety of ring mountings. Free display with order.

DISCOTHEQUE DANCES. Inspired by Wurlitzer's Arthur Murray discotheque banners. Available as adjustable rings, bracelets and belt decorations. Such dances as the Ska, Monkey, LaBostella, Hully Gully, Frug, Mashed Potato, Swim and Bird.

EPPY: NEW ADDRESS & PHONE NO.

LYNBROOOK, N. Y.—Eppy Charms, Inc., which recently completed transfer of its manufacturing operation from Jamaica, N. Y. to Leominster, Mass., has announced a new mailing address for orders and a new telephone number. Orders should be mailed to the new Eppy warehouse here at 163 Denton Avenue. The zip code is 11563. Two phone numbers are available. Persons dialing from outside the area code region 212 should call (516) LYnbrook 3-2800. Inside the New York area code 212 customers may dial AXtel 7-2900 and be charged only for a local call.

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Mini Books, 1M-10M ..$11 per M
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COIN MACHINE news

THE NEW LOOK IN ARCADES is exemplified by this Kiddie Corral corner in massive amusement zone at Southdale Shopping Center in a Minneapolis suburb. Note the wall murals.

The Space-Age Arcade

Minneapolis Lease Plan

By ROY WIRTZFELD

MINNEAPOLIS—Some 2,500 square feet in showplace Southdale Shopping Center in suburban Edina is devoted to a colorful, coin-operated amusement center.

All equipment in the arcade is leased by the shopping center owner, Dayton Development Co., from Amos and Dan Heilicher's Advance Music Co., under the management of Norman Pink.

As owner, Advance provides services for the basketball, baseball, speedway, hockey, Criss-Cross, Pop-Up, bowling, target and kiddie ride machines. "This is paramount," insists Pink. "The shopping center demands top service, and we assign a serviceman to this location for four hours on Monday, Wednesday and Friday."

Heavy traffic means inevitable wear, "and we stress preventive maintenance," Pink says. "If we detect wear or loosening our man pulls the machine out for repair prior to breakdown. A replacement machine is rushed into place to maintain our level of 30 machines."

Ocelots

The mural-bedecked amusement area features a zoo (with caged guinea pigs, cockatoos, ocelots, honeybears, etc.) and thus attracts kids in high percentage.

"For little kids," Pink observes, "the best rides and devices are those that are animated

(Continued on page 72)

Sacramento Merch'diser

By SAM ABBOTT

SACRAMENTO, Calif.—Leon R. Joseph has turned years of experience in merchandising to wring success out of an exclusive route of coin-operated kiddie rides.

Joseph operates under the name of West Coast Distributing Co. and his routes cover the upper end of the fertile San Joaquin Valley. Although it is a part-time business, he follows through on trouble calls seven ing agent at McClellan Air days a week.

Formerly a civilian purchas- Force Base near here, Joseph started in the kiddie ride busi-

(Continued on page 67)

Market St. Fun Center

By BOB LATIMER

SAN FRANCISCO—Arcade entertainment must be "merchandised" just like any other "product" says Bob Gordon, owner of the big Fun Center on downtown Market Street here.

Operating for more than 12 years on this famous San Francisco shopping thoroughfare, Gordon has introduced many firsts in the arcade concept and his operation flourished so that he has been able to pay one of the highest rents in the nation for his space.

The Fun Center features 30 movie machines, about 25 standard amusement machines, and a dozen specialty varieties. It is jammed through the day and early evening hours, and usually has fair play between midnight and dawn. Market Street, of course, is the favorite with tourists, boulevardiers, sailors and soldiers along with swing-shift employees from a few blocks away.

Gordon builds traffic by going out of his way to cater to his customers' whims. He has leased concessions at the front, which include a quick-service sandwich bar, popular soft drinks, a novelties counter, etc., for players who have only a short amount of time to enjoy pinball competition during their lunch hour. Though the concession occupies a considerable amount of space, the difference in price from removing a few machines is more than made up

(Continued on page 67)

WHITHER THE OLD ARCADE?

The neighborhood movie house isn't extinct—and neither is the penny arcade. Both have found reincarnation in suburban shopping centers (sans the penny in the case of the arcade, of course). Tossing away the old book on arcade operation, merchandising-minded coinmen have moved into the shopping hubs with new ideas, new machines—and are reaping new profits. We present here a three-pronged report on the arcade face lift.

New York Ops, Proprietors In Back-to-Back Meetings

SYRACUSE, N. Y.—Empire State coin machine operators will be able to talk shop with location owners Tuesday (19) when the New York State Coin Machine Association holds its annual meeting at the Syracuse Hotel here.

The meeting, which kicks off with a 1 a.m. luncheon, is slated to end late that afternoon. Following the coinmen conclave, the New York State Restaurant Liquor Association holds its annual convention in the same hotel.

Operators are invited to attend the banquet and cocktail party of the tavern owner group. Many are expected to stay over, entertain their location owners, woo prospects, and discuss operator-location owner relations.

Admission Tax

Top spot on the agenda will be a discussion of the New York State sales and admission tax. The status of the juke box with regard to the admissions tax is somewhat fuzzy.

The current law reads that an

(Continued on page 72)

Wurlitzer Introduces Its 3000 Series

NORTH TONAWANDA, N. Y.—The World Series and the new Wurlitzer were vying for the attention of the trade early this week, with the clean-lined coin-operated phonograph copping a decided edge in interest.

Unveiled to Wurlitzer distributors from around the world at a late September meet in Montreal, three new 3000 series models go on view before the world's operators beginning today (11) in what has come to be called "Wurlitzer Week."

To the distributor gathering in the swank Salon Duluth of the Queen Elizabeth Hotel in Montreal, Wurlitzer sales manager Robert H. Bear declared, "We have created a phonograph that encompasses the most eye-catching and play-appealing design in our history," as the new models were wheeled on stage.

The 3000 series embraces a 200-selection (Model 3000), 100-selection (Model 3010) and a special discotheque unit (Model 3000-8).

Nurtured

The new series is a striking departure in cabinet design from the 2900 line. The new look, highlighted by bold, horizontal front strips of stainless steel and a pastel-blue translucent name panel, is said by company officials to have been "planned, nurtured and brought to completion over a period of many months."

Options offered with the 3000 series are the "Top Tunes" feature (incorporating a half-dollar play selector called "The Golden Bar") and Little LP Album play.

MUSIC TO DANCE BY

For its Discotheque dance promotion the Wurlitzer Co. has engaged the Arthur Murray Studios to select special music for the go-go dance forms. In collaboration with Wurlitzer two volumes of dance tunes have been released, the first by Columbia and the second by RCA Victor. A third volume is in presentation. Each release includes 10 disks (60 tunes). Half a dozen record companies are being considered for the preparation of Vol. III, according to Wurlitzer advertising and promotion manager A. D. Palmer.

The discotheque model, for which two large, exterior, matched speakers are available from the company, will play the special Wurlitzer library of discotheque music, with a special switch to convert to standard pop single and Little LP play.

To complement this model, Wurlitzer offers a location dance PROMO PAK, with wall posters, napkins, table tents and window signs promoting new dance forms and the company's consultation link with the Arthur Murray Dance Studios.

The 3000 series sound system has been supplemented by two additional tweeter speakers positioned behind matching grilles flanking the location personalization panel.

Identical cabinets house each model, with Model 3000 weighing in at 378 pounds, 28 pounds heavier than its 2900 counterpart. The additional weight is due to extra metal trim and new overlay wood panels on the flanks of the cabinet. These panels of ¾-inch chipboard faced in Panelyte are in addition to the ¾-inch plywood panel standard on the 2900 series.

(Continued on page 72)

"A JOLLY GOOD JUKE BOX, I'D SAY," exclaims WCFL air personality Paul Michael (first British import to Chicago radio), upon discovering the new Wurlitzer 3000 in the showrooms at National Coin Machine Exchange.

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MODEL T AND SATELLITE rides on route of Leon Joseph of West Coast Distributing Co., Sacramento, Calif., are located—of all places—in the garden section of a large shopping center supermarket.

MERCHANDISING DISCIPLE LEON R. JOSEPH, owner of West Coast Distributing Co., also advocates indoor siting of rides, such as this Space Capsule at a Payless store in the upper San Joaquin Valley.

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EXPERT ANALYSIS Where the new markets are showing up. How the traditional markets look.	OCT. 23	OCT. 13
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SAY YOU SAW IT IN BILLBOARD

Minn. Lease Plan

• Continued from page 66

in some way and have sound and pictures."

Recently Advance added bells to its coin-operated fire engines per this theory and "play picked up right away. We've also added our own tape recordings of music for the carousel ride and recorded sound effects for the space rides. These little touches mean profit."

Because an Edina ordinance prohibits five-ball pinball games where children gather, Pink says "we are continually looking for new games that meet the requirements for stimulation and amusement. We have the reputation of having the newest and most interesting collection of kid attractions, and we want to keep it."

Making Money

Teen-agers find their fun in the center, too. Real hits with this group are the 25-cent auto-photo and 50-cent auto-voice machines (the only machines Advance doesn't lease to the shopping center).

Pink asserts that the operation is profitable, despite the great investment in service and new equipment.

"It works this way," he said. "During the winter, when there is less kid traffic, the shopping center grosses just about what it pays us in leasing fees. But during the spring and summer, use of the machines picks up and they wind up the year making money."

From the standpoint of Advance, Pink said, "The seasons are just reversed. When the machines are busy during the spring and summer, we don't do much better than break even. But the fall and winter more than compensate."

Sacramento Merch.

• Continued from page 66

ness 13 years ago. He has added to his route, upgraded his locations in bowling alleys, shopping centers and similar spots, and today makes a fine income.

Model T's

The operation includes kiddie rides of just about every description. He has elephants, reindeer, Merry-Go-Round, Whirly Birds, single horses, Model T's, Satellites and recently added a number of Space Capsules. Newer types of kiddie rides are earning well, but Joseph still puts his faith and confidence on the horse. "Kids never get enough of horses."

Joseph observes that rides located inside a building bring more revenue and suffer less abuse. 'In the store, the kids can be watched by the mother or calmed down by the store-owner or clerk if they get too rough," he points out.

Joseph recalls that when he first studied the field, he talked with operators and location owners and was told that the main thing he had to offer was service.

Merchandising, even of kiddie rides, has always been one of Joseph's strong points. He has managed several retail stores during his long business career.

"The merchandising of kiddie rides is little different from what I practiced in my dry goods career. The product still must have appeal," he says. Joseph feels that ride manufacturers are not putting as much action into kiddie rides as they could and should. He recalls the Buckaroo of some 10 years ago as a good action ride, with trotting and bucking movements that the kids liked.

O'Donnell to Address S. C. Convention

COLUMBIA, S. C.—Bill O'Donnell, president of Bally Manufacturing Co., Chicago, will be a featured speaker at the 1965 convention of the South Carolina Operators Association here Oct. 24.

The convention opens Oct. 23 with a gala banquet, prizes and entertainment.

Exhibits will be located at the Columbia Township Auditorium here. A number of major equipment manufacturers and suppliers will be on hand.

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Tournament	910	Falcon	250
Cadillac	825	Five Star	325
		Handicap	225
		Tip Top	275

Williams Five Ball Games		Gottlieb Five Ball Games	
Double Barrel	$135	Square Head	$235
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ZOA Planning Giant Stuttgart Trade Show

By OMER ANDERSON

COLOGNE — West Germany's Central Organization of Coin Machine Operations (ZOA) has planning underway for a mammoth coin machine trade fair next spring in Stuttgart.

The Stuttgart exhibition will be the biggest thing of its kind ever attempted by the German coin machine industry. It will emphasize the operating side of the industry on the theory that "the operator is the key to industry success everywhere."

Chief of the general staff planning the exhibition is Hasso Loeffler, president of the ZOA and a leading figure in European operator circles. Loeffler's constant calm counseling of operators to "look inward—examine our own faults" has earned him the accolade of European operators' senior statesman.

Start From Zero

Loeffler's staff visualizes the Stuttgart fair as a showcase for the enormous success achieved by the German trade and industry in the last decade. Starting from zero after the war, the Germans have built Europe's strong industry.

A main feature of the fair will be international participation. Special effort will be exerted to get large American participation by both manufacturers and operators.

Invite MOA

Loeffler would like to have major participation by ZOA's American counterpart, the Music Operators of America (MOA). The German trade leader believes in cross-fertilization of ideas, which will be a major purpose of the fair.

The German trade is pressing an international exchange of operating information and ideas on the theory techniques, systems and methods may be even more important than equipment in producing operator profits.

There is strong interest among operators here in scheduling a series of international operator seminars to be held in connection with the fair. These seminars would air problems of common global operator interest.

Old Problems

As one of Loeffler's officials said, "New equipment is tremendously important, of course. But the best equipment doesn't solve problems of taxation, of discriminatory city ordinances, of excessive record costs — all of the familiar old problems which operators everywhere hold in common."

For example, there is great interest here in the growing use of radio-controlled servicing now being used in the U. S. On the other hand, U. S. operators would be interested in the experience gained in Europe with film juke boxes, an old world export to the new.

Most U. S. operators would find the economics of German coin machine operating a most fascinating subject since the German operator must pay a music copyright fee, a turnover tax, and state and local fees.

Potential Markets

There are plans, too, for participation by African and Latin American coin machine operators on a fairly large scale. These areas, along with Asia, are envisioned as the largest potential markets for German coin machine equipment.

A promising market for German equipment is being developed in Africa, and in Latin America German equipment is competing on even terms or better with U. S. equipment. Strengthening of bonds between operators in these areas and their German counterparts will help the sale of German equipment, it is believed.

This points to the fact that, in Germany as in the U. S., the operator is regarded as the pillar of the trade, and emphasis is on selling to operators rather than to locations.

ROCK-OLA EXECUTIVE VICE-PRESIDENT E. G. DORIS (third from left) visits with executives of Sega Enterprises, Ltd., the firm's Japanese distributor headquarters in Tokyo. Officials include John Kano, operations manager; Ray Lemair, director of production; Dick Stewart, president; Irving Brumberg, a coin machine industry veteran; and Paul Yuan, sales manager. Sega operates in 2,500 locations.

JAPANESE STUDENTS dance American style to music from a batch of new Rock-Ola phonographs in Tokyo. E. G. Doris estimated the Japanese juke box market at $10,000,000, following a visit to his distributor, Sega Enterprises, Ltd. recently.

Italian Firms Would Like To Produce Combo Juke Box

MILAN—U. S. distributor David Rosen has met with two major precision manufacturing firms here in talks regarding manufacture of the Rosen-innovated Filmotheque-Discotheque machine.

An adaptation of the Cinebox film projector unit, for which Rosen holds U. S. distribution rights, the combination machine plays 40 musical films and up to 200 phonograph records. Recently formulated plans call for addition of "animation" with the records as well.

Angelo Bottani, president of the firm which manufactures Cinebox, is reportedly eager that the combination be manufactured in Europe. Rosen is said to be considering proposals for U. S. manufacture also. He will reportedly defer a decision on the matter until a "streamlined" model of the Cinebox unit is shipped to his headquarters in Philadelphia for examination by his engineers.

The new Cinebox, produced by Bottani's International Phonovision Society here, follows Rosen specifications for accommodating a juke box mechanism with the film projector. The unit has been described as "resembling a piece of decorative furniture."

The "final step" before decision on a manufacturer, Rosen said, "will be tests by my engineers to make certain that the newly designed machine will accommodate every type of juke box mechanism. The new look in Filmotheque-Discotheque must not obsolete any juke box mechanism, regardless of make or age."

The machines are leased or sold, with or without the juke box mechanism, with instructions for installation of a mechanism by the operator.

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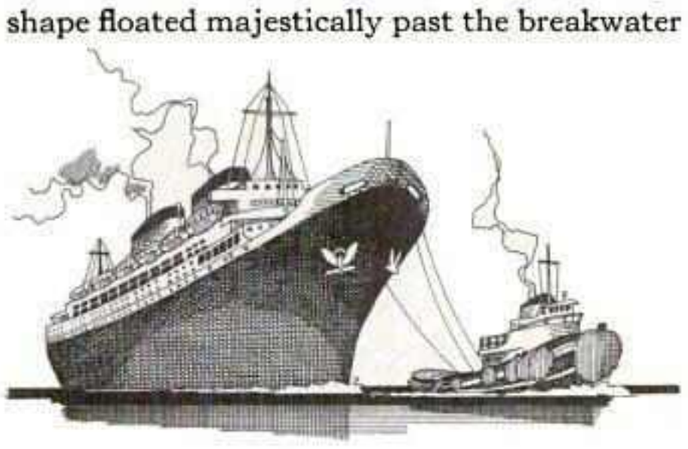
Mr. Music Master

May 29th, 1935 was a day to remember.

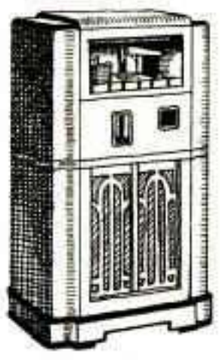
It hadn't been a day for many hours when, in the harbor at Le Havre, France, a huge shape floated majestically past the breakwater



and headed out to sea . . . the Normandie, an engineering miracle . . . the biggest ship ever floated . . . was on her maiden voyage.

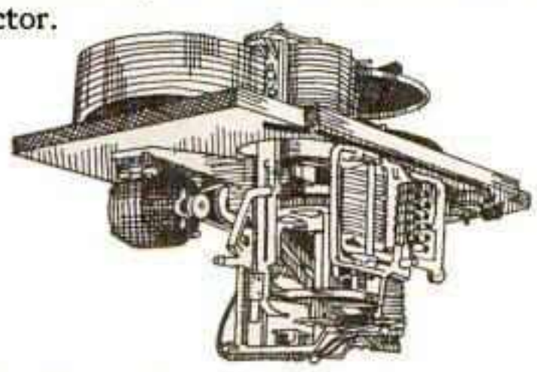
This day was a tribute to man's mastery of challenge . . . the dawn of a new era in human achievement, and a salute to the determined efforts of many over a long period of time.

Meanwhile, in Chicago, David C. Rockola was launching a miracle of his own . . . a music marvel that, too, was a long time emerging and the result of many months of painstaking engineering perfection.



The result was the Rock-Ola Multi-Selector . . . a machine so unique that it was destined to leave an indelible mark in the coin machine industry.

David C. Rockola loved simplicity . . . it was kind of a thing with him. That's the way it had been with all Rock-Ola products, and that's the way it was with the new Multi-Selector.



Like the mechanism that was so quiet that you had to look to see if it was playing, and so foolproof that there was nothing to go wrong . . . nothing to jam . . . nothing to stick.

Or, take the 2-ounce pick-up . . . 50% lighter than any ever built at that time . . . resulting in better tone, less record damage and more plays for more profit.

While FDR was rejuvenating the economy with alphabetical cures like NRA, NYA, CCC, PWA and fireside chats, David C. Rockola threw away the book on phonographs and started coming up with startling new thinking.

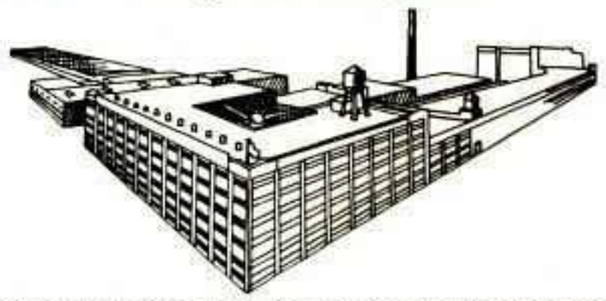
He invented a new and exclusive tone diffuser . . . the isolated tone chamber; a new idea in crystal pick-ups with full wave reproduction; a new high fidelity amplifier; new types of tubes and a super power speaker.

To eliminate cabinet resonance, the Multi-Selector was equipped with two separate baffle boards, each insulated from the other and from the cabinet with rubber.

High fidelity reproduction was achieved by a new idea in amplifiers which eliminated the distortion from transformer coupling. Frequency response was flat from 20 to 10,000 cycles . . . more than enough for existing records.

A conventional 6A6 tube was used preceding two revolutionary 6B5 output tubes in a resistance coupled push-pull circuit that produced tremendous power with no distortion.

For the first time, a complete coin operated phonograph was being produced under one roof . . . thanks to the extensive woodworking facilities in the huge Rock-Ola plant.



Unheard of beauty in phonograph cabinetry was sculptured from walnut, rosewood inlays and expensive veneers; fortified by kiln dried lumber, mortising and crossbracing . . . then hand rubbed to a brilliant finish.

Yes sir, David C. Rockola had made quite a splash in the phonograph business.

So much so that his bustling, mechanized Kedzie Avenue plant was setting unheard of records of phonograph production in the industry.

This all happened 30 years ago . . . but it might well have been yesterday as far as phonograph innovations and engineering excellence are concerned.

This same basic thread of simplicity and performance has needled its way through Rock-Ola progress through the years, and today has resulted in phonographs of enduring quality and trouble-free operation . . . Grand Prix II, Starlet and Princess Royal.

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Say You Saw It in Billboard

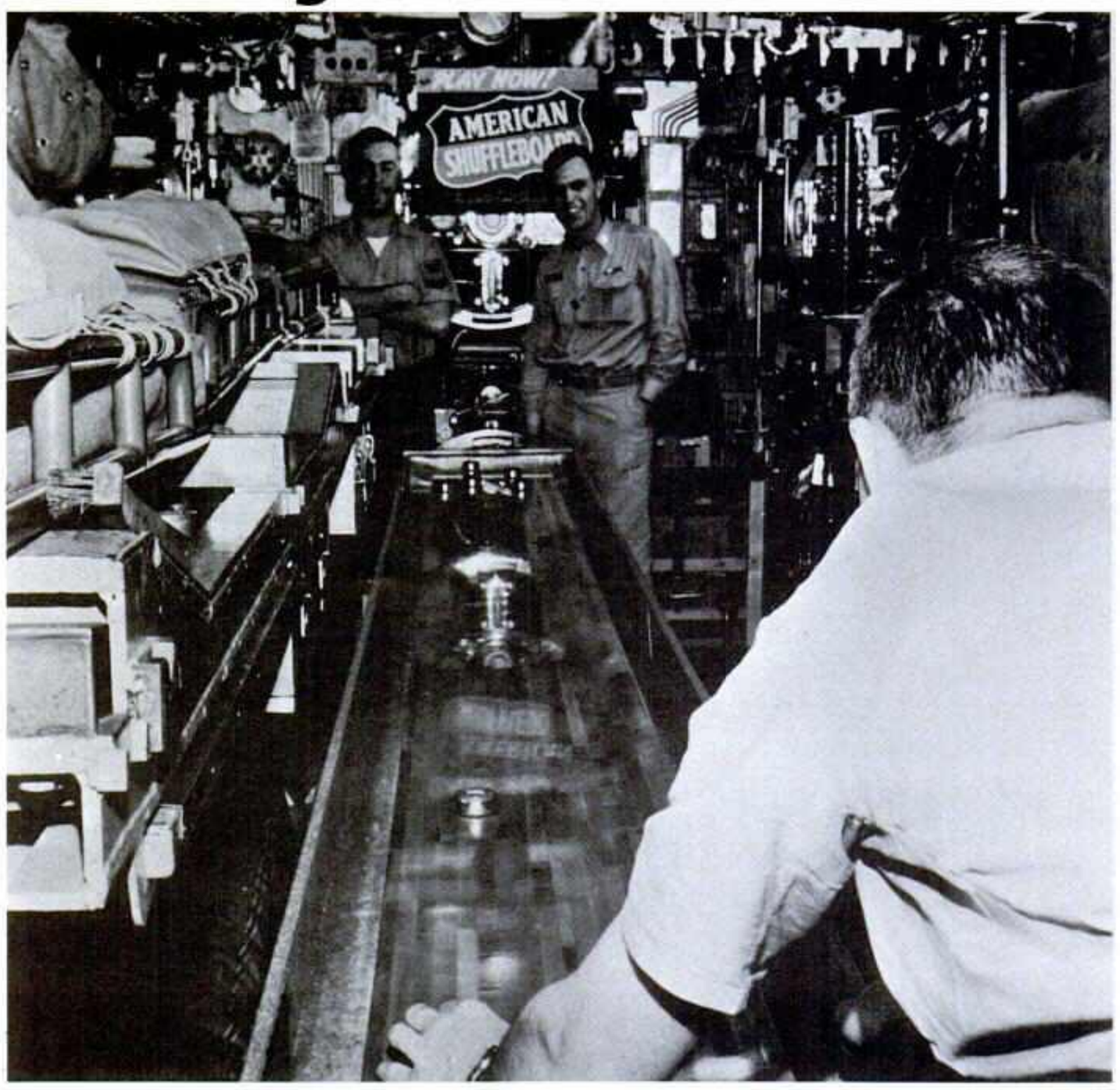
Shuffleboard 'League' Under the Sea

By RAY BRACK

GROTON, Conn. — Somewhere in the depths of the Arctic Ocean the crew of the Polaris submarine U.S.S. Theodore Roosevelt crowded around their skipper, Capt. David Sims. The submariners watched Sims tensely. All was quiet aboard the craft save for the whine of machinery.

How would the skipper perform?

Sims, bending from the waist, leaned forward slowly over a long lane of polished wood and let loose a southpaw shuffleboard shot. As the puck sped toward its goal the mighty sub lurched and a cheer went up from the crew. The captain's puck had gone into the gutter. A crew member had just defeated the skipper to become champion in the world's first underwater shuffleboard tournament.



CAPT. DAVID SIMS of Polaris submarine U.S.S. Theodore Roosevelt lets fly shot during the "world's first underwater shuffleboard tournament."

27-Inch Hatch

"I'll swear the helmsman had a bet on the game," Sims was to jest in a later conversation with Sol Lipkin, sales executive with American Shuffleboard Co. of Union City, N. J., the firm which placed a 22-foot shuffleboard aboard the submarine. American has supplied similar equipment for many naval vessels and military posts in addition to meeting the healthy demand of the coin-op market in the U. S., Canada and elsewhere.

"It was quite a trick getting that shuffleboard aboard the Theodore Roosevelt," Lipkin recalled. "We had to cut down that 22-foot unit into sections that would pass through a 27-inch hatch.

"In the sub the shuffleboard was mounted on a torpedo rack, where it could be raised when not in use and lowered for recreation periods."

Lipkin recalled having asked skipper Sims what would happen if the tube should be needed during the voyage.

"We'd fire the shuffleboard right out the tube," Sims is said to have answered.

Formerly on the athletics coaching staff at Annapolis, Sims was familiar with the amusement potential of shuffleboards when he assumed his sub command. Facing an extended undersea voyage, he called on American Shuffleboard to supplement the conventional amusements provided aboard the sub.

Sims was aware that nearly a million persons annually had been participating in shuffleboard tournaments around the country. And perhaps even more important (because sub space problems precluded activity for the entire crew simultaneously) he knew that shuffleboard tournaments had been televised locally with good response—attesting

(Continued on page 75)

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Mutoscope Lord's Prayer	145.00
Pokerino	125.00
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Watch for these Special IMPACT LEAD STORIES *

LEAD STORY	ISSUE DATED	ADVERTISING DEADLINE
EXPERT ANALYSIS Where the new markets are showing up. How the traditional markets look.	OCT. 23	OCT. 13
N.A.M.A. REPORT Coverage of the BIG Vending Convention in Miami. Equipment, seminars & trends. Special emphasis on the "three C's": cigarettes, candy & coffee.	OCT. 30	OCT. 20

*In addition to the complete coverage of industry news you'll find each and every week in Billboard.

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Recent

STEREO RELEASES

for Music Operators

■ SEEBURG LITTLE LP'S

Pop-Vocal

Johnny Mathis—Love Is Everything ..... **Mercury**
Never Let Me Go . . . Dancing in the Dark . . . An Affair to Remember . . . People . . . This Is All I Ask

The Rolling Stones—The Rolling Stones, Now! ..... **London**

Tom Jones—Tom Jones ..... **Parrot**

Pop-Instrumental

Baja Marimba Band—Baja Marimba Band Rides Again ..... **A & M**
Brasilia . . . Dear Heart . . . Red Roses for a Blue Lady . . . Juarez . . . More . . . Guacamole

Mantovani—The Mantovani Sound ..... **London**

Rhythm & Blues

James Brown—Grits and Soul ..... **Smash**
Grits . . . There . . . Tempted . . . Devil's Hideaway . . . Wee Wee . . . Mister Hip

Country & Western

Connie Smith—Connie Smith ..... **RCA Victor**
Once a Day . . . The Threshold . . . Darling Are You Ever Coming Home . . . Then and Only Then . . . Don't Forget (I Still Love You) . . . I'm Ashamed of You

Dave Dudley—Talk of the Town ..... **Mercury**

DISCOTHEQUE RECORDS

The following single records have been selected by the Billboard Review Panel and are recommended to operators for discotheque programming.

HOT 100

TITLE, TYPE OF DANCE, ARTIST, LABEL

TREAT HER RIGHT, Jerk, Roy Head, Back Beat 546
KEEP ON DANCING, Jerk, Gentrys, MGM 13379
JUST A LITTLE BIT BETTER, Frug, Herman's Hermits, MGM 13398
BABY DON'T GO, Frug, Sonny & Cher, Reprise 0392
DO YOU BELIEVE IN MAGIC, Jerk, Lovin' Spoonful, Kama Sutra 201
GET OFF MY CLOUD, Jerk, Rolling Stones, London 9792
LIAR, LIAR, Monkey, Castaways, Soma 1433
YOU'RE THE ONE, Jerk, Vogues, Co & Ce 229
MOHAIR SAM, Mashed Potato, Charlie Rich, Smash 1993
I KNEW YOU WHEN, Slow Dance, Billy Joe Royal, Columbia 43390
NOT THE LOVIN' KIND, Monkey, Dino, Desi & Billy, Reprise 0401
CARA-LIN, Jerk, Strangeloves, Bang 508
1-2-3, Mashed Potato, Len Barry, Decca 31828
AIN'T THAT PECULIAR, Jerk-Monkey, Marvin Gaye, Tamla 54122
LET'S HANG ON, Jerk, 4 Seasons, Philips 40317

SPOTLIGHTS

TITLE, TYPE OF DANCE, ARTIST, LABEL

TURN! TURN! TURN! Frug, Byrds, Columbia 43424
MY BABY, Jerk, Temptations, Gordy 7047
LOVE MINUS ZERO, Frug, Eddie Hodges, Aurora 156
UPON A PAINTED OCEAN, Mashed Potato, Barry McGuire, Dunhill 4014
JUST KISS ME, Monkey, Sue Thompson, Hickory 1340

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Rowe Brings In Barton as Sales Mgr.

JOE BARTON, former manager of Bush International, Rowe AMI distributor in Jacksonville, Fla., has been appointed General Sales Manager of Rowe Manufacturing. In announcing Barton's appointment, Rowe president Jack Harper noted that the new executive has experience as an operator, distributor and manufacturer. To be located at Whippany, N.J., Barton will report to Fred Pollak, vice-president/marketing.

Don't Operate Junk Says Pink

MINNEAPOLIS — "It definitely doesn't pay to operate with junk machines," Norm Pink of Advance Music Co., here, says, "whether it's music, amusement devices, rides or any other."

"The day is definitely over when that kind of operation can succeed," he added, "and the fact is, the most success goes to those with the best maintained and newest equipment."

"That's why we stress service and maintain a staff of nine servicemen in our own shop," he added.

Three of the men have been with the firm since the 1940's. Some specialize in a single type of machine, while others cooperate in various areas.

To improve the service operation, Advance has just installed two-way radios in its six service cars, serving routes in the far-flung Twin City area.

Updating

Besides servicing existing machines, Advance tries to add as much new equipment as possible.

"By updating units whenever we can, we find the machines take in more money, require less service, and provide greater depreciation."

"In this connection, we have certain bowling alley locations where there are really avid pin ball patrons. These players are always excited about a new machine, which represents a new challenge for them. They flock to every new machine we put in, and the receipts always rise.

"It is especially true of pin ball machines that a place which is known to have the newest machines will draw excellent patronage. Pin ball fans will always recognize the new and different."

At music locations, he continued, the results are similar.

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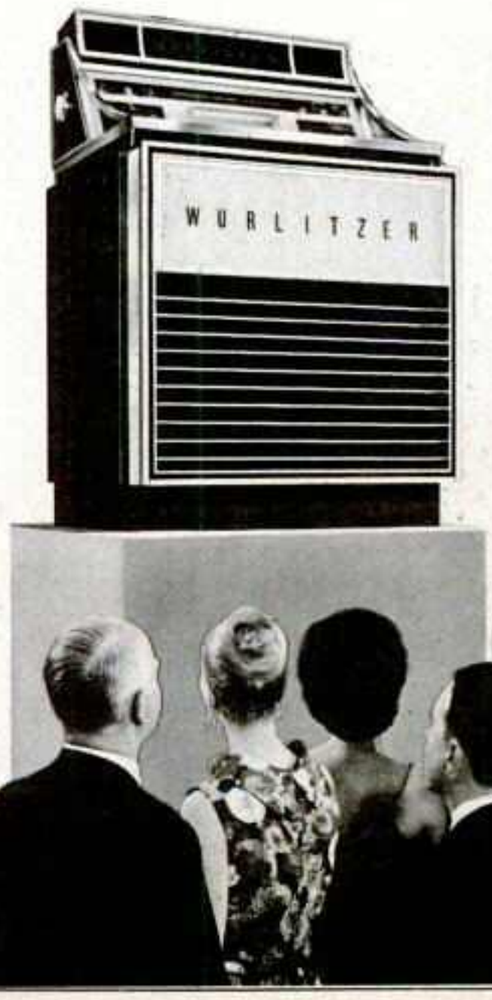
The WURLITZER 3000 will top them all for earnings



On Display During NATIONAL WURLITZER WEEK

Rock City Distributing Co., Inc.
615 Murfreesboro Road Nashville 10, Tenn.
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ARTHUR MURRAY
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832 Baronne Street
New Orleans, Louisiana 70113
(504) 523-4734

Wurlitzer Shows Its 3,000 Series

• *Continued from page 66*

The mar-resistant surface is of rosewood grain finish.

Officials of the 110-year-old maker of musical equipment are particularly high on the appearance of the four-inch anodized aluminum extrusion which frames the grille section.

The name panel, of 3/16-inch crystal glass, is mounted in a hinged, aluminum door for access to the selector switch banks, fluorescent light tube and grille color shield.

The phonograph dome, its frame of chrome-plated die castings, is single lock-spring loaded and is said to be reflection-free. It latches automatically in a raised position and locks automatically when lowered. The program holder may be removed completely from the machine if desired.

Proscenium Arch

A theatrical effect is achieved with a "Record Marquee," which sees each record raised and played in view of patrons under a proscenium arch of gold.

Selector buttons are again reverse-hinged. New "make selection" lights have been added at the right of the coin aperture. Deposit of a dime lights the "select any single" panel. A quarter lights the same panel and the "select any album" panel. (On the standard model—sans LP Play feature—a quarter lights "make any selection.") Deposit of a half dollar or two quarters lights the "Golden Bar," affording the patron the choice of Ten Top Tunes or two album series plus a single selection or still another alternative of seven single selections.

Accessories available for the new series are the Model 5220 remote speaker wall box, a remote volume control kit 169A and a public-address microphone kit 190 which will page through the phonograph speaker system.

Market Street

• *Continued from page 66*

by the extra nickels clinking into remaining machines, Gordon says.

The Fun Center is most comfortable. In front of almost every amusement machine is an upholstered stool permitting the player comfort while he builds his skill. "The average player lingers twice as long because of this convenience," Gordon claims.

This family-oriented arcade is closed only a brief period each week while every inch of surface is scrubbed, polished, or waxed. A continuous cleaning program is handled by a supervisor on duty and a part-time custodian. One result of this is a high ratio of women customers.

Extra Appeal

Gordon gives his machines extra appeal by constantly rotating them within the arcade.

A five-ball pin game which has begun to show a drop in revenue at the right front of the shop, for example, will bounce back to maximum earning when moved to the center rear.

Bright red and white signs, posted along the walls on each side of the building suggest "giving the other fellow a chance to play," ask for co-operation in maintaining quiet, point out new games which have been aded to the stock, and proudly remind customers that the business has been operating in the same location for 12 years.

There is very little kiddie traffic, but numerous teenagers, too young to be admitted to bars, comprise a good percentage of the total. Attendants keep youngsters moving, and there has been very little rowdyism or vandalism.

The Fun Center boasts bright yellow and red signs illuminated in the beehive-style accepted by the fashionable stores nearby. Gordon is proud of the fact that none of these have registered any complaint over the presence of his arcade on Market Street.

New York Meeting

• *Continued from page 66*

admission tax of 10 per cent is payable on all admissions of more than 10 cents. This, of course, does not apply to straight dime play. And operators feel that as juke box play does not constitute an admission, it also does not apply to 25-cent and 50-cent play either. This point is expected to be explored at the meeting.

Manpower Needs

John Dunn, a representative of the New York State Department of Manpower Development, will be on hand to discuss manpower needs with the operators. Purpose is to set up training schools for juke box and game mechanics and routemen.

Sen. Tom LaVerne, who introduced the coin machine operator licensing bill in the New York State Legislature, will address the convention.

The convention will close with election of officers. The current slate consists of Mrs. Millie McCarthy, president; Mac Douglas, treasurer; Ed Solomon, secretary, and the following vice-presidents: George Holtzman, Bucky Van Wyck, Henry Konblauch Jr., Charles Keppler, Joe Grillo and Fred Cilano.

NEW EQUIPMENT

DISCOTEK. New two-player flipper game—with three flippers—by Bally Manufacturing Co. of Chicago. The added flipper is strategically located to volley at a battery of four targets, each worth 50 points when lighted. Player tries for 200 points with each ball by bombarding targets using the flipper. Standard twin flippers guard the out-opening. Right flipper will propel balls into new "bonus gun," which in turn shoots balls at "bonus target" valued at varying times from 10 to 100 points. "Free style" targets innervate all other targets, advance bonuses, open either or both free ball gates and light the special rollover.

BIG CHIEF. Four-player game introduced by Williams Electronic Manufacturing Corp. of Chicago. Features a new "selector disc" which changes values over entire playfield. Two free-ball return gates incorporated in product. "Number match" feature. Has stainless steel moulding and trim, "plastikote" finished playfield, automatic ball life and standard three-way multiple coin chute.

material

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Torrance Would Double Tax Fee

By BRUCE WEBER

LOS ANGELES—City councilmen in Torrance, the third largest city in Los Angeles County (population of more than 130,000), are expected to act on a proposed ordinance to double fees collected by the city for coin-operated machine licenses.

Passage of the "increase in city revenue" measure seems assured, since the revenue expected from the increase already has been figured into the city's budget for this fiscal year.

Edward Ferraro, city manager of Torrance, said the increase will bring the city an additional $8,500 in revenues this year.

The tax increase measure was approved for introduction by members of the Torrance city government on Sept. 14, but was held over for 30 days' study after complaints from machine owners at the city council's final reading on Sept. 21. Ferraro said the matter again will come before the city council either on Oct. 19 or Oct. 26.

Sampling

Ed Schneider, managing director of the California Music Merchants Association, southern division, told city councilmen his sampling of Southern California cities showed license fees considerably less than called for in the proposed Torrance ordinance.

However, Ferraro told city councilmen the ordinance fee schedule was based on those enacted in Torrance's neighboring cities. Councilmen requested a delay to study the matter.

The proposed fee would raise the present $10 tax on amusement machines to $35, the $10 tax on music machines to $20, the $1 fee for stamp machines to $2, and approximately double the collection from food vending machines according to the price of the merchandise.

ADD 150 NEW DEANS

CHICAGO—Some 150 trade veterans joined the CMI Deans' Club before, during and after the recent Music Operators of America Convention here, according to Bob Slifer, executive director of the National Coin Machine Distributors Association and strong backer of the Club. At the Club's banquet during the MOA convention, Slifer said, 100 persons turned out for a delightful affair. Club membership now numbers nearly 500, Slifer said, adding: "And 15-year veterans and all phases of the coin industry may join at any time."

Juke Box Window Trim in Peoria . . .

SCHRADZKI'S DEPARTMENT STORE in Peoria, Ill., one of two stores in which operator Les Montooth placed six phonographs during a "campus-a-go-go" back-to-school clothing promotion. Some 1,500 high school and college students danced at a party in the downtown store on Aug. 19.

AD MATS for Schradzki's newspaper campaign were built around go-go girl scenes like this one, shot at Montooth Music Service in Peoria.

. . . And Also in Manhattan

JUKE BOX IS EMPLOYED in show-window tie-in with go-go dancing shows in this Kitty Kelly Shoe Corp. outlet in New York.

Put Off the N. Carolina Meet

CHARLOTTE, N. C.—The annual convention of the North Carolina Music Operators Association scheduled for this past weekend was postponed until the weekend of Nov. 14.

Association president Fred Ayers of Greensboro said sickness of key businessmen necessitated the postponement. Ayers and other North Carolina operators plan to attend the South Carolina convention at Columbia on Oct. 23-24.

Miami Show

• Continued from page 64

ager Margaret H. Kelly informed us, will premiere new "Super-Super Monsters," handpainted (10 cents); "Horror Head Rocket Mix," gruesomely painted (5 cents); "mysterious, dark, intriguing 'Tahiti Heads,'" (5 cents); a new 5-cent capsule ring mix and a vacuum-plated series of "I Am the Greatest" cups with 12 different boasts (5 cents).

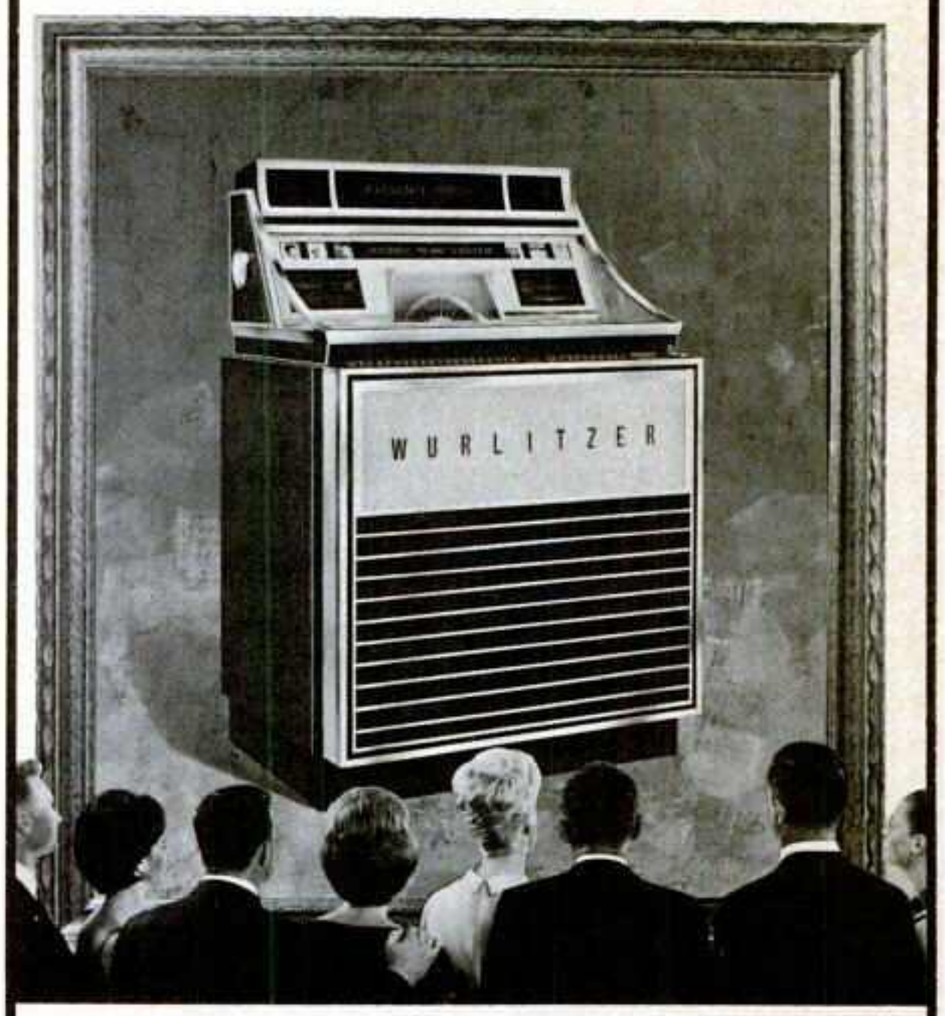
A number of other manufacturers of equipment and supplies of merchandise and confections will be here next weekend. Particulars on the products they will introduce have not been received by Billboard to date. However, a full report on all new items and equipment introduced here will appear in this publication after the show.

High Commissions

• Continued from page 65

high volume, such as airports, railroad terminals, bus stations, etc., make a revision up to 35 per cent practical. By and large, Colorado operators are holding the line at 25 per cent and feel that "this is a situation we must watch closely, or else it will run way with itself."

THIS IS NATIONAL WURLITZER WEEK
Come in for a look and a listen at this
FABULOUS WURLITZER 3000



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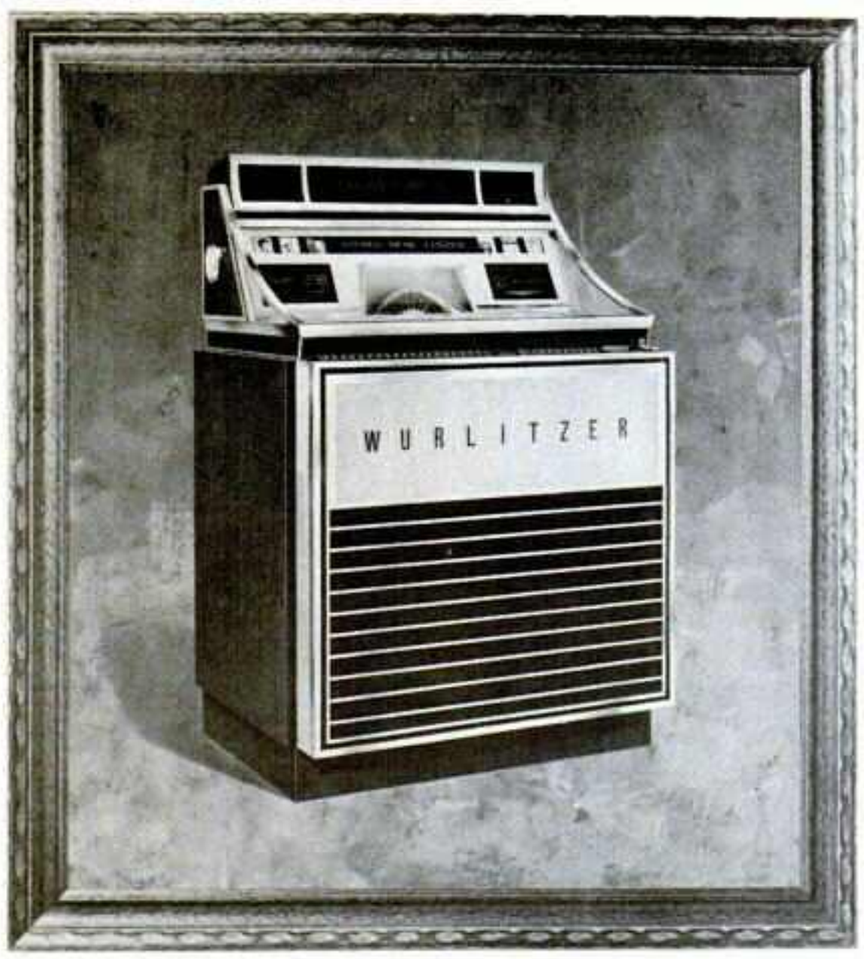
We're Displaying the new Wurlitzer Portrait of Profits

During **NATIONAL WURLITZER WEEK**



PEACH STATE MUSIC CO.

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PEACH STATE DISTRIBUTING CO.

1040 Boulevard, S.E., Atlanta, Georgia

PEACH STATE TRADING CO.

729 Lady St., Columbia, South Carolina

Coming Soon:

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

Oct. 19—New York State Coin Machine Association annual meeting, Syracuse Hotel, Syracuse, N. Y.

Oct. 22-23—Music Operators of Virginia convention, Hotel Roanoke, Roanoke, Va.

Oct. 22-23—South Carolina Operators Association, third annual convention, Township Auditorium, Columbia. Lodging, Downtowner Motel.

Nov. 14—Amusement Machine Association of Philadelphia, Inc.; 36th annual association dinner, Latin Casino, Cherry Hill, N. J.

Nov. 14-15—Music & Vending Association of South Dakota, fall meeting, Huron, S. D.

Nov. 19-21—NAMA Western Conference & Exhibit, Ambassador Hotel, Los Angeles.

Louis Barsotti Heart Victim

MEMPHIS—Louis J. Barsotti, well-known Memphis cigaret vending operator and president of the O. J. Barsotti Co., died here of a heart attack Sept. 27.

Barsotti, 41, operated some 500 venders in Memphis and Shelby County and also owned a wholesale tobacco concern.

His father, who founded the firm, died about six months ago. Barsotti's only brother died just 18 months ago.

The elder Barsotti was one of the first operators of coin-operated phonographs in Memphis.

Louis Barsotti is survived by his widow and six children.

NEW EQUIPMENT

WURLITZER MODEL 3000. Manufactured by Phonograph Division of the Wurlitzer Co., North Tonawanda, N.Y. Cabinetry is all-new: side panes of Panelyte with mar-resistant melamine finish in rosewood grain; perforated metal grille protected by horizontal stainless steel bars; blue lighting behind "Wurlitzer" front name panel; dual nickel chrome-plated die-cast dome. Offered in 200 (model 3000) and 100 (model 3010) selection mechanisms, with a special Discotheque model (3000-8) available. Two tweeter speakers have been added to the unit's High Fidelity Stereophonic sound system. Each mechanism contained in cabinet measuring 53½ inches high, 35 inches wide and 27 inches deep. Other specifications: Model 3000, net weight 378 pounds; crated weight 423 pounds. Model 3010, net weight 363 pounds; crated weight 408 pounds. Both models operate at 325 normal wattage, 430 maximum input wattage and 125 stand-by wattage.

Strike Didn't Hit Vendo Net

KANSAS CITY, Mo.—The all-August strike of The Vendo Co., by the United Steelworkers had little or no effect on third-quarter sales and earnings, Senior Vice-President Walter W. Kovalick announced.

"We expect better results for the third quarter than those of last year's all-time high for the same three-month period," he declared.

The lack of strike impact on sales might be in part explained by the fact that the plant-wide two-week vacation period — when no production is scheduled—fell during the strike period.

Vermont Vending More Cigarets

MONTPELIER, Vt. — Tax Commissioner Gerald S. Witherspoon reported that despite a 2-cent increase in the cigaret tax Vermonters bought more cigarets from vending machines and stores during July and August.

ABP ADVERTISING IN BUSINESSPAPERS MEANS BUSINESS

Wanted

Used Scopitone, Filmotheque or other sound movie machines.

Give price and condition.

Write

Billboard
Box 236
188 West Randolph
Chicago, Illinois 60601

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New 4-PLAYER BIG CHIEF

United's KICKAPOO

6 PLAYER TARGETTE GAME

SHUFFLE ALLEY

Williams® ELECTRONIC MANUFACTURING CORP.
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Cable Address: WILCOIN, CHICAGO
AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR

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.

$249.50 FOB Chicago

⅓ Dep. With Orders, Bal. C.O.D. or S.D.

OVERHEAD MODEL

$169.50 FOB Chicago

- Two-faced — scores 15-21 and/or 50 pts.
- Natural finished hardwood cabinet.

EACH UNIT has these features:
- "Game Over" light flashes on at completion of game.
- Easily serviced.
- Large coin box holds $500.00 in dimes.
- 10¢ 1-player or 10¢ 2-player by simple plug switch-over.
- Completely equipped with chrome stands and scoring buttons for each end of shuffleboard.

MARVEL Mfg. Company

2845 W. Fullerton, Chicago, Ill. 60647
Phone: Dickens 2-2424

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Sammons-Pennington Draw 150 in Mid-South

By ROY HAMILTON

MEMPHIS—Some 150 operators, servicemen and their wives from Tennessee, Arkansas and Mississippi got their first look at the Seeburg Corporation's two new coin-operated phonographs at a two-day meeting here recently.

The Sammons-Pennington Co., Memphis distributor, hosted the meeting. Factory representatives attending included Joe Fitzpatrick of Savannah, Ga. (Southern regional vice-president), and Norman Haas of Atlantic (regional service engineer).

Distributor George Sammons reported that the new Electra and Fleetwood got "a real fine reception."

He added "There was a tremendous amount of favorable comment about the big reduction in price this year."

Shuffleboard Under the Sea

• Continued from page 70

to the spectator value of the sport.

Tourneys

The current hotbed of tournament coin-op shuffleboard is on the West Coast, where American's Stan Lystad organized several meets last spring. Lystad plans to enlarge the scope to include California, Oregon and Washington next spring. Preliminary elimination meets are going on right now from Fresno north to the Oregon border. Each location organizes, sponsors—sometimes even uniforms—its own team. Regional champs will compete in finals in March, with equipment and prizes to be donated by American Shuffleboard Co.

TV

In the past, shuffleboard series in Portland, Seattle, Tacoma and Wichita have been televised locally. Other tourneys have been held in New England, New Jersey, New York, Pennsylvania, Illinois, Oklahoma, Texas and in many parts of Canada.

The tournament rules (provided in a kit by American) call for 16 players for doubles or eight players for singles competition. Men and women compete in a seven-week round robin. From house play, the winning team progresses to interlocation local play, county play and then a regional tournament.

"We hope to be ready for a national tournament by 1966," Lipkin said.

A national meet, if held next year, would not be without precedent. Industry innovator David Rock Ola of Chicago, a pioneer manufacturer of coin-operated shuffleboards, sponsored a week-long national tournament at the Chicago Coliseum in the early 1950's, embellished by movie stars, expensive prizes and wide publicity. American had its own national tourney one year in Peoria, Ill., and competitor National Shuffleboard sponsored a meet in Springfield, Ill.

Score Sheets

An ancient sport, shuffleboard is said to have emerged in indoor table form in a big way after the repeal of prohibition as an attraction for patrons in what was formerly the "back room."

"Back in the late '30's," Lipkin recalled, "the first shuffleboard went on location under a "loser-buys-a-drink" system. The first coin-operated units with numbered score sheets didn't come along until 1946."

Lipkin reflected: "David Rock Ola saw the potential of shuffleboards in 1947 and produced many. He's responsible for opening up much of the country to shuffleboard play."

60 Sign for NAMA Western

CHICAGO—Fred W. Conrad, general chairman of the National Automatic Merchandising Association's Western Conference & Exhibit, announced last week that some 60 firms have retained space for the Nov. 19-21 show at the Ambassador Hotel, Los Angeles.

Some exhibit space is yet available, it was also announced. The show, in its fifth year, is aimed at vending operators in States west of the Great Divide.

Space inquiries should be directed to Sidney J. Schapiro, exhibit manager, NAMA, 7 South Dearborn Street, Chicago, Illinois 60603.

NCMDA IN ANTI-DROP-OUT DRIVE

CHICAGO — The National Coin Machine Distributors Association has launched a drive to encourage members and other interested businessmen to participate in President Johnson's Youth Opportunity back-to-school campaign for high school drop-outs. According to NCMDA executive director Bob Slifer, the association has secured informational literature packets on the problem from the Department of Health, Education and Welfare and has distributed the materials to members and key non-member distributors throughout the country. The informational materials outline the scope of the drop-out problem and suggest ways individual businessmen can encourage youth education by providing part-time and summer jobs in co-operation with local school authorities. The NCMDA is encouraging participation by members, Slifer said, and has contacted the Chicago Board of Education to volunteer assistance locally.

Bilotta Previews Wurlitzer

NEWARK, N. Y.—The new Wurlitzer 3000 series was previewed to the trade by Bilotta Enterprises here last week in a special show party featuring a group known informally as the Canadian Beatles.

Host and company president, John Bilotta, called the reception to the equipment "outstanding."

N.A.M.A. SPECIALS

COFFEE & SOFT DRINK VENDORS

Bally 661D, single cup brew	$725
Bally 661DS, single cup brew	750
Bally 662CH, 200 cup cap.	675
Bally Seeburg 664D	925
Bev-o-Matic w/choc. & soup	295
Rowe L-1000 9-oz. cup	495
Rowe 1010A, crushed ice	975
Apco Dual Compressors	795
Apco Single Compressor	595
Seeburg 45CD, Snowman	925
Seeburg 45CD-2 Modular	1295
Rowe Tasty 20, 560 cap.	375
U-Select-It, 74 cap.	75

CANDY VENDORS

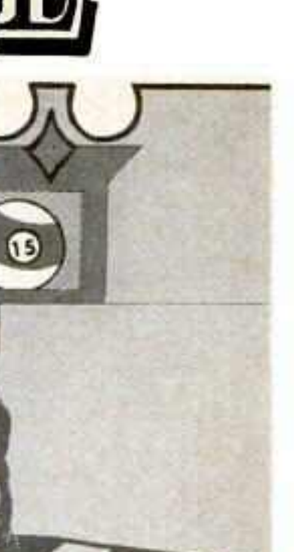
Stoner 8 Col., 160 cap.	$150
Stoner 7 Candy, 1 Gum	175
Stonermatic 11 Col., 260 cap.	245
Rowe Showcase, 11 col. gum & mint NDQ	185

PASTRY & POTATO CHIP VENDORS

Stoner Pastry, 4 col., 80 cap.	$145
Rowe Pastry, 5 col., 105 cap.	175
Mar-Vend Chip, 4 sel., 140 cap.	235
Majo Matic, 2 sel., 152 cap.	225

WE ARE PROUD TO PRESENT THE NEW WURLITZER 3000

LISTEN AND BUY



CIGARETTE VENDORS
All Cigarette Vendors will operate on 30¢ & 35¢

National 9 ML	$ 90
National 11 ML	145
National 111, slant front	175
National 113, slant front	225
Corsair 20, 520 cap.	150
Corsair 30, 830 cap.	150
Seeburg E2, 800 cap.	150
Smokeshop V-27	150
Smokeshop V-36	195
Rowe Ambassador, 14 col.	125
Rowe 20-70, 70 cap.	165

CLEVELAND COIN International
2029 PROSPECT AVE. CLEVELAND 15, OHIO
All Phones Tower 1-6715

GOTTLIEB'S BANK-A-BALL

A New Idea In Animated Scoring with Exciting Playfield Action!

- 15 beautifully colored numbered balls drop into rack in light-box.
- Making numbers 1 through 7— or 9 through 15 — lights center Target to score the 8 ball and a special.
- Dropping balls numbered 1 through 8 or 8 through 15 lights "Low" or "High" Rollover for specials.
- When all 15 balls are dropped, both "Low" and "High" Rollovers are lit for specials.
- 3 Rollovers drop two balls each.
- Attractive new cabinet colors and design.
- 3 or 5 ball play — match feature — available with twin coin chutes.

A Gottlieb FLIPPER SKILL GAME

That Extra Touch of Quality and ORIGINALITY

See the Color and Action of this All-New Idea at Your Distributors Now!

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ARTHUR MURRAY
DISCOTHEQUE MUSIC

See it During National Wurlitzer Week

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COINMEN IN THE NEWS

LOS ANGELES

The many friends of **Charles A. Robinson** will be glad to know that he is recuperating at the Santa Monica Hospital at Santa Monica, Calif., following surgery. . . . **Clayton Ballard,** manager of the Los Angeles Wurlitzer branch, attended the Wurlitzer International Phonograph Distributors meeting held at the Queen Elizabeth in Montreal. . . . **Frank Mencuri** has joined the Los Angeles branch of Advance Automatic Sales Co. with **Bob Portale, Jack Leonard** and **Sonny Lomberg.** Advance was recently awarded the distributorships for Gottlieb and Chicago Coin in Southern California. As the San Francisco main office already had these distributorships, Advance now represents these companies throughout California. . . . **Art Wright,** shop foreman at R. F. Jones Co. in Los Angeles, is back from his vacation spent in Arizona. . . . **R. F. Jones** recently visited **Chuck Klein** at the Los Angeles branch. The Jones boys will soon be busy taking inventory to wind up the fiscal year. Chuck Klein says the company is offering quite a bit of equipment at pre-inventory prices. . . . **Wynn Edling,** Ojai operator, was in town recently. He shopped for parts and equipment at Advance Automatic.

Expansion is the action at **Paul A. Laymon** Co. Now that additional sales space has been acquired by breaking through a wall into the next building formerly occupied by Electronic Sales, the project under way is to expand the warehousing facilities. . . . **Jimmy Wilkins Jr.,** son of **Jimmy Wilkins** of Laymon Co., has entered Fullerton Junior College to study police science. . . . **Bill Yedlin,** Sherman Oaks operator, was in Utah on a hunting trip. . . . **Ed Young** of E. & L. Vending at Fontana, Calif., was in the Pacific Northwest on a hunting trip. . . . **Catherone Lachat,** secretary at the C. A. Robinson Co., had a swell vacation. . . . **Mike Navarro,** of Apparatos Musicales, Mexicali, Baja California, and son of the late **Frank Navarro,** was in town recently and visited along Pico to see what was new. . . . **Jack Leonard,** of the parts department at Advance Automatic Sales, and his wife, **Dorothy,** recently enjoyed a weekend at the Dunes in Las Vegas, Nev.

BRUCE WEBER

PHILADELPHIA

While the departure for Europe by **David Rosen** recently was strictly for the business of his Filmotheque-Discotheque operations, the head of the local distributing firm bearing his name combined a bit of pleasure with his business. Instead of going directly to London, Rosen's first stop on Tuesday (14) was in Dublin, Ireland. There it was his fortunate pleasure to attend the wedding of **Michael Verrichi,** veteran coin machine operator in Erinland and for many years an overseas customer of the Rosen firm which developed into a close family friendship. . . . Wonder Management, Inc., was organized here to "own, manage, operate, lease any kind of coin-operated business . . . and to manufacture any products required by said enterprises," according to its application for a charter of incorporation filed by local attorney **Morton S. Powlen.** . . . **Marian Edgar** and **Angelo Lista** combined forces to establish the A & M Vending Co. with offices and showrooms in the South Philadelphia section of the city at 2102 South 19th Street.

MAURIE ORODENKER

DENVER

Collections are getting back to normal, according to Denver operators, following the long pall brought about by the half-billion-dollar floods of June 16, which has depressed business in all channels.

Mike Savio of Draco Sales Co. is preparing to send his daughter **Kathy** off to New York City to continue dramatic lessons.

Bill Burbank, head of Montrose Music Co. in Montrose, Colo., has ordered half a dozen new phonographs to beef up his Western slope locations.

Probably no phonograph operator in the nation is busier than **Bob Rothberg,** of Continental Music Co., who is currently operating one of Denver's biggest and most active bulk routes, along with phonographs and amusement machines. Rothberg has the contract for all bulk vendors in Denver's largest independent supermarket chain.

A welcome visitor to Denver's distributors last month was **Theron Demars,** owner of Mel-O-Tone Music Co., Salt Lake City, who shopped for half a dozen new pieces of equipment to beef up his route for the fall and winter season.

Heavy tourist volume in the Four-Corners area through the summer has kept operator **Roy Kaiser** of Kaiser Music from making his usual visits to the Denver area.

Veteran mechanic **Carl Katt,** who spent many years with Wurlitzer distributor, Draco Sales Co. here, has resigned to become a full-time "professor of coin machine operations," with the school currently being operated by **Jack Moran** of Apollo-Stereo. Jack will attend the NAMA convention in Florida, and is negotiating for government financial assistance in expanding his coin machine mechanic shcool.

B. I. Smith, who heads up F & S Amusement Co. in Colorado Springs, has returned from a week-long vacation in Anaheim, Calif., almost all of which was spent at Disneyland. Vacationing at the same time on the West Coast were **Chuck Morrison** and his family, Denver operators.

Colorado operators are watching with interest a quick growth which **John Fleming,** operator in Casper, Wyo., has achieved. Starting out with a single phonograph, Fleming has built one of the largest routes in the State, in the music and games bracket, despite the fact that he is busy with many other operations. Fleming serves on the Wyoming Baseball Commission, and operates an automotive design center under the title of Western Auto Motif Design. In November, Fleming will take his family to Puerto Rico for an extended vacation.

While collections for 1965 have been under those for 1964, **Milton** and **Dorothy Lane,** husband and wife team who operate Paisano Music Co., in Taos, N. M., are expecting a sharp pickup during the winter, when heavy traffic, en route to Phoenix, Ariz., begins to make its appearance.

Draco Sales Co. has recently completed its most "remote discotheque" installation, the Pueblo Hi Fi Club, in Pueblo, Colo. An unexpected problem has cropped up in numerous discotheque installations in the form of theft of the black light banners used for many such installations.

Celebrating birthdays during September were **Mrs. Mike Scadarda** of Grand Junction, **Pat Beren** of Arvada, **Dorothy Hothstedler** of Holly, **Sam Pacino** of Trinidad, **Bill Haefner** of Pueblo, **Kathy Savio** of Draco Sales, and **Bob Paulson,** also of Draco.

Bob Paulson has been appointed service manager at Draco Sales Co., Denver Wurlitzer distributor, to replace **Carl Katt.**

BOB LATIMER

MID-SOUTH

Memphis—Mid-South coinmen will be scarcer than hen's teeth in their home communities Oct. 15-19.

The reason: The annual convention of the National Automatic Merchandising Association in Miami, Fla., on those days.

Among those getting reservations in early:

From Memphis: **George Sammons,** Sammons-Pennington Co.; **Leonard Robbins** of American Vending Machine Co.; **Allen Smith** and **John McDowell,** Southern Amusement Co.; **J. Tunkie Saunders,** Memphis Automatic Canteen Services; **William Forsythe,** Forsythe Vending Co.; **Ernest Wessels,** Bluff City Cigarette Service; **R. L. Baker** of O. J. Barscotti; **H. H. Hammer,** Hammer Vending Service. Also going from Tennessee is **Frank Perot** of Frank's Cigarette Vending Service, Newbern.

From Arkansas: **Bob Crispel,** Crispel Vending Co., Little Rock; **Pat Allen,** Two-State Vending Co., Texarkana; **Page Kellum,** Kellum Candy Co., Russellville; **Fred Bellingrath,** Coca-Cola, Pine Bluff; **E. R. Wilkes,** Tri-State Vending Service, Marianna; **J. Earl Gill,** Gill Vending Service, Hot Springs; **A. B. Cassinelli,** Little Rock Amusement Co.

From Mississippi: **Abe Malouf,** M & F Vending, Greenwood; **Lexie Howard,** Crystal Vending Co., Grenada; **Paul Mauceli,** Paul's Vending Service, Greenville; **Albert Ajax,** Ajax Vending Service, Corinth; **Sam W. Jones,** Jones Vending Co., Columbus; **Albert Corso,** Corso Distributing Co., Clarksdale.

ROY HAMILTON

SAN FRANCISCO

Lester DuShane has returned to old familiar grounds in northern Nevada after spending the past 15 years in Riverside County, California. He has purchased the Rex Distributing Co. at 1440 Prater Way, Sparks, and is extending operations into Carson City, around Lake Tahoe, and all of the northern half of the State.

Les had been owner of the Cooper Music Co. in Riverside and sold this operation to **Henry Leyser,** president of Association Coin Amusement Co. of Oakland. Leyser likewise has been expanding his operations in several areas as described elsewhere.

Former owner of Rex was **Dennis Lynch,** who has operated the company for six years and remains with the firm in the capacity of general manager. The company handles Wurlitzer and Seeburg lines, and is extending both its juke box coverage, games and novelties, and cigaret vending operations.

Les had owned the Comstock Novelty Co. of Carson City until 1950, when he went to Riverside. This name is not active at the present time.

GODFREY LEHMAN

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CHICAGO

Some 60 wives attended the MOA luncheon and wig fashion show in Chicago. Co-chairwomen **Mrs. Clint Pierce** and **Olive Casola** deserve much credit for the overwhelming success. **Edith Hullinger** aided their efforts to prepare for and greet guests with beautiful pink corsages.

Wigs provided by the Chicago Hair Goods Co. proved too tempting for brunette **Hugette Hebert.** She became a striking blond and searched for her husband and his approval to purchase it. . . . **Tillie Blend** choose a gray wig but husband, **Joe,** was nowhere to be found. . . . **Mrs. F. Stiel,** who admitted to being a grandmother of 15, was mistaken for a movie starlet in a jet black wig and sunglasses.

Maria Felcher topped off her upsweep hairdo with a cascade of curls which she purchased on the spot. . . . **Maxine Silver** couldn't convince her father that her brunette wig was essential to her teen-age wardrobe. She also tried to talk him into buying a camera similar to the one used by Billboard camera girls. . . . **Joan Morris** of Andrews, S. C., was the personification of Southern womanhood in a gray wig. . . . **Carolyn Green,** also a Southern beauty, reminded one of **Veronica Lake** with the bang wig she choose to complement her blonde hair.

Others seen were **Mrs. Howard Ellis,** attending her first national convention. . . . **Mrs. Jack Bess** made a fetching picture in her black velvet hat with feathers that bobbed each time she moved her head. . . . Present at this year's festivities was **Mrs. Mike Mulqueen.** . . . **Bonnie York,** the other half of the MOA staff, kept those at her table in gales of laughter

Elaine Zimmerman told of introducing the first discotheque to Watertown, Wis. Her husband hired a Chicago Go-Go girl and held a private party. Eavesdroppers thought a strip show was going on when they overheard the girl ask whether she should leave her skirt on or take it off. . . . For **Eva Faye Miller** it was her first view of discotheque and **Joe Piro** really killed her. . . . **Mrs. J. M. Flowe** and **Hal Shinn** were disappointed they missed Ray Bolger, who was to have been part of their night tour of Chicago. . . . Mrs. Flowe also was very much interested in the wigs for her beauty shop.

PAT HORNICK

KANSAS CITY, MO.

Some very lucky operators at the recent branch showings of Seeburg's Electra, with Sutherland Distributing Co. giving away Ford Mustangs, color TV sets and AM-FM radios. Mustang winners included **Ed Wollet,** Sweet Springs, Mo.; Pioneer Music, Joplin, Mo., and **Joe Stevens,** Wichita, Kan. **A. J. Hilbrenner,** Waverly, Mo.; **Don Williams,** Joplin, Mo., and **Jerry Brittan,** Wichita, walked off with color TV's, while **Walter Cobb,** St. Joseph, Mo.; **Robert Kerley,** Joplin, and **Bill Holdern,** Wichita, held lucky numbers for AM-FM radios.

Sutherland branch staffers **Tom Mulvihill** and **Marion Berry** worked the branch exhibit booth at the recent Midwestern Food Service Exposition and Educational Convention held in K. C.'s Exhibition Hall Sept. 28-30, and had **Lesley Fleenor,** "Miss Missouri," as one of countless booth visitors.

W. B. Music's **Jerry Becker** and **Kenny Smith** will hold things down while **Harry Silverberg** takes off for the Miami convention and **Jim Jackson** visits operators out Nebraska way. Vet mechanic **Bill Mandina** and shop staffers **Pete Erb, Leo Erb** and partsman **Bryan Reynolds** will be around, too.

Recent W. B. visitors included Missouri operators **Frank Thompson,** Lexington; **Paul Guthrie,** Mound City; **Fred Layher,** Nevada, while **Stan Tennant,** Topeka; **John Coughlin,** La Cross, and **Roy Jones,** Olatha, were in town from the Kansas side.

EARL PAIGE

TENNESSEE

J. B. Bridgewater of Brownsville reports his business has been pretty blooming good. Maybe that's because he's a florist as well as a coinman. . . . **R. L. Snow** of Collierville has sold his three restaurants and gone back to devoting full-time to his Snow Amusement Co. . . . Farmers usually have little trouble finding things to complain about, but **Bob Smith** of Dyersburg is an exception. A part-time farmer with his brother, **Pete,** in addition to running Smith Brothers Music Co., Bob says they have one of the best cotton and soybean cro[p] of Je[r]burg, w[a] shopping ja[unt] cently.

A yacht on t[he] River is **H. A. Wal[ker]** hangout these days. W[e] erates the Ideal Amuseme[nt] in Jackson. . . . Another [fine] man-farmer is **Earl McDan[iel]** of McDaniel Amusement Co., Jackson. He has a "little place out in the country" just 1,500 acres BIG. . . . **Pino Hankins**

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Pardon us for delay in filling orders. We've stepped up production to meet exceptional demand.

PAR GOLF

Realistic Play and Scoring on a 9-Hole PAR 35 "COURSE"

57" long, 24" wide, 72" high.

GOLD STAR

EXCLUSIVE EXTENDED PLAY PUCK BOWLER

Hi-Style Cabinet— 9 Ft. long

PREVIEW BOWLER

Exclusive Extended Play Automatic Bowling Lane with Swivel Score Rack

13′ and 17′ lengths

See them NOW at your distributor

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...ps in memory. . . . **Al Jenkins** ...kins **Music Co.**, Dyers... ...s on an equipment ...nt to Memphis re... ...he Tennessee ...er's favorite ...aller op... ...nt Co. ...join... ...el

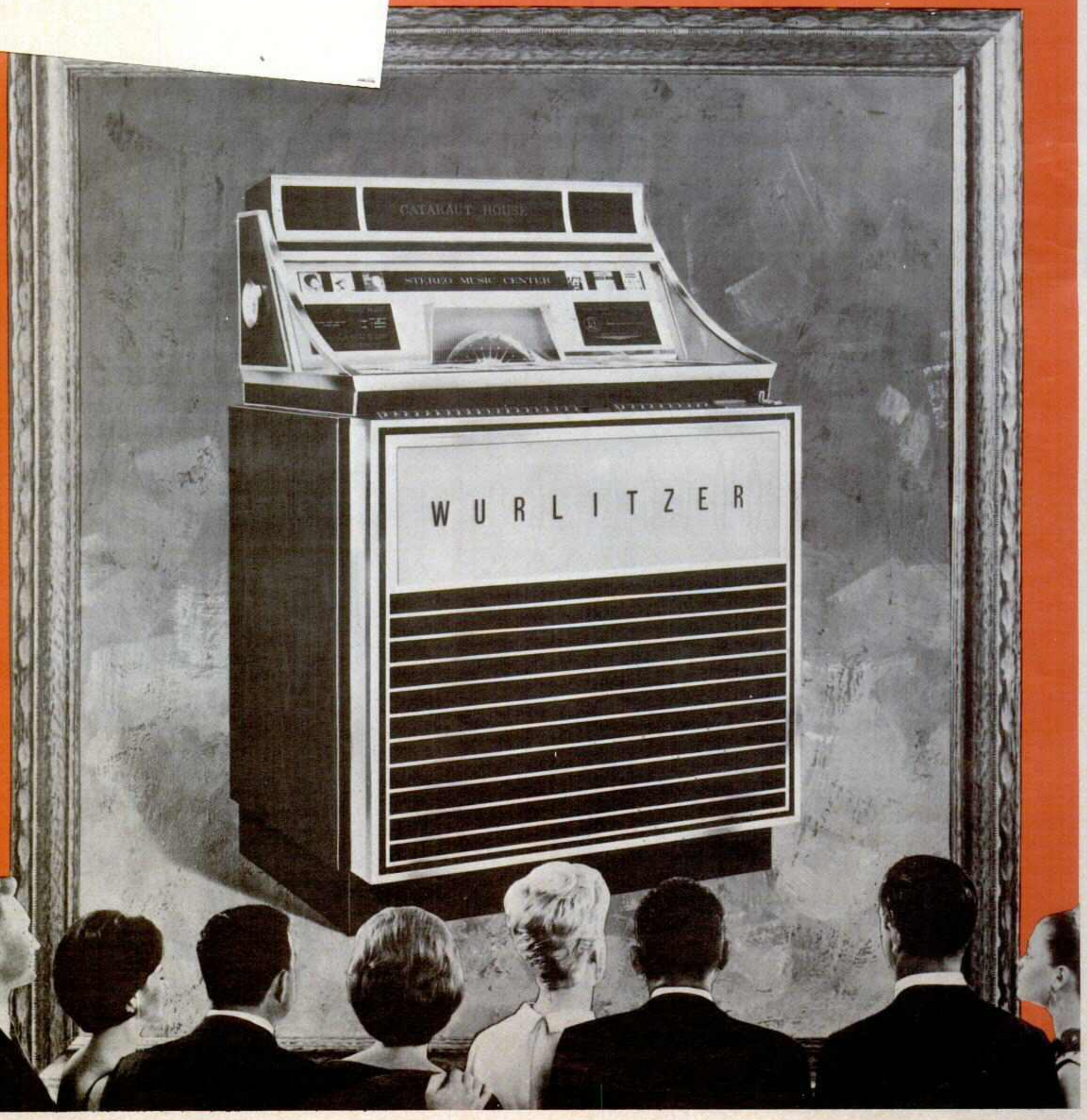
Conder of Conder Amusement Co., Lexington, was admitted to the hospital after a slight heart attack. His friends wish him a speedy recovery.
ROY HAMILTON

...of the Jackson ... went to Nashvi... visit his daughter **Sherry**, who is ... secretary to the ... sioner of conserva... ing fine after a bo... monia in the hos... **Scott** of Scott Am... Jackson.

Neil Amusement Co., L... admitted to the ho... slight heart attack. ...ish him a speedy r...

...son Amusement Co. ...ashville recently to ...ghter **Sherry**, who is ... the State commis... ...servation. . . . Feel... ...a bout with pneu... ...hospital is **S. E.** ...t Amusement Co.,

Wurlitzer PRESENTS A



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MODEL 3000

NEW PROFIT PICTURE

PROMISES TO BE THE BIG MONEY-MAKING STEREO MUSIC CENTER

Hear the Wurlitzer Model 3000 once and you'll realize that no phonograph reproduces the popular artists of our time with anywhere near this original-performance realism.

Look at it and you're impressed by the many styling features that contribute to its crisp, clean-line design. The graceful dome, topped by new twin tweeters, mounted at a convenient listening height, identifies this instrument as The Wurlitzer Stereo Music Center and contains all necessary play directions in colorful, yet orderly fashion. Side panels are Panelyte with a magnificent mar-resistant melamine finish of deep rosewood grain.

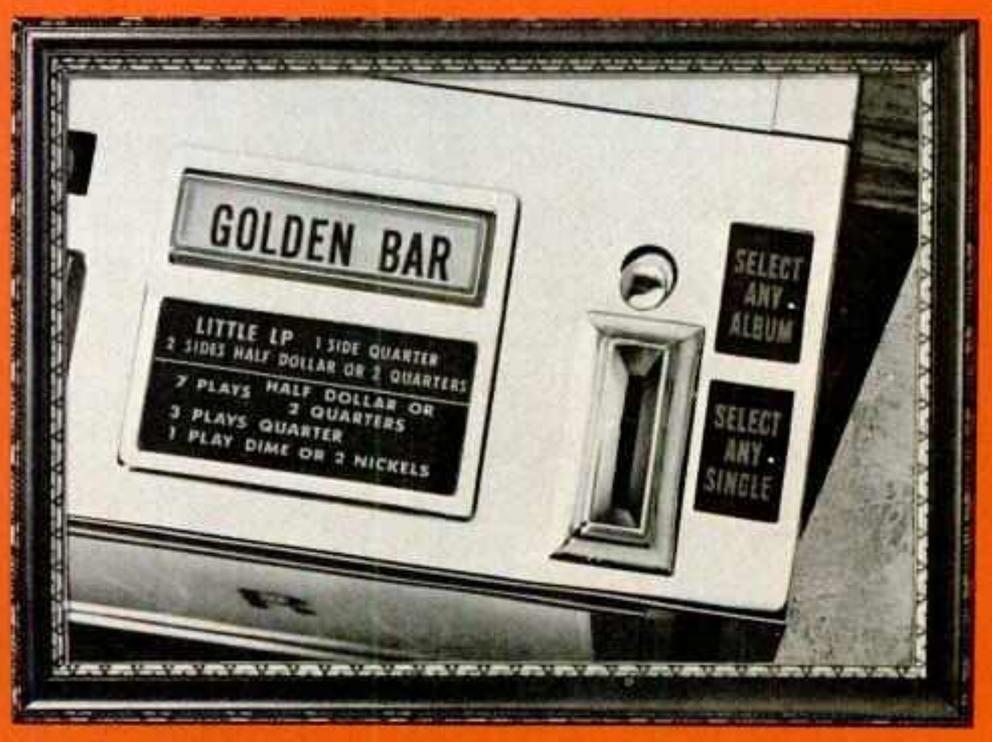
The front of the Model 3000 features a crystal glass panel emblazoned with the name Wurlitzer which moves outward on a piano hinge for easy service. A perforated metal grille screen, protected by highly polished stainless steel bars, offers a striking contrast which adds much to its beauty. The London Grey kickplate of embossed vinyl is impervious to floor abrasives.

All in all, a cabinet designer's masterpiece, the Wurlitzer 3000 is a showcase for 110 years of musical experience. No wonder it enjoys so lengthy a lead in striking cabinet beauty, glorious stereophonic sound, sheer engineering excellence . . . and, every time the cash box is emptied, it justifies its title . . . "The Big Money-Making Stereo Music Center."

THE WURLITZER COMPANY • N. Tonawanda, N. Y.

EVERY FEATURE AN EXAMPLE OF WURLITZER ARTISTRY IN DESIGNING HIGH EARNINGS INTO A PHONOGRAPH

Dome of the 100-selection Wurlitzer Model 3010 like the 200-selection Model 3000, features twin-tweeter speakers; location personalization; play directions; album display panels and the Record Marquee, scintillating hub of the Wurlitzer Stereo Music Center.



The unique Wurlitzer Golden Bar gives the patron a number of pre-selected tunes for a half dollar or two quarters. With the insertion of the required coins the Golden Bar lights up as do the two adjacent panels reading "Select Any Album" and "Select Any Single."

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ALBUM REVIEWS

SPOTLIGHT PICK

Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

POP SPOTLIGHT

HIGHLIGHTS FROM AN EVENING AT THE "POPS"

Boston Pops (Fiedler). RCA Victor LM 2827 (M); LSC 2827 (S)

A brilliant concert that ran the gauntlet from the classic "Blue Danube" to the Beatles "A Hard Day's Night" is vividly captured in this exciting live performance recording. A tremendous sales item hitting all tastes in music.

POP SPOTLIGHT

MANTOVANI OLE

Mantovani & His Orch. London LL 3422 (M); PS 422 (S)

The wonderful Mantovani sound goes south of the border in this album of familiar Spanish-flavored rhythm tunes. "Tico-Tico," "Mexican Hat Dance" and "Valencia" are treated to the full, rich Mantovani arrangements and are standouts in this well-performed and produced package.

POP SPOTLIGHT

YOU'LL NEVER WALK ALONE

Lettermen. Capitol T 2213 (M); ST 2213 (S)

The popular trio offers a superb program of inspirational music in their rich and smooth blend that enhances classics as "You'll Never Walk Alone." Backed by lush full-string arrangements of Hank Levine, they tenderly bring freshness to "The Three Bells" and "Climb Every Mountain." A powerhouse sales item timed perfectly with the upcoming holidays.

POP SPOTLIGHT

IT'S GONNA BE FINE

Glenn Yarbrough. RCA Victor LPM 3472 (M); LSP 3472 (S)

Featuring his singles hit as the title of the LP and sales guarantee, this program of pop-folk material is exceptionally well performed and produced. His version of "What the World Needs Now" is a standout as is his interpretation of Hoyt Axton's "I Hate to See the Sun Go Down."

POP SPOTLIGHT

SHANGRI-LAS—'65!

Red Bird RB 20-104 (M)

Featuring such singles successes as "Right Now and Not Later," "Give Us Your Blessings" and "Out in the Streets," the girls have a winner in this package of hot teen material. Their blend and vocal excitement spark a standout "Dum Dum Ditty" and a pulsating "The Train From Kansas City." Well produced and performed.

POP SPOTLIGHT

THE GREAT RACE

Henry Mancini. RCA Victor LPM 3402 (M); LSP 3402 (S)

The creative genius of Henry Mancini has authored another in a long line of great film scores. The Tony Curtis-Jack Lemmon-Natalie Wood starrer is further enhanced by this score which contains such beautiful melodies as "The Sweetheart Tree" and "Pie-in-the-Face Polka." A sales and programming delight.

POP SPOTLIGHT

THE ARTHUR SOUND

Wild Ones. United Artists UAL 3450 (M); UAS 6450 (S)

The group with the sound to equal their name has built a sure-shot album around the popular teen hits of 1965. Such best sellers as "It's Not Unusual," "You've Lost That Lovin' Feelin'" and "Satisfaction" are given that "wild" discotheque treatment which will make this a popular package in the teen market.

POP SPOTLIGHT

BING CROSBY SINGS THE GREAT COUNTRY HITS

Capitol T 2346 (M); ST 2346 (S)

For the first time Crosby devotes his vast musical talent to only top country material. Demonstrating his feeling and understanding of lyric in such standouts as the classic "Four Walls" and "Jealous Heart," Crosby maintains his own great style.

POP SPOTLIGHT

THE BIG HITS OF MID-AMERICA, VOL. TWO

Various Artists. Soma MG 1246 (M)

A smart packaging idea with giant sales potential featuring "Liar Liar" by the Castaways, the High Spirits, the Chancellors and the Jesters. Aimed straight at the teen market for a fast chart climber.

POP SPOTLIGHT

WALT DISNEY PRESENTS TINPANORAMA

Camarata / Various Artists. Vista BV 3330 (M)

A brilliant and humorous conception of popular music from the Jolson era up through today's rock sounds. Compositions might have been hits during the Crosby, Andrews Sisters, Lombardo, Presley or into today's Liverpool eras. Well performed by established vocalists and arranged by Camarata.

CHRISTMAS SPOTLIGHT

THE SOUND OF CHRISTMAS

Al Hirt. RCA Victor LPM 3417 (M); LSP 3417 (S)

Showcasing both the jolly and reverant side of Hirt and his trumpet, the album makes for a solid holiday package. Included are such Christmas evergreens as the classic "Ave Maria" and "O Holy Night" to a humorous "Nutty Jingle Bells," with Hirt at the vocal reins.

CHRISTMAS SPOTLIGHT

THE HEART OF CHRISTMAS

Sergio Franchi. RCA Victor LPM 3437 (M); LSP 3437 (S)

The rich voice of Franchi brings warmth and feeling to a program of some familiar, some foreign Christmas music. Mary Gold frames not only Franchi, but the spirit of the holiday in a fine impressive package. Included are "Adeste Fidelis," "Silent Night" and two new Italian carols, "Heart of Christmas" and "Buon Natale." A well-produced album.

COUNTRY SPOTLIGHT

THE SAD SIDE OF LOVE

Lefty Frizzell. Columbia CL 2386 (M); CS 9186 (S)

Frizzell, one of the great country stylists of the era, still sounds great. Here he has some smart songs, detailing the tribulations of love. His performances, plus the good arrangements, make an outstanding package.

CLASSICAL SPOTLIGHT

BEETHOVEN: PIANO CONCERTO NO. 4 IN G

Artur Rubinstein / Boston Symphony Orch. (Leinsdorf). RCA Victor LM 2848 (M); LSC 2848 (S)

The pairing of Artur Rubinstein and Erich Leindsorf with the Boston Symphony Orchestra adds up to money in the bank. The pianist and the orchestra work especially well together on this Beethoven concerto.

CLASSICAL SPOTLIGHT

IVES: SYMPHONY NO. 4

American Symphony Orch. (Stokowski). Columbia ML 6175 (M); MS 6775 (S)

Ives Symphony No. 4, written nearly 50 years ago and played publicly for the first time a few months ago, is one of the great modern classical works. Stokowski, who performed the work with the American Symphony at Carnegie Hall, repeats the performance in its premiere recording.

CLASSICAL SPOTLIGHT

NIELSEN: SYMPHONY NO. 3

Royal Danish Orch. (Bernstein). Columbia ML 6169 (M); MS 6769 (S)

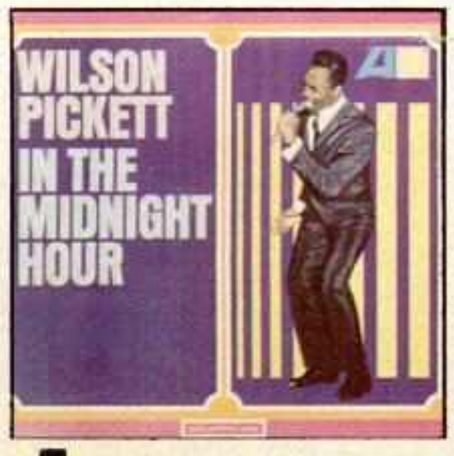
This is one of the most exciting symphonic performances to come along in some time. It's a fitting tribute to the Nielsen Centennial being celebrated this year. Bernstein puts a life force into the work that hits the listener with memorable impact.

JAZZ SPOTLIGHT

THE MODERN JAZZ QUARTET PLAYS GERSHWIN'S PORGY AND BESS

Atlantic 1440 (M)

The kind of free and easy jazz that's good for soothing ragged nerve ends or for serious, attentive listening. The modern jazz skill of this group is legend, and this album is typical of their more popular vein. Their interpretation of Gershwin's great score presents a fresh, contemplative sound.



RHYTHM AND BLUES SPOTLIGHT

IN THE MIDNIGHT HOUR

Wilson Pickett. Atlantic 8114 (M)

Based upon his smash hit single, "In the Midnight Hour," the exciting blues shouter offers a package charged with driving rhythm and electricity that only he can generate. Featuring material mostly from his own pen, the wailer has a blockbuster LP here.

SOUNDTRACK SPOTLIGHT

A SWINGIN' SUMMER

Various Artists. HBR HST 9500 (S)

Right up the alley of the teen market is this well done soundtrack from the film that features the popular Righteous Brothers as guests, their "Justine" hit is included along with the hard driving rocker "Red Hot Roadster" as performed by the Rip Chords. Should prove a big winner in its own market.

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